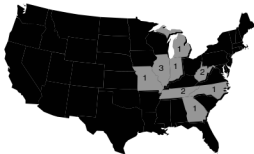


Current Customer Demographics



Typical Customer Profile (Excluding Appalachia and Duke Lumber)

Finished Product Sales: \$ 2.5 Million

Production: 4.5 Million Board Feet

Employee Count: 14

Log to Finish: 72%

Geographic Location

Manufacturing Locations: Upper Midwest

Sales Volume: Tennessee and West Virginia

Sales Coverage: Excellent Coverage through the Fort Wayne and Knoxville Offices

OBSERVATION: Current customers of the new adhesive can be easily serviced through your current sales reps. The members of your sale staff assigned to these accounts have longstanding relationships with both purchasing and production staff at each facility.

It is important to note that your customers consistently give very high marks to your sales team. 100% of respondents during our telephone interviews praised the personal service and quick response they now receive from your sales reps.
