

## Commercial Construction Market Annual Volume Example for Distributors

	Model	Description	Distributor Cost	Market Price	Estimated Annual Volume Eaches	Estimated Annual Revenue Dollars	Estimated Annual GP \$	Estimated GP %
<b>Regular Hangers</b> 1/2 to 2 in.	PL-1111-1/2	1/2" PVC and Copper Pipes	\$1.19	\$1.69	7,000	\$11,830	\$ 3,500	30%
	PL-1111-3/4	3/4" PVC and Copper Pipes	\$1.29	\$1.85	7,000	\$12,950	\$ 3,920	30%
	PL-1111-1	1" PVC and Copper Pipes	\$1.39	\$1.99	7,000	\$13,930	\$ 4,200	30%
	PL-1111-7	1-1/4" PVC and 1-1/2" Copper Pipes	\$2.19	\$3.19	7,000	\$22,330	\$ 7,000	31%
	PL-1111-15	1-1/2" PVC and 2" Copper Pipes	\$2.29	\$3.25	7,000	\$22,750	\$ 6,720	30%
	PL-1111-23	2" PVC Pipes	\$2.39	\$3.45	7,000	\$24,150	\$ 7,420	31%
<b>B- Hangers</b> 1/2 to 2 in.	PL-1111-B1/2	B - 1/2" PVC and Copper Pipes	\$1.19	\$1.69	7,000	\$11,830	\$ 3,500	30%
	PL-1111-B3/4	B - 3/4" PVC and Copper Pipes	\$1.29	\$1.85	7,000	\$12,950	\$ 3,920	30%
	PL-1111-B1	B - 1" PVC and Copper Pipes	\$1.39	\$1.99	7,000	\$13,930	\$ 4,200	30%
	PL-1111-B5	B - 1-1/4" PVC and 1-1/2" Copper Pipes	\$2.19	\$3.19	7,000	\$22,330	\$ 7,000	31%
	PL-1111-B10	B - 1-1/2" PVC and 2" Copper Pipes	\$2.29	\$3.25	7,000	\$22,750	\$ 6,720	30%
	PL-1111-B20	B - 2" PVC Pipes	\$2.39	\$3.45	7,000	\$24,150	\$ 7,420	31%
<b>Regular Hangers</b> 3in. to 6in.	PL-1111-30	3" PVC, Copper and Cast Iron Pipes	\$7.99	\$11.49	7,000	\$80,430	\$ 24,500	30%
	PL-1111-40	4" PVC, Copper and Cast Iron Pipes	\$8.99	\$12.75	7,000	\$89,250	\$ 26,320	29%
	PL-1111-60	6" PVC, Copper and Cast Iron Pipes	\$9.99	\$13.99	7,000	\$97,930	\$ 28,000	29%
<b>V-Hangers</b> 3in. to 6in.	PL-1111-V30	Lockable 3" PVC, Copper and Cast Iron Pipes	\$8.99	\$12.75	7,000	\$89,250	\$ 26,320	29%
	PL-1111-V40	Lockable 4" PVC, Copper and Cast Iron Pipes	\$9.99	\$13.99	7,000	\$97,930	\$ 28,000	29%
	PL-1111-V60	Lockable 6" PVC, Copper and Cast Iron Pipes	\$10.99	\$15.99	7,000	\$111,930	\$ 35,000	31%
<b>Stud Guards</b>	PL-1111-SNP1	1-1/2" x 3" Stud Guard Plate	\$0.79	\$1.15	7,000	\$8,050	\$ 2,520	31%
	PL-1111-SNP10	1-1/2" x 5" Stud Guard Plate	\$0.89	\$1.30	7,000	\$9,100	\$ 2,870	32%
<b>Hap Bullet</b>	PL-1111-BTR1	10 Pk Bullet	\$13.90	\$22.99	7,000	\$160,930	\$ 63,630	40%
<b>Brace</b>	PL-1111-MB1	Small Stud Mounting Brace 10-3/8" to 18"	\$2.63	\$3.75	7,000	\$26,250	\$ 7,840	30%
	PL-1111-MB10	Large Stud Mounting Brace 15" to 26"	\$3.07	\$4.50	7,000	\$31,500	\$ 10,010	32%
					161,000	\$1,018,430	\$ 320,530	

Commercial Construction Market is about \$100 billion in the United States.

Distributors achieving just a 0.001% share of this market with HAP System would have a potential \$1 million in annual revenue.