

CAULK ANALYSIS "NEW PROFIT OPPORTUNITIES"

<u>VENDER</u>		<u>CURRENT PROGRAM</u>			<u>NEW PROGRAM</u>				
<u>VENDER</u>	<u>MODEL#</u>	<u>SALES</u>	<u>P4 \$</u>	<u>OLD GP</u>	<u>VENDER</u>	<u>MODEL#</u>	<u>LOWES \$</u>	<u>P4 \$</u>	<u>NEW GP</u>
OSI	6OZ T&S WHITE	160	\$2.84	33	JONES	6OZ WHITE T&S J40-206 RED DEVIL	\$2.97	\$2.99	39.6
OSI	6OZ T&S CLEAR	66	\$3.57	33		DISCONTINUED			
OSI	6OZ T&S BISCUIT	30	\$3.33	33		DISCONTINUED			
HERCULES	6OZ SILICONIZED WHITE	260	\$3.14	33.3	HERCULES	6OZ SILICONIZED WHITE (25605)		\$3.14	33.3
HERCULES	6OZ SILICONIZED CLEAR	240	\$3.14	33.3	HERCULES	6OZ SILICONIZED CLEAR (25620)		\$3.14	33.3
HERCULES	6OZ SILICONIZED ALMOND	50	\$3.14	33.3	HERCULES	6OZ SILICONIZED BISCUIT (25641)		\$3.14	33.3
OSI	10OZ T&S WHITE	70	\$5.08	33.3	JONES	10OZ T&S J40-204 RED DEVIL		\$3.57	44
OSI	10OZ T&S CLEAR	32	\$5.40	33		DISCONTINUED			
OSI	10OZ T&S ALMOND	10	\$5.08	33		DISCONTINUED			
OSI	10OZ SILICONE WHITE	22	\$7.21	33	HERCULES	11OZ SILICONE WHITE (25676)	\$5.82	\$5.63	44
OSI	10OZ SILICONE CLEAR	160	\$7.21	33	HERCULES	11OZ SILICONE CLEAR (25686)	\$5.82	\$5.63	44

* OSI is being discontinued as a vendor because we can't meet their order minimums.
 Jones Stephens and Hercules, who primarily distribute to plumbing wholesalers, only carry those products that are used in the plumbing trade. They don't sell the products we are discontinuing.