PLAINTIFF'S EXHIBIT
U-463

PPG INDUSTRIES, INC.
FIBER GLASS DIVISION
SALES OF PYROCAL (SEGMENTAL)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
KENTUCKY									
Louisville:	Cardinal Industrial Insulation Co.			15	51				
TEXAS									
Dallas:	Ford-Bacon & Davis, Texas							387	1,916
Orange:	Sabine Insulation Company							2,466	1,786
MISCELLANEOUS									
	Misc. Cleveland District			18	26				
TOTAL		0	0	33	77	0	0	2,853	3,702

MMC/CWE
3/2/77

FIBER GLASS DIVISION
SALES OF PYROCAL (SECTIONAL)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
ARKANSAS									
Ft. Smith:	Keene Corporation			528	431	1,100	700		
Jonesboro:	North East Arkansas Insulation	360	116						
Little Rock:	Arkansas Industrial Insulation	90	213	777	615	800	1,500	171	158
	Arkansas Industrial Equipment					100	200		
Texarkana:	A-Lot Insulation			3,907	1,816	13,600	8,700	1,014	483
CALIFORNIA									
Berkley:	Petersen Supply							360	182
Los Angeles:	Henry Carawan Insulation					100	100		
Sacramento:	Armstrong Contracting & Supply							1,971	1,009
COLORADO									
Denver:	Armstrong Contracting & Supply			510	357	900	600		
	Plateau Supply Company							90	52
DELAWARE									
Wilmington:	Armstrong Contracting & Supply					1,700	900		
FLORIDA									
Edwardsville:	R & R Industrial Supply	288	190						
GEORGIA									
Atlanta:	Industrial Insulators	12,726	13,345	35,646	23,527	6,500	5,100		
ILLINOIS									
Chicago:	Armstrong Contracting & Supply	102	143			4,800	3,600	3,954	2,357
	Andrews Asbestos Company							1,530	314
	Brand Insulation					100	0	1,536	744
	Chicago Pipe Boiler Company					800	700	2,004	1,076
	Illinois Fibre Specialty					200	200		
	National Standard Insulation					200	200	375	420
	O'Mally Brothers					400	400	108	125
	Wilson-Grant, Inc.					1,600	700		
Des Plaines:	Terrace Enterprises, Inc.							396	403
Marengo:	McHenry County Heat & Frost					200	300		

SALES OF PYROGEL (SEC[illegible])
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968 UNITS	1968 DOLLARS	1969 UNITS	1969 DOLLARS	1970 UNITS	1970 DOLLARS	1971 UNITS	1971 DOLLA
ILLINOIS (CONT.)									
Melrose Park:	Lusco					1,000	1,100	480	7
	John J. Moroney & Company					900	600	111	
Quincy:	Heidbretter Rose Insulation					300	200	78	1
INDIANA									
Evansville:	Crowe Insulation Company	2,547	1,384	4,476	2,578	5,600	3,800	19,380	16,5
Ft. Wayne:	Close Insulation, Inc.							1,350	7
	Insulators, Inc.			102	42				
Hammond:	Illinois Indiana Insulation					800	300	5,415	4,5
Indianapolis:	Armstrong Contracting & Supply	569	432	1,845	846	1,200	800		
	Philip Carey Manufacturing Company					100	100		
	J. J. Cotton			9	25				
	Fargo Insulation	210	318	1,689	888	1,300	700	411	1
	L. L. Hawhee Insulation	8,352	5,974	8,152	4,744				
	Indianapolis Insulation	1,863	948	1,713	1,248				
	M. R. Insulation					200	300	24	
	Scott Insulation Company			588	444	100	200	1,475	6
IOWA									
Des Moines:	Armstrong Contracting & Supply					700	500		
	Iowa Asbestos Company			3,873	2,364	600	400		
	L & L Insulation					800	700	3,372	2,8
Waterloo:	General Insulation-Waterloo			102	42	200	100		
KANSAS									
Wichita:	Thermal Products, Inc.	69	157	324	552	1,400	1,300	6	
KENTUCKY									
Lexington:	Thompson Engineering							633	3
Louisville:	Armstrong Contracting & Supply	15	29	552	455	500	500	2,673	1,9
	Cardinal Industrial Insulation			5,058	4,656	500	600	1,587	1,4
	Kentucky Pipe Covering	855	395	1,800	1,300	900	600	1,719	9
Paducah:	Triangle Insulation					100	0		
	Ask Supply Company							966	4
LOUISIANA									
Baton Rouge:	Mechanical Insulation Company					14,300	7,100		
New Orleans:	All-State Insulation Corporation							1,845	1,1

SALES OF PYROCAL (SECTIONAL
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
MICHIGAN									
Detroit:	Armstrong Contracting & Supply	7,614	2,716	-	255			348	207
Grand Rapids:	McMahon Insulations, Inc.	5,805	12,570						
Grosse Point:	American Insulation	522	271						
Lake City:	International Insulation					200	100		
Saginaw:	Saginaw Distributors					-	(100)		
MINNESOTA									
Minneapolis:	Armstrong Contracting & Supply					200	100		
	MacArthur Company					2,100	1,000	14,076	6,255
MISSISSIPPI									
Jackson:	Homer C. Porter					300	200		
MISSOURI									
Kansas City:	Armstrong Contracting & Supply	50,983	15,957	4,215	2,029	2,200	1,200	3,057	2,083
	Construction Plastics, Inc.	471,842	109,287	3,336	2,679	1,800	1,000		
	Standard Asbestos-Kansas City	162,398	41,356	6,927	4,146	2,900	2,600	17,514	8,498
	Standard Asbestos Manufacturing Co.					700	300	45	124
St. Louis:	Stovey Company					7,300	5,600		
	Armstrong Contracting & Supply			564	199				
NEBRASKA									
Lincoln:	Eagle Company			108	100				
Omaha:	Armstrong Contracting & Supply			4,344	2,845	100	300	3,975	2,652
	Midwest Asbestos Company			798	651	6,600	3,100	2,628	1,9[illegible]
	Vaughn Insulation			5,793	2,900	1,900	1,800	21	6.
NEW JERSEY									
Trenton:	Baldwin-Hart-Hill			915	468				
NEW YORK									
Buffalo:	Claxton Asbestos Company			51	19				-
Syracuse:	Armstrong Contracting & Supply			(24)	(56)				
OHIO									
Avon:	National Pipe Insulation							597	572

SALES OF PYROCAL (SECTIONAL)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
OHIO (CONT.)									
Cincinnati:	Armstrong Contracting & Supply	1,149	944	3,471	2,427	300	400	1,236	1,298
	Owens-Corning Fiberglas Corporation					100	200		
Cleveland:	Armstrong Contracting & Supply	1,917	1,234	2,686	1,146			219	171
	Erieview Insulation	612	242						
	Lakewood Asbestos & Insulation			522	207				
	Ohio Asbestos & Insulation			417	185	1,600	900		
	Smylie Brothers, Inc.							18	26
Columbus:	Armstrong Contracting & Supply	501	145	2,496	1,271	1,100	700		
	Earl E. Bright			927	418	1,300	600	201	231
Lima:	Insulco, Inc.	1,020	380	1,513	2,159			7,518	4,273
	McCauley Insulation Company					2,600	900		
Niles:	Paul J. Kraz					500	500	7,386	3,458
Toledo:	Armstrong Contracting & Supply	2,094	766	882	436	5,500	3,500	2,991	1,633
OKLAHOMA									
McAlester:	Gladstein Company			1,320	655	100	100	552	233
	Union Iron Works					1,500	1,000	1,125	1,024
Oklahoma City:	Insulation, Inc.	3,612	2,134	5,013	5,120			30	73
Tulsa:	Armstrong Contracting & Supply	1,131	520	3,177	1,948				
	Space Insulation Company							2,388	1,923
	United Insulation							342	312
PENNSYLVANIA									
Philadelphia:	Universal Insulation							1,794	1,311
Pittsburgh:	Allegheny Insulation					1,000	1,100		
	Insulation Sales, Inc.							579	292
TENNESSEE									
Memphis:	Industrial Insulation					1,500	1,000	28,440	12,026
	Memphis Insulation Sales	1,026	458	660	327	2,700	1,600	162	84
Nashville:	Armstrong Contracting & Supply					600	400		
	Breeding Insulation			5,349	3,836	900	800	120	102
TEXAS									
Corpus Christi:	Gilmer Insulation Corporation							510	434
Dallas:	Ford-Bacon & Davis, Texas					20,000	20,700	20,011	15,758
	Insco, Inc.							1,050	1,073

SALES OF PYROCAL (SECTIONAL)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
TEXAS (CONT.)									
Dallas (cont.)	Pamaco					3,400	3,800	3,516	3,861
	P-F Supply							2,436	1,540
	E. H. Parker, Inc.							3,426	2,131
	Transworld Insulation							882	485
Houston:	B & B Engineering & Supply Company							360	156
	Fuller Austin Insulation Company					9,900	8,500		
	General Insulation Supply			846	824	1,300	1,100	807	676
	Precision Insulation Company							924	431
	Thorpe Products Company							480	174
Lubbock:	Young Insulation							2,364	1,217
Odessa:	Oberkampf Supply, Inc.							732	345
Orange:	Sabine Insulation Company					18,000	12,900	34,101	21,297
Tyler:	Quality Insulation Company							2,124	1,046
WISCONSIN									
Milwaukee:	Allied Insulation							600	245
	Armstrong Contracting & Supply			444	496	600	400		
	Milwaukee Insulation Company			7,716	4,722	1,000	1,600	264	246
	Sprinkman & Sons					300	300	708	519
MISCELLANEOUS (Locations Unknown)	A Louis Supply Company					400	200		
	Central Valley Insulation	324	623						
	PPG Domestic Operation			201	101				
	Misc. [illegible] District			1,314	764				
	Misc. [illegible] Cincinnati District	1,020	518	1,272	1,337				
	Misc. [illegible] Cleveland District	5,720	2,794	4,728	2,621				
	Misc. [illegible] Detroit District	1,536	1,056						
	Misc. [illegible] Houston District			2,625	1,023				
	Misc. [illegible] Kansas City District			2,388	1,315				
	Misc. [illegible] Los Angeles District			480	265				
	Misc. [illegible] Memphis District			924	338				
	Unidentified			1,800	540	100	0		
GRAND TOT		8,872	217,615	151,849	97,646	1[illegible]200	124,200	227,691	143,839

FIBER GLASS DIVISION
SALES OF PYROCAL (BLOCK)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
ARKANSAS									
Ft. Smith:	Keene Corporation			1,881	884	1,000	500		
Jonesboro:	Northeast Arkansas Insulation	1,620	692						
Little Rock:	Arkansas Industrial Insulation					1,300	600	108	53
Texarkana:	A Lot Insulation			324	94				
COLORADO									
Denver:	Armstrong Contracting & Supply	2,223	1,112	954	408				
ILLINOIS									
Chicago:	Armstrong Contracting & Supply	2,160	876					1,800	709
	Brand Insulation					400	300		
	W. J. Donohue							243	163
	National Standard Insulation					1,700	500		
	O'Malley Brothers					2,300	1,300		
INDIANA									
Evansville:	Crows Insulation Company					1,700	900		
Ft. Wayne:	Insulators, Inc.					300	200		
Highland:	Illinois Indiana Insulation							1,674	942
Indianapolis:	Armstrong Contracting & Supply			5,733	3,289	1,200	600		
	Cotton, J. J.			1,431	643				
	Fargo Insulation	297	159	3,744	2,138	100	100		
	L. L. Hawhee Insulation	180	97	1,377	696				
	Indianapolis Insulation	2,025	1,076	630	324	600	400		
	M. R. Insulation, Inc.							72	32
South Bend:	Twin City Insulation Company					600	400		
IOWA									
Des Moines:	Armstrong Contracting & Supply	2,817	1,388	270	152	400	200	918	285
	Iowa Asbestos Company			1,512	744	2,100	800	1,026	318
	L & L Insulation					800	300		
KANSAS									
Wichita:	Thermal Products, Inc.			675	416	900	500		

...ES, INC.
FIBER GLASS DIVISION
SALES OF PYROCAL (BLOCK)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
KENTUCKY									
Louisville:	Armstrong Contracting & Supply	1,125	481	1,350	675	3,000	1,400		
	Cardinal Industrial Insulation	144	73	2,025	1,217			360	168
	General Insulation Supply					3,100	1,800	576	259
	Kentucky Pipe Covering	252	113	2,160	680				
Paducah:	Triangle Insulation					800	500		
LOUISIANA									
...ke Charles:	Sabine Insulation Company							9,468	3,752
MICHIGAN									
Grosse Point:	American Insulators			540	324				
	Saginaw Distributors					300	100		
MINNESOTA									
St. Paul:	MacArthur Company							3,600	1,432
MISSOURI									
Kansas City:	Armstrong Contracting & Supply	3,825	1,961	990	468	5,700	2,100	720	518
	Construction Electics, Inc.	2,790	1,156	1,521	726				
	Brand Insulation					200	100		
	Standard Asbestos	2,304	935	450	148	4,200	1,800	810	194
St. Louis:	Armstrong Contracting & Supply					500	100		
	Rational Insulation Company					1,300	600		
	Stovey Company			2,538	1,361	11,300	4,000		
NEBRASKA									
Lincoln:	Eagle Company					300	100		
Omaha:	Armstrong Contracting and Supply			2,790	1,253				
	Midwest Asbestos			72	38	1,800	1,000	1,899	923
	Vaughn Insulation			2,277	1,220				
NEW YORK									
Buffalo:	Claxton Asbestos			54	14				

[illegible] INDUSTRIES, INC.
FIBER GLASS DIVISION
SALES OF PYROCAL (BLOCK)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
OHIO									
Avon:	National Pipe Insulation							576	259
Cincinnati:	Armstrong Contracting & Supply	144	61	360	174	2,300	1,100	468	252
Cleveland:	Armstrong Contracting & Supply	360	154						
	Erieview Insulation	1,935	1,053						
	Lakewood Asbestos & Insulation					900	300		
	Smylie Brothers, Inc.							504	24
	Standard Asbestos of Cleveland			2,025	1,215				
Columbus:	Armstrong Contracting & Supply	810	305	1,854	669	3,200	1,300		
	Earl E. Bright	5,580	2,575	1,890	810	100	100	900	329
Lima:	Insulco Company, Inc.							540	302
Niles:	Kres, Paul J.					1,300	700	180	88
Toledo:	Armstrong Contracting & Supply					400	300		
Youngstown:	Buckeye Insulation					1,800	800	540	235
OKLAHOMA									
Oklahoma City:	Insulation, Inc.	135	92	7,758	3,599	8,700	3,600	3,537	1,218
Tulsa:	Armstrong Contracting & Supply			342	122				
	All State Insulation Company							7,668	3,423
	Insulation Services, Inc.			1,584	689				
	Space Insulation Company							297	172
	United Insulation					1,400	500	252	111
TENNESSEE									
Memphis:	Memphis Insulation Sales Contr.	2,025	1,154						
	L. D. Powell					100	0		
Nashville:	Breeding Insulation Company	1,215	729	2,655	1,443				
TEXAS									
Dallas:	Ford-Bacon & Davis, Texas					31,800	12,300	33,279	11,217
	Insco, Inc.							540	258
	P-F Supply			108	47			180	26
	E. H. Parker Company							1,350	743
	Parker Fallis Insulation					1,300	500		
	Trans World Insulation							792	349

...TRIES, INC.
FIBER GLASS DIVISION
SALES OF PYROCAL (BLOCK)
1968 - 1971

BY STATE / BY CITY / BY ACCOUNT		1968		1969		1970		1971	
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
TEXAS (CONT.)									
Fort Worth:	Insulation Sales, Inc.							108	34
	Universal Insulation							162	53
Houston:	Industrial Insulators	28,404	12,368	40,743	15,408	2,200	1,100		
Orange:	Sabine Insulation Company					27,900	11,700	3,579	1,992
Tyler:	Quality Insulation Company							468	225
WEST VIRGINIA									
harleston:	Mountaineer Insulation			972	437				
WISCONSIN									
Milwaukee				12,087	5,557	300	0		
MISCELLANEOUS									
	Misc. Chicago District			1,107	545				
	Misc. Cincinnati District					1,400	800		
	Misc. Cleveland District	3,141	1,168	7,281	3,198				
	Misc. Detroit District			54	16				
	Misc. Houston District			4,104	1,377				
	Misc. Kansas City District	108	32			500	200		
	Misc. Memphis District			108	47				
TOTAL		65,619	29,810	120,330	53,265	133,500	56,500	79,194	31,281

/2/77