Specialty Controls – Automated material handling systems; automated guided vehicles; stacker cranes; ion implanters; engineered fasteners; golf grips; industrial clutches and brakes.

The principal markets for these products are industrial, commercial, automotive, appliance, aerospace and government customers. Sales are made directly by the Company or indirectly through distributors and manufacturers' representatives.

Defense Systems

Strategic countermeasures; tactical jamming systems; electronic intelligence; electronic support measures.

The principal market for these products is the United States Government.

Other Information

Operating profit represents net sales less operating expenses for each segment and geographic region and excludes interest expense and income, and general corporate expenses – net.

Identifiable assets for each segment and geographic region represent those assets used in operations (including excess of cost over net assets of businesses acquired) and exclude general corporate assets (consisting principally of short-term investments, deferred income taxes, investments carried at equity, property and other assets).

Net sales to divisions and subsidiaries of one customer, primarily from the Vehicle Components business segment, were $541 million in 1993, $491 million in 1992 and $394 million in 1991 (12% of sales in 1993, 12% in 1992 and 11% in 1991).

GEOGRAPHIC REGION INFORMATION

	United States	*Canada*	*Europe*	*Latin America*	*Pacific Region*	*Elimin-ations*	*Totals*
(Millions of dollars)							
1993							
Net sales	$3,404	$183	$769	$202	$ 81	$238	$4,401
Operating profit	275	21	17	9	10		332
Identifiable assets	1,726	101	548	103	48	60	2,466
1992							
Net sales	$3,002	$175	$861	$184	$ 66	$187	$4,101
Operating profit	201	20	29	8	6		264
Identifiable assets	1,781	74	630	98	48	59	2,572
1991							
Net sales	$2,768	$166	$679	$153	$ 58	$165	$3,659
Operating profit	151	12		6	5		174
Identifiable assets	1,886	84	626	100	48	71	2,673

Operating profit in 1993 was reduced by an acquisition integration charge of $53 million in the United States and $2 million in Canada, and by a restructuring charge of $9 million in Europe.

Operating profit for the United States in 1992 was reduced by $25 million of expense related to the accounting change for postretirement benefits other than pensions.

Operating profit in 1991 was reduced by a restructuring charge of $24 million in the United States, $2 million in Canada and $13 million in Europe.

Geographic region information (table above) does not include results of associate companies and joint ventures in which the Company holds a 20%-50% ownership interest, which are accounted for by the equity method, and which had total sales as follows:

	United States	*Europe*	*Latin America*	*Pacific Region*	*Totals*
(Millions of dollars)					
1993	$ 7	$13	$15	$169	$204
1992	6	18	6	136	166
1991	39	40	7	189	275