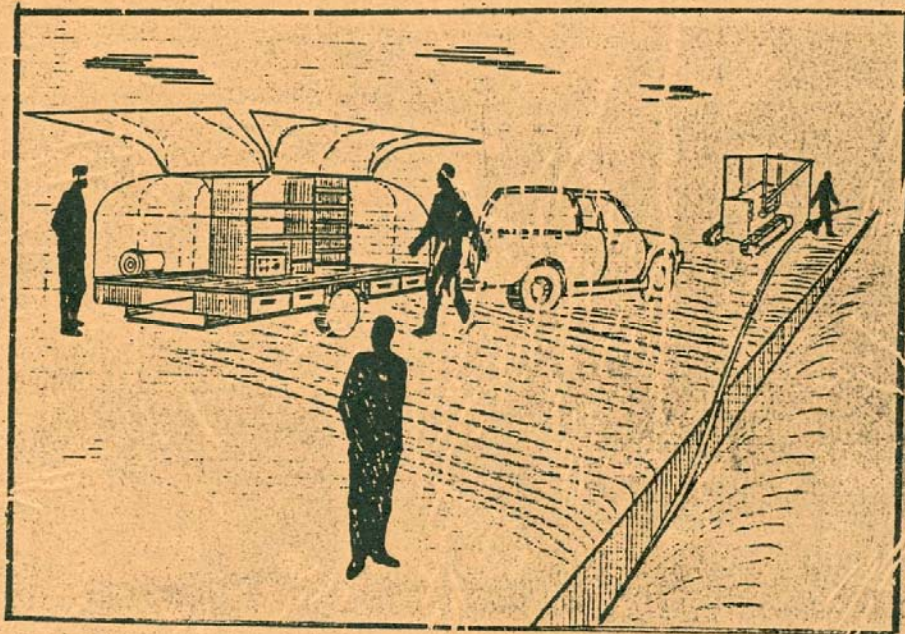


PORTA-SHOP



PROFESSIONAL MANAGEMENT OPERATIONS
ELMER GAEDDERT, INDUSTRIAL CONSULTANT
2400 N.W. 23rd. St. Oklahoma City, Oklahoma
Tel. 521-1549 Zip 73107

PORTA-SHOP, INC.

Porta-Shop is the original concept and design of Mr. Elmer Gaeddert, currently President of Professional Management Operations. The material enclosed in this report are the express property of Mr. Gaeddert and are shown to you with the understanding that this information is not to be shared unless first approved by Mr. Gaeddert.

With the assistance of a few carefully chosen professionals in various fields, this report indicates Porta-Shop's unique characteristics and design parameters. Porta-Shop's Original Design:

1. Fills a Need
2. Can be Easily Manufactured
3. Has Widespread Potential
4. Provides Excellent Return on Investment

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PORTA - SHOP, Inc.

CONCEPT

The Porta-Shop concept has evolved from actual on-site working conditions of various crafts, including Carpenters, Plumbers, Electricians, Auto Mechanics, Welders, etc.

Having observed the construction industry for the past twenty-five years in capacities from design to construction and through operations, the need for efficient, portable working areas to reduce manhours normally lost looking for the proper tool to do the job is all important. Production must be improved where possible. Time and motion studies show that production can be increased with work areas that are convenient and accessible. Porta-Shop provides work table space, equipment set-up, tool storage and parts storage. It can be "opened" for work under a shaded overhang and "closed" for weather tight storage and easy removal to a new location. Ease of portability allows for total shop equipment and tools to be transported for security and usage. A portable generator could provide necessary power to complete the unit.

Initially, Porta-Shop started out as a Carpenter or Builder's Workshop. As design evolved and exposure to various entities sparked brainstorming, other uses came into focus...i.e....City Maintenance Shops, Armed Services, Site Facilities, Utility Contractors, One or Two Man House Remodelers, College Campuses, and Support Services. Also, with interior design changes to fit Food Service, the Armed Forces or Red Cross could use this for a field Mess Hall.

potential users

GENERAL CONTRACTORS

CARPENTERS

PLUMBERS

ELECTRICIANS

VO-TECH SCHOOLS

AUTO AND TRUCK MECHANICS

CONDO AND APARTMENT CONSTRUCTION

HOME REMODELERS

COMBINATION CARPENTRY, ELECTRICAL, PLUMBING

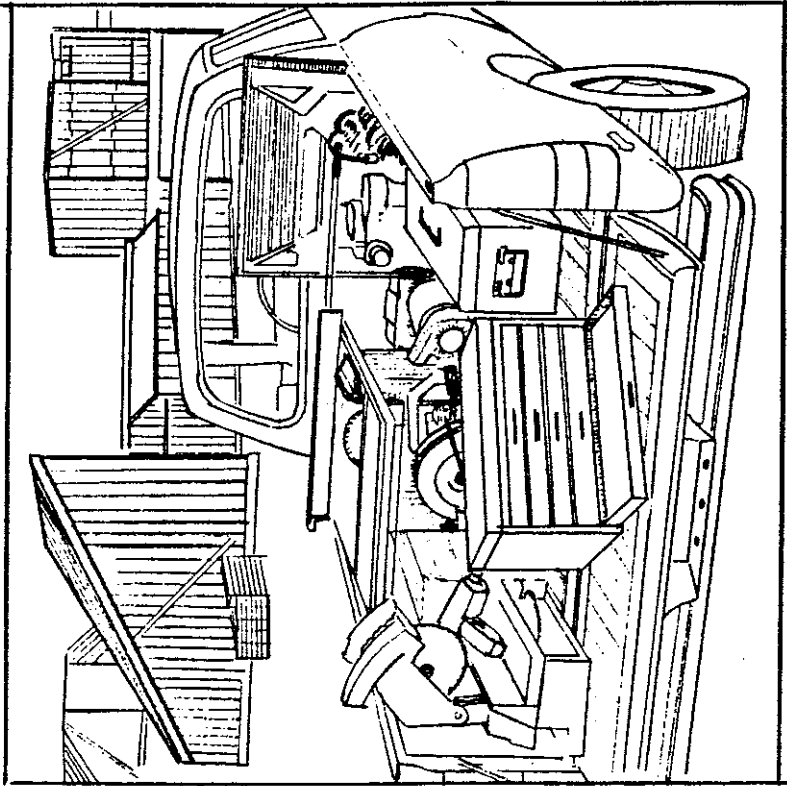
EQUIPMENT MANUFACTURES

ADVERTISING AGENCIES

FARMERS

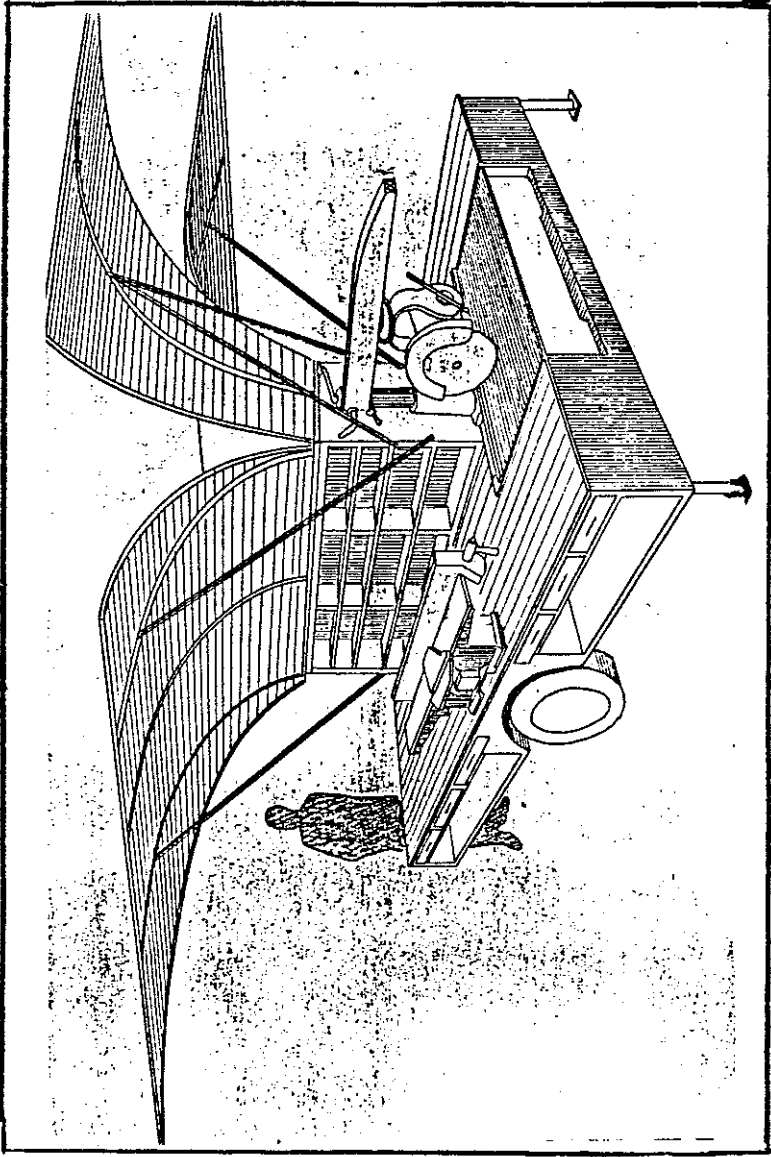
BOARD OF EDUCATION MAINTENCE

LAKE LOT & HOUSING REPAIR



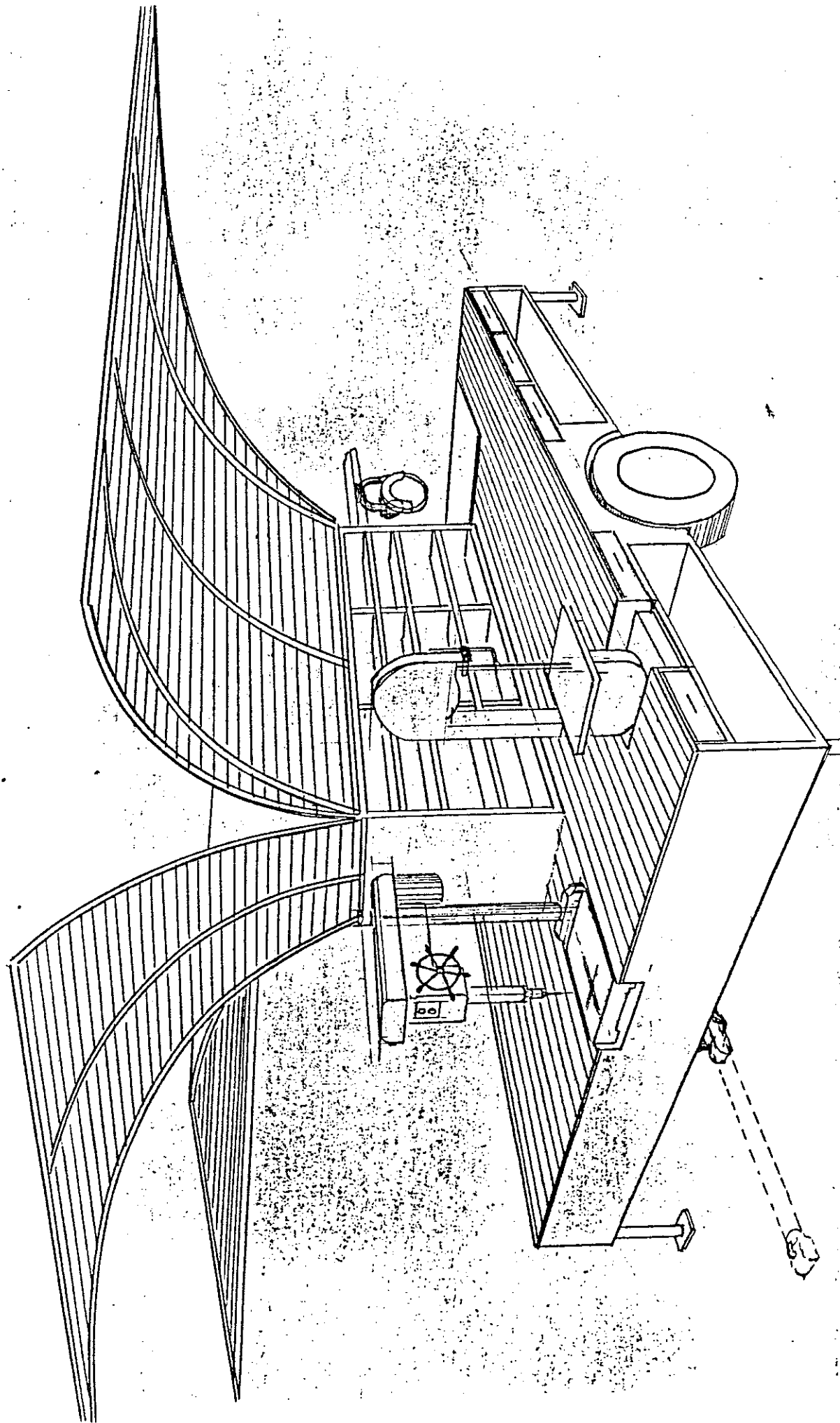
DOES CUTTING LABOR COSTS APPEAL TO YOU?

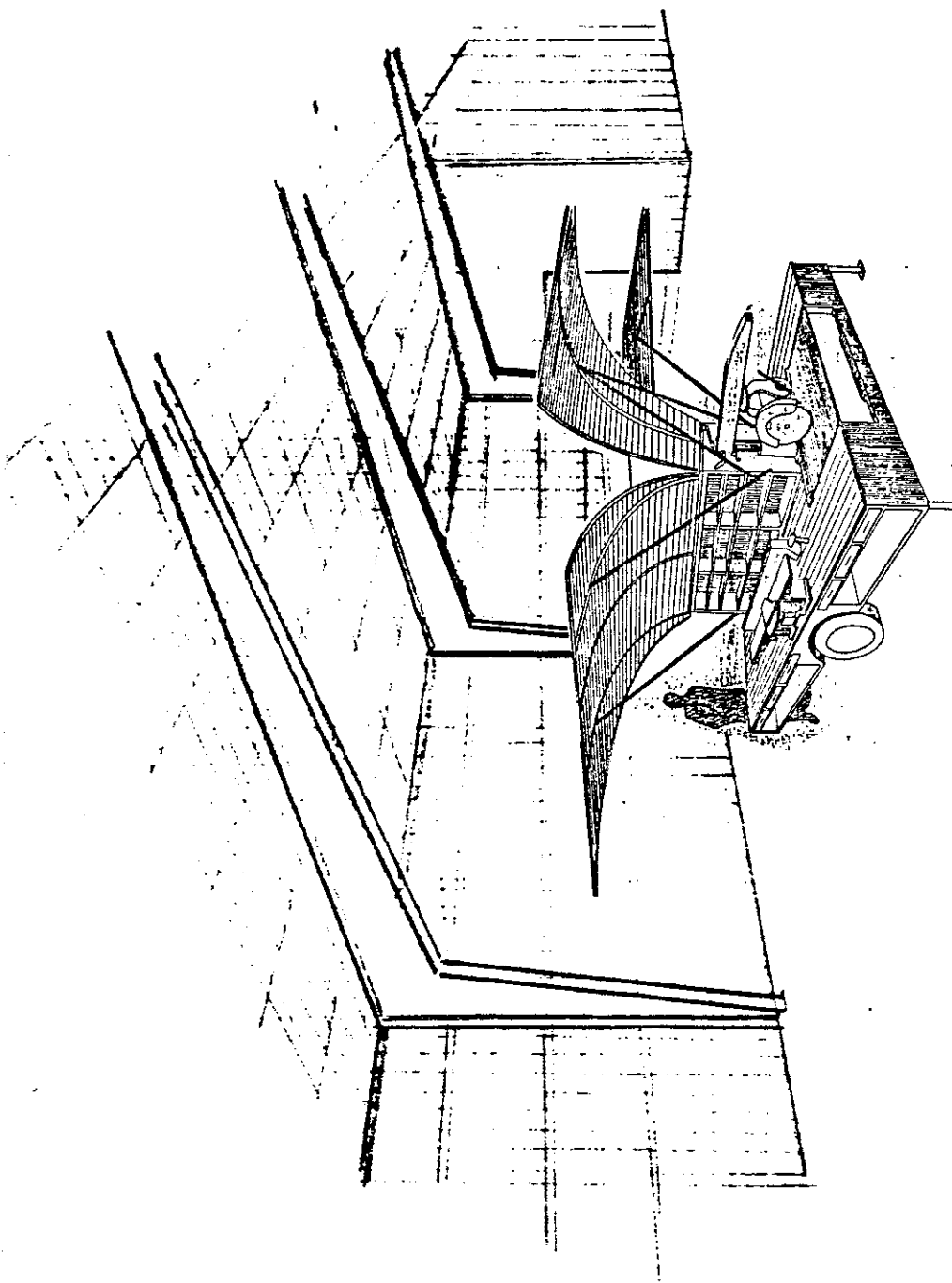
With the standard method of operation on most construction jobs, tools and equipment must be loaded and unloaded each and every day at every job location. Suppose you pay 2 journeymen, \$10.50 per hour and 1 helper \$6.50 per hour. Lost time performing this one chore amounts to approximately \$27.50 per day, multiply that by 52 weeks and 5 days and the total lost wages is \$7,150 per year.



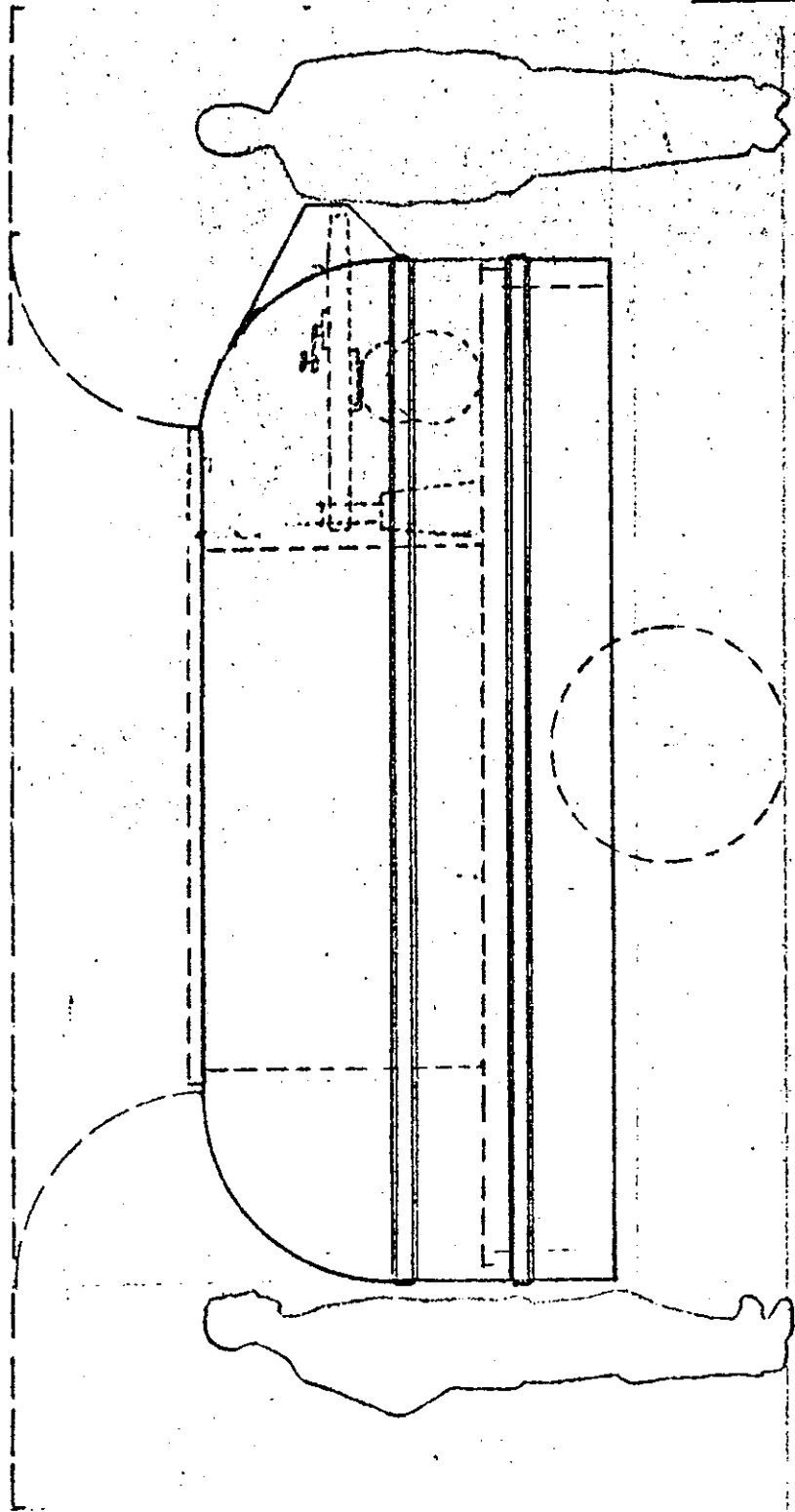
Are you tired of spending unnecessarily? We have the answer to your needs! Porta-Shop, a totally new concept in tool and equipment utilization, would allow you to transport all tools and equipment to the job site and work directly from unit. Work tables are built into the unit allowing for fast production startup. At the end of the day merely close the unit, lock and leave. Security control is excellent and prevents theft and loss of tools and equipment.

Increasing production efficiency of 2 journeymen and 1 helper results in 10% savings of lost wages equally approximately \$5000. Porta-Shop would pay for itself in one years time. Subsequent years usage would be free with very little maintenance and upkeep.



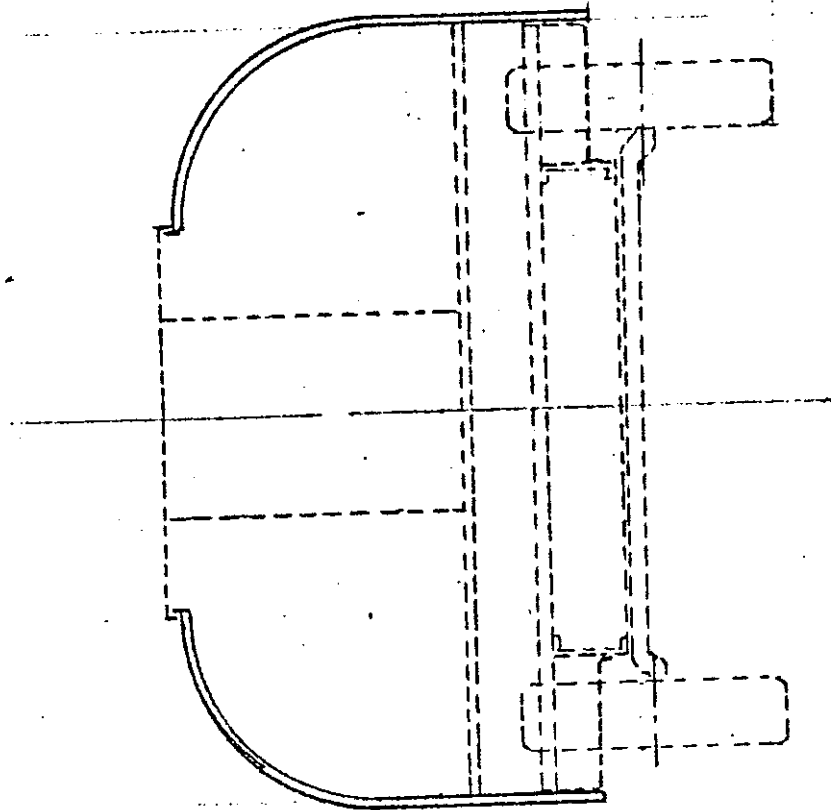


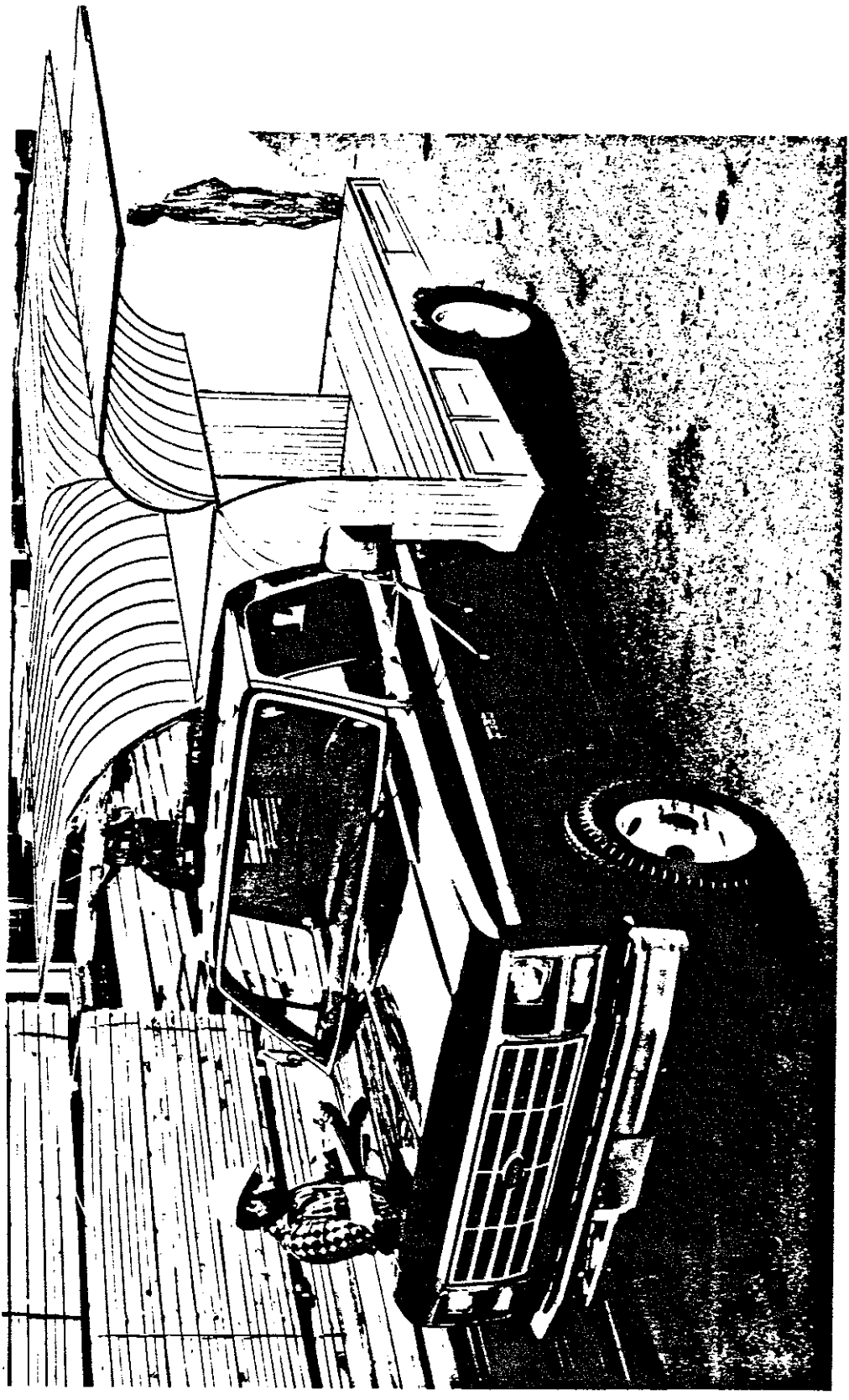
STATION 4



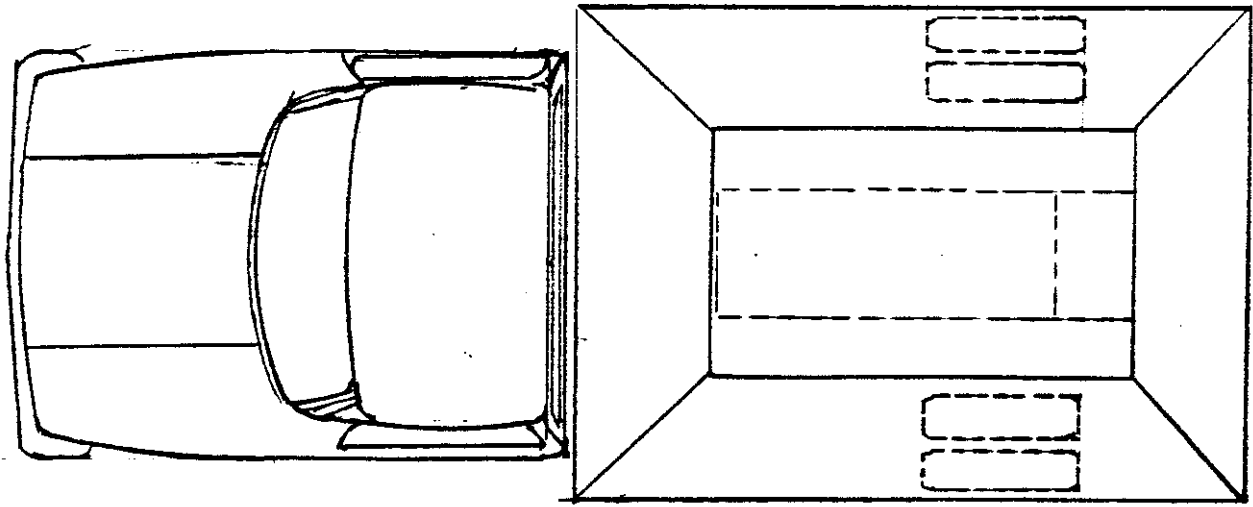
20
20
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| | |
|--------|---------|
| SCALE: | APPROV: |
| DATE: | |

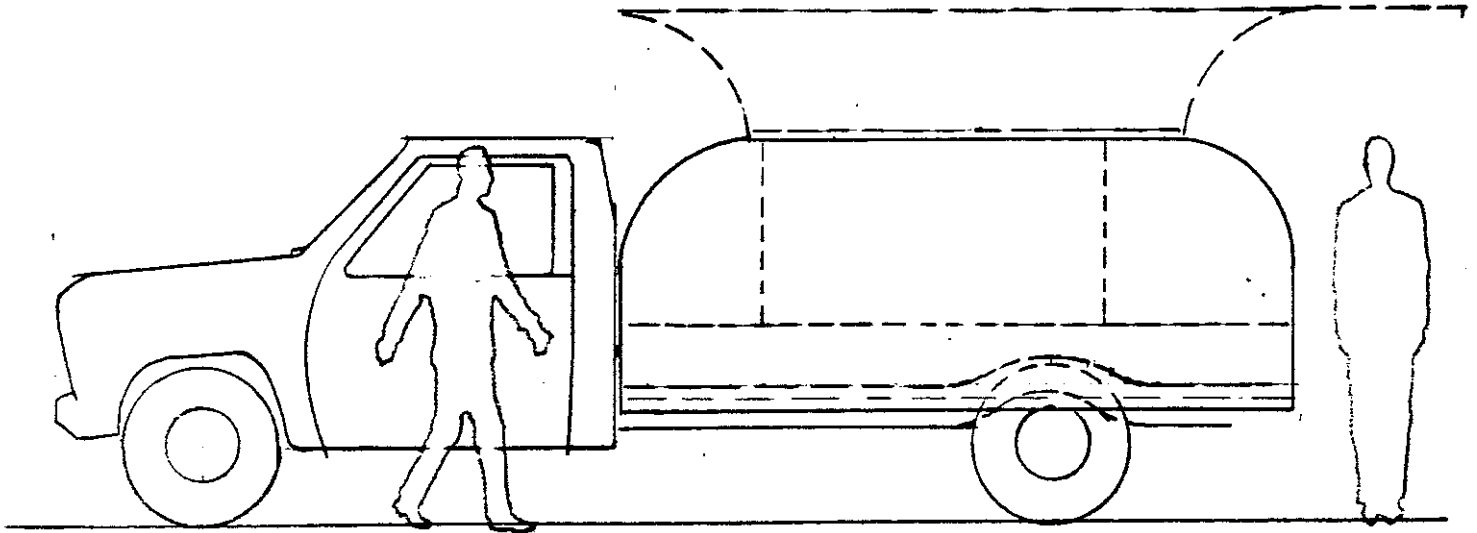




Truck Mounted

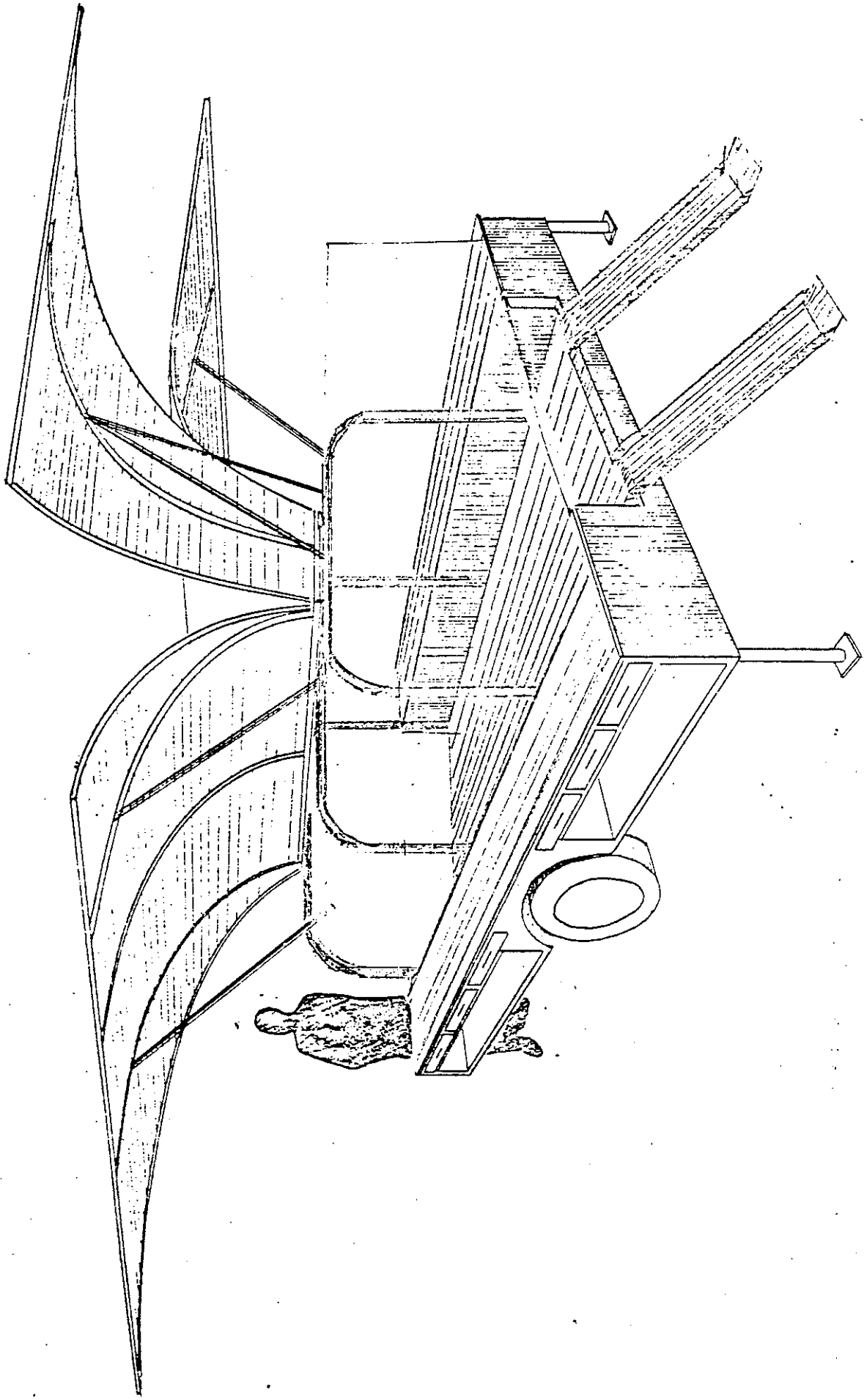


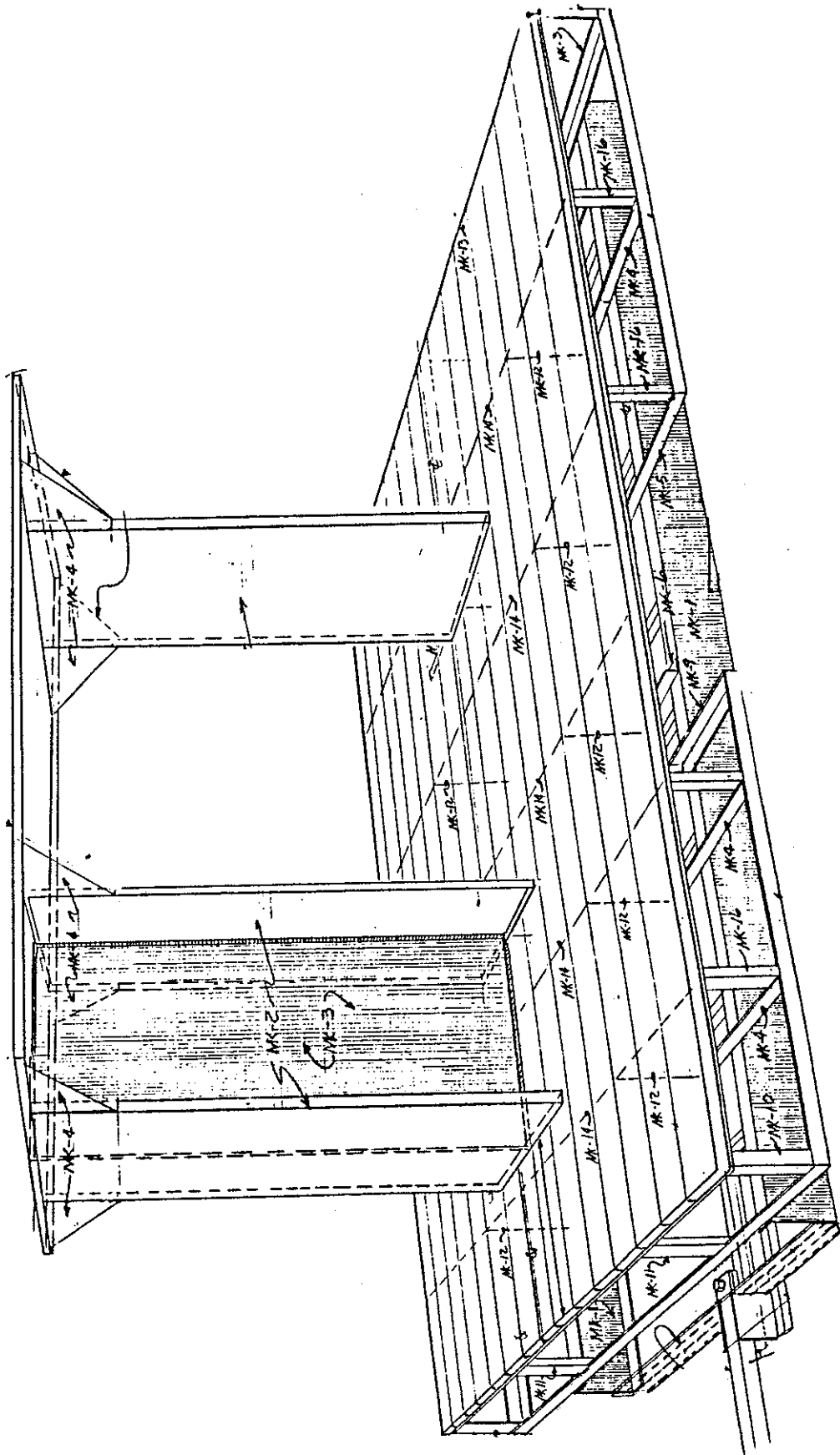
Top View

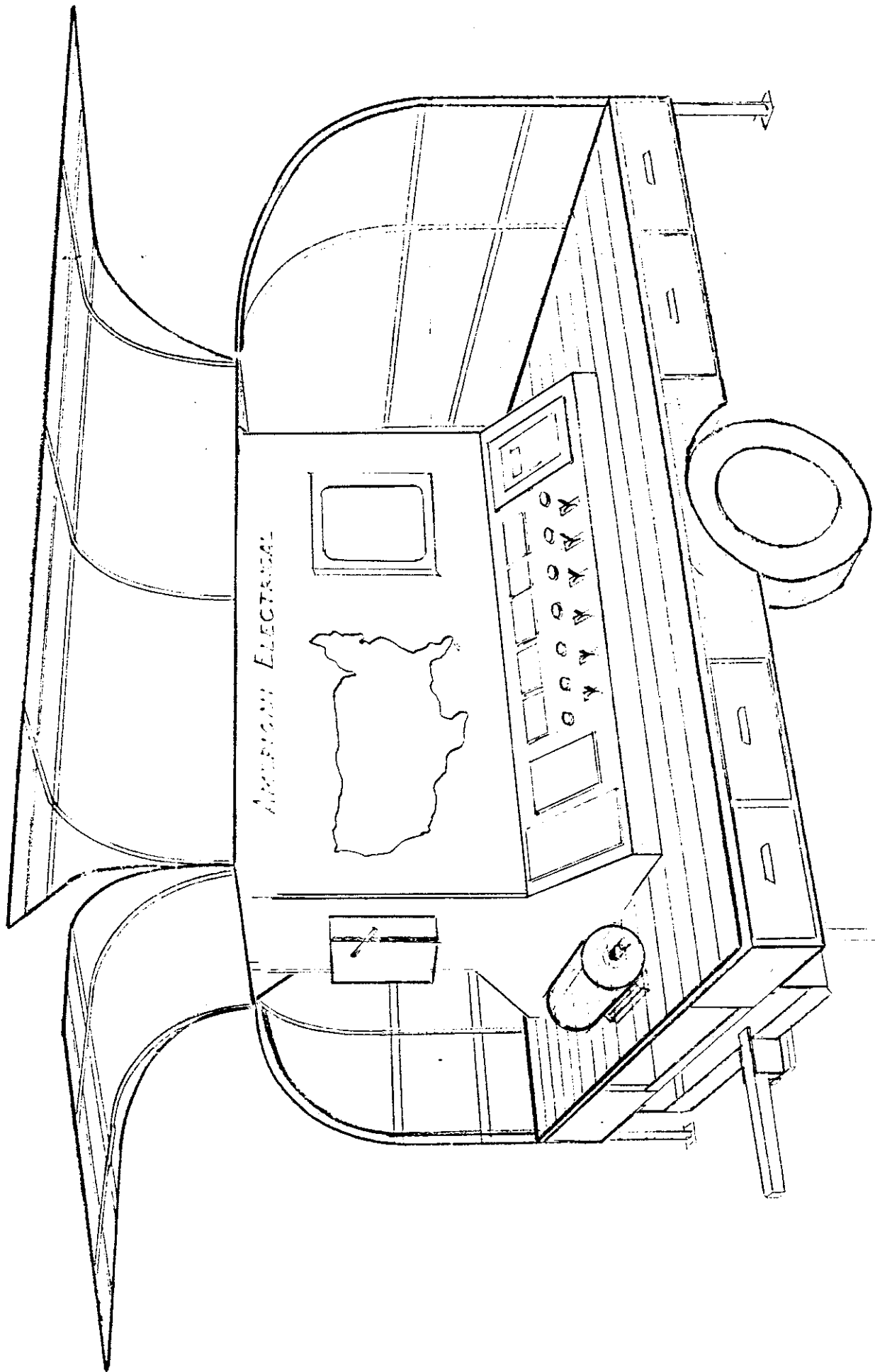


Side View

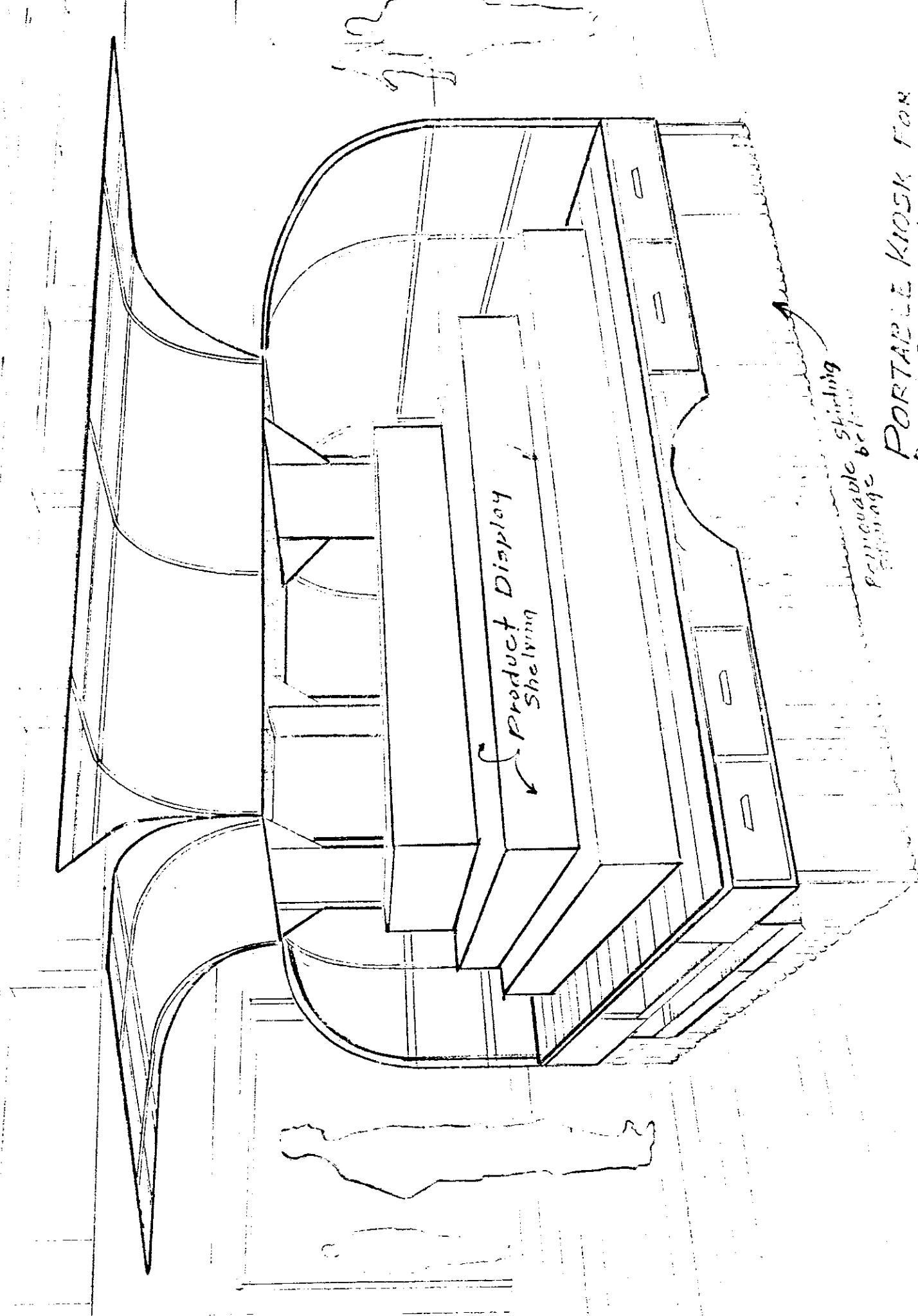
Truck Mounted







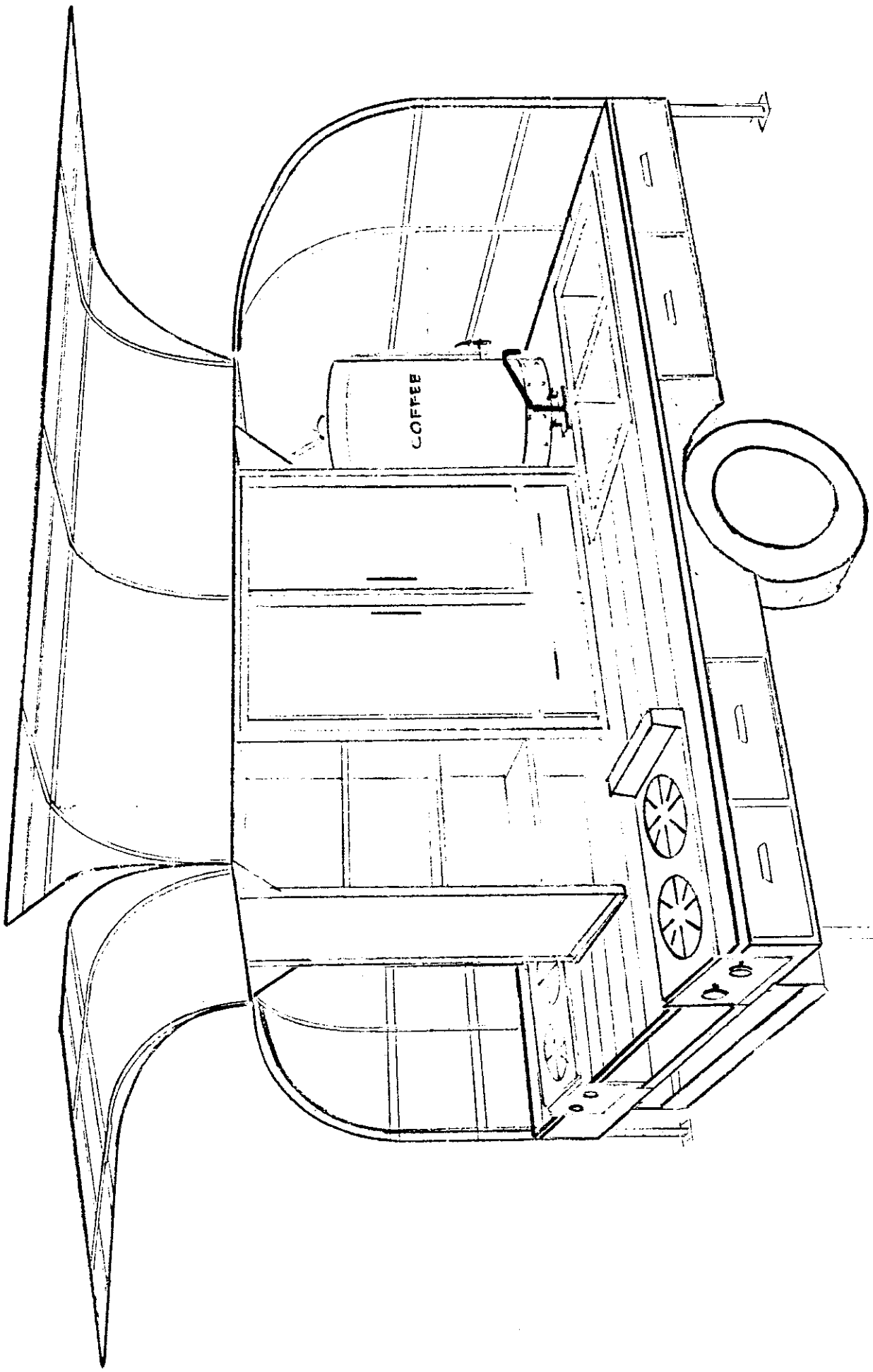
MFG. EQUIP. DISPLAY



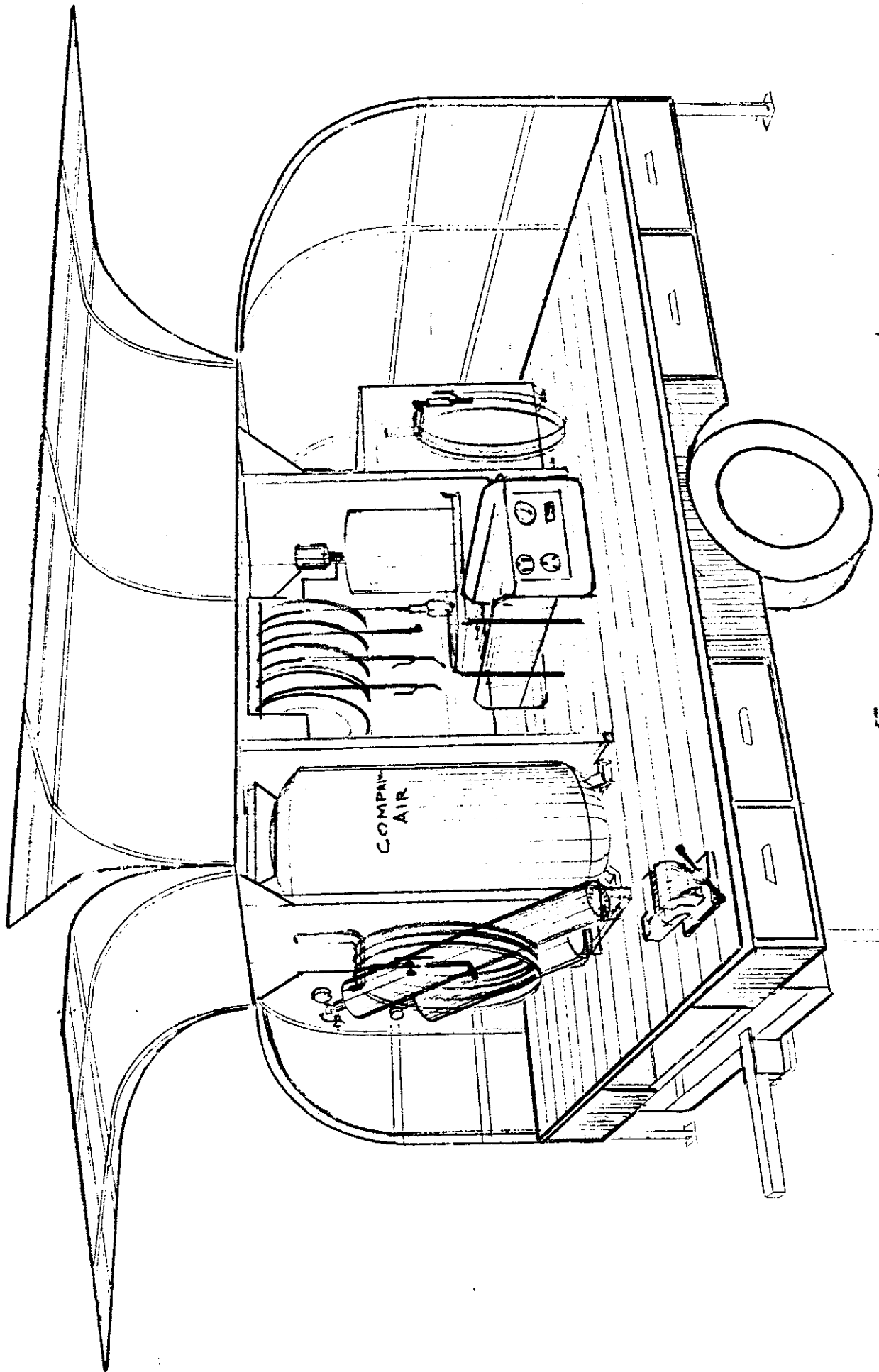
Product Display Shelving

Shipping Package below

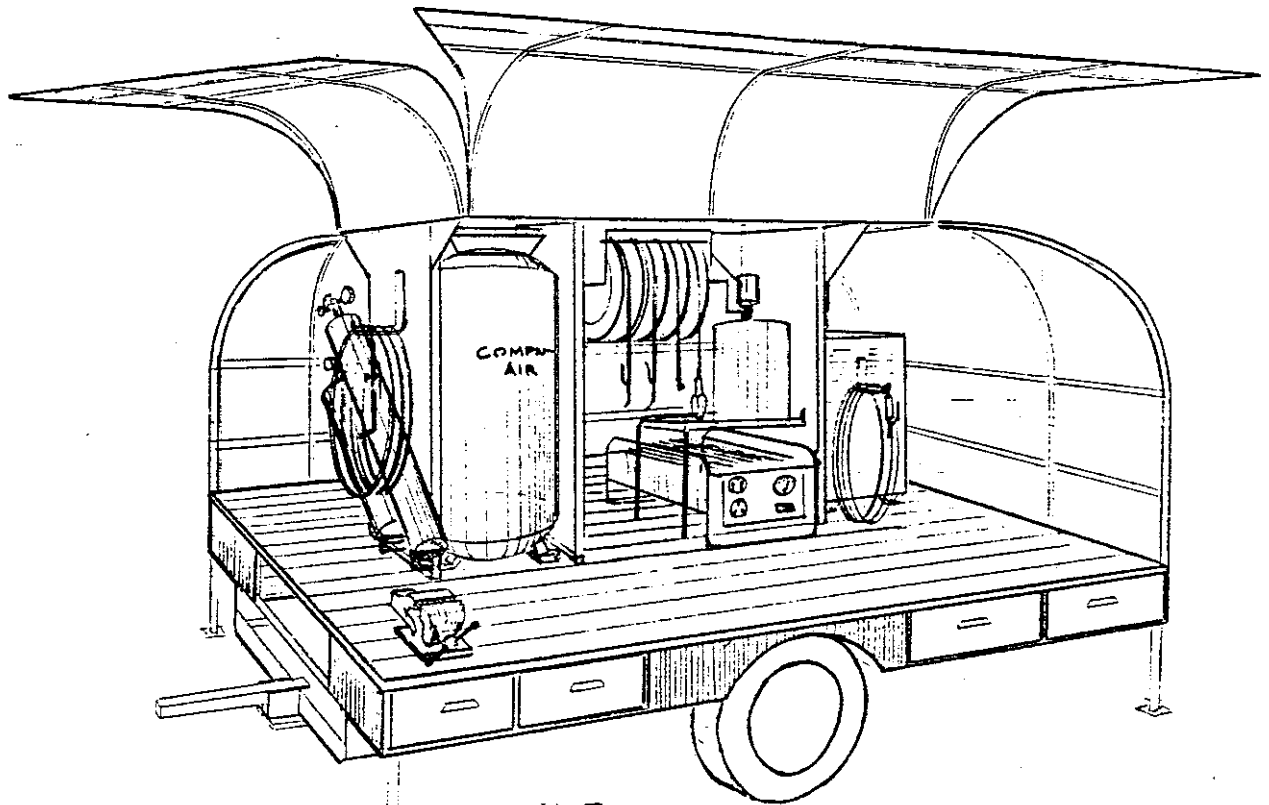
PORTABLE KIOSK FOR
RETAIL OUTLETS (I.E. HICKORY FARMS)



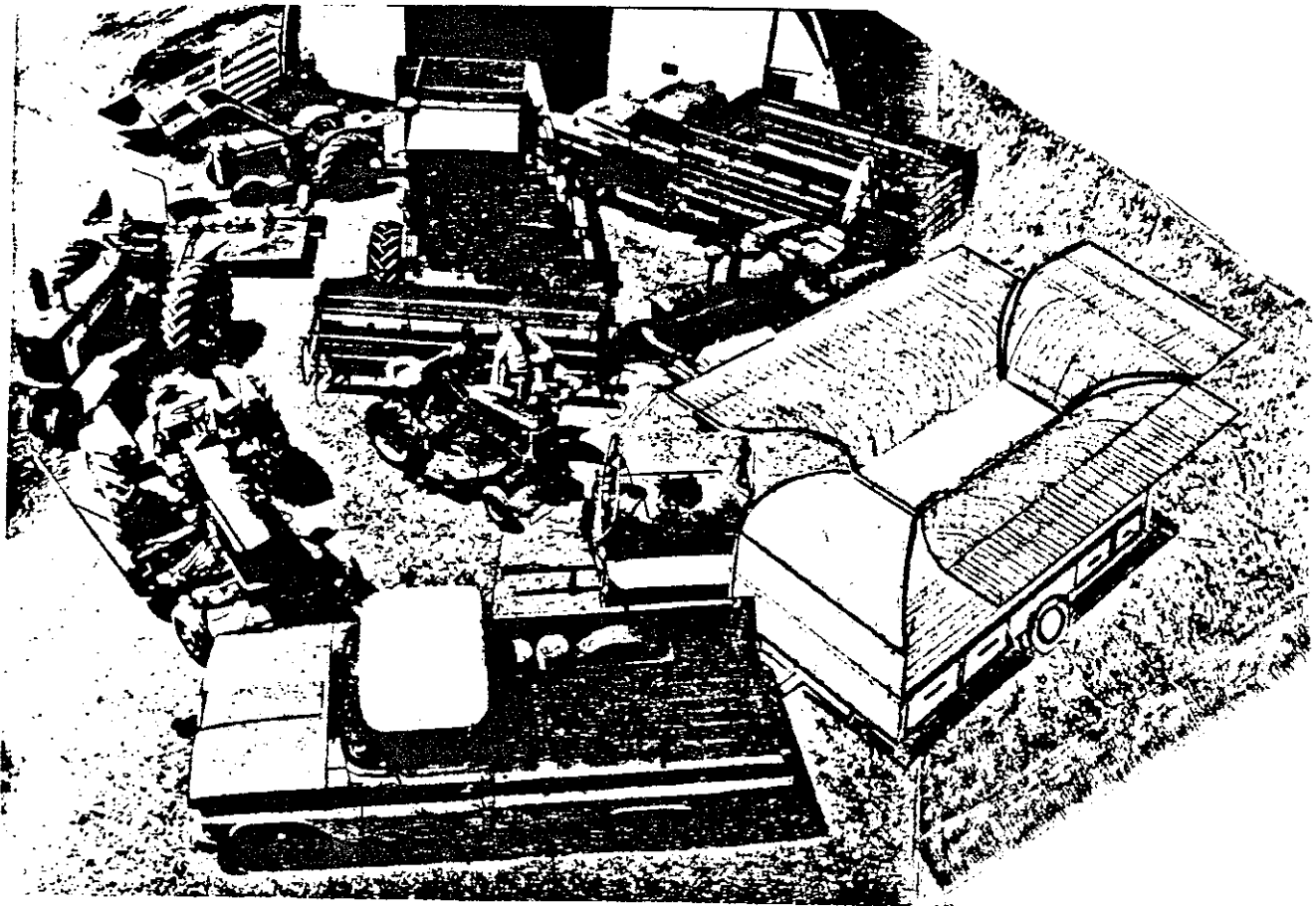
RED CROSS EMERGENCY

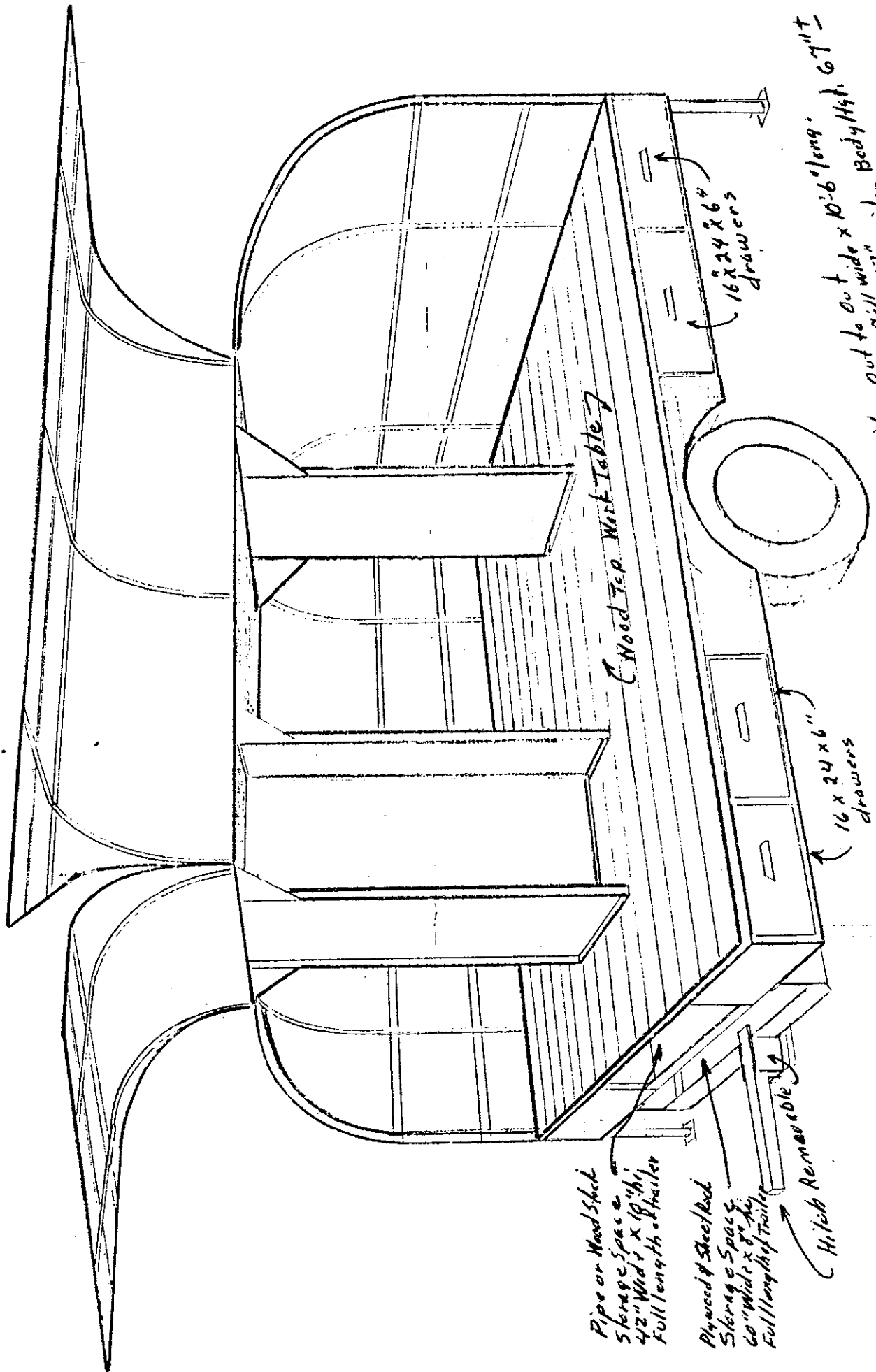


EQUIPMENT REPAIR & LUBRICATION



EQUIPMENT REPAIR & LUBRICATION





Pipe or Wood Sock
Storage Space
42" Wide x 19" High
Full length of Trailer

Plywood & Sheet Rock
Storage Space
60" Wide x 8 1/2" High
Full length of Trailer

Wood Top Work Table

16 x 24 x 6"
drawers

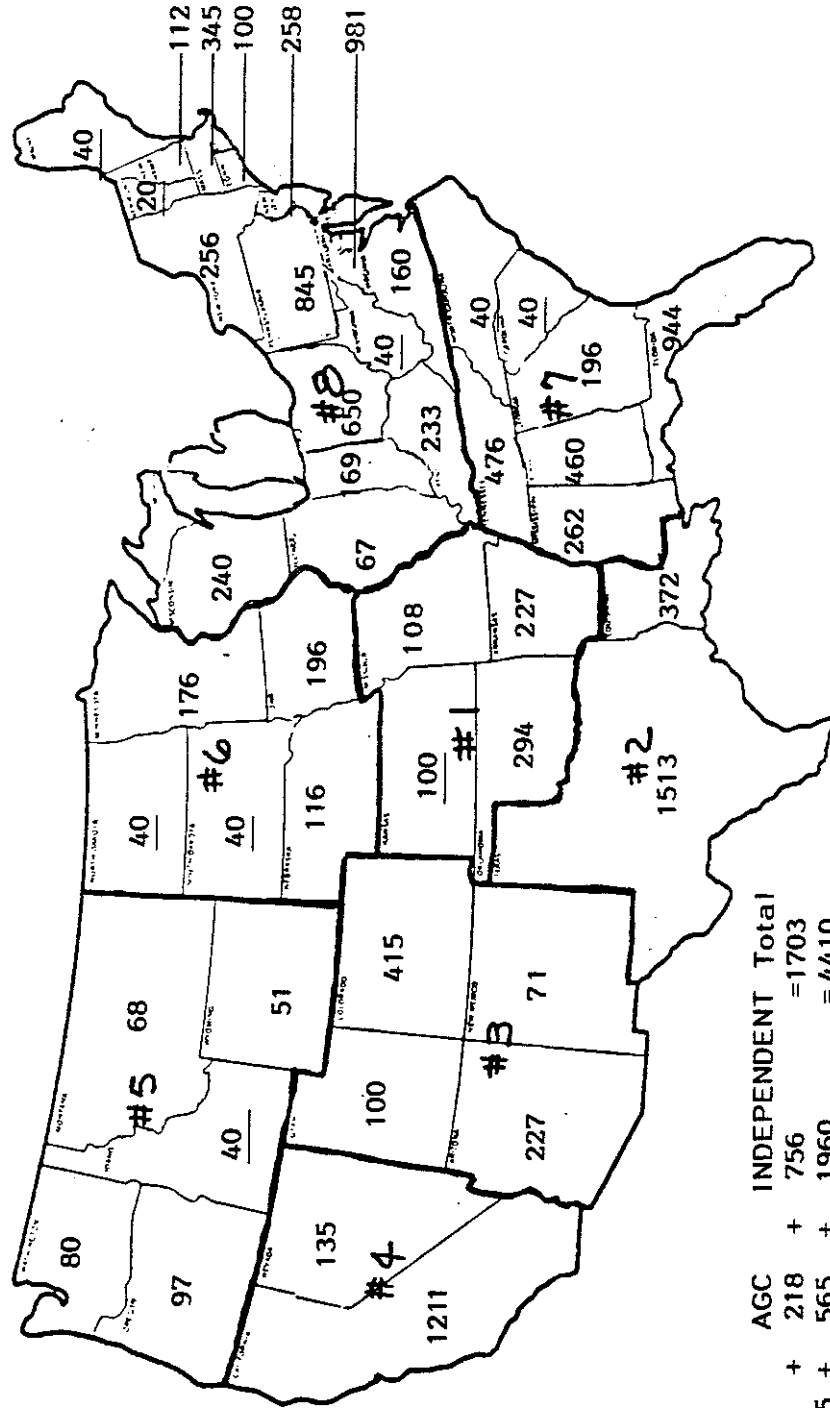
16 x 24 x 6"
drawers

Hitch Removable

Trailer Out to 60" wide x 10'6" long. Body Ht. 67"
Dimensions 7'11" x 32" Trailer
Work Table 19" x 32" w/ Cover
Closed Trailer

Number in each state represents Associated Builders & Contractors, Inc., (ABC) Membership. American General Contractors (AGC) is estimated to have a membership of 30% of ABC. Independent Contractors are estimated to represent 80% of total ABC & AGC Quantities. Underlined number in State is estimated because official numbers are not currently available.

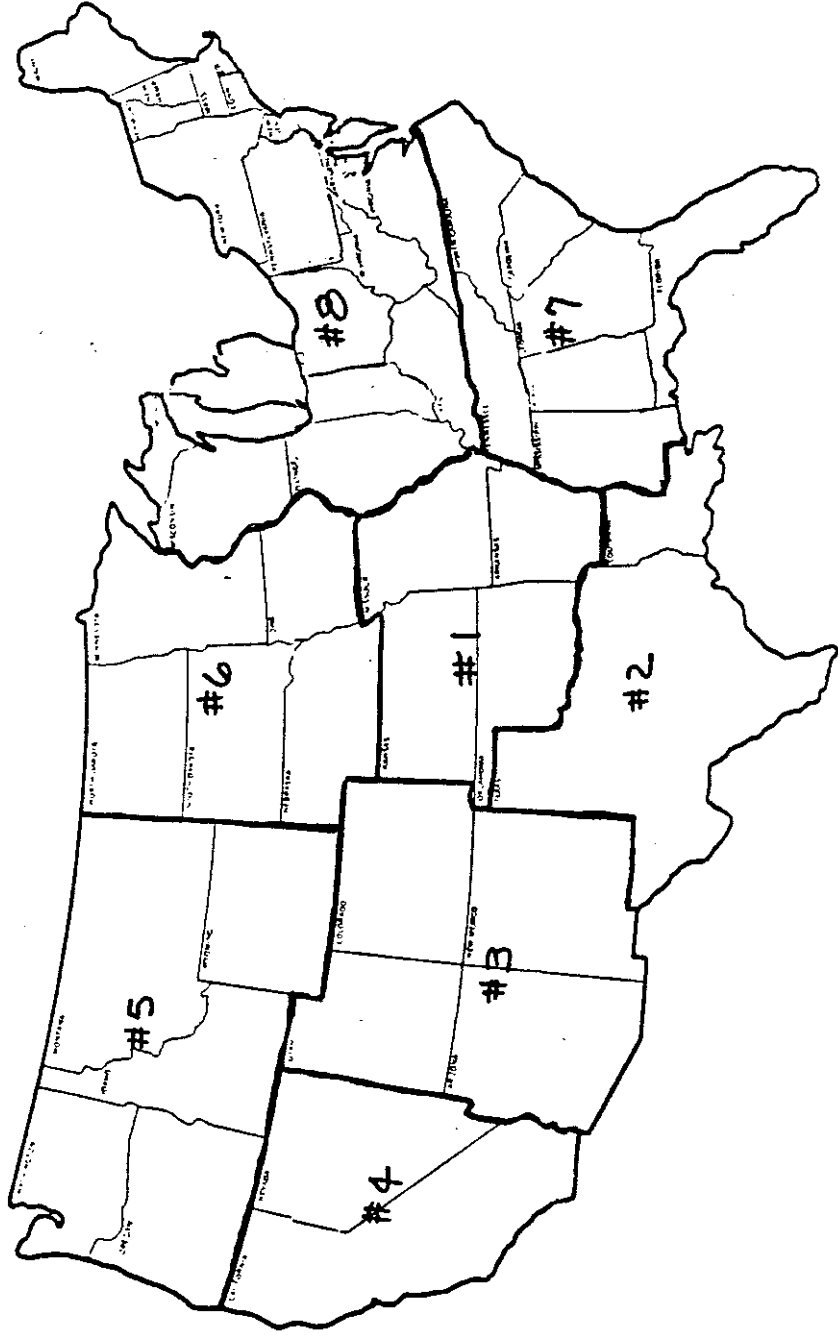
PORTA-SHOP POTENTIAL CONTRACTORS



| Area | ABC | AGC | INDEPENDENT | Total |
|------|------|--------|-------------|---------|
| # 1 | 729 | + 218 | + 756 | = 1703 |
| # 2 | 1885 | + 565 | + 1960 | = 4410 |
| # 3 | 813 | + 243 | + 845 | = 1901 |
| # 4 | 1346 | + 403 | + 1400 | = 3149 |
| # 5 | 159 | + 48 | + 165 | = 372 |
| # 6 | 452 | + 135 | + 470 | = 1057 |
| # 7 | 2418 | + 725 | + 2514 | = 5657 |
| # 8 | 5999 | + 1800 | + 2399 | = 10198 |

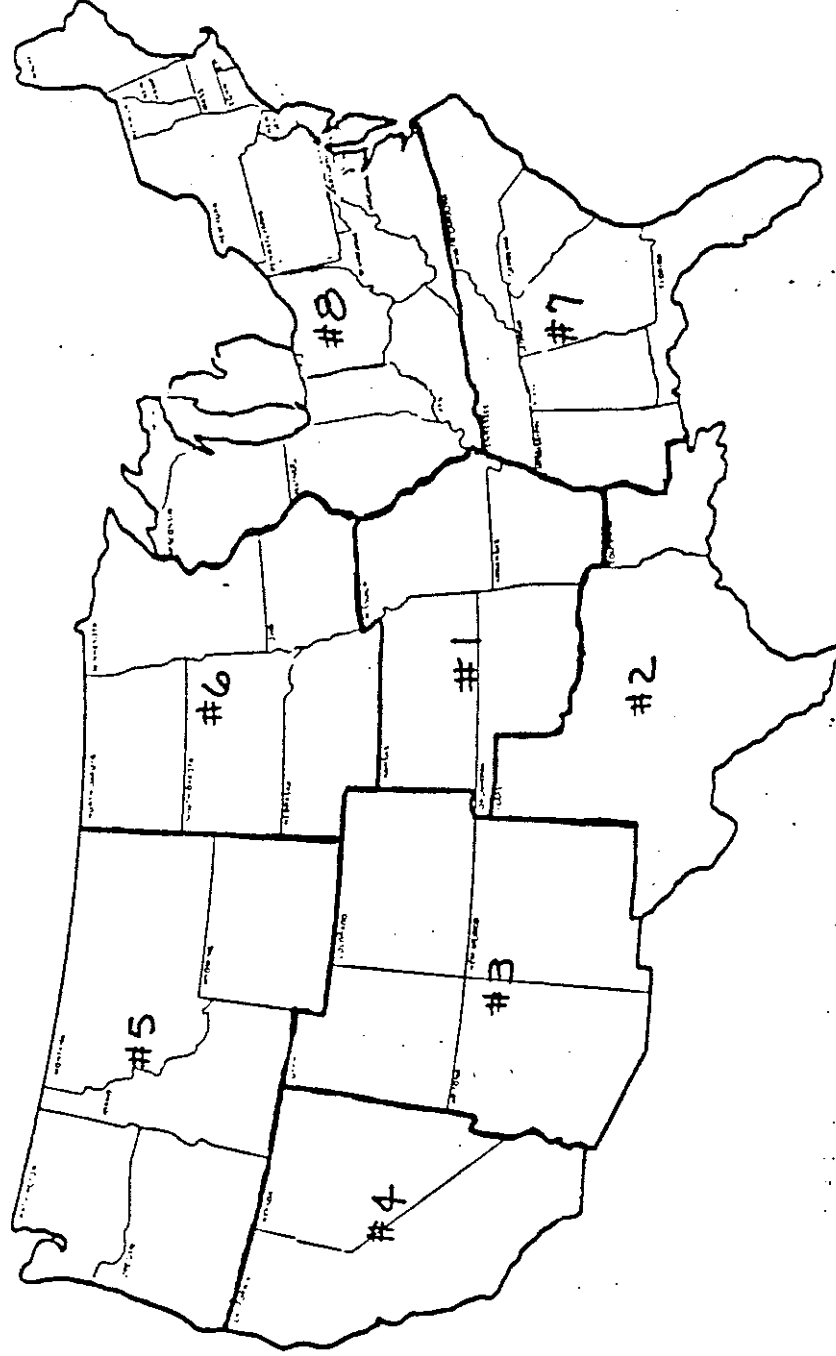
Total Potential = 28447 x 5% = 1422 Possible Units

VO - TECH SCHOOLS



PORTA-SHOP POTENTIAL

GOVERNMENT AGENCIES



1970 Census shows 153 Cities with over 1,000,000 population of which:

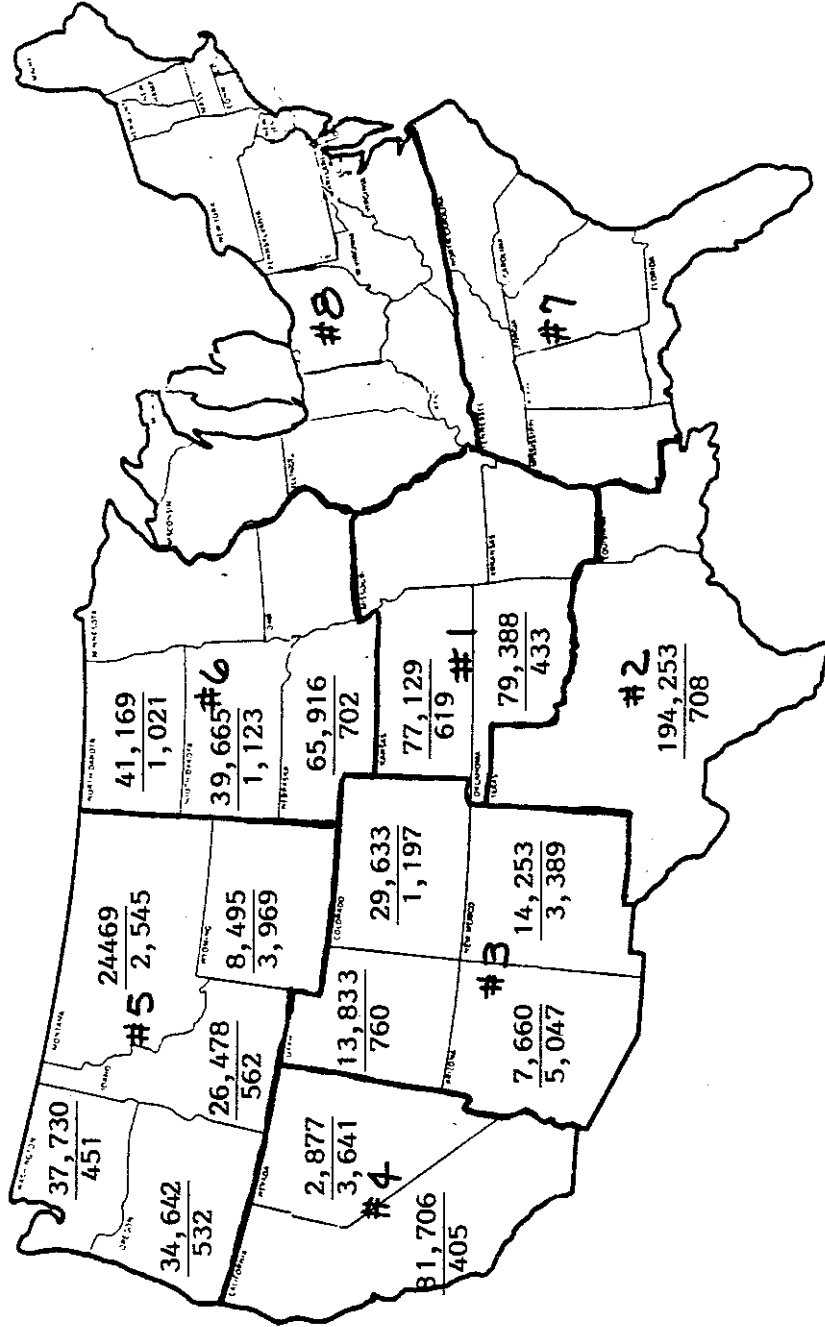
- 6 were over 1,000,000
- 20 were 500,000 to 1,000,000
- 30 were 250,000 to 1,000,000
- 97 were 100,000 to 250,000

- A. Total of 153 Municipalities who probably have multiple buildings to maintain.
- B. Boards of Education with multiple buildings
- C. College Campuses
- D. Armed Services
 - a. Army Bases
 - b. Naval Bases
 - c. Air Force Bases
 - d. Marine & Coast Guard Bases

PORTA - SHOP REPAIR & LUBRICATION TRAILER

U.S. FARMS BY STATE - Number, Acreage (Above 400 A.)

By State $\frac{00,000}{0,000} = \#$ of Farms **1978 Census**
 $\frac{00,000}{0,000} =$ Avg. Size (Acres)



TOTAL FARMS IN U.S. = 2,478,642 : Average Size = 415 Acres

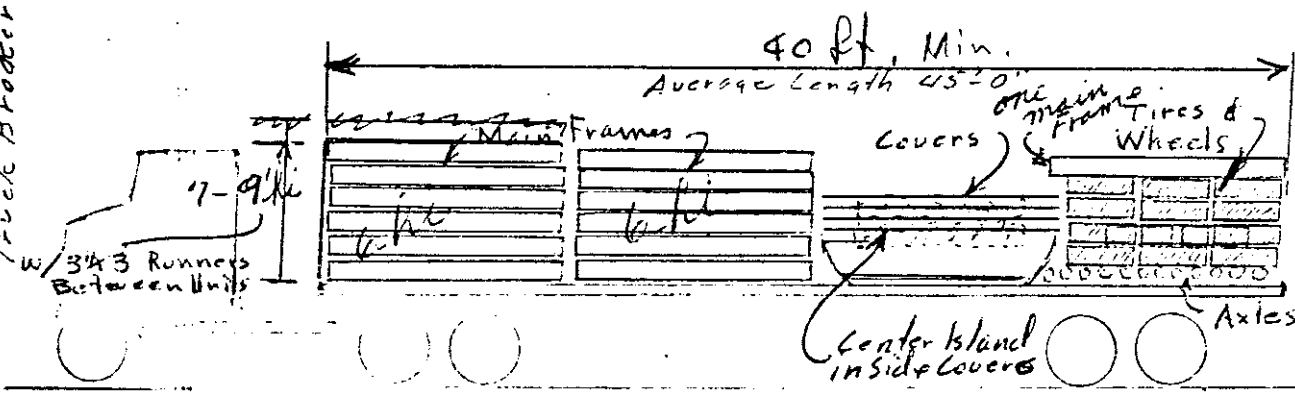
- No. of Farms, Area
- #1 = 156,517
 - #2 = 194,253
 - #3 = 65,379
 - #4 = 84,583
 - #5 = 131,814
 - #6 = 146,750

TOTAL = 779,296 x 1/4 of 1% = 1948 Potential

TRANSPORTATION STUDY

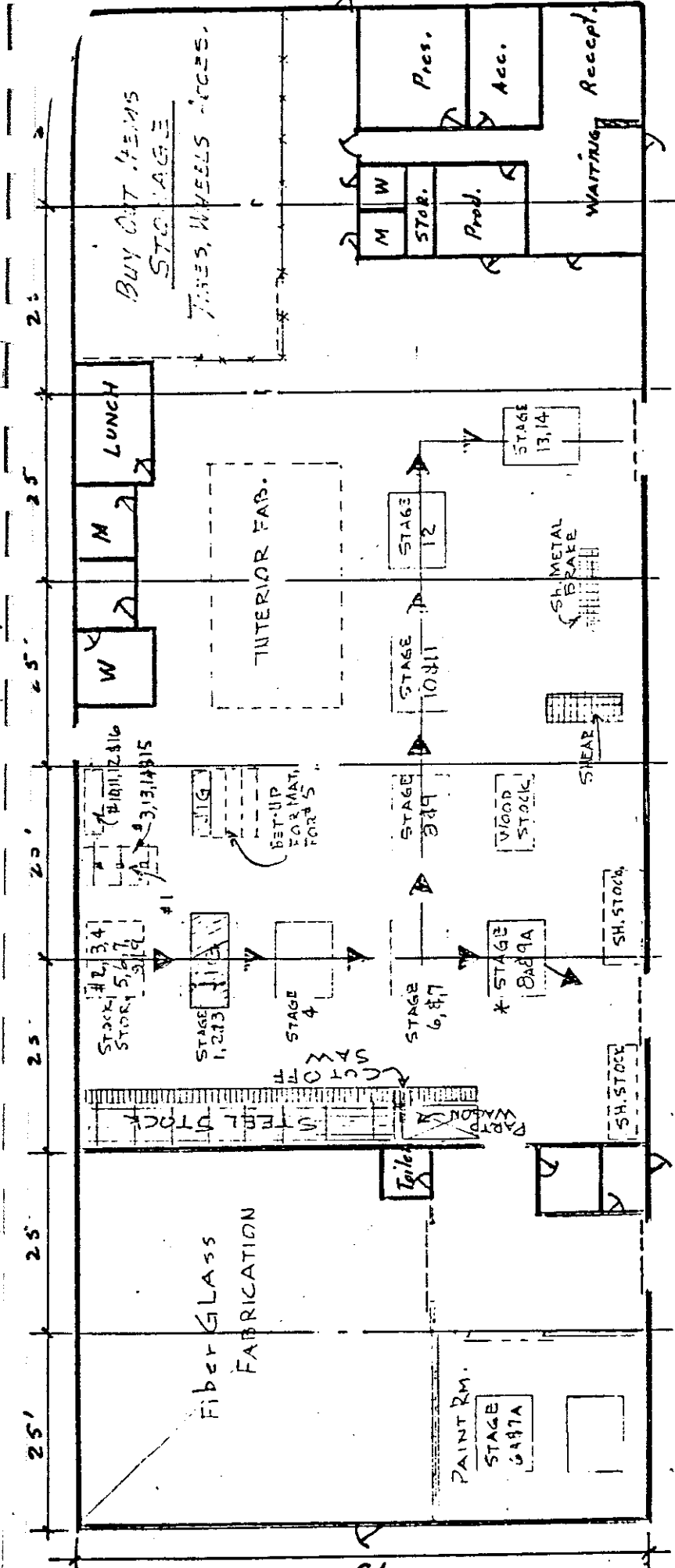
9-17-83
EG.

Tom Bando 789-9544
Truck Brokers Inc.



$13 \text{ Units} \times 3000^{\#} = 39,000^{\#}$

| Cost Per Unit | Freight Hauling Time | Approx. Miles To | Freight Cost per truck | Freight Cost per Unit | Assembly Costs per Unit | Total Freight & Assembly | Dealer Allowance Assn. |
|---------------|----------------------|---------------------|------------------------|-----------------------|-------------------------|--------------------------|------------------------|
| 175 | | Albuquerque 550 mi. | 1017 ⁰⁰ | 78 ²³ | | | |
| 135 | | Los Angeles 1369 | 1848 ⁰⁰ | 142 ¹⁵ | | | |
| 155 | | Portland Or. 1907 | 2956 ⁰⁰ | 227 ³⁸ | | | |
| 175 | | Billings Mont. 1193 | 2088 | 160 ⁵¹ | | | |
| 175 | | Denver 619 | 1083 | 83 ³⁰ | | | |
| 160 | | San Antonio 471 | 753 | 57 ⁹² | | | |
| 150 | | Houston 448 | 672 | 51 ⁷⁰ | | | |
| 105 | | Kansas City 350 | 508 | 39 ⁰⁷ | | | |
| 105 | | St. Louis 300 | 625 | 48 ⁰⁷ | | | |
| 105 | | Memphis 478 | 595 | 46 ⁰⁰ | | | |
| 105 | | Atlanta 879 | 1078 | 84 ¹² | | | |
| 125 | | Tampa 1260 | 2205 | 169 ⁶¹ | | | |
| 130 | | Nashville 700 | 910 | 70 ⁰⁰ | | | |
| 120 | | Pittsburgh 1100 | 1320 | 101 ⁵³ | | | |
| 120 | | Philadelphia 1375 | 1662 | 127 ⁵⁰ | | | |
| 120 | | Des Moines 554 | 720 | 55 ³⁸ | | | |
| 105 | | Buffalo 1248 | 1560 | 130 ⁰⁰ | | | |



* STAGE 8 & 9A - FOR TRUCK LOAD SHIPMENT - MAIN FRAME ONLY

PROPOSED ASSEMBLY LINE

PORTA-SHOP

PORTA-SHOP, INC.

| | Mon 1 | Mon 2 | Mon 3 | Mon 4 | Mon 5 | Mon 6 | Mon 7 | Mon 8 | Mon 9 | Mon 10 | Mon 11 | Mon 12 | YEAR 1 |
|-------------------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Units sold | 0 | 5 | 10 | 20 | 30 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 345 |
| Income | 0 | 20000 | 40000 | 80000 | 120000 | 160000 | 160000 | 160000 | 160000 | 160000 | 160000 | 160000 | 1300000 |
| Operating Capital | 60000 | | | | | | | | | | | | |

Expenses

| | | | | | | | | | | | | | |
|-----------------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Lease | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 15840 |
| Telephone | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| Utilities | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 22500 |
| Postage | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2400 |
| Office Supplies | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Printing | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| Copier | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 1440 |
| Typewriter | 75 | 75 | 75 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1575 |
| Advertising | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 60000 |
| Interest | | | | | | | 875 | 734 | 591 | 445 | 299 | 150 | 3094 |
| Auto Expenses | 500 | 500 | 500 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 10500 |
| Salaries | 3000 | 5000 | 7500 | 7500 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 103000 |
| Labor | 4000 | 6500 | 10000 | 13000 | 15647 | 20000 | 20000 | 20000 | 20000 | 20000 | 20000 | 20000 | 189147 |
| FICA | 500 | 700 | 1200 | 1500 | 1600 | 2100 | 2100 | 2100 | 2100 | 2100 | 2100 | 2100 | 20200 |
| Unemployment | 200 | 300 | 550 | 650 | 800 | 900 | 900 | 900 | 900 | 900 | 900 | 900 | 8800 |
| Insurance | 200 | 500 | 500 | 500 | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 8100 |
| Travel | 500 | 500 | 500 | 1000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 18500 |
| Accounting | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Legal | 1100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 2200 |
| Materials | 4000 | 13818 | 27636 | 27636 | 41454 | 55272 | 55272 | 55272 | 55272 | 55272 | 55272 | 55272 | 501448 |
| Total Expenses | 23890 | 37800 | 58376 | 62851 | 83366 | 102137 | 103012 | 102871 | 102728 | 102582 | 102436 | 102287 | 984344 |

| | |
|---------------------|-------|
| Capital Equipment | 45000 |
| Control System | 10000 |
| Engineering | 5000 |
| Plant Modifications | 10000 |

NOTES:

1. MONTHLY PAYMENT = \$12,182
2. INTEREST RATE = 15.0%

| | |
|-------------------------------|--------------|
| Total Capital Expenses | 70000 |
|-------------------------------|--------------|

| | | | | | | | | | | | | | |
|-------------------|--------|--------|--------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|
| Gross Profit | -23890 | -17800 | -18376 | 17149 | 36634 | 57863 | 56988 | 57129 | 57272 | 57418 | 57564 | 57713 | 395656 |
| Depreciation | 1944 | 1944 | 1944 | 1944 | 1944 | 1944 | 1944 | 1944 | 1944 | 1944 | 1944 | 1944 | 23333 |
| Net Tax Income | 0 | 0 | 0 | 15205 | 34698 | 55919 | 55844 | 55185 | 55328 | 55474 | 55620 | 55769 | 438230 |
| Provision for Tax | 0 | 0 | 0 | 7450 | 16998 | 27400 | 26971 | 27040 | 27111 | 27182 | 27254 | 27327 | 214733 |
| Investment Credit | 0 | 0 | 0 | 7000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7000 |
| Net Taxes | 0 | 0 | 0 | 450 | 16998 | 27400 | 26971 | 27040 | 27111 | 27182 | 27254 | 27327 | 207733 |
| Cash after Taxes | 0 | 0 | 0 | 16699 | 19636 | 30463 | 30017 | 30089 | 30161 | 30236 | 30310 | 30386 | 247997 |
| Loan Payment | | | | | | | 11307 | 11449 | 11592 | 11737 | 11883 | 12032 | 70000 |
| Accumulated Cash | 0 | 0 | 0 | 16699 | 36335 | 66798 | 85507 | 104147 | 122717 | 141215 | 159643 | 177997 | 177997 |

PORTA-SHOP, INC.

| | Mon 13 | Mon 14 | Mon 15 | Mon 16 | Mon 17 | Mon 18 | Mon 19 | Mon 20 | Mon 21 | Mon 22 | Mon 23 | Mon 24 | YEAR 2 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| Units sold | 40 | 40 | 40 | 40 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 560 |
| Income | 160000 | 160000 | 160000 | 160000 | 200000 | 200000 | 200000 | 200000 | 200000 | 200000 | 200000 | 200000 | 2240000 |
| Operating Capital | | | | | | | | | | | | | |
| Expenses | | | | | | | | | | | | | |
| Lease | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 15840 |
| Telephone | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| Utilities | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 22500 |
| Postage | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2400 |
| Office Supplies | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Printing | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| Copier | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 1440 |
| Typewriter | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Advertising | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 60000 |
| Auto Expenses | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 12000 |
| Salaries | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 10000 | 120000 |
| Labor | 20000 | 20000 | 20000 | 20000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 320000 |
| FICA | 2100 | 2100 | 2100 | 2100 | 3300 | 3300 | 3300 | 3300 | 3300 | 3300 | 3300 | 3300 | 35440 |
| Unemployment | 900 | 900 | 900 | 900 | 1600 | 1600 | 1600 | 1600 | 1600 | 1600 | 1600 | 1600 | 16400 |
| Insurance | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 800 | 9600 |
| Travel | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 24000 |
| Accounting | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Legal | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 1200 |
| Materials | 55272 | 55272 | 55272 | 55272 | 69090 | 69090 | 69090 | 69090 | 69090 | 69090 | 69090 | 69090 | 773000 |
| Total Expenses | 102137 | 102137 | 102137 | 102137 | 127935 | 127935 | 127935 | 127935 | 127935 | 127935 | 127935 | 127935 | 1432028 |
| Gross Profit | 57863 | 57863 | 57863 | 57863 | 72065 | 72065 | 72065 | 72065 | 72065 | 72065 | 72065 | 72065 | 807972 |
| Provision for Tax | 28353 | 28353 | 28353 | 28353 | 35312 | 35312 | 35312 | 35312 | 35312 | 35312 | 35312 | 35312 | 395906 |
| Cash after Taxes | 29510 | 29510 | 29510 | 29510 | 36753 | 36753 | 36753 | 36753 | 36753 | 36753 | 36753 | 36753 | 412066 |
| Accumulated Cash | 177997 | 207507 | 237017 | 266527 | 303201 | 340034 | 376787 | 413540 | 450293 | 487046 | 523799 | 560553 | 560553 |

PORTA-SHOP, INC.

| | MON 25 | MON 26 | MON 27 | MON 28 | MON 29 | MON 30 | MON 31 | MON 32 | MON 33 | MON 34 | MON 35 | MON 36 | YEAR 3 |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| Units sold | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 720 |
| Income | 240000 | 240000 | 240000 | 240000 | 240000 | 240000 | 240000 | 240000 | 240000 | 240000 | 240000 | 240000 | 2880000 |
| Operating Capital | | | | | | | | | | | | | |
| Expenses | | | | | | | | | | | | | |
| Lease | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 1320 | 15840 |
| Telephone | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| Utilities | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 1875 | 22500 |
| Postage | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2400 |
| Office Supplies | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Printing | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| Copier | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 1440 |
| Typewriter | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Advertising | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 5000 | 60000 |
| Auto Expenses | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 12000 |
| Salaries | 15000 | 15000 | 15000 | 15000 | 15000 | 15000 | 15000 | 15000 | 15000 | 15000 | 15000 | 15000 | 180000 |
| Labor | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 30000 | 360000 |
| FICA | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 42000 |
| Unemployment | 1700 | 1700 | 1700 | 1700 | 1700 | 1700 | 1700 | 1700 | 1700 | 1700 | 1700 | 1700 | 20400 |
| Insurance | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 12000 |
| Travel | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 24000 |
| Accounting | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 1800 |
| Legal | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 1200 |
| Materials | 82908 | 82908 | 82908 | 82908 | 82908 | 82908 | 82908 | 82908 | 82908 | 82908 | 82908 | 82908 | 994896 |
| Total Expenses | 147173 | 147173 | 147173 | 147173 | 147173 | 147173 | 147173 | 147173 | 147173 | 147173 | 147173 | 147173 | 1766076 |
| Gross Profit | 92827 | 92827 | 92827 | 92827 | 92827 | 92827 | 92827 | 92827 | 92827 | 92827 | 92827 | 92827 | 1113924 |
| Provision for Tax | 45485 | 45485 | 45485 | 45485 | 45485 | 45485 | 45485 | 45485 | 45485 | 45485 | 45485 | 45485 | 545823 |
| Cash after Taxes | 47342 | 47342 | 47342 | 47342 | 47342 | 47342 | 47342 | 47342 | 47342 | 47342 | 47342 | 47342 | 568101 |
| Accumulated Cash | 568553 | 607895 | 655237 | 702578 | 749920 | 797262 | 844604 | 891945 | 939287 | 986629 | 1033971 | 1081312 | 1081312 |

11-9-83

Marketing Strategy

| Magazine | Circulation | Lead Time | Display Ad Dimension | 1 Time | COST 6 Times | B/W 12 Times | APP For Color For Std. AAAAA | Exp Color. For Color/each | TOTAL |
|---|-------------|-----------|---|--------|--------------|--------------|------------------------------|---------------------------|-------|
| | | | | | | | | | |
| METAL BLDG REVIEW Dewbes, Construction Contractors Erectors | 16,927 | 35 days | Full Page = 7x10 2/3 = 4 2/3 x 10 1/2 = 3 1/2 x 10 1/4 = 4 1/2 x 4 1/2 | 860 | 820 | 780 | 250 | X | |
| Buildings | 34,691 | 30 days | Full Page = 7x10 2/3 = 4 2/3 x 10 1/2 = 3 1/2 x 10 1/4 = 3 3/4 x 4 1/2 | 2170 | 1930 | 1760 | 325 | X | X 395 |
| The Facilities Construction & Management includes development management, construction | | | | 1670 | 1510 | 1355 | | X | |
| Building Operating Management | 65,000 | 35 days | Full Page 7x10 2/3 4 2/3 x 10 1/2 3 1/2 x 10 1/4 3 1/2 x 4 1/2 | 2965 | 2610 | 2485 | 350 | X | X 825 |
| Commercial Governmental Educational Industrial Lodging/ Food. | | | | 2095 | 1880 | 1785 | | X | |
| Constructor AGC's Management | 33,171 | 30 | Full 6 1/2 x 9 1/2 2/3 1/2 1/4 | 1450 | 1300 | 1250 | | X | 2300 |
| | | | | 1075 | 975 | 925 | | X | |
| | | | | 795 | 700 | 670 | | X | |
| | | | | 450 | 400 | 390 | | X | |

10006

PORTA-SHOP

