

## Sensible. Sound. Solutions.









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## Supplement to 2019 Annual Report September 17, 2020

To provide more current financial information to our Shareholders and Employees, management is submitting the Company's unaudited summary financial operating information for the first six months of 2020 and comparable figures for the same period in 2019.

Net sales for the three months ended June 30, 2020 were \$3,799,328, compared to \$5,569,761 for 2019, a decrease of \$1,770,433. Net income for the three months ended June 30, 2019 was \$775,621, or \$2.15 per share, compared to net income of \$376,563, or \$1.04 per share, for the year earlier period.

Net sales for the six months ended June 30, 2020 were \$8,807,795, compared to \$10,459,107 for 2019, a decrease of \$1,651,312. Net income for the six months ended June 30, 2019 was \$922,886, or \$2.56 per share, versus net income of \$482,409, or \$1.34 per share, in 2019.

Unaudited comparative summarized operational information for the periods ended June 30, 2020 and 2019 are as follows:

	Three Months Ended June 30,				Six Months Ended June 30,			
	_	2020	_	2019		2020	_	2019
Net sales	\$	3,799,328	\$	5,569,761	\$	8,807,795	\$	10,459,107
Operating (loss) income	\$	(686,999)	\$	556,865	\$	(473,395)	\$	831,086
*Net income	\$	775,621	\$	376,563	\$	922,886	\$	482,409
Net income per common share	\$	2.15	\$	1.04	\$	2.56	\$	1.34
Weighted average								
common shares outstanding		361,019		360,619		361,019		360,619

\*On April 21, 2020 the Company was granted a loan (the "Loan") from PNC Bank, N.A. in the aggregate amount of \$1,526,700 (the "Loan Proceeds") pursuant to the Paycheck Protection Program under the federal CARES Act (the "PPP"). The Loan, which is evidenced by a Note issued by the Company, matures on April 21, 2022 and bears interest at a rate of 1% per annum, payable monthly commencing November 2020. The Note may be prepaid by the Company at any time prior to maturity with no prepayment penalties. Under the PPP, the Loan and accrued interest are forgivable after eight weeks, as long as the Company uses the Loan Proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll level. Management believes, with reasonable assurance, that its use of the Loan Proceeds have met the conditions of the PPP for forgiveness of the Loan. Accordingly, under International Accounting Standards ("IAS") 20, the Company recognized the Loan Proceeds as earnings for the corresponding expenses that were incurred during the three months ended June 30, 2020.

The summarized financial data above for the six month periods ended June 30, 2020 and 2019 are derived from unaudited financial information. The historical results are not necessarily indicative of the results of operations to be expected in the future. Results for the six months ended June 30, 2020 may not be indicative of the results for the full fiscal year or for any other future period. You should read the summary financial data together with the financial statements and related notes of the Company contained in the accompanying 2019 Annual Report.

## **Forward-Looking Statements**

Some statements in this supplement may be "forward-looking statements" for the purposes of the Private Securities Litigation Reform Act of 1995. In some cases, forward-looking statements can be identified by words such as "believe," "expect," "anticipate," "plan," "potential," "continue" or similar expressions. Such forward-looking statements are based upon current expectations and beliefs and are subject to a number of factors. These forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those indicated in the forward-looking statements, including but not limited to: events or conditions that affect the building and manufacturing industries in general and the Company in particular, such as general economic conditions, employment levels, the ongoing effects of the current pandemic, interest rates, inflation, costs of energy, weather, strikes, international unrest, terrorist acts and other factors; competitive, regulatory and market conditions, such as changes in choices regarding building materials by architects and builders and packing products by industrial firms; the performance of new products and the continued acceptance of current products in the marketplace; the execution of strategic initiatives and alliances; and other important factors disclosed previously and from time to time in the Company's Annual Report and accompanying material. Therefore, the reader is cautioned not to rely on these forward-looking statements. The Company disclaims any intent or obligation to update these forward-looking statements.