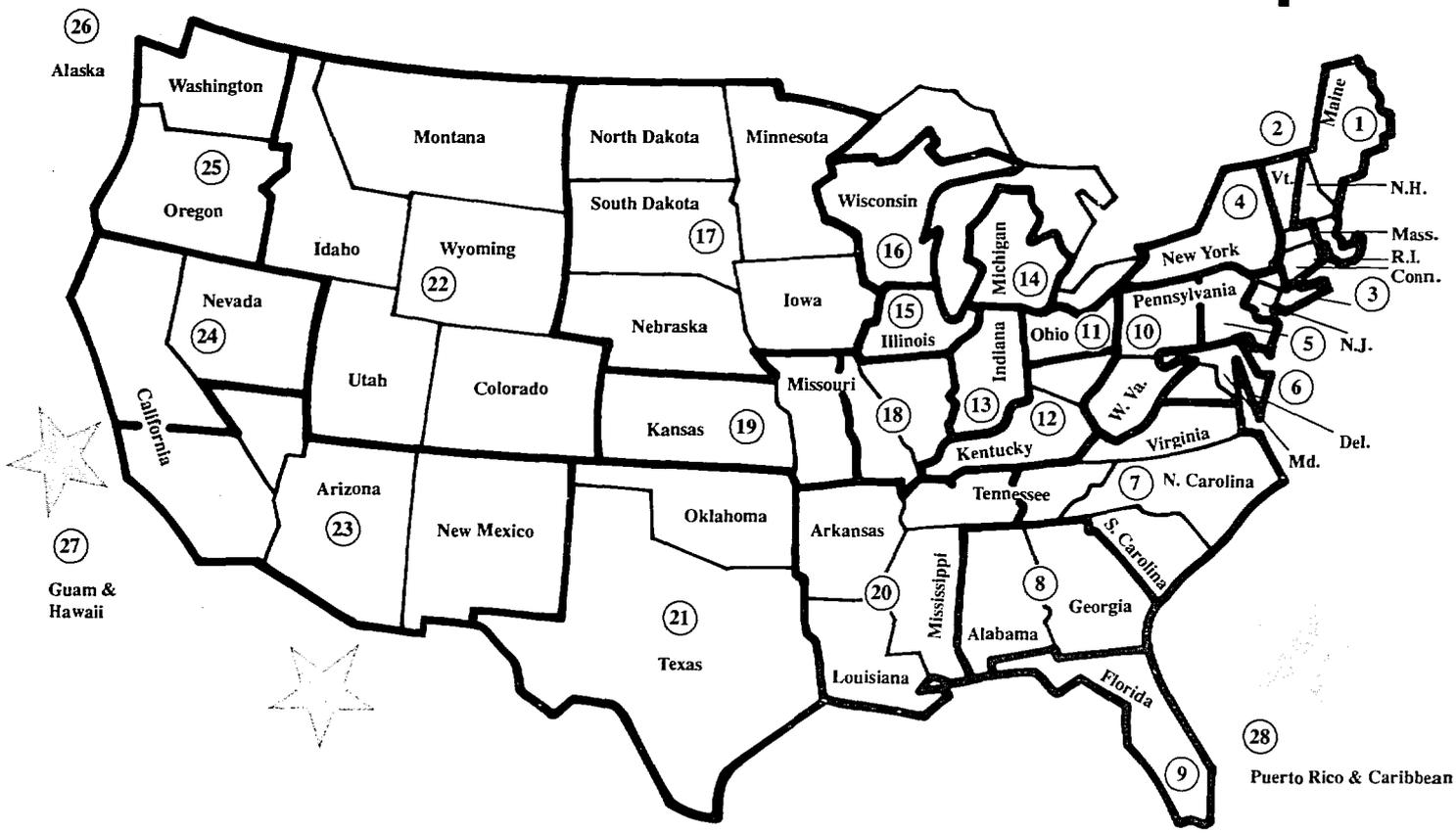
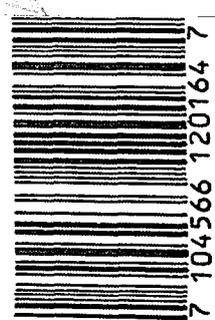


Proposed U.S. Market Segmentation



- | | | | |
|--|---|--|--|
| 1. Eastern Massachusetts, Rhode Island, New Hampshire, Maine | 7. Southern Virginia, North Carolina, South Carolina, Eastern Tennessee | 15. Illinois, north of Rt. 36 and Lake, Porter and LaPorte counties of Indiana | 21. Texas and Oklahoma |
| 2. Connecticut, Western Massachusetts, Vermont | 8. Georgia and Alabama | 16. Wisconsin and Northwestern Michigan (area northwest of Lake Michigan) | 22. Colorado, Utah, may include Montana, Idaho, Wyoming |
| 3. New York City, Long Island, Westchester County, New Jersey north of Trenton | 9. Florida | 17. Minnesota, may include North and South Dakota and all or part of Iowa and Nebraska | 23. California, Bakersfield and south, Arizona, Southern Nevada and New Mexico |
| 4. New York Upstate | 10. Western Pennsylvania to Harrisburg, West Virginia | 18. Eastern Missouri, Southern Illinois | 24. California, north of Bakersfield, part of Nevada |
| 5. New Jersey, Trenton and south, Pennsylvania east of Harrisburg | 11. Ohio north of Route 40 | 19. Western Missouri, Kansas | 25. Washington and Oregon |
| 6. Maryland, Delaware, District of Columbia, Northern Virginia | 12. Ohio south of Route 40, Kentucky | 20. Louisiana, Mississippi, Arkansas, Western Tennessee | 26. Alaska |
| | 13. Indiana except northwestern counties | | 27. Hawaii and Guam |
| | 14. Michigan and Toledo, Ohio | | 28. Puerto Rico and Caribbean |



Manufacturer's Agents National Association
 23016 Mill Creek Road, P.O. Box 3467
 Laguna Hills, California, 92654-4040
 (714) 859-4040