

Product Market	1985 Survey Results			1987 Survey Results		
	Highest %	Average of Average %	Lowest %	Highest %	Average of Average %	Lowest %
Lumber Industry	6.38	5.05	3.73	6.68	4.96	3.23
Machining Equipment & Services	7.57	6.33	5.10	8.36	6.78	5.20
Maintenance Supplies	17.25	13.87	10.50	13.17	10.30	7.43
Marine	12.83	9.81	6.79	10.36	8.11	5.86
Material Handling	13.85	10.34	6.84	13.88	10.07	6.25
Medical Equipment, Supplies & Services	18.18	13.25	8.33	18.90	13.99	9.07
Metals/Processing, Assemblies & Products	7.61	6.22	4.83	7.37	6.15	4.93
Metals/Raw Materials	6.66	5.04	3.42	6.61	5.04	3.46
Mining	12.77	9.41	6.05	10.75	7.00	3.25
Mobile Homes, Accessories & Supplies	7.75	6.35	4.95	9.33	7.25	5.17
Nursery/Florist	10.00	7.45	4.91	—	—	—
Office Supplies & Equipment	13.78	9.89	6.00	16.00	11.16	6.31
Optical Supplies	9.71	8.42	7.14	9.78	7.71	5.63
Packaging & Plastics	8.79	7.26	5.73	10.32	7.93	5.53
Paints & Varnishes	11.08	8.54	6.01	10.64	8.06	5.47
Paper Industry	15.00	11.16	7.32	10.36	7.85	5.33
Photographic Supplies	13.85	10.46	7.07	13.25	10.13	7.00
Plastics	7.51	6.18	4.86	7.79	6.19	4.59
Plumbing	10.54	7.77	5.01	9.83	7.52	5.21
Pollution Products & Services	16.88	12.04	7.21	15.28	10.90	6.51
Powdered Metal/Parts & Components	—	—	—	6.00	5.37	4.74
Power Transmission	10.98	8.12	5.26	10.59	7.97	5.35
Process Equipment	16.67	11.73	6.79	17.12	12.05	6.98
Pumps	17.25	12.96	8.67	14.72	11.03	7.33
Recreational Vehicle/Aftermarket & OEM	8.86	6.98	5.10	8.55	6.43	4.31
Recreational Water Products/Services	—	—	—	8.25	6.45	4.64
Refractories	15.18	11.36	7.54	11.35	9.00	6.65
Refrigeration & Cold Storage	—	—	—	12.00	9.23	6.45
Retail Consumer Products & Services	11.88	8.48	5.08	10.50	7.41	4.31
Robotics	12.39	10.27	8.16	—	—	—
Rubber Products	7.00	5.92	4.84	8.10	6.49	4.88
Safety, Emergency & Security Products	13.39	10.95	8.51	14.06	10.81	7.56
Scientific Research Equipment & Supplies	20.70	14.85	9.00	21.83	15.60	9.36
Screw Machine Products	6.20	5.45	4.70	6.39	5.64	4.89
Sporting Goods, Supplies & Accessories	10.97	8.13	5.29	11.32	8.07	4.82
Stampings	5.85	5.20	4.56	5.82	5.09	4.36
Steel Mills & Foundries	8.12	6.52	4.93	7.93	6.79	5.64
Telecommunication Equipment, Services & Supplies	—	—	—	16.50	11.04	5.58
Textile/Apparel Trade	8.37	7.12	5.87	22.50	15.50	8.50
Textile/Carpet, Drapery & Related Materials	6.66	4.33	2.00	—	—	—
Textile/Industrial	6.65	6.01	5.38	8.23	6.57	4.90
Toys, Gifts & Novelties	12.82	9.33	5.85	19.00	13.40	7.80
Transportation	6.33	5.49	4.66	14.50	12.00	10.66
Tubing	6.84	5.64	4.44	6.58	5.25	3.92
Utilities	14.69	10.94	7.19	15.00	11.39	7.78
Veterinary	13.37	8.93	4.50	13.60	10.15	6.70
Water Treatment Equipment, Products & Services	15.30	11.66	8.03	16.53	12.03	7.53
Welding	8.70	7.07	5.45	10.44	8.90	7.36

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