

**Direct Production Costs by Category**  
**Aggregates Business**

	<b>2011</b>	<b>2010</b>	<b>2009</b>
Labor & Related Benefits	25%	26%	26%
Energy	14%	13%	11%
Depreciation Depletion & Amortization	16%	17%	18%
Repairs & Maintenance	12%	12%	12%
Supplies	11%	10%	11%
Contract Services	6%	6%	6%
Raw Materials	5%	4%	4%
Royalties	5%	4%	4%
Other	6%	8%	8%
	100%	100%	100%

Total Direct Production Costs -

Aggregates Business (\$ in thousands)    \$ 931,000    \$ 947,000    \$ 901,000

The largest item that comprises the difference between direct production costs and cost of goods sold for the Aggregates Business is the embedded freight (freight to move material from a producing quarry to a distribution yard).

**Cost of Goods Sold by Category**  
**Specialty Products**

	<b>2011</b>	<b>2010</b>	<b>2009</b>
Labor & Related Benefits	21%	20%	22%
Energy	28%	29%	28%
Depreciation Depletion & Amortization	6%	7%	8%
Supplies	10%	10%	8%
Contract Services	8%	7%	6%
Raw Materials	18%	14%	11%
Other	9%	13%	17%
	100%	100%	100%