

EXHIBIT 4

APPENDIX TABLE II - page 2

(Sales and Import Data in Millions of Units)

CLASS OF COMPONENT	SALES	IMPORTS			RATIO, IMPORTS/SALES		
		As End Items	As the Component	Total	As End Items	As the Component	Total
PASSIVE COMPONENTS (<i>cont'd</i>)							
Resistors, Fixed:							
1964	2,894	713	306	1,019	24.6%	10.6%	35.2%
1966	4,555	1,476	902	2,378	32.4%	19.8%	52.2%
1967	1,986	1,362	877	2,239	68.6%	44.2%	112.7%
Inductors & Transformers:							
1964	54	241	18	259	446.3%	33.3%	479.6%
1966	95	496	56	552	522.1%	58.9%	581.0%
1967	95	459	47	506	483.2%	49.5%	532.6%
OTHER COMPONENTS -							
Controls:							
1964	n.a.	33	23	56	n.a.	n.a.	n.a.
1966	256 ³	69	101	170	27.0%	39.5%	66.4%
1967	n.a.	64	26	90	n.a.	n.a.	n.a.
Loudspeakers:							
1964	50	17	8	25	34.0%	16.0%	50.0%
1966	68	36	20	56	52.9%	29.4%	82.4%
1967	44 ³	32	16	48	72.7%	36.4%	109.1%
Record Changers:							
1964	n.a.	0.5	1.8	2.3	n.a.	n.a.	n.a.
1966	8.9	1.5	3.1	4.6	16.9%	34.8%	51.7%
1967	n.a.	2.0	2.2	4.2	n.a.	n.a.	n.a.

¹ Sales in OEM and renewal markets.² Sales (consumer OEM).³ Production.

SOURCE: Marketing Services Division, Electronic Industries Association; U. S. Department of Commerce, BDSA, "Estimated Shipments of Selected Electronic Components," annual series (1967 annualized on the basis of first 3 quarters); Bureau of the Census and BDSA, "Selected Electronic and Associated Products," annual series; BDSA, "United States Imports of Selected Electronic Products"; Bureau of the Census, official foreign trade statistics.