

## 2004/2005 - Production Forecast Schedule - Printed 3/22/04

Stage	Project #	Project Name	November	December	January	February	March	April
<b>8 Shipped</b>								
	K1835	Calgary Winterclub						
	K1890	Carnegie Hall Mock Up			\$ 11,185			
	K1910	Columbus Tower Pool	\$ 300	\$ 18,930				
	K1911	Cook Inlet	\$ 158,000	\$ 9,000	\$ 2,775			
	K1914	KC 140 DE	\$ 12,040					
	K1699	St. Marys Of The Annuciation			\$ 10,555			
	K1857	e port Kiosk				\$ 10,750		
	K1861	UIC Circle Center			\$ 13,885			
<b>Total Shipped</b>			<b>\$ 170,340</b>	<b>\$ 27,930</b>	<b>\$ 38,400</b>	<b>\$ 10,750</b>	<b>\$ -</b>	<b>\$ -</b>
<b>7 Released to Production</b>								
	K1915	Intermountain Medical Ctr		\$ 5,000	\$ 23,995			
	K1963	Newport Office Mock-up			\$ 1,500			
	K1959	Ventek - Iridis			\$ 10,000	\$ 39,360	\$ 49,040	
	K1972	K.C. 3.5/24				\$ 4,040		
	K1956	LumiLeds Destiny					\$ 4,500	
	K1976	Matra - 84" DE			\$ 89,500	\$ 22,156	\$ 50,000	\$ 75,000
	K1977	PPG - 84" DE				\$ 15,090		
	J1712	K5600					\$ 2,640	
	K1778	K5600 - 800W Blanket Order					\$ 5,390	
	K1968	Matra 84 D.E.				\$ 14,771		
	K1944	WyDOT - Greenriver Tunnel			\$ 5,000		\$ 567,800	
	K1926	Calgary Airport Arrivals	\$ 20,000	\$ 55,000			\$ 20,000	
	K1839	USD NMR Room			\$ 25,000	\$ 15,000	\$ 18,955	
	K1869	MIT Aquatic Center	\$ 364,000	\$ 10,000			\$ 20,300	
	K1947	New School University					\$ 10,000	
	K1955	Woodgrove Mall - #2					\$ 14,100	
	K1966	Kool Aid Museum					\$ 15,000	
	K1983	Cole Center					\$ 34,000	\$ 136,000
	K1990	KC 140 DE					\$ 24,080	
<b>Total Released to Production</b>			<b>\$ 384,000</b>	<b>\$ 70,000</b>	<b>\$ 154,995</b>	<b>\$ 110,417</b>	<b>\$ 835,805</b>	<b>\$ 211,000</b>
<b>6.5 Submittal Drawings (Waiting RIs.)</b>								
	K1973	Barrie Community Center Pool					\$ 9,000	
	K1953	Florida Mall - Expansion		\$ 60,000				
	K1912	Washington Convention Center			\$ 25,000			
	K1965	Thornclyff Park School			\$ 12,000			
	K1936	Center For The Performing Arts	\$ 2,000					
	K1891	Pittsburgh Busway Platform Herron	\$ 150,000					
	K1892	Pittsburgh Busway Platform Negley				\$ 75,000		
	K1771	Newtown Creek Visitors Ctr.		\$ 59,000				
<b>Total Submittal Drawings</b>			<b>\$ -</b>	<b>\$ 271,000</b>	<b>\$ 37,000</b>	<b>\$ 75,000</b>	<b>\$ 9,000</b>	<b>\$ -</b>

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Stage	Project #	Project Name	November	December	January	February	March	April
<b>6 PO Received</b>								
	K1988	Kodak Environmental Chamber					\$ 45,000	
	K1890	Carnegie Hall						\$ 365,000
	K1960	Gotham Plaza			\$ 25,000			
	K1969	UCSF - Mission Bay Building						\$ 625,000
	K1986	San Antonio Service Pits				\$ 65,500		
	K1989	Deutsche Post Tower - Bonn			\$ 69,000		\$ 30,000	
	K1975	Holiday Inn Select		\$ 65,500				
	K1931	Newcastle Place			\$ 10,500			
	K1987	The Pas Water Treatment Plant				\$ 175,000		
	K1992	Martin Luther King Rec Center						\$ 140,000
<b>Total PO Received</b>			<b>\$ -</b>	<b>\$ 65,500</b>	<b>\$ 104,500</b>	<b>\$ 240,500</b>	<b>\$ 75,000</b>	<b>\$ 1,130,000</b>
<b>5 Contract Under Negotiation</b>								
		Machine Vision P					\$ 56,000	
		Lowry Tunnel (Minn DOT)						
		Portland Tunnel					\$ 10,000	
<b>Total From Info</b>			<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 66,000</b>	<b>\$ -</b>

	November	December	January	February	March	April
Shipped	\$ 170,340	\$ 27,930	\$ 38,400	\$ 10,750	\$ -	\$ -
Released to Production	\$ 384,000	\$ 70,000	\$ 154,995	\$ 110,417	\$ 835,805	\$ 211,000
Submittal Drawings (Waiting RIs.)	\$ -	\$ 271,000	\$ 37,000	\$ 75,000	\$ 9,000	\$ -
PO Received	\$ -	\$ 65,500	\$ 104,500	\$ 240,500	\$ 75,000	\$ 1,130,000
Contract Under Negotiation	\$ -	\$ -	\$ -	\$ -	\$ 66,000	\$ -
<b>Total USD</b>	<b>\$ 554,340</b>	<b>\$ 434,430</b>	<b>\$ 334,895</b>	<b>\$ 436,667</b>	<b>\$ 985,805</b>	<b>\$ 1,341,000</b>
<b>Total CDN</b>	<b>\$ 881,401</b>	<b>\$ 690,744</b>	<b>\$ 532,483</b>	<b>\$ 694,301</b>	<b>\$ 1,567,430</b>	<b>\$ 2,132,190</b>

### QUARTERLY REVENUE FORECAST - ALL CANADIAN \$\$\$

	Q1	Q2	Q3	Q4	FUTURE
Shipped	\$ 315,249	\$ 78,149	\$ -	TBA	TBA
Released to Production	\$ 721,860	\$ 1,750,935	\$ 211,000	TBA	TBA
Submittal Drawings	\$ 430,890	\$ 192,390	\$ -	TBA	TBA
PO Received	\$ 104,145	\$ 667,800	\$ 1,130,000	TBA	TBA
Contract Under Negotiation	\$ -	\$ 104,940	\$ -	TBA	TBA
<b>TOTALS</b>	<b>\$ 1,572,144</b>	<b>\$ 2,794,214</b>	<b>\$ 1,341,000</b>	<b>\$ -</b>	<b>\$ -</b>
<b>BUDGET</b>	<b>\$ 1,500,000</b>	<b>\$ 2,400,000</b>	<b>\$ 2,700,000</b>	<b>\$ 2,900,000</b>	<b>\$ 9,500,000</b>
<b>VARIANCE</b>	<b>\$ 72,144</b>	<b>\$ 394,214</b>	<b>\$ (1,359,000)</b>	<b>\$ (2,900,000)</b>	<b>\$ (9,500,000)</b>

1.59 US Conversion