

APPENDIX F



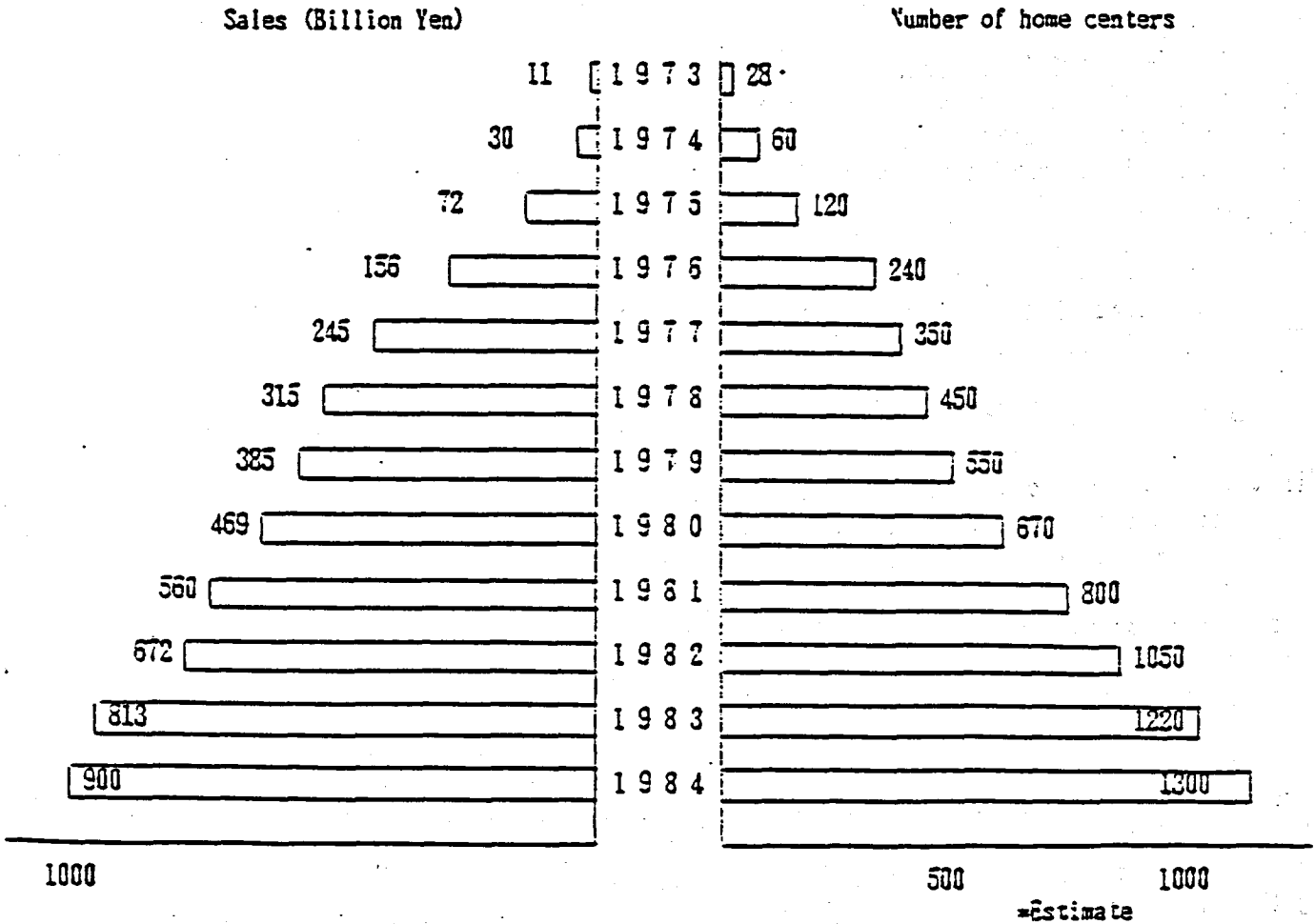
The Dawn of Japanese' DIY Industry

The first DIY home center in Japan was opened in December, 1972 in a suburb of Tokyo, right next to a major highway. *15,000 sq. ft. space; 1983; 1,400 home centers now at \$4.5 US. of the first home center is.*

As of 1984, some twelve years later, Japan's home center business has grown to thirteen hundred retail outlets with annual sales of approximately 900 billion yen, or U.S.\$ 3.6 billion. In addition, some department stores and general merchandise stores have been allocating floor space for DIY product displays. As a result, the concept of do-it-yourself is becoming more familiar to Japanese consumers and a strong foundation is being built for further growth by the industry.

Whithin the wholesale sector, there are now about a hundred wholesalers and several joint purchasing groups buying from over a thousand manufactures.

The present condition of the Japanese DIY Industry
Number of home centers and sales:1973-1984



JAPAN DIY INDUSTRY ASSOCIATION

TO-SO BUILDING, 1-4-9 SHINKAWA CHUO-KU, TOKYO, JAPAN. 104