

Exhibit 10

Inter-Plant and Plant-DC Transportation Cost (\$ per 100 units)						
<i>From:</i>	<i>To Plant →</i>	<i>Cleveland</i>	<i>St. Joseph</i>	<i>L.A.</i>	<i>Dalton</i>	<i>Ft. Smith</i>
<i>Cleveland</i>	Drive units	0.00	1.59	3.89	2.11	2.44
	Heating elements	0.00	0.98	2.99	2.00	2.40
	Pumps	0.00	1.05	3.70	2.21	2.50
	Control units	0.00	2.25	8.90	4.70	5.05
	Cabinets	0.00	6.90	22.10	9.37	11.07
	<i>To DC →</i>	<i>Mechburg</i>	<i>L.A.</i>	<i>St. Louis</i>	<i>Downw</i>	<i>Atlanta</i>
	Washers	10.60	43.51	14.17	32.16	19.86
	Dryers	9.64	39.55	12.88	29.24	18.05
	Dishwashers	10.60	43.51	14.17	32.16	19.86
	Ranges	9.64	39.55	12.88	29.24	18.05
<i>From:</i>	<i>To Plant →</i>	<i>Cleveland</i>	<i>St. Joseph</i>	<i>L.A.</i>	<i>Dalton</i>	<i>Ft. Smith</i>
<i>St. Joseph</i>	Drive units	—	—	—	—	—
	Heating elements	—	—	—	—	—
	Pumps	—	—	—	—	—
	Control units	2.25	0.00	8.46	4.84	4.95
	Cabinets	6.90	0.00	21.00	9.65	10.90
	<i>To DC →</i>	<i>Mechburg</i>	<i>L.A.</i>	<i>St. Louis</i>	<i>Downw</i>	<i>Atlanta</i>
	Washers	—	—	—	—	—
	Dryers	—	—	—	—	—
	Dishwashers	—	—	—	—	—
	Ranges	12.88	39.91	11.79	32.08	19.26
<i>From:</i>	<i>To Plant →</i>	<i>Cleveland</i>	<i>St. Joseph</i>	<i>L.A.</i>	<i>Dalton</i>	<i>Ft. Smith</i>
<i>L.A.</i>	Drive units	3.89	3.50	0.00	3.75	2.55
	Heating elements	2.99	2.60	0.00	2.72	1.79
	Pumps	3.70	3.61	0.00	3.90	2.25
	Control units	8.90	8.46	0.00	9.00	4.23
	Cabinets	22.10	21.00	0.00	24.20	13.10
	<i>To DC →</i>	<i>Mechburg</i>	<i>L.A.</i>	<i>St. Louis</i>	<i>Downw</i>	<i>Atlanta</i>
	Washers	44.28	4.84	28.26	69.56	37.31
	Dryers	40.25	4.40	25.69	63.24	33.92
	Dishwashers	44.28	4.84	28.26	69.56	37.31
	Ranges	—	—	—	—	—
<i>From:</i>	<i>To Plant →</i>	<i>Cleveland</i>	<i>St. Joseph</i>	<i>L.A.</i>	<i>Dalton</i>	<i>Ft. Smith</i>
<i>Dalton</i>	Drive units	2.11	2.11	3.75	0.00	1.23
	Heating elements	2.00	2.05	2.72	0.00	1.25
	Pumps	2.21	2.22	3.90	0.00	1.30
	Control units	4.70	4.84	9.00	0.00	2.77
	Cabinets	9.37	9.65	24.20	0.00	6.06
	<i>To DC →</i>	<i>Mechburg</i>	<i>L.A.</i>	<i>St. Louis</i>	<i>Downw</i>	<i>Atlanta</i>
	Washers	15.83	47.27	12.79	53.83	7.32
	Dryers	14.39	42.97	11.63	48.94	6.65
	Dishwashers	15.83	47.27	12.79	53.83	7.32
	Ranges	14.39	42.97	11.63	48.94	6.65
<i>From:</i>	<i>To Plant →</i>	<i>Cleveland</i>	<i>St. Joseph</i>	<i>L.A.</i>	<i>Dalton</i>	<i>Ft. Smith</i>
<i>Ft. Smith</i>	Drive units	—	—	—	—	—
	Heating elements	—	—	—	—	—
	Pumps	—	—	—	—	—
	Control units	5.05	4.95	4.23	2.77	0.00
	Cabinets	11.07	10.90	13.10	6.06	0.00
	<i>To DC →</i>	<i>Mechburg</i>	<i>L.A.</i>	<i>St. Louis</i>	<i>Downw</i>	<i>Atlanta</i>
	Washers	21.82	28.89	9.16	56.06	13.48
	Dryers	19.84	26.26	8.33	50.96	12.25
	Dishwashers	21.82	28.89	9.16	56.06	13.48
	Ranges	—	—	—	—	—

Exhibit 11

Raw Material and Intermediate Product Usage				
	<i>Washer</i>	<i>Dryer</i>	<i>Diswasher</i>	<i>Oven/ Range</i>
<i>Raw Materials</i>				
<i>Steel</i>	✓	✓	✓	✓
<i>Motor</i>	✓	✓	✓	
<i>Components</i>				
<i>Drive unit</i>	✓	✓	✓	
<i>Heating element</i>				✓
<i>Pump</i>	✓		✓	
<i>Control unit</i>	✓	✓	✓	✓
<i>Cabinet</i>	✓	✓	✓	✓

Exhibit 12

Raw Material Cost Average Production Costs—Raw Materials					
	(\$/Unit)				
	<i>Cleveland</i>	<i>St. Joseph</i>	<i>Los Angeles</i>	<i>Dalton</i>	<i>Fort Smith</i>
<i>Steel V1</i>	33	39	67	42	43
<i>Steel V2</i>	37	36	58	38	35
<i>Steel V3</i>	65	51	37	53	44
<i>Motor V4</i>	31	32	31	31	32
<i>Motor V5</i>	30	31	33	31	32

Exhibit 13

Customer Zone Demand Forecast (1988)						
<i>Customer Zone</i>	<i>Washer</i>	<i>Dryer</i>	<i>Dishwasher</i>	<i>Oven/Range</i>	<i>TOTAL</i>	<i>DC Assigned</i>
Atlanta	108,000	81,000	33,000	49,000	271,000	St. Louis
Chicago	120,000	61,000	26,000	39,000	246,000	St. Louis
Dallas	69,000	43,000	19,000	25,000	156,000	St. Louis
Denver	55,000	44,000	18,000	23,000	140,000	St. Louis
Detroit	82,000	45,000	22,000	40,000	189,000	St. Louis
L.A.	73,000	58,000	17,000	27,000	175,000	L.A.
New Orleans	54,000	56,000	26,000	42,000	178,000	St. Louis
Philadelphia	85,000	57,000	21,000	41,000	204,000	Mechanicsbg
St. Louis	71,000	72,000	21,000	48,000	212,000	St. Louis
Seattle	54,000	31,000	18,000	25,000	128,000	St. Louis
Canada	25,000	22,000	9,000	15,000	71,000	Downsview
Foreign	6,000	8,000	11,000	12,000	37,000	Mechanicsbg
<b>Total</b>	802,000	578,000	241,000	386,000	2,007,000	

Estimated Demand Growth Rates					
<i>Product</i>	<i>Region</i>				
	<i>U.S. West</i>	<i>U.S. Central</i>	<i>U.S. East</i>	<i>Canada</i>	<i>Foreign</i>
Washer	4%	3%	2%	3%	4%
Dryer	4%	3%	2%	3%	3%
Dishwasher	5%	4%	4%	6%	5%
Oven/Range	3%	2%	2%	2%	3%

Current Selling Price	
<i>Product</i>	<i>Prices (\$/Unit)</i>
Washer	\$440
Dryer	360
Dishwasher	320
Range	480

## Exhibit 9

## Transportation Costs (\$ per 100 units)

## DRYERS, RANGES

*Distribution Centers*

<i>Plant</i>	<i>Mechanicsburg</i>	<i>Los Angeles</i>	<i>St. Louis</i>	<i>Downsview</i>	<i>Atlanta*</i>
<i>Cleveland</i>	964	3955	1288	2924	1805
<i>St. Joseph</i>	1288	3991	1179	3208	1926
<i>Los Angeles</i>	4025	440	2569	6324	3392
<i>Dalton</i>	1439	4297	1163	4894	665
<i>Fort Smith</i>	1984	2626	833	5096	1225

*Distribution Centers*

<i>Customer Zone</i>	<i>Mechanicsburg</i>	<i>Los Angeles</i>	<i>St. Louis</i>	<i>Downsview</i>	<i>Atlanta*</i>
<i>Atlanta</i>	1252	3808	940	4314	316
<i>Chicago</i>	1298	3395	889	3314	1629
<i>Dallas</i>	1753	2033	1129	5060	1237
<i>Denver</i>	2974	1392	1555	5167	2761
<i>Detroit</i>	1018	2801	1133	2650	1633
<i>Los Angeles</i>	3986	411	2303	6072	3497
<i>New Orleans</i>	1655	2263	1128	5039	766
<i>Philadelphia</i>	311	2965	1023	2916	1259
<i>St. Louis</i>	994	2298	257	3783	940
<i>Seattle</i>	4444	1277	2389	6278	4057
<i>Canada</i>				727	
<i>Foreign</i>	4706				

\*proposed

Exhibit 14

Current Configuration Decisions

<i>Plants</i>	<i>ID #</i>	<i>Open?</i>	<i>DCs</i>	<i>ID #</i>	<i>Open?</i>
Cleveland	1	Yes	Mechncsbg	1	Yes
St. Joseph	2	Yes	L.A.	2	Yes
L.A.	3	Yes	St. Louis	3	Yes
Dalton	4	Yes	Downsview	4	Yes
Fort Smith	5	Yes	Atlanta	5	No

<i>Customer Zone</i>	<i>Distribution Center</i>	<i>Customer Zone</i>	<i>Distribution Center</i>	<i>Customer Zone</i>	<i>Distribution Center</i>
Atlanta	(St. Louis) 3	Detroit	(St. Louis) 3	St. Louis	(St. Louis) 3
Chicago	(St. Louis) 3	L.A.	(L.A.) 2	Seattle	(St. Louis) 3
Dallas	(St. Louis) 3	New OrL.	(St. Louis) 3	Canada	(Downsview) 4
Denver	(St. Louis) 3	Phila.	(Mechbrg) 1	Foreign	(Mechbrg) 1

Final Product Plant Mix (Actual/Max)

	<i>Cap.Util. Weight</i>	<i>Cleveland</i>	<i>St. Joseph</i>	<i>Los Angeles</i>	<i>Dalton</i>	<i>Fort Smith</i>	<i>Demand Reqmt.</i>	<i>% Prod</i>
<i>Washer</i>	0.35	230,000	0	128,000	285,000	159,000	802,000	100%
		750,000	0	450,000	550,000	390,000		
<i>Dryer</i>	0.35	212,000	0	103,000	218,000	45,000	578,000	100%
		750,000	0	450,000	555,000	390,000		
<i>Dishwasher</i>	0.35	84,000	0	35,000	80,000	42,000	241,000	100%
		750,000	0	420,000	500,000	230,000		
<i>Range</i>	0.35	145,000	150,000	0	91,000	0	386,000	100%
		520,000	175,000	0	370,000	0		

Intermediate Product Plant Mix (Actual/Max)

	<i>Cap.Util. Weight</i>	<i>Cleveland</i>	<i>St. Joseph</i>	<i>Los Angeles</i>	<i>Dalton</i>	<i>Fort Smith</i>	<i>Demand Reqmt.</i>	<i>% Prod</i>
<i>Drive Unit</i>	0.04	772,000	0	266,000	583,000	0	1,621,000	100%
		900,000	0	730,000	900,000	0		
<i>Heatg. Elem.</i>	0.04	295,000	0	0	91,000	0	386,000	100%
		400,000	0	345,000	222,000	0		
<i>Pump</i>	0.1	515,000	0	163,000	365,000	0	1,043,000	100%
		750,000	0	580,000	610,000	0		
<i>Control Unit</i>	0.1	671,000	150,000	266,000	674,000	246,000	2,007,000	100%
		820,000	190,000	650,000	733,000	470,000		
<i>Cabinet</i>	0.45	671,000	150,000	266,000	674,000	246,000	2,007,000	100%
		900,000	200,000	800,000	850,000	470,000		

Exhibit 15

<b>Total Cost Summary</b>		
	<i>Item Cost (in \$1,000)</i>	<i>% of Total Cost</i>
<i>Inbound Cost</i>		
<i>Raw Material</i>	121,578.0	19.90%
<i>Transshipment</i>	<u>1,249.7</u>	<u>0.20%</u>
	<u>122,827.7</u>	<u>20.11%</u>
<i>Production Cost</i>		
<i>Plant Fixed</i>	94,536.9	15.48%
<i>Variable</i>	<u>329,437.8</u>	<u>53.93%</u>
	<u>423,974.7</u>	<u>69.41%</u>
<i>Outbound Cost</i>		
<i>DC Fixed</i>	7,683.3	1.26%
<i>DC Hndlg. &amp; Transp.</i>	29,991.0	4.91%
<i>Plant Hndlg. &amp; Transp.</i>	<u>26,358.7</u>	<u>4.32%</u>
	<u>64,033.0</u>	<u>10.48%</u>
<b>TOTAL P&amp;D COST:</b>	<u>610,835.4</u>	<u>100.00%</u>

<b>Profit &amp; Losses (In \$Millions)</b>	
Total Sales (Year 0)	\$823.360
Cost of Material, Production, & Distrib.	\$610.835
Cost of Marketing, R & D, & Other Overhead	\$125.000
Income Before Taxes	\$ 87.525
Sales Margin (Year 0)	10.63%