

SERVICE TOOL INSTITUTE
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EXHIBIT I

STATISTICAL ANALYSIS**SHOWING THE IMPACT**

IMPORTS of PLIERS (Data from U.S. Bureau of Census)	have on the	DOMESTIC U.S. MARKET (Service Tools Institute Sales Statistics)
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(All Data equalized to realistically reflect Wholesale Market Values in U.S.)

ANNUAL RATE FOR YEAR	IMPORTS OF PLIERS INTO U.S.A.		DOMESTIC U.S. PLIERS MFRS. SHIPMENTS IN THE MARKET (26 Concerns) (3)	COMBINED DOMESTIC & IMPORT SALES IN U.S. MARKET (2 & 3 Combined) (4)	PROPORTIONATE SHARE OF TOTAL PLIERS MARKET OBTAINED BY IMPORTERS % (2) of (4)
	PLIERS AT FOREIGN VALUATIONS (1)	AS PROJECTED TO U.S. WHOLESALE MARKET VALUATIONS (2)			
1964	\$2,372,808	\$ 7,118,424	\$20,172,000	\$27,290,424	26.1%
1965	2,984,856	8,954,568	21,924,000	30,878,568	29.0
1966	3,843,612	11,530,836	24,276,000	35,806,836	32.2
1967	3,915,504	11,746,512	25,080,000	36,826,512	31.9
1968*	4,697,424	13,568,064	27,175,200	40,743,264	33.3

*Average 1st 5 months 1968 projected to annual basis.

IMPORTED PLIERS RAPIDLY OVERTAKING DOMESTIC MANUFACTURERS' MARKET

TREND COMPARISON SHOWING RELATIVE PERCENTAGE OF CHANGE SINCE 1964 LEVELS

