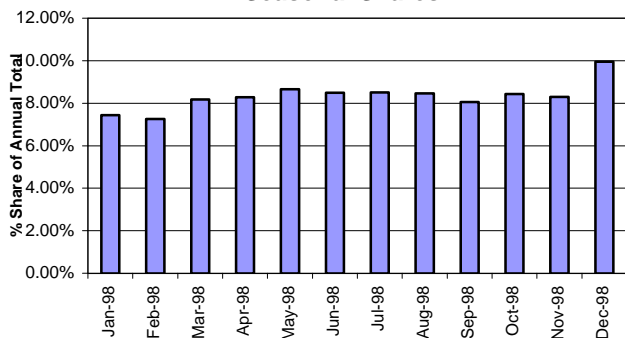
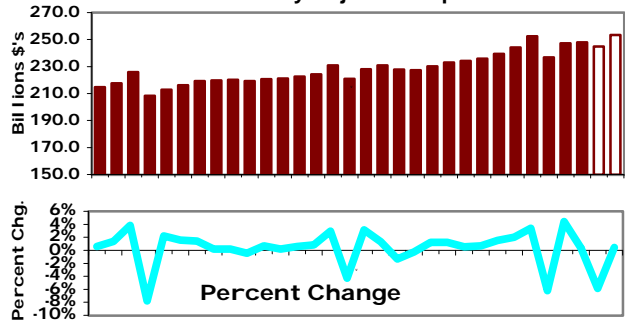


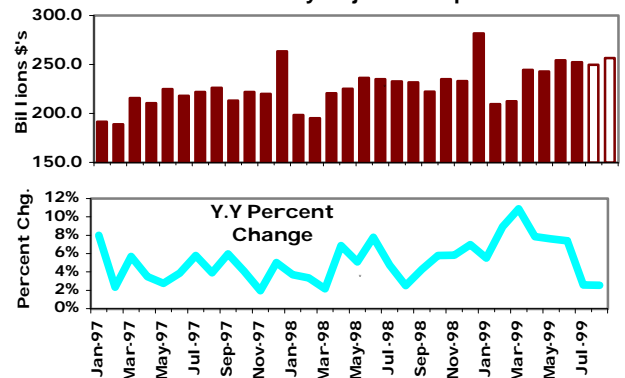
Seasonal Shares



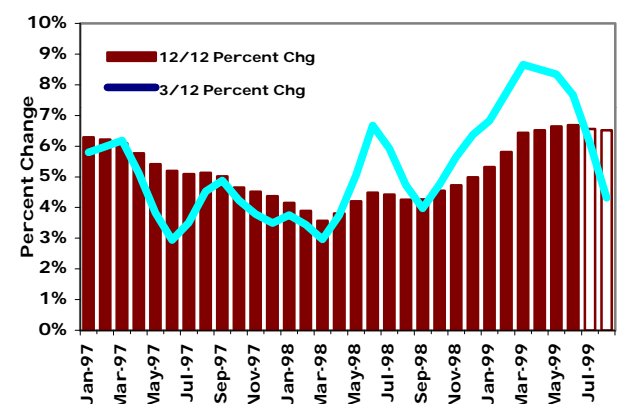
Seasonally Adjusted Shipments



Not Seasonally Adjusted Shipments



Momentum Indicator



MONTHLY HIGHLIGHTS

If the current year to date growth rate of 8.0% is maintained, sales would be \$2,966,866 in 1999 and \$3,205,483 in 2000.

Conditions in June strengthened from last month. Seasonally adjusted June sales, were 248 thousand units up 0.3% from last month, the best performance since March 1999.

	UNADJUSTED			SEAS. ADJUSTED		
	Millions of \$'s	Year/Year %	Year to Date %	Millions of \$'s	Month/Month %	MOMENTUM

1998						
January	198,479	3.7%	3.7%	222,469	0.6%	(=)
February	195,093	3.3%	3.5%	224,263	0.8%	(=)
March	220,426	2.2%	3.0%	230,827	2.9%	(=)
April	225,008	6.9%	4.0%	220,977	-4.3%	(=)
May	236,370	5.1%	4.3%	227,920	3.1%	(=)
June	234,836	7.8%	4.9%	230,949	1.3%	(+)
July	232,611	4.8%	4.9%	227,882	-1.3%	(=)
August	231,685	2.5%	4.5%	227,349	-0.2%	(=)
September	222,104	4.3%	4.5%	230,171	1.2%	(=)
October	234,928	5.8%	4.6%	233,008	1.2%	(=)
November	232,852	5.8%	4.8%	234,290	0.6%	(=)
December	281,619	7.0%	5.0%	235,907	0.7%	(=)
Year Total	2,746,011	5.0%		2,746,012		

1999						
January	209,407	5.5%	5.5%	239,465	1.5%	(=)
February	212,492	8.9%	7.2%	244,265	2.0%	(=)
March	244,435	10.9%	8.5%	252,504	3.4%	(+)
April	242,695	7.9%	8.3%	236,767	-6.2%	(=)
May	254,372	7.6%	8.2%	247,185	4.4%	(=)
June	252,188	7.4%	8.0%	247,986	0.3%	(=)

Sales Required to Meet Annual Plan of 5.0% in 1999

July	238,641	2.6%	7.2%	233,435	-5.9%	(=)
August	237,611	2.6%	6.6%	234,404	0.4%	(-)
September	229,422	3.3%	6.2%	235,372	0.4%	(-)
October	235,221	0.1%	5.6%	236,341	0.4%	(-)
November	239,016	2.6%	5.3%	237,310	0.4%	(-)
December	287,811	2.2%	5.0%	238,278	0.4%	(-)
Year Total	2,883,312	5.0%		2,883,313		

Sales Required to Meet Annual Plan of 6.0% in 2000

2000						
January	216,757	3.5%	3.5%	247,909	4.0%	(-)
February	216,801	2.0%	2.8%	249,142	0.5%	(=)
March	250,484	2.5%	2.7%	250,376	0.5%	(=)
April	249,896	3.0%	2.7%	251,609	0.5%	(=)
May	260,343	2.3%	2.7%	252,843	0.5%	(=)
June	258,688	2.6%	2.6%	254,076	0.5%	(=)
July	260,240	9.1%	3.6%	255,309	0.5%	(=)
August	259,293	9.1%	4.3%	256,543	0.5%	(+)
September	250,525	9.2%	4.8%	257,776	0.5%	(+)
October	257,028	9.3%	5.2%	259,009	0.5%	(+)
November	261,348	9.3%	5.6%	260,243	0.5%	(+)
December	314,908	9.4%	6.0%	261,476	0.5%	(+)
Year Total	3,056,310	6.0%		3,056,311		

Comparison of Forecast vs. Targeted Values
Not Seasonally Adjusted

1999	ARIMA		Targeted	Y/Y%	Diff %
	Forecast	Y/Y %			
July	249,777	7.4%	238,641	7.2%	-4.5%
August	256,379	10.7%	237,611	6.6%	-7.3%
September	242,342	9.1%	229,422	6.2%	-5.3%
October	251,163	6.9%	235,221	5.6%	-6.3%
November	255,458	9.7%	239,016	5.3%	-6.4%
December	303,400	7.7%	287,811	5.0%	-5.1%