

HARLEY-DAVIDSON STORE GAINS BY SERVICE AREA

UNITS: STORES

DATE	TOKYO TOBACCO SERVICE	KANSAI TOBACCO SERVICE	CHUBU TOBACCO SERVICE	KYUSHU TOBACCO SERVICE	HOKKAIDO TOBACCO SERVICE	TOTALS
JANUARY '94	2,215	217	2,445	109	127	5,113
FEBRUARY '94	3,970	366	2,706	179	201	7,422
MARCH '94	5,978	583	3,024	282	318	10,185
APRIL '94	7,535	762	3,254	396	435	12,382
MAY '94	8,569	941	3,359	630	538	14,037
JUNE '94	8,743	1,087	3,582	828	622	14,862
JULY '94	10,231	1,198	3,678	986	698	16,791
AUGUST '94	10,742	1,271	3,757	1,164	731	17,665
SEPTEMBER '94	11,289	1,410	3,834	1,288	778	18,599
OCTOBER '94	11,741	1,600	3,909	1,396	837	19,483
NOVEMBER '94	12,162	1,906	3,976	1,495	904	20,443
DECEMBER '94	12,609	2,173	4,031	1,589	953	21,355
JANUARY '95	12,846	2,356	4,085	1,646	974	21,907

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PREPARED BY PBI INTERNATIONAL -- 15 FEBRUARY 1995