

States. Over 52% of the \$2.1 billion annual sales reached in 1970 were outside the United States. Illinois would not be the leading state in exports to other countries without Caterpillar.

Imposition of a ban on the use of asbestos in brakes would impose a severe restriction upon Caterpillar Tractor Co.

B. Effect of Proposed Regulations on Illinois Caterpillar Dealers

The requirement for a specific design of earthmoving equipment for Illinois could result in a hardship for Caterpillar dealers and Illinois earthmoving contractors, and a subsequent loss of sales tax to the State. Special brake assemblies to meet the Illinois requirement would, of necessity, result in higher first cost of product. This higher first cost would result in higher bid prices for road building and earthmoving contracts. Thus, with a fixed State budget for road improvement, etc., less work would be done, and fewer machines would be sold.

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