

NORTH AMERICAN REFRACTORIES COMPANY
CONSOLIDATED STATEMENT OF INCOME
(Dollar amounts in thousands)

	<u>Year ended December 31,</u>	
	<u>1994</u>	<u>1993</u>
Net sales	\$ 236,689	\$ 239,101
Cost of sales	<u>197,190</u>	<u>201,170</u>
	<u>39,499</u>	<u>37,931</u>
Operating expenses:		
Selling and warehousing	16,352	21,332
Research and engineering	4,179	3,851
General and administrative	10,003	11,629
Incentive plans	1,678	475
Restructuring (income) expense	<u>—</u>	<u>(176)</u>
	<u>32,212</u>	<u>37,111</u>
Income from operations	<u>7,287</u>	<u>820</u>
Other income (expense):		
Equity in earnings of affiliate	105	—
Interest expense	(4,231)	(4,774)
Other, net	<u>16</u>	<u>2,172</u>
	<u>(4,110)</u>	<u>(2,602)</u>
Income (loss) before minority interest, income taxes and cumulative effect of change in accounting principle	<u>3,177</u>	<u>(1,782)</u>
Minority interest	406	548
Income tax benefit (expense)	<u>(1,890)</u>	<u>66</u>
Income (loss) before cumulative effect of change in accounting principle	<u>1,693</u>	<u>(1,168)</u>
Cumulative effect on prior years of a change in accounting for income taxes	<u>—</u>	<u>1,894</u>
Net income	<u>\$ 1,693</u>	<u>\$ 726</u>

The accompanying notes are an integral part of the consolidated financial statements.

NORTH AMERICAN REFRACTORIES COMPANY

CONSOLIDATED BALANCE SHEET

(Dollar amounts in thousands)

	Assets	December 31,	
		1994	1993
Current Assets:			
Cash		\$ 2,554	\$ 412
Accounts receivable, net		47,786	39,706
Inventories		56,188	62,074
Other current assets		6,736	5,979
Deferred income taxes		<u>5,182</u>	<u>6,046</u>
Total current assets		<u>118,446</u>	<u>114,217</u>
Property, Plant and Equipment, at cost:			
Land and land improvements		4,313	4,682
Buildings and leasehold improvements		21,022	21,641
Machinery and equipment		64,730	64,483
Construction in progress		<u>2,487</u>	<u>2,541</u>
		92,552	93,347
Less - Accumulated depreciation		<u>(50,125)</u>	<u>(47,141)</u>
		42,427	46,206
Assets Held for Sale		2,349	1,932
Investment in Affiliate		2,168	--
Intangibles and Other Long-Term Assets		<u>3,744</u>	<u>4,059</u>
		<u>\$ 169,134</u>	<u>\$ 166,414</u>
<u>Liabilities and Shareholders' Equity</u>			
Current Liabilities:			
Revolving notes payable		\$ 15,000	\$ 23,363
Current portion of long-term debt		35,841	6,831
Accounts payable		22,268	18,540
Income taxes payable		10	97
Other accrued expenses		<u>18,255</u>	<u>18,938</u>
Total current liabilities		<u>91,374</u>	<u>67,769</u>
Long-Term Debt		15,064	35,874
Deferred Income Taxes		1,109	1,453
Other Long-Term Liabilities		10,404	8,057
Minority Interest		259	665
Shareholders' Equity:			
Common stock, no par value, 100,000 shares authorized; 61,065 and 64,143 issued and 57,474 and 63,239 shares outstanding at December 31, 1994 and 1993, respectively		21,238	23,901
Additional paid-in capital		11,425	11,425
Retained earnings		23,033	22,840
Cumulative foreign currency translation adjustment		<u>--</u>	<u>(106)</u>
		55,696	58,060
Less: Unearned compensation for restricted stock awards		--	(3,427)
Treasury shares, at cost; 3,591 shares and 904 shares at December 31, 1994 and 1993, respectively		(4,080)	(1,356)
Pension liability adjustment		<u>(692)</u>	<u>(681)</u>
		50,924	52,596
Contingent Liabilities		<u>--</u>	<u>--</u>
		<u>\$ 169,134</u>	<u>\$ 166,414</u>

The accompanying notes are an integral part of the financial statements.

(Dollar amounts in thousands)

	<u>Assets</u>	<u>December 31,</u>	
		<u>1993</u>	<u>1992</u>
Current Assets:			
Cash		\$ 412	\$ 482
Accounts receivable, net		39,706	44,008
Inventories		62,074	60,317
Prepays and other assets		5,979	5,616
Deferred income taxes		6,046	1,736
Total current assets		<u>114,217</u>	<u>112,159</u>
Property, Plant and Equipment, at cost:			
Land and land improvements		4,682	6,548
Buildings and leasehold improvements		21,641	19,839
Machinery and equipment		64,483	56,266
Construction in progress		<u>2,541</u>	<u>4,161</u>
		93,347	86,814
Less - Accumulated depreciation		<u>(47,141)</u>	<u>(41,258)</u>
		46,206	45,556
Assets Held for Sale		1,932	1,377
Intangibles and Other Long-Term Assets		<u>4,059</u>	<u>1,495</u>
		<u>\$ 166,414</u>	<u>\$ 160,587</u>
<u>Liabilities and Shareholders' Equity</u>			
Current Liabilities:			
Revolving notes payable		\$ 23,363	\$ 18,555
Current portion of long-term debt		6,831	831
Accounts payable		18,540	20,985
Income taxes payable		97	24
Other accrued expenses		<u>18,938</u>	<u>17,940</u>
Total current liabilities		<u>67,769</u>	<u>58,335</u>
Long-Term Debt		35,874	42,704
Deferred Income Taxes		1,453	216
Other Long-Term Liabilities		8,057	5,981
Minority Interest		665	1,213
Shareholders' Equity:			
Common stock, no par value, 100,000 shares authorized; 64,143 and 62,864 issued and 63,239 and 62,081 shares outstanding at December 31, 1993 and 1992, respectively		23,901	22,883
Additional paid-in capital		11,425	11,425
Retained earnings		22,840	22,114
Cumulative foreign currency translation adjustment		<u>(106)</u>	<u>99</u>
		58,060	56,521
Less: Unearned compensation for restricted stock awards		(3,427)	(2,865)
Treasury shares, at cost; 904 shares and 783 shares at December 31, 1993 and 1992, respectively		(1,356)	(1,174)
Pension liability adjustment		<u>(681)</u>	<u>(344)</u>
		52,596	52,138
Contingent Liabilities (Note 15)		<u>-</u>	<u>-</u>
		<u>\$ 166,414</u>	<u>\$ 160,587</u>

The accompanying notes are an integral part of the financial statements.

NORTH AMERICAN REFRACTORIES COMPANY
CONSOLIDATED STATEMENT OF INCOME
(Dollar amounts in thousands)

	<u>Year ended December 31,</u>	
	<u>1993</u>	<u>1992</u>
Net sales	\$ 239,101	\$ 242,681
Cost of sales	<u>200,566</u>	<u>195,042</u>
	<u>38,535</u>	<u>47,639</u>
Operating expenses:		
Selling and warehousing	21,332	18,360
Research and development	4,162	4,090
General and administrative	11,922	11,618
Incentive plans	475	1,450
Restructuring (income) expense (Note 7)	<u>(176)</u>	<u>1,451</u>
	<u>37,715</u>	<u>36,969</u>
Income from operations	<u>820</u>	<u>10,670</u>
Other income (expense):		
Interest expense	(4,774)	(4,856)
Other, net	<u>2,172</u>	<u>362</u>
	<u>(2,602)</u>	<u>(4,494)</u>
Income (loss) before minority interest, income taxes and cumulative effect of change in accounting principle	<u>(1,782)</u>	<u>6,176</u>
Minority interest	548	156
Income tax benefit (expense) (Note 11)	<u>66</u>	<u>(1,941)</u>
Income (loss) before cumulative effect of change in accounting principle	(1,168)	4,391
Cumulative effect on prior years of a change in accounting principle for income taxes	<u>1,894</u>	<u>--</u>
Net income	<u>\$ 726</u>	<u>\$ 4,391</u>

The accompanying notes are an integral part of the consolidated financial statements.

NORTH AMERICAN REFRACTORIES COMPANY
CONSOLIDATED STATEMENT OF OPERATIONS
(Dollar amounts in thousands)

	<u>Year ended December 31,</u>	
	<u>1991</u>	<u>1990</u>
Net sales	\$ 242,381	\$ 257,458
Cost of sales	<u>197,544</u> <u>44,837</u>	<u>208,213</u> <u>49,245</u>
Operating expenses:		
Selling and warehousing	18,787	17,490
Research and engineering	4,449	4,974
General and administrative	12,428	13,229
Restructuring charges (Note 6)	<u>7,608</u>	<u>1,978</u>
	<u>43,272</u>	<u>37,671</u>
Income from operations	<u>1,565</u>	<u>11,574</u>
Other (income) expense:		
Interest expense	5,912	5,753
Other, net	<u>718</u>	<u>(147)</u>
	<u>6,630</u>	<u>5,606</u>
Income (loss) before minority interest and income taxes	<u>(5,065)</u>	<u>5,968</u>
Minority Interest	(22)	—
Income tax expense (Note 9)	<u>889</u>	<u>1,402</u>
Net income (loss)	<u>\$ (5,932)</u>	<u>\$ 4,566</u>

The accompanying notes are an integral part of the consolidated financial statements.

CONSOLIDATED BALANCE SHEET
(Dollar amounts in thousands)

	<u>Assets</u>	<u>December 31,</u>	
		<u>1992</u>	<u>1991</u>
Current Assets:			
Cash		\$ 482	\$ 212
Accounts receivable, net		44,008	43,427
Inventories		60,317	59,139
Prepays and other assets		5,616	5,140
Deferred income taxes		1,736	2,725
Total current assets		<u>112,159</u>	<u>110,643</u>
Property, Plant and Equipment, at cost:			
Land and land improvements		6,548	7,597
Buildings and leasehold improvements		19,839	19,986
Machinery and equipment		56,266	53,123
Construction in progress		4,161	1,678
		<u>86,814</u>	<u>82,384</u>
Less - Accumulated depreciation		<u>(41,258)</u>	<u>(38,148)</u>
		45,556	44,236
Assets Held for Sale		1,377	-
Other Long-Term Assets		<u>1,495</u>	<u>757</u>
		<u>\$ 160,587</u>	<u>\$ 155,636</u>
<u>Liabilities and Shareholders' Equity</u>			
Current Liabilities:			
Revolving notes payable		\$ 18,555	\$ 14,822
Current portion of long-term debt		831	827
Accounts payable		20,985	18,524
Income taxes payable		24	392
Other accrued expenses		<u>17,940</u>	<u>17,866</u>
Total current liabilities		<u>58,335</u>	<u>52,431</u>
Long-Term Debt		42,704	44,535
Deferred Income Taxes		216	224
Other Long-Term Liabilities		5,981	6,266
Minority Interest		1,213	569
Shareholders' Equity:			
Common stock, no par value, 100,000 shares authorized; 62,864 and 60,625 issued and 62,081 and 60,552 shares outstanding at December 31, 1992 and 1991, respectively		22,883	20,964
Additional paid-in capital		11,425	11,425
Retained earnings		22,114	20,195
Cumulative foreign currency translation adjustment		<u>99</u>	<u>574</u>
		56,521	53,158
Less: Unearned compensation for restricted stock awards		(2,865)	(1,400)
Treasury shares, at cost, 783 shares and 73 shares at December 31, 1992 and 1991, respectively		(1,174)	(109)
Pension liability adjustment		<u>(344)</u>	<u>(38)</u>
Total shareholders' equity		<u>52,138</u>	<u>51,611</u>
Contingent Liabilities (Note 13)		<u>-</u>	<u>-</u>
		<u>\$ 160,587</u>	<u>\$ 155,636</u>

The accompanying notes are an integral part of the consolidated financial statements.

NORTH AMERICAN REFRACTORIES COMPANY
CONSOLIDATED STATEMENT OF OPERATIONS
(Dollar amounts in thousands)

	<u>Year ended December 31,</u>	
	<u>1992</u>	<u>1991</u>
Net sales	\$242,681	\$242,381
Cost of sales	<u>195,042</u> <u>47,639</u>	<u>197,544</u> <u>44,837</u>
Operating expenses:		
Selling and warehousing	18,360	18,787
Research and engineering	4,090	4,449
General and administrative	11,618	12,428
Incentive plans	1,450	-
Restructuring charges (Note 6)	<u>1,451</u>	<u>7,608</u>
	<u>36,969</u>	<u>43,272</u>
Income from operations	<u>10,670</u>	<u>1,565</u>
Other (income) expense:		
Interest expense	4,856	5,912
Other, net	<u>(362)</u>	<u>718</u>
	<u>4,494</u>	<u>6,630</u>
Income (loss) before minority interest and income taxes	<u>6,176</u>	<u>(5,065)</u>
Minority Interest	(156)	(22)
Income tax expense (Note 9)	<u>1,941</u>	<u>889</u>
Net income (loss)	<u>\$ 4,391</u>	<u>\$ (5,932)</u>

The accompanying notes are an integral part of the consolidated financial statements.

NORTH AMERICAN REFRACTORIES COMPANY
STATEMENT OF INCOME
(Dollar amounts in thousands)

	<u>Year ended December 31,</u>	
	<u>1990</u>	<u>1989</u>
Net sales	\$ 202,731	\$ 208,626
Cost of sales	<u>162,036</u> <u>40,695</u>	<u>167,364</u> <u>41,262</u>
Operating expenses:		
Selling and warehousing	13,856	13,021
Research and engineering	4,351	4,179
General and administrative	11,201	10,443
Restructuring charges	<u>—</u>	<u>1,851</u>
	<u>29,408</u>	<u>29,494</u>
Income from operations	<u>11,287</u>	<u>11,768</u>
Other (income) expense:		
Interest expense	4,620	6,093
Other, net	<u>(269)</u>	<u>898</u>
	<u>4,351</u>	<u>6,991</u>
Income before income taxes and change in method of accounting for income taxes	<u>6,936</u>	<u>4,777</u>
Income tax expense:		
Current	2,382	1,905
Deferred	<u>(1,037)</u>	<u>(1,047)</u>
	<u>1,345</u>	<u>858</u>
Income before change in method of accounting for income taxes	5,591	3,919
Effect of change in method of accounting for income taxes on prior years	<u>—</u>	<u>287</u>
Net income	\$ <u>5,591</u>	\$ <u>4,206</u>

The accompanying notes are an integral part of the financial statements.

NORTH AMERICAN REFRACTORIES COMPANY
CONSOLIDATED BALANCE SHEET
(amounts in thousands)

	<u>December 31,</u>	
<u>Assets</u>	<u>1991</u>	<u>1990</u>
Current Assets:		
Cash	\$ 212	\$ 406
Accounts receivable	43,427	37,782
Inventories	59,139	66,439
Prepays and other assets	5,140	4,081
Deferred income taxes	2,725	2,232
Total current assets	<u>110,643</u>	<u>110,940</u>
Property, Plant and Equipment, at cost:		
Land and land improvements	7,597	7,487
Buildings and leasehold improvements	19,409	19,845
Machinery and equipment	52,547	50,987
Construction in progress	1,678	1,887
	<u>81,231</u>	<u>80,206</u>
Less - Accumulated depreciation	<u>(36,995)</u>	<u>(32,432)</u>
	44,236	47,774
Other Long-Term Assets	757	422
Deferred Income Taxes	—	309
	<u>\$ 155,636</u>	<u>\$ 159,445</u>
 <u>Liabilities and Shareholders' Equity</u>		
Current Liabilities:		
Revolving notes payable	\$ 14,822	\$ 9,118
Current portion of long-term debt	6,827	6,366
Accounts payable	18,524	20,149
Income taxes payable	392	306
Other accrued expenses	23,045	18,759
Total current liabilities	<u>63,610</u>	<u>54,698</u>
Long-Term Debt	38,535	47,056
Deferred Income Taxes	224	211
Other Long-Term Liabilities	1,087	—
Minority Interest	569	—
Shareholders' Equity:		
Common stock, no par value, 100,000 shares authorized and 60,625 issued; 60,552 and 61,253 shares outstanding at December 31, 1991 and 1990, respectively	20,964	21,534
Additional paid-in capital	11,425	11,425
Retained earnings	20,195	26,127
Cumulative foreign currency translation adjustment	574	560
	<u>53,158</u>	<u>59,646</u>
Less: Unearned compensation for restricted stock awards	(1,400)	(1,970)
Treasury shares, at cost, 73 shares at December 31, 1991	(109)	—
Pension liability adjustment	(38)	(196)
Total shareholders' equity	<u>51,611</u>	<u>57,480</u>
Contingent Liabilities	<u>—</u>	<u>—</u>
	<u>\$ 155,636</u>	<u>\$ 159,445</u>

The accompanying notes are an integral part of the consolidated financial statements.

NORTH AMERICAN REFRACTORIES COMPANY

BALANCE SHEET

(Dollar amounts in thousands)

	<u>December 31.</u>	
	<u>1989</u>	<u>1988</u>
<u>Assets</u>		
Current Assets:		
Cash	\$ 209	\$ 431
Accounts receivable	24,201	25,497
Inventories	52,570	48,954
Prepaids and other assets	2,766	2,704
Deferred income taxes	1,516	-
Total current assets	<u>81,262</u>	<u>77,586</u>
Property, Plant and Equipment, at cost:		
Land and land improvements	6,359	6,119
Buildings and leasehold improvements	12,733	12,170
Machinery and equipment	29,220	27,030
Construction in progress	752	1,144
	<u>49,064</u>	<u>46,463</u>
Less - Accumulated depreciation	<u>(11,763)</u>	<u>(8,497)</u>
	37,301	37,966
Other Assets	-	325
	<u>\$118,563</u>	<u>\$115,877</u>
<u>Liabilities and Shareholders' Equity</u>		
Current Liabilities:		
Revolving notes payable	\$ 31,729	\$ 27,702
Current portion of long-term debt	1,800	2,125
Accounts payable	14,865	21,301
Income taxes payable	330	359
Other accrued expenses	13,086	9,136
Total current liabilities	<u>61,810</u>	<u>60,623</u>
Long-Term Debt	13,839	16,568
Deferred income taxes	222	-
Shareholders' Equity:		
Common stock, no par value, 100,000 shares authorized and 47,500 issued; 47,131 and 47,500 shares outstanding at December 31, 1989 and 1988, respectively	17,441	17,441
Additional paid-in capital	3,925	3,925
Retained earnings	21,078	16,872
Cumulative foreign currency translation adjustment	565	448
	<u>43,009</u>	<u>38,686</u>
Less - Treasury shares, at cost, 369 shares in 1989	<u>(317)</u>	<u>-</u>
Total shareholders' equity	42,692	38,686
Contingent liabilities	-	-
	<u>\$118,563</u>	<u>\$115,877</u>

The accompanying notes are an integral part of the financial statements.

NORTH AMERICAN REFRACTORIES COMPANY

STATEMENT OF INCOME

(Dollar amounts in thousands)

	<u>Year ended December 31,</u>	
	<u>1989</u>	<u>1988</u>
Net sales	\$208,626	\$206,232
Cost of sales	<u>167,364</u>	<u>163,092</u>
	<u>41,262</u>	<u>43,140</u>
Operating expenses:		
Selling and warehousing	13,021	12,494
Research and engineering	4,179	4,228
General and administrative	10,443	11,626
Restructuring charges	<u>1,851</u>	<u>-</u>
	<u>29,494</u>	<u>28,348</u>
Income from operations	<u>11,768</u>	<u>14,792</u>
Other expense:		
Interest	6,093	6,183
Other, net	<u>898</u>	<u>2,394</u>
	<u>6,991</u>	<u>8,577</u>
Income before income taxes, tax loss carryforward credit and change in method of accounting for income taxes	<u>4,777</u>	<u>6,215</u>
Income tax expense:		
Taxes payable	1,905	815
Deferred taxes	(1,047)	-
Tax effect of loss carry- forward credit	<u>-</u>	<u>592</u>
	<u>858</u>	<u>1,407</u>
Income before tax loss carry- forward credit and change in method of accounting for income taxes	3,919	4,808
Tax loss carryforward credit	-	592
Effect of change in method of accounting for income taxes on prior years	<u>287</u>	<u>-</u>
Net income	<u>\$ 4,206</u>	<u>\$ 5,400</u>

The accompanying notes are an integral part of the financial statements.

NORTH AMERICAN REFRACTORIES COMPANY

STATEMENT OF INCOME

(Dollar amounts in thousands
except per share amounts)

	Year ended December 31,	
	1988	1987
Net sales	\$206,232	\$177,581
Cost of sales	<u>163,092</u>	<u>139,326</u>
	<u>43,140</u>	<u>38,255</u>
Operating expenses:		
Selling and warehousing	12,494	11,215
Research and engineering	4,228	3,957
General and administrative	<u>11,626</u>	<u>8,056</u>
	<u>28,348</u>	<u>23,228</u>
Income from operations	<u>14,792</u>	<u>15,027</u>
Other (income) expense:		
Interest	6,183 ✓	6,016
Other, net	<u>2,394</u>	<u>(43)</u>
	<u>8,577</u>	<u>5,973</u>
Income before income taxes and tax loss carryforward credit	<u>6,215 ✓</u>	<u>9,054</u>
Income tax expense:		
Taxes payable	815	448
Tax effect of loss carry- forward credit	<u>592</u>	<u>1,058</u>
Income before tax loss carry- forward credit	4,808	7,548
Tax loss carryforward credit	<u>592</u>	<u>1,058</u>
Net income	<u>\$ 5,400</u>	<u>\$ 8,606</u>
Earnings per common share:		
Income before tax loss carry- forward credit	\$ 108.86	\$ 180.62
Tax loss carryforward credit	<u>13.40</u>	<u>28.25</u>
Net income	<u>\$ 122.26</u>	<u>\$ 208.87</u>

The accompanying notes are an integral part of the financial statements.

(Dollar amounts in thousands)

	December 31,	
	1988	1987
<u>Assets</u>		
Current Assets:		
Cash	\$ 431	\$ 363
Accounts receivable	25,497	26,776
Inventories	48,954	47,138
Prepays and other assets	2,704	2,017
Total current assets	<u>77,586</u>	<u>76,294</u>
Property, Plant and Equipment, at cost:		
Land and buildings	18,289	17,315
Machinery and equipment	27,030	20,801
Construction in progress	1,144	3,316
	<u>46,463</u>	<u>41,432</u>
Less - Accumulated depreciation	<u>8,497</u>	<u>5,312</u>
	37,966	36,120
Other Assets	<u>325</u>	<u>650</u>
	<u>\$115,877</u>	<u>\$113,064</u>
<u>Liabilities and Shareholders' Equity</u>		
Current Liabilities:		
✓Revolving notes payable	\$ 27,702 ✓	\$ 27,712
✓Current portion of long-term debt	2,125 ✓	2,152
Accounts payable	21,301	23,617
Income taxes payable	359	400
Other accrued expenses	9,136	8,707
Total current liabilities	<u>60,623</u>	<u>62,588</u>
✓Long-Term Debt	16,568 ✓	23,293
Shareholders' Equity:		
Redeemable preferred stock, \$50 par value, 337,500 shares authorized; 241,201 shares issued and outstanding at December 31, 1987	-	12,060
Common stock, no par value, 47,500 shares authorized; 47,500 and 37,500 shares issued and outstanding at December 31, 1988 and 1987, respectively	17,441	3,471
Additional paid-in capital	3,925	-
Retained earnings	16,872	11,472
Cumulative foreign currency translation adjustment	448	180
Total shareholders' equity	<u>38,686</u>	<u>27,183</u>
Contingent liabilities	<u>-</u>	<u>-</u>
	<u>\$115,877</u>	<u>\$113,064</u>

The accompanying notes are an integral part of the financial statements.

NORTH AMERICAN REFRACTORIES COMPANY

STATEMENT OF INCOME

(Dollar amounts in thousands
except per share amounts)

	<u>Year ended December 31,</u>	
	<u>1987</u>	<u>1986</u>
Net sales	\$176,732	\$140,267
Cost of sales	<u>139,326</u>	<u>107,812</u>
Gross profit	<u>37,406</u>	<u>32,455</u>
Operating expenses:		
Selling and warehousing	11,215	10,546
Research and engineering	3,957	3,565
General and administrative	<u>8,056</u>	<u>7,372</u>
	<u>23,228</u>	<u>21,483</u>
Operating profit	<u>14,178</u>	<u>10,972</u>
Other (income) expense:		
Interest	6,016	6,186
Other, net	<u>(892)</u>	<u>784</u>
	<u>5,124</u>	<u>6,970</u>
Income before income taxes and tax loss carryforward credit	9,054	4,002
Income tax expense:		
Taxes payable	448	400
Tax effect of loss carry- forward credit	<u>1,058</u>	<u>-</u>
Income before tax loss carry- forward credit	7,548	3,602
Tax loss carryforward credit	<u>1,058</u>	<u>-</u>
Net income	<u>\$ 8,606</u>	<u>\$ 3,602</u>
Earnings per common share:		
Income before tax loss carry- forward credit	\$ 180.62	\$ 80.39
Tax loss carryforward credit	<u>28.25</u>	<u>-</u>
Net income	<u>\$ 208.87</u>	<u>\$ 80.39</u>

The accompanying notes are an integral part of the financial statements.

BALANCE SHEET

(Dollar amounts in thousands)

	<u>December 31,</u>	
	<u>1987</u>	<u>1986</u>
<u>Assets</u>		
Current Assets:		
Cash	\$ 363	\$ 450
Accounts receivable	26,776	16,229
Inventories	47,138	38,058
Prepays and other assets	2,017	1,956
Total current assets	<u>76,294</u>	<u>56,693</u>
Property, Plant and Equipment:		
Land and buildings	17,315	17,301
Machinery and equipment	20,801	19,738
Construction in progress	3,316	447
	<u>41,432</u>	<u>37,486</u>
Less - Accumulated depreciation	5,312	2,503
	<u>36,120</u>	<u>34,983</u>
Other Assets	650	975
	<u>\$113,064</u>	<u>\$92,651</u>
<u>Liabilities and Shareholders' Equity</u>		
Current Liabilities:		
Revolving notes payable	\$ 27,712	\$19,245
Current portion of long-term debt	2,152	4,075
Accounts payable	23,617	17,278
Income taxes payable	400	400
Other accrued expenses	8,707	7,648
Total current liabilities	<u>62,588</u>	<u>48,646</u>
Long-term Debt	<u>23,293</u>	<u>25,627</u>
Shareholders' Equity:		
Redeemable preferred stock, \$50 par value, 337,500 shares authorized; 241,201 shares issued and outstanding	12,060	12,060
Common stock, no par value, 41,250 shares authorized; 37,500 and 37,198 shares issued and outstanding at December 31, 1987 and 1986, respectively	3,471	3,420
Retained earnings	11,472	2,866
Foreign currency translation adjustments	180	32
Total shareholders' equity	<u>27,183</u>	<u>18,378</u>
	<u>\$113,064</u>	<u>\$92,651</u>

The accompanying notes are an integral part of the financial statements.

<u>TAB</u>	<u>CONTENTS</u>	<u>POLICY PERIOD</u>
1.	Carrier: Aetna Casualty & Surety Co. Policy Type: Comprehensive Auto Comprehensive Liability Policy No.: 1AL 26219 SR(Y) Limits of Liability: \$300,000	1/1/63-1/1/66
2.	Carrier: Aetna Casualty & Surety Co. Policy Type: Comprehensive Liability Comprehensive Auto Policy No.: 65 A2 15226 SR(Y) Limits of Liability: \$300,000	1/1/66-7/1/66
3.	Carrier: Aetna Casualty & Surety Co. Policy Type: Comprehensive Auto Comprehensive Liability Policy No.: 65 AL 016550SR(Y) Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each person \$300,000 each accident \$300,000 aggregate products <u>Property Damage</u> \$100,000 each accident \$100,000 aggregate operations \$100,000 aggregate protective \$100,000 aggregate products \$100,000 aggregate contractual	7/1/66-7/1/69

<u>TAB</u>	<u>CONTENTS</u>	<u>POLICY PERIOD</u>
4.	Carrier: Aetna Casualty & Surety Co. Policy Type: Comprehensive General Liability Policy No.: 65 AL 017266SR(Y) Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each person \$300,000 each accident \$300,000 aggregate <u>Property Damage</u> \$100,000 each occurrence \$100,000 aggregate	7/1/69-7/1/72
5.	Carrier: Hartford Policy Type: Comprehensive General Liability Policy No.: 1-CA 48801E Limits of Liability: Unknown	7/1/72-7/1/74
6.	Carrier: Employers Insurance of Wausau Policy Type: Comprehensive General Liability Policy No.: 0525 00 086405 Limits of Liability: <u>Bodily Injury</u> \$300,000 each occurrence \$300,000 aggregate <u>Property Damage</u> \$100,000 each occurrence \$100,000 aggregate	7/1/74-7/1/75

<u>TAB</u>	<u>CONTENTS</u>	<u>POLICY PERIOD</u>
7.	Carrier: Employers Insurance of Wausau Policy Type: Comprehensive General Liability Policy No.: 0526 00 086405 Limits of Liability: <u>Bodily Injury</u> \$500,000 each occurrence. \$500,000 aggregate <u>Property Damage</u> \$500,000 each occurrence \$500,000 aggregate	7/1/75-7/1/76

EL/IND/P/4/88

<u>IAB</u>	<u>CONTENTS</u>	<u>POLICY PERIOD</u>
8.	Carrier: Employers Insurance of Wausau Policy Type: Comprehensive General Liability Policy No.: 0527 00 086405 Limits of Liability: <u>Bodily Injury</u> \$500,000 each occurrence \$500,000 aggregate <u>Property Damage</u> \$500,000 each occurrence \$500,000 aggregate	7/1/76-7/1/77
9.	Carrier: Employers Insurance of Wausau Policy Type: Comprehensive General Liability Policy No.: 0528 00 086405 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence \$1,000,000 aggregate <u>Property Damage</u> \$1,000,000 each occurrence \$1,000,000 aggregate	7/1/77-7/1/78
10.	Carrier: Employers Insurance of Wausau Policy Type: Comprehensive General Liability Policy No.: 0529 00 086405 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence \$1,000,000 aggregate <u>Property Damage</u> \$1,000,000 each occurrence \$1,000,000 aggregate	7/1/78-7/1/79

<u>TAB</u>	<u>CONTENTS</u>	<u>POLICY PERIOD</u>
11.	Carrier: Employers Insurance of Wausau Policy Type: Comprehensive General Liability Policy No.: 0520 00 092911 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence \$1,000,000 aggregate <u>Property Damage</u> \$1,000,000 each occurrence \$1,000,000 aggregate	7/1/79-7/1/80
12.	Carrier: Employers Insurance of Wausau Policy Type: Comprehensive General Liability Policy No.: 0521 00 092911 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence \$1,000,000 aggregate <u>Property Damage</u> \$1,000,000 each occurrence \$1,000,000 aggregate	7/1/80-7/1/81

<u>TAB</u>	<u>CONTENTS</u>	<u>POLICY PERIOD</u>
11.	Carrier: Travelers Indemnity Co. Policy Type: Comprehensive Liability Policy No.: TRL-NSL-137T930-5-81 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence <u>Property Damage</u> \$1,000,000 each occurrence <u>Bodily Injury/Property Damage</u> \$5,000,000 aggregate products & completed operations <u>Retention</u> \$750,000 any one occurrence	3/1/81-3/1/82
12.	Carrier: Travelers Indemnity Co. Policy Type: Comprehensive Liability Policy No.: TRL-NSL-137T930-5-82 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence <u>Property Damage</u> \$1,000,000 each occurrence <u>Bodily Injury/Property Damage</u> \$5,000,000 aggregate products & completed operations <u>Retention</u> \$750,000 any one occurrence	3/1/82-3/1/83

<u>TAB</u>	<u>CONTENTS</u>	<u>POLICY PERIOD</u>
13.	Carrier: Travelers Indemnity Co. Policy Type: Comprehensive Liability Policy No.: TRL-NSL-137T930-5-83 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence <u>Property Damage</u> \$1,000,000 each occurrence <u>Bodily Injury/Property Damage</u> \$5,000,000 aggregate products & completed operations <u>Retention</u> \$750,000 any one occurrence	3/1/83-3/1/84
14.	Carrier: Travelers Indemnity Co. Policy Type: Comprehensive Liability Policy No.: TRL-NSL-137T930-5-84 Limits of Liability: <u>Bodily Injury</u> \$1,000,000 each occurrence <u>Property Damage</u> \$1,000,000 each occurrence <u>Bodily Injury/Property Damage</u> \$5,000,000 aggregate products & completed operations <u>Retention</u> \$750,000 any one occurrence	3/1/84-3/1/85

TAB

CONTENTS

POLICY PERIOD

15.

Carrier:
Policy Type:
Policy No.:
Limits of
Liability:

Travelers Indemnity Co.
Comprehensive Liability
TRL-NSL-137T930-5-85

3/1/85-3/1/86

Bodily Injury
\$1,000,000 each occurrence

Property Damage
\$1,000,000 each occurrence

Bodily Injury/Property Damage
\$7,500,000 aggregate products &
completed operations

Deductibles

1. Pollution incident
Bodily Injury/Property Damage
\$750,000 each occurrence

2. Other than Pollution
Bodily Injury
\$750,000 each occurrence

Property Damage (+ 75% of net: 250K)
\$750,000 each occurrence

(937.54)

See CD

For Balance

Of

Documents