

Description of UTP Territories

including
 U.S. Post Office Zip Codes*
 and
 Their Respective Shares of
 U.S. Sales of Electronic Components to
 OEMs & Direct Government and Distributors**

Percent of Sales of Electronic Components 1995 - 1996

| Territory | 1995 | | | 1996 | | |
|---|-------------------------|---------------------------------------|---|-------------------------|---------------------------------------|---|
| | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to Total | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to Total |
| Territory No. 1 Maine 039-049, New Hampshire 030-038, Vermont 050-059, Rhode Island 028-029, and eastern Massachusetts from the western boundary of Worcester County 014-027 | 3.39 | 6.09 | 5.76 | 3.41 | 6.28 | 4.51 |
| Territory No. 2 Connecticut 060-069, western Massachusetts including Franklin, Hampshire, Berkshire and Hampden Counties 010-013 | 0.73 | 1.01 | 1.30 | 0.85 | 1.25 | 1.49 |
| Territory No. 3 Upstate New York bounded on the south by Orange and Putnam Counties inclusive 120-149 | 2.17 | 2.73 | 2.51 | 2.00 | 2.67 | 2.19 |
| Territory No. 4 Eastern New Jersey including the Counties of Passiac, Bergen, Hudson, Essex, Union, Middlesex and Monmouth 070-077, 079, 087-089, plus Richmond and Kings Counties, New York 103, 112 | 0.91 | 1.45 | 0.52 | 0.84 | 1.53 | 0.58 |

* The first three significant digits of the 5-digit Zip Code are set in bold type after each state description

** Based on a limited data base of reporting companies

Percent of Sales of Electronic Components 1995 - 1996

1995

| Territory | 1995 | | | Total |
|--|-------------------------|---------------------------------------|-----------------------------------|-------|
| | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to | |
| Territory No. 5 Manhattan, New York 100 | 0.02 | 0.05 | 0.00 | 0.03 |
| Territory No. 6 Westchester and Rockland Counties, plus Bronx, plus Long Island, New York excluding Kings County 104-111, 113-119 | 1.43 | 5.57 | 4.58 | 2.73 |
| Territory No. 7 Eastern Pennsylvania, (less the Counties of Delaware, Montgomery, Philadelphia, and Bucks on the southeast) and bounded on the west by the Counties of Potter, Clinton, Centre, Huntingdon and Fulton, inclusive 168-188, 193-196, plus western New Jersey, bounded on the east by Counties of Sussex, Morris, Hunterdon, and Somerset, inclusive 078, 085 | 1.60 | 1.23 | 1.00 | 1.47 |
| Territory No. 8 Southeastern Pennsylvania including the Counties of Delaware, Montgomery, Philadelphia and Bucks 189-191, plus southern New Jersey bounded on the north by Counties of Mercer Burlington and Ocean inclusive 080-084, 086, plus the State of Delaware 196-199 | 0.38 | 0.77 | 2.86 | 0.64 |

Territory No. 9

West Virginia, (less Berkeley and Jefferson Counties in the northeast) 247-253, 255-268, plus Boyd County, Kentucky 411, 412, plus the Counties of Garrett and Allegany in Maryland 215, western Pennsylvania bounded on the east by the Counties of McKean, Cameron, Clearfield, Blair and Bedford inclusive 150-167

1996

| Territory | 1996 | | | Total |
|--|-------------------------|---------------------------------------|-----------------------------------|-------|
| | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to | |
| Territory No. 5 Manhattan, New York 100 | 0.03 | 0.06 | 0.00 | 0.04 |
| Territory No. 6 Westchester and Rockland Counties, plus Bronx, plus Long Island, New York excluding Kings County 104-111, 113-119 | 1.68 | 5.35 | 4.11 | 2.78 |
| Territory No. 7 Eastern Pennsylvania, (less the Counties of Delaware, Montgomery, Philadelphia, and Bucks on the southeast) and bounded on the west by the Counties of Potter, Clinton, Centre, Huntingdon and Fulton, inclusive 168-188, 193-196, plus western New Jersey, bounded on the east by Counties of Sussex, Morris, Hunterdon, and Somerset, inclusive 078, 085 | 2.05 | 1.52 | 1.02 | 1.85 |
| Territory No. 8 Southeastern Pennsylvania including the Counties of Delaware, Montgomery, Philadelphia and Bucks 189-191, plus southern New Jersey bounded on the north by Counties of Mercer Burlington and Ocean inclusive 080-084, 086, plus the State of Delaware 196-199 | 0.50 | 0.77 | 3.35 | 0.74 |
| Territory No. 9 West Virginia, (less Berkeley and Jefferson Counties in the northeast) 247-253, 255-268, plus Boyd County, Kentucky 411, 412, plus the Counties of Garrett and Allegany in Maryland 215, western Pennsylvania bounded on the east by the Counties of McKean, Cameron, Clearfield, Blair and Bedford inclusive 150-167 | 0.14 | 0.83 | 1.68 | 0.41 |

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Territory No. 10

Maryland (less the Counties of Garrett and Allegany on the west) 206-214, 216-219, plus Berkeley and Jefferson Counties in West Virginia 254, plus Washington, DC 200-205, Virginia (less Washington County on the south) 220-246

2.05 2.42 1.58 2.12 2.01 2.08 1.33 1.99

Territory No. 11

North Carolina 270-289, South Carolina 290-299

3.20 1.82 1.99 2.76 3.31 1.58 2.52 2.82

Territory No. 12

Georgia 300-319, Alabama 350-369, plus eastern Tennessee bounded on the west by the Counties of Henry, Carroll, Henderson, Chester and McNairy inclusive, 370-379, 384-385

7.32 1.89 1.64 5.52 6.46 2.15 1.32 5.04

Territory No. 13

Florida 320-339, 342, 346, 347, 349

3.37 2.93 5.13 3.37 3.56 3.12 4.78 3.51

Territory No. 14

Northern Ohio bounded on the south by the Counties of Darke, Miami, Champaign, Union, Delaware, Knox, Coshocton, Tuscarawas, Harrison and Jefferson, inclusive 433-449, 458

1.54 2.65 1.30 1.82 0.95 2.69 1.27 1.43

Territory No. 15

Southern Ohio bounded on the north by the Counties of Preble, Montgomery, Clarke, Madison, Franklin, Licking, Muskingum, Guernsey, and Belmont inclusive 430-432, 450-457, plus the Counties of Boone, Kenton, and Campbell in Kentucky 410

1.91 1.22 1.41 1.69 1.10 1.22 1.38 1.14

1996

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|-----------|-------------------------|---------------------------------------|-----------------------------------|-------|
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Percent of Sales of Electronic Components 1995 - 1996

| Territory | 1995 | | | 1996 | | |
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| | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to Total | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to Total |
| Territory No. 16 Entire State of Indiana 460-479, plus Kentucky less the Counties of Boone, Kenton, and Campbell in the north, and less the County of Boyd in the northeast 400-409, 413-427 | 4.74 | 1.13 | 3.53 | 4.24 | 1.18 | 3.24 |
| Territory No. 17 Entire State of Michigan 480-499 | 2.60 | 1.25 | 2.19 | 2.80 | 1.37 | 2.37 |
| Territory No. 18 Northeast Illinois including Lake, Kane, Cook, DuPage, Kendall, Grundy, Will, and Kankakee Counties 600-606, 609 | 9.91 | 3.38 | 8.21 | 9.50 | 3.47 | 8.00 |
| Territory No. 19 Eastern Wisconsin bounded on the west by Ashland, Price, Taylor, Clark, Jackson, Monroe, and Vernon Counties, inclusive 530-539, 541-545, and 549, plus northern Illinois bounded by the south and east by Whiteside, Lee, DeKalb, and McHenry Counties, inclusive 610-611 | 2.31 | 1.54 | 2.18 | 2.63 | 2.25 | 2.62 |
| Territory No. 20 Southern Illinois bounded on the north and east by the Counties of LaSalle, Bureau, and Henry inclusive 612-629, plus eastern Missouri bounded on the west by Counties of Schuyler, Adair, Macon, Randolph, Howard, Cooper, Morgan, Camden, Dallas, Webster, Douglas and Ozark, inclusive 630-639, 654-655 | 1.28 | 0.72 | 1.17 | 1.24 | 0.82 | 1.16 |
| Territory No. 21A Louisiana 700-714, and Arkansas less Crawford and Sebastian Counties 716-728, plus Bowie County, Texas 755 | 0.65 | 0.20 | 0.53 | 0.58 | 0.25 | 0.53 |

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| | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to Total | OEM & Direct Government | Industrial Distribution Point-of-Sale | Industrial Distribution Billed-to Total |
| Territory No. 21B Western Tennessee bounded on the east by the Counties of Weakley, Gibson, Madison, and Hardeman, inclusive 380-383, and the entire State of Mississippi 386-397 | 0.53 | 0.20 | 0.41 | 0.48 | 0.31 | 0.42 |
| Territory No. 22 Southeastern Texas bounded on the west by the Counties of Andrews, Ector, Crane, Crockett, and Val Verde, inclusive, and on the north by the Counties of Andrews, Martin, Howard, Mitchell, Nolan, Taylor, Callahan, Eastland, Erath, Hood, Johnson, Ellis, Henderson, Cherokee, Rusk and Panola, inclusive 756-759, 765-789, 795-797 | 9.03 | 3.57 | 7.41 | 9.56 | 3.74 | 7.85 |
| Territory No. 23 Oklahoma, 730-749, plus the Counties of Crawford and Sebastian in Arkansas 729, Northern Texas less Bowie County on the east and bounded on the south by the Counties of Gaines, Dawson, Borden, Scurry, Fisher, Jones, Shackleford, Stephens, Palo Pinto, Parker, Tarrant, Dallas, Kaufman, Van Zandt, Smith, Gregg and Harrison, inclusive 750-754, 760-764, 790-794 | 3.62 | 13.66 | 7.04 | 4.07 | 11.28 | 6.47 |
| Territory No. 24 The State of Kansas 660-670, and western Missouri bounded on the east by the Counties of Putnam, Sullivan, Linn, Chariton, Saline, Pettis, Benton, Hickory, Polk, Greene, Christian and Taney, inclusive 640-641, 644-648, 653, 656-658 | 0.22 | 0.67 | 0.34 | 0.22 | 0.63 | 0.33 |

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| Territory No. 25 North Dakota 580-588, South Dakota 570-577, Minnesota 550-567, plus western Wisconsin bounded on the east by the Counties of Bayfield, Sayer, Rusk, Chippewa, Eau Claire, Trempealeau and La Crosse, inclusive 540, 546-548 | 1.89 | 2.99 | 2.06 2.19 | 1.61 | 3.22 | 1.67 2.04 |
| Territory No. 26 Utah 840-847, Colorado 800-816, Wyoming 820-831, southeastern Idaho bounded on the west and north by the Counties of Twin Falls, Gooding, Camas, Blaine, Custer, Butte, Clark and Fremont, inclusive 832-834, eastern Montana bounded on the west by the Counties of Blaine, Fergus, Wheatland, Sweetgrass and Carbon, inclusive 590-593, northwest Nebraska bounded on the east by the Counties of Sheridan, Garden and Deuel, inclusive 693 | 2.91 | 3.04 | 2.74 2.94 | 2.51 | 3.49 | 4.16 2.86 |
| Territory No. 27A New Mexico 870-884 | 0.08 | 0.15 | 0.24 0.11 | 0.10 | 0.14 | 0.12 0.11 |
| Territory No. 27B Western Texas bounded on the west by the Counties of Winkler, Ward, Pecos and Terrell, inclusive 798-799 | 2.16 | 0.29 | 0.00 1.53 | 2.22 | 0.43 | 0.01 1.63 |
| Territory No. 27C Arizona 850-865 | 2.27 | 2.38 | 0.31 2.18 | 2.37 | 2.26 | 0.35 2.23 |

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| Territory No. 28A Southern California bounded on the north by the Counties of San Luis Obispo, Kern, and Inyo, inclusive, less the Counties of San Diego and Imperial 900-918, 922-935, southern Nevada, bounded on the north by the Counties of Esmeralda, Nye and Lincoln, inclusive 890-892 | 3.96 | 9.20 | 9.86 | 3.49 | 8.01 | 9.63 |
| Territory No. 28B Southern California Counties of San Diego and Imperial 920-921 | 2.08 | 2.61 | 0.72 | 3.30 | 2.55 | 1.04 |
| Territory No. 29 Northern California bounded on the south by the Counties of Monterey, Kings, and Tulare, inclusive, and on the east by the Counties of Tulare, Fresno, and Mono, inclusive 936-961, northern Nevada bounded on the south by the Counties of Mineral, Churchill, Lander, Eureka, and White Pine, inclusive 893-895, 897-898 | 5.98 | 11.47 | 5.19 | 5.64 | 11.97 | 7.39 |
| Territory No. 30A Washington 980-994, Oregon 970-979, northern and western Idaho bounded on the east and south by the Counties of Owyhee, Elmore, Boise, Valley and Lemhi, inclusive 835-838, western Montana bounded on the east by the Counties of Hill, Chouteau, Judith Basin, Meagher and Park, inclusive 594-599 | 2.81 | 3.00 | 1.60 | 2.40 | 3.39 | 1.30 |
| Territory No. 30B Entire State of Alaska 995-999 | 0.01 | 0.01 | 0.02 | 0.01 | 0.00 | 0.01 |
| Territory No. 31 Entire State of Hawaii 967-968 | 0.00 | 0.00 | 0.01 | 0.05 | 0.00 | 0.01 |

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1996

1995

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|---|-------------------------|---------------------------------------|---|-------------------------|---------------------------------------|---|
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| Territory No. 32 Eastern Nebraska, bounded on the west by the Counties of Cherry, Grant, Arthur, and Keith, inclusive 680-692, and the entire State of Iowa 500-528 | 1.22 | 0.61 | 1.01 | 1.26 | 0.41 | 0.99 |
| Territory No. 33 Puerto Rico | 3.03 | 1.65 | 2.49 | 2.59 | 0.90 | 2.02 |
| Territory No. 34 Canada | 4.27 | 3.61 | 3.94 | 5.66 | 4.78 | 5.20 |
| Territory No. 35 Mexico | 1.74 | 0.04 | 1.15 | 2.58 | 0.05 | 1.74 |