[illegible]

[illegible] 1986 NET SALES
SEQUENCE- CATEGORY IN DISTRICT IN REGION

[illegible]
DISTRICT-FRANCIS [illegible]
CATEGORY-OTHER [illegible]

CUSTOMER NUMBER	ST-CITY CODE	CUSTOMER NAME	MONTH 1985	MONTH 1986	MONTH % CHG	YEAR TO DATE 1985	YEAR TO DATE 1986	YEAR TO DATE % CHG	PLAN	PLAN VS ACT %	TOT YEAR PLAN
330850000	16-320	LINK-BELT LEXINGTON, KENTUCKY		338		3,782	14,891	294			
330850000	16-240	FMC CRANE & EXCAVATOR BOWLING GREEN, KENTUCKY	315	35	89-	6,172	3,961	36-			
330850000	14-130	FMC CRANE & EXCAVATOR CEDAR RAPIDS, IOWA				8,506		100-			
3[illegible]000	31-636	[illegible] MACHINERY COMPANY ROSLYN HEIGHTS, NY					752				
		CATEGORY TOTAL	315	373	18	18,460	19,[illegible]	[illegible]			