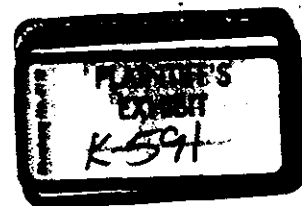


KAYLO



	IND. SAVES S.M.	OCF KAYLO SAVES S.M.	% PENE.	OCF SAVES S.M.	
1964	18754	6422	34.3	3.2	2.1
1965	21238	7612	35.8	3.5	2
1966	21561	7667	35.6	3.1	~
1967	24210	8200	33.9	3.7	2
1968	20177	7339	36.4	4.2	1
1969	21146	5734	27.1		
1970	21390	5109	23.9		
1971	19994	6664	33.2		
1972	20600*	7187*	35.0*		

*Est. Berlin Plant on strike

FIBERGLAS PIPE INSULATION

1971	38190	15574	40.8
1972	36804	13803	38.0

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KAYLO

	IND. SALES \$M	OCF KAYLO SALES \$M	% PENE.	OCF SALES \$MM	
1964	18754	6422	34.3	300	2.1
1965	21238	7612	35.8	335	2.3
1966	21561	7667	35.6	374	2.0
1967	24210	8200	33.9	376	2.2
1968	20177	7339	36.4	429	1.7
1969	21146	5734	27.1		
1970	21390	5109	23.9		
1971	19994	6664	33.2		
1972	20600*	7187*	35.0*		

*Est. Berlin Plant on strike

FIBERGLAS PIPE INSULATION

1971	38190	15574	40.8
1972	36804	13803	38.0

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KAYLO



	IND. SALES \$ M.	OCF KAYLO SALES \$ M.	% PENE.	OCF SALES \$ M.	
1964	18754	6422	34.3	3.70	
1965	21238	7612	35.8	3.35	2
1966	21561	7667	35.6	3.11	
1967	24210	8200	33.9	5.76	
1968	20177	7339	36.4	4.27	
1969	21146	5734	27.1		
1970	21390	5109	23.9		
1971	19994	6664	33.2		
1972	20600*	7187*	35.0*		

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