



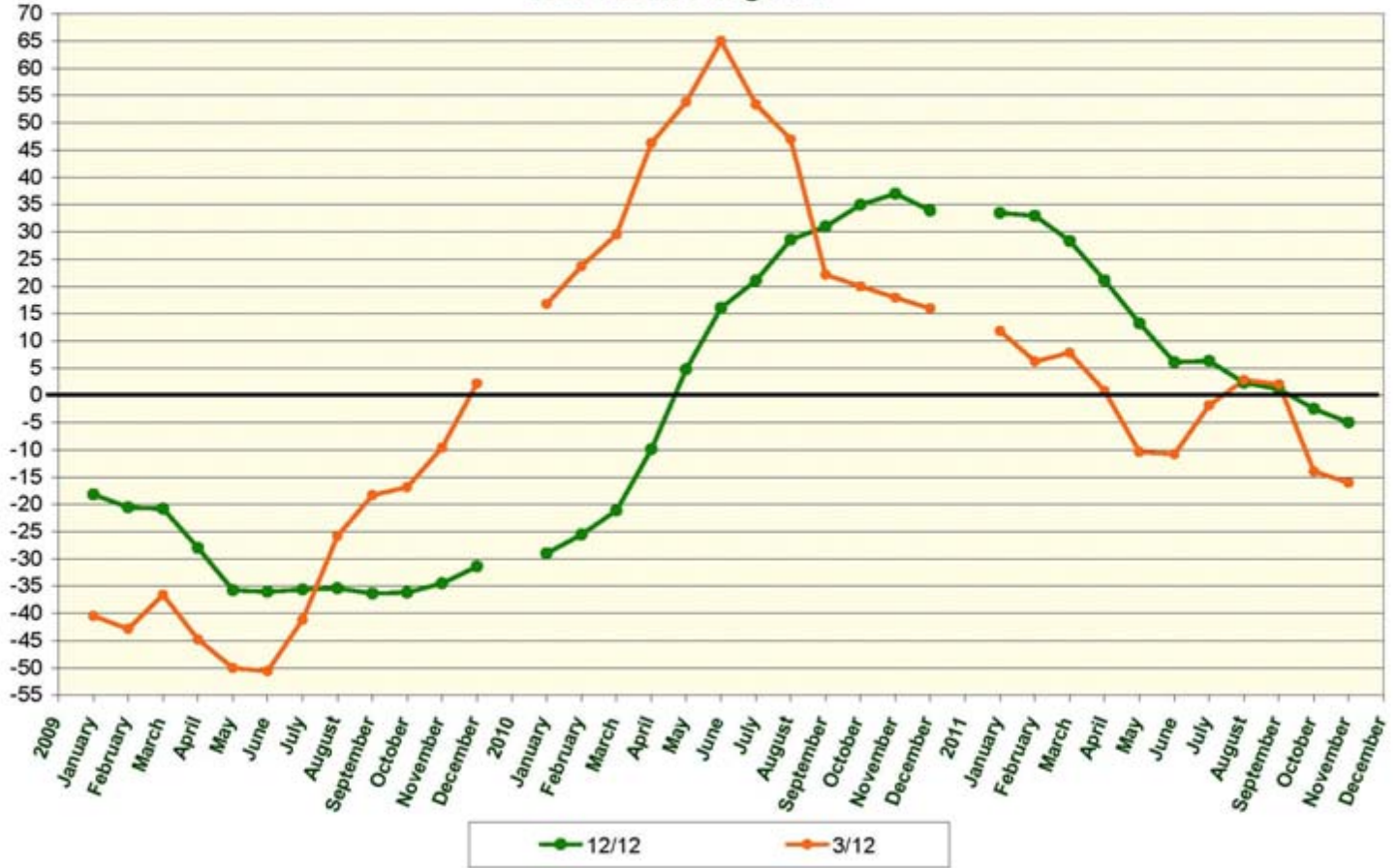
# ANCHORSEAL INDEX

**of HARDWOOD PRODUCTION - % RATE-OF-CHANGE**  
 12/12 = Dec 2010 - Nov 2011 compared to Dec 2009 - Nov 2010  
 (a comparison of latest 12 month production compared to a year earlier)  
 3/12 = Sep 2011 - Nov 2011 compared to Sep 2010 - Nov 2010  
 (an indicator of hardwood production during the next 45-60 days)

November 2011

% change

**"We're In This Together"**



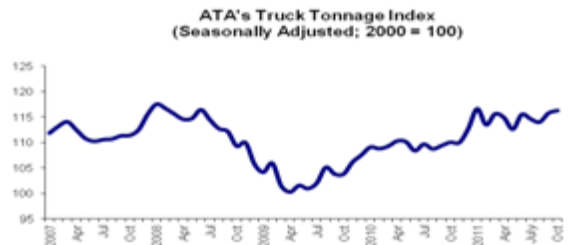
## The Rainbow After The Storm

Brighter minds than mine are looking past our current uncertainties and seeing improvements in the year to come. Hardwood production has continued to remain constrained with fluctuating demand. The good news is that more and more operations appear to be maintaining flexibility in their production, responding to current and anticipated demand rather than over-producing on a wish-and-a-prayer.

Some of those analytical minds are in the American Trucking Associations which publishes their monthly Truck Tonnage Index. As you can see here, that Index has been climbing regularly since the depth of the Recession nearly 3 years ago. This represents tonnage shipped by truck and shows that shipment of manufactured goods continues to rise, giving us a positive indicator for the economy as a whole.

You can combine that with the Black Friday and Cyber Monday upswing in consumer purchasing and it bodes well for the economy in the months to come.

Finally, my favorite economists, the ones that predicted the 2008 Recession during the winter of 2005, still have a positive outlook for next year, with multiple indicators showing "improvement" and "positive indications" for 2012. So I am planning for improved business in 2012 – and since my business is dependent on hardwood production, I look for us all to benefit in the year ahead.



The **ANCHORSEAL Index** of Hardwood Production reflects the gallons of hardwood end sealer products sold each month to be used in the production of quality hardwoods.

The 12 month comparison (12/12) is a measure of the past year's hardwood production, compared to the year previous. The 3/12 compares the most recent 3 months end sealer purchases with the same 3 months of the previous year, giving a prediction of hardwood production during the next 45-90 days.