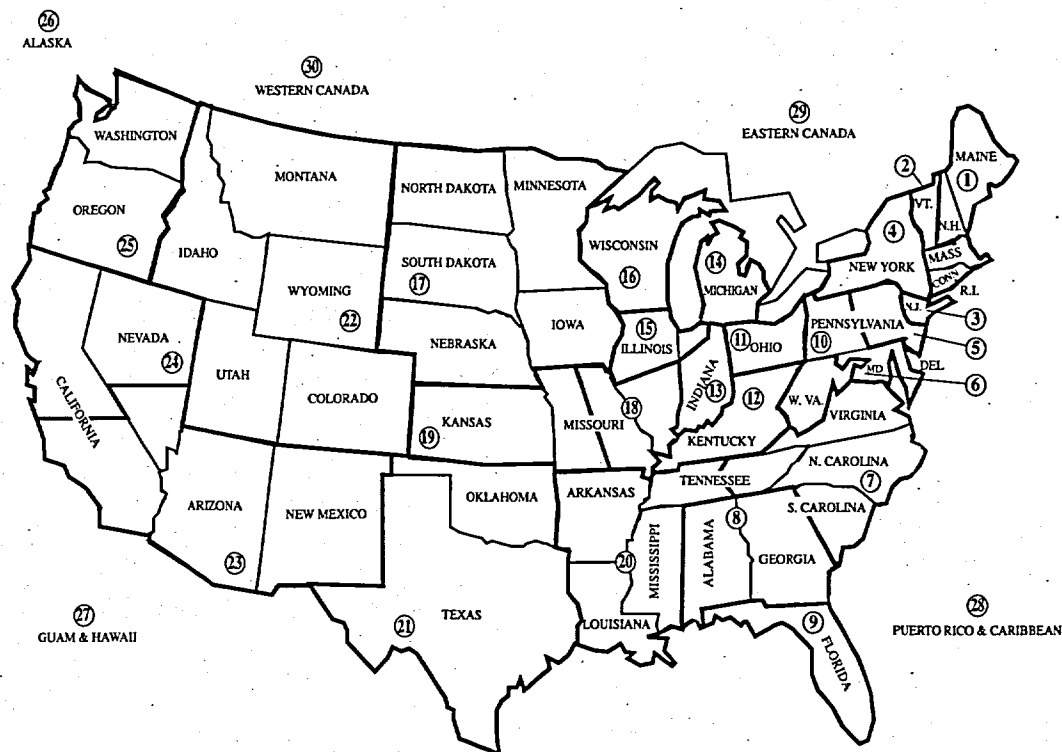


Appendix 1

Typical Marketing Areas*



These territorial designations are only suggestions, and should be modified to suit your needs and the marketing capabilities of your manufacturers' agent. The modifications should be based on the type of material or product to be sold, your agent's established territory, natural geographic boundaries, and historical marketing divisions. The agreed upon territory or territories should be included in the contract with your manufacturers' agent.

- | | | |
|---|---|--------------------------------|
| 1. Eastern Massachusetts, Rhode Island, New Hampshire, Maine. | 16. Wisconsin and northwestern Michigan (area northwest of Lake Michigan). | 25. Washington and Oregon. |
| 2. Connecticut, western Massachusetts, Vermont. | 17. Minnesota. May include North and South Dakota and all or part of Iowa and Nebraska. | 26. Alaska. |
| 3. New York City, Long Island, Westchester County, New Jersey north of Trenton. | 18. Eastern Missouri, southern Illinois. | 27. Hawaii and Guam. |
| 4. New York Upstate. | 19. Western Missouri, Kansas. | 28. Puerto Rico and Caribbean. |
| 5. New Jersey, Trenton and south, Pennsylvania east of Harrisburg. | 20. Louisiana, Mississippi, Arkansas, western Tennessee. | 29. Eastern Canada. |
| 6. Maryland, Delaware, District of Columbia, northern Virginia. | 21. Texas and Oklahoma. | 30. Western Canada. |
| 7. Southern Virginia, North Carolina, South Carolina, eastern Tennessee. | 22. Colorado, Utah. May include Montana, Idaho, Wyoming. | |
| 8. Georgia and Alabama. | 23. California, Bakersfield and south, Arizona, southern Nevada and New Mexico. | |
| 9. Florida. | 24. California, north of Bakersfield, part of Nevada. | |
| 10. Western Pennsylvania to Harrisburg, West Virginia. | | |
| 11. Ohio north of Route 40. | | |
| 12. Ohio south of Route 40, Kentucky. | | |
| 13. Indiana, except northwestern counties. | | |
| 14. Michigan and Toledo, Ohio. | | |
| 15. Illinois, north of Rt. 36 and Lake, Porter and LaPorte counties of Indiana. | | |

Other Territories

- 31. INTERNATIONAL
- 32. NATIONAL
- 33. MEXICO & CENTRAL AMERICA
- 34. SOUTH AMERICA
- 35. EUROPE
- 36. ASIA
- 37. MIDDLE EAST
- 38. CONTINENTAL U.S.

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