

AutoMATE COMPETITIVE DOLLAR SUMMARY

YEAR	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	82 (1/2 YR)	Total	% Ships Fitted	Av Price per ship \$1000's	Total cumulative \$1000's	Dollar % of Market
<b>Iotron</b>																			
Digiplots		3	4	17	45	69	26	46	55	19	31	83	91	19	508	17%	77	39116	
SatNav & Autopilots						2	3	4	4	6	6	6	1	1	34		45	1530	
<b>Total</b>															<b>34</b>		<b>122</b>	<b>40646</b>	<b>21%</b>
<b>Norcontrol/Kelvin Hughes</b>																			
Anti-Collision		8	11	22	23	28	18	20	20	20	20	20	25	25	260	9%	90	23400	
SatNav & Autopilot															200		35	7000	
<b>Total</b>															<b>200</b>		<b>125</b>	<b>30400</b>	<b>16%</b>
<b>Sperry</b>																			
Anti-Collision			6	23	41	54	36	50	35	40	90	100	100	75	650	22%	51	33150	
SatNav & Autopilot															150		40	6000	
<b>Total</b>															<b>150</b>		<b>91</b>	<b>39150</b>	<b>20%</b>
<b>IBM</b>																			
Anti-Collision				2	4	9	10	5	20	13	12	0	0	0	75	3%	135	10125	
SatNav & Autopilot																	standard	0	
<b>Total</b>																	<b>135</b>	<b>10125</b>	<b>5%</b>
<b>Selenia</b>																			
Anti-Collision				1	10	15	12	12	12	12	15	15	19	13	136	5%	85	11560	6%
<b>Raytheon</b>																			
Anti-Collision									50	90	200	260	350	250	1200	41%	30	36000	19%
<b>Plessey/Decca</b>																			
Anti-Collision											10	15	25	50	100	3%	60	6000	3%
<b>All Other Manufacturers</b>																			
Anti-Collision								10	20	20	50	60	80	60	300	10%	60	18000	9%
<b>ANNUAL RATE</b>		<b>11</b>	<b>21</b>	<b>65</b>	<b>123</b>	<b>175</b>	<b>102</b>	<b>143</b>	<b>212</b>	<b>214</b>	<b>428</b>	<b>553</b>	<b>690</b>	<b>492</b>	<b>3229</b>				
<b>CUMULATIVE</b>		<b>11</b>	<b>32</b>	<b>97</b>	<b>220</b>	<b>395</b>	<b>497</b>	<b>640</b>	<b>852</b>	<b>1066</b>	<b>1494</b>	<b>2047</b>	<b>2737</b>	<b>3229</b>				<b>191881</b>	<b>100%</b>