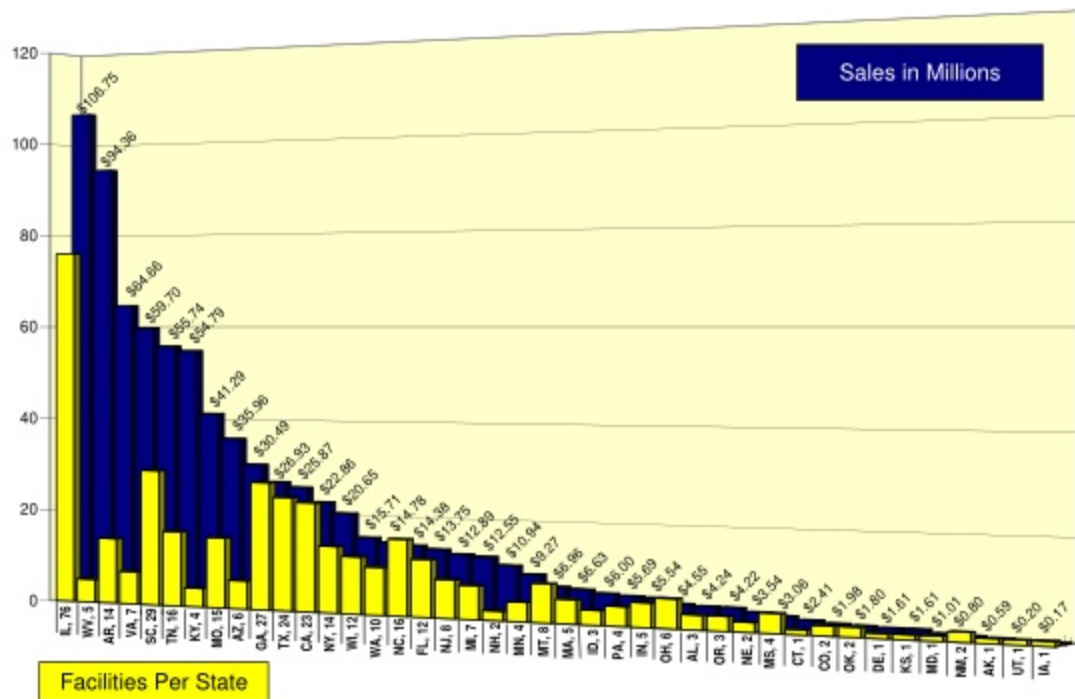


## Market Statistics



The concentration of facilities does not necessarily correlate with the potential size of the market for adhesives or lubricants. As illustrated by the above chart Illinois has the largest number of wood flooring manufacturers and produces the largest volume of wood flooring, but West Virginia is the second largest producer with only five very large manufacturers (one of which you already control from both lubrication and adhesive products). Compare West Virginia to its neighbor Ohio (27<sup>th</sup>) that has 6 Manufacturers but only 4.5 million in sales volume. To maximize sales and marketing efficiencies a careful plan will need to be developed using multiple avenues to aggressively go after the business.