

Zonolite
Leading Customer
Report
12/69 + 6/69

WRG 05765

PLAINTIFFS
EXHIBIT
WH-1033

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 25

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
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			2,062
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		13		64
MINNESOTA MINTGN &	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			5,803
CENTRAL HOME 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

DECEMBER 31, 1969

PAGE 45

CUSTOMER NAME	SALE DOLLARS			PRODUCT GROUP			SALES DOLLAR BREAKDOWN		
	CURR YEAR	PRIOR YEAR	INCREASE	EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE
OWENS CORNING SPLY & CONT	3,830	2,225	72.10						3,830
METAL STRUCTURES INC	3,828		100.00						3,828
BACHMANN&S	3,824	2,831	35.00				3,824		
EDGEWOOD PIPE & BLOCK	3,820	1,282	197.90	3,820					
THE DOLE VALVE 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 DISTRUBUTORS IN	3,756	2,631	42.70	2,015	906				835
CLIFFETS AUTO SERVICE	3,753		100.00						3,753

WRG 05767

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 99

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
BELCO 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
CRDN 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
BLDRS 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-	138	192		701		

WRG 05768

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 102

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
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 BLOG MATERIALS	977	1,221	19.90-	592			145		240
7 TRIANGLE BRICK CO	977		100.00	977					
6 N AMERICAN REFRACTORIES	976	316	208.80	976					

WRG 05769

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 136

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
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 JACOCKS 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				

WRG 05770

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 149

CUSTOMER NAME	SALE DOLLARS			PRODUCT GROUP			SALES DOLLAR BREAKDOWN		
	CURR YEAR	PRIOR YEAR	INCREASE	EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE
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					
WILLOUGHLY 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		128
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 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
WADE HAMPTON LANDSCAPING	358		100.00				358		

WRG 05771

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 165

CUSTOMER NAME	S A L E D O L L A R S			PRODUCT GROUP	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
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

WRG 05772

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 213

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
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						
LAKESIDE 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

WRG 05773

DECEMBER 31, 1969 PAGE 229

PAGE 229

WRG 05774

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 231

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
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-						
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

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 234

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
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-						
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-						

WRG 05776

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 236

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	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-								
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 CARBIDE 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		1,889	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 MILLIN CO		1,838	100.00-								
C R METAL PRODUCTS		1,831	100.00-								

WRG 0577

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 240

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 KUHN	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 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-							

WRG 05778

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 275

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
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-						
LEOBS 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 BLDRS SUP		135	100.00-						
ELRAY KOCKE SERVICE		135	100.00-						
FREEPORT MILLS "GOLF"		135	100.00-						
G F LEAGUE MFG CO		135	100.00-						

WRG 05779

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

DECEMBER 31, 1969

PAGE 300

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
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-							
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-							

WRG 05780

ZONOLITE LEADING CUSTOMER REPORT
25,000 TO 49,999

JUNE 30, 1969

PAGE 4

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	32,520	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 WA ROOFING CO	32,253	14,709	119.20	9,022	22	21,066			2,143
B E KING ASSOCIATES	31,620	1,499	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

WRG 05781

ZONOLITE LEADING CUSTOMER REPORT

JUNE 30, 1969

PAGE 6

10,000 TO 24,999

CUSTOMER NAME	SALES DOLLARS			% CURR YEAR PRIOR YEAR INCREASE	PRODUCT GROUP		SALES DOLLAR BREAKDOWN			
	EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE	ORE CONC			
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	4,996	17	6,249		
S S KRESGE CO	22,261	4,101	442.80	21,191		1,070				
GEORGE LAMPARTER INC	22,224	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		

WRG 05782

ZONOLITE LEADING CUSTOMER REPORT
10,000 TO 24,999

JUNE 30, 1969

PAGE 8

CUSTOMER NAME	SALES DOLLARS			PRODUCT GROUP			SALES DOLLAR BREAKDOWN		
	CURR YEAR	PRIOR YEAR	% INCREASE	EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE ORE CONC
LUMBERMANS SUPPLY CO	16,242	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 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
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

WRG 05783

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 21

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
			INCREASE						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	4,748	3,004	58.40				4,748		
BIG D DIVISION	4,742	7,570	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	4,715	4,675	.50	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

WRG 05784

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 27

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
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	1,283	172.70	3,500				
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				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	

WRG 05785

PAGE 3

WRG 05786

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 36

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
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 CELDTX 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

WRG 05787

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 51

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

WRG 05788

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 54

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
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 CONTRACTG & SUP	1,527	35	4262.80						1,527
GENERAL WHOLESALE B SUPP	1,517	2,240	32.20-	910		607			
SUPER VALUE STORES INC	1,515	1,426	6.20	1,515					
JIM BELSAN PLASTERING	1,514	876	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					

WRG 05789

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 56

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/VERN	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE ORE CONC
IMPERIAL NURSERIES	1,463	2,296	34.20-				1,463		
J B EURELL CO	1,461	2,229	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 BLDGS 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 WINGERDEN INTERNATL	1,444		100.00				1,444		
BERGER BROTHERS INC	1,440	1,899	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					
CLIFFETTS AUTO SERVICE	1,417		100.00						1,417
GERHOLD CONCRETE PROD CO	1,416	1,502	5.70-	910					506

WRG 05790

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 132

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
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			
SCHAEFERKOETTER	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	
HARBISON WALKER CO	166		100.00		100		66				
AUGUST ROBBEN 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	

WRG 05791

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 135

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	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 WOYER	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 WOYER	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					

WRG 05792

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 150

CUSTOMER NAME	SALES DOLLARS			% INCREASE	PRODUCT GROUP		SALES DOLLAR BREAKDOWN			
	CURR YEAR	PRIOR YEAR			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 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					

WRG 05793

ZONDLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 172

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
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 & 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		100.00						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					
BORN 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			

WRG 05794

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 175

CUSTOMER NAME	SALES DOLLARS		%	PRODUCT GROUP SALES DOLLAR BREAKDOWN				
	CURR YEAR	PRIOR YEAR		EXP/VERM	PEPLITE	GLASS FIBER	TERRA-LITE	AG PROD POLYSTYRENE ORE CONC
U S STEEL CORP	13,428	100.00-						
GROOMES CORPORATION	13,105	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-						

WRG 05795

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 176

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 ORE CONC
U S GYPSUM CO	5,789	100.00-							
CLAREDDON 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-							
7 YUKON LUMBER CO	3,970	100.00-							
6 TENNESSEE ZONOLITE CO	3,867	100.00-							

WRG 05796

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 177

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
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 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-								

WRG 05797

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 179

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
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 SPECCL	2,460	100.00-						
SWIFT CO	2,450	100.00-						
SUBURBAN HARDWARE CO	2,421	100.00-						
YANKEE DISTRIBUTORS 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 CORP	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-						
8 SHAW MINNKO	2,254	100.00-						

WRG 05798

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 184

CUSTOMER NAME	SALES DOLLARS		% INCREASE	PRODUCT GROUP SALES DOLLAR BREAKDOWN				
	CURR YEAR	PRIOR YEAR		EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD POLYSTYRENE ORE CONC
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	1,199	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-						
WINNSBORD BLDG SUPPLY CO	1,148	100.00-						
INDIANAPOLIS BRICKCRETE	1,147	100.00-						

WRG 05799

ZOMOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 223

CUSTOMER NAME	SALE DOLLARS	%	PRODUCT GROUP	SALES DOLLAR BREAKDOWN
	CURR YEAR	PRIOK 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-		
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-		
7 SUN COAST TILE CO	47	100.00-		
6 JOSEPH L CAVENDER	46	100.00-		

WRG 05800

ZOMOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 231

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	
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-

WRG 05801

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 233

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
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-						
SO 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-						
GEARE TILE INC			9	100.00-						
MARSHALL-WELLS PAINT INC			9	100.00-						
JOHN RICHARDSON			9	100.00-						
MR JACK CARROLLTON			8-	100.00-						
7 FRONTIER LUMBER CO			8-	100.00-						
6 WM COOPER & NEPHEWS			8	100.00-						

WRG 05802

ZONDLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 235

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
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-						
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-						

WRG 05803

PAGE 250

WRG 05804

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 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
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
7 W R GRACE & CO	27,345	20,830	31.20					27,345	
6 UNITED INSULATED STRUCT	26,926	8,865	203.70						26,926

5

4

3

2

WRG 05805

ZONOLITE LEADING CUSTOMER REPORT
10,000 TO 24,999

JUNE 30, 1969

PAGE 6

CUSTOMER NAME	SALE DOLLARS			% CURR YEAR PRIOR YEAR INCREASE	PRODUCT GROUP SALES				DOLLAR BREAKDOWN		
					EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE	ORE CONC
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	4,996		17		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		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		

WRG 05806

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		
	CURR YEAR	PRIOR YEAR	% INCREASE	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 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
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

WRG 05807

ZONOLITE LEADING CUSTOMER REPORT
10,000 TO 24,999

JUNE 30, 1969

PAGE 10

CUSTOMER NAME	S A L E D O L L A R S			% 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		
	C U R R Y E A R	P R I O R Y E A R				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			8,513	8		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				

WRG 05808

PAGE 20

WRG 05809

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30,1969

PAGE 27

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
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	1,283	172.70	3,500					
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				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
7 CROMER & CO	3,390	10,193	66.70-	3,390					
6 JOHNNY BALES SUPPLY CO	3,385	357	848.10				3,385		
5									
4									
3									
2									

WRG 05810

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 36

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
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					
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			
7 WICKES LUMBER DC	2,485	995	149.70						2,485
6 MURPHY CHEVROLET INC	2,484	900	176.00						2,484
5									
4									
3									
2									

WRG 03811

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 100

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
WELLSVILLE FIREBRICK CO	479			100.00	479						
HI CODE TRADING CORP	477	449		6.20	477						
FARMER SEED & NURSERY CO	477	243		96.20					477		
VALLEY LUMBER CORP	477	185		157.80	305		172				
C G KOEHL CONTRACTING INC	477			100.00	477						
ROANOKE SASH & DOOR CO	477			100.00						477	
REYNOLDS BROS SUPPLY CO	475			100.00	445		30				
W R GRACE & CO	475			100.00					475		
HOME MART BLDG CENTER INC	473			100.00						473	
VARNER S CEILING CO	472			100.00			472				
KNIGHT MERCANTILE CO	470	502		6.30-	407					63	
DIXIE LUMBER CO	470	201		133.80			470				
BURR PLASTERING CO	470			100.00	470						
THREEWIT-COOPER CEMENT CO	470			100.00	470						
CANNON BLDG MATERIAL	469	932		49.60-					469		
MULHAIRS	469	335		40.00	114		355				
EAGLE ASBESTOS & PACKING	467	1,326		64.70-					467		
CAROLINA INSULATION CO	466	676		31.00-				377		89	
JOHNSON LUMBER CO	466			100.00				466			
THOMASVILLE CONCRETE PROD	465	2,215		79.00-	465						
MILAM CONCRETE PRD CO	465	853		45.40-	465						
SPANGLER & SONS INC	465	384		21.00	465						
7 BEHRENS PAINT	465			100.00	35		430				
6 W C BRADLEY CO	465			100.00	465						
5											
4											
3											
2											

WRG 05812

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 132

CUSTOMER NAME	S A L E D O L L A R S			P R O D U C T	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
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	
SCHAEPERKOEETTER	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
HARBISON WALKER CO	166		100.00		100		66		
AUGUST ROBBEN 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
7 C M LONG CO	164	81	102.40						164
8 T P THOMAS PLASTIKRAFT	163	287	43.20-						163

WRG 05813

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 162

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 ORE CONC
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	

WRG 05814

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 175

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 ORE CONC
U S STEEL CORP	13,428	100.00-						
GROOMES CORPORATION	13,105	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-						

WRG 05815

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30,1969

PAGE 176

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	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 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-							
6 TENNESSEE ZONOLITE CO		3,867	100.00-							
5										
4										
3										
2										

WRG 05816

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		%	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
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-				
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							
4							
3							
2							

WRG 05817

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 179

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	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 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										

WRG 03818

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 196

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
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 MASSARD BROTHERS		433	100.00-							
6 INDEPENDENT MATLS CO		429	100.00-							
5										
4										
3										
2										

WRG 05819

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30,1969

PAGE 212

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	
KING BRICK & PIPE CO	145	100.00-									
C THAD MONTGOMERY & SONS	145	100.00-									
STAUFFER CHEMICAL	144-	100.00-									
CATALYST RESEARCH CORP	144	100.00-									
C L CANNON & SONS CO	143	100.00-									
JOHN H WITTE & SONS	143	100.00-									
CANTRELL LBR CO	142	100.00-									
BRAUN PAINT CO	141	100.00-									
MECKLEM BROTHERS	141	100.00-									
ITVENUS CONSTR CO	140	100.00-									
LEDOS MASONRY	140	100.00-									
PENN POWER CO	140	100.00-									
REISTERTOWN LUMBER CO	140	100.00-									
GENERAL REFRACTORIES	138	100.00-									
MANER BUILDERS SUPPLY CO	138	100.00-									
J C REYNOLDS CONTRACTORS	138	100.00-									
CHEROKEE INSULATION CO	137	100.00-									
INTERNATIONAL MINERALS &	137	100.00-									
G F LEAGUE MFG CO	135	100.00-									
HIGHLAND BUILDERS SUPPLY	135	100.00-									
LACHIN & MCCAUSLAND	135	100.00-									
DELAND SIMPSON LUMBER	135	100.00-									
7 THE T L SMITH CO	135	100.00-									
6 THOMAS LUMBER & HARDWARE	135	100.00-									
5											
4											
3											
2											

WRG 05820

ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

JUNE 30, 1969

PAGE 223

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	
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-								
CLEMSON UNIVERSITY		50	100.00-								
DAMIANOS & 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 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-								
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