

Cleaners (Hand)

- Distribution	• Discount Chains	39%
	• Auto Chains	50%
	• Dept. Store Chains	9%
	• Other Retailers	2%

- 1991: +1.0% 1992E: +3.0%

- Total Aftermarket Sales: \$42.6M (Retail Chains: \$18.0M, 42.2%)

- Avg. Gross Margin: 31.8% ('90 - 38.2%, '89 - 37.5%)

- Avg. Annual Turns: 6.3 ('90 - 4.8, '89 - 4.3)

- Hand Cleaner opportunity:

- Positioning to do more than just Oil/Grease clean-up (such as Home Repairs, Gardening)
- Cross-merchandising in Lawn & Garden & Plumbing areas

- Avg. Annual Turns x Avg. Gross Margin:	1991	2.003
	1990	1.834
	1989	1.613