

Table B

Different Classes of Trade Sold

	<u>Custom</u>		<u>Production</u>	
	<u>#</u> <u>(740)</u>	<u>%</u> <u>(100)</u>	<u>#</u> <u>(17)</u>	<u>%</u> <u>(100)</u>
Buying Groups	8	1.08	2	11.76
Construction	18	2.43	-	-
Farm	38	5.14	-	-
Fleets (Cars & Trucks)	135	18.24	1	5.88
Government	4	.54	-	-
Industrial	32	4.32	-	-
Jobber/Wholesaler	212	28.65	-	-
Lift Truck Repair Shops	2	.27	-	-
Logging	3	.41	-	-
Marine	7	.95	-	-
Mass Merchandisers	9	1.22	2	11.76
Mining	2	.27	-	-
inal Equipment Manufacturers	4	.54	4	23.52
Other Rebuilders	3	.41	-	-
Public Transit Companies	5	.68	-	-
Service Stations/Garages	165	22.30	-	-
Tires, Battery & Accessories	-	-	2	11.76
Vehicle Dealers	71	9.59	1	5.88
Warehouse Distributors	<u>22</u>	<u>2.97</u>	<u>7</u>	<u>41.18</u>
	740	100.00	17	99.98