

# Summary: Subject Performance Variances

Market : Ohio / Indiana Market

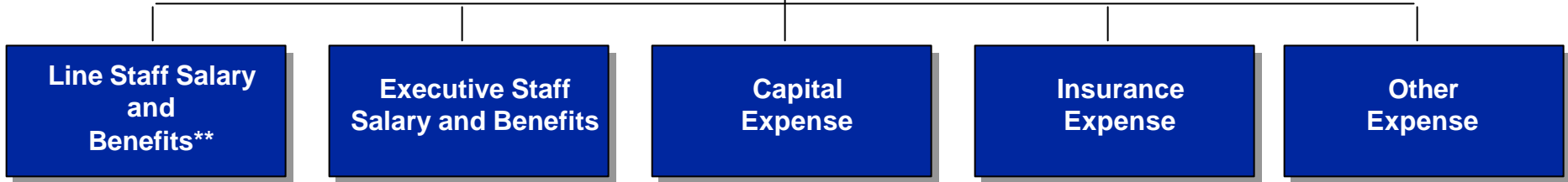
Product: Industrial Products

**Net Profit Before Corporate Overhead and Interest**

Favorable Variance  
Versus Last Yr \$28 mil  
Versus Company \$73 mil

**Net Profit After Corporate Overhead and Interest**

Unfavorable Variance  
Versus Last Yr \$99 mil  
Versus Company \$111 mil  
All US \$98 mil



Unfavorable Variance  
Versus Last Yr \$19 mil  
Versus Company \$22 mil

Unfavorable Variance  
Versus Last Yr N/A  
Versus Company \$20 mil

Unfavorable Variance  
Versus Last Yr \$5 mil  
Versus Company \$6 mil

Unfavorable Variance  
Versus Last Yr \$68 mil  
Versus Company \$66 mil

Utilization Variance\*  
*Plant and Equipment*

FTE Rate Variance  
*[Salary \$/FTE]*

Efficiency Variance  
*(FTE / Sales \$)*

Unfavorable Variance  
Versus Last Yr N/A  
Versus Company .32 days

Unfavorable Variance  
Versus Last Yr \$2 mil  
Versus Company N/A

Unfavorable Variance  
Versus Last Yr \$42 mil  
Versus Company \$40 mil  
US \$41 mil

**Client Name**  
**And Logo**