[illegible] [illegible]

CUSTOMER PURCHASES REPORT
DEC 1986 NET SALES
SEQUENCE- CATEGORY IN DISTRICT IN REGION

[illegible]/16/86 [illegible]
REGION -MARTIN
DISTRICT-BROWN
CATEGORY-C.E.ACCOUNTS

CUSTOMER NUMBER	ST-CITY CODE	CUSTOMER NAME	MONTH 1985	MONTH 1986	MONTH % CHG	YEAR 1985	YEAR 1986	YEAR % CHG	TO DATE PLAN	TO DATE ACT	PLAN VS %	TOT YEAR PLAN
365170000	21-140	GENERAL MOTORS CORP. DETROIT, MICHIGAN					100					
369400000	34-210	DELCO MORAINE DAYTON, OHIO	27,379	22,692	17-	382,489	496,242	30				
534360000	34-150	LUCAS GIRLING CINCINNATI, OHIO	42,421	26,511	38-	233,079	144,085	38-				
534360000	99-001	LUCAS GIRLING CINCINNATI, OHIO				400		100-				
913920000	99-001	VOLKSWAGENWERK A.G. WEST GERMANY					556,320					
913930000	42-154	VOLKSWAGEN OF AMERICA CARROLLTON, TEXAS	161	273	70	24,132	28,485	18				
913930000	31-550	VOLKSWAGEN OF AMERICA ORANGEBURG, N. Y.	4,587	11,337	147	106,546	116,750	10				
913930000	20-728	VOLKSWAGEN OF AMERICA WILMINGTON, MASS.	1,753	1,465	16-	25,834	37,012	43				
913930000	04-155	VOLKSWAGEN OF AMERICA CITY OF INDUSTRY, CALIF.	12,366	6,384	48-	126,258	124,547	1-				
913930000	12-431	VOLKSWAGEN OF AMERICA LINCOLNSHIRE, ILLINOIS	407	1,020	151	37,966	42,152	11				
913930000	24-730	VOLKSWAGEN OF AMERICA ST. LOUIS, MISSOURI		409		5,355	10,335	93				
913930000	34-242	VOLKSWAGEN OF AMERICA DUBLIN, OHIO	644	1,020	58	46,638	50,045	7				
913930000	19-161	VOLKSWAGEN OF AMERICA LANHAM, MARYLAND	6,437	7,517	17	83,847	118,111	41				
913930000	39-280	VOLKSWAGEN OF AMERICA JACKSONVILLE, FLORIDA	4,020	2,651	34-	51,702	66,735	29				
913930000	37-777	VOLKSWAGEN OF AMERICAN VALLEY FORGE, PA		7,049			17,304					
913930000	36-130	VOLKSWAGEN OF AMERICA HILLSBORO, OREGON	322		100-	2,737	6,990	155				
913970000	68-649	VOLKSWAGEN CANADA LTD. SCARBOROUGH, ONTARIO	4,093	3,411	17-	19,063	20,810	9				
913970000	68-[illegible]	VOLKSWAGEN CANADA LTD. SCARBOROUGH, ONTARIO				2,291		100-				
914020000	21-587	VOLKSWAGEN OF AMERICA [illegible], MICHIGAN				240		100-				