

McDonald
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Automotive PSI Monthly Production, Sales and Inventory

Brett D. Hoselton, CFA
(216) 443-3809
bhoselton@mcdinvest.com

Christopher D. Manuel
(216) 443-2341
cmanuel@mcdinvest.com

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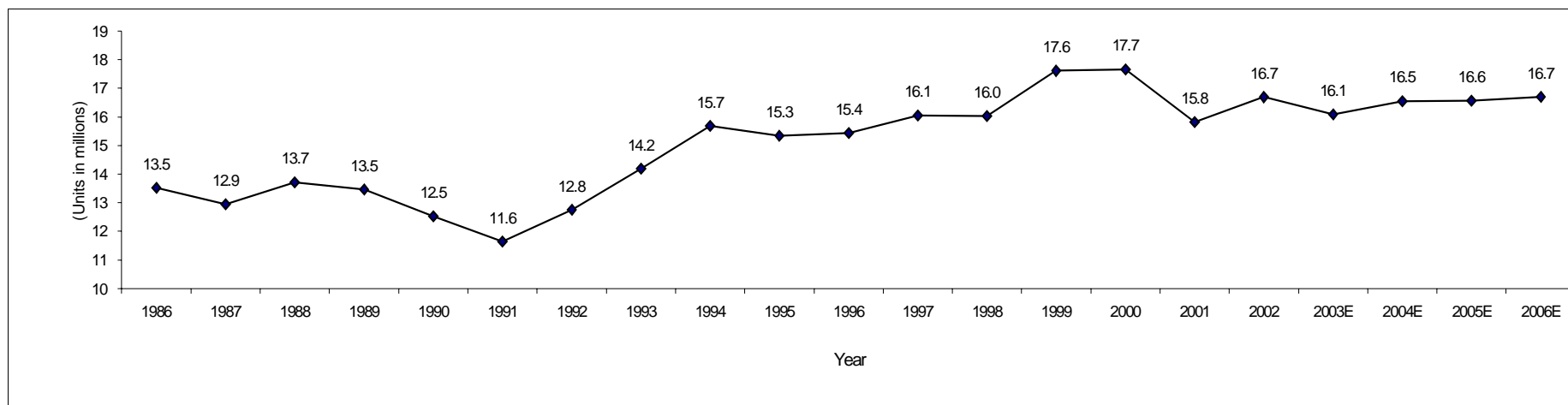
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SECTION 1. PRODUCTION

Table 1. NORTH AMERICAN LIGHT, MEDIUM & HEAVY-DUTY VEHICLE PRODUCTION

	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003E	2004E	2005E	2006E
GM	6,414	5,670	5,963	5,632	5,133	4,700	4,802	5,216	5,559	5,585	5,158	5,548	4,989	5,746	5,587	4,971	5,472	5,138	5,123	5,128	5,128
Ford	3,808	3,920	4,164	3,986	3,482	3,109	3,596	3,951	4,363	4,064	4,134	4,237	4,259	4,493	4,577	3,923	4,057	3,730	3,955	3,870	3,875
Chrysler	2,157	2,077	2,250	2,248	1,893	1,747	2,040	2,332	2,676	2,570	2,831	2,764	2,970	3,116	2,896	2,597	2,664	2,536	2,601	2,556	2,556
Total Detroit	12,379	11,667	12,377	11,866	10,508	9,556	10,438	11,499	12,598	12,219	12,123	12,550	12,217	13,355	13,061	11,491	12,193	11,405	11,680	11,555	11,560
Yr/Yr % Chg.	—	-5.8%	6.1%	-4.1%	-11.4%	-9.1%	9.2%	10.2%	9.5%	-3.0%	-0.8%	3.5%	-2.6%	9.3%	-2.2%	-12.0%	6.1%	-6.5%	2.4%	-1.1%	0.0%
Other	868	946	965	1,309	1,768	1,880	2,050	2,343	2,671	2,695	2,969	3,086	3,334	3,671	4,105	3,992	4,170	4,361	4,491	4,626	4,766
Total Light Vehicles	13,246	12,613	13,341	13,175	12,276	11,436	12,489	13,843	15,268	14,915	15,091	15,635	15,551	17,025	17,166	15,483	16,363	15,765	16,171	16,181	16,326
Yr/Yr % Chg.	—	-4.8%	5.8%	-1.2%	-6.8%	-6.8%	9.2%	10.8%	10.3%	-2.3%	1.2%	3.6%	-0.5%	9.5%	0.8%	-9.8%	5.7%	-3.7%	2.6%	0.1%	0.9%
Medium Duty Truck	120	139	162	126	124	96	120	141	176	179	156	185	200	245	227	181	167	164	178	178	178
Heavy Duty Truck	148	191	208	162	135	116	149	202	238	251	199	235	283	338	266	150	160	161	200	200	200
Total N. American	13,514	12,942	13,711	13,463	12,534	11,648	12,758	14,186	15,683	15,344	15,446	16,056	16,033	17,609	17,658	15,814	16,690	16,090	16,548	16,558	16,703
Yr/Yr % Chg.	—	-4.2%	5.9%	-1.8%	-6.9%	-7.1%	9.5%	11.2%	10.5%	-2.2%	0.7%	3.9%	-0.1%	9.8%	0.3%	-10.4%	5.5%	-3.6%	2.8%	0.1%	0.9%

Source: Ward's Automotive; McDonald Investments Inc. estimates.



Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 2. NORTH AMERICAN QUARTERLY PRODUCTION – GENERAL MOTORS
(units in thousands)

	North American Vehicle Production								Year/Year % Change							
	1999	2000	2001	2002	2003E	2004E	2005E	2006E	1999	2000	2001	2002	2003E	2004E	2005E	2006E
1Q	776	722	563	588	572				16.5%	-6.9%	-22.1%	4.5%	-2.8%			
2Q	757	768	624	674	533				22.4%	1.4%	-18.7%	7.9%	-20.9%			
3Q	642	673	563	548	485				8.5%	4.8%	-16.3%	-2.6%	-11.5%			
4Q	738	652	564	588	580				-9.7%	-11.7%	-13.5%	4.3%	-1.4%			
Total Car	2,913	2,815	2,314	2,398	2,170	2,400	2,285	2,285	8.1%	-3.4%	-17.8%	3.7%	-9.5%	10.6%	-4.8%	0.0%
1Q	713	748	614	733	831				4.3%	4.9%	-18.0%	19.5%	13.3%			
2Q	777	751	702	834	803				43.8%	-3.3%	-6.5%	18.8%	-3.8%			
3Q	676	606	643	714	673				69.3%	-10.5%	6.2%	11.1%	-5.9%			
4Q	666	668	699	792	663				-0.7%	0.3%	4.7%	13.2%	-16.3%			
Total Lt Truck	2,833	2,773	2,658	3,073	2,969	2,724	2,844	2,844	23.4%	-2.1%	-4.1%	15.6%	-3.4%	-8.3%	4.4%	0.0%
1Q	14	14	10	9	5				35.5%	-1.9%	-25.4%	-16.8%	-42.8%			
2Q	15	13	9	13	13				37.9%	-11.6%	-34.9%	55.4%	0.0%			
3Q	13	7	7	5	5				40.5%	-44.9%	-3.8%	-18.9%	0.0%			
4Q	14	9	6	7	7				2.5%	-37.1%	-28.3%	18.3%	0.0%			
Total M/H Truck	55	43	32	35	31	28	30	30	27.0%	-23.1%	-25.4%	9.1%	-10.6%	-8.3%	4.4%	0.0%
1Q	1,503	1,485	1,187	1,330	1,407				10.5%	-1.3%	-20.1%	12.1%	5.8%			
2Q	1,549	1,532	1,335	1,521	1,349				32.4%	-1.1%	-12.9%	14.0%	-11.3%			
3Q	1,331	1,285	1,213	1,268	1,163				33.1%	-3.4%	-5.7%	4.6%	-8.3%			
4Q	1,418	1,328	1,269	1,387	1,250				-5.6%	-6.3%	-4.4%	9.3%	-9.9%			
Total GM	5,801	5,630	5,003	5,506	5,169	5,152	5,158	5,158	15.3%	-2.9%	-11.1%	10.1%	-6.1%	-0.3%	0.1%	0.0%

Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 3. NORTH AMERICAN QUARTERLY PRODUCTION – FORD
(units in thousands)

	North American Vehicle Production								Year/Year % Change							
	1999	2000	2001	2002	2003E	2004E	2005E	2006E	1999	2000	2001	2002	2003E	2004E	2005E	2006E
1Q	422	470	365	386	296				-1.3%	11.4%	-22.4%	6.0%	-23.4%			
2Q	493	469	419	417	325				7.2%	-4.8%	-10.7%	-0.4%	-22.1%			
3Q	355	384	241	312	260				-10.6%	8.2%	-37.3%	29.6%	-16.8%			
4Q	416	351	333	304	325				-3.6%	-15.7%	-5.0%	-8.9%	7.1%			
Total Car	1,687	1,675	1,358	1,420	1,206	1,426	1,316	1,316	-1.7%	-0.7%	-18.9%	4.6%	-15.0%	18.2%	-7.7%	0.0%
1Q	750	770	682	656	722				23.6%	2.8%	-11.4%	-3.9%	10.1%			
2Q	727	811	682	731	673				3.5%	11.6%	-16.0%	7.3%	-7.9%			
3Q	617	642	551	616	551				10.5%	4.1%	-14.1%	11.6%	-10.5%			
4Q	713	679	650	635	578				5.7%	-4.8%	-4.3%	-2.3%	-9.0%			
Total Lt Truck	2,806	2,903	2,565	2,638	2,524	2,529	2,554	2,559	10.4%	3.4%	-11.6%	2.8%	-4.3%	0.2%	1.0%	0.2%
1Q	18	23	20	12	12				59.8%	26.5%	-14.2%	-39.9%	2.3%			
2Q	23	28	22	17	17				27.9%	19.6%	-18.4%	-26.2%	0.0%			
3Q	21	20	14	14	14				15.6%	-5.6%	-27.3%	-2.4%	0.0%			
4Q	16	23	14	12	12				-15.6%	38.6%	-39.8%	-10.6%	0.0%			
Total M/H Truck	79	93	70	55	55	55	56	56	17.4%	18.6%	-24.5%	-22.2%	0.5%	0.2%	1.0%	0.0%
1Q	1,190	1,264	1,067	1,054	1,030				13.8%	6.2%	-15.6%	-1.2%	-2.3%			
2Q	1,243	1,308	1,123	1,165	1,015				5.3%	5.3%	-14.2%	3.7%	-12.9%			
3Q	993	1,046	807	942	825				2.0%	5.3%	-22.9%	16.8%	-12.4%			
4Q	1,146	1,053	997	951	915				1.8%	-8.1%	-5.3%	-4.6%	-3.8%			
Total Ford	4,571	4,671	3,993	4,112	3,785	4,011	3,926	3,931	5.7%	2.2%	-14.5%	3.0%	-7.9%	5.9%	-2.1%	0.1%

Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 4. NORTH AMERICAN QUARTERLY PRODUCTION – CHRYSLER
(units in thousands)

	North American Vehicle Production							Year/Year % Change								
	1999	2000	2001	2002	2003E	2004E	2005E	2006E	1999	2000	2001	2002	2003E	2004E	2005E	2006E
1Q	235	251	179	169	138				-3.5%	6.8%	-28.6%	-5.4%	-18.4%			
2Q	246	229	199	194	172				-6.4%	-6.8%	-13.1%	-2.8%	-11.3%			
3Q	185	133	121	134	125				-14.6%	-28.1%	-9.2%	11.1%	-6.9%			
4Q	224	150	138	124	140				9.3%	-33.1%	-8.0%	-9.8%	12.7%			
Total Car	890	763	637	622	575	660	625	625	-4.1%	-14.3%	-16.5%	-2.4%	-7.5%	14.8%	-5.3%	0.0%
1Q	580	646	453	501	491				4.4%	11.4%	-29.8%	10.6%	-2.1%			
2Q	587	600	587	577	540				6.4%	2.2%	-2.2%	-1.7%	-6.4%			
3Q	500	447	436	495	470				18.0%	-10.6%	-2.6%	13.6%	-5.1%			
4Q	559	440	484	468	460				9.4%	-21.4%	10.1%	-3.2%	-1.8%			
Total Lt Truck	2,226	2,133	1,960	2,042	1,961	1,941	1,931	1,931	9.0%	-4.2%	-8.1%	4.2%	-4.0%	-1.0%	-0.5%	0.0%
1Q	—	—	—	—	—				—	—	—	—	—			
2Q	—	—	—	—	—				—	—	—	—	—			
3Q	—	—	—	—	—				—	—	—	—	—			
4Q	—	—	—	—	—				—	—	—	—	—			
Total M/H Truck	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1Q	815	897	633	671	629				2.0%	10.1%	-29.5%	6.0%	-6.2%			
2Q	833	829	786	771	712				2.3%	-0.4%	-5.2%	-1.9%	-7.6%			
3Q	685	580	557	629	595				7.0%	-15.3%	-4.1%	13.1%	-5.5%			
4Q	783	589	622	593	600				9.4%	-24.7%	5.5%	-4.7%	1.2%			
Total Chrysler	3,116	2,896	2,597	2,664	2,536	2,601	2,556	2,556	4.9%	-7.1%	-10.3%	2.6%	-4.8%	2.6%	-1.7%	0.0%

Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 5. NORTH AMERICAN QUARTERLY PRODUCTION – TOTAL DETROIT AUTOMAKERS
(units in thousands)

	North American Vehicle Production							Year/Year % Change								
	1999	2000	2001	2002	2003E	2004E	2005E	2006E	1999	2000	2001	2002	2003E	2004E	2005E	2006E
1Q	1,433	1,443	1,106	1,144	1,006				7.2%	0.7%	-23.3%	3.4%	-12.1%			
2Q	1,496	1,467	1,242	1,285	1,030				11.5%	-2.0%	-15.3%	3.4%	-19.8%			
3Q	1,182	1,190	925	995	870				-2.0%	0.7%	-22.3%	7.6%	-12.6%			
4Q	1,378	1,152	1,035	1,016	1,045				-5.2%	-16.4%	-10.2%	-1.8%	2.9%			
Total Car	5,489	5,252	4,308	4,439	3,951	4,486	4,226	4,226	2.8%	-4.3%	-18.0%	3.0%	-11.0%	13.5%	-5.8%	0.0%
1Q	2,043	2,165	1,750	1,891	2,043				10.7%	6.0%	-19.2%	8.1%	8.1%			
2Q	2,091	2,162	1,970	2,142	2,016				16.5%	3.4%	-8.9%	8.7%	-5.9%			
3Q	1,794	1,695	1,630	1,825	1,694				29.8%	-5.5%	-3.8%	12.0%	-7.2%			
4Q	1,938	1,787	1,833	1,895	1,700				4.4%	-7.8%	2.6%	3.4%	-10.3%			
Total Lt Truck	7,865	7,809	7,183	7,753	7,454	7,194	7,329	7,334	14.3%	-0.7%	-8.0%	7.9%	-3.9%	-3.5%	1.9%	0.1%
1Q	33	37	30	21	17				48.0%	14.2%	-18.4%	-32.0%	-16.5%			
2Q	38	41	31	30	30				31.3%	7.4%	-23.7%	-3.6%	0.0%			
3Q	33	27	21	19	19				23.5%	-20.6%	-21.1%	-7.7%	0.0%			
4Q	30	31	20	20	20				-8.2%	4.3%	-36.7%	-1.6%	0.0%			
Total M/H Truck	134	136	102	89	86	84	85	85	21.0%	1.4%	-24.7%	-12.5%	-3.8%	-2.8%	2.2%	0.0%
1Q	3,508	3,645	2,886	3,055	3,067				9.5%	3.9%	-20.8%	5.9%	0.4%			
2Q	3,625	3,670	3,244	3,457	3,076				14.5%	1.2%	-11.6%	6.6%	-11.0%			
3Q	3,009	2,912	2,576	2,839	2,583				15.1%	-3.2%	-11.5%	10.2%	-9.0%			
4Q	3,347	2,970	2,888	2,931	2,765				0.1%	-11.2%	-2.8%	1.5%	-5.7%			
Total Detroit	13,489	13,197	11,594	12,282	11,491	11,763	11,640	11,645	9.4%	-2.2%	-12.1%	5.9%	-6.4%	2.4%	-1.0%	0.0%

Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 6. NORTH AMERICAN QUARTERLY PRODUCTION – TRANSPLANTS & DOMESTIC MEDIUM/HEAVY-DUTY TRUCK
(units in thousands)

	North American Vehicle Production								Year/Year % Change							
	1999	2000	2001	2002	2003E	2004E	2005E	2006E	1999	2000	2001	2002	2003E	2004E	2005E	2006E
1Q	688	771	776	730	757				-0.8%	12.1%	0.6%	-5.9%	3.7%			
2Q	668	759	738	800	736				2.2%	13.7%	-2.7%	8.3%	-8.0%			
3Q	698	707	649	709	730				8.9%	1.3%	-8.1%	9.2%	3.0%			
4Q	714	734	682	664	697				7.1%	2.9%	-7.0%	-2.7%	5.0%			
Total Car	2,767	2,971	2,846	2,903	2,921	2,979	3,039	3,100	4.3%	7.4%	-4.2%	2.0%	0.6%	2.0%	2.0%	2.0%
1Q	184	281	287	306	351				5.9%	52.9%	2.0%	6.5%	14.7%			
2Q	237	293	299	333	383				36.7%	23.7%	1.9%	11.6%	15.0%			
3Q	229	265	274	321	361				42.3%	16.1%	3.4%	16.8%	12.5%			
4Q	254	294	286	307	345				47.4%	15.8%	-2.8%	7.5%	12.5%			
Total Lt Truck	904	1,134	1,146	1,267	1,440	1,512	1,587	1,667	32.9%	25.5%	1.0%	10.5%	13.7%	5.0%	5.0%	5.0%
1Q	107	114	61	52	54				24.4%	5.8%	-46.3%	-15.1%	4.1%			
2Q	115	102	61	60	51				25.7%	-11.4%	-39.4%	-2.6%	-15.4%			
3Q	112	74	54	66	59				20.2%	-34.1%	-26.4%	21.6%	-10.6%			
4Q	115	67	52	60	74				14.7%	-41.5%	-23.3%	16.3%	23.9%			
Total M/H Truck	449	356	229	238	238	294	292	292	21.1%	-20.7%	-35.9%	4.1%	0.1%	23.3%	-0.6%	0.0%
1Q	979	1,166	1,124	1,088	1,162				2.7%	19.1%	-3.6%	-3.2%	6.8%			
2Q	1,019	1,154	1,099	1,193	1,170				11.1%	13.2%	-4.8%	8.6%	-1.9%			
3Q	1,039	1,046	978	1,096	1,150				16.1%	0.7%	-6.5%	12.0%	5.0%			
4Q	1,082	1,095	1,020	1,031	1,117				15.3%	1.2%	-6.9%	1.1%	8.3%			
Total Other	4,120	4,461	4,221	4,408	4,599	4,785	4,918	5,058	11.2%	8.3%	-5.4%	4.4%	4.3%	4.0%	2.8%	2.8%

Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 7. NORTH AMERICAN QUARTERLY PRODUCTION – TOTAL NORTH AMERICAN
(units in thousands)

	North American Vehicle Production								Year/Year % Change							
	1999	2000	2001	2002	2003E	2004E	2005E	2006E	1999	2000	2001	2002	2003E	2004E	2005E	2006E
1Q	2,121	2,214	1,883	1,874	1,763				4.5%	4.4%	-15.0%	-0.4%	-5.9%			
2Q	2,164	2,226	1,981	2,084	1,766				8.5%	2.8%	-11.0%	5.2%	-15.3%			
3Q	1,880	1,897	1,574	1,704	1,600				1.8%	0.9%	-17.0%	8.2%	-6.1%			
4Q	2,092	1,886	1,717	1,680	1,742				-1.4%	-9.8%	-9.0%	-2.2%	3.7%			
Total Car	8,257	8,223	7,155	7,343	6,872	7,465	7,265	7,326	3.3%	-0.4%	-13.0%	2.6%	-6.4%	8.6%	-2.7%	0.8%
1Q	2,227	2,446	2,037	2,196	2,394				10.2%	9.9%	-16.7%	7.8%	9.0%			
2Q	2,328	2,455	2,269	2,476	2,399				18.3%	5.5%	-7.6%	9.1%	-3.1%			
3Q	2,022	1,961	1,904	2,146	2,054				31.1%	-3.1%	-2.9%	12.7%	-4.3%			
4Q	2,192	2,081	2,119	2,202	2,046				8.0%	-5.1%	1.8%	4.0%	-7.1%			
Total Lt Truck	8,769	8,943	8,329	9,020	8,894	8,706	8,916	9,000	16.0%	2.0%	-6.9%	8.3%	-1.4%	-2.1%	2.4%	0.9%
1Q	140	151	91	72	71				29.2%	7.7%	-39.4%	-20.7%	-1.5%			
2Q	153	142	93	90	81				27.0%	-6.8%	-34.9%	-2.9%	-10.2%			
3Q	146	101	75	86	78				20.9%	-31.0%	-25.0%	13.4%	-8.2%			
4Q	145	99	72	80	94				9.1%	-32.0%	-27.6%	11.3%	18.0%			
Total M/H Truck	583	492	331	327	324	377	377	377	21.0%	-15.6%	-32.8%	-1.0%	-0.9%	16.3%	0.0%	0.0%
1Q	4,487	4,811	4,010	4,143	4,229				7.9%	7.2%	-16.6%	3.3%	2.1%			
2Q	4,644	4,823	4,342	4,650	4,246				13.8%	3.9%	-10.0%	7.1%	-8.7%			
3Q	4,048	3,958	3,554	3,935	3,733				15.3%	-2.2%	-10.2%	10.7%	-5.1%			
4Q	4,429	4,066	3,907	3,962	3,882				3.4%	-8.2%	-3.9%	1.4%	-2.0%			
Total N. American	17,609	17,658	15,814	16,690	16,090	16,548	16,558	16,703	9.8%	0.3%	-10.4%	5.5%	-3.6%	2.8%	0.1%	0.9%

Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 10. UNITED STATES AND CANADA PRODUCTION BY VEHICLE LINE – MAY 2003

	Month						Three-Month Period				Calendar Year-to-Date							
	May 2003	April 2003	May 2002	% Share of Manufacturer			Vol. % Chg.		Units		% Share		Vol.	January - May		% Share		Vol.
			Current	Prior	Yr.-Ago	Prior	Yr.-Ago	Current	Year-Ago	Current	Yr.-Ago	% Chg.	2003	2002	Current	Yr.-Ago	% Chg.	
HUMMER H1	40	44	92	1.1	1.2	30.4	-9.1	-56.5	147	359	1.2	63.0	-59.1	256	434	1.3	67.3	-41.0
HUMMER H2	3,693	3,715	211	98.9	98.8	69.6	-0.6	--	11,694	211	98.8	37.0	--	19,410	211	98.7	32.7	--
AM GENERAL TOTAL (TRUCK)	3,733	3,759	303	0.3	0.3	0.0	-0.7	--	11,841	570	0.3	0.0	--	19,666	645	0.3	0.0	--
MAZDA6	6,209	7,670	0	100.0	100.0	--	-19.0	0.0	21,979	0	100.0	--	0.0	37,787	0	100.0	--	0.0
MAZDA 626	0	0	6,042	--	--	62.8	0.0	-100.0	0	14,808	--	60.4	-100.0	0	18,707	--	60.3	-100.0
MERCURY COUGAR	0	0	3,585	--	--	37.2	0.0	-100.0	0	9,705	--	39.6	-100.0	0	12,337	--	39.7	-100.0
AUTOALLIANCE TOTAL (CAR)	6,209	7,670	9,627	0.5	0.6	0.7	-19.0	-35.5	21,979	24,513	0.6	0.6	-10.3	37,787	31,044	0.6	0.5	21.7
BMW Z3	0	0	1,739	--	--	18.1	0.0	-100.0	0	5,922	--	18.7	-100.0	0	9,756	--	18.4	-100.0
BMW Z4	5,000	6,116	0	35.4	36.8	--	-18.2	0.0	16,859	0	36.7	--	0.0	26,515	0	36.4	--	0.0
TOTAL CAR	5,000	6,116	1,739	35.4	36.8	18.1	-18.2	187.5	16,859	5,922	36.7	18.7	184.7	26,515	9,756	36.4	18.4	171.8
BMW X5	9,135	10,517	7,878	64.6	63.2	81.9	-13.1	16.0	29,042	25,803	63.3	81.3	12.6	46,393	43,177	63.6	81.6	7.4
BMW TOTAL	14,135	16,633	9,617	1.1	1.3	0.7	-15.0	47.0	45,901	31,725	1.2	0.8	44.7	72,908	52,933	1.1	0.8	37.7
CHEVROLET TRACKER (CANADA)	2,964	4,094	2,687	77.2	83.3	76.7	-27.6	10.3	9,126	11,886	81.8	79.5	-23.2	19,341	18,657	85.2	74.2	3.7
SUZUKI VITARA (CANADA)	875	820	816	22.8	16.7	23.3	6.7	7.2	2,029	3,069	18.2	20.5	-33.9	3,354	6,485	14.8	25.8	-48.3
CAMI TOTAL (TRUCK)	3,839	4,914	3,503	0.3	0.4	0.2	-21.9	9.6	11,155	14,955	0.3	0.4	-25.4	22,695	25,142	0.4	0.4	-9.7
CHRYSLER 300M (CANADA)	3,306	2,979	4,285	1.6	1.6	1.9	11.0	-22.8	10,987	11,952	1.8	1.8	-8.1	14,915	18,233	1.6	1.8	-18.2
CHRYSLER CONCORDE (CANADA)	6,061	1,921	3,595	2.9	1.0	1.6	215.5	68.6	12,223	10,450	2.0	1.6	17.0	18,273	16,940	1.9	1.7	7.9
CHRYSLER NEON	367	177	2,134	0.2	0.1	0.9	107.3	-82.8	765	6,460	0.1	1.0	-88.2	1,150	10,234	0.1	1.0	-88.8
CHRYSLER PROWLER	0	0	0	--	--	--	0.0	0.0	0	0	--	0.0	0.0	0	329	--	0.0	-100.0
CHRYSLER SEBRING	6,154	3,663	8,379	2.9	2.0	3.7	68.0	-26.6	15,749	23,397	2.6	3.6	-32.7	27,009	41,735	2.8	4.1	-35.3
CHRYSLER SEBRING CONV.	5,185	6,424	8,396	2.5	3.4	3.7	-19.3	-38.2	18,384	22,155	3.1	3.4	-17.0	27,846	32,089	2.9	3.1	-13.2
DODGE INTREPID (CANADA)	12,095	14,771	15,404	5.8	7.9	6.7	-18.1	-21.5	38,251	45,726	6.3	7.1	-16.3	52,038	64,323	5.5	6.3	-19.1
DODGE NEON	14,835	11,747	13,704	7.1	6.3	6.0	26.3	8.3	38,886	38,999	6.5	6.0	-0.3	64,300	63,935	6.8	6.3	0.6
DODGE STRATUS	9,366	9,641	9,652	4.5	5.2	4.2	-2.9	-3.0	26,985	31,764	4.5	4.9	-15.0	41,126	51,879	4.3	5.1	-20.7
DODGE VIPER	222	207	183	0.1	0.1	0.1	7.2	21.3	636	527	0.1	0.1	20.7	836	856	0.1	0.1	-2.3
TOTAL CAR	57,591	51,530	65,732	27.5	27.6	28.8	11.8	-12.4	162,866	191,430	27.0	29.5	-14.9	247,493	300,553	26.1	29.5	-17.7
CHRYSLER PACIFICA (CANADA)	11,211	8,923	0	5.4	4.8	--	25.6	0.0	25,190	0	4.2	--	0.0	25,551	0	2.7	--	0.0
CHRYSLER TOWN & COUNTRY (CANADA)	12,576	8,780	12,666	6.0	4.7	5.5	43.2	-0.7	31,470	36,420	5.2	5.6	-13.6	52,683	58,540	5.6	5.7	-10.0
CHRYSLER VOYAGER	1,993	1,734	5,122	1.0	0.9	2.2	14.9	-61.1	6,151	12,919	1.0	2.0	-52.4	9,370	18,914	1.0	1.9	-50.5
DODGE CARAVAN	20,303	18,747	17,654	9.7	10.0	7.7	8.3	15.0	61,189	52,629	10.2	8.1	16.3	92,025	82,206	9.7	8.1	11.9
DODGE CARAVAN (CANADA)	6,650	7,909	18,500	3.2	4.2	8.1	-15.9	-64.1	25,062	50,910	4.2	7.9	-50.8	42,766	68,959	4.5	6.8	-38.0
DODGE DAKOTA	11,230	8,227	16,562	5.4	4.4	7.3	36.5	-32.2	28,095	47,792	4.7	7.4	-41.2	44,998	75,249	4.7	7.4	-40.2
DODGE DURANGO	12,646	9,059	13,427	6.0	4.9	5.9	39.6	-5.8	31,388	31,223	5.2	4.8	0.5	42,893	50,781	4.5	5.0	-15.5
DODGE RAM PICKUP	27,254	25,546	21,683	13.0	13.7	9.5	6.7	25.7	81,399	59,516	13.5	9.2	36.8	140,641	97,124	14.8	9.5	44.8
DODGE RAM VAN (CANADA)	4,504	4,379	3,037	2.2	2.3	1.3	2.9	48.3	13,536	8,856	2.2	1.4	52.8	18,353	14,200	1.9	1.4	29.2
DODGE RAM WAGON (CANADA)	0	0	2,286	--	--	1.0	0.0	-100.0	0	6,186	--	1.0	-100.0	0	9,084	--	0.9	-100.0
JEEP GRAND CHEROKEE	15,169	14,169	23,239	7.3	7.6	10.2	7.1	-34.7	50,433	67,282	8.4	10.4	-25.0	90,561	108,009	9.6	10.6	-16.2
JEEP LIBERTY	19,943	21,289	20,307	9.5	11.4	8.9	-6.3	-1.8	63,842	58,907	10.6	9.1	8.4	105,477	99,351	11.1	9.7	6.2
JEEP WRANGLER	7,988	6,353	8,181	3.8	3.4	3.6	25.7	-2.4	22,073	23,879	3.7	3.7	-7.6	35,126	36,393	3.7	3.6	-3.5
TOTAL TRUCK	151,467	135,115	162,664	72.5	72.4	71.2	12.1	-6.9	439,828	456,519	73.0	70.5	-3.7	700,444	718,810	73.9	70.5	-2.6
CHRYSLER GROUP TOTAL	209,058	186,645	228,396	16.0	14.8	15.8	12.0	-8.5	602,694	647,949	15.5	15.7	-7.0	947,937	1,019,363	14.8	15.6	-7.0

Note: All vehicles are U.S.-built unless noted as (Canada). All trucks are light-duty except where noted as medium or heavy-duty.
Source: Ward's AutoInfoBank.

Table 11. UNITED STATES AND CANADA PRODUCTION BY VEHICLE LINE – MAY 2003 (Continued)

	Month			% Share of Manufacturer			Vol. % Chg.			Three-Month Period				Calendar Year-to-Date				
	May	April	May	Current	Prior	Yr.-Ago	Prior	Yr.-Ago	Units	% Share	Vol.	January - May	% Share	Vol.				
	2003	2003	2002						Current	Year-Ago	Current	Yr.-Ago	% Chg.	2003	2002	Current	Yr.-Ago	% Chg.
FORD CROWN VICTORIA (CANADA)	7,827	10,442	9,079	2.4	3.2	2.4	-25.0	-13.8	24,607	23,310	2.5	2.2	5.6	43,100	44,283	2.6	2.5	-2.7
FORD FOCUS	24,118	12,421	28,623	7.5	3.8	7.5	94.2	-15.7	59,340	84,825	6.1	7.9	-30.0	94,100	134,525	5.7	7.7	-30.1
FORD MUSTANG	8,763	10,610	14,338	2.7	3.3	3.8	-17.4	-38.9	32,411	45,593	3.3	4.2	-28.9	57,879	76,474	3.5	4.4	-24.3
FORD TAURUS	26,032	31,276	35,833	8.1	9.7	9.4	-16.8	-27.4	84,347	102,966	8.6	9.6	-18.1	146,644	162,810	9.0	9.3	-9.9
FORD THUNDERBIRD	2,629	1,668	2,468	0.8	0.5	0.6	57.6	6.5	6,554	7,111	0.7	0.7	-7.8	11,164	11,499	0.7	0.7	-2.9
LINCOLN CONTINENTAL	0	0	2,987	--	--	0.8	0.0	-100.0	0	5,228	--	0.5	-100.0	0	8,623	--	0.5	-100.0
LINCOLN LS	3,041	3,705	4,482	0.9	1.1	1.2	-17.9	-32.2	10,628	11,051	1.1	1.0	-3.8	17,506	21,248	1.1	1.2	-17.6
LINCOLN TOWN CAR	4,555	5,552	7,472	1.4	1.7	2.0	-18.0	-39.0	14,028	16,264	1.4	1.5	-13.7	21,367	29,911	1.3	1.7	-28.6
MERCURY GRAND MARQUIS (CANADA)	6,566	9,031	6,518	2.0	2.8	1.7	-27.3	0.7	20,020	22,989	2.0	2.1	-12.9	35,503	44,371	2.2	2.5	-20.0
MERCURY MARAUDER (CANADA)	419	287	318	0.1	0.1	0.1	46.0	31.8	896	367	0.1	0.0	144.1	922	381	0.1	0.0	142.0
MERCURY SABLE	5,747	6,905	11,677	1.8	2.1	3.1	-16.8	-50.8	16,454	35,707	1.7	3.3	-53.9	24,994	54,010	1.5	3.1	-53.7
TOTAL CAR	89,697	91,897	123,795	28.0	28.4	32.5	-2.4	-27.5	269,285	355,411	27.5	33.0	-24.2	453,179	588,135	27.7	33.6	-22.9
FORD CHASSIS (MEDIUM-DUTY)	1,489	372	1,117	0.5	0.1	0.3	300.3	33.3	2,661	3,402	0.3	0.3	-21.8	3,716	4,371	0.2	0.2	-15.0
FORD ECONOLINE	22,176	18,278	21,357	6.9	5.6	5.6	21.3	3.8	57,343	61,498	5.9	5.7	-6.8	89,692	90,312	5.5	5.2	-0.7
FORD ESCAPE	18,767	18,580	17,294	5.8	5.7	4.5	1.0	8.5	55,417	50,954	5.7	4.7	8.8	90,231	88,653	5.5	5.1	1.8
FORD EXCURSION	2,584	2,729	2,653	0.8	0.8	0.7	-5.3	-2.6	7,974	7,849	0.8	0.7	1.6	13,073	13,281	0.8	0.8	-1.6
FORD EXPEDITION	17,224	16,846	14,960	5.4	5.2	3.9	2.2	15.1	52,611	27,590	5.4	2.6	90.7	90,024	44,743	5.5	2.6	101.2
FORD EXPLORER	36,327	37,983	47,830	11.3	11.7	12.6	-4.4	-24.0	116,725	133,531	11.9	12.4	-12.6	203,166	217,344	12.4	12.4	-6.5
FORD F SERIES	61,146	70,784	74,660	19.1	21.8	19.6	-13.6	-18.1	206,101	215,428	21.1	20.0	-4.3	348,702	342,519	21.3	19.5	1.8
FORD F SERIES (MEDIUM-DUTY)	2,912	3,076	3,049	0.9	0.9	0.8	-5.3	-4.5	9,232	8,922	0.9	0.8	3.5	15,116	14,489	0.9	0.8	4.3
FORD F SERIES (CANADA)	10,857	9,468	10,391	3.4	2.9	2.7	14.7	4.5	31,342	30,266	3.2	2.8	3.6	51,755	47,871	3.2	2.7	8.1
FORD RANGER	21,179	22,722	20,354	6.6	7.0	5.3	-6.8	4.1	65,856	55,560	6.7	5.2	18.5	105,690	97,310	6.5	5.6	8.6
FORD WINDSTAR (CANADA)	20,148	14,231	22,537	6.3	4.4	5.9	41.6	-10.6	51,216	66,792	5.2	6.2	-23.3	83,062	107,299	5.1	6.1	-22.6
LINCOLN AVIATOR	2,613	2,910	0	0.8	0.9	--	-10.2	0.0	8,142	0	0.8	--	0.0	15,938	0	1.0	--	0.0
LINCOLN BLACKWOOD	0	0	720	--	--	0.2	0.0	-100.0	0	1,808	--	0.2	-100.0	0	2,365	--	0.1	-100.0
LINCOLN NAVIGATOR	3,444	3,370	2,640	1.1	1.0	0.7	2.2	30.5	10,520	4,712	1.1	0.4	123.3	17,984	9,285	1.1	0.5	93.7
MAZDA PICKUP	1,711	2,076	943	0.5	0.6	0.2	-17.6	81.4	6,444	7,542	0.7	0.7	-14.6	10,367	13,296	0.6	0.8	-22.0
MAZDA TRIBUTE	4,174	4,131	7,054	1.3	1.3	1.9	1.0	-40.8	14,207	19,328	1.5	1.8	-26.5	25,818	28,332	1.6	1.6	-8.9
MERCURY MOUNTAINEER	4,387	4,649	4,002	1.4	1.4	1.1	-5.6	9.6	12,616	12,755	1.3	1.2	-1.1	19,426	20,478	1.2	1.2	-5.1
MERCURY VILLAGER	0	0	2,934	--	--	0.8	0.0	-100.0	0	6,834	--	0.6	-100.0	0	11,473	--	0.7	-100.0
NISSAN QUEST	0	0	2,233	--	--	0.6	0.0	-100.0	0	6,975	--	0.6	-100.0	0	11,149	--	0.6	-100.0
TOTAL TRUCK	231,138	232,205	256,728	72.0	71.6	67.5	-0.5	-10.0	708,407	721,746	72.5	67.0	-1.8	1,183,760	1,164,570	72.3	66.4	1.6
FORD TOTAL+	320,835	324,102	380,523	24.5	25.8	26.4	-1.0	-15.7	977,692	1,077,157	25.2	26.1	-9.2	1,636,939	1,752,705	25.6	26.8	-6.6

Note: All vehicles are U.S.-built unless noted as (Canada). All trucks are light-duty except where noted as medium or heavy-duty.

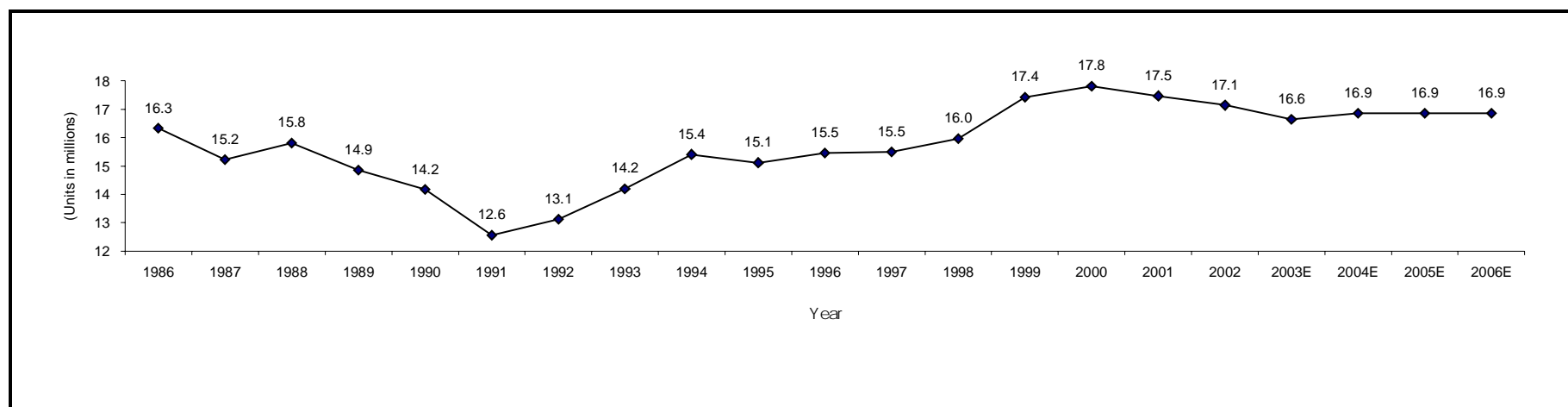
+Ford was estimated for the current month.

SECTION 2. SALES

Table 14. U.S. RETAIL LIGHT, MEDIUM & HEAVY-DUTY VEHICLE SALES
(units in thousands)

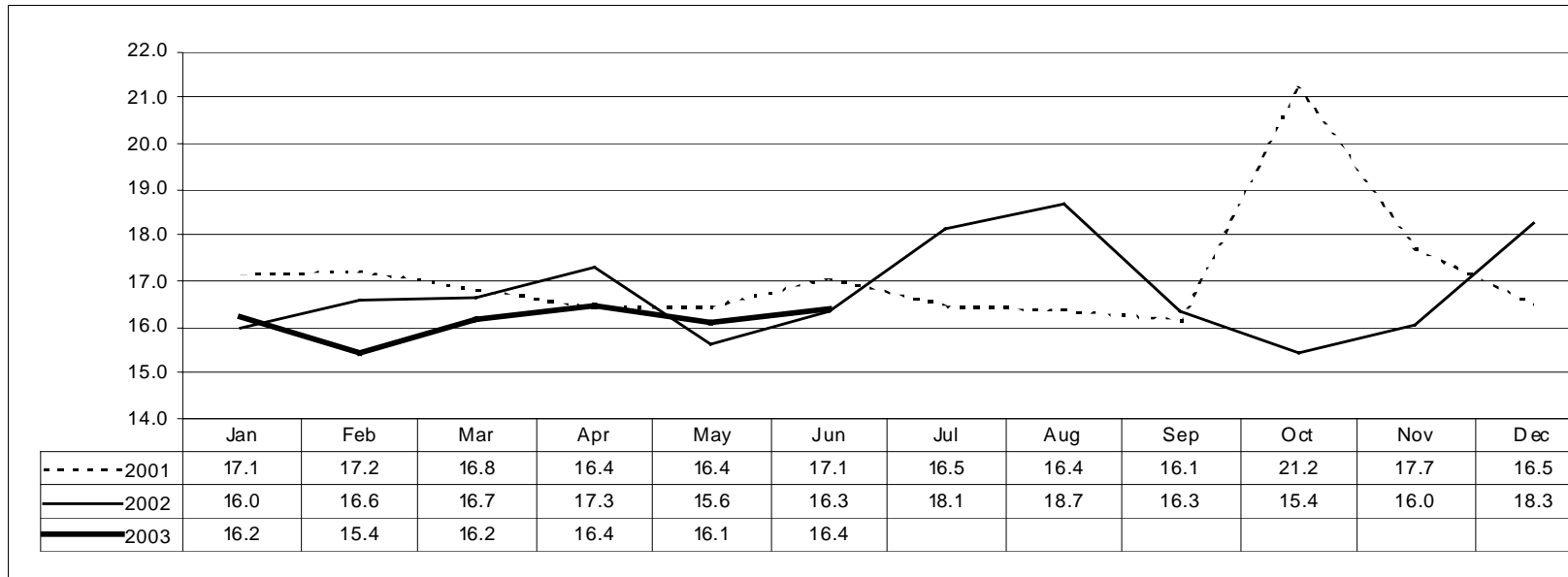
	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003E	2004E	2005E	2006E
Car	11,408	10,197	10,551	9,782	9,305	8,189	8,213	8,518	8,990	8,635	8,526	8,272	8,142	8,698	8,847	8,423	8,103	7,867	7,952	7,952	7,952
Light Truck	4,655	4,735	4,922	4,769	4,587	4,142	4,655	5,378	6,068	6,093	6,570	6,850	7,403	8,195	8,503	8,699	8,713	8,457	8,548	8,548	8,548
Total Light Vehicle	16,063	14,932	15,473	14,551	13,892	12,331	12,868	13,896	15,058	14,728	15,096	15,122	15,546	16,893	17,350	17,122	16,816	16,324	16,500	16,500	16,500
Yr./Yr. % Chg.	—	-7.0%	3.6%	-6.0%	-4.5%	-11.2%	4.4%	8.0%	8.4%	-2.2%	2.5%	0.2%	2.8%	8.7%	2.7%	-1.3%	-1.8%	-2.9%	1.1%	0.0%	0.0%
Medium Duty Truck	150	157	186	167	156	122	130	145	167	187	189	198	215	259	250	210	176	172	186	186	186
Heavy Duty Truck	114	131	148	145	121	99	119	158	186	201	170	179	209	262	212	140	146	146	181	181	181
Total U.S. Sales	16,326	15,219	15,808	14,863	14,169	12,552	13,117	14,199	15,411	15,116	15,455	15,498	15,970	17,414	17,812	17,472	17,139	16,641	16,867	16,867	16,867
Yr./Yr. % Chg.	—	-6.8%	3.9%	-6.0%	-4.7%	-11.4%	4.5%	8.2%	8.5%	-1.9%	2.2%	0.3%	3.0%	9.0%	2.3%	-1.9%	-1.9%	-2.9%	1.4%	0.0%	0.0%

Source: Ward's Automotive; McDonald Investments Inc. estimates.



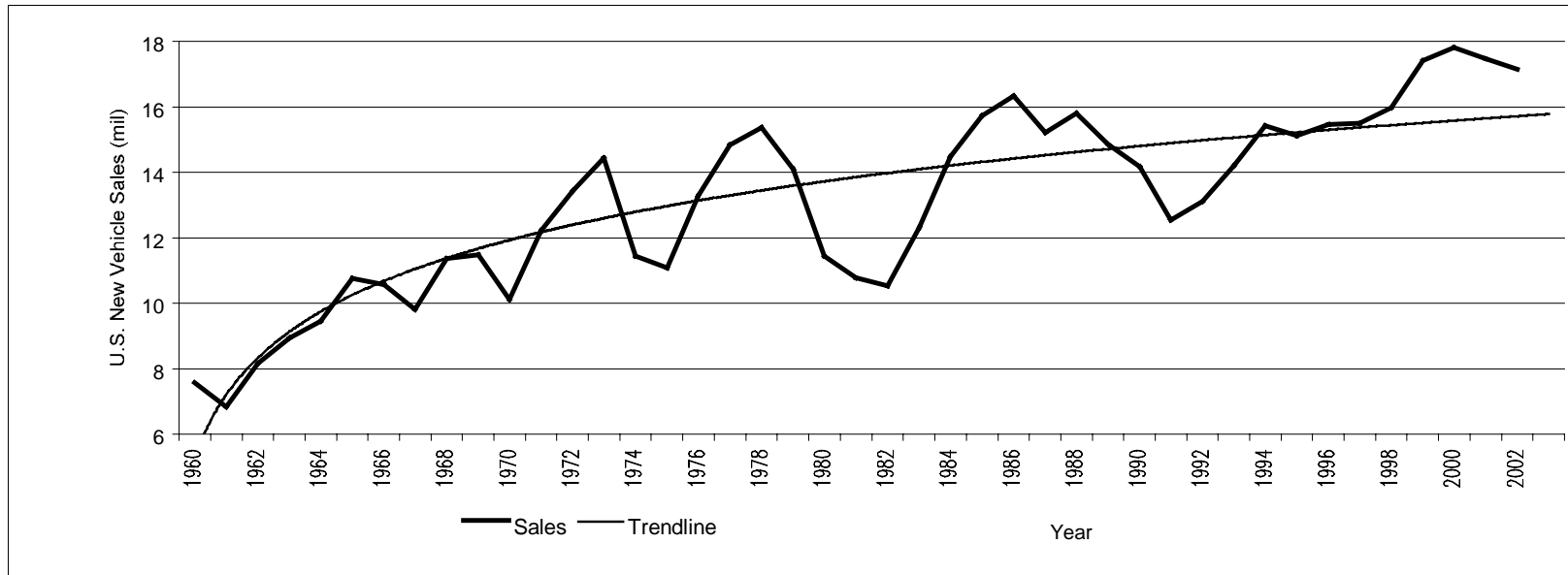
Source: Ward's Automotive; McDonald Investments Inc. estimates.

Chart 1. SAAR (U.S. LIGHT VEHICLE SEASONALLY ADJUSTED ANNUAL SALES RATES)



Source: Ward's Automotive.

Chart 2. U.S. NEW VEHICLE RETAIL SALES & TRENDLINE
(Light, Medium & Heavy Vehicle)



Source: Ward's Automotive; McDonald Investments Inc. estimates.

Table 22. U.S. NEW LIGHT TRUCK SALES BY LINE AND BRAND – JUNE 2003 (Continued)

	Month						Three-Month Period						Calendar Year-to-Date					
	Units			% Share of Market			DSR % Chg		Units		% Share		DSR	Units		% Share		Vol
	Current	Prior	Year-Ago	Current	Prior	Year-Ago	Prior	Year-Ago	Current	Year-Ago	Current	Year-Ago	% Chg	Current	Year-Ago	Current	Year-Ago	% Chg
Rendezvous	4,006	6,346	5,661	0.5	0.7	0.7	-29.0	-23.3	16,221	13,975	0.7	0.6	16.1	33,880	30,154	0.8	0.7	12.4
Buick Total	4,006	6,346	5,661	0.5	0.7	0.7	-29.0	-23.3	16,221	13,975	0.7	0.6	16.1	33,880	30,154	0.8	0.7	12.4
Escalade	2,492	2,861	2,965	0.3	0.3	0.4	-2.0	-8.9	8,349	8,421	0.3	0.4	-0.9	15,123	16,786	0.3	0.4	-9.9
Escalade ESV	1,044	1,116	0	0.1	0.1	0.0	5.2	0.0	3,391	0	0.1	0.0	0.0	5,657	0	0.1	0.0	0.0
Escalade EXT	914	893	1,190	0.1	0.1	0.2	15.1	-16.8	2,690	3,346	0.1	0.1	-19.6	4,826	5,928	0.1	0.1	-18.6
Cadillac Total	4,450	4,870	4,155	0.6	0.6	0.5	2.8	16.0	14,430	11,767	0.6	0.5	22.6	25,606	22,714	0.6	0.5	12.7
Astro Van	1,359	1,421	1,732	0.2	0.2	0.2	7.6	-15.0	4,433	5,071	0.2	0.2	-12.6	8,507	9,526	0.2	0.2	-10.7
Astro Wagon	2,524	3,642	3,205	0.3	0.4	0.4	-22.0	-14.7	10,244	11,043	0.4	0.5	-7.2	14,723	18,484	0.3	0.4	-20.3
Avalanche	8,647	8,730	6,675	1.1	1.0	0.9	11.4	40.3	24,075	20,125	1.0	0.9	19.6	43,086	44,079	1.0	1.0	-2.3
C/K Pickup Light-Duty	0	0	0	0.0	0.0	0.0	0.0	0.0	0	205	0.0	0.0	-100.0	0	292	0.0	0.0	-100.0
Express Cargo	8,134	8,042	7,020	1.0	0.9	0.9	13.8	25.5	24,493	22,321	1.0	1.0	9.7	41,002	41,612	0.9	1.0	-1.5
Express Passenger	1,889	1,682	1,396	0.2	0.2	0.2	26.3	46.6	5,162	5,523	0.2	0.2	-6.5	8,700	9,132	0.2	0.2	-4.7
P Model	0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0.0	0.0	0.0	0	0	0.0	0.0	0.0
S-10	16,285	13,648	15,467	2.1	1.6	2.0	34.2	14.1	41,844	44,688	1.8	2.0	-6.4	73,371	82,558	1.7	1.9	-11.1
S-Blazer	3,768	5,257	11,526	0.5	0.6	1.5	-19.4	-64.6	13,112	32,456	0.5	1.4	-59.6	25,744	63,420	0.6	1.5	-59.4
Silverado Pickup Light-Duty	56,568	63,330	51,635	7.2	7.5	6.7	0.5	18.7	185,278	159,302	7.8	7.1	16.3	321,668	323,034	7.4	7.5	-0.4
Total Silverado Pickup	56,579	63,349	51,956	7.2	7.5	6.7	0.5	18.0	185,429	160,519	7.8	7.1	15.5	321,992	325,834	7.4	7.6	-1.2
Suburban	12,102	11,318	11,016	1.5	1.3	1.4	20.3	19.0	34,621	31,820	1.5	1.4	8.8	56,784	64,882	1.3	1.5	-12.5
Tahoe	18,050	19,138	17,808	2.3	2.3	2.3	6.1	9.8	54,628	51,092	2.3	2.3	6.9	88,794	99,458	2.1	2.3	-10.7
Tracker	5,030	3,290	5,430	0.6	0.4	0.7	72.0	0.4	10,981	12,806	0.5	0.6	-14.3	19,576	22,690	0.5	0.5	-13.7
TrailBlazer	24,820	25,708	22,974	3.2	3.0	3.0	8.6	17.0	69,774	54,483	2.9	2.4	-28.1	124,780	113,136	2.9	2.6	10.3
Venture	6,361	8,184	9,884	0.8	1.0	1.3	-12.6	-30.3	22,849	26,360	1.0	1.2	-13.3	44,442	46,018	1.0	1.1	-3.4
W4 Tiltmaster	35	39	15	0.0	0.0	0.0	1.0	152.8	103	52	0.0	0.0	98.1	181	87	0.0	0.0	108.0
W4 Tiltmaster*	20	17	33	0.0	0.0	0.0	32.4	-34.3	57	85	0.0	0.0	-32.9	123	141	0.0	0.0	-12.8
Chevrolet Total Light-Duty	165,592	173,446	165,816	21.1	20.5	21.4	7.4	8.2	501,654	477,432	21.0	21.2	5.1	871,481	938,549	20.1	21.9	-7.1
Silverado Pickup Medium-Duty	11	19	321	0.0	0.0	0.0	-34.9	-96.3	151	1,217	0.0	0.1	-87.6	324	2,800	0.0	0.1	-88.4
Other Medium-Duty	1,193	1,168	681	0.2	0.1	0.1	14.9	89.8	3,541	2,386	0.1	0.1	48.4	6,067	4,125	0.1	0.1	47.1
Chevrolet Total Truck	166,796	174,633	166,818	21.2	20.6	21.5	7.5	8.3	505,346	481,035	21.2	21.4	5.1	877,872	945,474	20.3	22.1	-7.2
Hummer H1	48	49	52	0.0	0.0	0.0	10.2	0.0	174	152	0.0	0.0	14.5	325	279	0.0	0.0	16.5
Hummer H2	2,445	2,911	17	0.3	0.3	0.0	-5.5	0.0	8,162	17	0.3	0.0	0.0	16,650	17	0.4	0.0	0.0
Hummer Total	2,493	2,960	69	0.3	0.3	0.0	-5.2	0.0	8,336	169	0.3	0.0	0.0	16,975	296	0.4	0.0	0.0
Bravada	588	965	1,406	0.1	0.1	0.2	-31.5	-54.7	2,303	3,627	0.1	0.2	-36.5	4,485	8,376	0.1	0.2	-46.5
Silhouette	2,327	1,768	2,869	0.3	0.2	0.4	48.1	-12.1	5,316	6,716	0.2	0.3	-20.8	9,382	12,093	0.2	0.3	-22.4
Oldsmobile Total	2,915	2,733	4,275	0.4	0.3	0.6	20.0	-26.1	7,619	10,343	0.3	0.5	-26.3	13,867	20,469	0.3	0.5	-32.3
GMC Envoy	13,263	12,729	10,257	1.7	1.5	1.3	17.2	40.1	35,542	23,712	1.5	1.1	49.9	61,187	46,337	1.4	1.1	32.0
GMC Jimmy S	0	0	50	0.0	0.0	0.0	0.0	-100.0	36	288	0.0	0.0	-87.5	52	824	0.0	0.0	-93.7
GMC P Model	0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0.0	0.0	0.0	0	0	0.0	0.0	0.0
GMC Safari Van	273	270	271	0.0	0.0	0.0	13.8	9.1	931	1,050	0.0	0.0	-11.3	1,662	1,833	0.0	0.0	-9.3
GMC Safari Wagon	761	633	969	0.1	0.1	0.1	35.2	-14.9	2,099	2,888	0.1	0.1	-27.3	3,983	5,591	0.1	0.1	-28.8
GMC Savana Cargo	2,263	2,822	2,665	0.3	0.3	0.3	-9.8	-8.0	8,248	9,090	0.3	0.4	-9.3	14,203	15,408	0.3	0.4	-7.8
GMC Savana Passenger	405	307	320	0.1	0.0	0.0	48.4	37.1	1,018	733	0.0	0.0	38.9	1,698	1,290	0.0	0.0	31.6
GMC Sierra Pickup Light-Duty	16,425	17,691	16,712	2.1	2.1	2.2	4.4	6.5	52,938	47,622	2.2	2.1	11.2	91,278	95,264	2.1	2.2	-4.2
Total GMC Sierra Pickup	16,440	17,709	16,833	2.1	2.1	2.2	4.4	5.8	53,027	48,275	2.2	2.1	9.8	91,510	96,426	2.1	2.3	-5.1
GMC Sonoma	4,402	3,429	4,142	0.6	0.4	0.5	44.4	15.1	10,805	12,611	0.5	0.6	-14.3	18,112	22,175	0.4	0.5	-18.3
GMC Suburban	0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0.0	0.0	0.0	0	0	0.0	0.0	0.0
GMC W4 Forward	35	69	26	0.0	0.0	0.0	-42.9	45.8	134	256	0.0	0.0	-47.7	236	332	0.0	0.0	-28.9
GMC W4 Forward*	62	113	56	0.0	0.0	0.0	-38.3	19.9	215	125	0.0	0.0	72.0	350	221	0.0	0.0	58.4
GMC Yukon	7,090	7,318	5,816	0.9	0.9	0.8	9.0	32.1	21,350	17,499	0.9	0.8	22.0	35,356	35,597	0.8	0.8	-0.7
GMC Yukon XL	5,940	5,656	5,070	0.8	0.7	0.7	18.1	26.9	17,313	14,770	0.7	0.7	17.2	27,741	29,254	0.6	0.7	-5.2
Pontiac Aztek	1,841	3,071	2,484	0.2	0.4	0.3	-32.6	-19.7	9,228	7,180	0.4	0.3	28.5	16,223	13,856	0.4	0.3	17.1
Pontiac Montana	3,922	3,675	5,224	0.5	0.4	0.7	20.1	-18.7	10,654	13,337	0.4	0.6	-20.1	20,024	22,948	0.5	0.5	-12.7
Pontiac-GMC Total Light-Duty	56,882	57,783	54,062	7.2	6.8	7.0	10.4	13.6	170,511	151,161	7.1	6.7	12.8	292,105	290,930	6.8	6.8	0.4
Sierra Pickup Medium-Duty	15	18	121	0.0	0.0	0.0	-6.3	-86.6	89	653	0.0	0.0	-86.4	232	1,162	0.0	0.0	-80.0
Other Medium-Duty	1,207	1,367	1,247	0.2	0.2	0.2	-0.7	4.9	3,882	5,290	0.2	0.2	-26.6	6,539	8,424	0.2	0.2	-22.4
Pontiac-GMC Total Truck	57,904	59,168	55,430	7.4	7.0	7.1	10.4	13.6	174,482	157,104	7.3	7.0	11.4	298,876	300,516	6.9	7.0	-0.6
Vue	7,798	6,273	5,537	1.0	0.7	0.7	39.8	52.6	20,767	15,456	0.9	0.7	34.4	41,420	27,440	1.0	0.6	50.9
Saturn Total	7,798	6,273	5,537	1.0	0.7	0.7	39.8	52.6	20,767	15,456	0.9	0.7	34.4	41,420	27,440	1.0	0.6	50.9
GM Domestic Light-Duty	243,854	254,281	239,486	31.1	30.0	30.9	7.9	10.3	739,266	680,093	31.0	30.3	8.7					

Table 23. U.S. NEW LIGHT TRUCK SALES BY LINE AND BRAND – JUNE 2003 (Continued)

	Month									Three-Month Period					Calendar Year-to-Date					
	Units			% Share of Market			DSR % Chg			Units		% Share			Units		% Share			Vol.
	Current	Prior	Year-Ago	Current	Prior	Year-Ago	Prior	Year-Ago		Current	Year-Ago	Current	Year-Ago	% Chg	Current	Year-Ago	Current	Year-Ago	% Chg	
CRV*	11,253	13,772	10,492	1.4	1.6	1.4	-8.1	16.2		37,379	34,560	1.6	1.5	8.2	70,386	73,613	1.6	1.7	-4.4	
Element	5,913	6,982	0	0.8	0.8	0.0	-4.7	0.0		19,375	0	0.8	0.0	0.0	34,844	0	0.8	0.0	0.0	
Odyssey	13,792	15,974	12,490	1.8	1.9	1.6	-2.9	19.6		43,968	39,007	1.8	1.7	12.7	79,212	77,202	1.8	1.8	2.6	
Passport	4	4	217	0.0	0.0	0.0	12.5	-98.0		13	929	0.0	0.0	-98.6	60	3,063	0.0	0.1	-98.0	
Pilot	8,311	9,777	8,259	1.1	1.2	1.1	-4.4	9.0		27,597	8,738	1.2	0.4	215.8	51,183	8,738	1.2	0.2	485.8	
Honda Total	39,273	46,509	31,458	5.0	5.5	4.1	-5.0	35.2		128,332	83,234	5.4	3.7	54.2	235,685	162,616	5.4	3.8	44.9	
Acura MDX	4,439	5,089	4,720	0.6	0.6	0.6	-1.9	1.9		14,248	13,839	0.6	0.6	3.0	27,460	26,710	0.6	0.6	2.8	
Honda Domestic Light-Duty	32,459	37,826	25,686	4.1	4.5	3.3	-3.5	36.9		105,201	62,513	4.4	2.8	68.3	192,759	115,713	4.5	2.7	66.6	
Honda Import Light-Duty	11,253	13,772	10,492	1.4	1.6	1.4	-8.1	16.2		37,379	34,560	1.6	1.5	8.2	70,386	73,613	1.6	1.7	-4.4	
HONDA TOTAL LIGHT-DUTY	43,712	51,598	36,178	5.6	6.1	4.7	-4.7	30.9		142,580	97,073	6.0	4.3	46.9	263,145	189,326	6.1	4.4	39.0	
Santa Fe*	9,448	10,467	7,481	1.2	1.2	1.0	1.5	36.8		30,842	20,753	1.3	0.9	48.6	54,196	38,623	1.3	0.9	40.3	
HYUNDAI TOTAL LIGHT-DUTY	9,448	10,467	7,481	1.2	1.2	1.0	1.5	36.8		30,842	20,753	1.3	0.9	48.6	54,196	38,623	1.3	0.9	40.3	
Ascender	253	364	0	0.0	0.0	0.0	-21.8	0.0		893	0	0.0	0.0	0.0	1,826	0	0.0	0.0	0.0	
Axiom	422	486	608	0.1	0.1	0.1	-2.3	-24.8		1,392	2,442	0.1	0.1	-43.0	3,189	4,462	0.1	0.1	-28.5	
Hombre	0	0	1	0.0	0.0	0.0	0.0	-100.0		0	4	0.0	0.0	-100.0	2	13	0.0	0.0	-84.6	
Oasis*	0	0	1	0.0	0.0	0.0	0.0	-100.0		0	2	0.0	0.0	-100.0	0	5	0.0	0.0	-100.0	
Rodeo	1,663	1,807	2,722	0.2	0.2	0.4	3.5	-33.8		4,992	8,108	0.2	0.4	-38.4	10,026	15,813	0.2	0.4	-36.6	
Trooper*	101	187	2,507	0.0	0.0	0.3	-39.2	-95.6		457	4,253	0.0	0.2	-89.3	1,262	6,177	0.0	0.1	-79.6	
VehiCross*	0	0	105	0.0	0.0	0.0	0.0	-100.0		0	324	0.0	0.0	-100.0	12	477	0.0	0.0	-97.5	
Isuzu Total	2,439	2,844	5,944	0.3	0.3	0.8	-3.5	-55.5		7,734	15,133	0.3	0.7	-48.9	16,317	26,947	0.4	0.6	-39.4	
Isuzu Truck Co. Light-Duty	18	151	81	0.0	0.0	0.0	-86.6	-75.9		279	259	0.0	0.0	7.7	626	409	0.0	0.0	53.1	
Isuzu Truck Co. Light-Duty*	238	233	317	0.0	0.0	0.0	14.9	-18.7		693	896	0.0	0.0	-22.7	1,342	1,560	0.0	0.0	-14.0	
Isuzu Domestic Light-Duty	2,356	2,808	3,412	0.3	0.3	0.4	-5.6	-25.2		7,556	10,813	0.3	0.5	-30.1	15,669	20,697	0.4	0.5	-24.3	
Isuzu Import Light-Duty	339	420	2,930	0.0	0.0	0.4	-9.2	-87.5		1,150	5,475	0.0	0.2	-79.0	2,616	8,219	0.1	0.2	-68.2	
ISUZU TOTAL LIGHT-DUTY	2,695	3,228	6,342	0.3	0.4	0.8	-6.1	-54.0		8,706	16,288	0.4	0.7	-46.5	18,285	28,916	0.4	0.7	-36.8	
Medium-Duty	959	798	792	0.1	0.1	0.1	35.2	31.2		2,534	2,514	0.1	0.1	0.8	4,394	4,817	0.1	0.1	-8.8	
ISUZU TOTAL TRUCK	3,654	4,026	7,134	0.5	0.5	0.9	2.1	-44.5		11,240	18,802	0.5	0.8	-40.2	22,679	33,733	0.5	0.8	-32.8	
Sedona*	5,107	5,322	4,533	0.7	0.6	0.6	8.0	22.1		14,935	10,586	0.6	0.5	41.1	25,714	18,842	0.6	0.4	36.5	
Sorento*	3,738	4,171	0	0.5	0.5	0.0	0.8	0.0		10,522	0	0.4	0.0	0.0	19,811	0	0.5	0.0	0.0	
Sportage*	86	181	2,700	0.0	0.0	0.3	-46.5	-96.5		1,178	8,216	0.0	0.4	-85.7	5,334	19,024	0.1	0.4	-72.0	
KIA TOTAL LIGHT-DUTY	8,931	9,674	7,233	1.1	1.1	0.9	3.9	33.8		26,635	18,802	1.1	0.8	41.7	50,859	37,866	1.2	0.9	34.3	
Mazda Pickup	1,213	1,460	2,006	0.2	0.2	0.3	-6.5	-34.5		4,004	6,021	0.2	0.3	-33.5	7,746	10,358	0.2	0.2	-25.2	
MPV*	2,570	2,742	3,470	0.3	0.3	0.4	5.4	-19.8		7,782	9,378	0.3	0.4	-17.0	14,184	15,828	0.3	0.4	-10.4	
Tribute	5,099	5,363	4,634	0.6	0.6	0.6	7.0	19.2		14,333	12,767	0.6	0.6	12.3	26,373	21,837	0.6	0.5	20.8	
Mazda Domestic Light-Duty	6,312	6,823	6,640	0.8	0.8	0.9	4.1	3.0		18,337	18,788	0.8	0.8	-2.4	34,119	32,195	0.8	0.8	6.0	
Mazda Import Light-Duty	2,570	2,742	3,470	0.3	0.3	0.4	5.4	-19.8		7,782	9,378	0.3	0.4	-17.0	14,184	15,828	0.3	0.4	-10.4	
MAZDA TOTAL LIGHT-DUTY	8,882	9,565	10,110	1.1	1.1	1.3	4.5	-4.8		26,119	28,166	1.1	1.3	-7.3	48,303	48,023	1.1	1.1	0.6	
Endeavor	3,492	2,354	0	0.4	0.3	0.0	66.9	0.0		7,640	0	0.3	0.0	0.0	7,875	0	0.2	0.0	0.0	
Montero*	422	529	1,243	0.1	0.1	0.2	-10.3	-63.2		1,482	4,106	0.1	0.2	-63.9	4,332	8,688	0.1	0.2	-50.1	
Montero Sport*	862	1,116	4,103	0.1	0.1	0.5	-13.1	-77.2		3,392	13,346	0.1	0.6	-74.6	11,937	27,457	0.3	0.6	-56.5	
Outlander*	2,849	3,467	0	0.4	0.4	0.0	-7.6	0.0		9,035	0	0.4	0.0	0.0	20,073	0	0.5	0.0	0.0	
Mitsubishi Total	7,625	7,466	5,346	1.0	0.9	0.7	14.9	54.5		21,549	17,452	0.9	0.8	23.5	44,217	36,145	1.0	0.8	22.3	
Mitsubishi Fuso Light-Duty*	58	57	55	0.0	0.0	0.0	14.5	14.2		174	221	0.0	0.0	-21.3	352	461	0.0	0.0	-23.6	
Mitsubishi Domestic Light-Duty	3,492	2,354	0	0.4	0.3	0.0	66.9	0.0		7,640	0	0.3	0.0	0.0	7,875	0	0.2	0.0	0.0	
Mitsubishi Import Light-Duty	4,191	5,169	5,401	0.5	0.6	0.7	-8.8	-15.9		14,083	17,673	0.6	0.8	-20.3	36,694	36,606	0.8	0.9	0.2	
MITSUBISHI TOTAL LIGHT-DUTY	7,683	7,523	5,401	1.0	0.9	0.7	14.9	54.1		21,723	17,673	0.9	0.8	22.9	44,569	36,606	1.0	0.9	21.8	
FX*	2,109	2,339	0	0.3	0.3	0.0	1.4	0.0		6,559	0	0.3	0.0	0.0	10,604	0	0.2	0.0	0.0	
QX4*	387	645	1,281	0.0	0.1	0.2	-32.5	-67.3		1,691	3,569	0.1	0.2	-52.6	4,355	8,113	0.1	0.2	-46.3	
Infiniti Total	2,496	2,984	1,281	0.3	0.4	0.2	-5.9	111.1		8,250	3,569	0.3	0.2	131.2	14,959	8,113	0.3	0.2	84.4	
Frontier	5,264	5,713	6,626	0.7	0.7	0.9	3.7	-13.9		15,954	19,789	0.7	0.9	-19.4	29,748	38,383	0.7	0.9	-22.5	
Murano*	4,720	5,568	0	0.6	0.7	0.0	-4.6	0.0		14,724	0	0.6	0.0	0.0	25,191	0	0.6	0.0	0.0	
Pathfinder*	2,756	3,214	4,453	0.4	0.4	0.6	-3.5	-33.0		8,768	14,610	0.4	0.6	-40.0	17,278	31,332	0.4	0.7	-44.9	
Quest	167	223	1,637	0.0	0.0	0.2	-15.8	-88.9		680	5,003	0.0	0.2	-86.4	2,792	10,120	0.1	0.2	-72.4	

Table 24. U.S. NEW LIGHT TRUCK SALES BY LINE AND BRAND – JUNE 2003 (Continued)

	Month						Three-Month Period					Calendar Year-to-Date							
	Units			% Share of Market			DSR % Chg		Units			% Share		Units			% Share		Vol.
	Current	Prior	Year-Ago	Current	Prior	Year-Ago	Prior	Year-Ago	Current	Year-Ago	Current	Year-Ago	% Chg	Current	Year-Ago	Current	Year-Ago	% Chg	
Grand Vitara*	707	910	781	0.1	0.1	0.1	-12.6	-1.9	2,547	3,543	0.1	0.2	-28.1	4,684	6,449	0.1	0.2	-27.4	
Sidekick*	0	0	0	0.0	0.0	0.0	0.0	0.0	0	2	0.0	0.0	-100.0	0	10	0.0	0.0	-100.0	
Vitara	472	458	445	0.1	0.1	0.1	15.9	14.9	1,343	1,513	0.1	0.1	-11.2	2,379	3,205	0.1	0.1	-25.8	
Vitara XL7*	3,231	2,768	2,423	0.4	0.3	0.3	31.3	44.5	8,011	8,400	0.3	0.4	-4.6	12,779	15,161	0.3	0.4	-15.7	
Suzuki Domestic Light-Duty	472	458	445	0.1	0.1	0.1	15.9	14.9	1,343	1,513	0.1	0.1	-11.2	2,379	3,205	0.1	0.1	-25.8	
Suzuki Import Light-Duty	3,938	3,678	3,204	0.5	0.4	0.4	20.5	33.2	10,558	11,945	0.4	0.5	-11.6	17,463	21,620	0.4	0.5	-19.2	
SUZUKI TOTAL LIGHT-DUTY	4,410	4,136	3,649	0.6	0.5	0.5	20.0	30.9	11,901	13,458	0.5	0.6	-11.6	19,842	24,825	0.5	0.6	-20.1	
GX470*	2,371	2,940	0	0.3	0.3	0.0	-9.3	0.0	7,984	0	0.3	0.0	0.0	14,652	0	0.3	0.0	0.0	
LX470*	611	742	704	0.1	0.1	0.1	-7.4	-6.0	2,058	2,184	0.1	0.1	-5.8	3,828	4,299	0.1	0.1	-11.0	
RX300*	5,527	6,394	6,101	0.7	0.8	0.8	-2.8	-1.9	17,670	19,263	0.7	0.9	-8.3	34,566	37,069	0.8	0.9	-6.8	
RX330*	1,842	2,131	0	0.2	0.3	0.0	-2.8	0.0	5,890	0	0.2	0.0	0.0	5,890	0	0.1	0.0	0.0	
Lexus Total	10,351	12,207	6,805	1.3	1.4	0.9	-4.6	64.8	33,602	21,447	1.4	1.0	56.7	58,936	41,368	1.4	1.0	42.5	
4Runner*	8,775	10,913	6,836	1.1	1.3	0.9	-9.5	39.1	28,450	20,448	1.2	0.9	39.1	50,842	37,609	1.2	0.9	35.2	
Highlander*	9,561	11,623	9,153	1.2	1.4	1.2	-7.5	13.2	30,749	29,065	1.3	1.3	-5.8	57,886	55,382	1.3	1.3	4.5	
Land Cruiser*	487	550	518	0.1	0.1	0.1	-0.4	1.9	1,548	1,591	0.1	0.1	-2.7	2,961	3,106	0.1	0.1	-4.7	
RAV4*	5,303	7,014	7,931	0.7	0.8	1.0	-14.9	-27.6	18,880	22,040	0.8	1.0	-14.3	36,093	42,431	0.8	1.0	-14.9	
Sequoia	4,802	6,276	6,122	0.6	0.7	0.8	-13.9	-15.0	16,025	18,654	0.7	0.8	-14.1	29,295	35,181	0.7	0.8	-16.7	
Sienna	10,484	9,171	7,733	1.3	1.1	1.0	28.6	46.9	25,680	22,735	1.1	1.0	13.0	43,560	42,314	1.0	1.0	2.9	
Tacoma	12,357	14,860	13,097	1.6	1.8	1.7	-6.4	2.2	39,985	39,542	1.7	1.8	1.1	74,373	75,699	1.7	1.8	-1.8	
Tundra	8,430	11,042	8,680	1.1	1.3	1.1	-14.1	5.2	26,968	26,423	1.1	1.2	2.1	47,261	50,080	1.1	1.2	-5.6	
Toyota Total	60,199	71,449	60,070	7.7	8.4	7.7	-5.2	8.6	188,285	180,498	7.9	8.0	4.3	342,271	341,802	7.9	8.0	0.1	
Toyota Domestic Light-Duty	36,073	41,349	35,632	4.6	4.9	4.6	-1.9	9.7	108,658	107,354	4.6	4.8	1.2	194,489	203,274	4.5	4.7	-4.3	
Toyota Import Light-Duty	34,477	42,307	31,243	4.4	5.0	4.0	-8.3	19.5	113,229	94,591	4.7	4.2	19.7	206,718	179,896	4.8	4.2	14.9	
TOYOTA TOTAL LIGHT-DUTY	70,550	83,656	66,875	9.0	9.9	8.6	-5.1	14.3	221,887	201,945	9.3	9.0	9.9	401,207	383,170	9.3	8.9	4.7	
ASIA DOMESTIC LIGHT-DUTY	93,619	104,860	87,079	11.9	12.4	11.2	0.4	16.5	285,359	245,757	12.0	10.9	16.1	516,197	463,740	11.9	10.8	11.3	
ASIA IMPORT LIGHT-DUTY	90,783	104,912	82,405	11.6	12.4	10.6	-2.7	19.3	288,264	245,546	12.1	10.9	17.4	538,770	476,542	12.5	11.1	13.1	
ASIA TOTAL LIGHT-DUTY	184,402	209,772	169,484	23.5	24.8	21.9	-1.1	17.9	573,623	491,303	24.0	21.9	16.8	1,054,967	940,282	24.4	21.9	12.2	
BMW X5	3,344	2,845	3,869	0.4	0.3	0.5	32.2	-6.4	8,905	11,702	0.4	0.5	-23.9	17,215	21,698	0.4	0.5	-20.7	
BMW TOTAL LIGHT-DUTY	3,344	2,845	3,869	0.4	0.3	0.5	32.2	-6.4	8,905	11,702	0.4	0.5	-23.9	17,215	21,698	0.4	0.5	-20.7	
G-Class*	166	153	290	0.0	0.0	0.0	22.1	-38.0	484	991	0.0	0.0	-51.2	894	1,640	0.0	0.0	-45.5	
M-Class	2,411	2,591	3,608	0.3	0.3	0.5	4.7	-27.6	7,305	9,823	0.3	0.4	-25.6	13,921	19,098	0.3	0.4	-27.1	
Freightliner Light-Duty	24	14	2	0.0	0.0	0.0	92.9	0.0	81	5	0.0	0.0	0.0	152	65	0.0	0.0	133.8	
MERCEDES TOTAL LIGHT-DUTY	2,601	2,758	3,900	0.3	0.3	0.5	6.1	-27.8	7,870	10,819	0.3	0.5	-27.3	14,967	20,803	0.3	0.5	-28.1	
Porsche Cayenne*	1,401	1,388	0	0.2	0.2	0.0	13.6	0.0	4,142	0	0.2	0.0	0.0	4,996	0	0.1	0.0	0.0	
PORSCHE TOTAL LIGHT-DUTY	1,401	1,388	0	0.2	0.2	0.0	13.6	0.0	4,142	0	0.2	0.0	0.0	4,996	0	0.1	0.0	0.0	
Audi AllRoad*	510	476	499	0.1	0.1	0.1	20.5	10.7	1,413	1,512	0.1	0.1	-6.5	2,564	2,784	0.1	0.1	-7.9	
Volkswagen Eurovan*	831	423	730	0.1	0.0	0.1	121.0	23.3	1,855	2,058	0.1	0.1	-9.9	3,173	3,823	0.1	0.1	-17.0	
Volkswagen Touareg*	380	0	0	0.0	0.0	0.0	0.0	0.0	380	0	0.0	0.0	0.0	380	0	0.0	0.0	0.0	
VOLKSWAGEN TOTAL LIGHT-DUTY	1,721	899	1,229	0.2	0.1	0.2	115.4	51.7	3,648	3,570	0.2	0.2	2.2	6,117	6,607	0.1	0.2	-7.4	
EUROPE DOMESTIC LIGHT-DUTY	5,779	5,450	7,479	0.7	0.6	1.0	19.3	-16.3	16,291	21,530	0.7	1.0	-24.3	31,288	40,861	0.7	1.0	-23.4	
EUROPE IMPORT LIGHT-DUTY	3,288	2,440	1,519	0.4	0.3	0.2	51.6	134.5	8,274	4,561	0.3	0.2	81.4	12,007	8,247	0.3	0.2	45.6	
EUROPE TOTAL LIGHT-DUTY	9,067	7,890	8,998	1.2	0.9	1.2	29.3	9.2	24,565	26,091	1.0	1.2	-5.8	43,295	49,108	1.0	1.1	-11.8	
TOTAL DOMESTIC LIGHT-DUTY	682,854	730,735	684,863	87.0	86.3	88.3	5.1	8.0	2,066,467	1,982,521	86.6	88.2	4.2	3,732,156	3,771,272	86.3	88.0	-1.0	
TOTAL IMPORT LIGHT-DUTY	102,461	115,939	90,406	13.0	13.7	11.7	-0.6	22.8	320,623	265,369	13.4	11.8	20.8	593,553	513,635	13.7	12.0	15.6	
TOTAL LIGHT-DUTY TRUCKS	785,315	846,674	775,269	100.0	100.0	100.0	4.3	9.7	2,387,090	2,247,890	100.0	100.0	6.2	4,325,709	4,284,907	100.0	100.0	1.0	

Note: DSR is daily sales rate. Prior month is the immediately preceding month. Three-month period is sum of the current and two preceding months. Model year is Oct. 1-Sept. 30.

Light trucks have GVW under 14,001 lbs. (GVW Classes 1-3). Some makers' medium and heavy-truck sales are reported above but are not included in the light-duty totals.

*Denotes imported from overseas. Other lines are built domestically (in U.S., Canada or Mexico).

Source: Ward's AutoInfoBank.

Table 25. U.S. LIGHT VEHICLE SALES BY SEGMENTATION – JUNE 2003

	Month									Three-Month Period						Calendar Year-to-Date					
	Units			% Share of Market			DSR % Chg			Units		% Share		DSR		Units		% Share		Vol	
	Current	Prior	Year-Ago	Current	Prior	Year-Ago	Prior	Year-Ago	Prior	Year-Ago	Current	Year-Ago	Current	Year-Ago	% Chg	Current	Year-Ago	Current	Year-Ago	% Chg	
Lower Small Domestic	0	0	9	0.0	0.0	0.0	0.0	0.0	-100.0	1	64	0.0	0.0	-98.4	1	186	0.0	0.0	-99.5		
Lower Small Import	11,921	12,399	14,546	0.8	0.8	0.9	8.2	-11.2		34,478	40,330	0.8	0.9	-14.5	66,540	84,901	0.8	1.0	-21.6		
Lower Small Total	11,921	12,399	14,555	0.8	0.8	0.9	8.2	-11.3		34,479	40,394	0.8	0.9	-14.6	66,541	85,087	0.8	1.0	-21.8		
Upper Small Domestic	144,195	143,556	150,536	9.8	9.1	9.8	13.0	3.8		407,272	464,186	9.1	10.3	-12.3	759,660	810,686	9.3	9.6	-6.3		
Upper Small Import	43,320	46,752	52,204	2.9	3.0	3.4	4.2	-10.1		133,063	143,648	3.0	3.2	-7.4	261,240	251,637	3.2	3.0	3.8		
Upper Small Total	187,515	190,308	202,740	12.7	12.1	13.2	10.8	0.2		540,335	607,834	12.1	13.6	-11.1	1,020,900	1,062,323	12.4	12.6	-3.9		
Small Specialty Domestic	4,820	5,514	4,486	0.3	0.4	0.3	-1.7	16.4		16,213	13,546	0.4	0.3	19.7	29,116	25,578	0.4	0.3	13.8		
Small Specialty Import	6,581	7,610	7,114	0.4	0.5	0.5	-2.7	0.2		20,851	19,149	0.5	0.4	8.9	37,319	29,415	0.5	0.3	26.9		
Small Specialty Total	11,401	13,124	11,600	0.8	0.8	0.8	-2.3	6.5		37,064	32,695	0.8	0.7	13.4	66,435	54,993	0.8	0.7	20.8		
Small Car Domestic	149,015	149,070	155,031	10.1	9.5	10.1	12.5	-4.1		423,486	477,796	9.5	10.7	-11.4	788,777	836,450	9.6	9.9	-5.7		
Small Car Import	61,822	66,761	73,864	4.2	4.2	4.8	4.2	-9.3		188,392	203,127	4.2	4.5	-7.3	365,099	365,953	4.4	4.3	-0.2		
SMALL CAR TOTAL	210,837	215,831	228,895	14.3	13.7	14.9	9.9	-0.2		611,878	680,923	13.7	15.2	-10.1	1,153,876	1,202,403	14.1	14.3	-4.0		
Lower Middle Domestic	58,970	60,866	77,644	4.0	3.9	5.1	9.0	-17.7		173,623	186,716	3.9	4.2	-7.0	341,010	342,995	4.2	4.1	-0.6		
Lower Middle Import	10,941	10,102	9,116	0.7	0.6	0.6	21.8	30.0		30,728	29,738	0.7	0.7	3.3	54,457	58,047	0.7	0.7	-6.2		
Lower Middle Total	69,911	70,968	86,760	4.7	4.5	5.6	10.8	-12.7		204,351	216,454	4.6	4.8	-5.6	395,467	401,042	4.8	4.8	-1.4		
Upper Middle Domestic	189,304	201,801	196,383	12.8	12.8	12.8	5.5	4.4		565,918	587,845	12.7	13.1	-3.7	1,048,399	1,093,894	12.8	13.0	-4.2		
Upper Middle Import	16,238	21,525	30,693	1.1	1.4	2.0	-15.1	-42.7		61,706	92,508	1.4	2.1	-33.3	146,051	205,682	1.8	2.4	-29.0		
Upper Middle Total	205,542	223,326	227,076	13.9	14.2	14.8	3.5	-1.9		627,624	680,353	14.1	15.2	-7.8	1,194,450	1,299,576	14.5	15.4	-8.1		
Middle Specialty Domestic	30,669	34,181	40,551	2.1	2.2	2.6	0.9	-18.1		101,515	122,949	2.3	2.7	-17.4	178,550	227,913	2.2	2.7	-21.7		
Middle Specialty Import	7,612	9,455	6,698	0.5	0.6	0.4	-9.4	23.1		25,898	21,188	0.6	0.5	22.2	50,471	39,644	0.6	0.5	27.3		
Middle Specialty Total	38,281	43,636	47,249	2.6	2.8	3.1	-1.3	-12.2		127,413	144,137	2.9	3.2	-11.6	229,021	267,557	2.8	3.2	-14.4		
Middle Car Domestic	278,943	296,848	314,578	18.9	18.9	20.5	5.7	-3.9		841,056	897,510	18.9	20.0	-6.3	1,567,959	1,664,802	19.1	19.8	-5.8		
Middle Car Import	34,791	41,082	46,507	2.4	2.6	3.0	-4.7	-19.0		118,332	143,434	2.7	3.2	-17.5	250,979	303,373	3.1	3.6	-17.3		
MIDDLE CAR TOTAL	313,734	337,930	361,085	21.3	21.5	23.5	4.4	-5.9		959,388	1,040,944	21.5	23.2	-7.8	1,818,938	1,968,175	22.2	23.4	-7.6		
LARGE CAR TOTAL (DOM)	51,256	51,016	45,821	3.5	3.2	3.0	13.0	21.2		147,025	134,697	3.3	3.0	9.2	263,668	247,338	3.2	2.9	6.6		
Lower Luxury Domestic	16,456	18,930	17,837	1.1	1.2	1.2	-2.2	-0.1		54,210	54,255	1.2	1.2	-0.1	101,143	97,783	1.2	1.2	3.4		
Lower Luxury Import	46,457	50,236	44,608	3.2	3.2	2.9	4.0	12.8		140,466	138,155	3.2	3.1	1.7	257,912	261,430	3.1	3.1	-1.3		
Lower Luxury Total	62,913	69,166	62,445	4.3	4.4	4.1	2.3	9.1		194,676	192,410	4.4	4.3	1.2	359,055	359,213	4.4	4.3	0.0		
Middle Luxury Domestic	12,365	12,061	23,316	0.8	0.8	1.5	15.3	-42.5		35,659	63,801	0.8	1.4	-44.1	73,218	116,164	0.9	1.4	-37.0		
Middle Luxury Import	16,728	16,854	11,049	1.1	1.1	0.7	11.7	64.0		49,356	33,177	1.1	0.7	48.8	91,104	61,429	1.1	0.7	48.3		
Middle Luxury Total	29,093	28,915	34,365	2.0	1.8	2.2	13.2	-8.3		85,015	96,978	1.9	2.2	-12.3	164,322	177,593	2.0	2.1	-7.5		
Upper Luxury Domestic	0	0	2,236	0.0	0.0	0.1	0.0	-100.0		0	5,569	0.0	0.1	-100.0	0	11,203	0.0	0.1	-100.0		
Upper Luxury Import	6,568	7,077	10,216	0.4	0.4	0.7	4.4	-30.4		19,700	33,936	0.4	0.8	-41.9	36,114	66,004	0.4	0.8	-45.3		
Upper Luxury Total	6,568	7,077	12,452	0.4	0.4	0.8	4.4	-42.9		19,700	39,505	0.4	0.9	-50.1	36,114	77,207	0.4	0.9	-53.2		
Luxury Specialty Domestic	2,391	3,131	3,387	0.2	0.2	0.2	-14.1	-23.5		7,962	11,346	0.2	0.3	-29.8	14,364	21,570	0.2	0.3	-33.4		
Luxury Specialty Import	2,367	3,683	2,961	0.2	0.2	0.2	-27.7	-13.4		9,450	9,428	0.2	0.2	0.2	16,919	19,196	0.2	0.2	-11.9		
Luxury Specialty Total	4,758	6,814	6,348	0.3	0.4	0.4	-21.4	-18.8		17,412	20,774	0.4	0.5	-16.2	31,283	40,766	0.4	0.5	-23.3		
Luxury Sport Domestic	4,331	4,676	3,758	0.3	0.3	0.2	4.2	24.9		17,624	11,502	0.4	0.3	53.2	28,694	21,888	0.3	0.3	31.1		
Luxury Sport Import	5,061	5,415	6,063	0.3	0.3	0.4	5.1	-9.6		15,675	19,532	0.4	0.4	-19.7	27,784	35,939	0.3	0.4	-22.7		
Luxury Sport Total	9,392	10,091	9,821	0.6	0.6	0.6	4.7	3.6		33,299	31,034	0.7	0.7	7.3	56,478	57,827	0.7	0.7	-2.3		
Luxury Car Domestic	35,543	38,798	50,534	2.4	2.5	3.3	3.1	-23.8		115,455	146,473	2.6	3.3	-21.2	217,419	268,608	2.6	3.2	-19.1		
Luxury Car Import	77,181	83,265	74,897	5.2	5.3	4.9	4.3	11.6		234,647	234,228	5.3	5.2	0.2	429,833	443,998	5.2	5.3	-3.2		
LUXURY CAR TOTAL	112,724	122,063	125,431	7.6	7.8	8.2	3.9	-2.6		350,102	380,701	7.9	8.5	-8.0	647,252	712,606	7.9	8.5	-9.2		

Note: Imports are from overseas. Domestic means built in U.S., Canada or Mexico. Light vehicles are cars and light trucks (GVW Classes 1-3, under 14,000 lbs.).

DSR is daily sales rate. Prior month is the immediately preceding month. Model year is Oct. 1-Sept. 30.

Source: Ward's AutoInfoBank.

Table 26. U.S. LIGHT VEHICLE SALES BY SEGMENTATION – JUNE 2003 (Continued)

	Month									Three-Month Period					Calendar Year-to-Date					
	Units			% Share of Market			DSR % Chg			Units		% Share			Units		% Share			Vol
	Current	Prior	Year-Ago	Current	Prior	Year-Ago	Prior	Year-Ago		Current	Year-Ago	Current	Year-Ago	% Chg	Current	Year-Ago	Current	Year-Ago	% Chg	
Small CUV Domestic	16,624	17,545	13,134	1.1	1.1	0.9	6.6	37.1		50,635	39,989	1.1	0.9	26.6	96,858	75,660	1.2	0.9	28.0	
Small CUV Import	5,303	7,014	7,931	0.4	0.4	0.5	-14.9	-27.6		18,880	22,040	0.4	0.5	-14.3	36,093	42,431	0.4	0.5	-14.9	
Small CUV Total	21,927	24,559	21,065	1.5	1.6	1.4	0.4	12.8		69,515	62,029	1.6	1.4	12.1	132,951	118,091	1.6	1.4	12.6	
Middle CUV Domestic	45,256	49,245	39,107	3.1	3.1	2.5	3.4	25.4		138,496	97,145	3.1	2.2	42.6	255,722	171,018	3.1	2.0	49.5	
Middle CUV Import	43,469	49,784	32,315	2.9	3.2	2.1	-1.8	45.7		137,514	98,488	3.1	2.2	39.6	255,807	192,289	3.1	2.3	33.0	
Middle CUV Total	88,725	99,029	71,422	6.0	6.3	4.6	0.8	34.6		276,010	195,633	6.2	4.4	41.1	511,529	363,307	6.2	4.3	40.8	
Luxury Middle CUV Dom	14,425	10,405	8,589	1.0	0.7	0.6	56.0	81.9		34,072	25,541	0.8	0.6	33.4	56,145	48,408	0.7	0.6	16.0	
Luxury Middle CUV Imp	16,614	17,879	9,093	1.1	1.1	0.6	4.5	97.9		50,094	26,368	1.1	0.6	90.0	83,177	50,152	1.0	0.6	65.8	
Luxury Middle CUV Total	31,039	28,284	17,682	2.1	1.8	1.2	23.5	90.2		84,166	51,909	1.9	1.2	62.1	139,322	98,560	1.7	1.2	41.4	
CUV Domestic	76,305	77,195	60,830	5.2	4.9	4.0	11.2	35.9		223,203	162,675	5.0	3.6	37.2	408,725	295,086	5.0	3.5	38.5	
CUV Import	65,386	74,677	49,339	4.4	4.7	3.2	-1.5	43.6		206,488	146,896	4.6	3.3	40.6	375,077	284,872	4.6	3.4	31.7	
CUV TOTAL	141,691	151,872	110,169	9.6	9.7	7.2	5.0	39.3		429,691	309,571	9.6	6.9	38.8	783,802	579,958	9.5	6.9	35.1	
Small SUV Domestic	12,101	11,305	12,565	0.8	0.7	0.8	20.4	4.3		32,368	33,840	0.7	0.8	-4.3	55,226	57,803	0.7	0.7	-4.5	
Small SUV Import	793	1,091	3,481	0.1	0.1	0.2	-18.2	-75.3		3,725	11,761	0.1	0.3	-68.3	10,018	25,483	0.1	0.3	-60.7	
Small SUV Total	12,894	12,396	16,046	0.9	0.8	1.0	17.0	-12.9		36,093	45,601	0.8	1.0	-20.9	65,244	83,286	0.8	1.0	-21.7	
Middle SUV Domestic	114,132	124,281	126,433	7.7	7.9	8.2	3.3	-2.2		341,075	349,353	7.7	7.8	-2.4	627,108	681,234	7.6	8.1	-7.9	
Middle SUV Import	20,396	23,262	21,764	1.4	1.5	1.4	-1.4	1.5		62,252	65,222	1.4	1.5	-4.6	118,948	125,206	1.4	1.5	-5.0	
Middle SUV Total	134,528	147,543	148,197	9.1	9.4	9.6	2.6	-1.7		403,327	414,575	9.1	9.2	-2.7	746,056	806,440	9.1	9.6	-7.5	
Large SUV Total (DOM)	74,743	83,880	73,072	5.1	5.3	4.8	0.2	10.8		233,222	206,726	5.2	4.6	12.8	393,358	409,013	4.8	4.9	-3.8	
Luxury Middle SUV Dom	5,282	6,349	5,014	0.4	0.4	0.3	-6.4	14.1		17,147	13,450	0.4	0.3	27.5	30,878	27,474	0.4	0.3	12.4	
Luxury Middle SUV Imp	5,017	5,728	5,377	0.3	0.4	0.3	-1.5	1.1		16,114	14,284	0.4	0.3	12.8	32,551	29,633	0.4	0.4	9.8	
Luxury Middle SUV Total	10,299	12,077	10,391	0.7	0.8	0.7	-4.1	7.4		33,261	27,734	0.7	0.6	19.9	63,429	57,107	0.8	0.7	11.1	
Luxury Large SUV Dom	9,154	11,024	5,508	0.6	0.7	0.4	-6.6	80.0		30,570	14,420	0.7	0.3	112.0	55,393	29,770	0.7	0.4	86.1	
Luxury Large SUV Imp	1,863	2,128	1,222	0.1	0.1	0.1	-1.5	65.2		5,956	3,775	0.1	0.1	57.8	11,272	7,405	0.1	0.1	52.2	
Luxury Large SUV Total	11,017	13,152	6,730	0.7	0.8	0.4	-5.8	77.3		36,526	18,195	0.8	0.4	100.7	66,665	37,175	0.8	0.4	79.3	
SUV Domestic	215,412	236,839	222,592	14.6	15.1	14.5	2.3	4.8		654,382	617,789	14.7	13.8	5.9	1,161,962	1,205,294	14.2	14.3	-3.6	
SUV Import	28,069	32,209	31,844	1.9	2.0	2.1	-2.0	-4.5		88,047	95,042	2.0	2.1	-7.4	172,789	187,727	2.1	2.2	-8.0	
SUV TOTAL	243,481	269,048	254,436	16.5	17.1	16.6	1.8	3.7		742,429	712,831	16.7	15.9	4.2	1,334,752	1,393,021	16.3	16.6	-4.2	
Small Van Domestic	77,029	80,621	88,752	5.2	5.1	5.8	7.5	-6.0		231,314	267,999	5.2	6.0	-13.7	432,980	487,257	5.3	5.8	-11.1	
Small Van Import	7,677	8,064	8,004	0.5	0.5	0.5	7.1	3.9		22,717	19,966	0.5	0.4	13.8	39,898	34,675	0.5	0.4	15.1	
Small Van Total	84,706	88,685	96,756	5.7	5.6	6.3	7.5	-5.2		254,031	287,965	5.7	6.4	-11.8	472,878	521,932	5.8	6.2	-9.4	
Large Van Domestic	29,046	32,354	33,473	2.0	2.1	2.2	1.0	-6.0		92,748	101,116	2.1	2.3	-8.3	163,798	177,454	2.0	2.1	-7.7	
Large Van Import	94	116	0	0.0	0.0	0.0	-8.8	0.0		298	0	0.0	0.0	0.0	298	0	0.0	0.0	0.0	
Large Van Total	29,140	32,470	33,473	2.0	2.1	2.2	1.0	-5.7		93,046	101,116	2.1	2.3	-8.0	164,096	177,454	2.0	2.1	-7.5	
Luxury Van Domestic	15,149	15,899	16,037	1.0	1.0	1.0	7.2	2.3		43,847	45,399	1.0	1.0	-3.4	77,578	82,582	0.9	1.0	-6.1	
Luxury Van Import	831	423	730	0.1	0.0	0.0	121.0	23.3		1,855	2,058	0.0	0.0	-9.9	3,173	3,823	0.0	0.0	-17.0	
Luxury Van Total	15,980	16,322	16,767	1.1	1.0	1.1	10.1	3.2		45,702	47,457	1.0	1.1	-3.7	80,751	86,405	1.0	1.0	-6.5	
Van Domestic	121,224	128,874	138,262	8.2	8.2	9.0	5.8	-5.0		367,909	414,514	8.3	9.2	-11.2	674,356	747,293	8.2	8.9	-9.8	
Van Import	8,602	8,603	8,734	0.6	0.5	0.6	12.5	6.7		24,870	22,024	0.6	0.5	12.9	43,369	38,498	0.5	0.5	12.7	
VAN TOTAL	129,826	137,477	146,996	8.8	8.7	9.6	6.2	-4.3		392,779	436,538	8.8	9.7	-10.0	717,725	785,791	8.7	9.3	-8.7	
Small Pickup Total (Dom)	67,091	69,557	73,290	4.6	4.4	4.8	8.5	-0.8		199,638	219,662	4.5	4.9	-9.1	376,766	410,863	4.6	4.9	-8.3	
Large Pickup Total (Dom)	202,710	217,997	189,765	13.8	13.9	12.4	4.6	15.7		620,738	567,309	13.9	12.6	9.4	1,109,151	1,111,843	13.5	13.2	-0.2	
PICKUP TOTAL	269,801	287,554	263,055	18.3	18.3	17.1	5.6	11.1		820,376	786,971	18.4	17.5	4.2	1,485,917	1,522,706	18.1	18.1	-2.4	
Commercial Chassis Domestic	112	273	124	0.0	0.0	0.0	-53.8	-2.2		597	572	0.0	0.0	4.4	1,195	893	0.0	0.0	33.8	
Commercial Chassis Import	404	450	489	0.0	0.0	0.0	1.0	-10.5		1,218	1,407	0.0	0.0	-13.4	2,318	2,538	0.0	0.0	-8.7	
COMMERCIAL CHASSIS TOTAL	516	723	613	0.0	0.0	0.0	-19.7	-8.8		1,815	1,979	0.0	0.0	-8.3	3,513	3,431	0.0	0.0	2.4	
Domestic Light Vehicle	1,197,611	1,266,467	1,250,827	81.3	80.5	81.4	6.4	3.7		3,593,489	3,638,997	80.7	81.1	-1.3	6,569,979	6,788,470	80.0	80.7	-3.2	
Import Light Vehicle	276,255	307,047	285,674	18.7	19.5	18.6	1.2	4.8		861,994	846,158	19.3	18.9	1.9	1,639,464	1,626,959	20.0	19.3	0.8	
TOTAL LIGHT VEHICLES	1,473,866	1,573,514	1,536,501	100.0	100.0	100.0	5.4	3.9		4,455,483	4,485,155	100.0	100.0	-0.7	8,209,443	8,415,429	100.0	100.0	-2.4	

Note: Imports are from overseas. Domestic means built in U.S., Canada or Mexico. Light vehicles are cars and light trucks (GVW Classes 1-3, under 14,000 lbs.).

DSR is daily sales rate. Prior month is the immediately preceding month. Model year is Oct. 1-Sept. 30.

Source: Ward's AutoInfoBank.

SECTION 3. INVENTORY

Table 27. U.S. LIGHT VEHICLE DAYS' SUPPLY INVENTORY – BY BRAND GROUP – MAY 2003

	Month-End Inventory					Month's Daily Sales Rate			Month-End Days' Supply				% Share of Inventory			% Share of Sales			
	Units			% Change		Current	Prior	Year-Ago	Days			Plus/Minus		Current	Prior	Year-Ago	Current	Prior	Year-Ago
	Current	Prior	Year-Ago	Prior	Year-Ago				Current	Prior	Year-Ago	Prior	Year-Ago						
Chrysler	503,254	511,518	480,830	-1.6	4.7	8,052	7,196	8,329	62	71	58	-9	5	12.9	13.0	14.2	13.8	13.3	14.4
Ford	958,016	951,092	847,576	0.7	13.0	11,991	11,294	12,463	80	84	68	-4	12	24.6	24.2	25.1	20.6	20.9	21.5
GM	1,266,397	1,258,923	1,052,575	0.6	20.3	15,989	15,266	15,335	79	82	69	-3	11	32.6	32.0	31.1	27.4	28.2	26.5
U.S. BIG 3 TOTAL	2,727,667	2,721,533	2,380,981	0.2	14.6	36,032	33,756	36,127	76	81	66	-5	10	70.1	69.2	70.4	61.8	62.3	62.3
Daewoo	0	0	14,000	0.0	-100.0	0	0	92	0	0	152	0	-152	0.0	0.0	0.4	0.0	0.0	0.2
Honda	193,697	205,317	180,827	-5.7	7.1	4,832	4,530	4,095	40	45	44	-5	-4	5.0	5.2	5.3	8.3	8.4	7.1
Hyundai	85,702	79,470	70,621	7.8	21.4	1,354	1,346	1,334	63	59	53	4	10	2.2	2.0	2.1	2.3	2.5	2.3
Isuzu	10,227	11,172	20,337	-8.5	-49.7	105	94	185	97	119	110	-21	-13	0.3	0.3	0.6	0.2	0.2	0.3
Kia	49,081	46,345	43,952	5.9	11.7	815	752	877	60	62	50	-1	10	1.3	1.2	1.3	1.4	1.4	1.5
Mazda	71,122	70,621	64,239	0.7	10.7	857	757	963	83	93	67	-10	16	1.8	1.8	1.9	1.5	1.4	1.7
Mitsubishi	89,327	81,623	52,800	9.4	69.2	792	952	1,187	113	86	44	27	68	2.3	2.1	1.6	1.4	1.8	2.0
Nissan	144,378	164,968	152,399	-12.5	-5.3	2,628	2,344	2,464	55	70	62	-15	-7	3.7	4.2	4.5	4.5	4.3	4.3
Subaru	42,903	39,080	37,736	9.8	13.7	608	559	614	71	70	61	1	9	1.1	1.0	1.1	1.0	1.0	1.1
Suzuki	15,320	15,477	15,568	-1.0	-1.6	217	230	257	71	67	61	3	10	0.4	0.4	0.5	0.4	0.4	0.4
Toyota	255,558	288,523	194,718	-11.4	31.2	6,917	5,838	6,520	37	49	30	-12	7	6.6	7.3	5.8	11.9	10.8	11.3
ASIA TOTAL	957,315	1,002,596	847,197	-4.5	13.0	19,125	17,402	18,588	50	58	46	-8	4	24.6	25.5	25.0	32.8	32.1	32.1
BMW	34,635	33,068	13,414	4.7	158.2	954	928	909	36	36	15	1	22	0.9	0.8	0.4	1.6	1.7	1.6
Mercedes	34,075	35,822	34,988	-4.9	-2.6	710	689	695	48	52	50	-4	-2	0.9	0.9	1.0	1.2	1.3	1.2
Porsche	7,121	5,981	2,358	19.1	202.0	111	111	86	64	54	27	10	37	0.2	0.2	0.1	0.2	0.2	0.1
Volkswagen	127,660	134,546	104,301	-5.1	22.4	1,326	1,255	1,531	96	107	68	-11	28	3.3	3.4	3.1	2.3	2.3	2.6
EUROPE TOTAL	203,491	209,417	155,061	-2.8	31.2	3,101	2,983	3,222	66	70	48	-5	17	5.2	5.3	4.6	5.3	5.5	5.6
GRAND TOTAL LIGHT VEHICLE	3,888,473	3,933,546	3,383,239	-1.1	14.9	58,272	54,158	57,955	67	73	58	-6	8	100.0	100.0	100.0	100.0	100.0	100.0

Note: Inventory is units. Daily sales rate is sales volume divided by selling days in the period. Days' supply is inventory divided by DSR. Prior is the immediately preceding month.
Light vehicles are cars and light trucks (GVW Classes 1-3, under 14,001 lbs.).
Source: Ward's AutoInfoBank.

Table 28. U.S. DEALER INVENTORY – PASSENGER CARS BY LINE AND BRAND – MAY 2003

	Month-End Inventory						Month's Daily Sales Rate			Month-End Days' Supply					% Share of Inventory			% Share of Sales		
	Units			% Change			Current	Prior	Year-Ago	Days			Plus/Minus		Current	Prior	Year-Ago	Current	Prior	Year-Ago
	Current	Prior	Year-Ago	Prior	Year-Ago	Current				Prior	Year-Ago	Prior	Year-Ago							
Chrysler 300M	6,985	7,244	7,545	-3.6	-7.4	108	95	113	65	76	67	-11	-2	0.4	0.4	0.5	0.4	0.4	0.4	
Chrysler Concorde	5,928	5,388	7,422	10.0	-20.1	167	92	126	36	58	59	-23	-23	0.4	0.3	0.5	0.6	0.4	0.4	
Chrysler Crossfire*	26	0	0	0.0	0.0	0	0	0	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	
Chrysler Prowler	103	124	1,022	-16.9	-89.9	1	5	6	132	25	185	108	-52	0.0	0.0	0.1	0.0	0.0	0.0	
Chrysler Sebring Cnvt.	9,715	11,663	11,173	-16.7	-13.0	156	186	199	62	63	56	-1	6	0.6	0.7	0.7	0.6	0.7	0.7	
Chrysler Sebring Coupe	2,914	2,536	5,261	14.9	-44.6	47	45	36	62	56	145	6	-83	0.2	0.2	0.3	0.2	0.2	0.1	
Chrysler Sebring Sedan	11,659	11,156	12,737	4.5	-8.5	187	169	217	62	66	59	-4	4	0.7	0.7	0.8	0.7	0.7	0.7	
Chrysler/Plymouth Total	37,330	38,111	45,160	-2.0	-17.3	666	592	712	56	64	63	-8	-7	2.3	2.3	2.9	2.5	2.4	2.4	
Intrepid	14,355	13,667	13,983	5.0	2.7	405	384	517	35	36	27	0	8	0.9	0.8	0.9	1.5	1.5	1.8	
Neon	18,857	19,741	18,487	-4.5	2.0	495	404	496	38	49	37	-11	1	1.2	1.2	1.2	1.8	1.6	1.7	
Stratus Coupe	3,477	3,244	7,227	7.2	-51.9	97	116	73	36	28	100	8	-64	0.2	0.2	0.5	0.4	0.5	0.2	
Stratus Sedan	11,640	12,974	13,220	-10.3	-12.0	324	342	301	36	38	44	-2	-8	0.7	0.8	0.8	1.2	1.4	1.0	
Viper	329	393	768	-16.3	-57.2	10	7	6	32	56	129	-24	-96	0.0	0.0	0.0	0.0	0.0	0.0	
Dodge Total	48,658	50,019	53,685	-2.7	-9.4	1,332	1,254	1,393	37	40	39	-3	-2	3.0	3.0	3.4	4.9	5.0	4.8	
Chrysler Domestic	85,962	88,130	98,845	-2.5	-13.0	1,997	1,846	2,105	43	48	47	-5	-4	5.3	5.3	6.3	7.4	7.3	7.2	
Chrysler Import	26	0	0	0.0	0.0	0	0	0	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	
CHRYSLER GROUP TOTAL	85,988	88,130	98,845	-2.4	-13.0	1,998	1,846	2,105	43	48	47	-5	-4	5.3	5.3	6.3	7.4	7.3	7.2	
Crown Victoria	19,000	21,800	16,100	-12.8	18.0	299	304	251	63	72	64	-8	-1	1.2	1.3	1.0	1.1	1.2	0.9	
Escort	13,100	12,300	18,200	6.5	-28.0	71	80	258	184	155	71	30	114	0.8	0.7	1.2	0.3	0.3	0.9	
Focus	67,000	59,600	67,700	12.4	-1.0	838	710	896	80	84	76	-4	4	4.2	3.6	4.3	3.1	2.8	3.1	
Mustang	30,200	38,900	30,400	-22.4	-0.7	602	670	548	50	58	55	-8	-5	1.9	2.4	2.0	2.2	2.7	1.9	
Taurus	57,000	58,400	56,500	-2.4	0.9	968	1,069	1,242	59	55	45	4	13	3.5	3.5	3.6	3.6	4.3	4.3	
Thunderbird	8,300	8,700	3,200	-4.6	159.4	88	63	78	94	138	41	-44	53	0.5	0.5	0.2	0.3	0.3	0.3	
Ford Total	194,600	199,700	192,100	-2.6	1.3	2,868	2,895	3,273	68	69	59	-1	9	12.1	12.1	12.3	10.7	11.5	11.2	
Lincoln Continental	0	0	5,300	0.0	-100.0	0	0	57	0	0	93	0	-93	0.0	0.0	0.3	0.0	0.0	0.2	
Lincoln LS	10,900	9,800	12,300	11.2	-11.4	118	116	130	93	85	95	8	-2	0.7	0.6	0.8	0.4	0.5	0.4	
Lincoln Town Car	13,400	13,200	14,900	1.5	-10.1	201	160	256	67	82	58	-16	8	0.8	0.8	1.0	0.7	0.6	0.9	
Mercury Cougar	0	0	8,900	0.0	-100.0	0	0	67	0	0	133	0	-133	0.0	0.0	0.6	0.0	0.0	0.2	
Mercury Grand Marquis	20,300	19,200	20,500	5.7	-1.0	295	278	342	69	69	60	0	9	1.3	1.2	1.3	1.1	1.1	1.2	
Mercury Sable	13,700	14,000	22,800	-2.1	-39.9	218	214	410	63	66	56	-3	7	0.9	0.8	1.5	0.8	0.9	1.4	
Lincoln Mercury Total	58,300	56,200	84,700	3.7	-31.2	831	768	1,262	70	73	67	-3	3	3.6	3.4	5.4	3.1	3.1	4.3	
S-Type*	3,651	3,349	2,539	9.0	43.8	51	42	48	71	79	53	-8	18	0.2	0.2	0.2	0.2	0.2	0.2	
Vanden plas*	539	152	636	254.6	-15.3	8	2	12	71	79	53	-8	18	0.0	0.0	0.0	0.0	0.0	0.0	
X-Type*	5,846	6,189	6,036	-5.5	-3.1	82	78	114	71	79	53	-8	18	0.4	0.4	0.4	0.3	0.3	0.4	
XJ6*	1,609	811	799	98.4	101.4	23	10	15	71	79	53	-8	18	0.1	0.0	0.1	0.1	0.0	0.1	
XJR*	297	213	198	39.4	50.0	4	3	4	71	79	53	-8	18	0.0	0.0	0.0	0.0	0.0	0.0	
XK8*	749	808	832	-7.3	-10.0	11	10	16	71	79	53	-8	18	0.0	0.0	0.1	0.0	0.0	0.1	
Jaguar Total	12,691	11,522	11,040	10.1	15.0	179	146	208	71	79	53	-8	18	0.8	0.7	0.7	0.7	0.6	0.7	
40 Series*	2,197	2,674	5,397	-17.8	-59.3	46	51	49	48	53	111	-5	-63	0.1	0.2	0.3	0.2	0.2	0.2	
60 Series*	6,299	6,280	13,222	0.3	-52.4	131	119	119	48	53	111	-5	-63	0.4	0.4	0.8	0.5	0.5	0.4	
70 Series*	3,172	2,860	4,823	10.9	-34.2	66	54	43	48	53	111	-5	-63	0.2	0.2	0.3	0.2	0.2	0.1	
80 Series*	2,485	2,083	4,794	19.3	-48.2	52	40	43	48	53	111	-5	-63	0.2	0.1	0.3	0.2	0.2	0.1	
Volvo Total	14,153	13,897	28,236	1.8	-49.9	295	263	254	48	53	111	-5	-63	0.9	0.8	1.8	1.1	1.0	0.9	
Ford Domestic	252,900	255,900	276,800	-1.2	-8.6	3,699	3,663	4,534	68	70	61	-1	7	15.7	15.5	17.8	13.7	14.6	15.5	
Ford Import	26,844	25,419	39,276	5.6	-31.7	474	409	462	57	62	85	-5	-28	1.7	1.5	2.5	1.8	1.6	1.6	
FORD TOTAL	279,744	281,319	316,076	-0.6	-11.5	4,173	4,073	4,997	67	69	63	-2	4	17.4	17.0	20.3	15.5	16.2	17.1	

Note: Inventory is units. Daily sales rate is sales volume divided by selling days in the period. Days' supply is inventory divided by DSR. Prior is the immediately preceding month.

*Denotes imported from overseas. Other lines are built domestically (in U.S., Canada or Mexico).

Source: Ward's AutoInfoBank.

Table 32. U.S. DEALER INVENTORY – PASSENGER CARS BY LINE AND BRAND – MAY 2003 (Continued)

	Month-End Inventory					Month's Daily Sales Rate			Month-End Days' Supply				% Share of Inventory			% Share of Sales			
	Units		% Change		Current	Prior	Year-Ago	Days			Plus/Minus		Current	Prior	Year-Ago	Current	Prior	Year-Ago	
	Current	Prior	Year-Ago	Prior				Year-Ago	Current	Prior	Year-Ago	Current							Year-Ago
3-Series*	16,908	15,159	6,524	11.5	159.2	413	379	423	41	40	15	1	26	1.1	0.9	0.4	1.5	1.5	1.4
5-Series*	6,815	7,053	2,285	-3.4	198.2	166	176	148	41	40	15	1	26	0.4	0.4	0.1	0.6	0.7	0.5
7-Series*	2,994	2,697	1,311	11.0	128.4	73	67	85	41	40	15	1	26	0.2	0.2	0.1	0.3	0.3	0.3
Z3	12	9	574	33.3	-97.9	0	0	37	41	39	15	2	25	0.0	0.0	0.0	0.0	0.0	0.1
Z4	2,932	3,155	0	-7.1	0.0	72	79	0	41	40	0	1	41	0.2	0.2	0.0	0.3	0.3	0.0
Z8*	96	69	40	39.1	140.0	2	2	3	41	40	16	1	26	0.0	0.0	0.0	0.0	0.0	0.0
Mini Cooper*	1,122	1,720	564	-34.8	98.9	123	120	69	9	14	8	-5	1	0.1	0.1	0.0	0.5	0.5	0.2
BMW Domestic	2,944	3,164	574	-7.0	412.9	72	79	37	41	40	15	1	26	0.2	0.2	0.0	0.3	0.3	0.1
BMW Import	27,935	26,698	10,724	4.6	160.5	777	745	727	36	36	15	0	21	1.7	1.6	0.7	2.9	3.0	2.5
BMW TOTAL	30,879	29,862	11,298	3.4	173.3	849	824	764	36	36	15	0	22	1.9	1.8	0.7	3.2	3.3	2.6
C-Class*	9,549	9,738	12,236	-1.9	-22.0	199	187	243	48	52	50	-4	-2	0.6	0.6	0.8	0.7	0.7	0.8
CL*	668	768	840	-13.0	-20.5	14	15	17	48	52	50	-4	-2	0.0	0.0	0.1	0.1	0.1	0.1
CLK*	3,957	4,116	2,604	-3.9	52.0	82	79	52	48	52	50	-4	-2	0.2	0.2	0.2	0.3	0.3	0.2
E-Class*	8,453	8,534	4,601	-0.9	83.7	176	164	91	48	52	50	-4	-2	0.5	0.5	0.3	0.7	0.7	0.3
S-Class*	3,536	4,084	3,876	-13.4	-8.8	74	79	77	48	52	50	-4	-2	0.2	0.2	0.2	0.3	0.3	0.3
SL*	1,790	2,464	2,340	-27.4	-23.5	37	47	46	48	52	50	-4	-2	0.1	0.1	0.2	0.1	0.2	0.2
SLK*	1,243	1,182	1,762	5.2	-29.5	26	23	35	48	52	50	-4	-2	0.1	0.1	0.1	0.1	0.1	0.1
MERCEDES TOTAL	29,196	30,886	28,259	-5.5	3.3	608	594	561	48	52	50	-4	-2	1.8	1.9	1.8	2.3	2.4	1.9
911*	2,329	2,160	626	7.8	272.0	35	34	42	66	64	15	2	51	0.1	0.1	0.0	0.1	0.1	0.1
Boxster*	2,261	2,202	1,732	2.7	30.5	25	25	44	91	87	40	4	52	0.1	0.1	0.1	0.1	0.1	0.1
PORSCHE TOTAL	4,590	4,362	2,358	5.2	94.7	60	59	86	77	74	27	3	49	0.3	0.3	0.2	0.2	0.2	0.3
A4*	11,761	12,528	6,463	-6.1	82.0	146	134	137	80	93	47	-13	33	0.7	0.8	0.4	0.5	0.5	0.5
A4 Cabrio*	1,127	1,824	0	-38.2	0.0	37	40	0	30	46	0	-16	30	0.1	0.1	0.0	0.1	0.2	0.0
A6*	4,331	5,262	5,431	-17.7	-20.3	58	60	101	75	88	54	-13	21	0.3	0.3	0.3	0.2	0.2	0.3
A8*	567	150	347	278.0	63.4	5	2	5	104	83	73	21	31	0.0	0.0	0.0	0.0	0.0	0.0
TT*	3,033	3,376	2,195	-10.2	38.2	26	25	33	115	133	67	-18	48	0.2	0.2	0.1	0.1	0.1	0.1
Audi Total	20,819	23,140	14,436	-10.0	44.2	273	261	276	76	89	52	-13	24	1.3	1.4	0.9	1.0	1.0	0.9
Beetle	15,159	16,551	15,070	-8.4	0.6	108	110	172	140	150	88	-10	53	0.9	1.0	1.0	0.4	0.4	0.6
Beetle Cabrio	3,557	4,731	0	-24.8	0.0	96	116	0	37	41	0	-4	37	0.2	0.3	0.0	0.4	0.5	0.0
Cabrio	6	7	2,805	-14.3	-99.8	0	0	49	162	46	57	117	105	0.0	0.0	0.2	0.0	0.0	0.2
Golf*	11,058	11,293	7,563	-2.1	46.2	108	84	107	102	135	71	-32	32	0.7	0.7	0.5	0.4	0.3	0.4
Jetta	42,917	45,334	40,433	-5.3	6.1	422	375	541	102	121	75	-19	27	2.7	2.7	2.6	1.6	1.5	1.9
Passat*	28,429	28,874	20,114	-1.5	41.3	285	269	341	100	107	59	-7	41	1.8	1.7	1.3	1.1	1.1	1.2
Volkswagen Total	101,126	106,790	85,985	-5.3	17.6	1,019	954	1,211	99	112	71	-13	28	6.3	6.5	5.5	3.8	3.8	4.1
Volkswagen Domestic	61,639	66,623	58,308	-7.5	5.7	626	601	762	98	111	76	-12	22	3.8	4.0	3.7	2.3	2.4	2.6
Volkswagen Import	60,306	63,307	42,113	-4.7	43.2	666	614	724	90	103	58	-13	32	3.7	3.8	2.7	2.5	2.4	2.5
Volkswagen TOTAL	121,945	129,930	100,421	-6.1	21.4	1,293	1,215	1,486	94	107	68	-13	27	7.6	7.9	6.4	4.8	4.8	5.1
EUROPE DOMESTIC	64,583	69,787	58,882	-7.5	9.7	698	680	800	93	103	74	-10	19	4.0	4.2	3.8	2.6	2.7	2.7
EUROPE IMPORT	122,027	125,253	83,454	-2.6	46.2	2,112	2,012	2,099	58	62	40	-4	18	7.6	7.6	5.4	7.8	8.0	7.2
EUROPE TOTAL	186,610	195,040	142,336	-4.3	31.1	2,810	2,692	2,899	66	72	49	-6	17	11.6	11.8	9.1	10.4	10.7	9.9
TOTAL DOMESTIC CAR	1,201,029	1,228,899	1,169,247	-2.3	2.7	19,810	18,301	21,520	61	67	54	-7	6	74.6	74.4	75.1	73.6	72.9	73.8
TOTAL IMPORT CAR	408,687	423,930	388,389	-3.6	5.2	7,110	6,814	7,651	57	62	51	-5	7	25.4	25.6	24.9	26.4	27.1	26.2
GRAND TOTAL CARS	1,609,716	1,652,829	1,557,636	-2.6	3.3	26,920	25,115	29,171	60	66	53	-6	6	100.0	100.0	100.0	100.0	100.0	100.0

Note: Inventory is units. Daily sales rate is sales volume divided by selling days in the period. Days' supply is inventory divided by DSR. Prior is the immediately preceding month.

*Denotes imported from overseas. Other lines are built domestically (in U.S., Canada or Mexico).

Source: Ward's AutoInfoBank.

Table 36. U.S. DEALER INVENTORY – LIGHT TRUCKS BY LINE AND BRAND – MAY 2003 (Continued)

	Month-End Inventory					Month's Daily Sales Rate			Month-End Days' Supply				% Share of Inventory			% Share of Sales			
	Units		% Change		Year-Ago	Current	Prior	Year-Ago	Days		Plus/Minus		Current	Prior	Year-Ago	Current	Prior	Year-Ago	
	Current	Prior	Prior	Year-Ago					Current	Prior	Prior	Year-Ago							
GX470*	2,036	2,489	0	-18.2	0.0	109	103	0	19	24	0	-6	19	0.1	0.1	0.0	0.3	0.4	0.0
LX470*	1,077	1,111	513	-3.1	109.9	27	27	30	39	41	17	-2	22	0.0	0.0	0.0	0.1	0.1	0.1
RX300*	2,243	3,105	4,290	-27.8	-47.7	237	221	256	9	14	17	-5	-7	0.1	0.1	0.2	0.8	0.8	0.9
RX330*	748	1,035	0	-27.7	0.0	79	74	0	9	14	0	-5	9	0.0	0.0	0.0	0.3	0.3	0.0
Lexus Total	6,104	7,740	4,803	-21.1	27.1	452	425	287	14	18	17	-5	-3	0.3	0.3	0.3	1.4	1.5	1.0
4Runner*	22,400	27,094	10,162	-17.3	120.4	404	337	285	55	80	36	-25	20	1.0	1.2	0.6	1.3	1.2	1.0
Highlander*	21,184	24,330	7,745	-12.9	173.5	430	368	408	49	66	19	-17	30	0.9	1.1	0.4	1.4	1.3	1.4
Land Cruiser*	1,346	1,375	892	-2.1	50.9	20	20	21	66	70	42	-4	24	0.1	0.1	0.0	0.1	0.1	0.1
RAV4*	10,075	12,161	12,621	-17.2	-20.2	260	252	281	39	48	45	-9	-6	0.4	0.5	0.7	0.8	0.9	1.0
Sequoia	13,841	14,683	6,306	-5.7	119.5	232	190	259	60	77	24	-18	35	0.6	0.6	0.3	0.7	0.7	0.9
Sienna	4,537	3,580	12,079	26.7	-62.4	340	232	309	13	15	39	-2	-26	0.2	0.2	0.7	1.1	0.8	1.1
Tacoma	28,997	29,980	20,408	-3.3	42.1	550	491	530	53	61	38	-8	14	1.3	1.3	1.1	1.8	1.7	1.8
Tundra	19,869	21,699	16,746	-8.4	18.6	409	288	355	49	75	47	-27	1	0.9	1.0	0.9	1.3	1.0	1.2
Toyota Total	122,249	134,902	86,959	-9.4	40.6	2,646	2,178	2,449	46	62	36	-16	11	5.4	5.9	4.8	8.4	7.5	8.5
<i>Toyota Domestic Light-Duty</i>	<i>67,244</i>	<i>69,942</i>	<i>55,539</i>	<i>-3.9</i>	<i>21.1</i>	<i>1,531</i>	<i>1,201</i>	<i>1,454</i>	<i>44</i>	<i>58</i>	<i>38</i>	<i>-14</i>	<i>6</i>	<i>3.0</i>	<i>3.1</i>	<i>3.0</i>	<i>4.9</i>	<i>4.1</i>	<i>5.1</i>
<i>Toyota Import Light-Duty</i>	<i>61,109</i>	<i>72,700</i>	<i>36,223</i>	<i>-15.9</i>	<i>68.7</i>	<i>1,567</i>	<i>1,402</i>	<i>1,282</i>	<i>39</i>	<i>52</i>	<i>28</i>	<i>-13</i>	<i>11</i>	<i>2.7</i>	<i>3.2</i>	<i>2.0</i>	<i>5.0</i>	<i>4.8</i>	<i>4.5</i>
TOYOTA TOTAL LIGHT-DUTY	128,353	142,642	91,762	-10.0	39.9	3,098	2,603	2,736	41	55	34	-13	8	5.6	6.3	5.0	9.9	9.0	9.5
<i>ASIA DOMESTIC LIGHT-DUTY</i>	<i>####</i>	<i>182,642</i>	<i>161,513</i>	<i>-0.9</i>	<i>12.1</i>	<i>3,879</i>	<i>3,342</i>	<i>3,242</i>	<i>47</i>	<i>55</i>	<i>50</i>	<i>-8</i>	<i>-3</i>	<i>7.9</i>	<i>8.0</i>	<i>8.8</i>	<i>12.4</i>	<i>11.5</i>	<i>11.3</i>
<i>ASIA IMPORT LIGHT-DUTY</i>	<i>191,313</i>	<i>202,898</i>	<i>118,952</i>	<i>-5.7</i>	<i>60.8</i>	<i>3,885</i>	<i>3,560</i>	<i>3,254</i>	<i>49</i>	<i>57</i>	<i>37</i>	<i>-8</i>	<i>13</i>	<i>8.4</i>	<i>8.9</i>	<i>6.5</i>	<i>12.4</i>	<i>12.3</i>	<i>11.3</i>
ASIA TOTAL LIGHT-DUTY	372,347	385,540	280,465	-3.4	32.8	8,370	7,622	6,477	44	51	43	-6	1	16.3	16.9	15.4	26.7	26.2	22.5
BMW X5	3,756	3,206	2,116	17.2	77.5	105	104	144	36	31	15	5	21	0.2	0.1	0.1	0.3	0.4	0.5
BMW TOTAL LIGHT-DUTY	3,756	3,206	2,116	17.2	77.5	105	104	144	36	31	15	5	21	0.2	0.1	0.1	0.3	0.4	0.5
G-Class*	272	330	668	-17.6	-59.3	6	6	13	48	52	50	-4	-2	0.0	0.0	0.0	0.0	0.0	0.0
M-Class	4,607	4,606	6,061	0.0	-24.0	96	89	120	48	52	50	-4	-2	0.2	0.2	0.3	0.3	0.3	0.4
MERCEDES TOTAL LIGHT-DUTY	4,879	4,936	6,729	-1.2	-27.5	102	95	134	48	52	50	-4	-2	0.2	0.2	0.4	0.3	0.3	0.5
Porsche Cayenne*	2,531	1,619	0	56.3	0.0	51	52	0	49	31	0	18	49	0.1	0.1	0.0	0.2	0.2	0.0
PORSCHE TOTAL LIGHT-DUTY	2,531	1,619	0	56.3	0.0	51	52	0	49	31	0	18	49	0.1	0.1	0.0	0.2	0.2	0.0
Audi Allroad*	1,643	1,729	1,294	-5.0	27.0	18	16	21	93	105	63	-12	31	0.1	0.1	0.1	0.1	0.1	0.1
Volkswagen Eurovan*	2,432	2,687	2,586	-9.5	-6.0	16	23	24	155	116	106	39	49	0.1	0.1	0.1	0.0	0.1	0.1
Volkswagen Touareg*	1,640	200	0	720.0	0.0	0	0	0	0	0	0	0	0	0.1	0.0	0.0	0.0	0.0	0.0
VOLKSWAGEN TOTAL LIGHT-DUTY	5,715	4,616	3,880	23.8	47.3	47	41	45	122	112	86	11	36	0.3	0.2	0.2	0.1	0.1	0.2
<i>EUROPE DOMESTIC LIGHT-DUTY</i>	<i>8,363</i>	<i>7,812</i>	<i>8,177</i>	<i>7.1</i>	<i>2.3</i>	<i>203</i>	<i>195</i>	<i>265</i>	<i>41</i>	<i>40</i>	<i>31</i>	<i>1</i>	<i>10</i>	<i>0.4</i>	<i>0.3</i>	<i>0.4</i>	<i>0.6</i>	<i>0.7</i>	<i>0.9</i>
<i>EUROPE IMPORT LIGHT-DUTY</i>	<i>8,518</i>	<i>6,565</i>	<i>4,548</i>	<i>29.7</i>	<i>87.3</i>	<i>90</i>	<i>98</i>	<i>58</i>	<i>94</i>	<i>67</i>	<i>78</i>	<i>27</i>	<i>16</i>	<i>0.4</i>	<i>0.3</i>	<i>0.2</i>	<i>0.3</i>	<i>0.3</i>	<i>0.2</i>
EUROPE TOTAL LIGHT-DUTY	16,881	14,377	12,725	17.4	32.7	323	295	323	52	49	39	4	13	0.7	0.6	0.7	1.0	1.0	1.1
TOTAL DOMESTIC LIGHT-DUTY	2,060,135	2,052,384	1,687,462	0.4	22.1	27,059	25,111	25,300	76	82	67	-6	9	90.4	90.0	92.4	86.3	86.5	87.9
TOTAL IMPORT LIGHT-DUTY	218,622	228,333	138,141	-4.3	58.3	4,293	3,932	3,484	51	58	40	-7	11	9.6	10.0	7.6	13.7	13.5	12.1
GRAND TOTAL LIGHT-DUTY	2,278,757	2,280,717	1,825,603	-0.1	24.8	31,352	29,042	28,784	73	79	63	-6	9	100.0	100.0	100.0	100.0	100.0	100.0

Note: Inventory is units. Daily sales rate is sales volume divided by selling days in the period. Days' supply is inventory divided by DSR. Prior is the immediately preceding month.

Light trucks have GVW under 14,001 lbs. (GVW Classes 1-3).

*Denotes imported from overseas. Other lines are built domestically (in U.S., Canada or Mexico).

Source: Ward's AutoInfoBank.