

## *VIDEO*

1) Fade up from black. Horizontal GRAPHIC transition element wipes into scene of loaded boom truck leaving center. ECU on logo. SNAP OUT to MWS from low angle.

2) GRAPHIC WIPE RIGHT into MS of Foster Duval in man-on-the-street style of interview (*can be shot on center site or downtown Chicago at company headquarters*). MANIPULATE still images of centers in side panel GRAPHIC.

3) GRAPHIC WIPE LEFT into MS of Mike Lorimer in man-on-the-street style of interview (*can be shot on center site or downtown Chicago at company headquarters*). MANIPULATE still images of centers in side panel GRAPHIC.

4) WIPE into opening title screen build. REVEAL L&W logo over moving background. Logo effects off to REVEAL show title screen:  
*Access L&W*

5) GRAPHIC WIPE into MWS of Kevin Corrigan on site at a new or recently renovated L&W center. Kevin walks into MS framing. SUPER:  
*Kevin Corrigan*  
*Vice President, Human Resources*  
Preview montage of scenes from various new and/or renovated L&W

## *AUDIO*

WHIZ SFX INTO LINGERING TONE UNDER VO MONTAGE. PERCUSSIVE BEAT SUPPORTS SOUND BITE.

KEVIN CORRIGAN (VO): “Coast to coast and everywhere between...L&W Supply is coming on strong!”

WHIZ SFX INTO SOUND BITE. SHORT MUSIC SEQUENCE SUPPORTS SOUND BITE FROM FOSTER.

FOSTER DUVAL (OC): “We acquired two new centers in March in Roanoke and Harrisonburg, Virginia.

WHIZ SFX INTO SOUND BITE. MUSIC SHIFTS TO NEW BEAT SEQUENCE TO SUPPORT MIKE’S SOUND BITE.

MIKE LORIMER (OC): “We closed a deal on May 11th to add a center in Las Vegas and two new locations in Phoenix.”

WHIZ SFX INTO LOGO AND TITLE SCREEN BUILD WITH OPENING MUSIC TRACK UP FULL TO SUPPORT.

WHIZ SFX INTO OC SOUND BITE. BEAT SHIFTS TO BUILDING TONES INTO ESCALATING FANFARE UNDER KEVIN.

KEVIN CORRIGAN (OC): Hi everybody, and welcome to *Access L&W*.

From Acquisitions and Renovations... to

## *VIDEO*

centers framed within side panel  
GRAPHIC.

6) GRAPHIC WIPE to MS of Jim at  
L&W/USG headquarters.

SUPER:

*Jim Metcalf*

*President & CEO*

7) GRAPHIC bar chart comparing  
1999 1st Quarter with 2000 1st  
Quarter sales and profit margins.

8) Shot of wallboard delivery on  
customer site.

9) Shot of customer at center sales  
counter ordering USG Interiors'  
ceiling products.

10) WS of Orlando facility with high  
activity level as trucks leave center  
with loads to deliver.

## *AUDIO*

Personal Achievements and Safety  
Performance...hold onto your seat, because  
we've got an information-packed show full of  
L&W highlights lined up for you! So, let's get  
this show on the road right now.

WHIZ SFX INTO OC SOUND BITE FROM JIM.  
PROGRESSIVE BEAT FADES UP UNDER  
JIM.

JIM METCALF (OC): Hello everyone...and  
welcome to our new centers in Roanoke,  
Harrisonburg, Las Vegas and Phoenix. We're  
glad to have you as part of our growing team.

Well, I'm sure it's no surprise to anyone that it's  
been a busy first half of the year.

Our first quarter 2000 results were outstanding!  
And, our second quarter projections are looking  
very promising, too.

Congratulations to everyone in the company.

JIM (VO): Thanks to your hard work, we  
outperformed our projected first quarter sales  
goal...and more than doubled our profit margin  
over 1999's first quarter results.

Once again, we scored big in wallboard and  
complementary product sales, with acoustical  
products surging 23% ahead of last year's first  
quarter stats.

In the spotlight, our new Orlando facility broke a  
company and center sales record by selling  
\$2.3 million dollars of building materials in  
March alone. Great job, Orlando!

***VIDEO***

***AUDIO***

11) MCU of Jim at headquarters.

SFX: APPLAUSE, WHISTLES, ETC.

JIM (OC): And, company-wide, I want to commend all 186 of our centers who responded to my safety challenge from the last *Access L&W* ...and worked without a single lost workday injury during the first quarter. Thanks for keeping safety top-of-mind...and for helping us achieve yet another L&W safety record.

The bar has been raised again. And, I'm confident we can continue our trends and do even better throughout the rest of the year.

12) GRAPHIC WIPE into ALT angle MS of Jim at headquarters.

WHIZ SFX TO MATCH WIPE TRANSITION. GAME SHOW MUSIC FADES UP UNDER JIM's QUESTION.

JIM (OC): Now, it's time for the *Access L&W Flashback Topic* of the day. See if you know the inside scoop on this background check.

13) FLASH CUT to reveal graphic background. BUILD HEADLINE: *L&W Flashback Topic*  
SUPER question:  
*Which center Manager was a former Minor League baseball player?*

- A. *Dave Thompson*
- B. *Lee Dunn*
- C. *Gary Huster*

KEY photo of each person in the GRAPHIC side panel next to his name.

14) MS of Jim at headquarters.

JIM (VO): Which L&W center Manager was a former Minor League baseball player before joining the L&W team?

Is it:

- A) Dave Thompson from Salt Lake City,
  - B) Lee Dunn from Augusta,
- or
- C) Gary Huster from Allentown.

JIM (OC): Each of these guys is an MVP all-star in his own right, but only one played Minor League ball. As our highlights unfold, you'll learn more about each center manager...and, I'll be back at the end of the show to reveal the

## *VIDEO*

15) GRAPHIC WIPE to MS of Kevin with center site backdrop.

16) GRAPHIC WIPE LEFT keeping side panel graphic on left frame. MS of Foster Duval appears center frame. MANIPULATE in photos from each Virginia site, followed by WS scene of Aliquippa plant and CU shots of acoustical products. SUPER: *Foster Duval*

*VP, Operations East*

17) GRAPHIC WIPE TO ALT angle MCU of Foster. CUT TO sequence of full frame photos from Grand Opening celebration against moving background. KEY in GRAPHIC side panel. SUPER: *April 4, 2000 Grand Opening Celebration*

18) Montage of scenes showing warehouse, stuff shed, office and center activity featuring some of the employees on staff.

## *AUDIO*

identity of the real former slugger. Kevin...

WHIZ SFX TO MATCH WIPE. NEW MUSIC BED WITH ACTIVE PERCUSSIVE BEAT BEGINS.

KEVIN (OC): Thanks, Jim. Let's hit the center highlights from around the country right now.

WHIZ SFX TO MATCH WIPE. NEW MUSIC BED WITH ACTIVE PERCUSSIVE BEAT BEGINS.

FOSTER (OC): Well, there's a lot of activity in the East, Kevin.

With our acquisition in Virginia in March, we've gained position to support USG's new Aliquippa plant...and to reestablish USG as the dominant wallboard supplier in the region. We've also gained the advantage of supplying acoustical products in a market where USG Interiors already enjoys the leading market share.

WHIZ SFX INTO SOUND BITE. MUSIC ABRUPTLY CHANGES TO TROPICAL BEAT.

FOSTER (OC): In April, we celebrated the Grand Opening of our new Orlando center with more than 500 customers, employees and guests in attendance.

FOSTER (VO): The Orlando facility is an 8-acre flagship showcase for the company with a 30,000 square foot warehouse...a 15,000 square foot stuff shed and a 5,000 square foot office. It's staffed with 48 hourly employees to serve the 2nd fastest growing market for both

## *VIDEO*

19) Montage continue showing fleet of boom truck, box truck and flatbed as well as adjacent rail access.

20) GRAPHIC WIPE to MCU of Curt Jenkins center frame in man-on-the-street style of interview with Orlando center backdrop. SUPER:  
*Curt Jenkins*  
*Orlando Hub Manager*

21) CUT TO footage of in store acoustical display area, insulation line in warehouse, and stucco products being loaded for customer delivery.

22) GRAPHIC WIPE TO MS of Foster.  
In side bar panel, MANIPULATE still images of centers in Kingsland, Jacksonville, Ocala, Kissimmee, Jupiter and Boca Raton.

## *AUDIO*

commercial and residential building in the United States.

To help meet the demand, we've added 5 new boom trucks, 1 box truck and 1 flatbed to our equipment capabilities to bring the total fleet to 25 delivery vehicles...and, we're ideally positioned on rail to serve local, regional and national builders.

Curt Jenkins manages the Orlando center.

WHIZ SFX TO MATCH WIPE TO CURT.  
TROPICAL BEAT FADES DOWN. NATURAL ENVIRONMENT SOUND UP UNDER CURT'S SOUND BITE.

CURT JENKINS (OC): "We worked with USG Interiors to analyze the market for acoustical products and lay out a business plan that included their products. We also expanded our insulation lines and got back into the stucco business. Since we moved into this location last November, we've already doubled the volume of business we handle across the board."

WHIZ SFX INTO SOUND BITE. MUSIC RESUMES IN ALTERNATE TROPICAL BEAT.

FOSTER (OC): Throughout Florida, we've incorporated a central hub approach to manage our business and to streamline productivity and efficiency. This innovative approach provides continuity for multi-market contractor support throughout the state. The Jacksonville, Orlando and Boca Raton hubs are spearheaded by our General Manager, Tim Mahaffey.

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23) GRAPHIC WIPE to MCU of Tim Mahaffey center frame in man-on-the-street style of interview with Orlando center backdrop. SUPER:

*Tim Mahaffey*  
*General Manager*

*Operations- FL East*

In side panel GRAPHIC, MANIPULATE one scene showing sales person in action, the other showing center employees at work.

24) GRAPHIC highlighting Orlando hub locations of Kissimmee, Ocala, Melbourne and Daytona/Holly Hill connecting to Orlando.

25) GRAPHIC WIPE to MS of Foster. In side panel GRAPHIC, MANIPULATE still images of renovations/build-outs in progress from sites in Miami, St. Augustine, Holly Hill, Melbourne and Port St. Lucie.

26) GRAPHIC WIPE to full frame montage of scenes showing Evans, Georgia facility.

27) GRAPHIC WIPE to MS of Lee Dunn with hint of baseball

## *AUDIO*

SFX TO MATCH WIPE INTO TIM. MUSIC FADES DOWN. NATURAL ENVIRONMENT SOUND UP UNDER TIM'S SOUND BITE.

TIM MAHAFFEY (OC): "What we've done is split operations management and sales management into two separate functions and teams to allow each team to concentrate on their specialties. And, the hub approach allows us to combine efforts from multiple centers...enabling us to move stock between centers on an as needed basis to ensure stock availability for our customers when and where they need it."

WHIZ SFX INTO FOSTER'S SOUND BITE. MUSIC RESUMES TROPICAL BEAT.

FOSTER (OC): As part of our Floridian strategic initiative, we're adding a second center in Miami...and expanding with new centers in St. Augustine and Daytona/Holly Hill. We're also renovating our Melbourne and Port St. Lucie facilities.

WHIZ SFX INTO SOUND BITE. MUSIC ABRUPTLY CHANGES TO A SOULFUL BLUEGRASS BEAT.

FOSTER (VO): In the Carolina's, we merged two centers from North Augusta, South Carolina last year into a new 24,000 square foot facility in Evans, Georgia, located in the center of Columbia County. Lee Dunn manages the center.

SFX TO MATCH WIPE INTO LEE. MUSIC FADES OUT. NATURAL ENVIRONMENT SOUND UP UNDER LEE'S SOUND BITE.

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memorabilia in background. SUPER:  
*Lee Dunn*  
*Evans Center Manager*  
In side panel GRAPHIC,  
MANIPULATE scenes of activities at  
the center. Show interaction with  
customer who gives sound bite  
interview.

28) Overview GRAPHIC of center  
design and flow of operations.

29) Full frame montage showing  
various WS and MWS angles of  
center.

30) GRAPHIC WIPE to MS of Foster  
full frame.

31) GRAPHIC WIPE to MS of Kevin  
full frame.

32) GRAPHIC WIPE to MS of Mike  
Lorimer full frame. SUPER:  
*Mike Lorimer*  
*VP Operations West*

## *AUDIO*

LEE DUNN (OC): “Columbia County is the 2nd  
fastest growing market in Georgia. By moving  
into the heart of the growth, we’ve increased  
our business by 15% in less than a year...and,  
we’ve been able to better serve leading  
customers, like Bonitz Contracting and DPS  
Finishes, as a result.”

LEE DUNN (VO): “The upscale, modern design  
and easy flow through access of this center has  
made a huge difference in the way we serve our  
customers. It’s been so successful for us, it’s  
become a prototype design for other L&W  
centers across the country.”

WHIZ SFX INTO FOSTER’S SOUND BITE.  
MUSIC ABRUPTLY CHANGES BACK TO  
ACTIVE PERCUSSIVE BEAT.

FOSTER (OC): Those are the hot topics in the  
East, this time around...Kevin.

WHIZ SFX TO MATCH WIPE TO KEVIN.  
MUSIC CHANGES TEMPO AGAIN.

KEVIN (OC): Alright. Thanks, Foster. Now,  
let’s hear what’s happening West of the  
Mississippi and in Chicago, Northern Indiana  
and Wisconsin.

WHIZ SFX TO MATCH WIPE TO MIKE. NEW  
PERCUSSIVE BEAT SETS PACE UNDER  
MIKE’ SOUND BITE.

MIKE (OC): Our recent acquisition in Las  
Vegas and Phoenix is the latest news we have  
to share...but, like the East...expansion,

## *VIDEO*

33) GRAPHIC WIPE into footage of renovation/expansion in progress.

SUPER: *Roselle, IL*  
in side panel GRAPHIC.

34) In the main frame FLASH CUT to OC sound bite from Rick Heller in man-on-the-street interview with center activity in the background.

SUPER: *Rick Heller*  
*Roselle CABS Manager*  
in side panel GRAPHIC.

CUT to various angles of center improvements.

35) GRAPHIC WIPE into footage/still photos from new Eau Claire center.

MANIPULATE images over background. SUPER:  
*Eau Claire, WI* in side panel.

36) GRAPHIC WIPE into California photos. MANIPULATE images over background. SUPER:  
*Sun Valley, CA* and *San Jose, CA* respectively in side panel.

Continue sequence with photos from Orange County center and new warehouse. SUPER:  
*Orange County, CA* in side panel.

37) GRAPHIC WIPE into photos from Redmond showing new office and warehouse, wallboard supply and

## *AUDIO*

renovation and consolidation is the name of the game in the Midwest and Western states. Here's a quick rundown on current events.

SFX TO MATCH WIPE INTO ROSELLE FOOTAGE.

MIKE (VO): At our Roselle CABS center, renovation and expansion is underway.

RICK HELLER (OC): "We've updated our showroom...added a 26,000 square foot warehouse...paved the lot and added parking to facilitate an increase in traffic flow and allow us to plan for the consolidation of our Wheaton CABS facility into Roselle in the near future."

WHIZ SFX TO MATCH WIPE INTO FOOTAGE.

MIKE (VO): In Eau Claire, Wisconsin, we've relocated our center to a 24,000 square foot facility on rail.

WHIZ SFX TO MATCH WIPE INTO PHOTOS.

MIKE (VO): On the West Coast, our Sun Valley and San Jose, California have been updated and renovations are completed.

And, in Orange County, California we've added a 16,000 square foot warehouse expansion to accommodate entry into the acoustical ceilings market.

WHIZ SFX TO MATCH WIPE INTO PHOTOS.

MIKE (VO): In Redmond, Washington, we've

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ceiling product displays.

38) GRAPHIC WIPE into photos from OKC showing variety of product lines displayed in showroom.

39) GRAPHIC WIPE into photos from Salt Lake City.

40) GRAPHIC WIPE into MS of Dave Thompson in man-on-the-street interview with center in the background. In side panel GRAPHIC, SUPER:  
*Dave Thompson*  
*Capital Building Materials Manager*

41) Shot of contractors resource room at SLC center showing contractors examining plans and spec printouts.

42) MS of Dave OC.

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combined two centers into one new office and warehouse location with comprehensive wallboard and ceiling product offerings.

WHIZ SFX TO MATCH WIPE INTO PHOTOS.

MIKE (VO): In Oklahoma City, our new center has allowed us to expand our product lines to provide better service to our Oklahoma customers.

WHIZ SFX TO MATCH WIPE INTO PHOTOS.

And, in the valley of Salt Lake City, our center Manager, Dave Thompson, has introduced a CD-ROM service that's attracting new contractors and helping us grow our business.

MUSIC FADES DOWN. WHIZ SFX INTO PHONE PATCH INTERVIEW WITH DAVE THOMPSON.

DAVE THOMPSON (OC): "McGraw Hill provides bid plans on CD-ROM through it's subsidiary, FW Dodge.

DAVE (VO): "We've set up a room for contractors to come in and look at the plans, review specification printouts and see when the jobs are being bid.

By providing this service to contractors, they don't have to make an additional trip to McGraw Hill's plan room, where they have to compete with HVAC and plumbing contractors for bid review and planning."

DAVE (OC): "We provide the service without charge, and it's become a competitive

## *VIDEO*

43) CUT TO scene showing center sales rep interacting with contractor.  
44) CUT TO shot of center truck leaving facility with load in tact. Center in the background.

45) GRAPHIC WIPE into MS of Mike Lorimer.

46) GRAPHIC WIPE into MCU of Kevin at center site.

Kevin takes a few steps. Camera PANS with him and frames him for side panel GRAPHIC. In side panel, DISSOLVE IN still image of Gary Huster. SUPER:

*Gary Huster*  
*Tristate Gypsum Manager*

47) FLASH CUT into still photos of the Allentown center.

48) Photo montage changes to reveal family photos/home video of Gary and his wife and their biological children. REVEAL photo of adopted child, Savannah Leigh...followed by photos of two foster children in Gary and Deborah's care.

## *AUDIO*

advantage for us because we're able to establish relationships with contractors...and, when it comes time to do business, they're more willing to purchase materials from us because we helped them out."

MUSIC RESUMES. WHIZ SFX TO MATCH WIPE INTO MIKE'S SOUND BITE.

MIKE LORIMER (OC): That's what's cookin' on the Western front, Kevin.

WHIZ SFX TO MATCH WIPE INTO KEVIN. NEW PERCUSSIVE BEAT BEGINS UNDER.

KEVIN (OC): Okay. Thanks, Mike. It sounds like our centers have found some innovative ways to accelerate business in their areas.

Well, you've had a chance to hear from two of our MVP's hear about their successes. Now, let's put the spotlight on our third MVP as well as some other employees in the news.

KEVIN (VO): As some of you may already know...Gary Huster is the center Manager at our Allentown facility where the center's landlord, Rick Reppert, is L&W's largest customer. But, that's not the only story Gary has to tell.

Since 1991, Gary and his wife, Deborah, and their four biological children have provided a foster home for neglected or abused children. In September of 1999, they adopted foster daughter, Savannah Leigh. And currently, they care for two additional foster children...one whom is stricken with a highly functional degree of autism.

## *VIDEO*

49) Photo of Gary being presented the \$2,500 award by USG Corporate...followed by photo of Salvation Army Foster Care Division in Allentown.

50) Photo of Gary, Deborah and their family including foster children.

51) GRAPHIC WIPE to MS of KEVIN. KEY photo of Melvin Edison over side panel GRAPHIC. SUPER:

*Melvin Edison*  
*Building Specialties*

52) EFFECT IN photos of Evert Gerritsen and Al Oliphant over side panel GRAPHIC. SUPER:

*Evert Gerritsen*  
*Stateline Drywall*

*Al Oliphant*  
*Thunderbird Building Materials*

53) CU of an issue of the *Access L&W Bulletin*.

54) GRAPHIC WIPE TO MWS of Kevin walking toward camera into MS framing.

## *AUDIO*

Recently, Gary was presented a \$2,500 dollar community service award by USG Corporate which he directed to the Salvation Army Foster Care Division in Allentown, Pennsylvania.

Congratulations, Gary, to you and your family... for your outstanding contribution to the community and to society!

WHIZ SFX TO MATCH WIPE INTO MIKE'S SOUND BITE.

KEVIN (OC): In Richmond, Virginia...Melvin Edison was commended by local police for his heroic efforts at the scene of traffic accident. Melvin was the first to arrive at the scene...and quickly reacted by distributing cones, caution tape and directing traffic until police arrived. Way to go, Melvin!

Other employees in news include Evert Gerritsen from our Antioch center for his community efforts as a volunteer 2nd Lt. Paramedic ...and, Al Oliphant from our Thunderbird Center for his volunteer work with "Guide Dogs for the Blind."

KEVIN (V0): You can read more about their stories in your *Access L&W Bulletin*.

WHIZ SFX TO MATCH WIPE BACK TO KEVIN.

NEW MUSIC TRACK BEGINS UNDER.

KEVIN (OC): Now, let's talk about something else that's extremely important: safety.

As you know, safety is a number one priority for

**VIDEO**

**AUDIO**

L&W...and, as Jim mentioned...we set a new record with 186 of our 193 centers working without a lost workday injury in the first quarter.

In addition, on the safety Honor Role, 110 of our centers have operated a minimum of 1,000 days without experiencing a lost workday incident.

Those are both fantastic safety achievements... and I congratulate all the centers who accomplished these safety milestones.

But, on the driver safety side of things, vehicle incidents resulting in property damages are on the rise.

In the next few months, we'll be intensifying our driver safety training courses across the country to rededicate awareness to safety on the road, in public settings and on job sites.

In the meantime, drivers please...let's be a little more careful out there...especially when backing up.

55) GRAPHIC WIPE to MS on Jim.  
PUSH in to MCU.

GAME SHOW PARODY MUSIC BEGINS.  
WHIZ SFX TO MATCH WIPE INTO JIM.

JIM METCALF (OC): Okay, you've heard and seen what makes our three center Managers MVP's on the job and in life. Now, let's see if you were able to guess which one was a minor league player before he joined the L&W team as a player and a leader.

Is it:

- A) Dave Thompson from Salt Lake City,
- B) Lee Dunn from Augusta,

56) FLASH CUT to reveal graphic background. BUILD HEADLINE:  
*L&W Flashback Topic*

## *VIDEO*

SUPER question:

*Which center Manager was a former Minor League baseball player?*

- A. *Dave Thompson*
- B. *Lee Dunn*
- C. *Gary Huster*

KEY photo of each person in the GRAPHIC side panel next to his name. HIGHLIGHT "B" and MANIPULATE Lee's photo to full screen.

57) MCU on Jim.

58) GRAPHIC WIPE to MS on Kevin. PUSH TO MCU.

59) Fade to black. Roll credits and copyright information. INSERT MORTISE box with a few out take bloopers playing in the box.

## *AUDIO*

or

C) Gary Huster from Allentown.

If your answer was B, Lee Dunn from our Evans, Georgia center...you are correct.

Lee played for \_\_\_\_ from \_\_\_\_ to \_\_\_\_\_. He's been a player on L&W's team since \_\_\_\_\_ and captain of our Augusta center since \_\_\_\_\_.

JIM (OC): Before we wrap up, I want to say thanks again for your hard work during the first half of this year. The market is still strong across the country...and L&W is ideally positioned to respond in a timely, efficient and productive manner when and where our customers need us.

Thanks for your commitment. Keep up the good work!

KEVIN (OC): Well, that's a wrap for this edition of *Access L&W*. As always, your ideas, feedback and participation are critical to helping us achieve our communication and business goals.

If you have questions or suggestions for us to consider as we produce future *Access L&W* shows and bulletins, please share your thoughts with your manager.

Until next time, thanks for watching *Access L&W*.

MUSIC UP.

*VIDEO*

*AUDIO*

Fade to black.

MUSIC DOWN AND OUT WITH FADE TO  
BLACK.