

PLAINTIFF'S
EXHIBIT
USG-491

Zonolite
Leaking Customer
Report
12/69 + 6/69

WRG 05765

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

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 BUEHRLE 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-		8,241	
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
ASHEBORO CONCRETE PRODUCT	8,161	9,009	9.40-	2,451	63	3,585
HOGGE-WARREN & ZIMMERMAN	8,149	8,275	1.50-	7,022		1,127
ALLIED BLDG PRODUCTS INC	8,089	14,349	43.60-	7,892	120	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	39.60-	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		

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UNDER 10,000									
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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 DRE CONC
OWENS CORNING SPLY & CONT	3,830	2,225	72.10						3,830
METAL STRUCTURES INC	3,828		100.00						3,828
BACHMANHAS	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						3,811
CENTURY REDI-MIX	3,808		100.00	411	3,397				2,498
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
YOUNG OTOS & DALEY	3,771	1,180	219.50						2,253
LAUDERDALE MARBLE & TILE	3,770	1,955	92.80						3,770
J N JANSEN & SONS INSULA	3,768	2,740	37.50						687
ALL AROUND INS CO	3,767	321	1073.50						162
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-						1,694
WHOLESALE DISTRIBUTORS IN	3,756	2,631	42.70	2,015	906				835
CLIFTS AUTO SERVICE	3,753		100.00						3,753

ZONOLITE LEADING CUSTOMER REPORT

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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 O	P O L Y S T Y R E N E	O R E C O N C
BELO INDUSTRIES	1,056		100.00	1,056						
CLAWSON CONCRETE	1,056		100.00	1,056						
S S PENNOCK WHLSE FLORIST	1,055	1,145	7.80-						1,055	
OCONEE NURSERY	1,054	919	14.60						1,054	
DERIDDER LBR & PAINT CO	1,054	126	736.50						1,054	
GREENVILLE CONCRETE CO	1,053	1,524	30.90-	452						601
MAJESTIC BLDG MATERIAL CO	1,053		100.00	1,053						
C C KAISER & SONS	1,052	183	474.80						1,052	
ROGER WILLIAMSON CO	1,051		100.00						1,051	
CRON CHEMICAL CORP	1,050	1,806	41.80-							1,050
CAROLINA DRYWALL INSUL	1,050		100.00	1,050						
ERVING KRAMER	1,050		100.00	1,050						
COOK PAINT & VARNISH	1,044	3,393	69.20-	1,044						
RADACHI PLASTERING CO	1,043	1,084	3.70-	707					336	
LOTT BUILDING CO	1,043	1,008	3.40	776						267
BLORS SUP OF PETERSBURG	1,042	417	149.80	189					853	
JACK DEALS MARINA	1,042		100.00							1,042
W R GRACE & CO	1,040	7	4757.10	1,040						
REPUBLIC PAINT DIST CO	1,037	1,053	1.50-						1,037	
DORAL DEVELOPMENT CORP	1,035		100.00							1,035
GARDEN FAIR	1,034		100.00	1,034						
CAVETOWN PLANING MILL CO	1,032	4,432	76.70-	561						471
TERRE CO	1,032	914	12.90						1,032	
I W PHILLIPS CO	1,031	1,071	3.70-	192						701

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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	
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 MATERS & 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 & M 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							
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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
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	9.30	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 PRD 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					

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	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
METAL KITCHEN FABRICATORS	364	627	41.90-			364
DANIEL CONSTRUCTION CO	364	287	26.80	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 PRO	362	696	47.90-	362		
ROECKERAS	362	345	4.90	362		
BEAVER FALLS BLDGS SUPL	361		100.00	136	68	29
DANTE GENTILINI TRUCKING	361		100.00		290	71
RICHARDSON BROTHERS	361		100.00			361
UNITED 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 H 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		
BRONN LUMBER & SUPPLY	358	299	19.70			358
MADE HAMPTON LANDSCAPING	358		100.00			358

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
					EXP/VERM	PERLITE	GLASS FIBER TERRA-LITE	AG PROD	POLYSTYRENE ORE CONC
WALKER JAMAR CO	245	140	75.00	245					
ARCHWOOD INS CO	245		100.00						245
CENTRAL GROCERY CO INC	245		100.00	245					
WESTERN MARYLAND SUPPLY	244	285	14.30-	244					
INTERNATIONAL DEV CORP	244		100.00						244
BEST BLOCK CO	243	2,470	90.10-	243					
ROBERT BARCLAY INC	243	613	60.30-	243					
BARLOW & BROWN	243	270	10.00-	233				10	
BENNER TEA CO	243	240	1.20	243					
HARBISON WALKER CO	243	94	158.50	100				143	
COAST TO COAST STORES	243	81	200.00	243					
ROBERTS BROTHERS CO	243		100.00						243
WEYERHAEUSER CO	243		100.00						243
IDEAL BUILDERS SUPP CO	242	1,333	81.80-					242	
CLEVELAND VIBRATOR CO	242		100.00						242
C M MC CLUNG & CO	240	369	34.90-	240					
FULLER SUPPLY CO	240		100.00						240
SHULTZ SNYDER & STEELE	240		100.00						240
BUILDERS SUPER MARKET	239		100.00	239					
R C MARTON CONCRETE PROD	239		100.00	239					
CENTRAL LUMBER MART	238	10	2280.00	170				50	18
LA-MO REFRACTORY SUP CO	237	195	21.50	237					
DEUTSCHMAN FLORIST	236	603	60.80-						236
UBELHACK TURKEY FARM	236		100.00						236

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COONROD & WALZ CONSTR CO	39					100.00			D O L L A R B R E A K D O W N
HARSTER FLORAL CO	39					100.00			AG PROD POLYSTYRENE ORE CONC
HILLS HARDWARE & PAINT	39					100.00	5		
KANSAS DIVERSIFIED	39					100.00			
ROLF MONUMENT CO	39					100.00			
UNUSUAL FILMS	39					100.00			
WEST CASH & CARRY BLDG MA	39					100.00	39		
JO-OYT PAINTING CO	38					85.90-	38		
GEORGE CLEMENTS	38					84.90-	38		
H B FULLER CO	38					63.80-	38		
DIXIE GREENHOUSES	38					38			
RUBBER RESEARCH	38					29	31.00	21	
ALLOY ENGINEERING & CAST	38					100.00	38		
ARROW BUILDING CENTERS	38					100.00		38	
INTERSTATE LUMBER CO	38					100.00		38	
OILWELL DIVISION IMPER MK	38					100.00			
RE-TRAC MFG CO	38					100.00			
KEMPER LUMBER CO	37					3,480	98.90-		
BERNICK LUMBER & SUPPLY	37					100.00			
HECTOR READY MIX	37					100.00	37		
LAKE SIDE LUMBER CO	37					100.00	37		
OWENS CORNING	37					100.00			
RED TAG INC	37					100.00			
F B WRIGHT CO	37					100.00			

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN
 CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER THERMA-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-
GROONES CORPORATION	13,105	100.00-
MINNKO METAL BLDG 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	11,175	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-

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

WILSON BROTHERS CO	5,163	100.00-							
MANGANERO BROS	5,114	100.00-							
PATTERSON SHIP YARD	5,068	100.00-							
PARKER FALLES	5,060	100.00-							
H J ALBERT PLASTERING CO	5,059	100.00-							
ATLANTIC PRODUCTS	4,943	100.00-							
COMMERCIAL CONSTRUCTION S	4,821	100.00-							
BUILDERS SPEC CO	4,749	100.00-							
PARKER FALLAS 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 BLDGS	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-							
SHIFT & CB	4,123	100.00-							
L&L SUPPLY COMPANY	4,088	100.00-							
C B S INDUSTRIES INC	4,071	100.00-							

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 CURR YEAR PRIOR YEAR INCREASE 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-					
MCADOO 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-					
SHIFT CO	2,450	100.00-					
RIDER LOR 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-					
HASS WHOLESALE INC	2,373	100.00-					
CHINGOS & SONS	2,366	100.00-					
RED OWL STORES INC	2,351	100.00-					
BATON ROUGE SUPPLY CO	2,350	100.00-					
EAST SIDE LUMBERYARD S	2,350	100.00-					
COUCH READY MIX	2,345	100.00-					

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CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROO POLYSTYRENE ORE CONC

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-
MOWE ENTERPRISES INC	1,995	100.00-
FRYE BUILDING CO	1,990	100.00-
OMENS 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-

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CUSTOMER NAME	S A L E D O L L A R S CURR YEAR PRIOR YEAR INCREASE	%	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
SHADYSIDE BUILDERS SUP CO	1,359	100.00-	EXP/VERM PERLITE	GLASS FIBER TERRA-LITE	AG PROD POLYSTYRENE ORE CONC
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-			
FOHLER 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-			
CHERAW SASH DOOR & LUMBER	1,270	100.00-			
THE RUBERDID 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	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
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-					
TOMNLEY METAL & HOW CO	136	100.00-					
ADAMS WHOLESALE BLDGS SUP	135	100.00-					
ELRAY KOCKE SERVICE	135	100.00-					
FREEMONT MILLS "GOLF"	135	100.00-					
G F LEAGUE MFG CO	135	100.00-					

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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	DRE CONC
JOHNS MANVILLE CO		16	100.00-							
NATIONAL FERROUS FOUNDRY		16	100.00-							
OWENS & 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-							
PERNLASTIC 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-							

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CUSTOMER NAME	SALES DOLLARS	% INCREASE	PRODUCT	GROUP	SALES DOLLAR	BRACK DOWN
	CURR YEAR	PRIOR YEAR	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
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SHIELDS INC	32,520	3,767	763.20	32,191	329	
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S E ROOF DECKS INC	32,412	51,070	36.50-	30,692	13	1,707
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BANDY LIGHT WA ROOFING CO	32,253	14,709	119.20	9,022	22	2,143
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B E KING ASSOCIATES	31,620	1,409	2144.10	31,620		
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J W DELAHOUSAYE PLASTER	31,275	33,359	6.20-	31,275		
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FISCHER LIME & CEMENT CO	30,923	10,166	204.10	30,066	59	798
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HENDERSON-JOHNSON CO INC	30,674	12,233	150.70	28,208	164	2,302
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INTERNATIONAL MINERAL &	30,102	1,093	2662.30		135	30,057
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EVANS & RETTING LUMBER CO	29,672	25,212	17.60	18,220	1,328	10,124
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LUMBERMANS MERCHANSING CO	29,434	20,765	41.70	28,667	106	661
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JOHNSON BLDG MATERIALS	29,279	21,688	35.00	19,221	18	10,040
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UNION ROOFING & PAPER CO	29,200	40,253	27.40-	11,656	162	17,172
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DEALERS WAREHOUSE CO	29,109	29,489	1.20-	5,896	18,727	4,486
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BYERS LUMBER COMPANY	28,827	26,232	9.80	7,786	281	3,731
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F J A CHRISTIANSON ROOF	28,612		100.00	3,924	15,912	8,776
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WOOD PRODUCTS COMPANY	28,558	22,717	25.70	6,709	54	3,780
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ALLIANCE WHOLESALERS INC	28,434	28,845	1.40-	4,132	20,806	3,496
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GIBBONS CO INC	28,322	16,893	67.60	8,904	136	2,658
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SAVANNAH DRY WALL CO	28,296	21,529	31.40		28,296	
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HARDWARE WHOLESALERS INC	28,213	21,273	32.60	13,059	13,826	1,328
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H C BUCHANAN CONCRETE CO	27,881	32,471	14.10-	25,458		2,423
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W R GRACE & CO	27,345	20,830	31.20		27,345	
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UNITED INSULATED STRUCT	26,926	8,865	203.70			26,926
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0.000 TO 24,999

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	19.50-	24,503						
DAVIDSON SON INSULATION	23,739	9,904	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	4,986	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	

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CUSTOMER NAME	SALES DOLLARS		PRODUCT GROUP		SALES DOLLAR BREAKDOWN	
	CURR YEAR	PROR YEAR	INCREASE	EXP/VERM	PERLITE	GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
LUMBERMAN'S SUPPLY CO	16,242	19,355	16.00-	8,569	212	4,533 2,934
ROOF DECK CONST & SUPPLY	15,906	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	99	557
BROCK WHITE COMPANY	14,551	12,633	15.10	14,551		
F W BOLGIAN & 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		12,076 451

CUSTOMER NAME	S A L E S CURR YEAR	P R I O R YEAR	% INCREASE	P R O D U C T EXP/VERM	G R O U P PERLITE	S A L E S GLASS FIBER	D O L L A R TERRA-LITE	B R E A K D O W N AG PROD POLYSTYRENE ORE CONC
HILL COAL & SUPPLY	4,804	3,921	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	3,024	53.40				4,748	
BIG D DIVISION	4,742	7,579	37.40-	1,689				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 S CURR YEAR	D O L L A R S PRIOR YEAR	% INCREASE	P R O D U C T EXP/VERM	G R O U P PERLITE	S A L E S GLASS FIBER	D O L L A R S TERRA-LITE	B R E A K D O W N AG PROD	P O L Y S T Y R E N E O R E C O N C
MEYER MATERIAL CO	3,540	816	333.80	3,540					
WYOMING SUPPLY CO	3,533	1,159	204.80	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	1,233	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					
HANDELL 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						3,417
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

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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
OCONOMOWOC 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

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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				2,520
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								
PENNINSULA 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	

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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

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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 Y 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
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	1.10-					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	9.20-	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
NOR ALA SEED CO	1,499		946	58.40	38				1,461
OWENS CORNING SPLY & CONT	1,499		100.00						1,499
CAROLINA BLOCK CO	1,498		501	199.00	1,498				

CUSTOMER NAME	S A L E D O L L A R S	% CURR YEAR PRIOR YEAR INCREASE	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
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	160
DECANIA BLDRS 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	1,899	20.30-	1,440	
FULLER INDUSTRIES	1,438	2,117	22.00-	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	
CUJETTS AUTO SERVICE	1,417	100.00			1,417
GERHOLD CONCRETE PROD CO	1,416	1,502	5.70-	910	506

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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 N	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
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

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CUSTOMER NAME	S A L E		D O L L A R S		%		P R O D U C T		
	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		EXP/VERM	PERLITE	GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
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		

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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
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 REFRACITIVES 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 GROBMEYER 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		

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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	38.40-				8
LAWSON & SWAIM	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				6
BOREN LUMBER CO	6	100.00	6				6
GENERAL PAINT & CHEMICAL	6	100.00	6				6
M F A COOP ASSOC	6	100.00	6				6
PITTSBURGH PLATE GLASS	6	100.00					6
WILLIAM H PORTER	6	100.00					6

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 P 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 STEEL CORP	13,428	100.00-									
GROOMES CORPORATION	13,195	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-									
HOGG-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 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 GYPSUM CO	5,789	100.00-
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CLAREDON INC	5,714	100.00-
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J-M SALES PROD CORP	5,655	100.00-
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ARI-ZONOLITE CO	5,487	100.00-
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WILSON BROTHERS CO	5,163	100.00-
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CHAS PFIZER & CO INC	5,115	100.00-
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MANGANERO BROS	5,114	100.00-
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PARKER FALLES	5,060	100.00-
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FULSON INC	4,912	100.00-
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WILSON TOMER FERTILIZER C	4,860	100.00-
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GABLE ROOFING CO INC	4,830	100.00-
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REYNOLDS PLASTER&ROOF	4,622	100.00-
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W E DOLL CO INC	4,591	100.00-
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ARROW BLDGS	4,582	100.00-
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ANNING JOHNSON CO	4,560	100.00-
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U S STEEL CORP	4,506	100.00-
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TEMPRITE PROD CORP	4,500	100.00-
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METAL BLDG ERECTION & SPL	4,173	100.00-
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SWIFT & CO	4,123	100.00-
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L&L SUPPLY COMPANY	4,088	100.00-
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BIDDLE PURCHASING CO	4,076	100.00-
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SPENCER E WHITE & SON	4,050	100.00-
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7 YUKON LUMBER CO	3,970	100.00-
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6 TENNESSEE ZONOLITE CO	3,867	100.00-
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WRG 05796

CUSTOMER NAME	S A L E D O L L A R S	% CURR YEAR PRIOR YEAR INCREASE	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
H J ALBERT PLASTERING CO	3,853	100.00-	EXP/VERM PERLITE	GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
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	3,661	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-		

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

GEORGIA PACIFIC CORP	2,679	100.00-
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FLA INSULATION CO TAMPA	2,651	100.00-
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AGWAY INC	2,579	100.00-
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MEGWER FUEL & MATERIAL CO	2,578	100.00-
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RALPH A HADDAD & CO	2,529	100.00-
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U S STEEL CORP	2,490	100.00-
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EAGLE LUMBER DEALERS	2,477	100.00-
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BEST BLOCK CO	2,470	100.00-
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INTERSTATE BUILDING SPECI	2,460	100.00-
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SWIFT CO	2,450	100.00-
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SUBURBAN HARDWARE CO	2,421	100.00-
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YANKEE DISTURBUTORS INC	2,400	100.00-
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RIDER LBR CO	2,381	100.00-
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HASS WHOLESALE INC	2,373	100.00-
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S E BENNETT SUPPLY	2,368	100.00-
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BATON ROUGE SUPPLY CO	2,353	100.00-
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EAST SIDE LUMBERYARD, S	2,350	100.00-
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COUCH READY MIX	2,345	100.00-
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FARM BUREAU COOP	2,340	100.00-
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CAMP BLDX INC	2,325	100.00-
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EMERSON CO	2,294	100.00-
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CRIBBS INC	2,273	100.00-
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LUCAS BLDG SUPPLY CO	2,267	100.00-
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SHAW MINNKO	2,254	100.00-
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WRG 05798

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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 & SUPP 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 DIOSCHUNEIT INC	1,200	100.00-								
RUSSEL PLASTERING	1,200	100.00-								
K VAN BOURGENDIEN INC	1,200	100.00-								
NICOLET INDUSTRIES INC	1,198	100.00-								
LANDERS & BARKER LMB 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	1,170	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

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
WOODRUFF CONCRETE CO	53	100.00-										
AMERICAN LUMBER CO	52	100.00-										
HAROLD'S 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-										
CLEMONSON UNIVERSITY	50	100.00-										
DAMIANDS & PEDONE ARCHTS	50	100.00-										
FOWEUTO INTERNACIONL	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-										

ZIMOLITE 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

PHILLIPS FIBERS CORP	17	100.00-
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CHRIS CRAFT	16-	100.00-
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ATLAS BLOCOK CO	16	100.00-
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BAIRD BRICKLAYERS	16	100.00-
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BUTCHER LAYFIELD LUMBER	16	100.00-
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GENERAL INSULATING CORP	16	100.00-
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JOHNS MANVILLE CO	16	100.00-
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PUTNAM & HOWLEY LUMBER CO	16	100.00-
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SOUTHERN ILL UNIV	16	100.00-
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SUPERIOR TILE CO	16	100.00-
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WASHINGTON UNIV	16	100.00-
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WILKERSON LUMBER CO	16	100.00-
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ATLANTIC PAINT MFG CO	15	100.00-
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BOND-HOWELL LUMBER CO	15	100.00-
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MARGIE BORKLAND	15	100.00-
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CHICOPEE MANUFACTURING CO	15	100.00-
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NASA ELECTRONICS RESEARCH	15	100.00-
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N AMERICAN REFRACTORIES	15	100.00-
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N AMERICAN REFRACTORIES	15	100.00-
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PERMLASTIC PRODUCTS CO	15	100.00-
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UNIVERSAL MFG CORP	15	100.00-
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WAUKESHA FOUNDRY CO	15	100.00-
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BACHS BUILDING SUPPLY	14	100.00-
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CLARK ST FLORIST	14	100.00-
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CUSTOMER NAME	S A L E D O L L A R S	% CURR YEAR PRIOR YEAR INCREASE	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
KAISER REFRACTORIES	11	100.00-	EXP/VERM PERLITE	GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
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-		
SO MILWAUKEE LIME & CEMENT	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-		
GEARE 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-		

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

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 PRODD 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-

JOHNSON 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 WORMAS 2 100.00-

UNDER 10,000

CUSTOMER NAME	% AT F DOLLARS	% CURR YEAR PRIOR YEAR INCREASE	PRODUCT	GROUP	SALES DOLLAR	BREAK DOWN
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GERMAN GROS READY MIX INC			EXP/VERM PERLITE	GLASS FIBER TERRA-LITE	AG PROD	POLYSTYRENE ORE CONC
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CARL GRAHAM PAINT & CO						
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MAR J GREENHOUSE SUPPLIES						
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GREENVILLE LUMBER CO						
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GREYSTONE CONCRETE PROD						
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GROSS YOWELL LUMBER CO						
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GROVES FANCY FERN CO						
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GUARANTEED INSULATION CO						
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GURLEE MFG CO						
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GYPSON SERVICE CO						
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H & B MASONRY						
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H & D PLASTERING CO						
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H & R AUTO SUPPLY						
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HAFF & HOWARD INC						
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HALL CONCRETE PROD INC						
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FLORAL & DECORATOR SUPPLY						
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HAMPTON ELECTRIC CO						
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JOHN H HAMPSHIRE CO						
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HANCOCK COUNTY FARM CORP						
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THE HANNA PAINT MFG CO						
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HANDOVER SUPPLY CO INC						
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HARBISON WALKER REFRACT						
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HARBOR BEACH FLORIST						
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HARDWICK BLOCK & TILE CO						
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ZONOLITE LEADING CUSTOMER REPORT									
25,000 TO 49,999									
JUNE 30, 1969									
PAGE 4									
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	8 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	D R E C O N C
C B STAELENS CO	33,495	38,107	12.10-	31,724				1,771	
SHIELDS INC	32,520	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 WT 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	3,924	15,912			8,776	
WOOD PRODUCTS COMPANY	28,558	22,717	25.70	6,709	54	18,015		3,780	
ALLIANCE WHOLESALERS 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 WHOLESALERS 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	19.50-	24,503						
DAVIDSON SON INSULATION	23,739	9,904	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			17	4,996	6,249
S S KRESGE CO	22,261	4,101	442.80	21,191				1,070		
GEORGE LAMPARTER INC	22,024	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				35	9,762	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			151	4,725	9,754
DIEBOLD INC	19,740	14,304	38.00	19,342						398
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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	%	EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE	ORE CONC
LUMBERMANS SUPPLY CO	16,248	19,355	16.00-		8,569	212	4,533					2,934
ROOF DECK CONST & SUPPLY	15,996	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	679.30		15,075	81						463
WEST COAST INSULATIONCO	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 BLDRS SUPPLY CO	15,060	12,507	20.40									15,060
UNION ROOFING OF VIRGINIA	14,928	5,496	171.60		14,273	98						557
BROCK 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

ZONOLITE LEADING CUSTOMER REPORT										JUNE 30, 1969		PAGE 10	
10,000 TO 24,999													
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	
SOUTHERN INSULATION CO	11,333	7,322	54.70										11,333
JOHNS-MANVILLE CORP	11,218		100.00		90								11,128
CONSTRUCTION PLASTICS	11,205	21,322	47.40-		7,139								4,066
SPECIALTIES INC	11,137	4,444	150.60		10,904								233
JOHN D BRUSH INC	11,116	8,988	23.60		11,116								
MIDWEST LUMBER & SUPPLY	11,108	5,348	107.70		9,690		74						1,344
B M D CORP	11,059	8,534	29.50		2,305		8		8,513				233
MATERIAL SUPPLY CO	10,973	11,798	6.90-		5,609								5,364
TAUSCHER ROOF DECK CO	10,959	13,163	16.70-		10,135								824
DRYWALL SUPPLY CO	10,934	3,030	260.80		7,886		3,048						
ALLIED CONSTRUCTION SER	10,800		100.00		10,800								
WALDO BROS CO	10,785	4,000	169.60		6,383				4,402				
INLAND DISTRIBUTING CORP	10,629		100.00		7,898				2,731				
V-G SUPPLY CO	10,618	11,352	6.40-		630				9,988				
LOW TEMP INSULATION INC	10,587	1,193	787.40										10,587
HAMPSHIRE CHEMICAL CO	10,542	8,885	18.60						10,542				
MORGAN ROOF DECK CO	10,448	13,074	20.00-		10,448								
ROUNDS & PORTER CO	10,436	17,079	38.80-		10,436								
GENESSEE RESERVE SUPP CO	10,297	9,770	5.30		7,225				2,541				531
DIXIE WHSLE	10,276	3,912	162.60		3,120				7,156				
VICTOR H LEEBY CO	10,242	3,830	167.40		3,946		6,296						
SOUTHERN WHOLESALE LUMBER	10,235	9,760	4.80		7,899		531		780		7		1,018
WINDHAM LUMBER OC	10,233	4,860	110.50						10,233				
THERMAL ACOUSTICS CORP	10,231	15,386	33.50-		363				9,868				

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
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
FINLAM 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

ZONOLITE LEADING CUSTOMER REPORT										JUNE 30, 1969	PAGE 162		
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 O M MFG CO	36		100.00	36									
UNION HATCHERY	35	162	78.30-								35		

ZONOLITE LEADING CUSTOMER REPORT					JUNE 30, 1969	PAGE 176
UNDER 10,000						
CUSTOMER NAME	SALE DOLLARS	% INCREASE	PRODUCT GROUP	SALES DOLLAR	BREAKDOWN	
	CURR YEAR	PRIOR YEAR	EXP/VERM	PERLITE	GLASS FIBER TERRA-LITE	AG PROD POLYSTYRENE ORE CONC
U S GYPSUM CO	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-				

ZONOLITE LEADING CUSTOMER REPORT UNDER 10,000					JUNE 30, 1969	PAGE 177
CUSTOMER NAME	S A L E D O L L A R S	% CURR YEAR PRIOR YEAR INCREASE	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	
H J ALBERT PLASTERING CO		3,853 100.00-	EXP/VERM PERLITE	GLASS FIBER TERRA-LITE	AG PROD POLYSTYRENE ORE CONC	
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-				
WHITSOM 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						
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2						

ZONOLITE LEADING CUSTOMER REPORT					JUNE 30, 1969	PAGE 179
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
GEORGIA PACIFIC CORP		2,679	100.00-			
FLA INSULATION CO TAMPA		2,651	100.00-			
AGWAY INC		2,579	100.00-			
NEGMER 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-			
SHIFT 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-			
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ZONDLITE LEADING CUSTOMER REPORT
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	

COSSITT CONCRETE PROD	459	100.00-
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CROSS SEED CO	459	100.00-
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BUILDING MATERIALS INC AK	455	100.00-
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F FROST GREENHOUSE	452	100.00-
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ALUMINUM CO OF AMERICA	450	100.00-
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MOOD & MOOD LBR CO	450	100.00-
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SMITH CORP	450	100.00-
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BUILDING MATERIALS INC	449	100.00-
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ROBERTS CASHWAY LUMBER	449	100.00-
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PENNINGTON GRAIN SEED	443	100.00-
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LEONARDS BRICK & CONCRETE	442	100.00-
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MERAMEC VALLEY BLOCK CO	442	100.00-
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C & S REFRIGERATION	440	100.00-
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HENLEY LUNDGREN	437	100.00-
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CENTRAL ACOUSTIC & INS	436	100.00-
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CLONGER BUICK OLDS CO	436	100.00-
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BURRELL CONS & SUPPLY CO	435	100.00-
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OWENS CORNING FIBERGLASS	435	100.00-
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SWINNIE SUPPLY CO	435	100.00-
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WAGONER BROS CO	435	100.00-
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ANNEEWAKEE FOUNDATION	433	100.00-
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FERRIS LUNSFORD	433	100.00-
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7 MASSARO BROTHERS	433	100.00-
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6 INDEPENDENT MATLS CO	429	100.00-
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ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

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

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-

FOMEUTO INTERNACIOUL 50 100.00-

RICHARD GONZALEZ 50 100.00-

NIELSEN PLASTERING CO 50 100.00-

PRIBIL DISPLAY 50 100.00-

WESTSIDE ADM & 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-

OMENS 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-

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