

PAGE 15

**PLAINTIFFS
EXHIBIT
USC-493**

WRG 05861

DECEMBER 31, 1968 PAGE 16

PAGE 16

WRG 05862

ZONOLITE LEADING CUSTOMER REPORT
10,000 TO 24,999

DECEMBER 31, 1968

PAGE 17

CUSTOMER NAME	S A L E D O L L A R S		% 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		
	CURR YEAR	PRIOR YEAR		EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE
AGRICO CHEMICAL CO	12,510							12,510	
BOYCE SUPPLY CO	12,497			7,904	702				3,891
U S GYPSUM CO	12,463								12,463
BUILDERS MATERIAL SUPPLY	12,451			7,958		3,051			1,442
MECAW INDUSTRIES	12,336			12,200					136
INTERSTATE BUILDING SPECL	12,298			12,298					
CLAREDON INC	12,130					9,781			2,349
H T CAMPBELL SONS CORP	12,120			9,953	2,167				
THE BOOMER CO	12,091			7,000	768	143			4,180
WESTERN FIREPROOFING CO	12,062			12,062					
ANTHONY BROS LUMBER & SUP	12,051			588	720	10,743			
WARREN WHOLESALE CO	11,903			10,126	1,774				3
KEYSTONE BUILDERS	11,831			11,719	112				
COOP RESERVE CUPPLY INC	11,825			11,563					262
KELLOGG WHLSE BLDG SUP IN	11,782			11,671					111
NEWLIN HARDWARE CO	11,774			2,515	944	6,574			1,741
CLIMATE CONTROL ISUL CO	11,770					11,770			
RIO GRANDE CO	11,701			10,965	127	58	1		550
D H MERRITT & SONS INC	11,673			10,453	975	103	142		
KISSAM BUILDERS SUP CO	11,656			6,835		2,391			2,430
JACKSON & SEQUINE INC	11,606			4,367	59				7,180
SMITH-KELLY SUP CO	11,520			10,997			523		
I T DEALERS SUP INCORP	11,455			11,260		180	15		
B F NELSON MFG CO	11,429								11,429

WRG 05863

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1968

PAGE 58

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
STITELY LUMBER CO INC	2,509			627		1,428			454	
W H PIPKORN CO	2,504			2,191	222				91	
CORRIVEAU ROUTHIER	2,498			1,603	895					
A RASMUSSEN & SON INC	2,498						2,498			
CARL C BECK	2,497						2,497			
GLAIZE & BRO BUILDING MAT	2,495			1,968	527					
JOHN H HAMPSHIRE CO	2,495			1,527					968	
INLAND DISTRIBUTING CORP	2,494			2,494						
U S STEEL CORP	2,491			353					73	2,065
DIXIE CONCRETE PROD	2,487			2,487						
VALLEY BLOCK & SUPPLY	2,480								2,480	
CARTER & WINFIELD CO	2,477					2,477				
EAGLE LUMBER DEALERS	2,477			2,099	240	138				
HIPP-GREEN LUMBER CO	2,476								2,476	
CHARLES X MILLER INC	2,476			2,476						
BARNETT LBR CO	2,475			1,070		1,405				
SOUTHERN MILL CREEK PROD	2,474						2,204	270		
BEST BLOCK CO	2,470			427					2,043	
ETZKERN LUMBER CO	2,462			260		2,174			28	
EASTERN DISTRIBUTING CO	2,460			2,460						
SHELTON W GREEN CO M INC	2,460								2,460	
THERMO PROD CO	2,454			2,454						
SWIFT CO	2,450							2,450		
MUTUAL SUPPLY CO	2,448								2,448	

WRG 05865

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1968

PAGE 60

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		EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE	ORE CONC	
S E BENNETT SUPPLY	2,368			2,368							
BLDG SPECIALTY	2,368			2,368							
WILMINGTON GRAIN MATERIAL	2,367			2,367							
CHINGOS & SONS	2,366						2,366				
S B VANLANDINGHAM CONSTR	2,364								2,364		
CAUSEWAY LUMBER CO	2,362			272	18	1,934			138		
STD BLOCK & SUPPLY CO	2,361			1,099					1,262		
GALLANT LUMBER CO	2,360			2,360							
JAMES C GOFF	2,355			2,355							
NEAL-OBRIEN BLDG & MATL	2,352			1,096		487			769		
RED OWL STORES INC	2,351			2,351							
BATON ROUGE SUPPLY CO	2,350			1,387		963					
MARY CARTER PAINT CO	2,350				2,350						
EAST SIDE LUMBERYARD S	2,350			2,267		17			66		
DIGHAM INSULATION CO	2,349								2,349		
GEO E JANSEN CONST CO	2,348								2,348		
COUCH READY MIX	2,345			2,345							
EAGLE ASBESTOS & PACKING	2,342			7		2,335					
DISCOUNT LUMBER INC	2,336			464		1,872					
SPECIALTY CONST PROD CO	2,336			270					2,066		
ZANKLE SALES INC	2,321			1,268	1,053						
FLINTKOTE CO OF CANADA	2,320			2,320							
CLEVINGER CO INC	2,310								2,310		
A P GREEN FIREBRICK CO	2,310			2,310							

WRG 05866

PAGE 62

WRG 05867

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1968

PAGE 91

CUSTOMER NAME	SALE DOLLARS		%	PRODUCT GROUP				SALES DOLLAR BREAKDOWN		
	CURR YEAR	PRIOR YEAR		EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE	ORE CONC
LAMBERT MANUF CO INC	1,108			1,108						
ARLANS DEPT STORE	1,104			1,104						
CLARK ROOFING CO	1,100					1,100				
HODGE WARREN & ZIMMERMAN	1,100			1,100						
JABUL ENTERPRISES	1,100			1,100						
WEST INDIAN PRODUCTS CORP	1,100					1,100				
SCIOTO BUILDING UNITS	1,097								1,097	
BLACK LUMBER CO INC	1,096			1,073		23				
SHERWIN WILLIAMS	1,096							1,096		
GULF COAST BLD MAT INC	1,093			1,093						
CLARK ASBESTOS CO	1,092								1,092	
THE GLIDDEN CO	1,092			429	663					
J L HUGHS CO	1,089			906	183					
CATAWBA DUNBRICK CO INC	1,088			1,088						
FAYETTEVILLE INSULATION C	1,088			1,088						
TAYLOR MANUFACTURING CO	1,088			1,088						
FRIMEL & TRENTMAN LBE CO	1,085					1,085				
FERRIS LUNSFORD	1,085					1,085				
RADACHI PLASTERING CO	1,084			925	29	130				
H J MUNNERLYN INC	1,083			910		173				
S I P INC	1,083			1,083						
HUDSON BUILDING SUPPLY	1,082					1,082				
7 HUEGEN LUMBER CO	1,081			21		765			295	
6 SWANSON BROS CO	1,081			968	113					
5										
4										
3										
2										

WRG 05868

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1968

PAGE 113

CUSTOMER NAME	SALE DOLLARS		%	PRODUCT GROUP		SALES DOLLAR BREAKDOWN			
	CURR YEAR	PRIOR YEAR		EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE
CONTINENTAL BLOCK CO	700			700					
FRACKELTON CINDER BLOCK	700			700					
T N HORNBUCKEL CO	700						700		
T & W BLOCK INC	700			700					
VIRGINIA SUPREME	700			700					
ALLIED SERVICES INC	699								699
SWEET CANTERBURY	699			16			683		
SEEDKEM INC	698						698		
SUNBERG PAINT CO	698			681	17				
DORAVILLE ALUMINUM CO	697								697
ANDREWS LUMBER & BLDG PRD	696					696			
EAGLE LUMBER DEALERS	696			516	180				
HOSEA JOHNSON BLDG MAT	695					695			
R & R IND SPLY CO	693								693
SOEASTERN ROOFING & INSTAL	691								691
BROWARD MARBLE CO	690				690				
CHEMROCK CORP	690				690				
GOODGAME WELDING CO	690								690
STAPLES SEED & FUEL CO	690						690		
WAMPLER CONSTRUCTION CO	690			690					
KING BRICK & PIPE CO	689			689					
REPUBLIC STEEL CORP	689			689					
RIVERA DUMENICH CONSTR	688			688					
CADWELL & JONES INC	687						687		

WRG 05869

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1968

PAGE 129

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
J T HICKES COAL & LUMBER	484					484		
REPUBLIC STEEL CORP	483		483					
JACKSON SUPPLY CO	482					482		
WEATHER SEAL CONTR	482		482					
BARTLET ASBESTOS & CORK	481							481
HARRELL CONCRETE PROD INC	481							481
JOHN MANSVILLE SALES CORP	481							481
R B BRUNEMAN & SONS INC	480		480					
GORBETT BROTHERS	480							480
KAY-DEE FEED CO	480					480		
ROBERTS BROS & CO	480		480					
CONSTRUCTION ENGINEERS	478				478			
HEDBERG & SONS CO	478		478					
GUN HILL BUILDERS	477			477				
AVISTON LUMBER & MATERIAL	476		476					
L L OLDS SEED CO	476					476		
GUILFORD BLD SUPP CO INC	474		214	244		16		
INTERSTATE BLDG MATLS	474		474					
PANA LUMBER CO	474				474			
REISTERTOWN LUMBER CO	474		140	334				
JAYNE BROTHERS	473		473					
PLANTERS SEED CO	473					473		
B E KLUTTZ LUMBER CO	472		472					
H G HASTINGS CO	471					471		

WRG 05870