

Zonolite  
Loading Customer  
Report  
12/69 + 4/69

WRG 05763

ZONOLITE LEADING CUSTOMER REPORT  
UNDER 10,000

DECEMBER 31, 1969

PAGE 25

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAK DOWN  
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

|                           |       |        |         |       |       |       |       |
|---------------------------|-------|--------|---------|-------|-------|-------|-------|
| RICO CORP                 | 8,478 | 100.00 |         |       |       |       | 8,478 |
| ACRO SUPPLY CO            | 8,389 | 7,427  | 12.90   | 3,184 | 516   |       | 4,689 |
| U S STEEL CORPORATION     | 8,356 |        | 100.00  | 757   |       | 145   | 7,454 |
| GEORGIA STATE WHOLESALE   | 8,350 | 1,439  | 480.20  |       |       |       | 8,350 |
| ALBERT H RUEHRLE CO       | 8,349 | 8,143  | 2.50    | 4     |       | 8,345 |       |
| T BROWN INDUST SUPPLY CO  | 8,311 | 8,199  | 1.30    | 7,933 |       |       | 378   |
| STATE INSULATION          | 8,270 |        | 100.00  | 5,699 |       |       | 2,571 |
| DEWITT BROS INC           | 8,269 | 4,978  | 66.10   | 8,269 |       |       |       |
| DISTRICT BLD SUPPLY CO    | 8,263 | 252    | 3178.90 | 7,156 | 731   |       | 376   |
| MR CLAUDE THAYER          | 8,253 | 7,643  | 7.90    | 59    |       | 8,194 |       |
| COLUMBUS CUT FLOWER EXCHG | 8,241 | 9,176  | 10.10-- |       |       | 0,241 |       |
| CENTRAL ROOFING & SUPPLY  | 8,236 | 8,674  | 5.00--  | 7,034 |       |       | 1,202 |
| CONSUMERS SERVICE CO      | 8,227 | 9,058  | 9.10--  | 4,973 | 193   |       | 3,061 |
| SOUTHERN BRICK & SUPP CO  | 8,204 | 8,006  | 2.40    | 6,817 | 1,387 |       |       |
| ELHIDE CO                 | 8,165 | 13,811 | 40.80-- | 8,070 |       |       | 95    |
| ASHEBORD CONCRETE PRODUCT | 8,161 | 9,009  | 9.40--  | 2,451 | 63    | 3,585 | 2,062 |
| HOGGE-WARREN & ZIMMERMAN  | 8,149 | 8,275  | 1.50--  | 7,022 |       |       | 1,127 |
| ALLIED BLOC PRODUCTS INC  | 8,089 | 14,349 | 43.60-- | 7,892 | 120   | 13    | 64    |
| MINNESOTA MINING &        | 8,064 | 3,887  | 107.40  |       | 8,064 |       |       |
| NIEHAUS PLASTERING CO     | 8,057 |        | 100.00  | 8,057 |       |       |       |
| MEYER SEED CO             | 8,052 | 5,910  | 36.20   | 8     |       | 8,044 |       |
| A G HANSEN SUPPLY CO      | 8,051 | 12,511 | 35.60-- | 639   |       | 1,529 | 5,883 |
| CENTRAL HOWE CO           | 8,037 | 6,240  | 28.70   | 7,309 |       |       | 728   |
| CHRIS FIELDER & CO        | 8,035 | 124    | 6379.80 | 8,035 |       |       |       |

WRG 05766

| ZONOLITE LEADING CUSTOMER REPORT |              |            |               |          |                        |                        |                   |             |          |
|----------------------------------|--------------|------------|---------------|----------|------------------------|------------------------|-------------------|-------------|----------|
| UNDER 10,000                     |              |            |               |          |                        |                        |                   |             |          |
| CUSTOMER NAME                    | SALE DOLLARS |            | PRODUCT GROUP |          | SALES DOLLAR BREAKDOWN |                        | DECEMBER 31, 1969 |             |          |
|                                  | CURR YEAR    | PRIOR YEAR | INCREASE      | EXP/VERM | PERLITE                | GLASS FIBER TERRA-LITE | AG PROD           | POLYSTYRENE | DRE CONC |
| OWENS CORNING SPLY & CONT        | 3,830        | 2,225      | 72.10         |          |                        |                        |                   |             | 3,830    |
| METAL STRUCTURES INC             | 3,828        |            | 100.00        |          |                        |                        |                   |             | 3,828    |
| BACHMANHQS                       | 3,824        | 2,831      | 35.00         |          |                        |                        |                   |             | 3,824    |
| EDGEWOOD PIPE & BLOCK            | 3,820        | 1,282      | 197.90        |          | 3,820                  |                        |                   |             |          |
| THE DOLE VALUE CO                | 3,817        | 4,612      | 17.20--       |          | 3,817                  |                        |                   |             |          |
| KILBOURN CHEMICAL CO             | 3,811        | 2,620      | 45.40         |          | 1,313                  |                        |                   |             | 2,498    |
| CENTURY REDI-MIX                 | 3,808        |            | 100.00        | 411      | 3,397                  |                        |                   |             |          |
| KOPPS CO INC                     | 3,806        | 2,943      | 29.30         |          | 3,806                  |                        |                   |             |          |
| CROMER & CO                      | 3,801        | 14,371     | 73.50--       |          | 3,801                  |                        |                   |             |          |
| LUMBERMENS SERVICE               | 3,799        |            | 100.00        |          | 2,295                  |                        |                   |             | 1,504    |
| CAROLINA BLOCK CO                | 3,795        | 1,588      | 138.90        |          | 3,795                  |                        |                   |             |          |
| SPARTAN INSULATING CO            | 3,782        |            | 100.00        |          | 713                    | 3,069                  |                   |             |          |
| CENTRAL KY SUPPLY CO             | 3,781        | 3,543      | 6.70          |          | 3,781                  |                        |                   |             |          |
| ELCO DISTRIBUTING CO             | 3,774        | 3,980      | 5.10--        |          | 2,403                  |                        |                   |             | 1,371    |
| YOUNG RTOS & DALEY               | 3,771        | 1,180      | 219.50        |          | 2,253                  |                        |                   |             | 1,518    |
| LAUDERDALE MARBLE & TILE         | 3,770        | 1,955      | 92.80         |          | 3,770                  |                        |                   |             |          |
| J N JANSEN & SONS INSULA         | 3,768        | 2,740      | 37.50         |          | 687                    |                        |                   |             | 3,081    |
| ALL AROUND INS CO                | 3,767        | 321        | 1073.50       |          | 162                    |                        |                   |             | 3,605    |
| KLUG & SMITH CO                  | 3,767        |            | 100.00        |          | 3,767                  |                        |                   |             |          |
| NEW CASTLE DUNTILE CO            | 3,767        |            | 100.00        |          | 3,767                  |                        |                   |             |          |
| P & O LUMBER CO INC              | 3,760        | 7,998      | 52.90--       |          | 3,760                  |                        |                   |             |          |
| ELGIN LUMBER & SUPPLY            | 3,758        | 8,991      | 58.20--       |          | 1,105                  | 1,696                  |                   |             | 957      |
| WHOLESALE DISTRIBUTORS IN        | 3,756        | 2,631      | 42.70         |          | 2,015                  | 906                    |                   |             | 835      |
| CLIFTS AUTO SERVICE              | 3,753        |            | 100.00        |          |                        |                        |                   |             | 3,753    |



| CUSTOMER NAME              | S A L E         | D O L L A R S     | %               | P R O D U C T G R O U P | S A L E S D O L L A R | B R E A K D O W N   |                     |     |         |                       |       |         |
|----------------------------|-----------------|-------------------|-----------------|-------------------------|-----------------------|---------------------|---------------------|-----|---------|-----------------------|-------|---------|
|                            | C U R R Y E A R | P R I O R Y E A R | I N C R E A S E | E X P / V E R M         | P E R L I T E         | G L A S S F I B E R | T E R R A - L I T E | A C | P R O D | P O L Y S T Y R E N E | O R E | C O N C |
| MIDWAY DISTRIBUTING CO     | 994             | 2,816             | 64.70-          | 581                     |                       |                     |                     |     |         |                       |       | 413     |
| HARMONY SUPP               | 994             | 1,301             | 23.50-          |                         |                       |                     |                     |     | 994     |                       |       |         |
| VAN, S. FUEL & MATERIAL CO | 994             | 815               | 21.90           | 111                     |                       |                     |                     |     |         |                       |       | 883     |
| TRI-CHECK SEEDS INC        | 990             | 338               | 192.80          |                         |                       |                     |                     |     | 990     |                       |       |         |
| INDEPENDENT LUMBER CO      | 990             |                   | 100.00          | 734                     |                       |                     |                     |     |         |                       |       | 256     |
| KADEX CORP OF INDIANA      | 988             | 2,385             | 58.50-          | 988                     |                       |                     |                     |     |         |                       |       |         |
| WILLIAMS BROS LUMBER CO    | 985             | 1,030             | 4.30-           | 560                     |                       |                     |                     | 24  |         |                       |       | 401     |
| VAN WATERS & ROGERS        | 985             | 625               | 57.60           | 624                     |                       |                     |                     |     |         |                       | 361   |         |
| KRAVITZ BAG & NURSERY SUP  | 985             |                   | 100.00          |                         |                       |                     |                     |     | 985     |                       |       |         |
| COOPERATIVE MILLS INC      | 984             | 3,147             | 68.70-          | 984                     |                       |                     |                     |     |         |                       |       |         |
| MUTUAL SUPPLY CO           | 980             | 2,449             | 59.90-          |                         |                       |                     |                     |     |         |                       |       | 980     |
| BAY CITY WHOLESALE         | 980             | 1,571             | 37.60-          | 980                     |                       |                     |                     |     |         |                       |       |         |
| T & W BLOCK INC            | 980             | 700               | 40.00           | 980                     |                       |                     |                     |     |         |                       |       |         |
| REPUBLIC LUMBER CO         | 980             | 363               | 169.90          | 980                     |                       |                     |                     |     |         |                       |       |         |
| ALTAVISTA CONCRETE PROD    | 980             |                   | 100.00          | 980                     |                       |                     |                     |     |         |                       |       |         |
| BUILDERS SUPPLY & REA MIX  | 980             |                   | 100.00          | 980                     |                       |                     |                     |     |         |                       |       |         |
| FORMAN READY MIX CO        | 980             |                   | 100.00          | 980                     |                       |                     |                     |     |         |                       |       |         |
| MUIR LUMBER CO             | 979             | 732               | 33.70           |                         |                       |                     |                     |     |         |                       |       | 979     |
| BORDELON LUMBER CO         | 979             | 113               | 766.30          | 110                     |                       |                     |                     |     | 869     |                       |       |         |
| A J JONES CONT CO          | 979             |                   | 100.00          |                         |                       |                     |                     |     |         |                       |       | 979     |
| THE QUAKER OATS CO         | 977             | 5,898             | 83.40-          | 977                     |                       |                     |                     |     |         |                       |       |         |
| CLAPPERS BLDG MATERIALS    | 977             | 1,221             | 19.90-          | 592                     |                       |                     |                     |     |         | 145                   |       | 240     |
| TRIANGLE BRICK CO          | 977             |                   | 100.00          | 977                     |                       |                     |                     |     |         |                       |       |         |
| N AMERICAN REFRACTORIES    | 976             | 316               | 208.80          | 976                     |                       |                     |                     |     |         |                       |       |         |

CUSTOMER NAME S A L E D O L L A R S P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N  
CURR YEAR PRIOR YEAR INCREASE EXP/VERH PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

ROANOKE SASH & DOOR CO 477 100.00 477

HATTENBACH CO 476 1,308 63.60- 476

OSCAR G CARLSTEDT CO 476 68 600.00 476

KEENER COMPANY 475 100.00 475

REYNOLDS BROS SUPPLY CO 475 100.00 445 30

W R GRACE & CO 475 100.00 475

DANIEL ORR & SONS 473 449 5.30 473

BRAND INSULATIONS INC 473 100.00 473

CORDELLE SASH & DOOR 473 100.00 473

VARNER S CEILING CO 472 100.00 472

FREEBURG LUMBER CO 471 150 214.00 423 48

SCHROEDER LUMBER 470 100.00 470

CITY LUMBER CO 469 587 20.10- 469

EAGLE ASBESTOS & PACKING 467 2,342 80.00- 467

ROSE ACRE NURSERY 466 927 49.70- 466

JOHNSON LUMBER CO 466 776 39.90- 466

MILAM CONCRETE PROD CO 465 1,360 65.80- 465

MORRIS SUPPLY CO 465 870 46.50- 465

THE GORE CO 465 711 34.50- 465

J C JACOBS BUILDERS 465 646 28.00- 465

JOHNSON BROS BUILDING SUP 465 435 6.80 465

U S WHOLESALE CUT FLOWER 465 305 52.40 465

RALPH CONSTRUCTION CO 465 214 117.20 465

W C BRADLEY CO 465 100.00 465

| ZONOLITE LEADING CUSTOMER REPORT |                       |                 |                   |                 |               |           |                        |                   |                      |
|----------------------------------|-----------------------|-----------------|-------------------|-----------------|---------------|-----------|------------------------|-------------------|----------------------|
| UNDER 10,000                     |                       |                 |                   |                 |               |           |                        |                   |                      |
| CUSTOMER NAME                    | S A L E D O L L A R S | C U R R Y E A R | P R I O R Y E A R | I N C R E A S E | P R O D U C T | G R O U P | S A L E S D O L L A R  | B R E A K D O W N |                      |
| METAL KITCHEN FABRICATORS        | 364                   | 627             | 41.90-            |                 | EXP/VERM      | PERLITE   | GLASS FIBER TERRA-LITE | AG PROD           | POLYSTYRENE ORE CONC |
| DANIEL CONSTRUCTION CO           | 364                   | 287             | 26.80             | 364             |               |           |                        |                   | 364                  |
| GUARANTEED SUPPLY INC            | 364                   | 105             | 246.60            | 364             |               |           |                        |                   |                      |
| SHOPKO CORP                      | 364                   |                 | 100.00            | 364             |               |           |                        |                   |                      |
| KENDRICK BRICK & TILE CO         | 363                   | 450             | 19.30-            | 363             |               |           |                        |                   |                      |
| WILLOUGHBY SUPPLY CO             | 363                   | 363             |                   | 363             |               |           |                        |                   |                      |
| C M TUCKER LUMBER CO             | 363                   | 84              | 332.10            | 363             |               |           |                        |                   |                      |
| BEAM LUMBER CO INC               | 363                   |                 | 100.00            | 363             |               |           |                        |                   |                      |
| ANDREWS LUMBER & BLDG PRD        | 362                   | 696             | 47.90-            |                 |               |           |                        |                   | 362                  |
| ROECKERAS                        | 362                   | 345             | 4.90              | 362             |               |           |                        |                   |                      |
| BEAVER FALLS BLORS SUPL          | 361                   |                 | 100.00            | 136             | 68            | 29        |                        |                   | 128                  |
| DANTE GENTILINI TRUCKING         | 361                   |                 | 100.00            |                 |               | 290       |                        |                   | 71                   |
| RICHARDSON BROTHERS              | 361                   |                 | 100.00            |                 |               |           |                        |                   | 361                  |
| UNSTED BUILDING SUPPLY           | 361                   |                 | 100.00            | 361             |               |           |                        |                   |                      |
| OWENS CORNING FIBERGLASS         | 360                   | 435             | 17.20-            |                 |               |           |                        |                   | 360                  |
| HIGHWAY MACHINERY INC            | 360                   |                 | 100.00            |                 |               |           |                        |                   | 360                  |
| LONG ISLAND VEG FARM             | 360                   |                 | 100.00            | 90              |               |           | 270                    |                   |                      |
| J M ROGERS LEASING CO INC        | 360                   |                 | 100.00            |                 |               | 360       |                        |                   |                      |
| VAN WATERS & ROGERS              | 360                   |                 | 100.00            |                 |               |           |                        |                   | 360                  |
| FARR BETTER FEEDS INC            | 360                   |                 | 100.00            |                 |               |           |                        |                   | 360                  |
| ROGER W ISAAC                    | 358                   | 508             | 29.50-            | 310             |               |           |                        |                   | 48                   |
| WHITES BUILDING & SUPPLY         | 358                   | 435             | 17.70-            | 358             |               |           |                        |                   |                      |
| BROWN LUMBER & SUPPLY            | 358                   | 299             | 19.70             |                 |               |           |                        |                   | 358                  |
| MADE HAMPTON LANDSCAPING         | 358                   |                 | 100.00            |                 |               |           |                        |                   | 358                  |



| ZONOLITE LEADING CUSTOMER REPORT |                 |                     |                 |                 |               |                     |                     |             |                                     |
|----------------------------------|-----------------|---------------------|-----------------|-----------------|---------------|---------------------|---------------------|-------------|-------------------------------------|
| DECEMBER 31, 1969                |                 |                     |                 |                 |               |                     |                     |             |                                     |
| PAGE 213                         |                 |                     |                 |                 |               |                     |                     |             |                                     |
| UNDER 10,000                     |                 |                     |                 |                 |               |                     |                     |             |                                     |
| CUSTOMER NAME                    | S A L E         | O C C U R R E N C Y | P R O D U C T   | G R O U P       | S A L E S     | D O L L A R         | B R E A K D O W N   |             |                                     |
|                                  | C U R R Y E A R | P R I O R Y E A R   | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E O R E C O N C |
| COONROD & WALZ CONSTR CO         | 39              |                     | 100.00          |                 |               |                     |                     |             | 39                                  |
| HARPSTER FLORAL CO               | 39              |                     | 100.00          |                 |               |                     |                     |             | 39                                  |
| HILLS HARDWARE & PAINT           | 39              |                     | 100.00          | 5               |               |                     |                     |             | 34                                  |
| KANSAS DIVERSIFIED               | 39              |                     | 100.00          |                 |               |                     |                     |             | 39                                  |
| ROLF MONUMENT CO                 | 39              |                     | 100.00          |                 |               |                     |                     |             | 39                                  |
| UNUSUAL FILMS                    | 39              |                     | 100.00          |                 |               |                     |                     |             | 39                                  |
| WEST CASH & CARRY BLDG MA        | 39              |                     | 100.00          | 39              |               |                     |                     |             |                                     |
| JO-OTT PAINTING CO               | 38              | 270                 | 85.90-          | 38              |               |                     |                     |             |                                     |
| GEORGE CLEMENTS                  | 38              | 252                 | 84.90-          | 38              |               |                     |                     |             |                                     |
| H B FULLER CO                    | 38              | 105                 | 63.80-          | 38              |               |                     |                     |             |                                     |
| DIXIE GREENHOUSES                | 38              | 38                  |                 |                 |               |                     |                     |             | 38                                  |
| RUBBER RESEARCH                  | 38              | 29                  | 31.00           | 21              |               |                     |                     |             | 17                                  |
| ALLOY ENGINEERING & CAST         | 38              |                     | 100.00          | 38              |               |                     |                     |             |                                     |
| ARROW BUILDING CENTERS           | 38              |                     | 100.00          | 38              |               |                     |                     |             |                                     |
| INTERSTATE LUMBER CO             | 38              |                     | 100.00          | 38              |               |                     |                     |             |                                     |
| OILWELL DIVISION IMPER WK        | 38              |                     | 100.00          |                 |               |                     |                     |             | 38                                  |
| RE-TRAC MFG CO                   | 38              |                     | 100.00          |                 |               |                     |                     |             | 38                                  |
| KEMPER LUMBER CO                 | 37              | 3,480               | 98.90-          |                 |               |                     |                     |             | 37                                  |
| BERWICK LUMBER & SUPPLY          | 37              |                     | 100.00          |                 |               |                     |                     |             | 37                                  |
| HECTOR READY MIX                 | 37              |                     | 100.00          | 37              |               |                     |                     |             |                                     |
| LAKE SIDE LUMBER CO              | 37              |                     | 100.00          | 37              |               |                     |                     |             |                                     |
| OWENS CORNING                    | 37              |                     | 100.00          |                 |               |                     |                     |             | 37                                  |
| RED TAG INC                      | 37              |                     | 100.00          |                 |               |                     |                     |             | 37                                  |
| F B WRIGHT CO                    | 37              |                     | 100.00          |                 |               |                     |                     |             | 37                                  |

CUSTOMER NAME      S A L E D O L L A R S      %      P R O D U C T      G R O U P      S A L E S      D O L L A R      B R E A K D O W N  
CURR YEAR PRIOR YEAR INCREASE      EXP/VERM      PERLITE      GLASS FIBER TERRA-LITE      AG PROD      POLYSTYRENE      ORE CONC

|                           |        |         |  |  |  |  |  |
|---------------------------|--------|---------|--|--|--|--|--|
| ASBESTOS & INSULATING CO  | 14,988 | 100.00- |  |  |  |  |  |
| S S KRESGE CO             | 14,864 | 100.00- |  |  |  |  |  |
| SWIFT CO AGRIC CHEM DIV   | 14,334 | 100.00- |  |  |  |  |  |
| U S STEEL CORP            | 13,428 | 100.00- |  |  |  |  |  |
| GROOMES CORPORATION       | 13,105 | 100.00- |  |  |  |  |  |
| MINNKO METAL BLOG INC     | 13,027 | 100.00- |  |  |  |  |  |
| U S GYPSUM CO             | 12,463 | 100.00- |  |  |  |  |  |
| ANTHONY BROS LUMBER & SUP | 12,050 | 100.00- |  |  |  |  |  |
| CLAREDON INC              | 11,742 | 100.00- |  |  |  |  |  |
| COST BROS INC             | 11,396 | 100.00- |  |  |  |  |  |
| RESERVE SUP CORP          | 11,179 | 100.00- |  |  |  |  |  |
| GUY C LONG INC            | 10,575 | 100.00- |  |  |  |  |  |
| RUHL FIREPROOFING INC     | 10,342 | 100.00- |  |  |  |  |  |
| AGWAY INC                 | 9,934  | 100.00- |  |  |  |  |  |
| FISCHER LIME & CEMENT CO  | 9,649  | 100.00- |  |  |  |  |  |
| FISCHER LIME & CEMENT CO  | 9,479  | 100.00- |  |  |  |  |  |
| MATERIAL DIST INC         | 9,339  | 100.00- |  |  |  |  |  |
| EAST SIDE LUMBERYARD SPLY | 9,312  | 100.00- |  |  |  |  |  |
| CHAS PFIZER & CO INC      | 8,567  | 100.00- |  |  |  |  |  |
| KOPPERS CO INC            | 8,407  | 100.00- |  |  |  |  |  |
| WESTERN MATERIAL CO       | 8,360  | 100.00- |  |  |  |  |  |
| RICHARD CONTRACTORS       | 8,212  | 100.00- |  |  |  |  |  |
| ANNING JOHNSON CO         | 8,060  | 100.00- |  |  |  |  |  |
| J F ANDERSON LBR CO       | 7,837  | 100.00- |  |  |  |  |  |

ZONOLITE LEADING CUSTOMER REPORT  
UNDER 10,000

DECEMBER 31, 1969

PAGE 231

CUSTOMER NAME      S A L E D O L L A R S      P R O D U C T G R O U P      S A L E S D O L L A R      B R E A K D O W N  
CURR YEAR PRIOR YEAR INCREASE      EXP/VERM      PERLITE      GLASS FIBER TERRA-LITE      AG PROD      POLYSTYRENE      ORE CONC

|                           |       |         |  |  |  |  |  |
|---------------------------|-------|---------|--|--|--|--|--|
| NILSON BROTHERS CO        | 5,163 | 100.00- |  |  |  |  |  |
| MANGANERO BROS            | 5,114 | 100.00- |  |  |  |  |  |
| PATTERSON SHIP YARD       | 5,068 | 100.00- |  |  |  |  |  |
| PARKER FALLS              | 5,060 | 100.00- |  |  |  |  |  |
| H J ALBERT PLASTERING CO  | 5,059 | 100.00- |  |  |  |  |  |
| ATLANTIC PRODUCTS         | 4,943 | 100.00- |  |  |  |  |  |
| COMMERCIAL CONSTRUCTION S | 4,921 | 100.00- |  |  |  |  |  |
| BUILDERS SPEC CO          | 4,749 | 100.00- |  |  |  |  |  |
| PARKER FALLS INSULATION   | 4,736 | 100.00- |  |  |  |  |  |
| METAL BLDG ERECTION & SPL | 4,682 | 100.00- |  |  |  |  |  |
| HARDMAN LUMBER CO         | 4,678 | 100.00- |  |  |  |  |  |
| ASSOCIATED PFISTER GROWER | 4,676 | 100.00- |  |  |  |  |  |
| UNIVERSITY OF ILLINOIS    | 4,664 | 100.00- |  |  |  |  |  |
| LOW TEMP                  | 4,633 | 100.00- |  |  |  |  |  |
| ARROW BLDRS               | 4,546 | 100.00- |  |  |  |  |  |
| U S STEEL CORP            | 4,506 | 100.00- |  |  |  |  |  |
| TEMPRITE PROD CORP        | 4,500 | 100.00- |  |  |  |  |  |
| ANNING JOHNSON            | 4,478 | 100.00- |  |  |  |  |  |
| H R BAY                   | 4,444 | 100.00- |  |  |  |  |  |
| PEARISBURG LBR & SUPPLY   | 4,238 | 100.00- |  |  |  |  |  |
| CAPITOL VALLEY CONTRACTOR | 4,130 | 100.00- |  |  |  |  |  |
| SWIFT & CO                | 4,123 | 100.00- |  |  |  |  |  |
| L&L SUPPLY COMPANY        | 4,088 | 100.00- |  |  |  |  |  |
| C B S INDUSTRIES INC      | 4,071 | 100.00- |  |  |  |  |  |

WRG 05775

| CUSTOMER NAME           | S A L E D O L L A R S<br>CURR YEAR PRIOR YEAR INCREASE | PRODUCT GROUP<br>EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC | S A L E D O L L A R S<br>CURR YEAR PRIOR YEAR INCREASE | PRODUCT GROUP<br>EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC |
|-------------------------|--------------------------------------------------------|---------------------------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------------------------------|
| J D WHITTAKER INC       | 2,616                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| FARM BUREAU MILLING CO  | 2,600                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| POHLAND BROS LUMBER INC | 2,599                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| TAYLORS INC             | 2,585                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| AGWAY INC               | 2,579                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| CENTRAL ACOUSTIC & INS  | 2,577                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| MCADDO BUILDERS SP CO   | 2,569                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| RALPH A HADDAD & CO     | 2,529                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| INLAND SCHOKBETON DIV   | 2,521                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| A I R COMPANY           | 2,512                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| STITELY LUMBER CO INC   | 2,509                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| U S STEEL CORP          | 2,490                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| EAGLE LUMBER DEALERS    | 2,477                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| SWIFT CO                | 2,450                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| RIDER LBR CO            | 2,427                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| JOHN H HAMPSHIRE CO     | 2,400                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| YANKEE DISTURBUTORS INC | 2,400                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| E L STEBBING CO         | 2,388                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| MASS WHOLESALE INC      | 2,373                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| CHINGOS & SONS          | 2,366                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| RED OWL STORES INC      | 2,351                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| BAYON ROUGE SUPPLY CO   | 2,350                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| EAST SIDE LUMBERYARD S  | 2,330                                                  | 100.00-                                                                               |                                                        |                                                                                       |
| COUCH READY MIX         | 2,343                                                  | 100.00-                                                                               |                                                        |                                                                                       |

| CUSTOMER NAME | S A L E D O L L A R S | %                 | P R O D U C T G R O U P | S A L E S D O L L A R | 0 R E A K O W N |                     |                     |             |                       |               |
|---------------|-----------------------|-------------------|-------------------------|-----------------------|-----------------|---------------------|---------------------|-------------|-----------------------|---------------|
|               | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E         | E X P / V E R M       | P E R L I T E   | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |

|                        |       |         |
|------------------------|-------|---------|
| HALL WHLSE GREENHOUSES | 2,020 | 100.00- |
|------------------------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| KELSEY HAYES CO | 2,012 | 100.00- |
|-----------------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| MR FRANK MOULIS | 2,000 | 100.00- |
|-----------------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| DUKES LUMBER CO | 1,996 | 100.00- |
|-----------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| FAIRVIEW GREENHOUSES | 1,995 | 100.00- |
|----------------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| HOWE ENTERPRISES INC | 1,995 | 100.00- |
|----------------------|-------|---------|

|                  |       |         |
|------------------|-------|---------|
| FRYE BUILDING CO | 1,990 | 100.00- |
|------------------|-------|---------|

|                          |       |         |
|--------------------------|-------|---------|
| OWENS CORNING FIBERGLASS | 1,972 | 100.00- |
|--------------------------|-------|---------|

|               |       |         |
|---------------|-------|---------|
| PLOTT & MCCOY | 1,962 | 100.00- |
|---------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| UNION CARRIDE CORP | 1,960 | 100.00- |
|--------------------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| HEARNE BLOCK CO | 1,932 | 100.00- |
|-----------------|-------|---------|

|                |       |         |
|----------------|-------|---------|
| H P MULFORD CO | 1,920 | 100.00- |
|----------------|-------|---------|

|                  |       |         |
|------------------|-------|---------|
| P P G INDUSTRIES | 1,920 | 100.00- |
|------------------|-------|---------|

|                |       |         |
|----------------|-------|---------|
| CITY LUMBER CO | 1,913 | 100.00- |
|----------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| WALTER COOLBAUGH P C | 1,900 | 100.00- |
|----------------------|-------|---------|

|                        |       |         |
|------------------------|-------|---------|
| TWIN CITY BUILDERS INC | 1,899 | 100.00- |
|------------------------|-------|---------|

|               |       |         |
|---------------|-------|---------|
| TANDY IND INC | 1,888 | 100.00- |
|---------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| J E DAVIS & SONS INC | 1,850 | 100.00- |
|----------------------|-------|---------|

|               |       |         |
|---------------|-------|---------|
| COST BROS INC | 1,848 | 100.00- |
|---------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| SULLIVAN SUPPLY CO | 1,846 | 100.00- |
|--------------------|-------|---------|

|                          |       |         |
|--------------------------|-------|---------|
| ALLIED ELECTRICAL CO INC | 1,845 | 100.00- |
|--------------------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| MORRISVILLE LUMBER CO | 1,843 | 100.00- |
|-----------------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| THE MAC MILLING CO | 1,838 | 100.00- |
|--------------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| C R METAL PRODUCTS | 1,831 | 100.00- |
|--------------------|-------|---------|

WRG 05777

UNDER 10,000

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN  
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

|                           |       |         |
|---------------------------|-------|---------|
| SHADYSIDE BUILDERS SUP CO | 1,359 | 100.00- |
| COURIVIER & ROUTHIER      | 1,356 | 100.00- |
| MOREY PLASTERING          | 1,350 | 100.00- |
| ROBERTSON HOWE CO INC     | 1,350 | 100.00- |
| EDWARD A WERNER MAINT INC | 1,350 | 100.00- |
| FOWLER FLEMISTER CONC INC | 1,335 | 100.00- |
| DAVID WITHERSPOON INC     | 1,334 | 100.00- |
| VIRGINIA-CAROLINA LUMBER  | 1,331 | 100.00- |
| TRANSIT MIX CONCRETE CO   | 1,324 | 100.00- |
| COMBINED PURCHASING SERV  | 1,318 | 100.00- |
| LACROSSE LUMBER CO        | 1,314 | 100.00- |
| EVERETTE BETTIS           | 1,312 | 100.00- |
| BECKLEY KUHNS             | 1,305 | 100.00- |
| EQUIPMENT RENTAL CORP     | 1,302 | 100.00- |
| PETER HAND FOUNDATION INC | 1,300 | 100.00- |
| B M F CORP                | 1,298 | 100.00- |
| NATL FLOORS & CEILINGS    | 1,297 | 100.00- |
| BANNER ELK CONST CO       | 1,273 | 100.00- |
| CHERAM SASH DOOR & LUMBER | 1,270 | 100.00- |
| THE RUBEROID CO           | 1,265 | 100.00- |
| JOHNS-MANVILLE SALES CORP | 1,255 | 100.00- |
| FARM & GOLF COURSE SUP CO | 1,250 | 100.00- |
| WILLIAMS INSULATION CO    | 1,250 | 100.00- |
| G BRUCE STRATTEN JR       | 1,247 | 100.00- |

CUSTOMER NAME SALE DOLLARS & PRODUCT GROUP SALES DOLLAR BREAK DOWN  
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

|                           |      |         |
|---------------------------|------|---------|
| BRAUN PAINT CO            | 141  | 100.00- |
| THERMAL PRODUCTS CO       | 141  | 100.00- |
| TWIN CITY FISHERMAN CO OP | 141  | 100.00- |
| FOSTER BUILDERS SUPPLY CO | 140  | 100.00- |
| HARBISON WALKER REFRACTOR | 140  | 100.00- |
| ITVENUS CONSTR CO         | 140  | 100.00- |
| LEORS MASONRY             | 140  | 100.00- |
| PENN POWER CO             | 140  | 100.00- |
| SUNNYBROOK FARMS NURSERY  | 140  | 100.00- |
| HODGES READY MIX CONCRETE | 139  | 100.00- |
| BRUNER CORP               | 138  | 100.00- |
| RAMIREZ DE ARELLANO & CO  | 138  | 100.00- |
| FAUST SCIENTIFIC SUPPLY   | 138  | 100.00- |
| L D JOHNSTON CO INC       | 138  | 100.00- |
| MANER BUILDERS SUPPLY CO  | 138  | 100.00- |
| J C REYNOLDS CONTRACTORS  | 138  | 100.00- |
| INTERNATIONAL MINERALS &  | 137  | 100.00- |
| STAUFFER CHEMICAL         | 136- | 100.00- |
| EASTERN REFRACTORIES CO   | 136  | 100.00- |
| TOWNLEY METAL & HDW CO    | 136  | 100.00- |
| ADAMS WHOLESALE BLDGS SUP | 135  | 100.00- |
| ELRAY KOCKE SERVICE       | 135  | 100.00- |
| FREEPORT HILLS "GOEF"     | 135  | 100.00- |
| G F LEAGUE MFG CO         | 135  | 100.00- |

| ZONOLITE LEADING CUSTOMER REPORT |               |            |               | DECEMBER 31, 1969 | PAGE 300  |             |            |         |             |          |
|----------------------------------|---------------|------------|---------------|-------------------|-----------|-------------|------------|---------|-------------|----------|
| UNDER 10,000                     |               |            |               |                   |           |             |            |         |             |          |
| CUSTOMER NAME                    | SALES DOLLARS | %          | PRODUCT GROUP | SALES DOLLAR      | BREAKDOWN |             |            |         |             |          |
|                                  | CURR YEAR     | PRIOR YEAR | INCREASE      | EXP/VERM          | PERLITE   | GLASS FIBER | TERRA-LITE | AC PROD | POLYSTYRENE | ORE CONC |
| JOHNS MANVILLE CO                | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| NATIONAL FERROUS FOUNDRY         | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| DWENS & SON INC                  | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| PESTICIDE REGULATION DIV         | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| PUTNAM & HOWLEY LUMBER CO        | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| SOUTHERN ILL UNIV                | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| SUPERIOR TILE CO                 | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| WASHINGTON UNIV                  | 16            | 100.00-    |               |                   |           |             |            |         |             |          |
| MARGIE BORKLAND                  | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| CHICOPEE MANUFACTURING CO        | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| FAIRWAY HOMES INC                | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| GEORGIA EXPERIMENT STA           | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| NASA ELECTRONICS RESEARCH        | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| N AMERICAN REFRACTORIES          | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| N AMERICAN REFRACTORIES          | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| PERMLASTIC PRODUCTS CO           | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| PRODUCTS RESEARCH CO             | 15            | 100.00-    |               |                   |           |             |            |         |             |          |
| BACHS BUILDING SUPPLY            | 14            | 100.00-    |               |                   |           |             |            |         |             |          |
| CLARK ST FLORIST                 | 14            | 100.00-    |               |                   |           |             |            |         |             |          |
| CORRIGAN CO                      | 14            | 100.00-    |               |                   |           |             |            |         |             |          |
| F & C SUPPLY INC                 | 14            | 100.00-    |               |                   |           |             |            |         |             |          |
| GRANDVIEW FARMS                  | 14            | 100.00-    |               |                   |           |             |            |         |             |          |
| HOFFMAN & HOFFMAN INC            | 14            | 100.00-    |               |                   |           |             |            |         |             |          |
| R J KELLY INC                    | 14            | 100.00-    |               |                   |           |             |            |         |             |          |

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN  
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

C B STAELENS CO 33,495 38,107 12.10- 31,724 1,771

SHIELDS INC 32,523 3,767 763.20 32,191 329

S E ROOF DECKS INC 32,412 51,070 36.50- 30,692 13 1,707

BANDY LIGHT WA ROOFING CO 32,253 14,709 119.20 9,022 22 21,066 2,143

B E KING ASSOCIATES 31,620 1,409 2144.10 31,620

J W DELAHOUSSEY PLASTER 31,275 33,359 6.20- 31,275

FISCHER LIME & CEMENT CO 30,923 10,166 204.10 30,066 59 798

HENDERSON-JOHNSON CO INC 30,674 12,233 150.70 28,208 164 2,302

INTERNATIONAL MINERAL & 30,192 1,093 2662.30 135 30,057

EVANS & RETTING LUMBER CO 29,672 25,212 17.60 18,220 1,328 10,124

LUMBERMANS MERCHANSING CO 29,434 20,765 41.70 28,667 106 661

JOHNSON BLDG MATERIALS 29,279 21,688 35.00 19,221 18 10,040

UNION ROOFING & PAPER CO 29,200 40,253 27.40- 11,656 162 210 17,172

DEALERS WAREHOUSE CO 29,109 29,489 1.20- 5,896 18,727 4,486

BYERS LUMBER COMPANY 28,827 26,232 9.80 7,786 281 17,029 3,731

F J A CHRISTIANSON ROOF 28,612 100.00 3,024 15,912 8,776

WOOD PRODUCTS COMPANY 28,558 22,717 25.70 6,709 54 18,015 3,780

ALLIANCE WHOLESALEERS INC 28,434 28,845 1.40- 4,132 20,806 3,496

GIBBONS CO INC 28,322 16,893 67.60 8,904 136 16,624 2,658

SAVANNAH DRY WALL CO 28,296 21,529 31.40 28,296

HARDWARE WHOLESALEERS INC 28,213 21,273 32.60 13,059 13,826 1,328

H C BUCHANAN CONCRETE CO 27,881 32,471 14.10- 25,458 2,423

W R GRACE & CO 27,345 20,830 31.20 27,345

UNITED INSULATED STRUCT 26,926 8,865 203.70 26,926

| CUSTOMER NAME             | S A L E D O L L A R S |                   | %               | P R O D U C T   | G R O U P     | S A L E S           | D O L L A R         | B R E A K D O W N                               |
|---------------------------|-----------------------|-------------------|-----------------|-----------------|---------------|---------------------|---------------------|-------------------------------------------------|
|                           | C U R R . Y E A R     | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G P R O D P O L Y S T Y R E N E O R E C O N C |
| BOLTON CO INC             | 24,503                | 30,470            | 19.53-          | 24,503          |               |                     |                     |                                                 |
| DAVIDSON SON INSULATION   | 23,739                | 9,934             | 139.60          | 181             |               | 23,558              |                     |                                                 |
| BONITZ INSULATION CO      | 23,260                | 8,560             | 171.70          | 5,383           |               |                     |                     | 17,877                                          |
| LIGHTWEIGHT CONCRETE CO   | 23,256                | 3,496             | 565.20          | 21,850          |               |                     |                     | 1,406                                           |
| U S STEEL CORP            | 23,243                | 4,027             | 477.10          | 2,354           |               |                     |                     | 20,889                                          |
| A P GREEN REFRACTORIES CO | 22,630                | 28,340            | 20.10-          | 22,630          |               |                     |                     |                                                 |
| SEARS ROEBUCK & CO        | 22,454                | 9,482             | 136.80          | 21,705          | 618           |                     | 113                 | 18                                              |
| OHIO VALLEY SUPPLY CO     | 22,392                | 16,695            | 34.10           | 8,066           | 3,064         | 4,996               | 17                  | 6,249                                           |
| S S KRESGE CO             | 22,261                | 4,101             | 442.80          | 21,191          |               |                     | 1,070               |                                                 |
| GEORGE LAMPARTER INC      | 22,124                | 18,598            | 18.40           | 21,272          |               | 752                 |                     |                                                 |
| RINKER MATERIALS CORP     | 21,750                | 15,746            | 38.10           | 8,711           | 8,006         | 4,774               |                     | 259                                             |
| MICA PELLETS INC          | 21,316                | 18,724            | 13.80           |                 |               |                     |                     | 21,316                                          |
| N COUNTIES SUPPLY CO      | 21,311                | 18,338            | 16.20           | 8,916           |               | 9,762               | 35                  | 2,598                                           |
| SHELTON W GREEN CO M INC  | 21,159                |                   | 100.00          |                 |               |                     |                     | 21,159                                          |
| DRY MIX CONCRETE CO       | 20,995                | 15,496            | 35.40           | 20,995          |               |                     |                     |                                                 |
| IOWA LUMBER DEALERS INC   | 20,979                | 20,453            | 2.50            | 6,209           | 240           | 9,012               |                     | 5,518                                           |
| GEORGE V HAMILTON CO      | 20,865                | 21,252            | 1.80-           | 5,936           |               |                     |                     | 14,929                                          |
| RALSTON-PURINA CO         | 20,672                | 17,197            | 20.20           | 20,654          |               |                     |                     | 18                                              |
| BANNER SUPPLY CO          | 20,457                | 10,684            | 91.40           | 9,427           | 11,030        |                     |                     |                                                 |
| WALTER-ZENZ DISTRIBUTING  | 20,002                | 128               | 5526.50         | 20,002          |               |                     |                     |                                                 |
| CHIPMAN CHEMICAL CO INC   | 19,998                | 7,980             | 150.60          |                 |               |                     |                     | 19,998                                          |
| GEORGE W HITZMAN & SON    | 19,945                | 15,495            | 28.70           | 2,703           |               | 15,650              |                     | 1,592                                           |
| CASH SALE                 | 19,911                | 14,322            | 39.00           | 4,100           | 1,181         | 4,725               | 151                 | 9,754                                           |
| DIEBOLD INC               | 19,740                | 14,304            | 38.00           | 19,342          |               |                     |                     | 398                                             |

| ZONOLITE LEADING CUSTOMER REPORT |                 |                   |                 |                 |               |                     |                     |                   |                                     |
|----------------------------------|-----------------|-------------------|-----------------|-----------------|---------------|---------------------|---------------------|-------------------|-------------------------------------|
| 10,000 TO 24,999                 |                 |                   |                 |                 |               |                     |                     |                   |                                     |
| JUNE 30, 1969                    |                 |                   |                 |                 |               |                     |                     |                   |                                     |
| PAGE 8                           |                 |                   |                 |                 |               |                     |                     |                   |                                     |
| CUSTOMER NAME                    | S A L E         | D O L L A R S     | %               | P R O D U C T   | G R O U P     | S A L E S           | D O L L A R         | B R E A K D O W N |                                     |
|                                  | C U R R Y E A R | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G P R O D       | P O L Y S T Y R E N E O R E C O N C |
| LUMBERMANS SUPPLY CO             | 16,248          | 19,355            | 16.00-          | 8,569           | 212           | 4,533               |                     |                   | 2,934                               |
| ROOF DECK CONST & SUPPLY         | 15,296          | 6,688             | 139.10          | 15,996          |               |                     |                     |                   |                                     |
| SENTELL SUPPLY CO INC            | 15,725          | 2,557             | 514.90          | 8,607           | 3,831         | 2,946               |                     |                   | 341                                 |
| IOWA LUMBER & SUPPLY CO          | 15,619          | 2,004             | 579.30          | 15,075          | 81            |                     |                     |                   | 463                                 |
| WEST COAST INSULATION CO         | 15,365          | 681               | 2156.20         | 915             |               | 12,663              |                     |                   | 1,787                               |
| MERRYWEATHER FOAM LATEX          | 15,343          | 4,335             | 253.90          |                 |               |                     |                     |                   | 15,343                              |
| MAULDIN-BURNS CORP               | 15,136          |                   | 100.00          |                 |               |                     |                     |                   | 15,136                              |
| CLEVELAND BLDGS SUPPLY CO        | 15,060          | 12,507            | 20.40           |                 |               |                     |                     |                   | 15,060                              |
| UNION ROOFING OF VIRGINIA        | 14,928          | 5,496             | 171.60          | 14,273          | 98            |                     |                     |                   | 557                                 |
| BRICK WHITE COMPANY              | 14,551          | 12,633            | 15.10           | 14,551          |               |                     |                     |                   |                                     |
| F W BOLGIANO & CO                | 14,533          | 8,185             | 77.50           | 188             |               | 12,995              | 1,350               |                   |                                     |
| GARDEN & TURF SUPP               | 14,528          | 19,028            | 23.60-          | 95              |               | 14,433              |                     |                   |                                     |
| REILLY-BENTON CO INC             | 14,343          | 7,333             | 95.50           |                 |               |                     |                     |                   | 14,343                              |
| LUMBER DEALERS SUPPLY            | 14,343          |                   | 100.00          | 6,093           | 99            | 6,271               |                     |                   | 1,880                               |
| C W KIRKLAND CO                  | 14,329          | 24,278            | 40.90-          | 13,161          | 713           |                     |                     |                   | 455                                 |
| BERTI CO                         | 14,326          | 30,935            | 53.60-          | 14,326          |               |                     |                     |                   |                                     |
| VERMICULITE INTERMT INC          | 14,321          | 13,126            | 9.10            |                 |               | 53                  |                     |                   | 14,268                              |
| MONTGOMERY WHSLE SUPPLY          | 14,090          | 9,438             | 49.20           | 580             |               | 13,330              | 180                 |                   |                                     |
| PROKO CO OF INDIANA              | 13,960          | 9,438             | 47.90           | 13,960          |               |                     |                     |                   |                                     |
| WICKES CORP                      | 13,783          | 11,467            | 20.10           |                 |               |                     |                     |                   | 13,783                              |
| KNOX FERTILIZER CO               | 13,638          | 21,334            | 36.00-          |                 |               | 13,638              |                     |                   |                                     |
| BUCKLEY CONSTRUCTION IND         | 13,521          | 2,805             | 382.00          | 9,172           |               |                     |                     |                   | 4,349                               |
| THE CELOTEX CORP                 | 13,439          | 2,092             | 542.30          |                 |               | 620                 |                     |                   | 12,819                              |
| STRINGFELLOW SUPPLY CO           | 13,244          | 10,008            | 32.30           | 723             |               | 12,070              |                     |                   | 451                                 |

UNDER 10,000

| CUSTOMER NAME             | S A L E S | C U R R Y E A R | P R I O R Y E A R | % I N C R E A S E | P R O D U C T | G R O U P | S A L E S   | D O L L A R | B R E A K D O W N            |
|---------------------------|-----------|-----------------|-------------------|-------------------|---------------|-----------|-------------|-------------|------------------------------|
|                           |           |                 |                   |                   | EXP/VERM      | PERLITE   | GLASS FIBER | TERRA-LITE  | AG PROD POLYSTYRENE ORE CONC |
| HILL COAL & SUPPLY        | 4,904     | 3,091           | 58.60             | 445               |               |           | 2,848       |             | 1,611                        |
| JOHNS MANVILLE CORP       | 4,901     | 1,186           | 313.20            |                   |               |           |             |             | 4,901                        |
| CHICOPEE MASONS SUPPLIES  | 4,883     | 2,166           | 125.40            | 3,949             |               |           |             |             | 934                          |
| CURTIS & KAPLAN INC       | 4,882     | 9,973           | 51.00-            | 105               |               |           | 4,777       |             |                              |
| GILES BUILDERS SUPP CO    | 4,853     | 3,918           | 23.80             | 4,809             |               |           |             |             | 44                           |
| EDWARD HINES LUMBER CO    | 4,845     | 802             | 504.10            | 490               |               |           | 2,537       |             | 1,818                        |
| AMERICAN BUILDING PRODUCT | 4,824     | 3,293           | 46.40             | 4,424             |               |           |             | 400         |                              |
| KIRKO INC                 | 4,800     | 210             | 2185.70           | 4,800             |               |           |             |             |                              |
| FLA AGRICULTURAL SUP CO   | 4,777     | 365             | 1208.70           |                   |               |           |             | 4,777       |                              |
| R L GOULD CO              | 4,743     | 3,094           | 53.40             |                   |               |           |             | 4,748       |                              |
| BIG D DIVISION            | 4,742     | 7,579           | 37.40-            | 1,680             |               |           |             |             | 3,062                        |
| PHILA RESERVE SUPPLY CO   | 4,737     | 6,965           | 31.90-            | 4,710             |               |           | 27          |             |                              |
| CLERMONT LUMBER CO        | 4,718     | 1,621           | 191.00            | 356               |               |           | 4,362       |             |                              |
| COLUMBUS CUT FLOWER EXCHG | 4,717     | 5,092           | 7.30-             |                   |               |           |             | 4,717       |                              |
| CAMPBELL DRY MIX N J INC  | 4,715     | 3,139           | 47.80             | 4,715             |               |           |             |             |                              |
| LUMBERMANS WHOLESALE SERI | 4,705     | 4,675           | .60               | 932               |               |           | 3,698       |             | 75                           |
| DFALLON LUMBER & SUPPLY   | 4,701     | 4,071           | 15.40             |                   |               |           | 3,935       |             | 766                          |
| ACRO SUPPLY CO            | 4,693     | 2,467           | 90.20             | 2,024             |               |           |             |             | 2,669                        |
| MICHIGAN PEAT CO          | 4,675     | 5,887           | 20.50-            |                   |               |           |             | 4,675       |                              |
| HILL-THOMAS               | 4,669     | 463             | 908.40            | 4,669             |               |           |             |             |                              |
| LAPPO LUMBER CO           | 4,666     | 2,818           | 65.50             | 3,790             |               |           |             |             | 876                          |
| ST JOSEPH BLDRS SUPPLY    | 4,654     |                 | 100.00            | 4,616             |               |           |             |             | 38                           |
| W P COOK                  | 4,650     |                 | 100.00            |                   |               |           |             |             | 4,650                        |
| BRAND INDUSTRIAL SERVICES | 4,649     | 1,481           | 213.90            | 1,774             |               |           | 1,754       | 844         | 277                          |

| CUSTOMER NAME             | S A L E | D O L L A R S | %                 | P R O D U C T G R O U P | S A L E S D O L L A R | B R E A K D O W N                                                                                     |
|---------------------------|---------|---------------|-------------------|-------------------------|-----------------------|-------------------------------------------------------------------------------------------------------|
|                           | C U R R | Y E A R       | P R I O R Y E A R | I N C R E A S E         | E X P / V E R M       | P E R L I T E G L A S S F I B E R T E R R A - L I T E A G P R O D P O L Y S T Y R E N E O R E C O N C |
| MEYER MATERIAL CO         | 3,540   | 816           | 333.90            | 3,540                   |                       |                                                                                                       |
| WYOMING SUPPLY CO         | 3,533   | 1,159         | 204.40            | 1,520                   | 293                   | 40 1,680                                                                                              |
| R B BRUNEMAN & SONS INC   | 3,524   | 240           | 1368.30           | 2,774                   | 750                   |                                                                                                       |
| DIAMOND POINT LUMBER CO   | 3,511   | 1,475         | 138.00            | 2,470                   |                       | 1,041                                                                                                 |
| JOPLIN CEMENT CO          | 3,500   | 1,223         | 172.70            | 2,500                   |                       |                                                                                                       |
| JACKSON & SEQUINE INC     | 3,493   | 3,789         | 7.80-             | 1,535                   | 145                   | 1,813                                                                                                 |
| EARNEST BROTHERS INC      | 3,486   |               | 100.00            | 3,486                   |                       |                                                                                                       |
| KAKLEY MASON & LAWN SUP   | 3,480   | 3,480         |                   | 3,480                   |                       |                                                                                                       |
| U S GYPSUM COMPANY        | 3,465   |               | 100.00            |                         |                       | 3,465                                                                                                 |
| HODGES LUMBER CORP        | 3,461   | 2,502         | 38.30             | 623                     | 418                   | 2,420                                                                                                 |
| OLIVER BROS INC           | 3,456   | 1,816         | 90.30             |                         |                       | 3,456                                                                                                 |
| VENZIE CORP               | 3,455   | 1,013         | 241.00            | 3,455                   |                       |                                                                                                       |
| WANDELL S TWIN CITY NURS  | 3,448   |               | 100.00            | 60                      |                       | 3,388                                                                                                 |
| U S STEEL CORPORATION     | 3,431   |               | 100.00            |                         |                       | 3,431                                                                                                 |
| AMERICAN FABRICATED PROD  | 3,429   |               | 100.00            |                         |                       | 3,429                                                                                                 |
| BITTAIN LUMBER CO         | 3,427   | 1,018         | 236.60            | 78                      | 46                    | 3,253 50                                                                                              |
| ALCO CONTR CORP           | 3,426   | 8,699         | 60.60-            | 3,426                   |                       |                                                                                                       |
| NORTHROP KING & CO        | 3,417   | 728           | 369.30            |                         |                       |                                                                                                       |
| TOBIN BROS                | 3,406   | 4,039         | 15.60-            | 2,124                   |                       | 1,282                                                                                                 |
| INDUSTRIAL ROOF & SHEET   | 3,399   | 4,027         | 15.50-            | 3,399                   |                       |                                                                                                       |
| MASSEY BUILDERS SUPPLY CO | 3,396   | 2,203         | 54.10             | 2,522                   | 874                   |                                                                                                       |
| EMPIRE BLD SUPPLY         | 3,394   | 6,009         | 43.50-            | 504                     |                       | 2,890                                                                                                 |
| CROMER & CO               | 3,390   | 10,193        | 66.70-            | 3,390                   |                       |                                                                                                       |
| JOHNNY BALES SUPPLY CO    | 3,385   | 357           | 848.10            |                         |                       | 3,385                                                                                                 |

| CUSTOMER NAME            | S A L E D O L L A R S         | P R O D U C T G R O U P                                             | S A L E S D O L L A R B R E A K D O W N |
|--------------------------|-------------------------------|---------------------------------------------------------------------|-----------------------------------------|
|                          | CURR YEAR PRIOR YEAR INCREASE | EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CON |                                         |
| HERMAN-SIPE & CO         | 2,895 2,260 28.00             | 2,895                                                               |                                         |
| BHM BLDG MATERIALS INC   | 2,892 611 373.30              |                                                                     | 2,892                                   |
| STOECKER SEED COMPANY    | 2,892 100.00                  |                                                                     | 2,892                                   |
| ELIZABETH CITY BRICK CO  | 2,890 100.00                  | 2,890                                                               |                                         |
| HECTOR TURF & GARDEN SUP | 2,889 1,674 72.50             |                                                                     | 2,889                                   |
| BYRUM SEED CO            | 2,881 2,105 36.80             |                                                                     | 2,881                                   |
| MCGOWAN LUMBER CO        | 2,878 2,454 17.20             | 2,036                                                               | 68 774                                  |
| OCONOMOC LUMBER SUPPLY   | 2,869 932 207.80              | 364                                                                 | 2,435 70                                |
| VANDE VAART BRICK CO     | 2,864 3,497 18.10-            | 936 1,108                                                           | 820                                     |
| MCARDLE SEED CO          | 2,862 1,398 104.70            |                                                                     | 2,862                                   |
| MICHIGAN WHOLESALERS INC | 2,859 7,526 62.00-            | 2,407                                                               | 452                                     |
| THE TREATY CO            | 2,852 100.00                  |                                                                     | 2,852                                   |
| DANVILLE LUMBER P MFG    | 2,846 1,360 109.20            | 1,340 123                                                           | 1,383                                   |
| J E JAMERSON &           | 2,843 2,385 19.20             | 1,360                                                               | 1,483                                   |
| FOSTER S INC             | 2,841 977 190.70              |                                                                     | 2,841                                   |
| BIG G BLDG SUPPLY CO     | 2,832 1,871 51.30             | 744                                                                 | 2,088                                   |
| STEWART-NATTINGER CONCR  | 2,831 100.00                  | 2,430                                                               | 401                                     |
| HILL FLORAL PRODS INC    | 2,828 3,186 11.20-            |                                                                     | • 2,828                                 |
| A P GREEN FIREBRICK CO   | 2,826 100.00                  | 2,826                                                               |                                         |
| ALUMISEAL CORP           | 2,825 1,465 92.80             |                                                                     | 2,825                                   |
| MIAMI TILE TERRAZZO INC  | 2,824 3,814 25.90-            | 2,824                                                               |                                         |
| RYDER COMPANY            | 2,824 2,531 11.50             |                                                                     | 2,824                                   |
| LAKE WHOLESALERS INC     | 2,812 2,585 8.70              | 2,070                                                               | 742                                     |
| SUBURBAN BUILDERS SUPPLY | 2,812 100.00                  | 2,399                                                               | 413                                     |

| ZONOLITE LEADING CUSTOMER REPORT |                       |                   |                 |                 |               |                     |                     |             |                       | JUNE 30, 1969 | PAGE 36 |
|----------------------------------|-----------------------|-------------------|-----------------|-----------------|---------------|---------------------|---------------------|-------------|-----------------------|---------------|---------|
| UNDER 10,000                     |                       |                   |                 |                 |               |                     |                     |             |                       |               |         |
| CUSTOMER NAME                    | S A L E D O L L A R S | %                 | P R O D U C T   | G R O U P       | S A L E S     | D O L L A R         | B R E A K D O W N   |             |                       |               |         |
|                                  | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |         |
| HURSH COAL & SUPPLY CO           | 2,536                 | 2,570             | 1.30-           | 1,106           | 41            |                     |                     |             | 1,389                 |               |         |
| THE PETER KUNTZ CO               | 2,533                 | 3,852             | 34.20-          | 2,392           |               |                     |                     |             | 141                   |               |         |
| FINLAW LUMBER CO                 | 2,524                 | 4,084             | 38.10-          |                 |               | 2,067               |                     |             | 457                   |               |         |
| CHARDON LUMBER                   | 2,524                 | 2,718             | 7.10-           | 384             |               | 2,140               |                     |             |                       |               |         |
| THE CELOTEX CORP                 | 2,520                 | 21,269            | 88.10-          |                 |               |                     |                     |             | 2,520                 |               |         |
| BIG HORN GYPSUM CO               | 2,520                 | 2,763             | 8.70-           |                 |               |                     |                     |             | 2,520                 |               |         |
| F E WHEATON&CO                   | 2,519                 | 904               | 178.60          |                 |               | 2,519               |                     |             |                       |               |         |
| JARVIS INTNL INC                 | 2,516                 |                   | 100.00          | 2,516           |               |                     |                     |             |                       |               |         |
| KELLOGG SEED CO                  | 2,515                 | 502               | 400.90          |                 |               | 2,515               |                     |             |                       |               |         |
| NEW SMYRNA BLDG SUPPLY           | 2,514                 | 1,061             | 136.90          | 1,433           | 561           | 479                 |                     |             | 41                    |               |         |
| L & E T PLASTERING               | 2,513                 | 2,840             | 11.50-          | 2,513           |               |                     |                     |             |                       |               |         |
| BILTON INSULATION & SUPP         | 2,510                 | 2,295             | 9.30            | 2,510           |               |                     |                     |             |                       |               |         |
| PENINSULA DISTRIBUTING           | 2,509                 | 960               | 161.30          | 6               |               | 2,503               |                     |             |                       |               |         |
| FAIRFIELD RESERVE SUPPLY         | 2,509                 | 721               | 247.90          | 1,903           | 88            |                     |                     |             | 518                   |               |         |
| IOWA & ILLINOIS CONCRETE         | 2,508                 |                   | 100.00          | 2,508           |               |                     |                     |             |                       |               |         |
| ASCENSION SHEET METAL WRK        | 2,507                 | 2,876             | 12.80-          | 2,507           |               |                     |                     |             |                       |               |         |
| REED LUMBER COMPANY              | 2,500                 | 5,153             | 51.40-          | 425             |               | 1,980               |                     |             | 95                    |               |         |
| SPECIALTY CONTRACTORS INC        | 2,499                 | 1,536             | 62.60           |                 |               |                     |                     |             | 2,499                 |               |         |
| BLDG PROD SUPPLY CO INC          | 2,491                 | 763               | 226.40          | 2,416           |               |                     |                     |             | 75                    |               |         |
| DEANS SPECIALTY SUPPLY CO        | 2,491                 |                   | 100.00          |                 |               | 2,491               |                     |             |                       |               |         |
| RITE PRICE LUMBER CO             | 2,490                 | 1,646             | 51.20           | 2,490           |               |                     |                     |             |                       |               |         |
| DAVIDSON LUMBER CO               | 2,487                 | 1,180             | 110.70          | 238             | 54            | 2,195               |                     |             |                       |               |         |
| WICKES LUMBER CO                 | 2,485                 | 995               | 149.70          |                 |               |                     |                     |             | 2,485                 |               |         |
| MURPHY CHEVROLET INC             | 2,484                 | 900               | 176.00          |                 |               |                     |                     |             | 2,484                 |               |         |

UNDER 10,000

| CUSTOMER NAME            | S A L E         | D O L L A R S     | %               | P R O D U C T   | G R O U P     | S A L E S D O L L A R                   | B R E A K D O W N                               |
|--------------------------|-----------------|-------------------|-----------------|-----------------|---------------|-----------------------------------------|-------------------------------------------------|
|                          | C U R R Y E A R | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R T E R R A - L I T E | A G P R O D P O L Y S T Y R E N E O R E C O N C |
| BRANCH BROOK CO          | 1,640           |                   | 100.00          |                 | 1,640         |                                         |                                                 |
| CREW BUILDERS SUPPLY CO  | 1,639           | 1,322             | 23.90           |                 | 1,639         |                                         |                                                 |
| S BRUCE PURDIE CO        | 1,638           | 1,421             | 15.20           |                 |               | 1,638                                   |                                                 |
| CLINTON NURSERY          | 1,638           | 1,219             | 34.30           |                 |               | 1,638                                   |                                                 |
| CHICAGO FIRE BRICK CO    | 1,637           | 1,119             | 46.20           |                 | 1,637         |                                         |                                                 |
| SMITH LUMBER CO          | 1,637           | 414               | 295.40          |                 | 1,637         |                                         |                                                 |
| VALLEY INSULATION CO     | 1,637           | 401               | 308.20          |                 | 1,637         |                                         |                                                 |
| BURDICKS SEED HOUSE      | 1,636           | 2,237             | 26.80-          | 12              |               | 1,624                                   |                                                 |
| ARROW BUILDING CENTER    | 1,632           |                   | 100.00          |                 |               |                                         | 1,632                                           |
| E I DUPONT DE NEMOURS    | 1,632           |                   | 100.00          |                 | 1,632         |                                         |                                                 |
| PITTEI FLORAL CO         | 1,630           | 1,562             | 4.30            |                 |               | 1,630                                   |                                                 |
| HUNTSVILLE BLDG MATERIAL | 1,630           |                   | 100.00          | 1,121           | 509           |                                         |                                                 |
| KEYS INDUSTRIES INC      | 1,629           | 3,640             | 55.20-          | 1,285           | 344           |                                         |                                                 |
| NEWRY CONCRETE PROD CO   | 1,628           | 442               | 268.30          | 1,571           | 57            |                                         |                                                 |
| STRUNK LUMBER CO         | 1,627           | 1,295             | 25.60           | 360             | 847           |                                         | 420                                             |
| CALLAHAN GROCERY CO      | 1,627           | 87                | 1770.10         | 1,330           |               |                                         | 297                                             |
| FAYCO LUMBER & SUPPLY CO | 1,622           | 1,624             | .10-            |                 | 1,622         |                                         |                                                 |
| PARK MARINA              | 1,620           | 1,800             | 10.00-          |                 |               |                                         | 1,620                                           |
| JOSEPH CAMPBELL CO       | 1,620           |                   | 100.00          | 1,620           |               |                                         |                                                 |
| IOWA & ILLINOIS CONCRETE | 1,620           |                   | 100.00          | 1,620           |               |                                         |                                                 |
| CRUMP LIME & CEMENT CO   | 1,614           | 1,257             | 28.40           | 1,578           | 36            |                                         |                                                 |
| SHELLY EQUIPMENT CO      | 1,614           | 1,002             | 61.00           |                 |               | 1,614                                   |                                                 |
| BUILDING MATERIALS INC   | 1,609           | 972               | 65.50           | 886             | 723           |                                         |                                                 |
| BREVARD LUMBER CO        | 1,608           | 840               | 91.40           | 1,560           |               |                                         | 48                                              |

CUSTOMER NAME      S A L E D O L L A R S      %      P R O D U C T      G R O U P      S A L E S      D O L L A R      B R E A K D O W N  
CURR YEAR PRIOR YEAR INCREASE      EXP/VERM      PERLITE      GLASS FIBER TERRA-LITE      AG PROD      POLYSTYRENE      ORE CONC

|                           |       |        |         |       |       |       |  |
|---------------------------|-------|--------|---------|-------|-------|-------|--|
| HERITAGE HOUSE PROD       | 1,540 | 100.00 |         |       |       | 1,540 |  |
| PECKNA-PLY INC            | 1,540 | 100.00 |         |       |       | 1,540 |  |
| DAVMOR INDUSTRIES INC     | 1,539 | 1,332  | 15.50   |       |       | 1,539 |  |
| DUES INDIANA INC          | 1,538 | 956    | 60.80   | 39    |       | 1,499 |  |
| HENRYS QUALITY CONST CO   | 1,537 |        | 100.00  |       |       | 1,537 |  |
| COMSTOCK FERRE & CO       | 1,536 | 1,337  | 14.80   |       |       | 1,536 |  |
| CATALDO BROS INC          | 1,536 |        | 100.00  | 1,501 |       | 35    |  |
| BLACKBURN-RUSSELL CO      | 1,532 | 1,582  | 3.10-   |       |       | 1,532 |  |
| BALDWIN BRUSH & TOOL INC  | 1,531 | 520    | 194.40  |       | 1,531 |       |  |
| ARMSTRONG CONTRACTS & SUP | 1,527 | 35     | 4262.80 |       |       | 1,527 |  |
| GENERAL WHOLESALE B SUPP  | 1,517 | 2,240  | 32.20-  | 910   |       | 627   |  |
| SUPER VALUE STORES INC    | 1,515 | 1,426  | 6.20    |       | 1,515 |       |  |
| JIM BELSAN PLASTERING     | 1,514 | 878    | 72.40   |       | 1,514 |       |  |
| BROWNIES LATHING CO       | 1,509 | 443    | 240.60  |       | 1,509 |       |  |
| GURNEY SEED & NURSERY CO  | 1,508 | 280    | 438.50  |       |       | 1,508 |  |
| METROPOLITAN SPRAY        | 1,507 |        | 100.00  | 1,507 |       |       |  |
| SUPRO BLDG PROD CORP.     | 1,506 | 1,641  | 8.20-   |       | 1,506 |       |  |
| WHOLESALE LUMBER CO       | 1,503 | 1,407  | 6.80    | 855   |       | 648   |  |
| ULERY GREENHOUSE CO       | 1,503 | 502    | 199.40  |       |       | 1,503 |  |
| MERCK CHEMICAL DIVISION   | 1,500 | 993    | 51.00   |       |       | 1,500 |  |
| C & S BANK BOAT CLUB      | 1,500 |        | 100.00  |       |       | 1,500 |  |
| NDR ALA SEED CO           | 1,499 | 946    | 58.40   | 38    |       | 1,461 |  |
| DWENS CORNING SPLY & CONT | 1,499 |        | 100.00  |       |       | 1,499 |  |
| CAROLINA BLOCK CO         | 1,498 | 501    | 199.00  |       | 1,498 |       |  |

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAK DOWN  
CURR YEAR PRIOR YEAR INCREASE EXP/VERN PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

|                           |       |       |        |     |       |       |       |
|---------------------------|-------|-------|--------|-----|-------|-------|-------|
| IMPERIAL NURSERIES        | 1,463 | 2,296 | 36.20- |     |       | 1,463 |       |
| J B EURELL CO             | 1,461 | 2,220 | 34.10- |     |       | 1,461 |       |
| BADEN CONCRETE PROD INC   | 1,461 |       | 100.00 | 735 | 726   |       |       |
| HOLSINGER LUMBER CO INC   | 1,460 | 1,723 | 15.20- |     | 1,460 |       |       |
| CITRUS LUMBER & SUPPLY CO | 1,459 |       | 100.00 |     | 1,459 |       |       |
| BRYANT & WILLIAMS         | 1,458 | 2,413 | 39.50- |     | 1,458 |       |       |
| FLORIDA NURSERY & GARDEN  | 1,457 | 1,374 | 6.00   |     | 41    | 1,256 | 160   |
| DECANIA BLORS SUPPLY      | 1,457 |       | 100.00 |     |       |       | 1,457 |
| MORELL BROWN INC          | 1,447 |       | 100.00 |     | 1,447 |       |       |
| HEIMBACH LUMBER COMPANY   | 1,446 |       | 100.00 |     |       |       | 1,446 |
| VAN WINGEDEN INTERNATL    | 1,444 |       | 100.00 |     |       | 1,444 |       |
| BERGER BROTHERS INC       | 1,440 | 1,809 | 20.30- |     | 1,440 |       |       |
| FULLER INDUSTRIES         | 1,438 | 2,117 | 32.00- | 149 | 1,289 |       |       |
| MONCRIF WHOLESALE GREENHS | 1,430 | 826   | 73.10  |     |       | 1,430 |       |
| PLIBRICE COMPANY          | 1,430 | 660   | 116.60 |     | 1,430 |       |       |
| CLARK ASBESTOS CO         | 1,430 | 179   | 698.80 |     |       |       | 1,430 |
| MERRIMACK FARMERS EXC     | 1,429 | 2,097 | 31.80- | 936 |       | 493   |       |
| KIMBRELL RUFFER LUMBER CO | 1,427 | 1,028 | 38.80  |     | 1,427 |       |       |
| VON TOBEL LUMBER CO INC   | 1,424 | 4,338 | 67.10- |     | 1,424 |       |       |
| NODACK COMPANY            | 1,422 |       | 100.00 |     | 1,422 |       |       |
| BUILDING MATERIALS INC    | 1,421 |       | 100.00 | 147 |       | 1,274 |       |
| FROST PAINT & OIL CO      | 1,418 | 413   | 243.30 |     | 1,418 |       |       |
| CLTIETTS AUTO SERVICE     | 1,417 |       | 100.00 |     |       |       | 1,417 |
| GERHOLD CONCRETE PROD CO  | 1,416 | 1,502 | 5.70-  | 910 |       |       | 506   |

| ZONOLITE LEADING CUSTOMER REPORT |         |               |           |               |                 |                 |               |                     |                     | JUNE 30, 1969 | PAGE 132              |
|----------------------------------|---------|---------------|-----------|---------------|-----------------|-----------------|---------------|---------------------|---------------------|---------------|-----------------------|
| UNDER 10,000                     |         |               |           |               |                 |                 |               |                     |                     |               |                       |
| CUSTOMER NAME                    | S A L E | D O L L A R S | %         | P R O D U C T | G R O U P       | S A L E S       | D O L L A R   | B R E A K D O W N   |                     |               |                       |
|                                  | C U R R | Y E A R       | P R I O R | Y E A R       | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G P R O D   | P O L Y S T Y R E N E |
|                                  |         |               |           |               |                 |                 |               |                     |                     |               |                       |
| BIG APPLE FARM SUPPLY CO         | 170     | 155           | 9.60      |               |                 |                 |               |                     |                     | 170           |                       |
| JOHNSON PAINT & WALLPAPER        | 170     | 130           | 30.70     |               |                 |                 |               |                     |                     | 170           |                       |
| HALL BROS LUMBER CO              | 170     | 117           | 45.20     |               |                 |                 |               |                     |                     |               | 170                   |
| U S DEPT OF AGRICULTURE          | 170     | 73            | 132.80    |               |                 |                 |               |                     | 37                  | 133           |                       |
| BOND HOWELL LUMBER CO            | 170     |               | 100.00    |               |                 |                 |               |                     |                     |               | 170                   |
| SUNLAND BUILDERS                 | 170     |               | 100.00    |               |                 |                 |               |                     |                     |               | 170                   |
| CALVIN D KINSMAN                 | 169     | 431           | 60.70-    |               |                 |                 |               |                     |                     | 169           |                       |
| GABLES INC                       | 169     | 115           | 46.90     |               |                 | 33              |               |                     |                     | 136           |                       |
| SCHAEPERKOETTER                  | 169     | 54            | 212.90    |               |                 |                 |               |                     | 163                 |               | 6                     |
| BURKE CONCRETE ACCESSORIE        | 168     | 20            | 740.00    |               |                 |                 |               |                     |                     | 168           |                       |
| FLANDERS BROS                    | 168     |               | 100.00    |               |                 |                 |               |                     |                     |               | 168                   |
| JOHN S LANE & SONS CONCR         | 168     |               | 100.00    |               |                 |                 |               |                     |                     | 168           |                       |
| ROTTER MASONRY CO                | 168     |               | 100.00    |               |                 |                 |               |                     |                     | 168           |                       |
| YALE RUBBER MFG CO               | 168     |               | 100.00    |               |                 |                 |               |                     |                     | 168           |                       |
| AUTOMATION PRODUCTS INC          | 166     |               | 100.00    |               |                 |                 |               |                     |                     |               | 166                   |
| HARRISON WALKER CO               | 166     |               | 100.00    |               |                 | 100             |               |                     | 66                  |               |                       |
| AUGUST ROBBER SONS INC           | 165     | 310           | 46.70-    |               |                 |                 |               |                     |                     | 165           |                       |
| CHARLIE WOOD INC                 | 165     | 116           | 42.20     |               |                 |                 |               |                     |                     |               | 165                   |
| ANCHORAGE OUTBOARD               | 165     |               | 100.00    |               |                 |                 |               |                     |                     |               | 165                   |
| COOPER & WEIR INC                | 165     |               | 100.00    |               |                 |                 |               |                     |                     | 165           |                       |
| INTERLAKE STEEL CO               | 165     |               | 100.00    |               |                 |                 |               |                     |                     | 165           |                       |
| R & R SUPPLY CO INC              | 164     | 155           | 5.80      |               |                 |                 |               |                     |                     |               | 164                   |
| C M LONG CO                      | 164     | 81            | 102.40    |               |                 |                 |               |                     |                     |               | 164                   |
| T P THOMAS PLASTIKRAFT           | 163     | 287           | 43.20-    |               |                 |                 |               |                     |                     |               | 163                   |

| ZONOLITE LEADING CUSTOMER REPORT |                       |                   |                 |                 |               |                     |                     |             |                                     |
|----------------------------------|-----------------------|-------------------|-----------------|-----------------|---------------|---------------------|---------------------|-------------|-------------------------------------|
| JUNE 30, 1969                    |                       |                   |                 |                 |               |                     |                     |             |                                     |
| PAGE 135                         |                       |                   |                 |                 |               |                     |                     |             |                                     |
| UNDER 10,000                     |                       |                   |                 |                 |               |                     |                     |             |                                     |
| CUSTOMER NAME                    | S A L E D O L L A R S | %                 | P R O D U C T   | G R O U P       | S A L E S     | D O L L A R         | B R E A K D O W N   |             |                                     |
|                                  | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E O R E C O N C |
| ELGRIN PAINT CO                  | 152                   | 95                | 60.00           |                 | 152           |                     |                     |             |                                     |
| CHEMICAL SAMPLES CO              | 152                   | 76                | 100.00          | 114             |               |                     |                     | 38          |                                     |
| ARCHDALE INSULATION              | 152                   |                   | 100.00          | 84              |               |                     | 68                  |             |                                     |
| W E BAKER & SON BLDG MAT         | 152                   |                   | 100.00          |                 |               |                     |                     |             | 152                                 |
| LONGWEAR PAINT INC               | 152                   |                   | 100.00          |                 | 152           |                     |                     |             |                                     |
| INDEPENDENT LUMBER CO            | 151                   | 402               | 62.40-          |                 |               |                     |                     | 151         |                                     |
| J F PRUNIER & SONS               | 150                   | 1,130             | 86.70-          |                 | 150           |                     |                     |             |                                     |
| THE GILBERT & BENNETT            | 150                   | 165               | 9.00-           |                 | 150           |                     |                     |             |                                     |
| WELBORN INSULATION CO            | 150                   | 66                | 127.20          |                 | 150           |                     |                     |             |                                     |
| WESTINGHOUSE ELECTRIC COR        | 150                   | 34                | 341.10          |                 | 150           |                     |                     |             |                                     |
| MR PETER MOYER                   | 150                   |                   | 100.00          |                 |               |                     |                     |             | 150                                 |
| ALUMINUM CO OF AMERICA           | 150                   |                   | 100.00          |                 | 150           |                     |                     |             |                                     |
| MR ANDERS LETMULIE               | 150                   |                   | 100.00          |                 |               |                     |                     |             | 150                                 |
| MONTANO BROTHERS PLASTER         | 150                   |                   | 100.00          |                 | 150           |                     |                     |             |                                     |
| PYRAMID LUMBER CO                | 150                   |                   | 100.00          |                 | 150           |                     |                     |             |                                     |
| TROPICAL ASPHALT PROD            | 150                   |                   | 100.00          |                 |               |                     |                     | 150         |                                     |
| UNIVERSAL CERAMICS               | 150                   |                   | 100.00          |                 | 150           |                     |                     |             |                                     |
| MR PETER MOYER                   | 150                   |                   | 100.00          |                 |               |                     |                     |             | 150                                 |
| W R GRACE CO                     | 150                   |                   | 100.00          |                 | 150           |                     |                     |             |                                     |
| SOULT WHOLESALE CO               | 149                   | 644               | 76.80-          |                 | 149           |                     |                     |             |                                     |
| KIRCHENBAUER                     | 149                   |                   | 100.00          |                 |               |                     |                     | 149         |                                     |
| ERB RESTRICK LUMBER CO           | 149                   |                   | 100.00          |                 | 149           |                     |                     |             |                                     |
| RICHARD SANDERS CONST            | 149                   |                   | 100.00          |                 |               |                     |                     |             | 149                                 |
| MONTGOMERY BLDG SUPPLY           | 148                   | 1,257             | 88.20-          |                 |               |                     |                     | 148         |                                     |

| ZONOLITE LEADING CUSTOMER REPORT |               |            |        |               |          |         |                  |            |                              |
|----------------------------------|---------------|------------|--------|---------------|----------|---------|------------------|------------|------------------------------|
| UNDER 10,000                     |               |            |        |               |          |         |                  |            |                              |
| CUSTOMER NAME                    | SALES DOLLARS |            | %      | PRODUCT GROUP |          |         | DOLLAR BREAKDOWN |            |                              |
|                                  | CURR YEAR     | PRIOR YEAR |        | INCREASE      | EXP/VERM | PERLITE | GLASS FIBER      | TERRA-LITE | AG PROD POLYSTYRENE ORE CONC |
| DEALERS SUPPLY CO                | 78            |            | 100.00 |               | 78       |         |                  |            |                              |
| FLOYDS NURSERY                   | 78            |            | 100.00 |               | 78       |         |                  |            |                              |
| GENIE TOY COMPANY                | 78            |            | 100.00 |               | 78       |         |                  |            |                              |
| KASEY PAINT CO                   | 78            |            | 100.00 |               | 78       |         |                  |            |                              |
| KOLBE PAINT CO                   | 78            |            | 100.00 |               | 78       |         |                  |            |                              |
| HAROLD PETERSON & SON            | 78            |            | 100.00 |               | 78       |         |                  |            |                              |
| PITTSBURGH PLATE GLASS CO        | 78            |            | 100.00 |               | 78       |         |                  |            |                              |
| CROWLEY MILNER CO                | 77            |            | 100.00 |               | 77       |         |                  |            |                              |
| DOZIER & GAY PAINT CO            | 77            |            | 100.00 |               | 77       |         |                  |            |                              |
| WALSH REFRACTORIES CORP          | 77            |            | 100.00 |               | 77       |         |                  |            |                              |
| ABERDEEN SUPPLY CO               | 76            | 82         | 7.30-  |               | 76       |         |                  |            |                              |
| METALCOTE GREASE & OIL CO        | 76            | 30         | 153.30 |               | 76       |         |                  |            |                              |
| ALL FIELD INSULATION CO          | 76            |            | 100.00 |               | 76       |         |                  |            |                              |
| J R GRODMeyer LUMBER CO          | 76            |            | 100.00 |               | 76       |         |                  |            |                              |
| MANIS WHOLESALE CO               | 76            |            | 100.00 |               | 76       |         |                  |            |                              |
| STEINKELLNER PAINT CO            | 76            |            | 100.00 |               | 76       |         |                  |            |                              |
| W R GRACE & CO                   | 76            |            | 100.00 |               | 57       |         |                  |            | 19                           |
| GENERAL INSULATING CO            | 75            | 1,230      | 93.90- |               | 75       |         |                  |            |                              |
| AVONDALE SHIPYARDS INC           | 75            | 273        | 72.50- |               | 75       |         |                  |            |                              |
| MONROE BLDG SUPPLY CO            | 75            | 215        | 65.10- |               | 75       |         |                  |            |                              |
| HEDGECOCK BUILDERS SUP CO        | 75            | 70         | 7.10   |               | 75       |         |                  |            |                              |
| MERCK & CO INC                   | 75            | 38         | 97.30  |               | 75       |         |                  |            |                              |
| REVELLE LUMBER CO                | 75            | 37         | 102.70 |               | 75       |         |                  |            |                              |
| FISHER SCIENTIFIC CO             | 75            |            | 100.00 |               | 75       |         |                  |            |                              |

| CUSTOMER NAME                 | S A L E D O L L A R S | %       | P R O D U C T G R O U P | S A L E S D O L L A R | B R E A K D O W N            |
|-------------------------------|-----------------------|---------|-------------------------|-----------------------|------------------------------|
| CURR YEAR PRIOR YEAR INCREASE | EXP/VERM              | PERLITE | GLASS FIBER             | TERRA-LITE            | AG PROD POLYSTYRENE ORE CONC |
| YOUNG FURNACE CO              | 9                     | 100.00  | 9                       |                       |                              |
| ELECTRIC HEATING              | 8                     | 320     | 97.50-                  |                       | 8                            |
| BREEDING INSULATION CO        | 8                     | 317     | 97.40-                  |                       | 8                            |
| BRUNING PAINT CO              | 8                     | 13      | 39.40-                  |                       | 8                            |
| LAWSON & SWAIN                | 8                     | 11      | 27.20-                  |                       | 8                            |
| AMERICAN CYANAMID CO          | 8                     | 100.00  | 8                       |                       |                              |
| CLAIRMONT DISPLAY CO          | 8                     | 100.00  |                         |                       | 8                            |
| HOMETOWN INC                  | 8                     | 100.00  | 8                       |                       |                              |
| J J KENNEDY & SONS            | 8                     | 100.00  |                         |                       | 8                            |
| MIDWEST COLOR CARD INC        | 8                     | 100.00  |                         |                       | 8                            |
| WILSON CONCRETE CO            | 8                     | 100.00  |                         |                       | 8                            |
| W R GRACE & CO                | 7                     | 2,805   | 99.70-                  |                       | 7                            |
| PROCTOR FLOOR & WALL CO       | 7                     | 10.00   |                         |                       | 7                            |
| VILLAGE OF NEWARK             | 7                     | 100.00  | 7                       |                       |                              |
| BROADWATER'S HARDWARE         | 6                     | 264     | 97.70-                  |                       | 6                            |
| CUSTOM PORTABLE FIREPLACE     | 6                     | 20      | 70.00-                  |                       | 6                            |
| ADVANCE COATINGS CO           | 6                     | 8       | 25.00-                  |                       | 6                            |
| VANGUARD ENGRG CO INC         | 6                     | 2       | 200.00                  |                       | 6                            |
| A BORCHMAN SONS CO            | 6                     |         | 100.00                  |                       | 6                            |
| BOREN LUMBER CO               | 6                     |         | 100.00                  |                       | 6                            |
| GENERAL PAINT & CHEMICAL      | 6                     |         | 100.00                  |                       | 6                            |
| M F A COOP ASSOC              | 6                     |         | 100.00                  |                       | 6                            |
| PITTSBURGH PLATE GLASS        | 6                     |         | 100.00                  |                       | 6                            |
| WILLIAM H PORTER              | 6                     |         | 100.00                  |                       | 6                            |

CUSTOMER NAME  
 SALE DOLLARS  
 CURR YEAR PRIOR YEAR INCREASE  
 PRODUCT GROUP  
 EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

|                           |        |         |  |
|---------------------------|--------|---------|--|
| U S STEEL CORP            | 13,428 | 100.00- |  |
| GRODMES CORPORATION       | 13,125 | 100.00- |  |
| U S GYPSUM CO             | 12,463 | 100.00- |  |
| RESERVE SUP CORP          | 11,175 | 100.00- |  |
| AGWAY INC                 | 9,934  | 100.00- |  |
| FISCHER LIME & CEMENT CO  | 9,649  | 100.00- |  |
| FISCHER LIME & CEMENT CO  | 9,479  | 100.00- |  |
| MATERIAL DIST INC         | 9,339  | 100.00- |  |
| EAST SIDE LUMBERYARD SPLY | 9,312  | 100.00- |  |
| KOPPERS CO INC            | 8,407  | 100.00- |  |
| GUY C LONG INC            | 7,875  | 100.00- |  |
| COST BROS INC             | 7,615  | 100.00- |  |
| VERMICULITE OF JAPAN LTD  | 7,436  | 100.00- |  |
| SEARS ROEBUCK & CO        | 7,367  | 100.00- |  |
| OSSEO CONCRETE CO         | 7,296  | 100.00- |  |
| AUSTIN CO                 | 7,250  | 100.00- |  |
| EAGLE LUMBER DL SUPPLY    | 7,145  | 100.00- |  |
| MELPAR INC ACC PAYABLE    | 7,069  | 100.00- |  |
| HOGGE-WARREN-ZIMMERMAN    | 7,005  | 100.00- |  |
| WHARTON SUPPLY CO         | 6,883  | 100.00- |  |
| ANNING JOHNSON INTERNATL  | 6,700  | 100.00- |  |
| KRADLE BUILDING SERVICE   | 6,275  | 100.00- |  |
| EAGLE LUMBER DEALERS      | 6,020  | 100.00- |  |
| ANTHONY BROS LUMBER & SUP | 5,896  | 100.00- |  |

UNDER 10,000

| CUSTOMER NAME | S A L E D O L L A R S | %                 | P R O D U C T   | G R O U P       | S A L E S     | D O L L A R         | B R E A K D O W N   |             |                       |               |
|---------------|-----------------------|-------------------|-----------------|-----------------|---------------|---------------------|---------------------|-------------|-----------------------|---------------|
|               | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E | E X P / V E P M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |

|                     |       |         |
|---------------------|-------|---------|
| U S G Y P S U M C O | 5,789 | 100.00- |
|---------------------|-------|---------|

|              |       |         |
|--------------|-------|---------|
| CLAREDON INC | 5,714 | 100.00- |
|--------------|-------|---------|

|                     |       |         |
|---------------------|-------|---------|
| J-M SALES PROD CORP | 5,655 | 100.00- |
|---------------------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| ARI-ZONOLITE CO | 5,487 | 100.00- |
|-----------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| WILSON BROTHERS CO | 5,163 | 100.00- |
|--------------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| CHAS PFIZER & CO INC | 5,115 | 100.00- |
|----------------------|-------|---------|

|                |       |         |
|----------------|-------|---------|
| MANGANERO BROS | 5,114 | 100.00- |
|----------------|-------|---------|

|               |       |         |
|---------------|-------|---------|
| PARKER FALLES | 5,060 | 100.00- |
|---------------|-------|---------|

|            |       |         |
|------------|-------|---------|
| FULSON INC | 4,912 | 100.00- |
|------------|-------|---------|

|                           |       |         |
|---------------------------|-------|---------|
| WILSON TOMER FERTILIZER C | 4,860 | 100.00- |
|---------------------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| GABLE ROOFING CO INC | 4,830 | 100.00- |
|----------------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| REYNOLDS PLASTER&ROOF | 4,622 | 100.00- |
|-----------------------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| W E DOLL CO INC | 4,591 | 100.00- |
|-----------------|-------|---------|

|             |       |         |
|-------------|-------|---------|
| ARROW BLDGS | 4,582 | 100.00- |
|-------------|-------|---------|

|                   |       |         |
|-------------------|-------|---------|
| ANNING JOHNSON CO | 4,560 | 100.00- |
|-------------------|-------|---------|

|                |       |         |
|----------------|-------|---------|
| U S STEEL CORP | 4,506 | 100.00- |
|----------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| TEMPRITE PROD CORP | 4,500 | 100.00- |
|--------------------|-------|---------|

|                           |       |         |
|---------------------------|-------|---------|
| METAL BLDG ERECTION & SPL | 4,173 | 100.00- |
|---------------------------|-------|---------|

|            |       |         |
|------------|-------|---------|
| SWIFT & CO | 4,123 | 100.00- |
|------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| L&L SUPPLY COMPANY | 4,088 | 100.00- |
|--------------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| BIDDLE PURCHASING CO | 4,076 | 100.00- |
|----------------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| SPENCER E WHITE & SON | 4,050 | 100.00- |
|-----------------------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| YUKON LUMBER CO | 3,970 | 100.00- |
|-----------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| TENNESSEE ZONOLITE CO | 3,867 | 100.00- |
|-----------------------|-------|---------|

WRG 05796

UNDER 10,000

| CUSTOMER NAME | S A L E D O L L A R S | %       | P R O D U C T | G R O U P | S A L E S       | D O L L A R     | B R E A K     | D O W N             |                     |     |         |                       |       |         |
|---------------|-----------------------|---------|---------------|-----------|-----------------|-----------------|---------------|---------------------|---------------------|-----|---------|-----------------------|-------|---------|
|               | C U R R               | Y E A R | P R I O R     | Y E A R   | I N C R E A S E | E X P / V E R M | P E R L I T E | G L A S S F I B E R | T E R R A - L I T E | A G | P R O D | P O L Y S T Y R E N E | O R E | C O N C |

|                          |       |         |
|--------------------------|-------|---------|
| H J ALBERT PLASTERING CO | 3,853 | 100.00- |
|--------------------------|-------|---------|

|                     |       |         |
|---------------------|-------|---------|
| PATTERSON SHIP YARD | 3,846 | 100.00- |
|---------------------|-------|---------|

|                           |       |         |
|---------------------------|-------|---------|
| HOGG-WARREN-ZIMMERMANN CO | 3,840 | 100.00- |
|---------------------------|-------|---------|

|                           |       |         |
|---------------------------|-------|---------|
| ASSOCIATED PFISTER GROWER | 3,822 | 100.00- |
|---------------------------|-------|---------|

|           |       |         |
|-----------|-------|---------|
| W R GRACE | 3,748 | 100.00- |
|-----------|-------|---------|

|                          |       |         |
|--------------------------|-------|---------|
| PARKER FALLAS INSULATION | 3,686 | 100.00- |
|--------------------------|-------|---------|

|                     |       |         |
|---------------------|-------|---------|
| RICHARD CONTRACTORS | 3,686 | 100.00- |
|---------------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| WHITSON INSULATION CO | 3,673 | 100.00- |
|-----------------------|-------|---------|

|                   |       |         |
|-------------------|-------|---------|
| MATERIAL DIST INC | 3,651 | 100.00- |
|-------------------|-------|---------|

|                  |       |         |
|------------------|-------|---------|
| GERHOLD CONCRETE | 3,650 | 100.00- |
|------------------|-------|---------|

|                  |       |         |
|------------------|-------|---------|
| FORTIS SUPPLY CO | 3,601 | 100.00- |
|------------------|-------|---------|

|         |       |         |
|---------|-------|---------|
| H S BAY | 3,544 | 100.00- |
|---------|-------|---------|

|                |       |         |
|----------------|-------|---------|
| ANNING JOHNSON | 3,492 | 100.00- |
|----------------|-------|---------|

|                          |       |         |
|--------------------------|-------|---------|
| FLA AGRICULTURAL CHEM CO | 3,479 | 100.00- |
|--------------------------|-------|---------|

|           |       |         |
|-----------|-------|---------|
| CULP BROS | 3,454 | 100.00- |
|-----------|-------|---------|

|                 |       |         |
|-----------------|-------|---------|
| BURKE LUMBER CO | 3,422 | 100.00- |
|-----------------|-------|---------|

|                           |       |         |
|---------------------------|-------|---------|
| CAPITOL VALLEY CONTRACTOR | 3,399 | 100.00- |
|---------------------------|-------|---------|

|                   |       |         |
|-------------------|-------|---------|
| GEO A CANTRICK CO | 3,395 | 100.00- |
|-------------------|-------|---------|

|                           |       |         |
|---------------------------|-------|---------|
| HINTON BUILDERS SUPPLY CO | 3,370 | 100.00- |
|---------------------------|-------|---------|

|                         |       |         |
|-------------------------|-------|---------|
| TWIN VALLEY ALUM CO INC | 3,346 | 100.00- |
|-------------------------|-------|---------|

|               |       |         |
|---------------|-------|---------|
| KOST BROTHERS | 3,335 | 100.00- |
|---------------|-------|---------|

|                  |       |         |
|------------------|-------|---------|
| THE CELOTEX CORP | 3,292 | 100.00- |
|------------------|-------|---------|

|                        |       |         |
|------------------------|-------|---------|
| PENINSULA DISTRIBUTORS | 3,275 | 100.00- |
|------------------------|-------|---------|

|                          |       |         |
|--------------------------|-------|---------|
| LOW TEMP INSULATIONS INC | 3,253 | 100.00- |
|--------------------------|-------|---------|

## ZONOLITE LEADING CUSTOMER REPORT

UNDER 10,000

| CUSTOMER NAME             | S A L E D O L L A R S<br>CURR YEAR PRIOR YEAR INCREASE | P R O D U C T G R O U P<br>EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC | B R E A K D O W N<br>D O L L A R<br>AG PROD POLYSTYRENE ORE CONC |
|---------------------------|--------------------------------------------------------|-------------------------------------------------------------------------------------------------|------------------------------------------------------------------|
| GEORGIA PACIFIC CORP      | 2,679 100.00-                                          |                                                                                                 |                                                                  |
| FLA INSULATION CO TAMPA   | 2,651 100.00-                                          |                                                                                                 |                                                                  |
| AGWAY INC                 | 2,579 100.00-                                          |                                                                                                 |                                                                  |
| NEGWER FUEL & MATERIAL CO | 2,578 100.00-                                          |                                                                                                 |                                                                  |
| RALPH A HADDAD & CO       | 2,529 100.00-                                          |                                                                                                 |                                                                  |
| U S STEEL CORP            | 2,490 100.00-                                          |                                                                                                 |                                                                  |
| EAGLE LUMBER DEALERS      | 2,477 100.00-                                          |                                                                                                 |                                                                  |
| BEST BLOCK CO             | 2,470 100.00-                                          |                                                                                                 |                                                                  |
| INTERSTATE BUILDING SPECI | 2,460 100.00-                                          |                                                                                                 |                                                                  |
| SWIFT CO                  | 2,450 100.00-                                          |                                                                                                 |                                                                  |
| SUBURBAN HARDWARE CO      | 2,421 100.00-                                          |                                                                                                 |                                                                  |
| YANKEE DISTURCTORS INC    | 2,400 100.00-                                          |                                                                                                 |                                                                  |
| RIDER LBR CO              | 2,391 100.00-                                          |                                                                                                 |                                                                  |
| HASS WHOLESALE INC        | 2,373 100.00-                                          |                                                                                                 |                                                                  |
| S E BENNETT SUPPLY        | 2,368 100.00-                                          |                                                                                                 |                                                                  |
| BATON ROUGE SUPPLY CO     | 2,353 100.00-                                          |                                                                                                 |                                                                  |
| EAST SIDE LUMBERYARD S    | 2,350 100.00-                                          |                                                                                                 |                                                                  |
| COUCH READY MIX           | 2,345 100.00-                                          |                                                                                                 |                                                                  |
| FARM BUREAU COOP          | 2,340 100.00-                                          |                                                                                                 |                                                                  |
| CAMP BLDX INC             | 2,325 100.00-                                          |                                                                                                 |                                                                  |
| EMERSON CO                | 2,294 100.00-                                          |                                                                                                 |                                                                  |
| CRIBBS INC                | 2,273 100.00-                                          |                                                                                                 |                                                                  |
| LUCAS BLDG SUPPLY CO      | 2,267 100.00-                                          |                                                                                                 |                                                                  |
| SHAW MINNKO               | 2,254 100.00-                                          |                                                                                                 |                                                                  |

WRG 05798

| CUSTOMER NAME | S A L E D O L L A R S | %                 | P R O D U C T   | G R O U P       | S A L E S D O L L A R | B R E A K D O W N                       |             |                       |               |
|---------------|-----------------------|-------------------|-----------------|-----------------|-----------------------|-----------------------------------------|-------------|-----------------------|---------------|
|               | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E         | G L A S S F I B E R T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |

|                           |       |         |
|---------------------------|-------|---------|
| JOHNS-MANVILLE SALES CORP | 1,255 | 100.00- |
|---------------------------|-------|---------|

|                     |       |         |
|---------------------|-------|---------|
| WESTERN MATERIAL CO | 1,250 | 100.00- |
|---------------------|-------|---------|

|                         |       |         |
|-------------------------|-------|---------|
| PAGE WHOLESALE BUILDING | 1,247 | 100.00- |
|-------------------------|-------|---------|

|                           |       |         |
|---------------------------|-------|---------|
| GASTON LUMBER & SUPPLY CO | 1,243 | 100.00- |
|---------------------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| GEORGIA-PACIFIC CORP | 1,240 | 100.00- |
|----------------------|-------|---------|

|               |       |         |
|---------------|-------|---------|
| TANDY IND INC | 1,235 | 100.00- |
|---------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| STANLEY W BOWLES CORP | 1,228 | 100.00- |
|-----------------------|-------|---------|

|                   |       |         |
|-------------------|-------|---------|
| F ULMER LUMBER CO | 1,219 | 100.00- |
|-------------------|-------|---------|

|                     |       |         |
|---------------------|-------|---------|
| R W DIDSCHUNEIT INC | 1,200 | 100.00- |
|---------------------|-------|---------|

|                   |       |         |
|-------------------|-------|---------|
| RUSSEL PLASTERING | 1,200 | 100.00- |
|-------------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| K VAN BOURSENDIEN INC | 1,200 | 100.00- |
|-----------------------|-------|---------|

|                        |       |         |
|------------------------|-------|---------|
| NICOLET INDUSTRIES INC | 1,198 | 100.00- |
|------------------------|-------|---------|

|                         |       |         |
|-------------------------|-------|---------|
| LANDERS & BARKER LMR CO | 1,197 | 100.00- |
|-------------------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| SAN-VEL CONCRETE COR | 1,196 | 100.00- |
|----------------------|-------|---------|

|                          |       |         |
|--------------------------|-------|---------|
| GREENSBURG LUMBER CO INC | 1,190 | 100.00- |
|--------------------------|-------|---------|

|                        |       |         |
|------------------------|-------|---------|
| ACCOUSTI ENG CO OF FLA | 1,182 | 100.00- |
|------------------------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| C W FOLTZ CONTRACTOR | 1,179 | 100.00- |
|----------------------|-------|---------|

|                    |       |         |
|--------------------|-------|---------|
| RED OWL STORES INC | 1,170 | 100.00- |
|--------------------|-------|---------|

|                       |       |         |
|-----------------------|-------|---------|
| MISSOURI FARMERS ASSN | 1,168 | 100.00- |
|-----------------------|-------|---------|

|          |       |         |
|----------|-------|---------|
| LOW TEMP | 1,156 | 100.00- |
|----------|-------|---------|

|                      |       |         |
|----------------------|-------|---------|
| FAIRVIEW GREENHOUSES | 1,155 | 100.00- |
|----------------------|-------|---------|

|                  |       |         |
|------------------|-------|---------|
| FURSTENBURG BROS | 1,153 | 100.00- |
|------------------|-------|---------|

|                          |       |         |
|--------------------------|-------|---------|
| WINNSBORO BLDG SUPPLY CO | 1,148 | 100.00- |
|--------------------------|-------|---------|

|                         |       |         |
|-------------------------|-------|---------|
| INDIANAPOLIS BRICKCRETE | 1,147 | 100.00- |
|-------------------------|-------|---------|

WRG 05799

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN  
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

WOODRUFF CONCRETE CO 53 100.00-

AMERICAN LUMBER CO 52 100.00-

HAROLDS WHOLESALE SPLY 52 100.00-

PIONEER LUMBER 52 100.00-

R J THOMPSON 52 100.00-

PITTSBURGH PAINT CENTER 51 100.00-

POLYPLASTEX-UNITED INC 51 100.00-

CLEMSON UNIVERSITY 50 100.00-

DAMIANDS & PEDONE ARCHTS 50 100.00-

FOWEUTO INTERNACIOL 50 100.00-

RICHARD GONZALEZ 50 100.00-

NIELSEN PLASTERING CO 50 100.00-

PRIBIL DISPLAY 50 100.00-

WESTSIDE ADW & BLDG SUPL 50 100.00-

DIVERSIFIED SERVICE 49 100.00-

HERMAN P GILDER 49 100.00-

METRO GLASS CO 49 100.00-

BROCK WHITE CO 48- 100.00-

OWENS CORNING FIBERGLASS 48 100.00-

TRIANGLE SERVICE CORP 48 100.00-

CHURCH OF THE NAZARENE 47 100.00-

EASTERN REFRACTORIES CO 47 100.00-

SUN COAST TILE CO 47 100.00-

JOSEPH L CAVENDER 46 100.00-

UNDER 10,000

| CUSTOMER NAME | S A L E D O L L A R S | %                 | P R O D U C T G R O U P | S A L E S D O L L A R | B R E A K D O W N |                     |                     |             |                       |               |
|---------------|-----------------------|-------------------|-------------------------|-----------------------|-------------------|---------------------|---------------------|-------------|-----------------------|---------------|
|               | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E         | E X P / V E R M       | P E R L I T E     | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |

|                      |    |         |
|----------------------|----|---------|
| PHILLIPS FIBERS CORP | 17 | 100.00- |
|----------------------|----|---------|

|             |     |         |
|-------------|-----|---------|
| CHRIS CRAFT | 16- | 100.00- |
|-------------|-----|---------|

|               |    |         |
|---------------|----|---------|
| ATLAS BLOC CO | 16 | 100.00- |
|---------------|----|---------|

|                   |    |         |
|-------------------|----|---------|
| BAIRD BRICKLAYERS | 16 | 100.00- |
|-------------------|----|---------|

|                         |    |         |
|-------------------------|----|---------|
| BUTCHER LAYFIELD LUMBER | 16 | 100.00- |
|-------------------------|----|---------|

|                         |    |         |
|-------------------------|----|---------|
| GENERAL INSULATING CORP | 16 | 100.00- |
|-------------------------|----|---------|

|                   |    |         |
|-------------------|----|---------|
| JOHNS MANVILLE CO | 16 | 100.00- |
|-------------------|----|---------|

|                           |    |         |
|---------------------------|----|---------|
| PUTNAM & HOWLEY LUMBER CO | 16 | 100.00- |
|---------------------------|----|---------|

|                   |    |         |
|-------------------|----|---------|
| SOUTHERN ILL UNIV | 16 | 100.00- |
|-------------------|----|---------|

|                  |    |         |
|------------------|----|---------|
| SUPERIOR TILE CO | 16 | 100.00- |
|------------------|----|---------|

|                 |    |         |
|-----------------|----|---------|
| WASHINGTON UNIV | 16 | 100.00- |
|-----------------|----|---------|

|                     |    |         |
|---------------------|----|---------|
| WILKERSON LUMBER CO | 16 | 100.00- |
|---------------------|----|---------|

|                       |    |         |
|-----------------------|----|---------|
| ATLANTIC PAINT MFG CO | 15 | 100.00- |
|-----------------------|----|---------|

|                       |    |         |
|-----------------------|----|---------|
| BOND-HOWELL LUMBER CO | 15 | 100.00- |
|-----------------------|----|---------|

|                 |    |         |
|-----------------|----|---------|
| MARGIE BORKLAND | 15 | 100.00- |
|-----------------|----|---------|

|                           |    |         |
|---------------------------|----|---------|
| CHICOPEE MANUFACTURING CO | 15 | 100.00- |
|---------------------------|----|---------|

|                           |    |         |
|---------------------------|----|---------|
| NASA ELECTRONICS RESEARCH | 15 | 100.00- |
|---------------------------|----|---------|

|                         |    |         |
|-------------------------|----|---------|
| N AMERICAN REFRACTORIES | 15 | 100.00- |
|-------------------------|----|---------|

|                         |    |         |
|-------------------------|----|---------|
| N AMERICAN REFRACTORIES | 15 | 100.00- |
|-------------------------|----|---------|

|                        |    |         |
|------------------------|----|---------|
| PERMLASTIC PRODUCTS CO | 15 | 100.00- |
|------------------------|----|---------|

|                    |    |         |
|--------------------|----|---------|
| UNIVERSAL MFG CORP | 15 | 100.00- |
|--------------------|----|---------|

|                     |    |         |
|---------------------|----|---------|
| WAUKESHA FOUNDRY CO | 15 | 100.00- |
|---------------------|----|---------|

|                       |    |         |
|-----------------------|----|---------|
| BACHS BUILDING SUPPLY | 14 | 100.00- |
|-----------------------|----|---------|

|                  |    |         |
|------------------|----|---------|
| CLARK ST FLORIST | 14 | 100.00- |
|------------------|----|---------|

| ZONOLITE LEADING CUSTOMER REPORT |                       |                   |                         | JUNE 30, 1969         | PAGE 233          |                     |                     |             |                       |               |
|----------------------------------|-----------------------|-------------------|-------------------------|-----------------------|-------------------|---------------------|---------------------|-------------|-----------------------|---------------|
| UNDER 10,000                     |                       |                   |                         |                       |                   |                     |                     |             |                       |               |
| CUSTOMER NAME                    | S A L E D O L L A R S | %                 | P R O D U C T G R O U P | S A L E S D O L L A R | B R E A K D O W N |                     |                     |             |                       |               |
|                                  | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E         | E X P / V E R M       | P E R L I T E     | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |
| KAISER REFRACTORIES              | 11                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| OWENS & SON INC                  | 11                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| PAUL & KITS GREENHOUSE           | 11                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| REEF INDUSTRIES INC              | 11                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| RIESENBERG COAL CO               | 10-                   | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| TITUS-VAN NESS CO                | 10-                   | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| AAA PLASTERING CO                | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| ALUM CO OF AM ALCOA RES          | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| W ATLEE BURPEE CO                | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| FARMERS COOP LUMBER              | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| GRANDE VALLEY PRODUCTS           | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| PITTSBURGH CORNING CORP          | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| DEWITT SMITH                     | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| SD MILWAUKEE LIME & CEMEN        | 10                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| ATLANTIC CONCRETE CO             | 9                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| BABCOCK & WILCOX                 | 9                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| BROWN INSULATION CO              | 9                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| CITY ART MUSEUM                  | 9                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| GEWARE TILE INC                  | 9                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| MARSHALL-WELLS PAINT INC         | 9                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| JOHN RICHARDSON                  | 9                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| MR JACK CARROLLTON               | 8-                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| FRONTIER LUMBER CO               | 8-                    | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |
| WM COOPER & NEPHEWS              | 8                     | 100.00-           |                         |                       |                   |                     |                     |             |                       |               |

UNDER 10,000

| CUSTOMER NAME            | S A L E D O L L A R S | %                 | P R O D U C T   | G R O U P       | S A L E S D O L L A R | B R E A K D O W N                       |             |                       |               |
|--------------------------|-----------------------|-------------------|-----------------|-----------------|-----------------------|-----------------------------------------|-------------|-----------------------|---------------|
|                          | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E         | G L A S S F I B E R T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |
| KERSTEN PAINT CO         |                       | 6                 | 100.00-         |                 |                       |                                         |             |                       |               |
| NATIONAL STANDARD CO     |                       | 6                 | 100.00-         |                 |                       |                                         |             |                       |               |
| SISCO OF WISCONSIN       |                       | 6                 | 100.00-         |                 |                       |                                         |             |                       |               |
| ALLISON                  |                       | 5                 | 100.00-         |                 |                       |                                         |             |                       |               |
| CLARK HARDWARE           |                       | 5                 | 100.00-         |                 |                       |                                         |             |                       |               |
| GENERAL MOTORS           |                       | 5                 | 100.00-         |                 |                       |                                         |             |                       |               |
| LOCKLEY MACHINE COMPANY  |                       | 5                 | 100.00-         |                 |                       |                                         |             |                       |               |
| PEDMA CHEMICAL PROD      |                       | 5                 | 100.00-         |                 |                       |                                         |             |                       |               |
| URETHANE RESEARCH INC    |                       | 5                 | 100.00-         |                 |                       |                                         |             |                       |               |
| W R GRACE                |                       | 5                 | 100.00-         |                 |                       |                                         |             |                       |               |
| WEST ALLIS LIME & CEMENT |                       | 4                 | 100.00-         |                 |                       |                                         |             |                       |               |
| ARTISTIC ENTERPRISE      |                       | 4                 | 100.00-         |                 |                       |                                         |             |                       |               |
| JORSON PAINT &           |                       | 4                 | 100.00-         |                 |                       |                                         |             |                       |               |
| MARINE BIOLOGICAL LAB    |                       | 4                 | 100.00-         |                 |                       |                                         |             |                       |               |
| MAJOR JOHN E MURNANE     |                       | 4                 | 100.00-         |                 |                       |                                         |             |                       |               |
| PARK FLORIST             |                       | 4                 | 100.00-         |                 |                       |                                         |             |                       |               |
| SOUTHERN ALUM FINISHING  |                       | 4                 | 100.00-         |                 |                       |                                         |             |                       |               |
| CALLAWAY GARDENS         |                       | 3                 | 100.00-         |                 |                       |                                         |             |                       |               |
| NATIONAL READY MIX       |                       | 3                 | 100.00-         |                 |                       |                                         |             |                       |               |
| ASBURY GRAPHITE          |                       | 2                 | 100.00-         |                 |                       |                                         |             |                       |               |
| HADLEY ADHESIVE & CHEM   |                       | 2                 | 100.00-         |                 |                       |                                         |             |                       |               |
| MCMASTER CARR SUPPLY CO  |                       | 2                 | 100.00-         |                 |                       |                                         |             |                       |               |
| THE MONTGOMERY CO        |                       | 2                 | 100.00-         |                 |                       |                                         |             |                       |               |
| IVERS NORMAS             |                       | 2                 | 100.00-         |                 |                       |                                         |             |                       |               |

CUSTOMER NAME % A L F D G L L A R S % P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N  
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

GORMAN BROS READY MIX INC

CARL GRAHAM PAINT & CO

MAR J GREENHOUSE SUPPLIES

GREENVILLE LUMBER CO

GREYSTONE CONCRETE PROD

GROSS YOWELL LUMBER CO

GROVES FANCY FERN CO

GUARANTEED INSULATION CO

GURLEY MFG CO

GYPSON SERVICE CO

H & B MASONRY

H & D PLASTERING CO

H & R AUTO SUPPLY

HAFF & HOWARD INC

HALL CONCRETE PROD INC

FLORAL & DECORATOR SUPPLY

HAMPTON ELECTRIC CO

JOHN H HAMPSHIRE CO

HANCOCK COUNTY FARM CORP

THE HANNA PAINT MFG CO

HANDOVER SUPPLY CO INC

HARBISON WALKER REFRACT

HARBOR BEACH FLORIST

HARDWICK BLOCK & TILE CO



















JUNE 30, 1969

## ZONOLITE LEADING CUSTOMER REPORT

UNDER 10,000

| CUSTOMER NAME | S A L E D O L L A R S | %                 | P R O D U C T G R O U P | S A L E S D O L L A R | B R E A K D O W N |                     |                     |             |                       |               |
|---------------|-----------------------|-------------------|-------------------------|-----------------------|-------------------|---------------------|---------------------|-------------|-----------------------|---------------|
|               | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E         | E X P / V E R M       | P E R L I T E     | G L A S S F I B E R | T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |

|                           |    |        |        |    |  |  |  |  |  |    |
|---------------------------|----|--------|--------|----|--|--|--|--|--|----|
| GEORGE CLEMENTS           | 38 | 138    | 72.40- | 38 |  |  |  |  |  |    |
| JO-OTT PAINTING CO        | 38 | 125    | 69.60- | 38 |  |  |  |  |  |    |
| WHIT DAVIS LUMBER CO      | 38 | 64     | 40.60- |    |  |  |  |  |  | 38 |
| H B FULLER CO             | 38 | 30     | 26.60  | 38 |  |  |  |  |  |    |
| TAG - RC                  | 38 | 19     | 100.00 |    |  |  |  |  |  | 38 |
| ALLOY ENGINEERING & CAST  | 38 | 100.00 |        | 38 |  |  |  |  |  |    |
| DIXIE GREENHOUSES         | 38 | 100.00 |        |    |  |  |  |  |  | 38 |
| NATIONAL BISCUIT CO       | 38 | 100.00 |        | 38 |  |  |  |  |  |    |
| OILWELL DIVISION IMPER WK | 38 | 100.00 |        |    |  |  |  |  |  | 38 |
| RE-TRAC MFG CO            | 38 | 100.00 |        |    |  |  |  |  |  | 38 |
| SOUTHWEST GREASE & OIL CO | 38 | 100.00 |        | 38 |  |  |  |  |  |    |
| KEMPER LUMBER CO          | 37 | 2,037  | 98.10- |    |  |  |  |  |  | 37 |
| LAKE SIDE LUMBER CO       | 37 | 100.00 |        | 37 |  |  |  |  |  |    |
| OWENS CORNING             | 37 | 100.00 |        |    |  |  |  |  |  | 37 |
| F B WRIGHT CO             | 37 | 100.00 |        |    |  |  |  |  |  | 37 |
| VANPORT SAND & GRAVEL INC | 36 | 144    | 75.00- |    |  |  |  |  |  | 36 |
| HARTING SUPPLY COMPANY    | 36 | 59     | 38.90- |    |  |  |  |  |  | 36 |
| MANDARIN LUMBER &         | 36 | 49     | 26.50- |    |  |  |  |  |  | 36 |
| MT CHEMICALS INC          | 36 | 12     | 200.00 | 36 |  |  |  |  |  |    |
| ANNISTON PAINT & GLASS    | 36 | 100.00 |        | 36 |  |  |  |  |  |    |
| HAROLD D BISHOP           | 36 | 100.00 |        |    |  |  |  |  |  | 36 |
| EPRO INC                  | 36 | 100.00 |        | 18 |  |  |  |  |  | 18 |
| M D M MFG CO              | 36 | 100.00 |        | 36 |  |  |  |  |  |    |
| UNION HATCHERY            | 35 | 162    | 78.30- |    |  |  |  |  |  | 35 |

WRG 05814



| ZONOLITE LEADING CUSTOMER REPORT |                       |                   |                 |                 | JUNE 30, 1969         | PAGE 176                                                                                |
|----------------------------------|-----------------------|-------------------|-----------------|-----------------|-----------------------|-----------------------------------------------------------------------------------------|
| UNDER 10,000                     |                       |                   |                 |                 |                       |                                                                                         |
| CUSTOMER NAME                    | S A L E D O L L A R S | %                 | P R O D U C T   | G R O U P       | S A L E S D O L L A R | B R E A K D O W N                                                                       |
|                                  | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E         | G L A S S F I B E R T E R R A - L I T E A G P R O D P O L Y S T Y R E N E O R E C O N C |
| U S G Y P S U M C O              |                       | 5,789             | 100.00--        |                 |                       |                                                                                         |
| CLAREDON INC                     |                       | 5,714             | 100.00--        |                 |                       |                                                                                         |
| J-M SALES PROD CORP              |                       | 5,655             | 100.00--        |                 |                       |                                                                                         |
| ARI-ZONOLITE CO                  |                       | 5,487             | 100.00--        |                 |                       |                                                                                         |
| WILSON BROTHERS CO               |                       | 5,163             | 100.00--        |                 |                       |                                                                                         |
| CHAS PFIZER & CO INC             |                       | 5,115             | 100.00--        |                 |                       |                                                                                         |
| MANGANERO BROS                   |                       | 5,114             | 100.00--        |                 |                       |                                                                                         |
| PARKER FALLES                    |                       | 5,060             | 100.00--        |                 |                       |                                                                                         |
| FULSON INC                       |                       | 4,912             | 100.00--        |                 |                       |                                                                                         |
| WILSON TONER FERTILIZER C        |                       | 4,860             | 100.00--        |                 |                       |                                                                                         |
| GABLE ROOFING CO INC             |                       | 4,830             | 100.00--        |                 |                       |                                                                                         |
| REYNOLDS PLASTER&ROOF            |                       | 4,622             | 100.00--        |                 |                       |                                                                                         |
| W E DOLL CO INC                  |                       | 4,591             | 100.00--        |                 |                       |                                                                                         |
| ARROW BLDRS                      |                       | 4,582             | 100.00--        |                 |                       |                                                                                         |
| ANNING JOHNSON CO                |                       | 4,560             | 100.00--        |                 |                       |                                                                                         |
| U S STEEL CORP                   |                       | 4,506             | 100.00--        |                 |                       |                                                                                         |
| TEMPRITE PROD CORP               |                       | 4,500             | 100.00--        |                 |                       |                                                                                         |
| METAL BLDG ERECTION & SPL        |                       | 4,173             | 100.00--        |                 |                       |                                                                                         |
| SWIFT & CO                       |                       | 4,123             | 100.00--        |                 |                       |                                                                                         |
| L&L SUPPLY COMPANY               |                       | 4,088             | 100.00--        |                 |                       |                                                                                         |
| BIDDLE PURCHASING CO             |                       | 4,076             | 100.00--        |                 |                       |                                                                                         |
| SPENCER E WHITE & SON            |                       | 4,050             | 100.00--        |                 |                       |                                                                                         |
| 7 YUKON LUMBER CO                |                       | 3,970             | 100.00--        |                 |                       |                                                                                         |
| 8 TENNESSEE ZONOLITE CO          |                       | 3,867             | 100.00--        |                 |                       |                                                                                         |
| 5                                |                       |                   |                 |                 |                       |                                                                                         |
| 4                                |                       |                   |                 |                 |                       |                                                                                         |
| 3                                |                       |                   |                 |                 |                       |                                                                                         |
| 2                                |                       |                   |                 |                 |                       |                                                                                         |

| ZONOLITE LEADING CUSTOMER REPORT |                       |            |               |           | JUNE 30, 1969         | PAGE 177                                            |
|----------------------------------|-----------------------|------------|---------------|-----------|-----------------------|-----------------------------------------------------|
| UNDER 10,000                     |                       |            |               |           |                       |                                                     |
| CUSTOMER NAME                    | S A L E D O L L A R S | %          | P R O D U C T | G R O U P | S A L E S D O L L A R | B R E A K D O W N                                   |
|                                  | CURR YEAR             | PRIOR YEAR | INCREASE      | EXP/VERM  | PERLITE               | GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC |
| H J ALBERT PLASTERING CO         | 3,853                 | 100.00-    |               |           |                       |                                                     |
| PATTERSON SHIP YARD              | 3,846                 | 100.00-    |               |           |                       |                                                     |
| HOGGE-WARREN-ZIMMERMANN CO       | 3,840                 | 100.00-    |               |           |                       |                                                     |
| ASSOCIATED PFISTER GROWER        | 3,822                 | 100.00-    |               |           |                       |                                                     |
| W R GRACE                        | 3,748                 | 100.00-    |               |           |                       |                                                     |
| PARKER FALLAS INSULATION         | 3,686                 | 100.00-    |               |           |                       |                                                     |
| RICHARD CONTRACTORS              | 3,686                 | 100.00-    |               |           |                       |                                                     |
| WHITSON INSULATION CO            | 3,673                 | 100.00-    |               |           |                       |                                                     |
| MATERIAL DIST INC                | 3,651                 | 100.00-    |               |           |                       |                                                     |
| GERHOLD CONCRETE                 | 3,650                 | 100.00-    |               |           |                       |                                                     |
| FORTIS SUPPLY CO                 | 3,601                 | 100.00-    |               |           |                       |                                                     |
| H R BAY                          | 3,544                 | 100.00-    |               |           |                       |                                                     |
| ANNING JOHNSON                   | 3,492                 | 100.00-    |               |           |                       |                                                     |
| FLA AGRICULTURAL CHEM CO         | 3,479                 | 100.00-    |               |           |                       |                                                     |
| CULP BROS                        | 3,454                 | 100.00-    |               |           |                       |                                                     |
| BURKE LUMBER CO                  | 3,422                 | 100.00-    |               |           |                       |                                                     |
| CAPITOL VALLEY CONTRACTOR        | 3,399                 | 100.00-    |               |           |                       |                                                     |
| GEO A CANTRICK CO                | 3,395                 | 100.00-    |               |           |                       |                                                     |
| HINTON BUILDERS SUPPLY CO        | 3,370                 | 100.00-    |               |           |                       |                                                     |
| TWIN VALLEY ALUM CO INC          | 3,346                 | 100.00-    |               |           |                       |                                                     |
| KOST BROTHERS                    | 3,335                 | 100.00-    |               |           |                       |                                                     |
| THE CELOTEX CORP                 | 3,292                 | 100.00-    |               |           |                       |                                                     |
| 7 PENINSULA DISTRIBUTORS         | 3,275                 | 100.00-    |               |           |                       |                                                     |
| 6 LOW TEMP INSULATIONS INC       | 3,253                 | 100.00-    |               |           |                       |                                                     |
| 5                                |                       |            |               |           |                       |                                                     |
| 4                                |                       |            |               |           |                       |                                                     |
| 3                                |                       |            |               |           |                       |                                                     |
| 2                                |                       |            |               |           |                       |                                                     |

| ZONOLITE LEADING CUSTOMER REPORT |              |            |               | JUNE 30, 1969    | PAGE 179                                            |
|----------------------------------|--------------|------------|---------------|------------------|-----------------------------------------------------|
| UNDER 10,000                     |              |            |               |                  |                                                     |
| CUSTOMER NAME                    | SALE DOLLARS | %          | PRODUCT GROUP | SALES DOLLAR     | BREAKDOWN                                           |
|                                  | CURR YEAR    | PRIOR YEAR | INCREASE      | EXP/VERM PERLITE | GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC |
| GEORGIA PACIFIC CORP             | 2,679        | 100.00-    |               |                  |                                                     |
| FLA INSULATION CO TAMPA          | 2,651        | 100.00-    |               |                  |                                                     |
| AGWAY INC                        | 2,579        | 100.00-    |               |                  |                                                     |
| NEGHER FUEL & MATERIAL CO        | 2,578        | 100.00-    |               |                  |                                                     |
| RALPH A HADDAD & CO              | 2,529        | 100.00-    |               |                  |                                                     |
| U S STEEL CORP                   | 2,490        | 100.00-    |               |                  |                                                     |
| EAGLE LUMBER DEALERS             | 2,477        | 100.00-    |               |                  |                                                     |
| BEST BLOCK CO                    | 2,470        | 100.00-    |               |                  |                                                     |
| INTERSTATE BUILDING SPECL        | 2,460        | 100.00-    |               |                  |                                                     |
| SWIFT CO                         | 2,450        | 100.00-    |               |                  |                                                     |
| SUBURBAN HARDWARE CO             | 2,421        | 100.00-    |               |                  |                                                     |
| YANKEE DISTURBUTORS INC          | 2,400        | 100.00-    |               |                  |                                                     |
| RIDER LBR CO                     | 2,381        | 100.00-    |               |                  |                                                     |
| HASS WHOLESALE INC               | 2,373        | 100.00-    |               |                  |                                                     |
| S E BENNETT SUPPLY               | 2,368        | 100.00-    |               |                  |                                                     |
| BATON ROUGE SUPPLY CO            | 2,353        | 100.00-    |               |                  |                                                     |
| EAST SIDE LUMBERYARD S           | 2,350        | 100.00-    |               |                  |                                                     |
| COUCH READY MIX                  | 2,345        | 100.00-    |               |                  |                                                     |
| FARM BUREAU COOP                 | 2,340        | 100.00-    |               |                  |                                                     |
| CAMP BLOX INC                    | 2,325        | 100.00-    |               |                  |                                                     |
| EMERSON CO                       | 2,294        | 100.00-    |               |                  |                                                     |
| CRIBBS INC                       | 2,273        | 100.00-    |               |                  |                                                     |
| 7 LUCAS BLDG SUPPLY CO           | 2,267        | 100.00-    |               |                  |                                                     |
| 6 SHAW MINNKO                    | 2,254        | 100.00-    |               |                  |                                                     |
| 5                                |              |            |               |                  |                                                     |
| 4                                |              |            |               |                  |                                                     |
| 3                                |              |            |               |                  |                                                     |
| 2                                |              |            |               |                  |                                                     |

| CUSTOMER NAME             | S A L E D O L L A R S | %                 | P R O D U C T   | G R O U P       | S A L E S D O L L A R | B R E A K D O W N                       |             |                       |               |
|---------------------------|-----------------------|-------------------|-----------------|-----------------|-----------------------|-----------------------------------------|-------------|-----------------------|---------------|
|                           | C U R R Y E A R       | P R I O R Y E A R | I N C R E A S E | E X P / V E R M | P E R L I T E         | G L A S S F I B E R T E R R A - L I T E | A G P R O D | P O L Y S T Y R E N E | O R E C O N C |
| COSSITT CONCRETE PROD     | 459                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| CROSS SEED CO             | 459                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| BUILDING MATERIALS INC AK | 455                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| F FROST GREENHOUSE        | 452                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| ALUMINUM CO OF AMERICA    | 450                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| MOOD & MOOD LBR CO        | 450                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| SMITH CORP                | 450                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| BUILDING MATERIALS INC    | 449                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| ROBERTS CASHWAY LUMBER    | 449                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| PENNINGTON GRAIN SEED     | 443                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| LEONARDS BRICK & CONCRETE | 442                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| MERAMEC VALLEY BLOCK CO   | 442                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| C & S REFRIGERATION       | 440                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| HENLEY LUNDGREN           | 437                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| CENTRAL ACOUSTIC & INS    | 436                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| CLONGER BUICK OLDS CO     | 436                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| BURRELL CONS & SUPPLY CO  | 435                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| OWENS CORNING FIBERGLASS  | 435                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| SWINNIE SUPPLY CO         | 435                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| WAGONER BROS CO           | 435                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| ANNEEWAKEE FOUNDATION     | 433                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| FERRIS LUNSFORD           | 433                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| 7 MASSARO BROTHERS        | 433                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| 6 INDEPENDENT MATLS CO    | 429                   | 100.00-           |                 |                 |                       |                                         |             |                       |               |
| 5                         |                       |                   |                 |                 |                       |                                         |             |                       |               |
| 4                         |                       |                   |                 |                 |                       |                                         |             |                       |               |
| 3                         |                       |                   |                 |                 |                       |                                         |             |                       |               |
| 2                         |                       |                   |                 |                 |                       |                                         |             |                       |               |



**ZONOLITE LEADING CUSTOMER REPORT**  
**UNDER 10,000**

| CUSTOMER NAME            | S A L E D O L L A R S<br>CURR YEAR PRIOR YEAR INCREASE | P R O D U C T G R O U P<br>EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC |
|--------------------------|--------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| WOODRUFF CONCRETE CO     | 53 100.00-                                             |                                                                                                 |
| AMERICAN LUMBER CO       | 52 100.00-                                             |                                                                                                 |
| HAROLDS WHOLESALE SPLY   | 52 100.00-                                             |                                                                                                 |
| PIONEER LUMBER           | 52 100.00-                                             |                                                                                                 |
| R J THOMPSON             | 52 100.00-                                             |                                                                                                 |
| PITTSBURGH PAINT CENTER  | 51 100.00-                                             |                                                                                                 |
| POLYPLASTEX-UNITED INC   | 51 100.00-                                             |                                                                                                 |
| CLEMSON UNIVERSITY       | 50 100.00-                                             |                                                                                                 |
| DAMIANOS & PEDONE ARCHTS | 50 100.00-                                             |                                                                                                 |
| FOWEUTO INTERNACIOUL     | 50 100.00-                                             |                                                                                                 |
| RICHARD GONZALEZ         | 50 100.00-                                             |                                                                                                 |
| NIELSEN PLASTERING CO    | 50 100.00-                                             |                                                                                                 |
| PRIBIL DISPLAY           | 50 100.00-                                             |                                                                                                 |
| WESTSIDE ADW & BLDG SUPL | 50 100.00-                                             |                                                                                                 |
| DIVERSIFIED SERVICE      | 49 100.00-                                             |                                                                                                 |
| HERMAN P GILDER          | 49 100.00-                                             |                                                                                                 |
| METRO GLASS CO           | 49 100.00-                                             |                                                                                                 |
| BROCK WHITE CO           | 48- 100.00-                                            |                                                                                                 |
| OWENS CORNING FIBERGLASS | 48 100.00-                                             |                                                                                                 |
| TRIANGLE SERVICE CORP    | 48 100.00-                                             |                                                                                                 |
| CHURCH OF THE NAZARENE   | 47 100.00-                                             |                                                                                                 |
| EASTERN REFRACTORIES CO  | 47 100.00-                                             |                                                                                                 |
| SUN COAST TILE CO        | 47 100.00-                                             |                                                                                                 |
| JOSEPH L CAVENDER        | 46 100.00-                                             |                                                                                                 |

WRG 05821