

Fy plan 12% growth
LE 9%.

due to price environment

25% - 30% premium in mkt.

coming into yr. 60.6 OI domestic

(6.6) earnings hits

→ (1.3) via MSA costs - current plan has
ability to dec 8%
(vs 2% orig. plan)

(2.6) vol shortfall

(1.2) Flaring

(1.5) add'l exec comp

54 → not acceptable

low efficiencies / best tightening

3.1 savings

Fy 57.1

not reflective of current view

2

MSA favorability due to SPM calc

.5

double-entry, etc. (finally reconciled accs.

- returns < reserved (1 1/2% sales)

- inventory revaluation

DOMESTIC

59.6

s/b 59-60 for yr.

potential vol. upside

Bad Q3

Inventory shifts impacted Q3 vol. → LIFO of larger customers etc.
no Δ consumer level

63 total down

added to sales org., largely in Q3

yr ago 13

this yr 32

good progress against distrib objections

ability to better target customers

Ryo pkg change

NW ERP - 11/3 go live

not doing parallel but have ability to switch back

Contract to punch new road pending
could break ground in Jan.

Plan volume growth - dom	+ 12?	<u>LE</u> 7?
Ryo	+ 8?	19?
total dom	+ 12?	+ 9?

Plan savings - dom 40.6 + 10? from partial '02

LE	57.06	(-6?)
Int'l	<u>3.05</u>	(about flat w/ LE)
	60.11	

domestic 5/6 59-60 for yr.
+ 3 for int'l