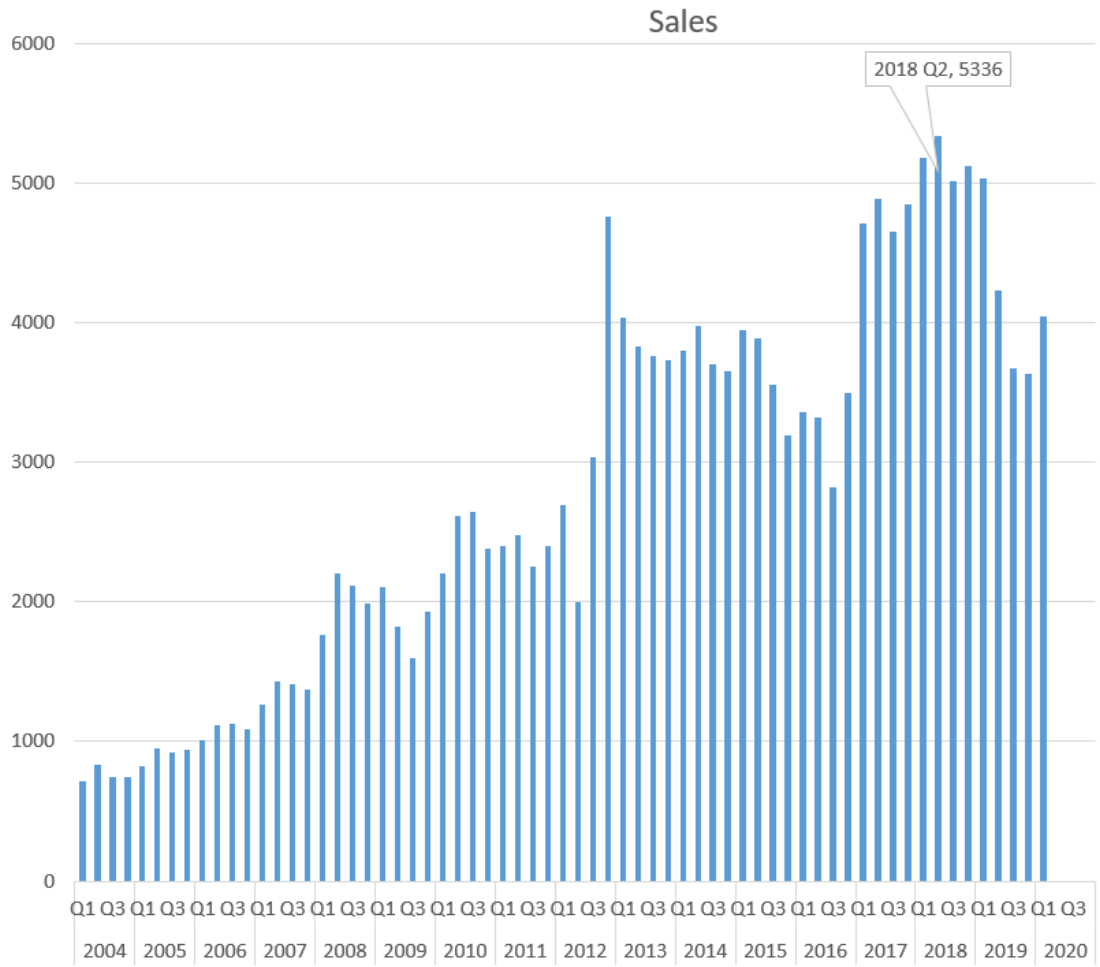


Their sales have seen some pressure since Q2 of 2018 as they have dropped off some.

Sum of Amt

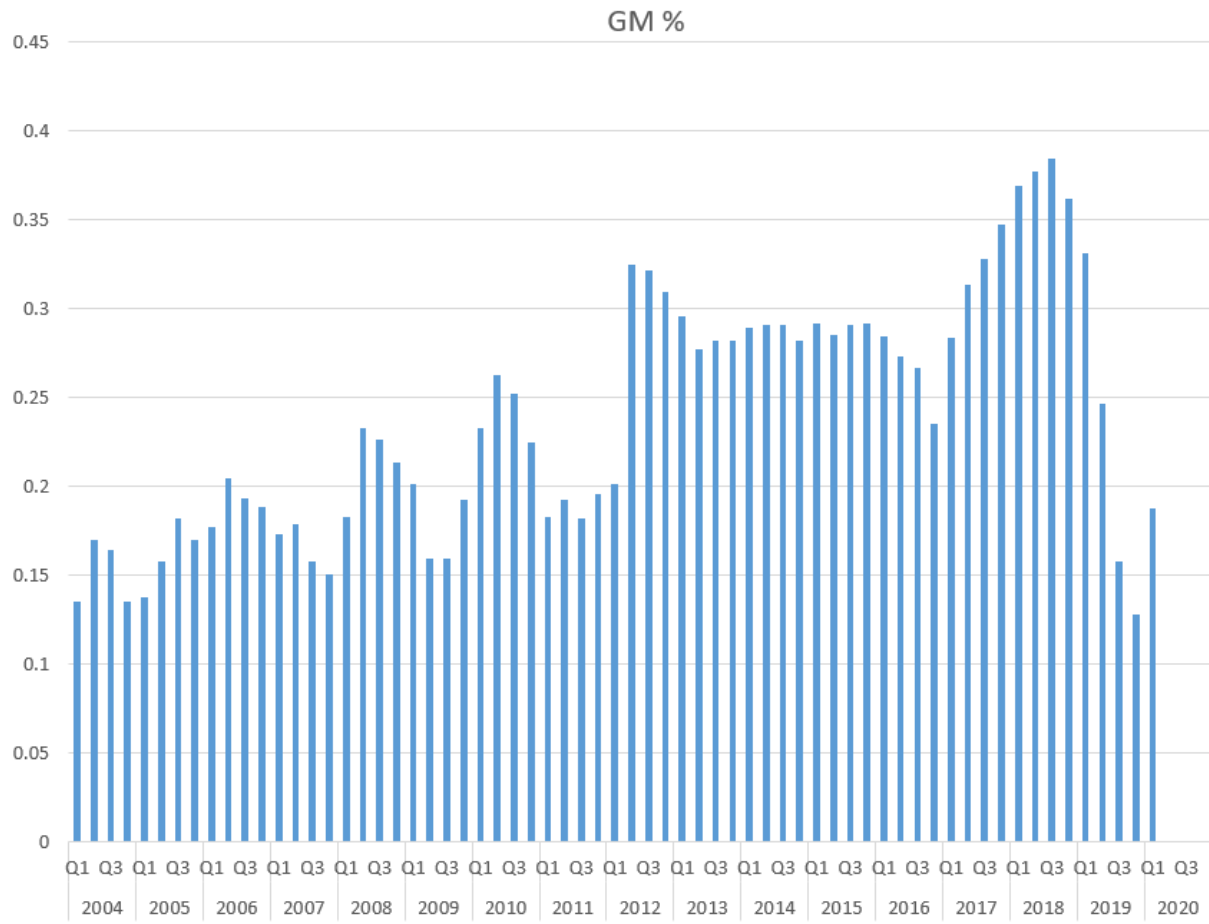


Metric
Sales

Year Quarter

At the same time, gross margins are under pressure which indicates to me discounting is occurring to move product.

Sum of Amt

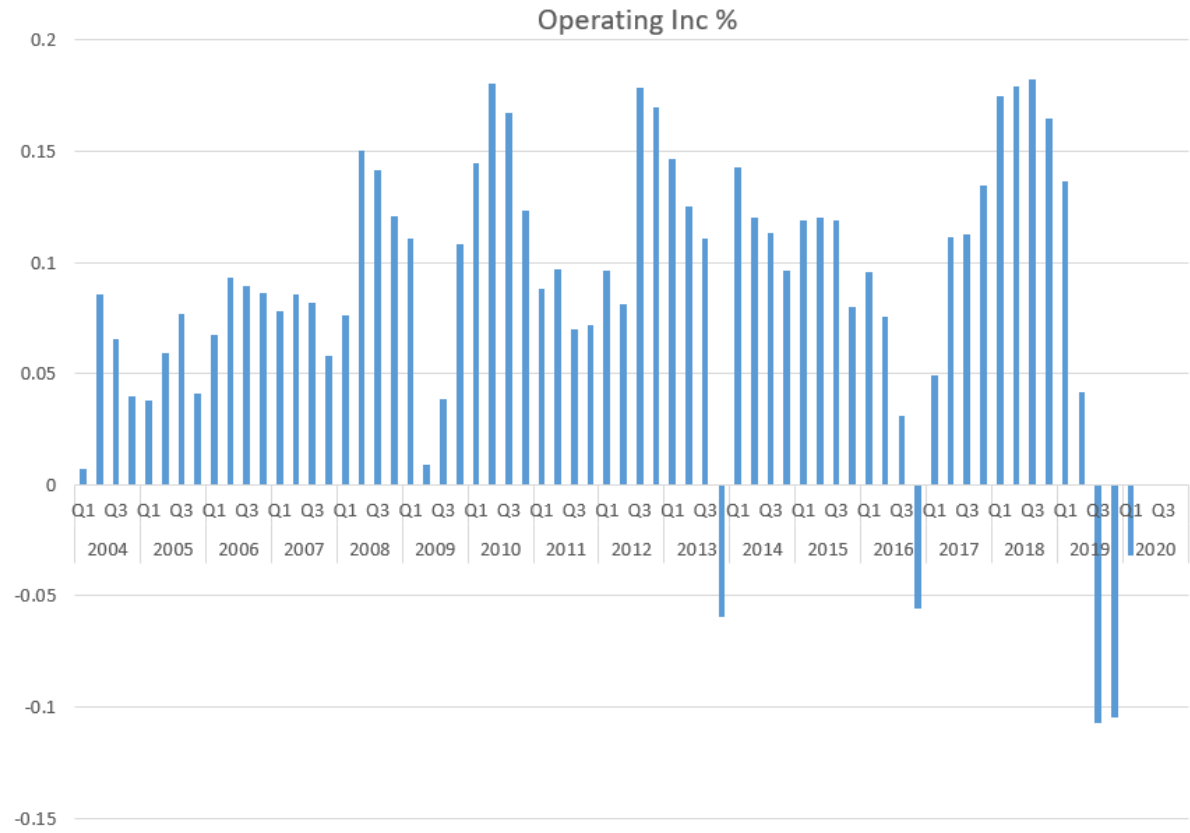


Metric
GM %

Year Quarter

Operating margins have been trending negative in recent quarters.

Sum of Amt

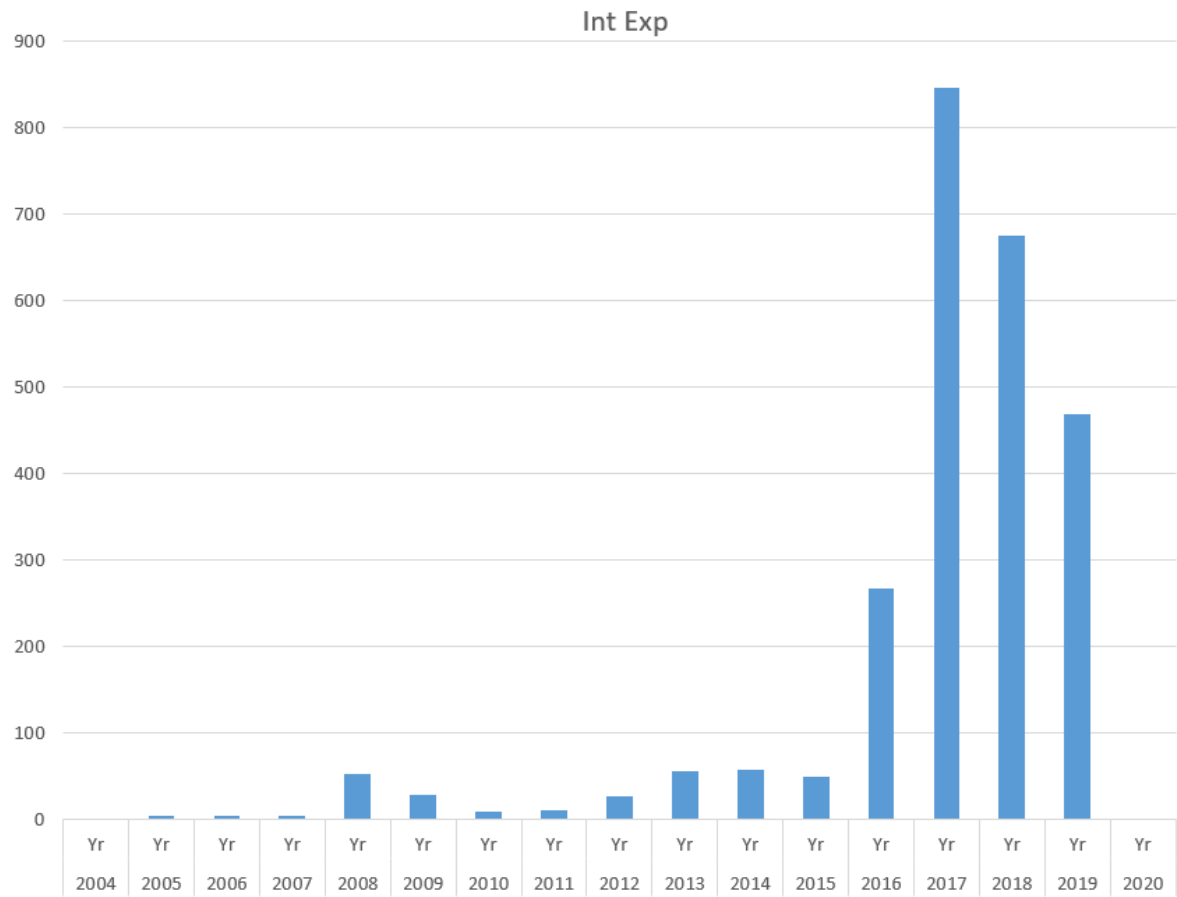


Metric
■ Operating Inc %

Year Quarter

Interest expense is coming down, but not fast enough given the industry's current economic condition.

Sum of Amt

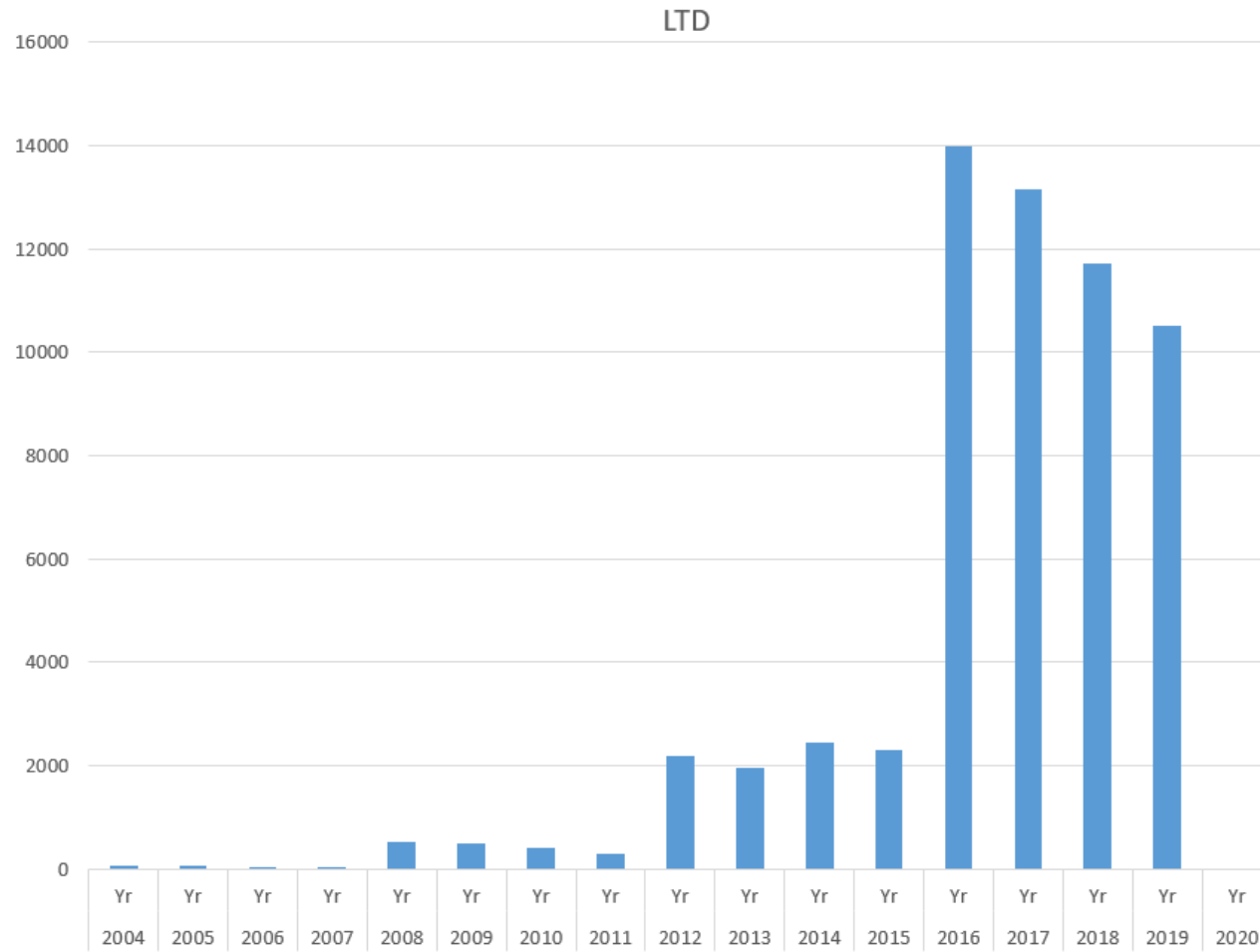


Metric
Int Exp

Year Quarter

The debt load of the company is coming down, but not fast enough.

Sum of Amt



Metric
■ LTD

Year
Quarter