

Dishwasher Cabinet Cost
Cost/Volume Relationship

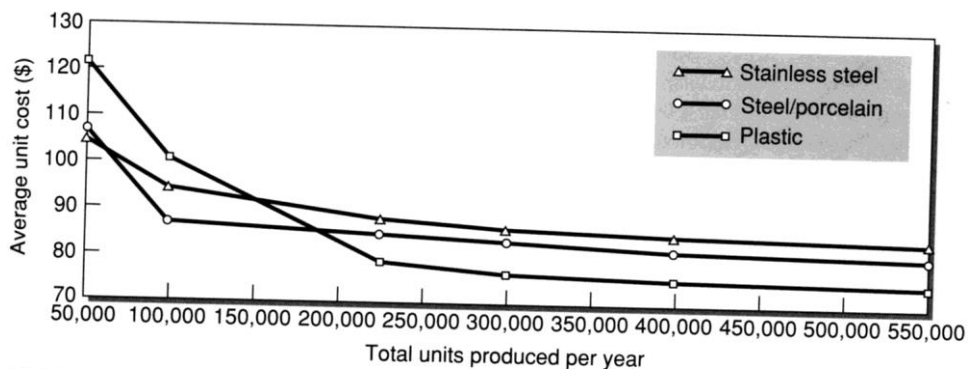


Exhibit 3

Pump Parts Fabrication Cost
Cost/Volume Relationship

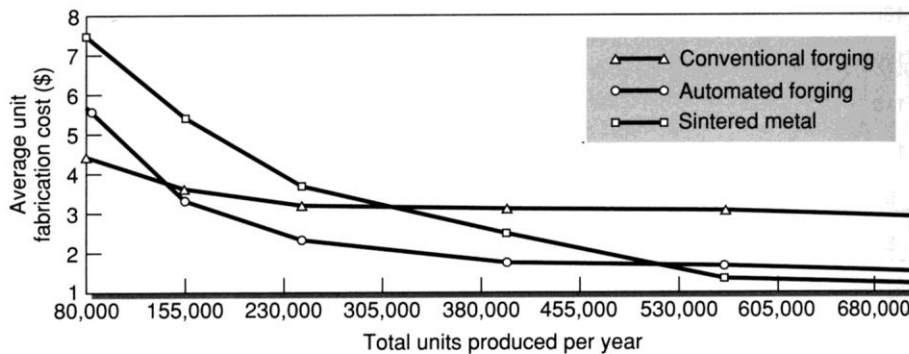
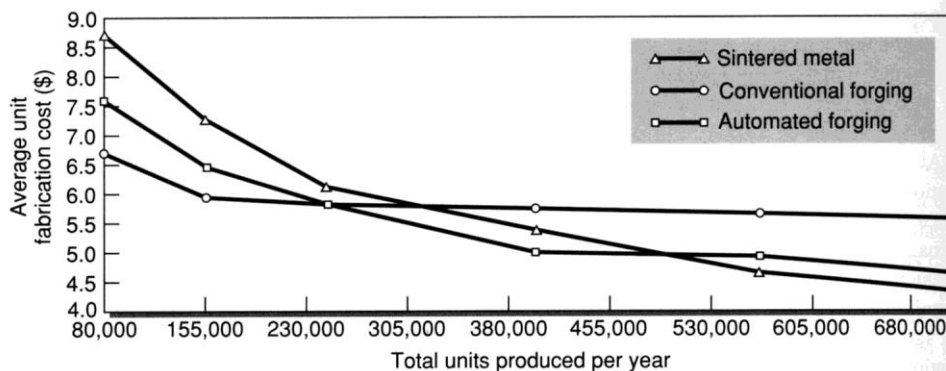


Exhibit 4

Drive Unit Forged Parts Cost
Cost/Volume Relationship



Manufacturing Organization

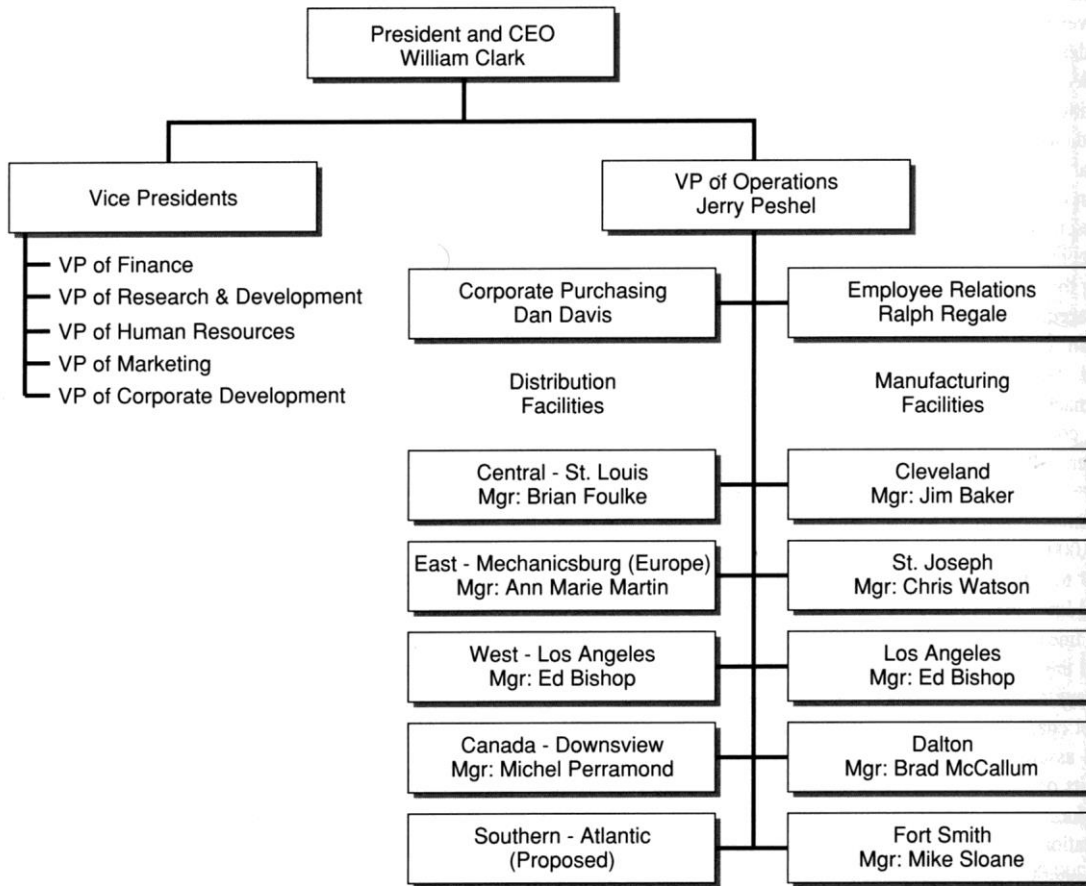


Exhibit 6

Product Network

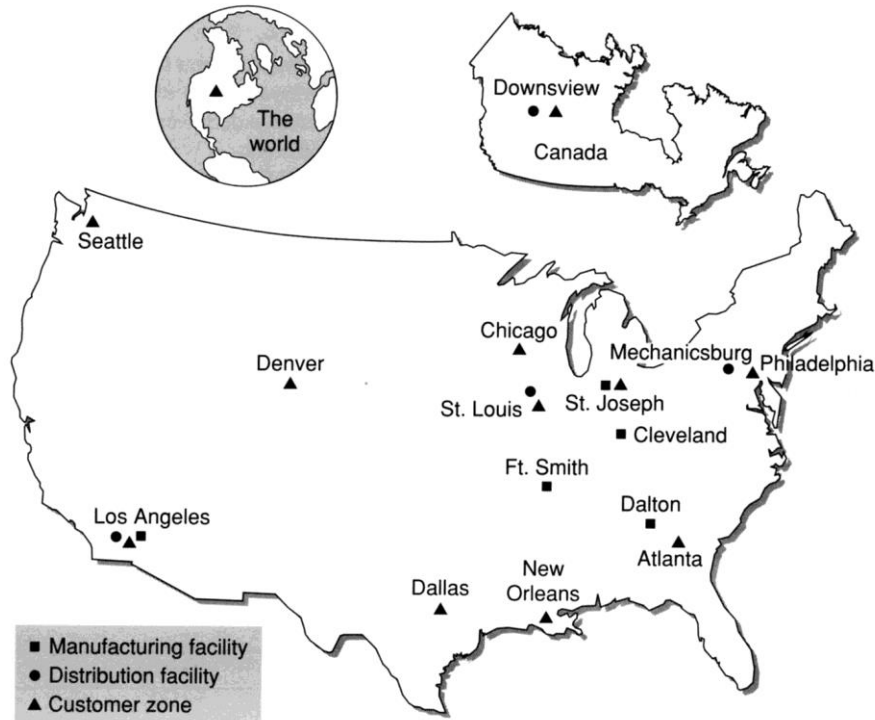


Exhibit 7

Manufacturing Costs
Variable Production Costs (\$ per units)

Plant	Fixed Cost	Drive Unit	Heating Element	Pump	Control Unit	Cabinet	Washer Assembly	Dryer Assembly	Diswasher Assembly	Oven/Range Assembly
Cleveland	\$30,397,500	24.96	10.88	16.00	12.16	84.48	42.24	14.08	21.76	86.40
St. Joseph	\$ 6,037,200	0	0	0	11.52	81.47	0	0	0	82.56
Los Angeles	\$19,392,300	26.24	12.16	18.05	12.80	84.48	43.71	15.42	21.70	0
Dalton	\$24,420,600	24.00	10.88	15.68	10.24	79.74	40.06	12.42	21.50	83.20
Fort Smith	\$14,289,300	0	0	0	11.65	85.50	41.60	12.80	21.12	0

Exhibit 8

Distribution Center Costs and Capacities

	Fixed Cost	Max Thrupt.	Handling Costs (\$/Unit)			
			Washer	Dryer	Diswasher	Range
Mechanicsburg	\$1,256,450	590,000	3.32	3.32	3.32	3.32
L.A.	3,279,951	770,000	6.87	6.87	6.87	6.87
St. Louis	2,531,394	1,600,000	4.42	4.42	4.42	4.42
Downsview	615,500	92,000	4.50	4.50	4.50	4.50
Atlanta*	1,250,000	600,000	3.29	3.29	3.29	3.29

*proposed

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