

LIST OF EXHIBITS

EXHIBIT	TITLE	PAGE
1	Population of the Great Lakes Region	6
2	Major MSAs in the Great Lakes Region	7
3	Value of Shipments in the Great Lakes Region	9
4	Primary Industries by State	10
5	U.S. Passenger Car Retail Sales	11
6	Primary Industries in the Great Lakes Region	12
7	Agricultural Output in the Great Lakes Region	14
8	Auto Repair Establishments in the Great Lakes Region	15
9	Representative Pressure Washer Manufacturers	17
10	Simplified Diagram of Sales and Distribution of Low Pressure Washers	33
11	Low Pressure Washer Distribution Channels - Percent Breakdown	34
12	Simplified Diagram of Sales and Distribution of High Pressure Washers	42
13	Geographical Concentration of Low Pressure Washer Manufacturers	48
14	Primary Suppliers of Low Pressure Washers to the Great Lakes Region	49
15	Primary Suppliers of High Pressure Washers to the Great Lakes Region	51
16	Sample Custom Cleaning System Configuration	62
17	Simplified Diagram of Sales and Distribution of Parts Cleaners	74
18	Typical Parts Cleaner Discount Schedule	76
19	Simplified Diagram of Sales and Distribution of Solvent Degreasers and Aqueous Cleaners	77
20	Primary Suppliers of Parts Cleaners to the Great Lakes Region	82
21	Primary Suppliers of Solvent Degreasers and Aqueous Cleaners to the Great Lakes Region	84
22	Customs and Tariff Classifications and Rates	98
23	Ports-of-Entry	100
24	Typical Common Carrier Rates	103