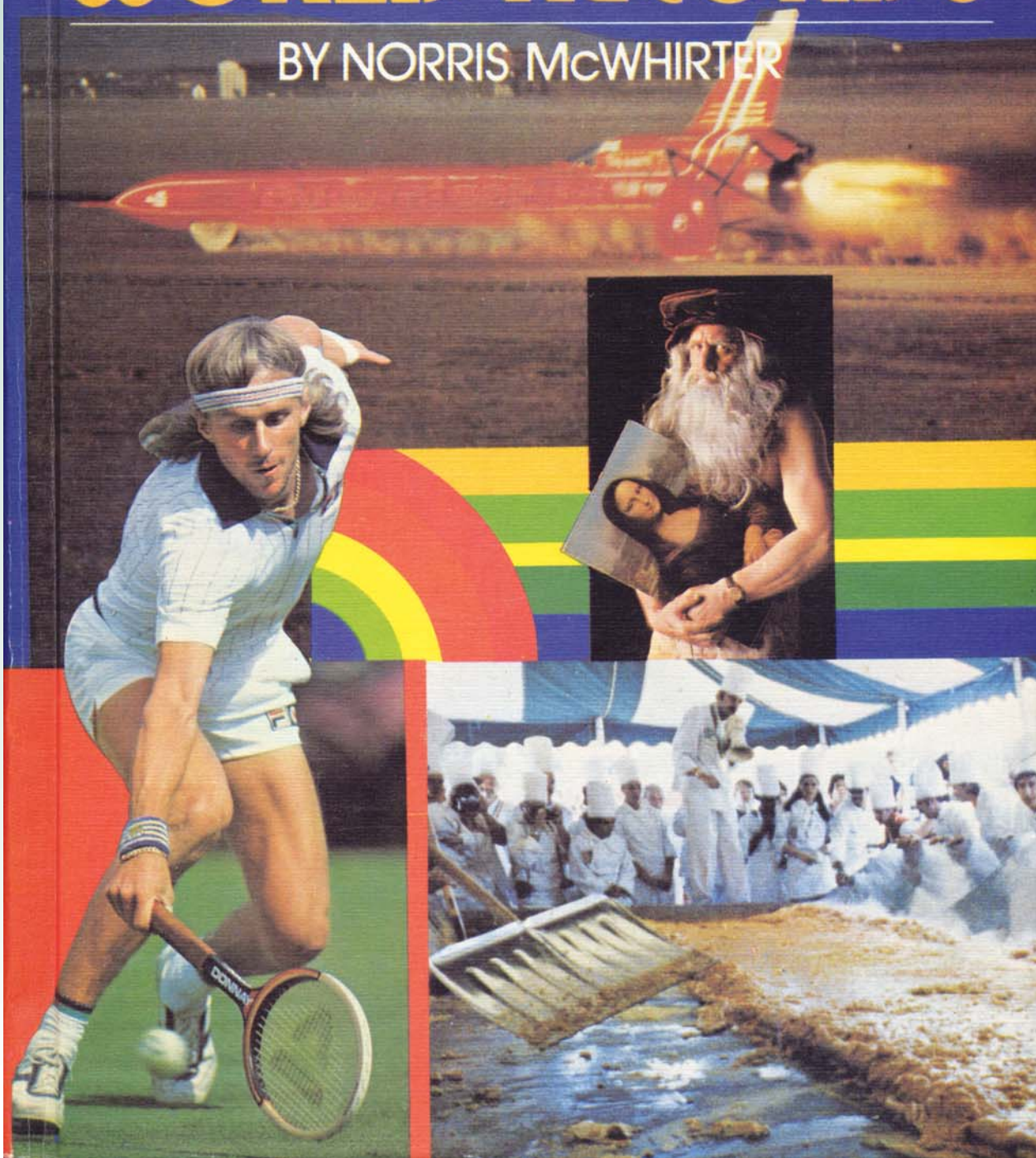


# GUINNESS

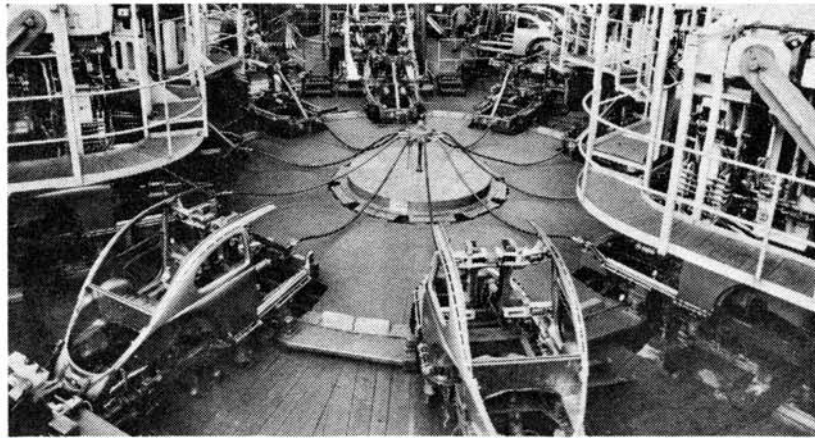
BOOK OF

# WORLD RECORDS

BY NORRIS McWHIRTER



**LARGEST AUTO PLANT:**  
 On this "rear-end merry-go-round" at the Wolfsburg, W Germany factory, 5 Volkswagen workers can make 240 sections per hour.



**Greatest Car Salesman**

The all-time record for automobile salesmanship in individual units sold is 1,425 in 1973, by Joe Girard of Detroit, author of "How to Sell Anything to Anybody" and winner of the Number One Car Salesman title every year from 1966 to 1977. His lifetime total of one-at-a-time "belly to belly" selling was 13,001 units sold, all retail. He retired Jan 1, 1978 to teach others his art and to write books on selling.

**Chocolate Factory**

The largest chocolate factory is built by Hershey Foods Corp of Hershey, Pa in 1905. It has 10 million sq ft of floor space.

**Computer Company**

The largest computer company is International Business Machines Corp (IBM) which has an anti-trust suit. Dept's largest with sales of \$22,862,777

**Department Store**

F. W. Woolworth operates a total of 1,200 stores. F. W. Woolworth opened his first Five and Dime store in 1879. The 1979-80

**Averaged (6) New Retail vehicles a day**  
**Most New Retail Sales in one day (18)**  
**Most New Retail Sales in one month (174)**  
**Most New Retail Sales in one year (1,425)**  
**Most New Retail Sales in 15-year career (13,001)**  
**NO USED AUTOMOBILES OR TRUCKS**  
**NO FLEET OR WHOLESALE**  
**NEVER IN MANAGEMENT**  
**THIS RECORD STILL HAS NOT BEEN BROKEN!**

*Audited by the Accounting Firm of Deloitte & Touche  
 Audit available on request*



**LARGEST CHOCOLATE FACTORY:** Even the streets of the town of Hershey, Pennsylvania have names like Chocolate Avenue.