

PRODUCT MARKET	1987 Survey Results			1990 Survey Results		
	Highest %	Average of Average %	Lowest %	Highest %	Average of Average %	Lowest %
Lumber Industry	6.68	4.96	3.23	8.46	6.83	5.19
Machining Equipment & Services	8.36	6.78	5.20	9.28	7.67	6.06
Maintenance Supplies	13.17	10.30	7.43	12.20	9.18	6.16
Marine	10.36	8.11	5.86	9.13	6.99	4.85
Material Handling	13.88	10.07	6.25	13.27	10.20	7.13
Medical Equipment, Supplies & Services	18.90	13.99	9.07	12.61	9.99	7.36
Metals/Processing, Assemblies & Products	7.37	6.15	4.93	7.86	6.39	4.92
Metals/Raw Materials	6.61	5.04	3.46	5.73	4.55	3.37
Mining	10.75	7.00	3.25	16.71	11.82	6.93
Mobile Homes, Accessories & Supplies	9.33	7.25	5.17	8.29	6.22	4.14
Office Supplies & Equipment	16.00	11.16	6.31	6.70	5.46	4.21
Optical Supplies	9.78	7.71	5.63	11.25	7.88	4.50
Packaging & Plastics	10.32	7.93	5.53	10.23	8.27	6.30
Paints & Varnishes	10.64	8.06	5.47	10.67	8.58	6.48
Paper Industry	10.36	7.85	5.33	13.75	10.14	6.53
Pharmaceutical	—	—	—	15.50	11.92	8.33
Photographic Supplies	13.25	10.13	7.00	12.50	9.38	6.25
Plastics	7.79	6.19	4.59	7.51	6.16	4.81
Plumbing	9.83	7.52	5.21	11.41	8.10	4.78
Pollution Products & Services	15.28	10.90	6.51	16.64	11.87	7.10
Powdered Metal/Parts & Components	6.00	5.37	4.74	7.20	6.15	5.10
Power Transmission	10.59	7.97	5.35	10.72	8.36	6.00
Process Equipment	17.12	12.05	6.98	16.42	11.73	7.04
Pumps	14.72	11.03	7.33	16.60	11.96	7.32
Recreational Vehicle/Aftermarket & OEM	8.55	6.43	4.31	7.00	5.40	3.79
Recreational Water Products/Services	8.25	6.45	4.64	10.11	6.72	3.33
Refractories	11.35	9.00	6.65	8.70	7.73	6.75
Refrigeration & Cold Storage	12.00	9.23	6.45	11.15	8.52	5.88
Retail Consumer Products & Services	10.50	7.41	4.31	11.15	8.21	5.27
Robotics	—	—	—	10.29	7.75	5.21
Rubber Products	8.10	6.49	4.88	7.29	6.12	4.94
Safety, Emergency & Security Products	14.06	10.81	7.56	11.58	9.44	7.30
Scientific Research Equipment & Supplies	21.83	15.60	9.36	14.25	11.50	8.74
Screw Machine Products	6.39	5.64	4.89	6.61	5.75	4.89
Special Services	—	—	—	13.75	10.63	7.50
Sporting Goods, Supplies & Accessories	11.32	8.07	4.82	10.42	7.67	4.91
Stampings	5.82	5.09	4.36	5.83	5.12	4.41
Steel Mills & Foundries	7.93	6.79	5.64	7.96	5.77	3.58
Telecommunication Equipment, Services & Supplies	16.50	11.04	5.58	11.00	10.00	9.00
Textile/Apparel Trade	22.50	15.50	8.50	8.00	6.86	5.71
Textile/Industrial	8.23	6.57	4.90	9.04	7.19	5.33
Toys, Gifts & Novelties	19.00	13.40	7.80	14.50	10.15	5.80
Transportation	14.50	12.00	10.66	6.67	8.50	10.33
Tubing	6.58	5.25	3.92	6.81	5.36	3.91
Utilities	15.00	11.39	7.78	14.47	10.10	5.73
Veterinary	13.60	10.15	6.70	9.00	7.13	5.25
Water Treatment Equipment, Products & Services	16.53	12.03	7.53	14.85	10.49	6.13
Welding	10.44	8.90	7.36	8.00	6.94	5.87
Wood/Woodworking	—	—	—	8.35	6.81	5.26