

Distributor Highlight

GEORGE L. WILSON & CO., INC.



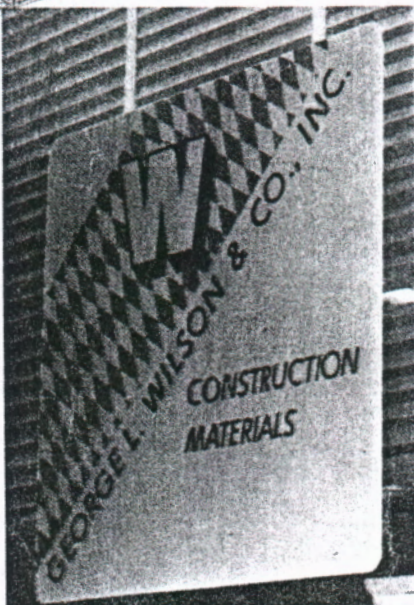
Located on the northern side of downtown Pittsburgh, George L. Wilson & Co., Inc. has been an active Tremco distributor since 1978. Besides carrying Tremco's full line of weatherproofing products, the company also handles a wide range of concrete construction materials such as chemicals, joint materials, flooring systems, epoxies, waterstops, plastics, etc.

Founded in 1941, George Wilson and his father set up shop in a 400 sq. foot warehouse. Nine years later, George and his brother-in-law, Herb Passoth, formed a partnership which has steadily grown into a successful distributor business. Today, the company has 16,000 sq. ft. of warehouse and office space. They cover a geographical area encompassing a 100-mile radius of Pittsburgh, (excluding Ohio) and including northern West Virginia and western Pennsylvania.

Being an established distributor in the Pittsburgh area for the past 47 years, George L. Wilson & Co. have secured a large and loyal following of customers. With their warehouse centrally located in the downtown area, customers and contractors find it very convenient to stop by and pick up whatever construction materials they need. Deliveries are also made daily with 3 trucks and a van available to take materials to customers.

George has these thoughts concerning the company's commitment to their customers, "We don't consider ourselves a grocery store supermarket where you go and buy products, pay for them and then leave. That is not our concept of being in business. We are dedicated to sharing technical knowledge with our customers and contributing to their success."

George continues with these comments, "We carry only quality products for our customers —

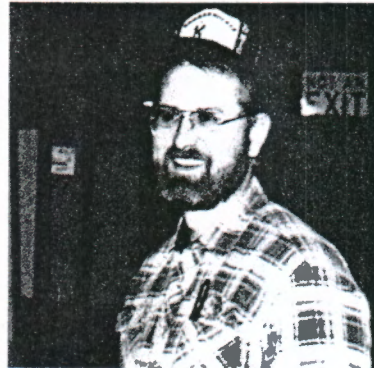


George Wilson and Herb Passoth have enjoyed a successful partnership over the past 35 years in the construction materials business.

Ed Krokosky, the new owner of George L. Wilson & Co., looks forward to continuing the success of the business as well as contributing to the entire construction industry.



Diane Slate and Cathy Zapf handle all the invoicing and billing for George L. Wilson & Co.

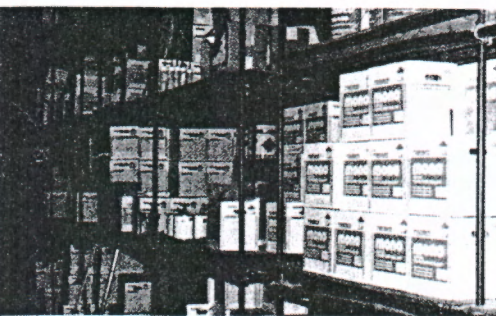


John Hickey and Bob Morrison, warehouse drivers, ensure that their customers get the products they want on time.



Come on you two, at least pretend you like each other --

That's the spirit!



George L. Wilson & Co. handles our full line of weather-proofing products -- knowing that their customers will have 'satisfaction guaranteed' with these quality materials.

Located near Three Rivers Stadium is the Vietnam War memorial -- the pride of Pittsburgh. George donated the necessary Dymeric and DYmonic sealant required to complete this memorial.



products that are accepted and respected by contractors and the entire construction industry. Therefore, Tremco's high quality weatherproofing sealants, caulks and tapes are the only division 7 and 8 lines we handle. In fact, the one Tremco job that I am most proud of is the recently dedicated Vietnam War Memorial in downtown Pittsburgh where we donated 30 units of DYmeric and 90 cartridges of DyMonic for all the caulking specifications."

Presently, the firm has 25 employees committed to the success of the business — 3 handling inside sales, 5 doing outside sales and 17 office and warehouse employees. Pat Adamski, Office Manager, has been with the company for 25 years and has this to say, "The success of our operation is largely due to the honesty and fairness George and Herb extend to their customers as well as to their employees. I was the first person hired by the two of them back in 1962 along with John Hickey, one of our warehouse drivers; the four of us worked together for 10 years before Wally and Doug joined as sales reps, and then Diane started, and they all have remained here since. The old cliché 'One big happy family' really describes the atmosphere within the offices of George L. Wilson & Co."

Being involved in various trade associations is very important to both George and Herb. They feel that this is a significant way for their company to contribute to the construction industry. George states, "Since we have made our living in this industry, we really do make a conscious effort to repay by supporting trade organizations for the benefit of the industry." As an example, the firm advertises in many trade publications, such as Associated Certification, Inc. (ACI), Associated Builders and Contractors (ABC) and The Construction Specifications Institute (CSI). These are organizations that they have been involved with for many years. George concludes, "Anything we learn and

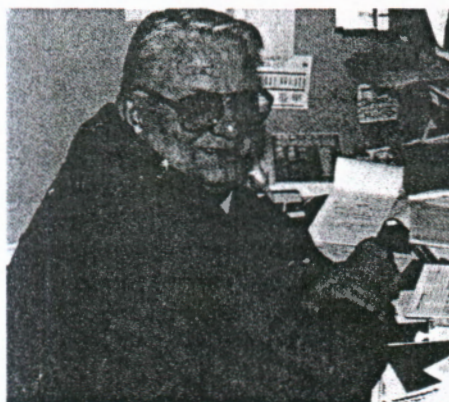
understand we want to share with the industry."

George and Herb have contributed much to the construction industry over the years, and they now are approaching retirement age. In fact, Herb has just retired to South Carolina as of the end of 1987. George, however, will continue on throughout 1988. With the partnership officially dissolved as of December 31, 1987, the company has been turned over to new owner Ed Krokosky. Owning and operating his own testing lab for construction materials for the past 8 years, Ed brings a wealth of construction building product knowledge and experience to the business.

Ed feels that the competitive edge for the future is in their technical knowledge. "Products today are continuing to change with new and different items being consistently introduced to the marketplace; we need to take advantage of some of these new performers. Learning their technical properties will enable us to effectively sell these construction materials. We want to build on a reputation of providing technical support to our customers, keeping them informed on all product capabilities based upon our own technical knowledge." With Ed's fine background, he will provide a good nucleus to achieve just that — technical expertise to keep customers happy and away from problem jobs.

1988 will be a transition year for George L. Wilson & Co. Ed will take on this new business endeavor along with continuing his present operations at Materials Engineering & Testing Co.; and George will slowly phase out of the business, retiring at the end of the year.

Having achieved success as an independent businessman, George makes these final comments, "There is no magical formula for starting your own business. It takes an awful lot of hard work, and a tremendous amount of long hours, commitment and self-denial."



Wally Baldinger is Vice President in charge of sales and has been with the company for 15 years. Greg Evans, Doug Marner, and Don Laurence are Sales Representatives for the George L. Wilson operation.



The warehouse counter of George L. Wilson & Co. is busy throughout the day with customers stopping by to pick up materials. Tom Leonard, Tremco's local representative, discusses business activity with Rick Trust and Tony Adamski.



Pat Adamski is the Office Manager and has dedicated 25 years of service to the organization.