

Zonolite
Loading Customer
Report
12/69 + 4/69

ZONOLITE LEADING CUSTOMER REPORT										DECEMBER 31, 1969	PAGE 25
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
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 BUEHLER 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	
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	
HOGE-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	
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	
CENTRAL HOME CO	8,037	6,240	28.70	7,309						728	
CHRIS FIELDER & CO	8,035	124	6379.80	8,035							

ZONOLITE LEADING CUSTOMER REPORT										DECEMBER 31, 1969	PAGE 45
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	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	
OWENS CORNING SPLY & CONT	3,830	2,225	72.10						3,830		
METAL STRUCTURES INC	3,828		100.00						3,828		
BACHMANNBS	3,824	2,831	35.00						3,824		
EDGEWOOD PIPE & BLOCK	3,820	1,282	197.90						3,820		
THE DOLE VALUE CO	3,817	4,612	17.20-						3,817		
KILBOURN CHEMICAL CO	3,811	2,620	45.40						1,313	2,498	
CENTURY REDI-MIX	3,808		100.00						411	3,397	
KOPPS CO INC	3,806	2,943	29.30						3,806		
CROMER & CO	3,801	14,371	73.50-						3,801		
LUMBERMENS SERVICE	3,799		100.00						2,295	1,504	
CAROLINA BLOCK CO	3,795	1,588	138.90						3,795		
SPARTAN INSULATING CO	3,782		100.00						713	3,069	
CENTRAL KY SUPPLY CO	3,781	3,543	6.70						3,781		
ELCO DISTRIBUTING CO	3,774	3,980	5.10-						2,403	1,371	
YOUNG RTOS & DALEY	3,771	1,180	219.50						2,253	1,518	
LAUDERDALE MARBLE & TILE	3,770	1,955	92.80						3,770		
J N JANSEN & SONS INSULA	3,768	2,740	37.50						487	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-						1,696	957	
WHOLESALE DISTRIBUTORS IN	3,756	2,631	42.70						2,015	906	
CLIFTS AUTO SERVICE	3,753		100.00							3,753	

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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
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
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
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

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

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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
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	92.40			465
RALPH CONSTRUCTION CO	465	214	117.20	465		
M C BRADLEY CO	465		100.00	465		

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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	A G P R O D P O L Y S T Y R E N E O R E C O N C
WALKER JAHAR 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		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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CUSTOMER NAME	S A L E	D O C U M E N T	P R O D U C T	G R O U P	S A L E S
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P V E R M	P E R L I T E
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 O 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
BERNICK LUMBER & SUPPLY	37		100.00		37
HECTOR READY MIX	37		100.00	37	
LAKEVIEW 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

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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
ASBESTOS & INSULATING CO	14,988	100.00-			
S S KRESGE CO	14,864	100.00-			
SHIFT CO AGRIC CHEM DIV	14,334	100.00-			
U S STEEL CORP	13,428	100.00-			
GROOMES CORPORATION	13,105	100.00-			
MINNKO METAL BLOC 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-

PEAKISBURG 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-

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
J D WHITTAKER INC	2,616	100.00-	EXP/VERM PERLITE	GLASS FIBER TERRA-LITE	AG PROD POLYSTYRENE ONE CONC
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 MADDAD & 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 LBR CO	2,427	100.00-			
JOHN H HAMPSHIRE CO	2,400	100.00-			
YANKEE DISTURBUTORS INC	2,400	100.00-			
E L STEBBING CO	2,388	100.00-			
MASS WHOLESALE INC	2,373	100.00-			
CHINGOS & SONS	2,366	100.00-			
RED OWL STORES INC	2,351	100.00-			
BATON ROUGE SUPPLY CO	2,350	100.00-			
EAST SIDE LUMBERYARD S	2,350	100.00-			
COUCH READY MIX	2,345	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
HALL WHLSE GREENHOUSES		2,020	100.00-						
KELSEY HAYES CO		2,012	100.00-						
MR FRANK MOULTS		2,000	100.00-						
DUKES LUMBER CO		1,996	100.00-						
FAIRVIEW GREENHOUSES		1,995	100.00-						
HOWE ENTERPRISES INC		1,995	100.00-						
FRYE BUILDING CO		1,990	100.00-						
OWENS CORNING FIBERGLASS		1,972	100.00-						
PLOTT & MCCOY		1,962	100.00-						
UNION CARRIDE CORP		1,960	100.00-						
HEARNE BLOCK CO		1,932	100.00-						
H P MULFORD CO		1,920	100.00-						
P P G INDUSTRIES		1,920	100.00-						
CITY LUMBER CO		1,913	100.00-						
WALTER COOLBAUGH P C		1,900	100.00-						
TWIN CITY BUILDERS INC		1,889	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 MILLING CO		1,838	100.00-						
C R METAL PRODUCTS		1,831	100.00-						

WRG 05777

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	8 K E A K D O M 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-			
FOWLER FLEMISTER CONC INC	1,335	100.00-			
DAVID WITHERSPOON INC	1,334	100.00-			
VIRGINIA-CAROLINA LUMBER	1,331	100.00-			
TRANSIT MIX CONCRETE CO	1,324	100.00-			
COMBINED PURCHASING SERV	1,318	100.00-			
LACROSSE LUMBER CO	1,314	100.00-			
EVERETTE BETTIS	1,312	100.00-			
BECKLEY KUHNS	1,305	100.00-			
EQUIPMENT RENTAL CORP	1,302	100.00-			
PETER HAND FOUNDATION INC	1,300	100.00-			
B M F CORP	1,298	100.00-			
NATL FLOORS & CEILINGS	1,297	100.00-			
BANNER ELK CONST CO	1,273	100.00-			
CHERAM SASH DOOR & LUMBER	1,270	100.00-			
THE RUBEROID CO	1,265	100.00-			
JOHNS-MANVILLE SALES CORP	1,255	100.00-			
FARM & GOLF COURSE SUP CO	1,250	100.00-			
WILLIAMS INSULATION CO	1,250	100.00-			
G BRUCE STRATTEN JR	1,247	100.00-			

CUSTOMER NAME SALE DOLLARS PRODUCT GROUP SALES DOLLAR BREAKDOWN
 CURR YEAR PRIOR YEAR INCREASE 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-							
PERHLASTIC PRODUCTS CO	15	100.00-							
PRODUCTS RESEARCH CO	15	100.00-							
BACHS BUILDING SUPPLY	14	100.00-							
CLARK ST FLORIST	14	100.00-							
CORRIGAN CO	14	100.00-							
F & C SUPPLY INC	14	100.00-							
GRANDVIEW FARMS	14	100.00-							
HOFFMAN & HOFFMAN INC	14	100.00-							
R J KELLY INC	14	100.00-							

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

C B STAELENS CO	33,495	38,107	12.10-	31,724				1,771
SHIELDS INC	32,523	3,767	763.20	32,191	329			
S E ROOF DECKS INC	32,412	51,070	36.50-	30,692	13			1,707
BANDY LIGHT WA ROOFING CO	32,253	14,709	119.20	9,022	22	21,066		2,143
B E KING ASSOCIATES	31,620	1,409	2144.10	31,620				
J W DELAHOUSAYE 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 &	30,102	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			166	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 WHOLESALEERS INC	28,434	28,845	1.40-	4,132		20,806		3,496
GIBBONS CO INC	28,322	16,893	67.60	8,904	136	16,624		2,658
SAVANNAH DRY WALL CO	28,296	21,529	31.40			28,296		
HARDWARE WHOLESALEERS INC	28,213	21,273	32.60	13,059		13,826		1,328
H C BUCHANAN CONCRETE CO	27,881	32,471	14.10-	25,458				2,423
W R GRACE & CO	27,345	20,830	31.20				27,345	
UNITED INSULATED STRUCT	26,926	8,865	203.70					26,926

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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	24,553	30,470	19.53-	24,503							
DAVIDSON SON INSULATION	23,729	9,934	139.60	181						23,558	
BONITZ INSULATION CO	23,260	8,560	171.70	5,383						17,877	
LIGHTWEIGHT CONCRETE CO	23,256	3,496	565.20	21,850						1,406	
U S STEEL CORP	23,243	4,027	477.10	2,354							20,889
A P GREEN REFRACTORIES CO	22,630	28,340	20.10-	22,630							
SEARS ROEBUCK & CO	22,454	9,482	136.80	21,705	618			113		18	
OHIO VALLEY SUPPLY CO	22,392	16,695	34.10	8,066	3,064	4,996		17		6,249	
S S KRESGE CO	22,261	4,101	442.80	21,191				1,070			
GEORGE LAMPARTER INC	22, 24	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		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 CURR YEAR	DOLLARS PRIOR YEAR	% INCREASE	PRODUCT EXP/VERM	GROUP PERLITE	SALES GLASS FIBER	DOLLARS TERRA-LITE	PRODUCT AG PROD	GROUP POLYSTYRENE	SALES ORE CONC
LUMBERMAN'S 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	579.30	15,075	81					463
WEST COAST INSULATION CO	15,165	681	2156.20	915		12,663				1,787
MERRYWEATHER FOAM LATEX	15,143	4,335	253.90							15,343
MAULDIN-BURNS CORP	15,136		100.00							15,136
CLEVELAND BLDG SUPPLY CO	15,060	12,507	20.40							15,060
UNION ROOFING OF VIRGINIA	14,328	5,496	171.60	14,273	95					557
BRICK WHITE COMPANY	14,351	12,633	15.10	14,551						
F R BOLGIANO & CO	14,533	8,185	77.50	188		12,995			1,350	
GARDEN & TURF SUPP	14,328	19,023	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	14,129	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 GELOTEX CORP	13,439	2,092	542.30						620	12,819
STRINGFELLOW SUPPLY CO	13,244	10,008	32.30	723		12,070				451

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CUSTOMER NAME	S A L E 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	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

HILL COAL & SUPPLY	4,904	3,991	59.60	445	2,848	1,611	
JOHNS MANVILLE CORP	4,901	1,186	113.20			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	345	1208.70		4,777		
R L GOULD CO	4,748	3,094	53.40		4,748		
BIG D DIVISION	4,742	7,579	37.40-	1,682		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	
OFALLON 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	2,918	65.50	3,790		876	
ST JOSEPH BLDGS SUPPLY	4,654		100.00	4,616		38	
W P COOK	4,650		100.00			4,650	
BRAND INDUSTRIAL SERVICES	4,649	1,481	213.90	1,774	1,754	844	277

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

MEYER MATERIAL CO	3,540	816	333.90	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	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 BRUS 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	67.60-	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					
	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

HERMAN-SIPE & CO	2,895	2,260	28.00	2,895						
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BHM BLDG MATERIALS INC	2,892	611	373.30							2,892
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STOECKER SEED COMPANY	2,892		100.00						2,892	
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ELIZABETH CITY BRICK CO	2,890		100.00	2,890						
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HECTOR TURF & GARDEN SUP	2,889	1,674	72.50						2,889	
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BYRUM SEED CO	2,881	2,105	36.80						2,881	
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MCGOWAN LUMBER CO	2,878	2,454	17.20	2,036				68		774
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OCONOMOWOC LUMBER SUPPLY	2,869	932	207.80	364			2,435			70
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VANDE VAART BRICK CO	2,864	3,497	18.10-	936	1,108					820
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MCARDLE SEED CO	2,862	1,396	104.70						2,862	
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MICHIGAN WHOLESALERS INC	2,859	7,526	62.00-	2,407						452
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THE TREATY CO	2,852		100.00							2,852
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DANVILLE LUMBER P MFG	2,846	1,360	109.20	1,340	123	1,383				
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J E JAMERSON &	2,843	2,385	19.20	1,360		1,483				
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FOSTER S INC	2,841	977	190.70						2,841	
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BIG G BLDG SUPPLY CO	2,832	1,871	51.30	744		2,088				
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STEWART-NATTINGER CONCR	2,831		100.00	2,430						401
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HILL FLORAL PRODS INC	2,828	3,186	11.20-						2,828	
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A P GREEN FIREBRICK CO	2,826		100.00	2,826						
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ALUMISEAL CORP	2,825	1,465	92.80							2,825
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MIAMI TILE TERRAZZO INC	2,824	3,814	25.90-		2,824					
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RYDER COMPANY	2,824	2,531	11.50							2,824
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LAKE WHOLESALERS INC	2,812	2,585	8.70	2,070	742					
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SUBURBAN BUILDERS SUPPLY	2,812		100.00	2,399						413
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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
L & E T PLASTERING	2,513	2,840	11.50-	2,513		41
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

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CUSTOMER NAME	S A L E	D I 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
BRANCH BROOK CO	1,640		100.00		1,640				
CREW BUILDERS SUPPLY CO	1,322	23.90			1,639				
S BRUCE PURDIE CO	1,421	15.20						1,638	
CLINTON NURSERY FL	1,638	34.30						1,638	
CHICAGO FIRE BRICK CO	1,637	46.20			1,637				
SMITH LUMBER CO	1,637	295.40			1,637				
VALLEY INSULATION CO	1,637	308.20			1,637				
BURDICKS SEED HOUSE	1,636	26.80-		12				1,624	
ARROW BUILDING CENTER	1,532	100.00						1,632	
E I DUPONT DE NEMOURS	1,632	100.00			1,632				
PITTEF FLORAL CO	1,630	4.30						1,630	
HUNTSVILLE BLDG MATERIAL	1,630	100.00		1,121		509			
KEYS INDUSTRIES INC	1,629	55.20-		1,285		344			
NEWRY CONCRETE PROD CO	1,628	268.30		1,571		57			
STRUNK LUMBER CO	1,627	25.60		360		847		420	
CALLAHAN GROCERY CO	1,627	1770.10		1,330				297	
FAYCO LUMBER & SUPPLY CO	1,622	.10-					1,622		
PARK MARINA	1,620	10.00-						1,620	
JOSEPH GAMBELL CO	1,620	100.00		1,620					
IOWA & ILLINOIS CONCRETE	1,620	100.00		1,620					
CRUMP LIME & CEMENT CO	1,614	28.40		1,578		36			
SHELLY EQUIPMENT CO	1,614	61.00						1,614	
BUILDING MATERIALS INC	1,609	65.50		886		723			
BREVARD LUMBER CO	1,608	91.40		1,560				48	

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UNDER 10,000									
CUSTOMER NAME	S A L E	D I 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
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	4.10-					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			607	
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		200	438.50					1,508
METROPOLITAN SPRAY	1,507		100.00	1,507					
SUPRO BLDG PROD CORP	1,506		1,641	8.20-	1,506				
WHOLESALE LUMBER CO	1,503		1,407	6.80	855				648
ULERY GREENHOUSE CO	1,503		502	199.40				1,503	
MERCK CHEMICAL DIVISION	1,500		993	51.00					1,500
C & S BANK BOAT CLUB	1,500		100.00						
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				

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

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C U S T O M E R S A L E D O L L A R S % P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N									
C U R R Y E A R P R I O R Y E A R I N C R E A S E E X P / V E R M P E R L I T E G L A S S F I B E R T E R R A - L I T E A G P R O D P O L Y S T Y R E N E O R E C O N C									
ELGRIN PAINT CO	152	95	60.00	152					
CHEMICAL SAMPLES CO	152	76	100.00	114				38	
ARCHDALE INSULATION	152		100.00	84			68		
W E BAKER & SON BLDG MAT	152		100.00						152
LONGWEAR PAINT INC	152		100.00					152	
INDEPENDENT LUMBER CO	151	402	62.40-					151	
J F PRUNIER & SONS	150	1,130	86.70-	150					
THE GILBERT & BENNETT	150	165	9.00-	150					
WELBORN INSULATION CO	150	66	127.20	150					
WESTINGHOUSE ELECTRIC COR	150	34	341.10	150					
MR PETER 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	

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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 K	Y E A R	P R I O 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 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			
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 S	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 S	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
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									8
CLAIRMONT DISPLAY CO	8	100.00										8
HOMETOWN INC	8	100.00	8									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
BOREN LUMBER CO	6	100.00										6
GENERAL PAINT & CHEMICAL	6	100.00										6
M F A COOP ASSOC	6	100.00										6
PITTSBURGH PLATE GLASS	6	100.00										6
WILLIAM H PORTER	6	100.00										6

CUSTOMER NAME	SALE DOLLARS CURR YEAR PRIOR YEAR INCREASE	%	PRODUCT GROUP EXP/VERM PEPLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
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U S STEEL CORP	13,428	100.00-	
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GROOMES CORPORATION	13,105	100.00-	
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U S GYPSUM CO	12,463	100.00-	
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RESERVE SUP CORP	11,175	100.00-	
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AGWAY INC	9,934	100.00-	
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FISCHER LIME & CEMENT CO	9,649	100.00-	
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FISCHER LIME & CEMENT CO	9,479	100.00-	
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MATERIAL DIST INC	9,339	100.00-	
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EAST SIDE LUMBERYARD SPLY	9,312	100.00-	
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KOPPERS CO INC	8,407	100.00-	
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GUY C LONG INC	7,875	100.00-	
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COST BROS INC	7,615	100.00-	
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VERMICULITE OF JAPAN LTD	7,436	100.00-	
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SEARS ROEBUCK & CO	7,367	100.00-	
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OSSEO CONCRETE CO	7,296	100.00-	
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AUSTIN CO	7,250	100.00-	
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EAGLE LUMBER DL SUPPLY	7,145	100.00-	
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MELPAR INC ACC PAYABLE	7,069	100.00-	
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HODGE-WARREN-ZIMMERMAN	7,005	100.00-	
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WHARTON SUPPLY CO	6,883	100.00-	
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ANNING JOHNSON INTERNATI	6,700	100.00-	
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KRADLE BUILDING SERVICE	6,275	100.00-	
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EAGLE LUMBER DEALERS	6,020	100.00-	
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ANTHONY BROS LUMBER & SUP	5,896	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/VEPM 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 TONER FERTILIZER C 4,860 100.00-

GABLE ROOFING CO INC 4,830 100.00-

REYNOLDS PLASTER&ROOF 4,622 100.00-

W E DOLL CO INC 4,591 100.00-

ARROW 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-

SHIFT & CO 4,123 100.00-

L&L SUPPLY COMPANY 4,088 100.00-

BIDDLE PURCHASING CO 4,076 100.00-

SPENCER E WHITE & SON 4,050 100.00-

7 YUKON LUMBER CO 3,970 100.00-

8 TENNESSEE ZONOLITE CO 3,867 100.00-

WRG 05796

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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	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

H J ALBERT PLASTERING CO	3,853	100.00-
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PATTERSON SHIP YARD	3,846	100.00-
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HOGG-WARREN-ZIMMERMANN CO	3,840	100.00-
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ASSOCIATED PEPPER GROWER	3,822	100.00-
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M R GRACE	3,748	100.00-
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PARKER FALLAS INSULATION	3,686	100.00-
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RICHARD CONTRACTORS	3,686	100.00-
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WHITSON INSULATION CO	3,673	100.00-
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MATERIAL DIST INC	3,651	100.00-
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GERHOLD CONCRETE	3,650	100.00-
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FORTIS SUPPLY CO	3,601	100.00-
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H S RAY	3,544	100.00-
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ANNING JOHNSON	3,492	100.00-
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FLA AGRICULTURAL CHEM CO	3,479	100.00-
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CULP BROS	3,454	100.00-
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BURKE LUMBER CO	3,422	100.00-
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CAPITOL VALLEY CONTRACTOR	3,399	100.00-
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GEO A CANTRICK CO	3,395	100.00-
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HINTON BUILDERS SUPPLY CO	3,370	100.00-
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TWIN VALLEY ALUM CO INC	3,346	100.00-
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KOST BROTHERS	3,335	100.00-
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THE CELOTEX CORP	3,292	100.00-
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PENINSULA DISTRIBUTORS	3,275	100.00-
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LOW TEMP INSULATIONS INC	3,253	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 ORE CONC

GEORGIA PACIFIC CORP	2,679	100.00-
FLA INSULATION CO TAMPA	2,651	100.00-
AGWAY INC	2,579	100.00-
MEGWER 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 DISTURUTORS 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-
LUCAS BLDG SUPPLY CO	2,267	100.00-
SHAW MINNKO	2,254	100.00-

WRG 05798

CUSTOMER NAME S A L E D O L L A R S % P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N
 CURR YEAR PRIOR YEAR INCREASE 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 BOURSENDIEN 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

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

WOODRUFF CONCRETE CO	54	100.00-
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AMERICAN LUMBER CO	52	100.00-
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HAROLD'S WHOLESALE SPLY	52	100.00-
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PIONEER LUMBER	52	100.00-
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R J THOMPSON	52	100.00-
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PITTSBURGH PAINT CENTER	51	100.00-
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POLYPLASTEX-UNITED INC	51	100.00-
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CLEMSON UNIVERSITY	50	100.00-
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DAMIANOS & PEDONE ARCHTS	50	100.00-
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FOWEUTO INTERIACIOL	50	100.00-
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RICHARD GONZALEZ	50	100.00-
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NIELSEN PLASTERING CO	50	100.00-
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PRIBIL DISPLAY	50	100.00-
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WESTSIDE ADW & BLDG SUPL	50	100.00-
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DIVERSIFIED SERVICE	49	100.00-
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HERMAN P GILDER	49	100.00-
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METRO GLASS CO	49	100.00-
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BROCK WHITE CO	48-	100.00-
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OWENS CORNING FIBERGLASS	48	100.00-
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TRIANGLE SERVICE CORP	48	100.00-
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CHURCH OF THE NAZARENE	47	100.00-
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EASTERN REFRACTORIES CO	47	100.00-
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SUN COAST TILE CO	47	100.00-
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JOSEPH L CAVENDER	46	100.00-
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WRG 05800

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
PHILLIPS FIBERS CORP	17	100.00-	EXP/VERM	PERLITE	GLASS FIBER TERRA-LITE	AG PROD POLYSTYRENE ORE CONC
CHRIS CRAFT	16-	100.00-				
ATLAS BLOCOK 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-				

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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

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 & CEMENT 10 100.00-

ATLANTIC CONCRETE CO 9 100.00-

BARCOCK & WILCOX 9 100.00-

BROWN INSULATION CO 9 100.00-

CITY ART MUSEUM 9 100.00-

GEGARE 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	SALE DOLLARS CURR YEAR PRIOR YEAR INCREASE	PRODUCT GROUP EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE DRE 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 LIFE & CEMENT	4- 100.00-	
ARTISITIC 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
SALES COL LARS
CURL YEAR PRIOR YEAR INCREASE
PRODUCT GROUP SALES COL LARS
EXP/VERM PERLITE AG PROD POLYSTYRENE ORE CONC

GORMAN CROS READY MIX INC

CARL GRAHAM PAINT & CO

MAR J GREENHOUSE SUPPLIES

GREENVILLE LUMBER CO

GREYSTONE CONCRETE PROD

GROSS YOWELL LUMBER CO

GROVES FANCY FERN CO

GUARANTEED INSULATION CO

GURLEE MFG CO

GYPSUM SERVICE CO

H & B MASONRY

H & D PLASTERING CO

H E R AUTO SUPPLY

HAFF & HOWARD INC

HALL CONCRETE PROD INC

FLORAL & DECORATOR SUPPLY

HAMPTON ELECTRIC CO

JOHN H HAMPSHIRE CO

HANCOCK COUNTY FARM CORP

THE HANNA PAINT MFG CO

HANOVER SUPPLY CO INC

HARBISON WALKER REFRACT

HARBOR BEACH FLORIST

HARDWICK BLOCK & TILE CO

ZONOLITE LEADING CUSTOMER REPORT										JUNE 30, 1969	PAGE 4
25,000 TO 49,999											
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						
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 DELAHOUSAYE 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			
LUBERMANS MERCHANISING 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			

ZONOLITE LEADING CUSTOMER REPORT										JUNE 30, 1969	PAGE 20
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	
EXCELL BUILDERS SUPPLY	5,122		100.00	4,945	177						
WARREN WHOLESALE CO	5,113	4,991	2.40	4,061	1,050			2			
KNIGHT LUMBER CO	5,063	2,458	105.90	1,209		3,854					
THOMPSON MATERIALS	5,061	3,957	27.80							5,061	
DAVENPORT FLEVATOR CO	5,061	2,892	75.00					5,061			
SMULLIAN BUILD SUP CO	5,059	4,327	16.90	1,489	272	3,293				5	
CUMBERLAND CEMENT SUPPLY	5,055	4,895	3.20	3,898	410					747	
RAZORBACK INSULATION CO	5,055	2,840	77.90			5,055					
I G HARMAN & SON INC	5,052	2,401	110.40					5,052			
JOHNS MANVILLE CO	5,050	3,378	49.40	104						4,946	
SAKRETE SALES INC	5,048	3,202	57.60	5,048							
BUCHAN SUPPLY CO	5,042	490	928.90	4,947						95	
JARD INSULATION CO	5,027	11,839	57.50-							5,027	
WHEELER BUILD SUPPLY CO	5,014	9,067	44.70-	240		4,774					
DALE GRAMPTON CO	5,011	2,257	122.00	5,011							
KRUSE HARDWARE	4,996	5,869	14.80-					4,996			
PLACHEE LUMBER CO	4,993	5,982	16.50-			4,993					
RO MAC LUMBER CO	4,986	2,897	72.10	3,882	843					261	
PAGE SEED CO	4,979	3,049	63.20					4,979			
GAR PROD ASSOC INC	4,959	1,230	303.10	2,160				2,799			
CENTRAL DEALERS SERVICE	4,958	2,595	91.00	3,669						1,289	
UNDERWOOD BLDGS SUPPLY CO	4,953	4,487	10.30	3,488	330			1,135			
INLAND DIST CO	4,929		100.00	2,243		2,686					
DYE BROS BLD MATERIALS	4,916	1,791	174.40	1,065		3,308				543	

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 EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC	B R E A K D O W N
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	
RDANOKE 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	
BEHRENS PAINT	465	100.00	35 430	
W C BRADLEY CO	465	100.00	465	

ZONOLITE LEADING CUSTOMER REPORT				JUNE 30, 1969	PAGE 175
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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
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 BRDS 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-			

ZONOLITE LEADING CUSTOMER REPORT					JUNE 30,1969	PAGE 176
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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
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-			
M E DOLL CO INC		4,591	100.00-			
ARROW BLDRS		4,582	100.00-			
ANNING JOHNSON CO		4,560	100.00-			
U S STEEL CORP		4,506	100.00-			
TEMPRITE PROD CORP		4,500	100.00-			
METAL BLDG ERECTION & SPL		4,173	100.00-			
SWIFT & CO		4,123	100.00-			
L&L SUPPLY COMPANY		4,088	100.00-			
BIDDLE PURCHASING CO		4,076	100.00-			
SPENCER E WHITE & SON		4,050	100.00-			
7 YUKON LUMBER CO		3,970	100.00-			
8 TENNESSEE ZONOLITE CO		3,867	100.00-			
5						
4						
3						
2						

ZONOLITE LEADING CUSTOMER REPORT					JUNE 30, 1969	PAGE 177
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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
H J ALBERT PLASTERING CO		3,853	100.00-			
PATTERSON SHIP YARD		3,846	100.00-			
HOGG-WARREN-ZIMMERMANN CO		3,840	100.00-			
ASSOCIATED PFISTER GROWER		3,822	100.00-			
W R GRACE		3,748	100.00-			
PARKER FALLAS INSULATION		3,686	100.00-			
RICHARD CONTRACTORS		3,686	100.00-			
WHITSON INSULATION CO		3,673	100.00-			
MATERIAL DIST INC		3,651	100.00-			
CERHOLD 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						

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	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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NEGWER 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 SPECL	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 BLOX INC	2,325	100.00-
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EMERSON CO	2,294	100.00-
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CRIBS 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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CUSTOMER NAME	SALE DOLLARS	% INCREASE	PRODUCT	GROUP	SALES DOLLAR	BREAKDOWN
	CURR YEAR	PRIOR YEAR	EXP/VERM	PERLITE	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-				
LEOBS 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						

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-
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AMERICAN LUMBER CO	52	100.00-
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HAROLDS WHOLESALE SPLY	52	100.00-
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PIONEER LUMBER	52	100.00-
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R J THOMPSON	52	100.00-
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PITTSBURGH PAINT CENTER	51	100.00-
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POLYPLASTEX-UNITED INC	51	100.00-
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CLEMSON UNIVERSITY	50	100.00-
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DAMIANOS & PEDONE ARCHTS	50	100.00-
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FOMEUTO INTERNACIOUL	50	100.00-
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RICHARD GONZALEZ	50	100.00-
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NIELSEN PLASTERING CO	50	100.00-
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PRIBIL DISPLAY	50	100.00-
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WESTSIDE ADM & BLDG SUPL	50	100.00-
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DIVERSIFIED SERVICE	49	100.00-
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HERMAN P GILDER	49	100.00-
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METRO GLASS CO	49	100.00-
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BROCK WHITE CO	48-	100.00-
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OWENS CORNING FIBERGLASS	48	100.00-
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TRIANGLE SERVICE CORP	48	100.00-
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CHURCH OF THE NAZARENE	47	100.00-
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EASTERN REFRACTORIES CO	47	100.00-
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SUN COAST TILE CO	47	100.00-
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JOSEPH L CAVENDER	46	100.00-
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