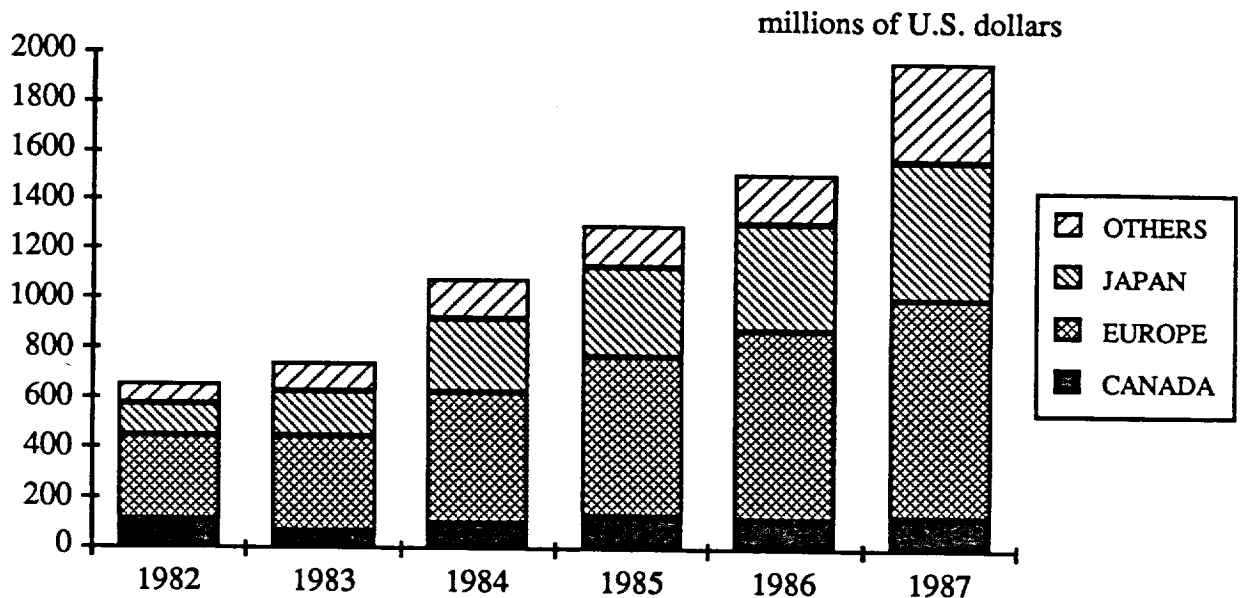


CHART 1

TOTAL U.S. IMPORTS OF SELECTED MEASURING AND INSTRUMENTATION EQUIPMENT



Source: *U.S. General Imports and Imports for Consumption*, U.S. Department of Commerce.

The highest growth was achieved by "Electric instruments and parts for measuring or controlling variables of liquids or gases" (Schedule A 8747025) where imports into the United States have more than quadrupled since 1982 to reach an estimated import value of \$356 million (U.S.) in 1987. While Europe and Canada have experienced substantial drops in their market shares, Japan and the other countries have dramatically increased their market shares from 17.4% to 31.7% and from 15% to 22%, respectively, between 1982 and 1987.

The largest U.S. import market is "Electrical measuring, checking, analyzing, or controlling instruments and parts" (Schedule A 8747080). U.S. imports of these products are estimated to be over \$803 million (U.S.) for 1987. While Japan and Europe have experienced substantial increases in their market shares, Canada has unfortunately suffered a significant drop. From 1982 to 1987, Europe and Japan experienced positive average annual growth rates of 26.2% and 31.7%, respectively, while Canada experienced a negative growth rate of 2.8%.