

# SUMMARY

WEEK ENDING	ACTUAL PRODUCTION			ACCUMULATED PRODUCTION			SALES		
	DOMESTIC PRODUCTION	EXPORT PRODUCTION	TOTAL	DOMESTIC PRODUCTION	EXPORT PRODUCTION	TOTAL PRODUCTION	WEEKLY DOMESTIC SALES	ACCUMULATED DOMESTIC SALES	DOMESTIC INVENTORY
24-Jan-93	5,110	2,267	7,377	13,723	6,820	20,543	2,006	7,028	21,425

	1993 Forecast (BN)	YTD Production (BN)	Balance for 1993 (BN)
Domestic	210.00	13.72	196.18
Export	122.11	6.82	115.29
Military	1.31	(1)	
Non-Revenue	1.00	(2)	
Total	334.41	20.54	313.87

Forecast dated: 12/17/92

Forecast dated: 12/17/92

This figure is rolled into the export total.

This figure is rolled into the domestic total.

Note: There are 224 Production Days Left in the Year.

Balance for 1993 takes into account beginning and ending inventory.

## Curtailment Quantities

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Total
Actual Totals	1,461.8				1,461.8
Accumulated Totals	1,461.8	1,461.8	1,461.8	1,461.8	

## Overtime

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Total
Actual Totals	94.9				94.9
Accumulated Totals	94.9	94.9	94.9	94.9	
Domestic	16.7				
Export	78.2				
Total	94.9				

6882269902

# SCHEDULE I

\* Production DOES include overtime and partial production days. \*

\* Domestic Inventory includes other shipments and inventory adjustments which are not shown on this report.\*

WEEK ENDING	ACTUAL PRODUCTION			ACCUMULATED PRODUCTION			SALES		DOMESTIC INVENTORY
	DOMESTIC PRODUCTION	EXPORT PRODUCTION	TOTAL	DOMESTIC PRODUCTION	EXPORT PRODUCTION	TOTAL PRODUCTION	WEEKLY DOMESTIC SALES	ACCUMULATED DOMESTIC SALES	
01-Jan-93 - 03-Jan-93	0	0	0	0	0	0	0	0	14,598
10-Jan-93	3,913	1,805	5,718	3,913	1,805	5,718	3,026	3,026	15,613
17-Jan-93	4,700	2,748	7,448	8,613	4,553	13,166	1,996	5,021	18,327
24-Jan-93	5,110	2,267	7,377	13,723	6,820	20,543	2,006	7,028	21,425

2056927840

# SCHEDULE II

Domestic Forecast: 12/17/92

Export Forecast: 12/17/92

	1993 Forecast (BN)	YTD Production (BN)	Balance for 1993 (BN)	Balance/Day for 1993 (MM)	YTD Production/Day (MM)	Variance/Day (MM)
Domestic	210.00	13.72	196.18	875.80	979.01	-103.21 -11%
Export	122.11	6.82	115.29	514.68	481.58	33.10 7%
Military	1.31	(1)				
Non-Revenue	1.00	(2)				
Total	334.41	20.54	313.87			

(1) This figure is rolled into the export total.

(2) This figure is rolled into the domestic total.

Note: There are 224 Production Days Left in the Year.

Balance for 1993 takes into account beginning and ending inventory.

1182769502

# SCHEDULE III

Domestic Forecast: 12/17/92

Export Forecast: 12/17/92

	1993 Forecast (Billions)	YTD Production (Billions)	Balance for 1993 (Billions)	Balance/Day for 1993 (Millions)	YTD Production/Day (Millions)	Variance/Day (Millions)	
<u>Marlboro LS Box (0012)</u>							
Domestic	25.98	1.98	23.88	106.59	141.55	-34.96	-25%
Export	6.43	0.63	5.80	25.88	45.34	-19.46	-43%
<u>Marlboro FF KS SP (0290)</u>							
Domestic	16.96	1.08	15.44	68.95	77.40	-8.45	-11%
Export	14.23	1.16	13.07	58.37	82.77	-24.40	-29%
<u>Marlboro 100 FF SP (0480)</u>							
Domestic	5.21	0.58	4.57	20.39	41.21	-20.82	-51%
<u>Parliament Lt 100 SP (0500)</u>							
Domestic	1.30	0.07	1.20	5.36	4.89	0.47	10%
Export	3.21	0.16	3.05	13.60	11.60	2.00	17%
<u>Marl 100 SP Red Roof (0540)</u>							
Export	9.16	0.27	8.89	39.70	19.05	20.65	108%
<u>VA Slims 100 SP Reg (0601)</u>							
Domestic	1.70	0.14	1.55	6.91	9.80	-2.90	-30%
<u>Marlboro Lts KS SP (0660)</u>							
Domestic	15.92	0.80	14.62	65.27	57.28	7.99	14%
Export	2.24	0.15	2.09	9.31	10.70	-1.39	-13%

2056927842

	1993 Forecast (Billions)	YTD Production (Billions)	Balance for 1993 (Billions)	Balance/Day for 1993 (Millions)	YTD Production/Day (Millions)	Variance/Day (Millions)	
<u>Marlboro Lts KS Box Reg (0690)</u>							
Domestic	18.13	0.96	16.85	75.22	68.35	6.88	10%
Export	5.13	0.47	4.67	20.84	33.26	-12.42	-37%
<u>Merit 100 SP Reg (0760)</u>							
Domestic	1.88	0.23	1.60	7.13	16.13	-9.00	-56%
<u>Marlboro FF KS Box (0820)</u>							
Export	28.64	1.22	27.42	122.41	86.99	35.42	41%
<u>B&amp;H 100 Deluxe UL Reg (1100)</u>							
Domestic	1.94	0.11	1.78	7.93	7.99	-0.06	-1%
<u>Cambridge Lts 100 SP (1440)</u>							
Domestic	2.61	0.10	2.44	10.90	7.40	3.50	47%
<u>Generic 100 SP Lts (9114)</u>							
Domestic	4.33	0.92	4.02	17.94	66.01	-48.07	-73%

2056927843

SCHEDULE IV  
PRODUCTION CURTAILMENT DATA

(LIST OF BRANDS AND QUANTITIES THAT WERE DOWN ON THE DATES LISTED - DATA TAKEN FROM THE 20-WEEK PLAN)

Date	M/C	S/S	LVL	CAB	Total Quantities
1/4/93	Full Down Day - All Plants				
Curtailment Quantities	624.1	138.2	331.0	368.6	1,461.8

	<u>1st Qtr.</u>	<u>2nd Qtr.</u>	<u>3rd Qtr.</u>	<u>4th Qtr.</u>	<u>Total</u>
Actual Totals	1,461.8				1,461.8
Accumulated Totals	1,461.8	1,461.8	1,461.8	1,461.8	

2056927844

SCHEDULE V  
OVERTIME PRODUCTION  
(Actual Production)

Date	Brand Code	Type	M/C	S/S	LVL	CAB	Total
1/9/93	02110	D			3.4		3.4
Date Total			0.0	0.0	3.4	0.0	3.4
1/10/93	02110	D			3.1		3.1
Date Total			0.0	0.0	3.1	0.0	3.1
1/16/93	02110	D			3.6		3.6
Date Total			0.0	0.0	3.6	0.0	3.6
1/17/93	02110	D			3.5		3.5
Date Total			0.0	0.0	3.5	0.0	3.5
1/23/93	00540	E	40.1				40.1
	02110	D			3.1		3.1
Date Total			40.1	0.0	3.1	0.0	43.2
1/24/93	00540	E	38.2				38.2
Date Total			38.2	0.0	0.0	0.0	38.2

SUMMARY:

	<u>1st Qtr.</u>	<u>2nd Qtr.</u>	<u>3rd Qtr.</u>	<u>4th Qtr.</u>	<u>Total</u>
Actual Totals	94.9				94.9
Accumulated Totals	94.9	94.9	94.9	94.9	
Domestic	16.7				
Export	78.2				
Total	94.9				

2056927845