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REPORT NO. DOT-TSC-NHTSA-79-49.II

DOT HS-804 848

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**AN ANALYSIS OF THE AUTOMOBILE MARKET:
MODELING THE LONG-RUN DETERMINANTS
OF THE DEMAND FOR AUTOMOBILES**

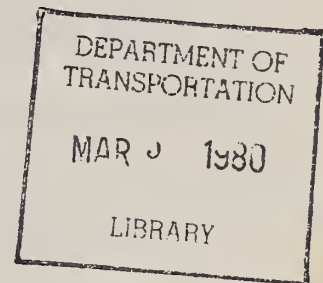
**Volume II - Simulation Analysis Using the Wharton EFA
Automobile Demand Model**

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DECEMBER 1979
FINAL REPORT



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INFORMATION SERVICE, SPRINGFIELD,
VIRGINIA 22161

Prepared for *Trans. Systems Center* 3

U.S. DEPARTMENT OF TRANSPORTATION
NATIONAL HIGHWAY TRAFFIC SAFETY ADMINISTRATION
Office of Research and Development
Washington DC 20590

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1. Report No. DOT-HS-804 848	2. Government Accession No.	3. Recipient's Catalog No.	
4. Title and Subtitle AN ANALYSIS OF THE AUTOMOBILE MARKET: MODELING OF THE LONG-RUN DETERMINANTS OF THE DEMAND FOR AUTOMOBILES Volume II - Simulation Analysis Using the Wharton EFA Automobile Demand Model		5. Report Date December 1979	
		6. Performing Organization Code	
7. Author(s) George R. Schink, Colin J. Loxley		8. Performing Organization Report No. DOT-TSC-NHTSA-79-49.II	
9. Performing Organization Name and Address Wharton Econometric Forecasting Associates, Inc.* 4025 Chestnut Street Philadelphia, Pennsylvania 19104		10. Work Unit No. (TRAIS) HS027/R0904	
		11. Contract or Grant No. DOT-TSC-1072	
12. Sponsoring Agency Name and Address U.S. Department of Transportation National Highway Traffic Safety Administration Office of Research and Development Washington DC 20590		13. Type of Report and Period Covered Final Report September 1975 - March 1977	
14. Sponsoring Agency Code			
15. Supplementary Notes *Under contract to:		U.S. Department of Transportation Research and Special Programs Administration Transportation Systems Center Cambridge MA 02142	
16. Abstract An econometric model is developed which provides long-run policy analysis and forecasting of annual trends, for U.S. auto stock, new sales, and their composition by auto size-class. The concept of "desired" (equilibrium) stock is introduced. "Desired stock" and its composition by size-class are related to numerous economic and demographic variables using cross-section data. Among them is a new "capitalized cost per mile" measure, which expresses all costs over time relative to miles driven discounted back to the present. New registrations, total and by class, and scrappage are found to be strongly related to "desired stock relative to actual stock, with other influences operating as "speed of adjustment" factors. Fuel efficiency is analyzed in detail, relating mpg by class to physical vehicle characteristics and technological developments. Purchase prices and options expenditures are analyzed and all cost measures distinguished by foreign vs domestic origin as well as by size-class. Volume I summarizes and describes the study, and contains a forecast through 2000. Volume II contains extensive simulation analysis with public policy implications. Volume III contains data and methodology appendices.			
17. Key Words Automobiles, Long-Run Forecasting, U.S. Demand, Annual Stock, New Sales, Scrappage, Fuel Efficiency, Auto Costs		18. Distribution Statement DOCUMENT IS AVAILABLE TO THE PUBLIC THROUGH THE NATIONAL TECHNICAL INFORMATION SERVICE, SPRINGFIELD, VIRGINIA 22161	
19. Security Classif. (of this report) Unclassified	20. Security Classif. (of this page) Unclassified	21. No. of Pages 353	22. Price

PREFACE

A research undertaking of this magnitude required the concerted efforts of many people, each of whose contributions were essential to its successful completion. The entire project was overseen by the project director, George R. Schink, who also conceived the overall structure of the model. James Savitt helped develop the approach employed, and assisted in the initial data gathering effort and equation estimation. Arthur Doud supervised the work of preparing data bases and computer systems, as well as having the main responsibility for the international modeling effort. The exogenous projections for the model's forecasts were primarily developed by Sonia Klein. The final report was written and revised by Colin Loxley, who also was responsible for the forecast and simulation analysis. The principal research assistant throughout was Brenda McCowan. Most of the typing for the final report was performed by Renee Scott. Finally, the authors wish to acknowledge the help of the TSC personnel Ron Mauri and Bob Mellman, whose critical reviews undoubtedly improved the final report. This report was originated under the Transportation Energy Efficiency Program (TEEP) at the Transportation Systems Center (TSC), under the sponsorship of the U.S. Department of Transportation, Office of the Secretary (DOT/OST). Work was completed under sponsorship of the U.S. Department of Transportation, National Highway Traffic Safety Administration (DOT/NHTSA).

METRIC CONVERSION FACTORS

Approximate Conversions to Metric Measures

Symbol When You Know Multiply by To Find Symbol

LENGTH

in	inches	2.5	cm
ft	feet	30	cm
yd	yards	0.9	m
mi	miles	1.6	km

AREA

m ²	square inches	6.5	cm ²
ft ²	square feet	0.09	m ²
yd ²	square yards	0.8	m ²
mi ²	square miles	2.6	km ²
	acres	0.4	ha

MASS (weight)

oz	ounces	28	g
lb	pounds	0.45	kg
	short tons (2000 lb)	0.9	t

VOLUME

tsp	teaspoons	5	ml
Tbsp	tablespoons	15	ml
fl oz	fluid ounces	30	ml
c	cups	0.24	l
pt	pints	0.47	l
qt	quarts	0.95	l
gal	gallons	3.8	l
ft ³	cubic feet	0.03	m ³
yd ³	cubic yards	0.76	m ³

TEMPERATURE (exact)

°F	Fahrenheit temperature	5/9 (after subtracting 32)	°C	Celsius temperature
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Approximate Conversions from Metric Measures

Symbol When You Know Multiply by To Find Symbol

LENGTH

mm	millimeters	0.04	in
cm	centimeters	0.4	in
m	meters	3.3	ft
km	kilometers	0.6	mi

AREA

cm ²	square centimeters	0.16	square inches
m ²	square meters	1.2	square yards
km ²	square kilometers	0.4	square miles
ha	hectares (10,000 m ²)	2.6	acres

MASS (weight)

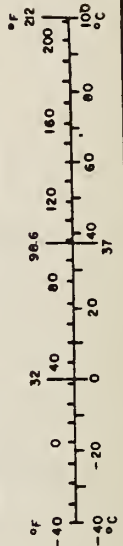
g	grams	0.035	oz
kg	kilograms	2.2	lb
t	tonnes (1000 kg)	1.1	short tons

VOLUME

ml	milliliters	0.03	fl oz
l	liters	2.1	pt
l	liters	1.06	qt
l	liters	0.26	gal
m ³	cubic meters	35	ft ³
m ³	cubic meters	1.3	yd ³

TEMPERATURE (exact)

°C	Celsius temperature	9/5 (then add 32)	°F	Fahrenheit temperature
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* 1 m = 2.54 inches. For other exact conversions and more detailed tables, see NBS Monograph 286, Units of Weights and Measures, Price \$2.25, SD Catalog No. C-11 10 286.

VOLUME II

SIMULATION ANALYSIS USING THE WHARTON E.F.A. AUTOMOBILE DEMAND MODEL

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5. SIMULATION ANALYSIS

5.1 INTRODUCTION

This chapter analyzes the impacts of a selected group of exogenous 'shocks' on the model system. These scenarios are produced by varying one key influence in each case. In this sense they are therefore slightly 'artificial' cases. For instance, examine the 10% gasoline price increase simulation. A federal surcharge tax of 10% might be assumed. However, to the extent that business costs were increased, the general inflation rate would be raised, increasing other auto costs and offsetting the particular effects of the gasoline increase.

Of the four simulations presented here, the first three fall into this "single - shock" category: the 10% gas price increase, the 1% increase in income, and the increased purchase tax scenario. The final simulation is a more complete 'system' analysis of the impact of a 20% OPEC price increase as against the 10% assumed for the baseline. Each simulation is discussed in the following sections 5.2 through 5.5. At the end of the chapter complete tables are presented for each case, comparing the results to the original baseline forecast.

5.2 A 10% GAS PRICE INCREASE (TABLE 5-1)

An increase in fuel costs has relatively minor overall medium - and long-term effects on total stock and new registrations, but substantially changes their distribution by size-class. 'Desired' stock is reduced below the baseline forecast by about 1/3% throughout the entire forecast period. Initially this induces a sharp fall in total new sales - over 2%

in each of the first 3 years - but this response rapidly dies away. New registrations then follow a cyclical pattern of slight divergences about the baseline path - alternately falling slightly below and then rising slightly above.

Scrappage at first shows extreme fluctuations, but then quickly settles down to a similar pattern of slow oscillations. Over the long term, both scrappage and new sales show slight reductions compared to their baseline equilibria. The impact on year-end auto stock gradually accumulates, pushing the total about 0.6% below the baseline at maximum effect in 1983. This gradually moderates until the long-term impact approaches that of desired stock - down 1/3%.

The initial reduction in vehicle miles driven is about 1%. This accumulates at first, falling 2.7% below the baseline by 1981. Then the impact of higher average full efficiency is felt, with mileage down about 2% in the late 1980's - early 1990's period. As the size-distribution of the stock begins to stabilize, the overall fuel efficiency rises by smaller proportions, and the decline in miles traveled once more becomes larger, reaching 2.25% by the year 2000.

Taking a 10 year view, the cumulative effect on new registrations would be a reduction of only 600,000 by 1986. The interim impact on domestic producers - because of the dominance of mid-size and full-size in their sales fleet - would be expected to be much more severe. Temporary subsidies for domestic subcompacts and compacts and perhaps special investment tax credits and unemployment benefits, might be socially and politically necessary to ease the adjustment process for the domestic industry.

In terms of fuel consumption, the changes in mileage and efficiency imply savings of about 2 billion gallons per year by 1986. Over the ten year period the savings would average about 2.6% per annum, for a cumulative total of over 20 billion gallons. With sales for automobile use estimated at around 80 billion gallons initially, and a retail gasoline price rising from around 60¢ per gallon to over \$1, a 10% tax would produce almost \$5 billion in revenues initially, rising to perhaps \$10 billion by 1986.

The impact by size-class can be traced through changes in costs per mile inducing changes in desired shares, which in turn yield changes in new registrations shares. Initially the capitalized costs per mile for both full and mid-size autos rise about 2.2%, with compacts only just behind, and subcompacts and luxury further back, with 1.8% and 1.7%, respectively. These increases are slightly reduced as the fuel efficiency improvements assumed tend to reduce the relative significance of gasoline costs. In the long-run they again tend to rise as increasing gasoline costs again overtake efficiency gains.

The net impact of these cost changes is an increase in the subcompact desired stock share of 1% point (almost 5%) and a corresponding fall in the full-size desired share of 1% point (3.5%). Trading down between mid-size and compacts leaves their desired shares virtually unchanged. As the cost per mile changes moderate, so do the desired share changes. By 1985 the desired subcompact share is 3.5% above the baseline, the compacts share is up by 1%, and full-size is down 2.9%. These changes again increase as the cost per mile changes increase - up 3.7% for subcompacts, up 1.2% for compacts, down 3.4% for full-size (in 1995).

The desired-share changes induce strong initial adjustments in new registrations. In terms of shares, subcompacts increases by almost 8% (1.7% points) and full-size's falls by almost 7% (again, 1.7% points). Hence the changes in new registration shares are initially a magnified reflection of the desired share changes. Over the longer term the new registration changes tend towards equality with the desired share changes.

In terms of levels of new sales, full-size sales are initially down 8.7%. Subcompacts increase by 5.6%. Luxury are off by 1.8%, mid-size are off by 1.7%, and compact sales are reduced 2.9%. The annual drop for full-size is about 1/4 million units for the first three years. Since the longer-term level of new sales is little changed, the percentage changes in unit terms become about the same as the changes in terms of shares.

In summary, a 10% gas price increase reduces total new registrations by 2 to 3% initially, but has little long-run impact. Total vehicle miles are reduced by over 2%, and this effect persists through 2000. However, the greatest and most durable impacts are the size-substitution effects - in the long-run the full-size share is reduced by 2 1/2 - 3 1/2% and the subcompact share is increased by 3 - 4%. There is a modest improvement in average new fleet fuel efficiency, by about 1/3% in the long-run.

5.3. A 1% INCOME INCREASE (TABLE 5-2)

This scenario analyzes the results of a 1% increase in money income. This change produces an increase in real disposable income per family unit of 1.4%, rising to 1.46% long-run. The outstanding characteristic here is the very large increase in new registrations - over 5 1/2% in the first year. This high impact elasticity of 5 1/2 may be compared to the corre-

sponding gas price elasticity of 0.2.

Once again we observe a very rapid adjustment in new sales. In fact the divergence from the baseline becomes slight after only two years. Once again the new level of sales oscillates in long swings above and below the baseline forecast. Since total scrappage also rises the change in total actual stock is modest. Nonetheless, in elasticity terms, the income effect is still greater than the gas price effect in its short-term impact on desired and actual stocks.

Income also has a strong impact on vehicle miles. The peak change is reached in 1979 (up 0.9%), which then trends downward until the late 1980's when the change falls below 0.2%. Thereafter the increase fluctuates between 0.2% and 0.3%.

As far as the size-class shares are concerned, the effects change markedly over time due to two, opposing, influences. For the first two years the "trading-up" effect of higher income is clear - the subcompact new registrations share falls significantly (an impact elasticity of 1.6), and the compact and mid-size shares also fall. There is a corresponding increase in the full-size share - a high impact elasticity of 1.8. Then rising income begins to increase the proportion of families with incomes at or above \$15,000. This has the effect of increasing the luxury share (at the expense of full-size) and increasing the sub- and compact shares. This second effect peaks in 1981. By this point subcompacts are up 1% above the baseline, compacts are up 0.6%, full-size are down 1.6% and luxury are up 1.5%.

A third phase then begins with the income distribution effect being 'washed out' by the trading-up effect. From this point onwards the luxury

share tends towards its baseline level, and the full-size share ultimately reverses its decline and rises above the baseline. The mid-size share falls progressively below the baseline, and the increases in the small-car shares are progressively eroded until they also fall below the baseline in the 1990's.

In summary, then, income fluctuations have a powerful influence on new registrations, but the effect is short-lived. A more enduring change occurs in vehicle-miles which increase in percentage terms by a factor of between 0.9 and 0.2 times the percentage income change. Finally, changes in size-classes go through three distinct phases: the short-run, favoring full-size at the expense of the smaller sizes; the medium term, when luxury and small cars gain versus full-size; and the long-run, representing a return to the initial trends, but less dramatically so.

5.4 A 5% PURCHASE TAX ON LARGE CARS (TABLE 5-3)

In this scenario we impose a 5% purchase tax on the mid-size, full-size, and luxury class vehicles. In practice, of course, there would be definitional problems involved in such a scheme and it would probably have to involve a graduated tax system. Nonetheless the simulation is extremely useful for evaluating the kinds of changes which would occur.

Let us analyze these changes in roughly the order in which they affect the model's solution. Regarding capitalized costs per mile the changes should be familiar, they are, of course, the same as presented in the elasticity discussion in Chapter 4, namely about 2% higher for mid - and full-size and somewhat more for luxury.

These relative cost changes produce dramatic shifts in the size-class

distribution of desired stock and new registrations. The desired stock share for full-size is reduced by 9% (over 2 1/2% points) initially, this decline moderating slightly to just over 8% by the mid-1980's. The change for luxury's share can be easily summarized as one-tenth of the full-size decline. Mid-size shows virtually no change. The small-car shares in desired stock rise dramatically, each increasing by almost 7% initially (over 2 1/2% points combined). These increases decline somewhat but remain over 6% throughout the forecast period.

The desired share changes, as has been discussed previously, induce even larger initial adjustments in new registration shares. Hence, for the small-car classes the increases are over 10% in the first year (over 4% points combined), while the full-size share decline is over 17% (also over 4% points). The luxury new registrations share does, however, fall proportionately to its desired share decline. All of the sales-share changes tend towards the value of their desired share changes by the mid 1980's, i.e. an equilibrium position is virtually attained some 5 to 10 years after the initiation of the tax policy.

With the shift towards the smaller, cheaper cars, the increase in average cost per mile is moderate, being approximately 0.7% for the entire period. This cost increase reduces total desired stock by just under 0.15% throughout the period. In response to this desired stock decline, new registrations fall significantly, down 4.4% in 1977. Once again the adjustment occurs very rapidly. After this initial drop new registrations show only very small movements above and below the baseline value. The fall in desired stock tends to increase the scrappage rate, but the fall in new registrations tends to push total scrappage down, the net result being a slight decline.

Once again the simulation results suggest a particularly strong impact on the domestic industry. Total full-size new registrations fall by 21% in the first year and luxury new registrations fall by over 5%. Total domestic new registrations fall by 5.8% initially if we assume no change in the competitiveness of domestic small-cars versus foreign. Foreign new registrations increase sharply, reflecting the switch to smaller cars. This effect is therefore sustained, and the increase in the overall domestic share suggested by the baseline forecast is thus restrained (but not eliminated).

The overall new fleet fuel economy does of course rise, initially quite sharply (by 1.6%). By the mid-1980's the improvement over the baseline case has dropped to 0.8% at which point it stabilizes. Total vehicle miles fall very slightly through 1982, then increase slightly, but the changes are insignificant. Total fuel consumption would therefore fall by about 1% at most.

5.5 A 20% 'OPEC' INCREASE (TABLES 5-4 and 5-5)

For this simulation we posed the question "what if the OPEC group were to raise their crude prices by 20%"? This assumption was fed into the Wharton Annual Long-Term Econometric Model, resulting in a new set of economic forecasts. This oil price increase is, quite naturally, extremely inflationary. Real growth is reduced and unemployment increased. For 1977, real GNP growth is cut to 4.4%, unemployment is help up at 7.4% and overall inflation is 6.0%. The 'after-shocks' also worsen the 1979-80 slowdown.

Subsequently, income and employment growth are reduced, and unemploy-

ment remains about 6% through 1983, a full point above the 'baseline'. The average rate of increase in the overall consumer price index, 1976-80, is 6.5% compared to 5.5% in the baseline.

Gasoline prices, naturally, experience a severe impact. For the period 1976-80 the cumulative change in the average retail price before taxes is over 56%, compared to 41% for the baseline. By 1983 the pre-tax price is double the 1975 level.

The other auto operating cost components also increase more rapidly by broadly similar proportions to the overall consumer price index. Domestic production costs jump 6.5% in 1977 (versus 6.1%) and then increase at rates 0.2 - 0.3 points higher than the baseline. Foreign export costs similarly accelerate, although the main impact is delayed until 1979-80.

The impacts of this variation primarily occur during the period 1978-1981. We have assumed, perhaps optimistically, that government policies and increased reliance on domestic energy supplies and North Sea Oil and gas will permit a gradual convergence to the previous trends described above for 1985 onwards (in terms of rates of change). The details of the new set of exogenous inputs into the Auto Model are presented in the table preceeding the simulation results.

As a result of lower real income per family, and higher prices, new registrations are reduced significantly, with 1977 being reduced by over 3%. The reductions (relative to baseline) grow to a peak 'loss' of 1/2 million units in 1981. Overall, new sales are held below the baseline forecast through 1984, with a cumulative loss of over 2 million units, equal to 3% of the cumulative new registrations total. After recovering briefly during the 1985-87 period, growth is again held down slightly below the baseline until 1993.

Scrappage is naturally reduced below the baseline forecast, especially during the late 1970's and early 1980's. The ageing affect of the stock prevents scrappage from falling too far, however, so that the net effect acts as an almost exact offset to the decline in new registrations - total stock is left virtually unchanged.

The effect on the size-class distribution of new sales is to increase subcompacts' share, initially by 4% (i.e. one percentage point). This occurs at the expense of full-size. Interestingly enough, this effect dies away as renewed economic growth brings the economy back on track. However, after this very typical pattern of action and reaction, the equilibrium emerging from the mid-1980's again indicates about a 4% increase in the subcompact share (versus the baseline), with the full-size share off between 3 to 4% (about one percentage point). Compacts and mid-size, trading off between each other and the other two sizes, show virtually no net effect whatsoever. The luxury share, as might be expected, is also unaffected.

An important factor underlying these findings is that although nominal automobile costs are increased relative to the previous case, the whole economy also undergoes higher inflation. This has two effects. First, although the average nominal cost per mile rises by almost one percentage point, the overall consumer price index also increases proportionately, leaving 'real' auto costs unchanged. In addition, the slight redistribution by size-class is sufficient to moderate the average nominal increase itself.

The second factor is that the gasoline cost effect - which would shift relative costs between classes - is virtually swamped by the general increases in purchase and options prices and transportation charges, which tend

to shift relative costs either proportionately across classes or in the opposite direction to gasoline costs. Hence, the increase in subcompact capitalized cost per mile is raised by an additional 0.9% point, while the growth in full-size cost per mile is raised by only 1.1% points - a very modest relative change.

This simulation indicates rather well the problems and hazards involved in attempting to consider all the repercussions involved in varying assumptions.

TABLE 5-1. TABLES OF SIMULATION OUTPUT, INCREASE THE
PRICE OF GASOLINE BY 10%

TABLE	NAME	PAGE
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3.03	Shares by Size Class New Registrations, Domestic vs. Foreign	5-42
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3.03	Capitalized Costs Per Mile Foreign vs. Domestic	5-67

TABLE 5-1. TABLES OF SIMULATION OUTPUT, INCREASE THE
PRICE OF GASOLINE BY 10% (Continued)

TABLE .	NAME	PAGE
3.09	Miscellaneous	5-72
	Desired and Actual Stocks Per Family Unit	
	Vehicle Miles, Per Family and Per Auto	
	Ratios to Stock, New Registrations and Scrappage	
	Income Per Family	
	% Families With Incomes Over \$15,000	
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	Overall Fleet	
	New Fleet by Class	
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	Price Relatives	
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PERSONAL INCOME BY 1%

TABLE	NAME	PAGE
3.00	Summary Desired and Actual Auto Stocks New Registrations Vehicle Miles Traveled Scrappage EPA Measures of Miles Per Gallon Shares of New Registrations by Class	5-107
3.01	Shares by Size Class Desired Stock	5-117
3.02	Shares by Size Class Actual Stock	5-122
3.03	Shares by Size Class New Registrations, Domestic vs. Foreign	5-127
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3.06	Stocks by Size Class Actual	5-142
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3.08	Capitalized Costs Per Mile Foreign vs. Domestic	5-152

TABLE 5-2. TABLES OF SIMULATION OUTPUT, INCREASE NOMINAL
PERSONAL INCOME BY 1% (Continued)

TABLE	NAME	PAGE
3.09	Miscellaneous	5-157
	Desired and Actual Stocks Per Family Unit	
	Vehicle Miles, Per Family and Per Auto	
	Ratios to Stock, New Registrations and Scrappage	
	Income Per Family	
	% Families With Incomes Over \$15,000	
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	Foreign vs. Domestic	
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	Price Relatives	
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TABLE 5-3. TABLES OF SIMULATION OUTPUT, IMPOSE A
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3.07	Capitalized Costs Per Mile Average, Nominal, and Real By Size Class	5-232
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TABLE 5-3. TABLES OF SIMULATION OUTPUT, IMPOSE A 5%
PURCHASE TAX ON LARGE AUTOS (Continued)

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TABLE 5-5. TABLES OF FORECAST OUTPUT,
20% OPEC INCREASE

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1.01	Shares by Size Class Desired Stock Actual Stock New Registrations, Domestic vs. Foreign	5-297
1.02	New Registrations and Stocks by Size Class New Registrations Desired Stock Actual Stock	5-302
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OPEC INCREASE (Continued)

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OPEC INCREASE (Continued)

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ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WFFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.00 SUMMARY

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESTROYED STOCK OF AUTOS						
2	1ALTERNATE	93.841	97.155	99.923	102.919	104.931	106.816
3	3BASELINE	93.841	97.155	100.261	103.261	105.273	107.157
4	4DIFFERENCE	0.0	0.0	-0.338	-0.342	-0.342	-0.341
5	5% DIFFERENCE	0.0	0.0	-0.34	-0.33	-0.33	-0.32
6							
7	ACTUAL YEAR-END STOCK OF AUTOS						
8	8ALTERNATE	96.64	100.01	102.79	105.05	106.82	108.83
9	9BASELINE	96.64	100.01	102.73	105.60	106.57	107.13
10	10DIFFERENCE	0.0	0.0	0.06	0.25	-0.31	-0.31
11	11% DIFFERENCE	0.0	0.0	0.05	0.24	0.23	-0.28
12							
13	NEW REGISTRATIONS OF AUTOS						
14	14ALTERNATE	8.261	10.231	11.014	11.243	11.145	11.598
15	15BASELINE	8.261	10.231	11.253	11.586	11.476	11.653
16	16DIFFERENCE	0.0	0.0	-0.240	-0.344	-0.331	-0.056
17	17% DIFFERENCE	0.0	0.0	-2.13	-2.97	-2.89	-0.48
18							
19	FOREIGN NEW REGIS.						
20	20ALTERNATE	1.502	1.478	1.602	1.580	1.535	1.569
21	21BASELINE	1.502	1.478	1.538	1.536	1.502	1.510
22	22DIFFERENCE	0.0	0.0	0.064	0.044	0.033	0.059
23	23% DIFFERENCE	0.0	0.0	4.16	2.84	2.17	3.90
24							
25	DOMESTIC NEW REGIS.						
26	26ALTERNATE	6.759	8.754	9.412	9.663	9.610	10.029
27	27BASELINE	6.759	8.754	9.715	10.051	9.974	10.144
28	28DIFFERENCE	0.0	0.0	-0.304	-0.387	-0.364	-0.114
29	29% DIFFERENCE	0.0	0.0	-3.13	-3.86	-3.65	-1.13
30							
31	VEHICLE MILES TRAVELED						
32	32ALTERNATE	1029.7	1027.2	1020.8	1033.5	1058.4	1072.0
33	33BASELINE	1029.7	1027.2	1040.7	1054.2	1081.4	1099.4
34	34DIFFERENCE	0.0	0.0	-19.9	-20.8	-23.0	-23.4
35	35% DIFFERENCE	0.0	0.0	-1.92	-1.97	-2.13	-2.49
36							
37	SCRAPAGE OF AUTOS						
38	38ALTERNATE	5.541	6.870	8.231	8.179	10.173	11.594
39	39BASELINE	5.541	6.870	8.527	8.717	10.503	11.095
40	40DIFFERENCE	0.0	0.0	-0.296	-0.538	-0.330	0.499
41	41% DIFFERENCE	0.0	0.0	-3.47	-6.18	-3.14	4.49
42							
43	NEW DOMESTIC EPA TEST M.P.G.						
44	44ALTERNATE	16.14	16.65	17.47	18.24	18.95	19.72
45	45BASELINE	16.14	16.65	17.38	18.16	18.87	19.65
46	46DIFFERENCE	0.0	0.0	0.08	0.08	0.08	0.07
47	47% DIFFERENCE	0.0	0.0	0.48	0.42	0.40	0.37

TABLE 5.00 SUMMARY

I T E M		1981	1982	1983	1984	1985	1986
DESIRED STOCK OF AUTOS							
11	MILL AUTOS						
21	ALTERNATE	109,072	111,131	112,958	114,836	116,619	118,426
31	BASELINE	109,421	111,487	113,319	115,205	116,997	118,812
41	DIFFERENCE	-0,349	-0,356	-0,361	-0,369	-0,378	-0,386
51	% DIFFERENCE	-0,32	-0,32	-0,32	-0,32	-0,32	-0,32
71 ANNUAL YR-END STOCK OF AUTOS							
81	ALTERNATE	108,00	109,83	111,75	113,81	116,09	118,08
91	BASELINE	108,51	110,45	112,40	114,40	116,61	118,52
101	DIFFERENCE	-0,51	-0,62	-0,65	-0,60	-0,52	-0,45
111	% DIFFERENCE	-0,47	-0,56	-0,58	-0,52	-0,45	-0,38
131 NEW REGISTRATIONS OF AUTOS							
141	ALTERNATE	12,788	12,569	12,323	12,413	12,390	12,178
151	BASELINE	12,750	12,461	12,211	12,335	12,359	12,189
161	DIFFERENCE	0,058	0,107	0,111	0,078	0,032	-0,011
171	% DIFFERENCE	0,46	0,86	0,91	0,63	0,26	-0,09
191 FOREIGN NEW REGS.							
201	ALTERNATE	1,647	1,594	1,535	1,505	1,468	1,467
211	BASELINE	1,579	1,528	1,477	1,456	1,428	1,431
221	DIFFERENCE	0,068	0,066	0,059	0,049	0,040	0,036
231	% DIFFERENCE	4,28	4,33	3,97	3,37	2,79	2,49
251 DOMESTIC NEW REGS.							
261	ALTERNATE	11,141	10,975	10,787	10,908	10,923	10,711
271	BASELINE	11,151	10,934	10,735	10,879	10,931	10,758
281	DIFFERENCE	-0,009	0,041	0,053	0,029	-0,008	-0,047
291	% DIFFERENCE	-0,08	0,38	0,49	0,26	-0,08	-0,43
311 VEHICLE MILES TRAVELED							
321	ALTERNATE	1084,6	1113,0	1142,6	1166,4	1190,2	1209,9
331	BASELINE	1114,6	1143,2	1172,1	1194,4	1216,6	1235,1
341	DIFFERENCE	-30,0	-30,3	-29,5	-27,9	-26,4	-25,2
351	% DIFFERENCE	-2,69	-2,65	-2,52	-2,34	-2,17	-2,04
371 SCRAPPAGE OF AUTOS							
381	ALTERNATE	11,615	10,740	10,397	10,361	10,106	10,192
391	BASELINE	11,349	10,529	10,256	10,334	10,148	10,279
401	DIFFERENCE	0,266	0,212	0,141	0,027	-0,042	-0,087
411	% DIFFERENCE	2,34	2,01	1,37	0,26	-0,42	-0,85
431 NEW DOMESTIC EPA TEST M.P.G.							
441	ALTERNATE	20,33	20,92	21,55	22,21	22,76	23,13
451	BASELINE	20,26	20,86	21,49	22,16	22,72	23,08
461	DIFFERENCE	0,07	0,06	0,06	0,05	0,05	0,05
471	% DIFFERENCE	0,35	0,31	0,27	0,23	0,21	0,22

TABLE 3.00 SUMMARY

LINE	I T E M	1987	1988	1989	1990	1991	1992
	UNDESIGNED STOCK OF AUTOS						
	21ALTERNATE	120,090	121,549	122,868	124,142	125,504	126,672
	21BASELINE	120,402	121,946	123,271	124,549	125,918	127,092
	21DIFFERENCE	-0,392	-0,397	-0,403	-0,407	-0,414	-0,420
	21% DIFFERENCE	-0,33	-0,53	-0,33	-0,53	-0,33	-0,33
	21						
	71ACTUAL YR-END STOCK OF AUTOS						
	71ALTERNATE	119,72	121,02	122,01	122,82	123,76	124,61
	71BASELINE	120,09	121,33	122,28	123,09	124,05	124,94
	71DIFFERENCE	-0,37	-0,31	-0,28	-0,27	-0,29	-0,33
	71% DIFFERENCE	-0,31	-0,26	-0,23	-0,22	-0,23	-0,27
	121						
	131NEW REGISTRATIONS OF AUTOS						
	131ALTERNATE	12,246	12,445	12,732	13,083	13,158	13,241
	131BASELINE	12,295	12,525	12,834	13,144	13,261	13,324
	131DIFFERENCE	-0,049	-0,080	-0,102	-0,110	-0,102	-0,083
	131% DIFFERENCE	-0,40	-0,64	-0,79	-0,84	-0,77	-0,62
	141						
	191 FOREIGN NEW REGIS.						
	191ALTERNATE	1,480	1,519	1,557	1,618	1,636	1,650
	191BASELINE	1,449	1,489	1,528	1,586	1,602	1,613
	191DIFFERENCE	0,031	0,030	0,029	0,031	0,034	0,037
	191% DIFFERENCE	2,16	2,01	1,89	1,97	2,12	2,32
	241						
	251 DOMESTIC NEW REGIS.						
	251ALTERNATE	10,766	10,927	11,175	11,465	11,522	11,590
	251BASELINE	10,846	11,037	11,305	11,607	11,658	11,711
	251DIFFERENCE	-0,080	-0,110	-0,131	-0,142	-0,136	-0,121
	251% DIFFERENCE	-0,74	-1,00	-1,16	-1,22	-1,17	-1,03
	361						
	31VEHICLE MILES TRAVELLED						
	31ALTERNATE	1224,7	1236,3	1246,6	1256,8	1266,9	1278,7
	31BASELINE	1249,3	1261,0	1271,9	1283,2	1294,7	1307,9
	31DIFFERENCE	-24,7	-24,7	-25,3	-26,4	-27,8	-29,2
	31% DIFFERENCE	-1,98	-1,96	-1,99	-2,06	-2,15	-2,23
	361						
	371SCRAPPAGE OF AUTOS						
	371ALTERNATE	10,606	11,147	11,741	12,265	12,223	12,389
	371BASELINE	10,728	11,287	11,880	12,383	12,303	12,429
	371DIFFERENCE	-0,121	-0,140	-0,138	-0,118	-0,080	-0,040
	371% DIFFERENCE	-1,13	-1,24	-1,17	-0,95	-0,65	-0,32
	421						
	431NEW DOMESTIC EPA TEST M.P.G.						
	431ALTERNATE	23,49	23,86	24,24	24,64	24,83	25,02
	431BASELINE	23,44	23,81	24,18	24,58	24,77	24,96
	431DIFFERENCE	0,05	0,05	0,06	0,06	0,06	0,07
	431% DIFFERENCE	0,22	0,23	0,24	0,25	0,26	0,26

TABLE 3.00 SUMMARY

LINE	T Y P E	1993	1994	1995	1996	1997	1998
1	DESIGNED STOCK OF AUTOS						
2	ALTERNATE	127,491	128,636	129,534	130,430	131,287	132,114
3	BASELINE	128,115	129,067	129,968	130,869	131,731	132,563
4	DIFFERENCE	-0,625	-0,431	-0,434	-0,439	-0,444	-0,449
5	% DIFFERENCE	-0,53	-0,33	-0,33	-0,34	-0,34	-0,34
6							
7	ACTUAL YR-END STOCK OF AUTOS						
8	ALTERNATE	125,45	126,27	127,12	128,04	129,00	129,90
9	BASELINE	125,45	126,72	127,60	128,54	129,51	130,38
10	DIFFERENCE	-0,39	-0,44	-0,48	-0,50	-0,50	-0,49
11	% DIFFERENCE	-0,31	-0,35	-0,38	-0,39	-0,39	-0,37
12							
13	NEW REGISTRATIONS OF AUTOS						
14	ALTERNATE	13,381	13,543	13,636	13,786	13,785	13,830
15	BASELINE	13,439	13,578	13,654	13,797	13,798	13,853
16	DIFFERENCE	-0,059	-0,035	-0,018	-0,011	-0,014	-0,023
17	% DIFFERENCE	-0,44	-0,26	-0,13	-0,08	-0,10	-0,17
18							
19	FOREIGN NEW REGIS.						
20	ALTERNATE	1,664	1,677	1,686	1,687	1,676	1,675
21	BASELINE	1,623	1,632	1,638	1,638	1,628	1,628
22	DIFFERENCE	0,041	0,045	0,048	0,049	0,048	0,047
23	% DIFFERENCE	2,55	2,76	2,90	2,98	2,97	2,92
24							
25	DOMESTIC NEW REGIS.						
26	ALTERNATE	11,717	11,865	11,950	12,098	12,108	12,155
27	BASELINE	11,817	11,945	12,016	12,158	12,171	12,226
28	DIFFERENCE	-0,100	-0,080	-0,065	-0,060	-0,062	-0,071
29	% DIFFERENCE	-0,85	-0,67	-0,54	-0,49	-0,51	-0,58
30							
31	VEHICLE MILES TRAVELED						
32	ALTERNATE	129,13	1304,1	1317,2	1330,1	1342,8	1354,1
33	BASELINE	132,15	1335,0	1348,5	1361,3	1373,9	1384,9
34	DIFFERENCE	-30,3	-31,0	-31,3	-31,3	-31,0	-30,7
35	% DIFFERENCE	-2,29	-2,32	-2,32	-2,30	-2,26	-2,22
36							
37	SCRAPPAGE OF AUTOS						
38	ALTERNATE	12,544	12,715	12,791	12,870	12,817	12,937
39	BASELINE	12,548	12,697	12,770	12,861	12,829	12,974
40	DIFFERENCE	-0,004	0,018	0,021	0,009	-0,013	-0,037
41	% DIFFERENCE	-0,03	0,14	0,17	0,07	-0,10	-0,29
42							
43	NEW DOMESTIC TPA TEST M.P.G.						
44	ALTERNATE	25,20	25,37	25,55	25,72	25,89	26,06
45	BASELINE	25,13	25,31	25,48	25,65	25,82	25,99
46	DIFFERENCE	0,07	0,07	0,07	0,07	0,07	0,07
47	% DIFFERENCE	0,26	0,27	0,27	0,27	0,27	0,27

TABLE 3.00 SUMMARY

LINE	T T F M	1999	2000
1	DESIGNED STOCK OF AUTOS		
2	ALTERNATE	132,914	133,616
3	BASELINE	133,368	134,075
4	DIFFERENCE	-0,454	-0,458
5	% DIFFERENCE	-0,34	-0,34
6			
7	ACTUAL YEAR-END STOCK OF AUTOS		
8	ALTERNATE	130,73	131,45
9	BASELINE	131,19	131,90
10	DIFFERENCE	-0,47	-0,45
11	% DIFFERENCE	-0,36	-0,34
12			
13	NEW REGISTRATIONS OF AUTOS		
14	ALTERNATE	13,904	13,948
15	BASELINE	13,940	13,997
16	DIFFERENCE	-0,036	-0,049
17	% DIFFERENCE	-0,26	-0,35
18			
19	FOREIGN NEW REGS.		
20	ALTERNATE	1,676	1,669
21	BASELINE	1,630	1,624
22	DIFFERENCE	0,046	0,045
23	% DIFFERENCE	2,84	2,77
24			
25	DOMESTIC NEW REGS.		
26	ALTERNATE	12,228	12,279
27	BASELINE	12,311	12,373
28	DIFFERENCE	-0,083	-0,094
29	% DIFFERENCE	-0,67	-0,76
30			
31	VEHICLE MILES TRAVELED		
32	ALTERNATE	1364,2	1371,8
33	BASELINE	1394,6	1402,1
34	DIFFERENCE	-30,5	-30,4
35	% DIFFERENCE	-2,19	-2,16
36			
37	SCRAPAGE OF AUTOS		
38	ALTERNATE	13,074	13,220
39	BASELINE	13,130	13,289
40	DIFFERENCE	-0,056	-0,069
41	% DIFFERENCE	-0,43	-0,52
42			
43	NEW DOMESTIC EPA TEST M.P.G.		
44	ALTERNATE	26,24	26,41
45	BASELINE	26,17	26,33
46	DIFFERENCE	0,07	0,07
47	% DIFFERENCE	0,27	0,27

TABLE 3.00 SUMMARY - CONTINUED

LINE	1975	1976	1977	1978	1979	1980
I T C						
LINE AUTOS FLEET M.P.G. (EPA)						
21ALTERNATE	17.15	17.45	18.24	18.97	19.59	20.30
31BASELINE	17.15	17.45	18.10	18.84	19.48	20.20
41DIFFERENCE	0.0	0.0	0.14	0.13	0.12	0.10
51% DIFFERENCE	0.0	0.0	0.76	0.67	0.59	0.52
61						
71 NEW DOMESTIC AUTOS M.P.G.						
81ALTERNATE	16.12	16.60	17.38	18.12	18.80	19.53
91BASELINE	16.12	16.60	17.30	18.05	18.72	19.46
101DIFFERENCE	0.0	0.0	0.08	0.08	0.07	0.07
11% DIFFERENCE	0.0	0.0	0.48	0.42	0.40	0.37
121						
131 NEW FOREIGN AUTOS M.P.G.						
141ALTERNATE	24.10	24.95	25.63	26.54	26.70	27.11
151BASELINE	24.10	24.95	25.56	26.47	26.64	27.06
161DIFFERENCE	0.0	0.0	0.07	0.07	0.06	0.05
171% DIFFERENCE	0.0	0.0	0.27	0.26	0.23	0.20
181						
201 SHARE OF NEW REGISTRATIONS:						
211						
221 SUBCOMPACT						
231ALTERNATE	0.291	0.230	0.234	0.235	0.218	0.211
241BASELINE	0.291	0.230	0.217	0.210	0.205	0.200
251DIFFERENCE	0.0	0.0	0.017	0.015	0.013	0.011
261% DIFFERENCE	0.0	0.0	7.85	7.30	6.36	5.36
271						
281 COMPACT						
291ALTERNATE	0.219	0.197	0.189	0.181	0.195	0.205
301BASELINE	0.219	0.197	0.190	0.182	0.195	0.203
311DIFFERENCE	0.0	0.0	-0.001	-0.001	0.000	0.001
321% DIFFERENCE	0.0	0.0	-0.76	-0.57	0.14	0.61
331						
341 MID-SIZE						
351ALTERNATE	0.228	0.284	0.252	0.235	0.226	0.226
361BASELINE	0.228	0.284	0.251	0.234	0.225	0.225
371DIFFERENCE	0.0	0.0	0.001	0.001	0.001	0.001
381% DIFFERENCE	0.0	0.0	0.44	0.47	0.43	0.33
391						
401 FULL-SIZE						
411ALTERNATE	0.169	0.198	0.236	0.271	0.271	0.266
421BASELINE	0.169	0.198	0.253	0.286	0.285	0.279
431DIFFERENCE	0.0	0.0	-0.017	-0.016	-0.015	-0.013
441% DIFFERENCE	0.0	0.0	-6.71	-5.48	-5.08	-4.61
451						
461 LUXURY						
471ALTERNATE	0.093	0.091	0.089	0.089	0.091	0.092
481BASELINE	0.093	0.091	0.089	0.088	0.091	0.092
491DIFFERENCE	0.0	0.0	0.000	0.000	0.000	0.000
501% DIFFERENCE	0.0	0.0	0.33	0.34	0.26	0.14

TABLE 3.00 SUMMARY - CONTINUED

LINE	J T F M	1981	1982	1983	1984	1985	1986
1100 AUTOS FLEET M.P.G. (EPA)							
21ALTERNATE		20.81	21.36	21.92	22.51	23.00	23.56
21BASELINE		20.72	21.27	21.85	22.44	22.94	23.50
21DIFFERENCE		0.10	0.09	0.08	0.07	0.06	0.07
51X DIFFERENCE		0.46	0.41	0.35	0.30	0.27	0.28
61 NEW DOMESTIC AUTOS M.P.G.							
71ALTERNATE		20.11	20.67	21.26	21.88	22.40	22.73
71BASELINE		20.04	20.60	21.20	21.83	22.35	22.68
71DIFFERENCE		0.07	0.06	0.06	0.05	0.05	0.05
111X DIFFERENCE		0.35	0.31	0.27	0.24	0.21	0.22
121 NEW FOREIGN AUTOS M.P.G.							
131ALTERNATE		27.32	27.77	28.05	28.47	28.75	29.27
131BASELINE		27.27	27.72	28.01	28.44	28.72	29.23
131DIFFERENCE		0.05	0.05	0.04	0.04	0.04	0.04
171X DIFFERENCE		0.17	0.16	0.14	0.14	0.12	0.13
201 SHARE OF NEW REGISTRATIONS:							
211 SUBCOMPACT		0.197	0.194	0.189	0.183	0.177	0.181
231ALTERNATE		0.189	0.184	0.183	0.177	0.172	0.176
231BASELINE		0.009	0.008	0.007	0.006	0.005	0.006
231DIFFERENCE		4.65	4.20	3.71	3.33	3.10	3.15
271							
241 COMPACT		0.214	0.212	0.211	0.210	0.208	0.207
291ALTERNATE		0.212	0.210	0.209	0.208	0.206	0.205
311BASELINE		0.002	0.002	0.002	0.002	0.002	0.002
311DIFFERENCE		1.08	1.05	1.07	1.08	1.09	1.08
331 MID-SIZE							
351ALTERNATE		0.228	0.227	0.227	0.227	0.226	0.229
351BASELINE		0.227	0.226	0.226	0.227	0.226	0.229
371DIFFERENCE		0.001	0.000	0.000	0.000	0.000	0.000
391X DIFFERENCE		0.30	0.22	0.16	0.12	0.10	0.13
401 FULL-SIZE							
411ALTERNATE		0.267	0.273	0.278	0.284	0.292	0.284
421BASELINE		0.279	0.284	0.288	0.293	0.299	0.292
431DIFFERENCE		-0.012	-0.011	-0.009	-0.008	-0.008	-0.008
441X DIFFERENCE		-4.22	-3.70	-3.24	-2.85	-2.58	-2.73
451 LUXURY							
461							
471ALTERNATE		0.093	0.094	0.095	0.096	0.097	0.098
491BASELINE		0.093	0.094	0.095	0.096	0.097	0.098
491DIFFERENCE		0.000	-0.000	-0.000	-0.000	-0.000	-0.000
501X DIFFERENCE		0.05	-0.01	-0.05	-0.08	-0.08	-0.07

TABLE 3.00 SUMMARY - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	NEW AUTOS FLEET M.P.G. (EPA)						
2	1% ALTERNATE	23.69	24.05	24.40	24.77	24.94	25.11
3	3% BASELINE	23.62	23.98	24.32	24.69	24.86	25.03
4	4% DIFFERENCE	0.07	0.07	0.07	0.08	0.08	0.08
5	5% DIFFERENCE	0.26	0.29	0.30	0.32	0.33	0.33
6	6% DIFFERENCE						
7	7% DIFFERENCE						
8	8% DIFFERENCE						
9	9% DIFFERENCE						
10	10% DIFFERENCE						
11	11% DIFFERENCE						
12	12% DIFFERENCE						
13	13% DIFFERENCE						
14	14% DIFFERENCE						
15	15% DIFFERENCE						
16	16% DIFFERENCE						
17	17% DIFFERENCE						
18	18% DIFFERENCE						
19	19% DIFFERENCE						
20	20% DIFFERENCE						
21	21% DIFFERENCE						
22	22% DIFFERENCE						
23	23% DIFFERENCE						
24	24% DIFFERENCE						
25	25% DIFFERENCE						
26	26% DIFFERENCE						
27	27% DIFFERENCE						
28	28% DIFFERENCE						
29	29% DIFFERENCE						
30	30% DIFFERENCE						
31	31% DIFFERENCE						
32	32% DIFFERENCE						
33	33% DIFFERENCE						
34	34% DIFFERENCE						
35	35% DIFFERENCE						
36	36% DIFFERENCE						
37	37% DIFFERENCE						
38	38% DIFFERENCE						
39	39% DIFFERENCE						
40	40% DIFFERENCE						
41	41% DIFFERENCE						
42	42% DIFFERENCE						
43	43% DIFFERENCE						
44	44% DIFFERENCE						
45	45% DIFFERENCE						
46	46% DIFFERENCE						
47	47% DIFFERENCE						
48	48% DIFFERENCE						
49	49% DIFFERENCE						
50	50% DIFFERENCE						

TABLE 5.00 SUMMARY - CONTINUED

LINE	T Y E N	1993	1994	1995	1996	1997	1998
11	NEW AUTOS FLEET M.P.G. (EPA)						
21	ALTERNATE	25.27	25.02	25.57	25.71	25.85	26.01
31	BASELINE	25.18	25.33	25.48	25.62	25.76	25.92
41	DIFFERENCE	0.08	0.09	0.09	0.09	0.09	0.09
51	% DIFFERENCE	0.34	0.34	0.34	0.34	0.34	0.35
61	NEW DOMESTIC AUTOS M.P.G.						
71	ALTERNATE	24.58	24.73	24.88	25.02	25.17	25.32
81	BASELINE	24.52	24.66	24.81	24.96	25.10	25.25
91	DIFFERENCE	0.07	0.07	0.07	0.07	0.07	0.07
101	% DIFFERENCE	0.27	0.27	0.27	0.27	0.27	0.27
111	NEW FOREIGN AUTOS M.P.G.						
121	ALTERNATE	31.41	31.61	31.81	32.01	32.20	32.40
131	BASELINE	31.37	31.56	31.76	31.96	32.15	32.35
141	DIFFERENCE	0.05	0.05	0.05	0.05	0.05	0.05
151	% DIFFERENCE	0.15	0.15	0.15	0.16	0.16	0.16
161							
171							
181							
191							
201	SHARE OF NEW REGISTRATIONS:						
211	SUBCOMPACT						
221	ALTERNATE	0.187	0.186	0.185	0.183	0.181	0.180
231	BASELINE	0.181	0.179	0.179	0.176	0.174	0.173
241	DIFFERENCE	0.007	0.007	0.007	0.007	0.007	0.007
251	% DIFFERENCE	3.67	3.71	3.73	3.77	3.80	3.82
261	COMPACT						
271	ALTERNATE	0.206	0.206	0.206	0.206	0.206	0.206
281	BASELINE	0.204	0.203	0.203	0.203	0.203	0.204
291	DIFFERENCE	0.002	0.002	0.003	0.003	0.003	0.003
301	% DIFFERENCE	1.18	1.21	1.24	1.27	1.31	1.33
311	MID-SIZE						
321	ALTERNATE	0.238	0.239	0.239	0.239	0.239	0.239
331	BASELINE	0.238	0.238	0.238	0.238	0.238	0.238
341	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
351	% DIFFERENCE	0.27	0.28	0.28	0.28	0.29	0.29
361	FULL-SIZE						
371	ALTERNATE	0.263	0.263	0.263	0.264	0.264	0.264
381	BASELINE	0.273	0.273	0.272	0.274	0.274	0.274
391	DIFFERENCE	-0.010	-0.010	-0.010	-0.010	-0.010	-0.010
401	% DIFFERENCE	-3.55	-3.59	-3.62	-3.62	-3.63	-3.65
411	LUXURY						
421	ALTERNATE	0.105	0.106	0.107	0.108	0.109	0.110
431	BASELINE	0.105	0.106	0.107	0.108	0.109	0.110
441	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
451	% DIFFERENCE	0.04	0.04	0.03	0.02	0.01	0.01

TABLE 3.00 SUMMARY - CONTINUED

LINE	I T E M	1999	2000
1	NEW AUTOS FLEET M.P.G. (EPA)		
2	ALTERNATE	26.15	26.30
3	BASLINE	26.06	26.21
4	DIFFERENCE	0.09	0.09
5	% DIFFERENCE	0.35	0.35
6			
7	NEW DOMESTIC AUTOS M.P.G.		
8	ALTERNATE	25.46	25.61
9	BASLINE	25.39	25.54
10	DIFFERENCE	0.07	0.07
11	% DIFFERENCE	0.28	0.28
12			
13	NEW FOREIGN AUTOS M.P.G.		
14	ALTERNATE	32.60	32.80
15	BASLINE	32.54	32.74
16	DIFFERENCE	0.05	0.05
17	% DIFFERENCE	0.16	0.17
18			
19			
20	SHARE OF NEW REGISTRATIONS		
21	SUBCOMPACT		
22	ALTERNATE	0.178	0.176
23	BASLINE	0.172	0.170
24	DIFFERENCE	0.007	0.007
25	% DIFFERENCE	3.86	3.89
26			
27	COMPACT		
28	ALTERNATE	0.207	0.206
29	BASLINE	0.204	0.204
30	DIFFERENCE	0.003	0.003
31	% DIFFERENCE	1.56	1.38
32			
33	MID-SIZE		
34	ALTERNATE	0.239	0.240
35	BASLINE	0.238	0.239
36	DIFFERENCE	0.001	0.001
37	% DIFFERENCE	0.30	0.30
38			
39	FULL-SIZE		
40	ALTERNATE	0.265	0.265
41	BASLINE	0.275	0.275
42	DIFFERENCE	-0.010	-0.010
43	% DIFFERENCE	-3.67	-3.69
44			
45	LUXURY		
46	ALTERNATE	0.111	0.112
47	BASLINE	0.111	0.112
48	DIFFERENCE	0.000	0.000
49	% DIFFERENCE	0.01	0.01

ILLUSTRATIVE ALTERNATE SIMULATION OF THE

TABLE 3.01 SHARES BY SIZE CLASS

LINE	ITEM	1975	1976	1977	1978	1979	1980
1 SHARES OF DESIRED STOCK							
21							
31	SHOCOMPACTS						
41	ALTERNATE	0.232	0.210	0.211	0.210	0.208	0.207
51	BASELINE	0.232	0.210	0.201	0.200	0.199	0.199
61	DIFFERENCE	0.0	0.0	0.010	0.010	0.009	0.008
71	% DIFFERENCE	0.0	0.0	4.97	4.85	4.49	4.20
81							
91	COMPACTS						
101	ALTERNATE	0.198	0.193	0.185	0.179	0.186	0.192
111	BASELINE	0.198	0.193	0.185	0.180	0.186	0.191
121	DIFFERENCE	0.0	0.0	-0.000	-0.000	0.000	0.001
131	% DIFFERENCE	0.0	0.0	-0.000	-0.009	0.18	0.41
141							
151	MID-SIZE						
161	ALTERNATE	0.235	0.232	0.231	0.231	0.232	0.232
171	BASELINE	0.235	0.232	0.230	0.230	0.232	0.232
181	DIFFERENCE	0.0	0.0	0.000	0.000	0.000	0.000
191	% DIFFERENCE	0.0	0.0	0.10	0.12	0.13	0.15
201							
211	FULL SIZE						
221	ALTERNATE	0.245	0.275	0.283	0.290	0.283	0.276
231	BASELINE	0.245	0.275	0.294	0.299	0.293	0.286
241	DIFFERENCE	0.0	0.0	-0.010	-0.010	-0.010	-0.009
251	% DIFFERENCE	0.0	0.0	-3.49	-3.29	-3.28	-3.31
261							
271	LUXURY						
281	ALTERNATE	0.090	0.090	0.090	0.090	0.091	0.092
291	BASELINE	0.090	0.090	0.090	0.090	0.091	0.092
301	DIFFERENCE	0.0	0.0	0.000	0.000	0.000	0.000
311	% DIFFERENCE	0.0	0.0	0.01	0.02	0.02	0.01

TABLE 3.01 SHARES BY SIZE CLASS

LINE	I T E M	1981					1982					1983					1984					1985					1986				
		11 SHARES OF DESIRED STOCK																													
21	SUNCOMPACTS																														
31	ALTERNATE	0.200					0.198					0.194					0.189					0.184									0.184
41	BASELINE	0.192					0.190					0.187					0.182					0.178									0.178
51	DIFFERENCE	0.008					0.007					0.007					0.007					0.006									0.006
61	71% DIFFERENCE	4.02					3.93					3.75					3.61					3.51									3.54
91	COMPACTS																														
101	ALTERNATE	0.199					0.199					0.200					0.200					0.200									0.200
111	BASELINE	0.197					0.198					0.198					0.198					0.198									0.198
121	DIFFERENCE	0.001					0.001					0.002					0.002					0.002									0.002
131	71% DIFFERENCE	0.70					0.74					0.80					0.86					0.91									0.94
141	MID-SIZE																														
151	ALTERNATE	0.234					0.234					0.233					0.234					0.232									0.234
161	BASELINE	0.233					0.233					0.233					0.233					0.232									0.233
171	DIFFERENCE	0.000					0.000					0.000					0.000					0.000									0.000
181	71% DIFFERENCE	0.18					0.19					0.19					0.19					0.19									0.19
201	FULL SIZE																														
211	ALTERNATE	0.274					0.276					0.278					0.282					0.287									0.285
221	BASELINE	0.284					0.285					0.287					0.291					0.296									0.294
231	DIFFERENCE	-0.010					-0.009					-0.009					-0.009					-0.009									-0.009
241	71% DIFFERENCE	-3.56					-3.29					-3.16					-3.01					-2.87									-2.95
251	LUXURY																														
261	ALTERNATE	0.093					0.094					0.095					0.096					0.097									0.097
271	BASELINE	0.093					0.094					0.095					0.096					0.097									0.097
281	DIFFERENCE	0.000					0.000					0.000					0.000					0.000									0.000
291	71% DIFFERENCE	0.01					0.01					0.02					0.02					0.03									0.03

TABLE 3.01 SHARES BY SIZE CLASS

LINE	ITEM	SHARES OF DESIRED STOCK:					1992				
		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
1	11SHARES OF DESIRED STOCK:										
21	31 SUBCOMPACTS										
22	31ALTERNATE	0.183	0.183	0.182	0.183	0.183	0.182				
23	31BASELINE	0.177	0.177	0.176	0.176	0.176	0.176				
24	31DIFFERENCE	0.006	0.006	0.006	0.006	0.006	0.006				
25	31% DIFFERENCE	3.51	3.54	3.53	3.58	3.61	3.62				
31	91 COMPACTS										
32	91ALTERNATE	0.200	0.200	0.201	0.201	0.201	0.201				
33	91BASELINE	0.198	0.198	0.199	0.199	0.199	0.199				
34	91DIFFERENCE	0.002	0.002	0.002	0.002	0.002	0.002				
35	91% DIFFERENCE	1.00	1.03	1.08	1.10	1.12	1.15				
41	151 MID-SIZE										
42	151ALTERNATE	0.234	0.235	0.235	0.237	0.236	0.238				
43	151BASELINE	0.234	0.234	0.235	0.236	0.236	0.237				
44	151DIFFERENCE	0.000	0.000	0.001	0.001	0.001	0.001				
45	151% DIFFERENCE	0.20	0.21	0.21	0.22	0.23	0.23				
51	201 FULL SIZE										
52	201ALTERNATE	0.284	0.283	0.281	0.279	0.278	0.276				
53	201BASELINE	0.293	0.291	0.290	0.288	0.287	0.285				
54	201DIFFERENCE	-0.009	-0.009	-0.009	-0.009	-0.009	-0.009				
55	201% DIFFERENCE	-2.97	-3.02	-3.06	-3.14	-3.19	-3.24				
61	271 LUXURY										
62	271ALTERNATE	0.098	0.099	0.100	0.101	0.102	0.103				
63	271BASELINE	0.098	0.099	0.100	0.101	0.102	0.103				
64	271DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000				
65	271% DIFFERENCE	0.03	0.03	0.03	0.02	0.02	0.02				

TABLE 3.01 SHARES BY SIZE CLASS

LINE	J I E M	1993	1994	1995	1996	1997	1998
1	SHARES OF DESIRED STOCK:						
21							
31	SURCOMPACTS						
41	ALTERNATE	0,182	0,181	0,180	0,179	0,178	0,177
51	BASELINE	0,175	0,175	0,174	0,172	0,171	0,170
61	DIFFERENCE	0,006	0,006	0,006	0,006	0,006	0,006
71	DIFFERENCE	3,64	3,67	3,69	3,72	3,75	3,78
81							
91	COMPACTS						
101	ALTERNATE	0,201	0,201	0,201	0,201	0,201	0,201
111	BASELINE	0,199	0,198	0,198	0,198	0,198	0,198
121	DIFFERENCE	0,002	0,002	0,002	0,003	0,003	0,003
131	DIFFERENCE	1,18	1,21	1,23	1,26	1,29	1,31
141							
151	MID-SIZE						
161	ALTERNATE	0,238	0,239	0,240	0,240	0,241	0,241
171	BASELINE	0,238	0,239	0,239	0,240	0,240	0,240
181	DIFFERENCE	0,001	0,001	0,001	0,001	0,001	0,001
191	DIFFERENCE	0,24	0,24	0,25	0,26	0,27	0,28
201							
211	FULL SIZE						
221	ALTERNATE	0,275	0,274	0,273	0,273	0,273	0,272
231	BASELINE	0,284	0,283	0,282	0,283	0,282	0,282
241	DIFFERENCE	-0,009	-0,009	-0,009	-0,010	-0,010	-0,010
251	DIFFERENCE	-3,28	-3,32	-3,36	-3,38	-3,41	-3,45
261							
271	LUXURY						
281	ALTERNATE	0,104	0,105	0,106	0,107	0,108	0,109
291	BASELINE	0,104	0,105	0,106	0,107	0,108	0,109
301	DIFFERENCE	0,000	0,000	0,000	0,000	0,000	0,000
311	DIFFERENCE	0,02	0,02	0,02	0,02	0,02	0,02

TABLE 3.01 SHAPES BY SIZE CLASS

LINE	I T E M	1999	2000
11 SHARES OF DESIRED STOCK:			
21			
31	SURCOMPACTS		
41	ALTERNATE	0.176	0.174
51	BASELINE	0.169	0.168
61	DIFFERENCE	0.006	0.006
71	DIFFERENCE	3.81	3.85
81			
91	COMPACTS		
101	ALTERNATE	0.201	0.201
111	BASELINE	0.198	0.198
121	DIFFERENCE	0.003	0.003
131	DIFFERENCE	1.34	1.36
141			
151	MID-SIZE		
161	ALTERNATE	0.241	0.242
171	BASELINE	0.240	0.241
181	DIFFERENCE	0.001	0.001
191	DIFFERENCE	0.28	0.29
201			
211	FULL SIZE		
221	ALTERNATE	0.272	0.272
231	BASELINE	0.282	0.282
241	DIFFERENCE	-0.010	-0.010
251	DIFFERENCE	-3.48	-3.50
261			
271	LUXURY		
281	ALTERNATE	0.110	0.111
291	BASELINE	0.110	0.111
301	DIFFERENCE	0.000	0.000
311	DIFFERENCE	0.02	0.02

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 WFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.02 SHARES BY SIZE CLASS

LINE	J T E M	1975	1976	1977	1978	1979	1980
11	SHARES OF ACTUAL YR-END STOCKS						
21							
31	SUBCOMPACT						
41	ALTERNATE	0.168	0.179	0.190	0.199	0.207	0.213
51	BASELINE	0.168	0.179	0.189	0.196	0.203	0.207
61	DIFFERENCE	0.0	0.0	0.002	0.003	0.004	0.005
71	% DIFFERENCE	0.0	0.0	0.82	1.39	1.91	2.57
81							
91	COMPACT						
101	ALTERNATE	0.175	0.179	0.181	0.182	0.185	0.188
111	BASELINE	0.175	0.179	0.181	0.183	0.185	0.188
121	DIFFERENCE	0.0	0.0	-0.000	-0.000	-0.000	-0.000
131	% DIFFERENCE	0.0	0.0	-0.12	-0.21	-0.22	-0.11
141							
151	MID-SIZE						
161	ALTERNATE	0.231	0.235	0.236	0.235	0.234	0.234
171	BASELINE	0.231	0.235	0.236	0.235	0.234	0.234
181	DIFFERENCE	0.0	0.0	0.000	0.000	0.000	0.000
191	% DIFFERENCE	0.0	0.0	0.04	0.09	0.13	0.16
201							
211	FULL SIZE						
221	ALTERNATE	0.338	0.319	0.304	0.294	0.284	0.275
231	BASELINE	0.338	0.319	0.306	0.297	0.288	0.281
241	DIFFERENCE	0.0	0.0	-0.001	-0.003	-0.004	-0.006
251	% DIFFERENCE	0.0	0.0	-0.47	-0.86	-1.32	-1.99
261							
271	LUXURY						
281	ALTERNATE	0.087	0.088	0.089	0.089	0.090	0.090
291	BASELINE	0.087	0.088	0.089	0.089	0.090	0.090
301	DIFFERENCE	0.0	0.0	0.000	0.000	0.000	0.000
311	% DIFFERENCE	0.0	0.0	0.01	0.02	0.04	0.08

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	1 YEAR					5 YEAR					10 YEAR				
11 SHARES OF ACTUAL YEAR-END STOCKS:															
21															
31	SUBCOMPACT														
41	TERMINATE														
51	BASELINE	0.215	0.215	0.213	0.209	0.205	0.209	0.205	0.202	0.197	0.205	0.197	0.194	0.201	0.201
61	DIFFERENCE	0.006	0.007	0.008	0.008	0.008	0.008	0.008	0.008	0.008	0.008	0.008	0.008	0.008	0.008
71	DIFFERENCE	3.06	3.42	3.66	3.81	3.90	3.81	3.66	3.81	3.90	3.90	3.90	3.91	3.90	3.91
81															
91	COMPACT														
101	TERMINATE														
111	BASELINE	0.192	0.195	0.198	0.199	0.201	0.200	0.198	0.200	0.202	0.202	0.201	0.202	0.202	0.203
121	DIFFERENCE	0.000	0.000	0.001	0.001	0.001	0.001	0.001	0.001	0.001	0.001	0.001	0.001	0.001	0.001
131	DIFFERENCE	0.008	0.024	0.039	0.051	0.062	0.051	0.039	0.051	0.062	0.062	0.062	0.062	0.062	0.062
141															
151	MID-SIZE														
161	TERMINATE														
171	BASELINE	0.234	0.234	0.233	0.234	0.233	0.233	0.233	0.233	0.232	0.232	0.231	0.230	0.231	0.231
181	DIFFERENCE	0.000	0.000	0.001	0.000	0.001	0.000	0.001	0.000	0.000	0.000	0.000	0.000	0.000	0.000
191	DIFFERENCE	0.19	0.21	0.22	0.21	0.21	0.21	0.22	0.21	0.21	0.21	0.21	0.20	0.21	0.20
201															
211	FULL-SIZE														
221	TERMINATE														
231	BASELINE	0.268	0.265	0.264	0.265	0.268	0.265	0.264	0.265	0.268	0.268	0.268	0.268	0.271	0.271
241	DIFFERENCE	0.275	0.273	0.273	0.274	0.278	0.274	0.273	0.274	0.278	0.278	0.278	0.280	0.280	0.280
251	DIFFERENCE	-0.007	-0.008	-0.009	-0.009	-0.009	-0.009	-0.009	-0.009	-0.009	-0.009	-0.009	-0.010	-0.010	-0.010
261	DIFFERENCE	-2.57	-2.99	-3.26	-3.39	-3.42	-3.39	-3.26	-3.39	-3.42	-3.42	-3.42	-3.42	-3.42	-3.42
271	LUXURY														
281	TERMINATE														
291	BASELINE	0.091	0.091	0.092	0.092	0.093	0.092	0.092	0.092	0.093	0.093	0.093	0.094	0.094	0.094
301	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
311	DIFFERENCE	0.10	0.11	0.11	0.10	0.09	0.10	0.11	0.10	0.09	0.09	0.09	0.07	0.07	0.07

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	ITEM	1987	1988	1989	1990	1991	1992
11 SHARES OF ACTUAL YEAR-END STOCKS:							
21							
31	SURCOMPACT						
41	ALTERNATE						
51	BASELINE	0.198	0.195	0.192	0.190	0.188	0.187
61	DIFFERENCE	0.190	0.187	0.185	0.183	0.182	0.181
71	DIFFERENCE	0.007	0.007	0.007	0.007	0.007	0.006
81	DIFFERENCE	3.90	3.83	3.74	3.65	3.59	3.55
91	COMPACT						
101	ALTERNATE						
111	BASELINE	0.205	0.205	0.206	0.207	0.207	0.207
121	DIFFERENCE	0.203	0.204	0.204	0.205	0.205	0.205
131	DIFFERENCE	0.002	0.002	0.002	0.002	0.002	0.002
141	DIFFERENCE	0.80	0.88	0.95	1.00	1.04	1.07
151	MID-SIZE						
161	ALTERNATE						
171	BASELINE	0.230	0.230	0.230	0.231	0.231	0.232
181	DIFFERENCE	0.230	0.230	0.230	0.230	0.231	0.232
191	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
201	DIFFERENCE	0.20	0.19	0.19	0.18	0.19	0.19
211	FULL SIZE						
221	ALTERNATE						
231	BASELINE	0.273	0.275	0.275	0.276	0.275	0.274
241	DIFFERENCE	0.283	0.284	0.285	0.285	0.284	0.283
251	DIFFERENCE	-0.010	-0.009	-0.009	-0.009	-0.009	-0.009
261	DIFFERENCE	-3.38	-3.32	-3.26	-3.21	-3.19	-3.18
271	LUXURY						
281	ALTERNATE						
291	BASELINE	0.094	0.095	0.096	0.097	0.098	0.099
301	DIFFERENCE	0.094	0.095	0.096	0.097	0.098	0.099
311	DIFFERENCE	0.000	0.000	0.000	-0.000	-0.000	-0.000
321	DIFFERENCE	0.05	0.03	0.01	-0.01	-0.02	-0.02

TABLE 3,02 SHARES BY SIZE CLASS - CONTINUED

LINE	1993	1994	1995	1996	1997	1998
11 SHARES OF ACTUAL YEAR-END STOCKS:						
21 SURCOMPACT						
21A ALTERNATE		0,186	0,186	0,186	0,185	0,184
21B BASELINE	0,187	0,180	0,180	0,179	0,179	0,178
21C DIFFERENCE	0,006	0,006	0,006	0,006	0,006	0,006
21% DIFFERENCE	3,53	3,53	3,54	3,57	3,61	3,64
91 COMPACT						
91A ALTERNATE	0,207	0,207	0,206	0,206	0,206	0,206
91B BASELINE	0,204	0,204	0,204	0,204	0,204	0,204
91C DIFFERENCE	0,002	0,002	0,002	0,002	0,002	0,002
91% DIFFERENCE	1,09	1,11	1,14	1,16	1,18	1,20
141 MID-SIZE						
141A ALTERNATE	0,233	0,234	0,235	0,236	0,237	0,237
141B BASELINE	0,233	0,234	0,235	0,235	0,236	0,237
141C DIFFERENCE	0,000	0,000	0,001	0,001	0,001	0,001
141% DIFFERENCE	0,20	0,21	0,22	0,24	0,25	0,26
201 FULL SIZE						
201A ALTERNATE	0,273	0,272	0,270	0,269	0,268	0,267
201B BASELINE	0,282	0,281	0,279	0,278	0,277	0,276
201C DIFFERENCE	-0,009	-0,009	-0,009	-0,009	-0,009	-0,010
201% DIFFERENCE	-3,20	-3,24	-3,30	-3,35	-3,41	-3,46
271 LUXURY						
271A ALTERNATE	0,100	0,101	0,102	0,103	0,104	0,105
271B BASELINE	0,100	0,101	0,102	0,103	0,104	0,105
271C DIFFERENCE	-0,000	-0,000	0,000	0,000	0,000	0,000
271% DIFFERENCE	-0,01	-0,00	0,01	0,01	0,02	0,02

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	ITEM	1999	2000
	SHARES OF ACTUAL YR-END STOCKS:		
21	11 SHARES OF ACTUAL YR-END STOCKS:		
31	SURCOMPACT		
41	ALTERNATE	0.184	0.183
51	BASELINE	0.177	0.176
61	DIFFERENCE	0.007	0.007
71	DIFFERENCE	3.67	3.71
81			
91	COMPACT		
101	ALTERNATE	0.206	0.206
111	BASELINE	0.204	0.204
121	DIFFERENCE	0.003	0.003
131	DIFFERENCE	1.23	1.25
141			
151	MID-SIZE		
161	ALTERNATE	0.234	0.238
171	BASELINE	0.237	0.237
181	DIFFERENCE	0.001	0.001
191	DIFFERENCE	0.27	0.27
201			
211	FULL SIZE		
221	ALTERNATE	0.266	0.265
231	BASELINE	0.276	0.275
241	DIFFERENCE	-0.010	-0.010
251	DIFFERENCE	-3.51	-3.55
261			
271	LUXURY		
281	ALTERNATE	0.106	0.108
291	BASELINE	0.106	0.107
301	DIFFERENCE	0.000	0.000
311	DIFFERENCE	0.02	0.02

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TABLE 3.03 SHARES BY SIZE CLASS

LINE	1975	1976	1977	1978	1979	1980
DOMESTIC SHARE OF NEW REGISTRATIONS:						
21 DOMESTIC SHARE OF TOTAL						
31 ALTERNATE		0.856	0.855	0.860	0.862	0.865
51 BASELINE	0.818	0.856	0.863	0.867	0.869	0.870
61 DIFFERENCE	0.0	0.0	-0.009	-0.008	-0.007	-0.006
71% DIFFERENCE	0.0	0.0	-1.02	-0.92	-0.78	-0.65
81						
91 DOMESTIC SHARE OF SUBCOMPACTS						
101 ALTERNATE	0.4694	0.4800	0.4800	0.4800	0.4800	0.4800
111 BASELINE	0.4694	0.4800	0.4800	0.4800	0.4800	0.4800
121 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141						
151 DOMESTIC SHARE OF COMPACTS						
161 ALTERNATE	0.9264	0.9300	0.9300	0.9300	0.9300	0.9300
171 BASELINE	0.9264	0.9300	0.9300	0.9300	0.9300	0.9300
181 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201						
211 DOMESTIC SHARE OF LUXURY						
221 ALTERNATE	0.8792	0.8800	0.8800	0.8800	0.8800	0.8800
231 BASELINE	0.8792	0.8800	0.8800	0.8800	0.8800	0.8800
241 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

LINE	ITEM	1981	1982	1983	1984	1985	1986
DOMESTIC SHARE OF NEW REGISTRATIONS:							
21	11 DOMESTIC SHARE OF TOTAL						
21	11 ALTERNATE	0.871	0.873	0.875	0.879	0.882	0.880
51	51 BASELINE	0.876	0.877	0.879	0.882	0.884	0.883
61	61 DIFFERENCE	-0.005	-0.004	-0.004	-0.003	-0.003	-0.003
71	71% DIFFERENCE	-0.54	-0.46	-0.42	-0.36	-0.33	-0.34
DOMESTIC SHARE OF SUBCOMPACTS							
91	91 ALTERNATE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
101	101 BASELINE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
121	121 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	131% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOMESTIC SHARE OF COMPACTS							
151	151 ALTERNATE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
161	161 BASELINE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
181	181 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOMESTIC SHARE OF LUXURY							
201	201 ALTERNATE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
221	221 BASELINE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
241	241 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	251% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

LINE	TITLE	1987	1988	1989	1990	1991	1992
1100 DOMESTIC SHARE OF NEW REGISTRATIONS:							
21	1100 DOMESTIC SHARE OF TOTAL						
31	ALTERNATE	0.879	0.878	0.878	0.876	0.876	0.875
51	BASELINE	0.882	0.881	0.881	0.880	0.879	0.879
61	DIFFERENCE	-0.003	-0.003	-0.003	-0.003	-0.004	-0.004
71	% DIFFERENCE	-0.34	-0.36	-0.37	-0.39	-0.40	-0.41
91 DOMESTIC SHARE OF SUBCOMPACTS							
101	ALTERNATE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
111	BASELINE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
121	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
151 DOMESTIC SHARE OF COMPACTS							
161	ALTERNATE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
171	BASELINE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201 DOMESTIC SHARE OF LUXURY							
211	ALTERNATE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
221	BASELINE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
231	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHAPES BY SIZE CLASS - CONTINUED

LINE	TYPE	1993	1994	1995	1996	1997	1998
DOMESTIC SHARE OF NEW REGISTRATIONS:							
21	DOMESTIC SHARE OF TOTAL						
41	ALTERNATE	0,876	0,876	0,876	0,878	0,878	0,879
51	BASELINE	0,879	0,880	0,880	0,881	0,882	0,882
61	DIFFERENCE	-0,004	-0,004	-0,004	-0,004	-0,004	-0,004
71	DIFFERENCE	-0,41	-0,41	-0,41	-0,41	-0,41	-0,41
81	DOMESTIC SHARE OF SUBCOMPACTS						
91	ALTERNATE	0,4800	0,4800	0,4800	0,4800	0,4800	0,4800
101	BASELINE	0,4800	0,4800	0,4800	0,4800	0,4800	0,4800
111	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
121	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
131	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
141	DOMESTIC SHARE OF COMPACTS						
151	ALTERNATE	0,9300	0,9300	0,9300	0,9300	0,9300	0,9300
161	BASELINE	0,9300	0,9300	0,9300	0,9300	0,9300	0,9300
171	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
181	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
191	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
201	DOMESTIC SHARE OF LUXURY						
211	ALTERNATE	0,8800	0,8800	0,8800	0,8800	0,8800	0,8800
221	BASELINE	0,8800	0,8800	0,8800	0,8800	0,8800	0,8800
231	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
241	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
251	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1999	2000
DOMESTIC SHARE OF REGISTRATIONS:			
21	DOMESTIC SHARE OF TOTAL		
31	ALTERNATE	0.879	0.880
41	BASELINE	0.883	0.884
51	DIFFERENCE	-0.004	-0.004
71	DIFFERENCE	-0.41	-0.41
91	DOMESTIC SHARE OF SUBCOMPACTS		
101	ALTERNATE	0.4800	0.4800
111	BASELINE	0.4800	0.4800
121	DIFFERENCE	0.0	0.0
131	DIFFERENCE	0.0	0.0
151	DOMESTIC SHARE OF COMPACTS		
161	ALTERNATE	0.9300	0.9300
171	BASELINE	0.9300	0.9300
181	DIFFERENCE	0.0	0.0
191	DIFFERENCE	0.0	0.0
211	DOMESTIC SHARE OF LUXURY		
221	ALTERNATE	0.8800	0.8800
231	BASELINE	0.8800	0.8800
241	DIFFERENCE	0.0	0.0
251	DIFFERENCE	0.0	0.0

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TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	I T E M	1975					1976			1977			1978			1979			1980		
		NEW REGISTRATIONS																			
21	SUBCOMPACT																				
41	ALTERNATE																				
51	BASLINE																				
61	DIFFERENCE																				
71	% DIFFERENCE																				
81																					
91	COMPACT																				
101	ALTERNATE																				
111	BASLINE																				
121	DIFFERENCE																				
131	% DIFFERENCE																				
141																					
151	MID-SIZE																				
161	ALTERNATE																				
171	BASLINE																				
181	DIFFERENCE																				
191	% DIFFERENCE																				
201																					
211	FULL SIZE																				
221	ALTERNATE																				
231	BASLINE																				
241	DIFFERENCE																				
251	% DIFFERENCE																				
261																					
271	LUXURY																				
281	ALTERNATE																				
291	BASLINE																				
301	DIFFERENCE																				
311	% DIFFERENCE																				

TABLE 3,04 NEW REGISTRATIONS BY SIZE CLASS

LINE	TYPE	1981	1982	1983	1984	1985	1986
NEW REGISTRATIONS:							
21	SUBCOMPACT						
31	MILL AUTOS						
41	ALTERNATE	2,523	2,433	2,332	2,268	2,198	2,207
51	BASELINE	2,400	2,314	2,229	2,181	2,127	2,141
61	DIFFERENCE	0,123	0,118	0,104	0,087	0,071	0,066
71	DIFFERENCE	5,12	5,10	4,65	3,99	3,36	3,06
81							
91	COMPACT						
101	MILL AUTOS						
111	ALTERNATE	2,738	2,666	2,599	2,605	2,580	2,521
121	BASELINE	2,696	2,616	2,548	2,561	2,546	2,496
131	DIFFERENCE	0,042	0,050	0,051	0,044	0,034	0,025
141	DIFFERENCE	1,55	1,92	1,99	1,72	1,35	0,99
151							
161	MID-SIZE						
171	MILL AUTOS						
181	ALTERNATE	2,916	2,852	2,791	2,822	2,797	2,795
191	BASELINE	2,894	2,822	2,761	2,801	2,787	2,794
201	DIFFERENCE	0,022	0,031	0,030	0,021	0,010	0,001
211	DIFFERENCE	0,76	1,08	1,07	0,75	0,36	0,03
221							
231	FULL SIZE						
241	MILL AUTOS						
251	ALTERNATE	3,418	3,434	3,429	3,528	3,614	3,463
261	BASELINE	3,553	3,535	3,512	3,608	3,701	3,564
271	DIFFERENCE	-0,134	-0,102	-0,083	-0,081	-0,086	-0,100
281	DIFFERENCE	-3,79	-2,87	-2,35	-2,24	-2,33	-2,81
291							
301	LUXURY						
311	MILL AUTOS						
321	ALTERNATE	1,193	1,185	1,171	1,190	1,201	1,193
331	BASELINE	1,187	1,175	1,161	1,184	1,199	1,194
341	DIFFERENCE	0,006	0,010	0,010	0,007	0,002	-0,002
351	DIFFERENCE	0,51	0,85	0,86	0,55	0,18	-0,16

TABLE 3.00 NEW REGISTRATIONS BY SIZE CLASS

LINE	T I T L E	1987	1988	1989	1990	1991	1992
LINE# REGISTRATIONS:							
21	SURCOMPACT						
31	MILL AUTOS						
41	ALTERNATE	2,226	2,288	2,343	2,440	2,467	2,487
51	BASELINE	2,167	2,230	2,286	2,378	2,401	2,415
61	DIFFERENCE	0,059	0,058	0,057	0,062	0,066	0,072
71	DIFFERENCE	2,73	2,59	2,48	2,60	2,77	2,98
81							
91	COMPACT						
101	ALTERNATE	2,533	2,563	2,630	2,694	2,714	2,730
111	BASELINE	2,515	2,551	2,621	2,686	2,705	2,716
121	DIFFERENCE	0,018	0,012	0,009	0,008	0,010	0,014
131	DIFFERENCE	0,72	0,47	0,35	0,28	0,36	0,52
141							
151	MID-SIZE						
161	ALTERNATE	2,835	2,903	2,985	3,098	3,101	3,147
171	BASELINE	2,842	2,916	3,003	3,117	3,117	3,159
181	DIFFERENCE	-0,007	-0,013	-0,018	-0,019	-0,016	-0,012
191	DIFFERENCE	-0,25	-0,46	-0,59	-0,61	-0,52	-0,37
201							
211	FULL SIZE						
221	ALTERNATE	3,440	3,445	3,485	3,514	3,516	3,494
231	BASELINE	3,554	3,573	3,625	3,664	3,668	3,644
241	DIFFERENCE	-0,113	-0,128	-0,140	-0,150	-0,152	-0,149
251	DIFFERENCE	-3,19	-3,58	-3,86	-4,09	-4,14	-4,10
261							
271	LUXURY						
281	ALTERNATE	1,212	1,246	1,289	1,338	1,360	1,382
291	BASELINE	1,218	1,254	1,299	1,349	1,370	1,390
301	DIFFERENCE	-0,005	-0,008	-0,010	-0,011	-0,010	-0,008
311	DIFFERENCE	-0,44	-0,46	-0,79	-0,82	-0,74	-0,58

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	TYPE	REGISTRATIONS	Y T F M									
			1993	1994	1995	1996	1997	1998				
21	MILL AUTOS	31 SUBCOMPACT										
41		41 ALTERNATE	2,504	2,518	2,526	2,517	2,493	2,485				
51		51 BASELINE	2,426	2,434	2,439	2,428	2,404	2,398				
61		61 DIFFERENCE	0,070	0,084	0,088	0,089	0,089	0,087				
71	MILL AUTOS	71 DIFFERENCE	3,22	3,44	3,59	3,69	3,69	3,65				
81		81 COMPACT										
101		101 ALTERNATE	2,756	2,788	2,806	2,840	2,841	2,854				
111		111 BASELINE	2,736	2,762	2,776	2,806	2,807	2,822				
121	MILL AUTOS	121 DIFFERENCE	0,020	0,026	0,031	0,034	0,034	0,033				
131		131 DIFFERENCE	0,74	0,95	1,11	1,19	1,20	1,16				
141		141 MID-SIZE										
151		151 ALTERNATE	3,187	3,231	3,259	3,295	3,296	3,305				
161	MILL AUTOS	161 BASELINE	3,192	3,230	3,254	3,288	3,290	3,301				
171		171 DIFFERENCE	-0,005	0,001	0,005	0,007	0,006	0,004				
181		181 DIFFERENCE	-0,17	0,02	0,14	0,20	0,19	0,12				
201		201 FULL SIZE										
211	MILL AUTOS	211 ALTERNATE	3,524	3,564	3,580	3,638	3,646	3,658				
221		221 BASELINE	3,670	3,707	3,719	3,778	3,787	3,803				
231		231 DIFFERENCE	-0,146	-0,142	-0,139	-0,140	-0,141	-0,145				
241		241 DIFFERENCE	-3,98	-3,84	-3,75	-3,70	-3,73	-3,82				
251	MILL AUTOS	251 LUXURY										
261		261 ALTERNATE	1,410	1,441	1,465	1,496	1,509	1,528				
271		271 BASELINE	1,415	1,444	1,467	1,496	1,511	1,531				
281		281 DIFFERENCE	-0,006	-0,003	-0,002	-0,001	-0,001	-0,002				
291	MILL AUTOS	291 DIFFERENCE	-0,39	-0,22	-0,10	-0,06	-0,09	-0,16				
301		301 DIFFERENCE										
311		311 DIFFERENCE										
321		321 DIFFERENCE										

TABLE 3,04 NEW REGISTRATIONS BY SIZE CLASS

LINE	I T E M		1999	2000

LINE# REGISTRATIONS:				
21				
31	SUBCOMPACT	MILL AUTOS		
41	ALTERNATE		2,478	2,461
51	BASELINE		2,393	2,377
61	DIFFERENCE		0,086	0,084
71	% DIFFERENCE		3,58	3,52
81				
91	COMPACT	MILL AUTOS		
101	ALTERNATE		2,874	2,880
111	BASELINE		2,843	2,851
121	DIFFERENCE		0,031	0,029
131	% DIFFERENCE		1,09	1,02
141				
151	MID-SIZE	MILL AUTOS		
161	ALTERNATE		3,320	3,346
171	BASELINE		3,318	3,348
181	DIFFERENCE		0,001	-0,002
191	% DIFFERENCE		0,03	-0,05
201				
211	FULL SIZE	MILL AUTOS		
221	ALTERNATE		3,682	3,694
231	BASELINE		3,833	3,849
241	DIFFERENCE		-0,150	-0,155
251	% DIFFERENCE		-3,92	-4,02
261				
271	LUXURY	MILL AUTOS		
281	ALTERNATE		1,550	1,568
291	BASELINE		1,554	1,573
301	DIFFERENCE		-0,004	-0,005
311	% DIFFERENCE		-0,26	-0,35

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
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TABLE 3.05 STOCKS BY SIZE CLASS

LINE	ITEM	1975					1976					1977					1978					1979					1980				
		DESIRED STOCKS																													
21	1111 SUBCOMPACT																														
31	1111 MILL AUTO																														
41	1111 ALTERNATE																														
51	1111 BASELINE																														
61	1111 DIFFERENCE																														
71	1111 DIFFERENCE																														
81	1111 DIFFERENCE																														
91	1111 COMPACT																														
101	1111 ALTERNATE																														
111	1111 BASELINE																														
121	1111 DIFFERENCE																														
131	1111 DIFFERENCE																														
141	1111 DIFFERENCE																														
151	1111 MID-SIZE																														
161	1111 ALTERNATE																														
171	1111 BASELINE																														
181	1111 DIFFERENCE																														
191	1111 DIFFERENCE																														
201	1111 DIFFERENCE																														
211	1111 FULL SIZE																														
221	1111 ALTERNATE																														
231	1111 BASELINE																														
241	1111 DIFFERENCE																														
251	1111 DIFFERENCE																														
261	1111 DIFFERENCE																														
271	1111 LUXURY																														
281	1111 ALTERNATE																														
291	1111 BASELINE																														
301	1111 DIFFERENCE																														
311	1111 DIFFERENCE																														

TABLE 3,05 STOCKS BY SIZE CLASS

LINE	ITEM	1981	1982	1983	1984	1985	1986
1	DESIRED STOCK:						
21							
31	SURCOMPACT						
41	ALTERNATE						
51	BASELINE	21,625	21,711	21,708	21,501	21,354	21,783
61	DIFFERENCE	20,889	21,009	21,044	20,861	20,723	21,118
71	% DIFFERENCE	0,736	0,703	0,664	0,640	0,631	0,665
81		3,53	3,34	3,16	3,07	3,04	3,15
91	COMPACT						
101	ALTERNATE	21,453	21,862	22,305	22,752	23,183	23,577
111	BASELINE	21,406	21,824	22,256	22,676	23,077	23,446
121	DIFFERENCE	0,047	0,038	0,049	0,076	0,106	0,131
131	% DIFFERENCE	0,22	0,17	0,22	0,34	0,46	0,56
141							
151	MID-SIZE						
161	ALTERNATE	25,260	25,651	26,072	26,582	26,977	27,583
171	BASELINE	25,333	25,747	26,174	26,671	27,047	27,634
181	DIFFERENCE	-0,073	-0,096	-0,101	-0,089	-0,070	-0,050
191	% DIFFERENCE	-0,29	-0,37	-0,39	-0,33	-0,26	-0,18
201							
211	FULL-SIZE						
221	ALTERNATE	29,605	30,278	31,079	32,089	33,367	33,637
231	BASELINE	30,781	31,483	32,278	33,257	34,508	34,789
241	DIFFERENCE	-1,176	-1,205	-1,199	-1,168	-1,142	-1,152
251	% DIFFERENCE	-3,82	-3,83	-3,72	-3,51	-3,31	-3,31
261							
271	LUXURY						
281	ALTERNATE	10,058	10,326	10,591	10,883	11,211	11,496
291	BASELINE	10,105	10,383	10,650	10,937	11,258	11,536
301	DIFFERENCE	-0,047	-0,057	-0,059	-0,054	-0,047	-0,040
311	% DIFFERENCE	-0,47	-0,55	-0,56	-0,50	-0,42	-0,35

TABLE 3.05 STOCKS BY SIZE CLASS

LINE	I T E M	1987					1988					1989					1990					1991					1992				
		UNDESIRABLE STOCKS																													
21	31 SUBCOMPACT																														
	16ALTERNATE																														
	51BASELINE																														
	61DIFFERENCE																														
	71% DIFFERENCE																														
41	31 COMPACT																														
	10ALTERNATE																														
	11BASELINE																														
	121DIFFERENCE																														
	131% DIFFERENCE																														
141	151 MID-SIZE																														
	16ALTERNATE																														
	17BASELINE																														
	181DIFFERENCE																														
	191% DIFFERENCE																														
201	211 FULL SIZE																														
	22ALTERNATE																														
	23BASELINE																														
	241DIFFERENCE																														
	251% DIFFERENCE																														
261	271 LUXURY																														
	28ALTERNATE																														
	29BASELINE																														
	301DIFFERENCE																														
	311% DIFFERENCE																														

TABLE 3.05 STOCKS BY SIZE CLASS

TYPE	ITEM	1993	1994	1995	1996	1997	1998
UNDESIRABLE STOCKS:							
21	MILL AUTO						
31							
41							
51							
61	MILL AUTO						
71							
81							
91							
101	MILL AUTO						
111							
121							
131							
141	MILL AUTO						
151							
161							
171							
181	MILL AUTO						
191							
201							
211							
221	MILL AUTO						
231							
241							
251							
261	MILL AUTO						
271							
281							
291							
301	MILL AUTO						
311							

TABLE 3.05 STOCKS BY SIZE CLASS

LINE	I T E M	1999	2000
REGISTERED STOCKS			
21	SUBCOMPACT		
31	41ALTERNATE	22,423	22,482
51	BASELINE	22,179	22,109
61	DIFFERENCE	0,764	0,773
71	DIFFERENCE	3,444	3,501
81	COMPACT		
91	41ALTERNATE	26,257	26,381
111	BASELINE	26,003	26,116
121	DIFFERENCE	0,254	0,265
131	DIFFERENCE	0,498	1,021
141	MID-SIZE		
151	41ALTERNATE	31,516	31,803
171	BASELINE	31,540	31,819
181	DIFFERENCE	-0,023	-0,016
191	DIFFERENCE	-0,07	-0,05
201	FULL SIZE		
211	41ALTERNATE	35,568	35,733
231	BASELINE	36,981	37,157
241	DIFFERENCE	-1,414	-1,424
251	DIFFERENCE	-3,62	-3,83
261	LUXURY		
271	41ALTERNATE	14,442	14,655
291	BASELINE	14,491	14,702
301	DIFFERENCE	-0,049	-0,047
311	DIFFERENCE	-0,34	-0,32

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
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INCREASE IN THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.06 STOCKS BY SIZE CLASS

LINE	J I F 6	1975	1976	1977	1978	1979	1980
YEAR-END ACTUAL STOCKS:							
21	SUBCOMPACT						
21	MILL AUTO						
21	ALTERNATE	16,275	17,918	19,565	21,082	22,097	22,736
21	BASELINE	16,275	17,918	19,397	20,745	21,632	22,229
21	DIFFERENCE	0,0	0,0	0,169	0,337	0,465	0,507
21	7% DIFFERENCE	0,0	0,0	0,87	1,63	2,15	2,28
91	COMPACT						
91	MILL AUTO						
91	ALTERNATE	16,947	17,878	18,620	19,290	19,721	20,064
91	BASELINE	16,947	17,878	18,633	19,285	19,719	20,143
91	DIFFERENCE	0,0	0,0	-0,013	0,005	0,002	-0,079
91	13% DIFFERENCE	0,0	0,0	-0,07	0,02	0,01	-0,39
151	MID-SIZE						
151	MILL AUTO						
151	ALTERNATE	22,309	23,467	24,226	24,906	25,048	25,007
151	BASELINE	22,309	23,467	24,203	24,826	24,959	25,038
151	DIFFERENCE	0,0	0,0	0,023	0,080	0,090	-0,031
151	19% DIFFERENCE	0,0	0,0	0,10	0,32	0,36	-0,12
201	FULL SIZE						
201	MILL AUTO						
201	ALTERNATE	32,695	31,936	31,262	31,148	30,387	29,389
201	BASELINE	32,695	31,936	31,391	31,345	30,721	30,071
201	DIFFERENCE	0,0	0,0	-0,129	-0,197	-0,334	-0,683
201	25% DIFFERENCE	0,0	0,0	-0,41	-0,63	-1,09	-2,27
261	LUXURY						
261	MILL AUTO						
261	ALTERNATE	8,418	8,806	9,114	9,425	9,570	9,632
261	BASELINE	8,418	8,806	9,107	9,401	9,543	9,652
261	DIFFERENCE	0,0	0,0	0,006	0,025	0,026	-0,020
261	31% DIFFERENCE	0,0	0,0	0,07	0,26	0,27	-0,21

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	TYPE	1981	1982	1983	1984	1985	1986
1 YEAR-END ACTUAL STOCKS							
21	SUBCOMPACT						
31	MILL AUTO						
41	ALTERNATE	23,220	23,581	23,778	23,819	23,793	23,752
51	BASELINE	22,637	22,430	23,071	23,065	23,004	22,939
61	DIFFERENCE	0,583	0,651	0,706	0,754	0,789	0,813
71	% DIFFERENCE	2,57	2,84	3,06	3,27	3,43	3,54
81	COMPACT						
91	MILL AUTO						
101	ALTERNATE	20,731	21,456	22,145	22,815	23,470	24,027
111	BASELINE	20,813	21,525	22,187	22,817	23,430	23,947
121	DIFFERENCE	-0,082	-0,068	-0,042	-0,002	0,040	0,080
131	% DIFFERENCE	-0,40	-0,32	-0,19	-0,01	0,17	0,33
141	MID-SIZE						
151	MILL AUTO						
161	ALTERNATE	25,289	25,701	26,094	26,491	26,900	27,268
171	BASELINE	25,360	25,790	26,188	26,573	26,965	27,316
181	DIFFERENCE	-0,071	-0,090	-0,094	-0,082	-0,065	-0,048
191	% DIFFERENCE	-0,28	-0,35	-0,36	-0,31	-0,24	-0,18
201	FULL SIZE						
211	MILL AUTO						
221	ALTERNATE	28,962	29,071	29,485	30,174	31,135	31,970
231	BASELINE	29,868	30,135	30,653	31,396	32,302	33,226
241	DIFFERENCE	-0,906	-1,065	-1,168	-1,221	-1,246	-1,256
251	% DIFFERENCE	-3,03	-3,53	-3,81	-3,89	-3,85	-3,78
261	LUXURY						
271	MILL AUTO						
281	ALTERNATE	9,799	10,020	10,253	10,507	10,793	11,060
291	BASELINE	9,830	10,066	10,301	10,551	10,832	11,094
301	DIFFERENCE	-0,037	-0,045	-0,048	-0,044	-0,039	-0,034
311	% DIFFERENCE	-0,37	-0,45	-0,47	-0,42	-0,36	-0,30

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	ITEM	1987	1988	1989	1990	1991	1992
11 YEAR-END ACTUAL STOCKS:							
21	SUBCOMPACT						
31	MILL AUTO						
41	ALTERNATE	23,656	23,540	23,400	23,306	23,306	23,346
51	BASFLINE	22,838	22,729	22,608	22,534	22,552	22,607
61	DIFFERENCE	0,818	0,810	0,792	0,772	0,754	0,739
71	DIFFERENCE	3,58	3,56	3,50	3,43	3,34	3,27
81	COMPACT						
91	MILL AUTO						
101	ALTERNATE	24,496	24,868	25,162	25,379	25,592	25,771
111	BASFLINE	24,377	24,715	24,983	25,183	25,389	25,567
121	DIFFERENCE	0,119	0,153	0,179	0,196	0,203	0,204
131	DIFFERENCE	0,49	0,62	0,72	0,78	0,80	0,80
141							
151	MID-SIZE						
161	ALTERNATE	27,580	27,857	28,101	28,360	28,647	28,950
171	BASFLINE	27,612	27,875	28,112	28,370	28,661	28,973
181	DIFFERENCE	-0,032	-0,019	-0,011	-0,010	-0,014	-0,022
191	DIFFERENCE	-0,11	-0,07	-0,04	-0,03	-0,05	-0,08
201							
211	FULL SIZE						
221	ALTERNATE	32,679	33,221	33,605	33,843	34,065	34,184
231	BASFLINE	33,927	34,451	34,816	35,043	35,269	35,403
241	DIFFERENCE	-1,248	-1,230	-1,211	-1,200	-1,204	-1,219
251	DIFFERENCE	-3,68	-3,57	-3,48	-3,42	-3,41	-3,44
261							
271	LUXURY						
281	ALTERNATE	11,305	11,530	11,737	11,935	12,150	12,359
291	BASFLINE	11,335	11,557	11,762	11,962	12,180	12,394
301	DIFFERENCE	-0,029	-0,026	-0,025	-0,027	-0,030	-0,035
311	DIFFERENCE	-0,26	-0,23	-0,22	-0,22	-0,25	-0,28

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	ITEM	1993					1994					1995					1996					1997					1998				
		1 YEAR-END ACTUAL STOCKS:																													
21	SUBCOMPACT																														
31	MILL AUTO																														
41	ALTERNATE																														
51	BASELINE																														
61	DIFFERENCE																														
71	% DIFFERENCE																														
81																															
91	COMPACT																														
101	ALTERNATE																														
111	BASELINE																														
121	DIFFERENCE																														
131	% DIFFERENCE																														
141																															
151	MID-SIZE																														
161	ALTERNATE																														
171	BASELINE																														
181	DIFFERENCE																														
191	% DIFFERENCE																														
201																															
211	FULL SIZE																														
221	ALTERNATE																														
231	BASELINE																														
241	DIFFERENCE																														
251	% DIFFERENCE																														
261																															
271	LUXURY																														
281	ALTERNATE																														
291	BASELINE																														
301	DIFFERENCE																														
311	% DIFFERENCE																														

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

I T E M	T I T L E	1 9 9 9		2 0 0 0	
		-----		-----	
11	HYPER-PND ACTUAL STOCKS:				
21	31 SUBCOMPACT				
31	41 ALTERNATE				
41	51 BASELINE				
51	61 DIFFERENCE				
61	71% DIFFERENCE				
71	81				
81	91 COMPACT				
91	101 ALTERNATE				
101	111 BASELINE				
111	121 DIFFERENCE				
121	131% DIFFERENCE				
131	141				
141	151 MID-SIZE				
151	161 ALTERNATE				
161	171 BASELINE				
171	181 DIFFERENCE				
181	191% DIFFERENCE				
191	201				
201	211 FULL SIZE				
211	221 ALTERNATE				
221	231 BASELINE				
231	241 DIFFERENCE				
241	251% DIFFERENCE				
251	261				
261	271 LUXURY				
271	281 ALTERNATE				
281	291 BASELINE				
291	301 DIFFERENCE				
301	311% DIFFERENCE				

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TABLE 3.07 CAPITALIZED COSTS PER MILE

LIFE	1975	1976	1977	1978	1979	1980
11AVERAGE ORIGINAL CAP. COST PER MILE \$/MILE						
21ALTERNATE	0.195	0.206	0.222	0.236	0.251	0.265
31BASELINE	0.195	0.206	0.218	0.232	0.247	0.260
41DIFFERENCE	0.0	0.0	0.004	0.004	0.004	0.004
51% DIFFERENCE	0.0	0.0	1.74	1.71	1.68	1.64
71AVERAGE REAL CAP. COST PER MILE						
81ALTERNATE	0.152	0.152	0.155	0.157	0.157	0.157
91BASELINE	0.152	0.152	0.152	0.154	0.154	0.154
101DIFFERENCE	0.0	0.0	0.003	0.003	0.003	0.003
11% DIFFERENCE	0.0	0.0	1.74	1.71	1.68	1.64
131CAPITALIZED COST PER MILE BY SIZE:						
141						
151 SUBCOMPACTS						
161ALTERNATE	0.152	0.161	0.173	0.184	0.196	0.207
171BASELINE	0.152	0.161	0.170	0.181	0.193	0.204
181DIFFERENCE	0.0	0.0	0.003	0.003	0.003	0.004
191% DIFFERENCE	0.0	0.0	1.81	1.79	1.76	1.73
201						
211 COMPACTS						
221ALTERNATE	0.175	0.184	0.199	0.212	0.225	0.238
231BASELINE	0.175	0.184	0.195	0.208	0.221	0.233
241DIFFERENCE	0.0	0.0	0.004	0.004	0.004	0.005
251% DIFFERENCE	0.0	0.0	2.13	2.10	2.02	1.95
261						
271 MID-SIZE						
281ALTERNATE	0.198	0.208	0.224	0.238	0.252	0.266
291BASELINE	0.198	0.208	0.219	0.233	0.247	0.261
301DIFFERENCE	0.0	0.0	0.005	0.005	0.005	0.005
311% DIFFERENCE	0.0	0.0	2.23	2.18	2.11	2.06
321						
331 FULL SIZE						
341ALTERNATE	0.217	0.226	0.242	0.257	0.273	0.288
351BASELINE	0.217	0.226	0.237	0.252	0.267	0.283
361DIFFERENCE	0.0	0.0	0.005	0.005	0.006	0.006
371% DIFFERENCE	0.0	0.0	2.16	2.10	2.06	2.02
381						
391 LUXURY						
401ALTERNATE	0.281	0.294	0.313	0.333	0.354	0.374
411BASELINE	0.281	0.294	0.308	0.328	0.348	0.368
421DIFFERENCE	0.0	0.0	0.005	0.005	0.006	0.006
431% DIFFERENCE	0.0	0.0	1.71	1.68	1.65	1.62

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	ITEM	CAP. COST PER MILE \$/MILE	1981	1982	1983	1984	1985	1986
1	AVG NOMINAL CAP. COST PER MILE							
2	1ALTERNATE		0.277	0.290	0.304	0.317	0.331	0.345
3	BASELINE		0.273	0.285	0.299	0.312	0.325	0.339
4	DIFFERENCE		0.004	0.005	0.005	0.005	0.005	0.006
5	51% DIFFERENCE		1.64	1.65	1.65	1.65	1.67	1.67
6	AVG REAL CAP. COST PER MILE	1972 \$						
7	1ALTERNATE		0.157	0.158	0.158	0.158	0.159	0.159
8	BASELINE		0.155	0.155	0.155	0.156	0.156	0.157
9	DIFFERENCE		0.003	0.003	0.003	0.003	0.003	0.003
10	11% DIFFERENCE		1.64	1.65	1.65	1.65	1.67	1.67
11	CAPITALIZED COST PER MILE BY SIZE:							
12	131 SUBCOMPACTS							
13	141 1ALTERNATE	\$/MILE	0.218	0.228	0.239	0.250	0.261	0.273
14	BASELINE		0.214	0.224	0.235	0.246	0.257	0.268
15	DIFFERENCE		0.004	0.004	0.004	0.004	0.005	0.005
16	191% DIFFERENCE		1.73	1.73	1.73	1.74	1.75	1.76
17	201 COMPACTS							
18	211 1ALTERNATE	\$/MILE	0.248	0.260	0.272	0.284	0.296	0.309
19	BASELINE		0.244	0.255	0.267	0.279	0.291	0.304
20	DIFFERENCE		0.005	0.005	0.005	0.005	0.005	0.006
21	251% DIFFERENCE		1.91	1.90	1.89	1.88	1.88	1.89
22	261 MID-SIZE							
23	271 1ALTERNATE	\$/MILE	0.278	0.291	0.304	0.317	0.330	0.344
24	BASELINE		0.273	0.285	0.298	0.310	0.323	0.337
25	DIFFERENCE		0.006	0.006	0.006	0.006	0.006	0.007
26	301% DIFFERENCE		2.04	2.03	2.01	2.00	2.00	2.02
27	311 FULL SIZE							
28	321 1ALTERNATE	\$/MILE	0.302	0.315	0.329	0.343	0.356	0.372
29	BASELINE		0.296	0.309	0.323	0.336	0.349	0.364
30	DIFFERENCE		0.006	0.006	0.006	0.007	0.007	0.007
31	371% DIFFERENCE		2.03	2.02	2.00	1.98	1.98	1.99
32	381 LUXURY							
33	391 1ALTERNATE	\$/MILE	0.391	0.407	0.425	0.442	0.459	0.478
34	BASELINE		0.384	0.400	0.418	0.435	0.452	0.471
35	DIFFERENCE		0.006	0.007	0.007	0.007	0.007	0.008
36	431% DIFFERENCE		1.63	1.62	1.61	1.60	1.60	1.61

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	I T E M						
	1977	1988	1989	1990	1991	1992	
11	AVERAGE NOMINAL CAP. COST PER MILE \$/MILE						
21	ALTERNATE	0.360	0.375	0.391	0.408	0.424	0.440
31	BASELINE	0.354	0.369	0.385	0.401	0.417	0.433
41	DIFFERENCE	0.006	0.006	0.006	0.007	0.007	0.007
51	% DIFFERENCE	1.68	1.68	1.69	1.69	1.70	1.70
61	AVERAGE REAL CAP. COST PER MILE 1972 \$						
71	ALTERNATE	0.160	0.161	0.162	0.163	0.164	0.165
81	BASELINE	0.158	0.159	0.159	0.160	0.161	0.162
91	DIFFERENCE	0.003	0.003	0.003	0.003	0.003	0.003
101	% DIFFERENCE	1.68	1.68	1.69	1.69	1.70	1.70
121	CAPITALIZED COST PER MILE BY SIZE:						
131	SUBCOMPACTS						
141	ALTERNATE	0.284	0.296	0.309	0.321	0.334	0.347
151	BASELINE	0.279	0.291	0.303	0.316	0.328	0.341
161	DIFFERENCE	0.005	0.005	0.005	0.006	0.006	0.006
171	% DIFFERENCE	1.77	1.77	1.78	1.77	1.79	1.80
201	COMPACTS						
211	ALTERNATE	0.323	0.337	0.351	0.366	0.381	0.396
221	BASELINE	0.317	0.330	0.344	0.359	0.374	0.388
231	DIFFERENCE	0.006	0.006	0.007	0.007	0.007	0.007
241	% DIFFERENCE	1.89	1.89	1.89	1.89	1.90	1.91
261	MID-SIZE						
271	ALTERNATE	0.359	0.374	0.390	0.407	0.423	0.439
281	BASELINE	0.352	0.367	0.382	0.398	0.414	0.430
291	DIFFERENCE	0.007	0.007	0.008	0.008	0.009	0.009
301	% DIFFERENCE	2.02	2.03	2.03	2.04	2.05	2.06
321	FULL SIZE						
331	ALTERNATE	0.387	0.404	0.421	0.439	0.456	0.473
341	BASELINE	0.380	0.396	0.412	0.430	0.447	0.464
351	DIFFERENCE	0.008	0.008	0.008	0.009	0.009	0.009
361	% DIFFERENCE	2.00	2.00	2.01	2.02	2.04	2.04
381	LUXURY						
391	ALTERNATE	0.499	0.520	0.542	0.565	0.587	0.609
401	BASELINE	0.491	0.511	0.533	0.556	0.577	0.599
411	DIFFERENCE	0.008	0.008	0.009	0.009	0.010	0.010
421	% DIFFERENCE	1.62	1.63	1.63	1.64	1.66	1.66

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	TYP	CAP. COST PER MILE \$/MILE	1993	1994	1995	1996	1997	1998
11	AVG. NORMAL CAP. COST PER MILE	1972 \$						
21	ALTERNATE		0.458	0.475	0.494	0.513	0.533	0.553
31	BASELINE		0.450	0.467	0.486	0.504	0.524	0.544
41	DIFFERENCE		0.008	0.008	0.008	0.009	0.009	0.010
51	% DIFFERENCE		1.71	1.72	1.72	1.73	1.74	1.75
61	AVG. REAL CAP. COST PER MILE							
71	ALTERNATE		0.166	0.167	0.168	0.170	0.171	0.172
81	BASELINE		0.163	0.165	0.166	0.167	0.168	0.169
91	DIFFERENCE		0.003	0.003	0.003	0.003	0.003	0.003
101	% DIFFERENCE		1.71	1.72	1.72	1.73	1.74	1.75
121	CAPITALIZED COST PER MILE BY SIZE:							
131	SUBCOMPACTS	\$/MILE						
141	ALTERNATE		0.360	0.374	0.388	0.402	0.418	0.434
151	BASELINE		0.353	0.367	0.381	0.395	0.410	0.426
161	DIFFERENCE		0.006	0.007	0.007	0.007	0.008	0.008
171	% DIFFERENCE		1.80	1.81	1.82	1.83	1.84	1.84
201	COMPACTS	\$/MILE						
211	ALTERNATE		0.411	0.427	0.444	0.461	0.478	0.497
221	BASELINE		0.403	0.419	0.435	0.452	0.469	0.487
231	DIFFERENCE		0.008	0.008	0.008	0.009	0.009	0.010
241	% DIFFERENCE		1.92	1.92	1.93	1.94	1.95	1.95
261	MID-SIZE	\$/MILE						
271	ALTERNATE		0.456	0.473	0.492	0.510	0.530	0.550
281	BASELINE		0.447	0.464	0.482	0.500	0.519	0.538
291	DIFFERENCE		0.009	0.010	0.010	0.010	0.011	0.011
301	% DIFFERENCE		2.07	2.08	2.09	2.10	2.11	2.12
321	FULL SIZE	\$/MILE						
331	ALTERNATE		0.491	0.510	0.530	0.550	0.570	0.592
341	BASELINE		0.482	0.500	0.519	0.539	0.559	0.580
351	DIFFERENCE		0.010	0.010	0.011	0.011	0.012	0.012
361	% DIFFERENCE		2.05	2.06	2.07	2.08	2.09	2.10
381	LUXURY	\$/MILE						
391	ALTERNATE		0.633	0.657	0.682	0.708	0.735	0.762
401	BASELINE		0.622	0.646	0.671	0.696	0.722	0.750
411	DIFFERENCE		0.010	0.011	0.011	0.012	0.012	0.013
421	% DIFFERENCE		1.67	1.68	1.68	1.69	1.70	1.71

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	TYPE	1999		2000	
		\$/MILE		\$/MILE	
11	AVG NOMINAL CAP, COST PER MILE				
21	ALTERNATE	0.575		0.597	
31	BASELINE	0.565		0.587	
41	DIFFERENCE	0.010		0.010	
51	DIFFERENCE	1.76		1.76	
61					
71	AVG REAL CAP, COST PER MILE		1972 \$		
81	ALTERNATE	0.173		0.174	
91	BASELINE	0.170		0.171	
101	DIFFERENCE	0.003		0.003	
111	DIFFERENCE	1.76		1.76	
121					
131	CAPITALIZED COST PER MILE BY SIZE				
141					
151	SUBCOMPACTS				
161	ALTERNATE	0.450		0.467	
171	BASELINE	0.442		0.459	
181	DIFFERENCE	0.008		0.009	
191	DIFFERENCE	1.85		1.86	
201					
211	COMPACTS				
221	ALTERNATE	0.516		0.536	
231	BASELINE	0.506		0.525	
241	DIFFERENCE	0.010		0.010	
251	DIFFERENCE	1.96		1.97	
261					
271	MID-SIZE				
281	ALTERNATE	0.571		0.592	
291	BASELINE	0.559		0.580	
301	DIFFERENCE	0.012		0.012	
311	DIFFERENCE	2.13		2.14	
321					
331	FULL SIZE				
341	ALTERNATE	0.614		0.638	
351	BASELINE	0.602		0.624	
361	DIFFERENCE	0.013		0.013	
371	DIFFERENCE	2.11		2.12	
381					
391	LUXURY				
401	ALTERNATE	0.791		0.821	
411	BASELINE	0.778		0.807	
421	DIFFERENCE	0.013		0.014	
431	DIFFERENCE	1.72		1.72	

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
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 INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.08 CAPITALIZED COSTS PER MILE

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	1CAP. COST PER MILE BY FOR/DOM:						
21	31 TOTAL DOMESTIC						
31	41ALTERNATE					0.255	0.269
41	51BASELINE	0.196	0.208	0.225	0.240	0.250	0.264
51	61DIFFERENCE	0.00	0.00	0.004	0.004	0.004	0.005
61	71% DIFFERENCE	0.00	0.00	1.78	1.77	1.74	1.71
71	81 TOTAL FOREIGN						
81	91ALTERNATE					0.218	0.232
91	101BASELINE	0.165	0.179	0.191	0.203	0.216	0.230
101	111DIFFERENCE	0.00	0.00	0.002	0.002	0.002	0.002
111	121% DIFFERENCE	0.00	0.00	0.94	0.95	1.01	1.07
121	131 TOTAL DOMESTIC SUBCOMPACT						
131	141ALTERNATE					0.198	0.209
141	151BASELINE	0.153	0.162	0.175	0.186	0.194	0.205
151	161DIFFERENCE	0.00	0.00	0.003	0.003	0.004	0.004
161	171% DIFFERENCE	0.00	0.00	1.94	1.90	1.84	1.79
171	181 TOTAL FOREIGN SUBCOMPACT						
181	191ALTERNATE					0.194	0.206
191	201BASELINE	0.151	0.160	0.172	0.182	0.191	0.203
201	211DIFFERENCE	0.00	0.00	0.003	0.003	0.003	0.003
211	221% DIFFERENCE	0.00	0.00	1.70	1.68	1.68	1.67
221	231 TOTAL DOMESTIC COMPACT						
231	241ALTERNATE					0.223	0.235
241	251BASELINE	0.174	0.182	0.197	0.210	0.218	0.230
251	261DIFFERENCE	0.00	0.00	0.004	0.004	0.005	0.005
261	271% DIFFERENCE	0.00	0.00	2.19	2.16	2.07	2.00
271	281 TOTAL FOREIGN COMPACT						
281	291ALTERNATE					0.257	0.273
291	301BASELINE	0.199	0.212	0.226	0.241	0.254	0.269
301	311DIFFERENCE	0.00	0.00	0.003	0.003	0.004	0.004
311	321% DIFFERENCE	0.00	0.00	1.44	1.44	1.43	1.42
321	331 TOTAL DOMESTIC LUXURY						
331	341ALTERNATE					0.345	0.365
341	351BASELINE	0.276	0.287	0.307	0.326	0.340	0.358
351	361DIFFERENCE	0.00	0.00	0.005	0.006	0.006	0.006
361	371% DIFFERENCE	0.00	0.00	1.81	1.77	1.74	1.72
371	381 TOTAL FOREIGN LUXURY						
381	391ALTERNATE					0.415	0.442
391	401BASELINE	0.318	0.343	0.363	0.388	0.411	0.437
401	411DIFFERENCE	0.00	0.00	0.004	0.004	0.004	0.005
411	421% DIFFERENCE	0.00	0.00	1.09	1.09	1.07	1.07

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	ITEM	1981	1982	1983	1984	1985	1986
	11CAP. COST PER MILE BY FOR/DOM						
21	11 TOTAL DOMESTIC						
	11ALTERNATE	0.281	0.294	0.308	0.321	0.335	0.349
	11BASELINE	0.276	0.289	0.303	0.316	0.329	0.343
	11DIFFERENCE	0.005	0.005	0.005	0.006	0.006	0.006
	11% DIFFERENCE	1.72	1.74	1.74	1.75	1.77	1.77
41	41 TOTAL FOREIGN						
	41ALTERNATE	0.246	0.259	0.272	0.286	0.300	0.312
	41BASELINE	0.244	0.256	0.269	0.282	0.296	0.308
	41DIFFERENCE	0.003	0.003	0.003	0.004	0.004	0.004
	41% DIFFERENCE	1.13	1.16	1.21	1.24	1.27	1.27
141	141 DOMESTIC SUBCOMPACT						
	141ALTERNATE	0.219	0.229	0.240	0.251	0.263	0.274
	141BASELINE	0.215	0.225	0.236	0.247	0.258	0.269
	141DIFFERENCE	0.004	0.004	0.004	0.004	0.005	0.005
	141% DIFFERENCE	1.77	1.76	1.75	1.76	1.76	1.77
201	201 FOREIGN SUBCOMPACT						
	201ALTERNATE	0.217	0.227	0.238	0.249	0.260	0.271
	201BASELINE	0.213	0.223	0.234	0.245	0.256	0.266
	201DIFFERENCE	0.004	0.004	0.004	0.004	0.004	0.005
	201% DIFFERENCE	1.69	1.70	1.71	1.72	1.74	1.75
261	261 DOMESTIC COMPACT						
	261ALTERNATE	0.245	0.257	0.269	0.281	0.293	0.306
	261BASELINE	0.241	0.252	0.264	0.275	0.287	0.300
	261DIFFERENCE	0.005	0.005	0.005	0.005	0.006	0.006
	261% DIFFERENCE	1.96	1.95	1.93	1.92	1.92	1.93
321	321 FOREIGN COMPACT						
	321ALTERNATE	0.287	0.301	0.315	0.330	0.344	0.359
	321BASELINE	0.283	0.297	0.311	0.325	0.339	0.354
	321DIFFERENCE	0.004	0.004	0.004	0.005	0.005	0.005
	321% DIFFERENCE	1.43	1.43	1.43	1.44	1.45	1.45
341	341 DOMESTIC LUXURY						
	341ALTERNATE	0.381	0.396	0.413	0.429	0.445	0.464
	341BASELINE	0.374	0.389	0.406	0.422	0.438	0.456
	341DIFFERENCE	0.006	0.007	0.007	0.007	0.007	0.008
	341% DIFFERENCE	1.73	1.72	1.70	1.69	1.69	1.70
421	421 FOREIGN LUXURY						
	421ALTERNATE	0.464	0.487	0.511	0.536	0.561	0.586
	421BASELINE	0.459	0.482	0.506	0.530	0.554	0.580
	421DIFFERENCE	0.005	0.005	0.005	0.006	0.006	0.006
	421% DIFFERENCE	1.07	1.08	1.09	1.10	1.11	1.12

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	TYPE	1987	1988	1989	1990	1991	1992
CAP. COST PER MILE BY FOR/DOM							
21	TOTAL DOMESTIC						
21A	ALTERNATE	\$/MIL					
21B	BASELINE		0.380	0.396	0.412	0.429	0.445
21C	DIFFERENCE		0.358	0.389	0.405	0.421	0.437
21D	DIFFERENCE		0.006	0.007	0.007	0.008	0.008
21E	DIFFERENCE		1.78	1.78	1.78	1.79	1.79
41	TOTAL FOREIGN						
41A	ALTERNATE	\$/MIL					
41B	BASELINE		0.326	0.355	0.370	0.384	0.399
41C	DIFFERENCE		0.322	0.350	0.365	0.380	0.394
41D	DIFFERENCE		0.004	0.004	0.005	0.005	0.005
41E	DIFFERENCE		1.28	1.28	1.26	1.26	1.26
151	DOMESTIC SUBCOMPACT						
151A	ALTERNATE	\$/MIL					
151B	BASELINE		0.286	0.311	0.324	0.337	0.350
151C	DIFFERENCE		0.281	0.305	0.318	0.331	0.344
151D	DIFFERENCE		0.005	0.005	0.006	0.006	0.006
151E	DIFFERENCE		1.77	1.77	1.76	1.77	1.78
201	FOREIGN SUBCOMPACT						
201A	ALTERNATE	\$/MIL					
201B	BASELINE		0.283	0.307	0.320	0.332	0.344
201C	DIFFERENCE		0.278	0.301	0.314	0.326	0.338
201D	DIFFERENCE		0.005	0.005	0.006	0.006	0.006
201E	DIFFERENCE		1.76	1.78	1.79	1.80	1.81
261	DOMESTIC COMPACT						
261A	ALTERNATE	\$/MIL					
261B	BASELINE		0.319	0.347	0.362	0.376	0.391
261C	DIFFERENCE		0.313	0.340	0.355	0.369	0.383
261D	DIFFERENCE		0.006	0.007	0.007	0.007	0.007
261E	DIFFERENCE		1.93	1.93	1.93	1.94	1.95
331	FOREIGN COMPACT						
331A	ALTERNATE	\$/MIL					
331B	BASELINE		0.374	0.407	0.425	0.441	0.458
331C	DIFFERENCE		0.369	0.401	0.419	0.435	0.452
331D	DIFFERENCE		0.005	0.006	0.006	0.006	0.007
331E	DIFFERENCE		1.45	1.44	1.45	1.46	1.47
341	DOMESTIC LUXURY						
341A	ALTERNATE	\$/MIL					
341B	BASELINE		0.483	0.524	0.546	0.567	0.588
341C	DIFFERENCE		0.475	0.515	0.536	0.557	0.578
341D	DIFFERENCE		0.008	0.009	0.009	0.010	0.010
341E	DIFFERENCE		1.71	1.72	1.73	1.75	1.76
441	FOREIGN LUXURY						
441A	ALTERNATE	\$/MIL					
441B	BASELINE		0.614	0.672	0.704	0.733	0.763
441C	DIFFERENCE		0.607	0.665	0.696	0.725	0.755
441D	DIFFERENCE		0.007	0.007	0.008	0.008	0.009
441E	DIFFERENCE		1.12	1.12	1.12	1.13	1.13

TABLE 3.0A CAPITALIZED COSTS PER MILE - CONTINUED

I T E M		1993	1994	1995	1996	1997	1998
11CAP, COST PER MILE BY FOR/DOY							
121	TOTAL DOMESTIC \$/MILE						
131	13ALTERNATE	0.463	0.481	0.499	0.518	0.538	0.559
141	14BASELINE	0.450	0.472	0.491	0.509	0.529	0.549
151	15DIFFERENCE	0.008	0.009	0.009	0.009	0.010	0.010
161	16% DIFFERENCE	1.80	1.80	1.81	1.82	1.83	1.84
171	TOTAL FOREIGN \$/MILE						
181	18ALTERNATE	0.415	0.432	0.449	0.467	0.486	0.505
191	19BASELINE	0.410	0.428	0.443	0.461	0.480	0.499
201	20DIFFERENCE	0.005	0.005	0.006	0.006	0.006	0.006
211	21% DIFFERENCE	1.25	1.25	1.25	1.24	1.23	1.23
221	TOTAL DOMESTIC SURCOMPACT \$/MILE						
231	23ALTERNATE	0.363	0.377	0.392	0.407	0.423	0.439
241	24BASELINE	0.357	0.371	0.385	0.400	0.415	0.432
251	25DIFFERENCE	0.006	0.007	0.007	0.007	0.008	0.008
261	26% DIFFERENCE	1.79	1.79	1.80	1.81	1.81	1.82
271	TOTAL FOREIGN SURCOMPACT \$/MILE						
281	28ALTERNATE	0.357	0.370	0.384	0.398	0.413	0.428
291	29BASELINE	0.350	0.363	0.377	0.391	0.405	0.420
301	30DIFFERENCE	0.006	0.007	0.007	0.007	0.008	0.008
311	31% DIFFERENCE	1.82	1.83	1.84	1.85	1.86	1.87
321	TOTAL DOMESTIC COMPACT \$/MILE						
331	33ALTERNATE	0.406	0.422	0.438	0.455	0.473	0.491
341	34BASELINE	0.390	0.414	0.430	0.446	0.463	0.481
351	35DIFFERENCE	0.008	0.008	0.008	0.009	0.009	0.010
361	36% DIFFERENCE	1.96	1.96	1.97	1.98	1.99	1.99
371	TOTAL FOREIGN COMPACT \$/MILE						
381	38ALTERNATE	0.476	0.490	0.513	0.533	0.553	0.574
391	39BASELINE	0.469	0.487	0.506	0.525	0.545	0.566
401	40DIFFERENCE	0.007	0.007	0.008	0.008	0.008	0.008
411	41% DIFFERENCE	1.47	1.48	1.48	1.49	1.49	1.50
421	TOTAL DOMESTIC LUXURY \$/MILE						
431	43ALTERNATE	0.611	0.634	0.658	0.682	0.707	0.734
441	44BASELINE	0.600	0.623	0.646	0.670	0.695	0.721
451	45DIFFERENCE	0.011	0.011	0.012	0.012	0.013	0.013
461	46% DIFFERENCE	1.76	1.77	1.78	1.79	1.80	1.81
471	TOTAL FOREIGN LUXURY \$/MILE						
481	48ALTERNATE	0.795	0.828	0.862	0.898	0.935	0.974
491	49BASELINE	0.786	0.819	0.853	0.888	0.925	0.963
501	50DIFFERENCE	0.009	0.009	0.010	0.010	0.011	0.011
511	51% DIFFERENCE	1.13	1.13	1.13	1.13	1.14	1.14

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	I I F H	CAP, COST PER MILE BY FOR/DOM	1999		2000	
21		11CAP, COST PER MILE BY FOR/DOM				
31		TOTAL DOMESTIC				
41		ALTERNATE	\$/MIL	0.581		0.603
51		BASELINE		0.570		0.592
61		DIFFERENCE		0.011		0.011
71		DIFFERENCE		1.85		1.86
81		TOTAL FOREIGN				
91		ALTERNATE	\$/MIL	0.526		0.547
101		BASELINE		0.519		0.540
111		DIFFERENCE		0.006		0.007
121		DIFFERENCE		1.22		1.22
131		DIFFERENCE				
141		DIFFERENCE				
151		DOMESTIC SUBCOMPACT				
161		ALTERNATE	\$/MIL	0.456		0.474
171		BASELINE		0.448		0.466
181		DIFFERENCE		0.008		0.009
191		DIFFERENCE		1.63		1.63
201		DIFFERENCE				
211		FOREIGN SUBCOMPACT				
221		ALTERNATE	\$/MIL	0.444		0.461
231		BASELINE		0.436		0.452
241		DIFFERENCE		0.008		0.009
251		DIFFERENCE		1.88		1.89
261		DIFFERENCE				
271		DOMESTIC COMPACT				
281		ALTERNATE	\$/MIL	0.510		0.529
291		BASELINE		0.500		0.519
301		DIFFERENCE		0.010		0.010
311		DIFFERENCE		2.00		2.01
321		DIFFERENCE				
331		FOREIGN COMPACT				
341		ALTERNATE	\$/MIL	0.596		0.619
351		BASELINE		0.588		0.610
361		DIFFERENCE		0.009		0.009
371		DIFFERENCE		1.51		1.51
381		DIFFERENCE				
391		DOMESTIC LUXURY				
401		ALTERNATE	\$/MIL	0.761		0.789
411		BASELINE		0.747		0.775
421		DIFFERENCE		0.014		0.014
431		DIFFERENCE		1.82		1.83
441		DIFFERENCE				
451		FOREIGN LUXURY				
461		ALTERNATE	\$/MIL	1.014		1.056
471		BASELINE		1.003		1.045
481		DIFFERENCE		0.011		0.012
491		DIFFERENCE		1.14		1.14

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TABLE 3.09 MISCELLANEOUS

LINE	TYPE	1975	1976	1977	1978	1979	1980
1	INSTALLED STOCK PER FAMILY						
2	ALTERNATE	1,246	1,268	1,281	1,297	1,299	1,301
3	BASELINE	1,246	1,268	1,285	1,301	1,304	1,305
4	DIFFERENCE	0.0	0.0	-0.004	-0.004	-0.004	-0.004
5	% DIFFERENCE	0.0	0.0	-0.34	-0.33	-0.33	-0.32
6							
7	YEAR-END STOCK PER FAMILY						
8	ALTERNATE	1,283	1,305	1,318	1,334	1,323	1,301
9	BASELINE	1,283	1,305	1,317	1,330	1,320	1,305
10	DIFFERENCE	0.0	0.0	0.001	0.003	0.003	-0.004
11	% DIFFERENCE	0.0	0.0	0.05	0.24	0.23	-0.28
12							
13	VEHICLE MILES PER FAMILY						
14	ALTERNATE	13,674	13,406	13,086	13,020	13,106	13,055
15	BASELINE	13,674	13,406	13,342	13,282	13,391	13,389
16	DIFFERENCE	0.0	0.0	-0.256	-0.262	-0.285	-0.334
17	% DIFFERENCE	0.0	0.0	-1.92	-1.97	-2.13	-2.49
18							
19	VEHICLE MILES PER AUTO						
20	ALTERNATE	10,806	10,447	10,067	9,907	9,953	10,035
21	BASELINE	10,806	10,447	10,267	10,121	10,193	10,289
22	DIFFERENCE	0.0	0.0	-0.199	-0.214	-0.240	-0.254
23	% DIFFERENCE	0.0	0.0	-1.94	-2.12	-2.36	-2.47
24							
25	PERATION-OF-A REGIS. TO REGIS. STOCK						
26	ALTERNATE	0.0880	0.1059	0.1101	0.1094	0.1053	0.1086
27	BASELINE	0.0880	0.1059	0.1125	0.1128	0.1087	0.1093
28	DIFFERENCE	0.0	0.0	-0.0024	-0.0034	-0.0034	-0.0008
29	% DIFFERENCE	0.0	0.0	-2.13	-3.02	-3.12	-0.71
30							
31	PERATION-SCRAPPAGE TO REGIS. STOCK						
32	ALTERNATE	0.0590	0.0711	0.0823	0.0796	0.0961	0.1085
33	BASELINE	0.0590	0.0711	0.0853	0.0849	0.0995	0.1041
34	DIFFERENCE	0.0	0.0	-0.0030	-0.0053	-0.0034	0.0004
35	% DIFFERENCE	0.0	0.0	-3.47	-6.23	-3.37	4.25
36							
37	REAL DISP. INCOME PER FAMILY THOU \$1						
38	ALTERNATE	9,349	9,561	9,762	10,032	10,039	10,063
39	BASELINE	9,349	9,561	9,762	10,032	10,039	10,063
40	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
41	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
42							
43	FAMILIES WITH INCOME OVER \$15,000						
44	ALTERNATE	21,93	20,98	20,44	20,65	21,64	22,83
45	BASELINE	21,93	20,98	20,44	20,65	21,64	22,83
46	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
47	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.09 MISCELLANEOUS

LINE	I T F M	1981	1982	1983	1984	1985	1986
11	REGISTERED STOCK PER FAMILY						
21	ALTERNATE	1,307	1,310	1,311	1,314	1,316	1,319
31	BASELINE	1,311	1,314	1,315	1,318	1,320	1,324
41	DIFFERENCE	-0,004	-0,004	-0,004	-0,004	-0,004	-0,004
51	% DIFFERENCE	-0,32	-0,32	-0,32	-0,32	-0,32	-0,32
61							
71	YEAR-END STOCK PER FAMILY						
81	ALTERNATE	1,294	1,295	1,297	1,302	1,310	1,315
91	BASELINE	1,300	1,302	1,305	1,309	1,316	1,320
101	DIFFERENCE	-0,006	-0,007	-0,008	-0,009	-0,006	-0,005
111	% DIFFERENCE	-0,47	-0,56	-0,58	-0,52	-0,45	-0,38
121							
131	VEHICLE MILES PER FAMILY						
141	ALTERNATE	12,902	13,118	13,262	13,342	13,429	13,478
151	BASELINE	13,352	13,475	13,604	13,662	13,726	13,759
161	DIFFERENCE	-0,360	-0,357	-0,342	-0,320	-0,298	-0,281
171	% DIFFERENCE	-2,69	-2,65	-2,52	-2,34	-2,17	-2,04
181							
191	VEHICLE MILES PER AUTO						
201	ALTERNATE	10,097	10,219	10,313	10,342	10,354	10,333
211	BASELINE	10,338	10,442	10,519	10,532	10,532	10,505
221	DIFFERENCE	-0,240	-0,224	-0,206	-0,190	-0,178	-0,172
231	% DIFFERENCE	-2,32	-2,14	-1,96	-1,80	-1,69	-1,64
241							
251	RATIO-NEW REGIS. TO BEGIN. STOCK						
261	ALTERNATE	0,1197	0,1164	0,1122	0,1111	0,1089	0,1049
271	BASELINE	0,1188	0,1148	0,1106	0,1097	0,1080	0,1045
281	DIFFERENCE	0,0009	0,0015	0,0016	0,0013	0,0008	0,0004
291	% DIFFERENCE	0,74	1,34	1,48	1,21	0,78	0,36
301							
311	RATIO-SCRAPPAGE TO BEGIN. STOCK						
321	ALTERNATE	0,1087	0,0994	0,0947	0,0927	0,0888	0,0878
331	BASELINE	0,1059	0,0970	0,0929	0,0919	0,0887	0,0881
341	DIFFERENCE	0,0028	0,0024	0,0018	0,0008	0,0001	-0,0004
351	% DIFFERENCE	2,64	2,49	1,94	0,84	0,10	-0,41
361							
371	REAL DISP. INCOME PER FAMILY THOU 172						
381	ALTERNATE	10,241	10,324	10,385	10,503	10,647	10,789
391	BASELINE	10,241	10,324	10,385	10,503	10,647	10,789
401	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
411	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
421							
431	FAMILY'S WITH INCOME OVER \$15,000						
441	ALTERNATE	23,94	24,87	25,64	26,57	27,65	28,78
451	BASELINE	23,94	24,87	25,64	26,57	27,65	28,78
461	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
471	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 5.09 MISCELLANEOUS

LINE	ITEM	1987	1988	1989	1990	1991	1992
AUTOS							
110	DESIGNATED STOCK PER FAMILY						
210	TERMINATE	1,322	1,322	1,321	1,320	1,322	1,323
310	BASELINE	1,326	1,326	1,325	1,324	1,326	1,327
410	DIFFERENCE	-0,004	-0,004	-0,004	-0,004	-0,004	-0,004
510	DIFFERENCE	-0,33	-0,33	-0,33	-0,33	-0,33	-0,33
61	YEAR-END STOCK PER FAMILY						
AUTOS							
710	TERMINATE	1,317	1,316	1,312	1,306	1,303	1,302
810	BASELINE	1,322	1,320	1,315	1,309	1,306	1,305
910	DIFFERENCE	-0,004	-0,003	-0,003	-0,003	-0,003	-0,003
1112	DIFFERENCE	-0,31	-0,26	-0,23	-0,22	-0,23	-0,27
121	VEHICLE MILES PER FAMILY						
THOU MILES							
1310	TERMINATE	13,477	13,448	13,403	13,365	13,342	13,356
1410	BASELINE	13,749	13,716	13,675	13,646	13,635	13,661
1510	DIFFERENCE	-0,272	-0,268	-0,272	-0,281	-0,293	-0,305
1712	DIFFERENCE	-1,98	-1,96	-1,99	-2,06	-2,15	-2,23
181	VEHICLE MILES PER AUTO						
THOU MILES							
2010	TERMINATE	10,500	10,272	10,259	10,267	10,275	10,297
2110	BASELINE	10,472	10,447	10,442	10,460	10,477	10,505
2210	DIFFERENCE	-0,172	-0,175	-0,183	-0,193	-0,208	-0,208
2312	DIFFERENCE	-1,64	-1,68	-1,75	-1,84	-1,93	-1,98
241	VEHICLE MILES PER AUTO						
STATION-NEW REGIS, TO REGIM, STOCK							
2610	TERMINATE	0,1037	0,1040	0,1052	0,1072	0,1071	0,1070
2710	BASELINE	0,1037	0,1043	0,1058	0,1079	0,1077	0,1074
2810	DIFFERENCE	-0,0000	-0,0003	-0,0006	-0,0007	-0,0006	-0,0004
2912	DIFFERENCE	-0,02	-0,03	-0,054	-0,061	-0,055	-0,039
301	VEHICLE MILES PER AUTO						
STATION-SCRAPPAGE TO REGIM, STOCK							
3210	TERMINATE	0,0898	0,0931	0,0970	0,1005	0,0995	0,1001
3310	BASELINE	0,0905	0,0940	0,0979	0,1013	0,0999	0,1002
3410	DIFFERENCE	-0,0007	-0,0009	-0,0009	-0,0007	-0,0004	-0,0001
3512	DIFFERENCE	-0,76	-0,93	-0,91	-0,93	-0,93	-0,09
361	VEHICLE MILES PER AUTO						
STOTAL DISP, INCOME PER FAMILY THOU							
3710	TERMINATE	10,942	11,106	11,270	11,443	11,634	11,846
3810	BASELINE	10,942	11,106	11,270	11,443	11,634	11,846
3910	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
4112	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
421	VEHICLE MILES WITH INCOME OVER 315,000						
THOU MILES							
4310	TERMINATE	30,10	31,59	33,18	34,86	36,65	38,58
4410	BASELINE	30,10	31,59	33,18	34,86	36,65	38,58
4510	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
4712	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.09 MISCELLANEOUS

LINE	I T E M	1993	1994	1995	1996	1997	1998
DESIRED STOCK PER FAMILY							
110	DESIRED STOCK PER FAMILY						
111	ALTERNATE	1,323	1,323	1,323	1,323	1,323	1,323
112	BASELINE	1,328	1,327	1,327	1,327	1,328	1,328
113	DIFFERENCE	-0,004	-0,004	-0,004	-0,004	-0,004	-0,004
114	5% DIFFERENCE	-0,033	-0,033	-0,033	-0,034	-0,034	-0,034
7 YEAR-END STOCK PER FAMILY							
121	7 YEAR-END STOCK PER FAMILY						
122	ALTERNATE	1,300	1,299	1,298	1,299	1,300	1,301
123	BASELINE	1,304	1,303	1,303	1,304	1,305	1,306
124	DIFFERENCE	-0,004	-0,005	-0,005	-0,005	-0,005	-0,005
125	11% DIFFERENCE	-0,031	-0,035	-0,038	-0,039	-0,039	-0,037
VEHICLE MILES PER FAMILY							
131	VEHICLE MILES PER FAMILY						
132	ALTERNATE	13,381	13,412	13,451	13,491	13,534	13,565
133	BASELINE	13,695	13,730	13,771	13,808	13,847	13,873
134	DIFFERENCE	-0,313	-0,318	-0,319	-0,317	-0,313	-0,306
135	17% DIFFERENCE	-2,229	-2,352	-2,352	-2,330	-2,226	-2,222
VEHICLE MILES PER AUTO							
141	VEHICLE MILES PER AUTO						
142	ALTERNATE	10,328	10,361	10,397	10,426	10,449	10,461
143	BASELINE	10,539	10,572	10,605	10,630	10,648	10,657
144	DIFFERENCE	-0,211	-0,211	-0,208	-0,204	-0,200	-0,197
145	23% DIFFERENCE	-2,001	-2,000	-1,996	-1,992	-1,986	-1,984
RATIO-NEW REGIS. TO BEGIN, STOCK							
251	RATIO-NEW REGIS. TO BEGIN, STOCK						
252	ALTERNATE	0,1074	0,1080	0,1080	0,1084	0,1077	0,1072
253	BASELINE	0,1076	0,1079	0,1078	0,1081	0,1073	0,1070
254	DIFFERENCE	-0,0002	0,0001	0,0002	0,0003	0,0003	0,0002
255	29% DIFFERENCE	-0,017	0,005	0,022	0,030	0,029	0,022
RATIO-SCRAPAGE TO BEGIN, STOCK							
301	RATIO-SCRAPAGE TO BEGIN, STOCK						
302	ALTERNATE	0,1007	0,1014	0,1013	0,1012	0,1001	0,1003
303	BASELINE	0,1004	0,1009	0,1008	0,1008	0,0998	0,1002
304	DIFFERENCE	0,0002	0,0005	0,0005	0,0005	0,0003	0,0001
305	55% DIFFERENCE	0,024	0,045	0,052	0,045	0,029	0,10
REAL DISP. INCOME PER FAMILY THOU 172 \$							
311	REAL DISP. INCOME PER FAMILY THOU 172 \$						
312	ALTERNATE	12,062	12,292	12,530	12,778	13,034	13,302
313	BASELINE	12,062	12,292	12,530	12,778	13,034	13,302
314	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
315	41% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
FAMILIES WITH INCOME OVER \$15,000							
421	FAMILIES WITH INCOME OVER \$15,000						
422	ALTERNATE	40,64	42,84	45,16	47,56	50,03	52,54
423	BASELINE	40,64	42,84	45,16	47,56	50,03	52,54
424	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
425	47% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.09 MISCELLANEOUS

LINE	ITEM	1999		2000	
	UNDESIRABLE STOCK PER FAMILY				
21	ALTERNATE	1,324		1,327	
22	BASELINE	1,328		1,331	
23	DIFFERENCE	-0,005		-0,005	
51	DIFFERENCE	-0,34		-0,34	
61					
	7 YEAR-END STOCK PER FAMILY				
71	ALTERNATE	1,302		1,305	
72	BASELINE	1,307		1,310	
73	DIFFERENCE	-0,005		-0,004	
11	DIFFERENCE	-0,36		-0,34	
12					
	13 VEHICLE MILES PER FAMILY				
13	ALTERNATE	13,566		13,621	
14	BASELINE	13,889		13,923	
15	DIFFERENCE	-0,304		-0,301	
16	DIFFERENCE	-2,19		-2,16	
17	DIFFERENCE				
18					
	19 VEHICLE MILES PER AUTO				
19	ALTERNATE	10,469		10,464	
20	BASELINE	10,683		10,659	
21	DIFFERENCE	-0,195		-0,194	
22	DIFFERENCE	-1,83		-1,82	
23					
	24 RATIO-NEW REGIS. TO REGIN, STOCK				
24	ALTERNATE	0,1070		0,1067	
25	BASELINE	0,1069		0,1067	
26	DIFFERENCE	0,0001		0,0000	
27	DIFFERENCE	0,11		0,01	
30					
	31 RATIO-SCRAPAGE TO REGIN, STOCK				
31	ALTERNATE	0,1006		0,1011	
32	BASELINE	0,1007		0,1013	
33	DIFFERENCE	-0,0001		-0,0002	
34	DIFFERENCE	-0,05		-0,16	
35					
	36 RATIO-AL DISP, INCOME PER FAMILY THOU 172 \$				
36	ALTERNATE	13,576		13,899	
37	BASELINE	13,576		13,899	
38	DIFFERENCE	0,0		0,0	
39	DIFFERENCE	0,0		0,0	
40					
	41 FAMILIES WITH INCOME OVER \$15,000				
41	ALTERNATE	55,09		57,72	
42	BASELINE	55,09		57,72	
43	DIFFERENCE	0,0		0,0	
44	DIFFERENCE	0,0		0,0	

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.10 MILES PER GALLON

LINE	1975	1976	1977	1978	1979	1980
OVERALL FLEET MILES PER GALLON - WEFA						
11 TOTAL						
21 ALTERNATE	12.69	12.71	12.79	12.96	13.21	13.52
31 BASELINE	12.69	12.71	12.78	12.95	13.19	13.50
41 DIFFERENCE	0.0	0.0	0.00	0.01	0.01	0.02
51 DIFFERENCE	0.0	0.0	0.02	0.08	0.11	0.15
RENEW AUTO MILES PER GALLON (WEFA):						
91 TOTAL						
101 ALTERNATE	13.29	13.52	14.18	14.78	15.28	15.85
111 BASELINE	13.29	13.52	14.07	14.68	15.19	15.77
121 DIFFERENCE	0.0	0.0	0.11	0.10	0.09	0.08
131 DIFFERENCE	0.0	0.0	0.75	0.67	0.59	0.51
SUBCOMPACT						
141 TOTAL						
151 ALTERNATE	18.74	19.56	20.30	21.16	21.66	22.32
161 BASELINE	18.74	19.56	20.30	21.16	21.66	22.32
171 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
181 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
COMPACT						
201 TOTAL						
211 ALTERNATE	13.94	14.48	15.07	15.65	16.43	17.29
221 BASELINE	13.94	14.48	15.07	15.65	16.43	17.29
231 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
MID-SIZE						
251 TOTAL						
261 ALTERNATE	11.70	12.20	12.79	13.49	14.05	14.64
271 BASELINE	11.70	12.20	12.79	13.49	14.05	14.64
281 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
291 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
FULL SIZE						
301 TOTAL						
311 ALTERNATE	10.60	11.51	12.25	12.92	13.31	13.74
321 BASELINE	10.60	11.51	12.25	12.92	13.31	13.74
331 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
341 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
LUXURY						
351 TOTAL						
361 ALTERNATE	10.51	11.19	11.88	12.44	12.79	13.16
371 BASELINE	10.51	11.19	11.88	12.44	12.79	13.16
381 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
391 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.10 MILES PER GALLON

T Y E N		1981	1982	1983	1984	1985	1986
OVERALL FLEET MILES PER GALLON - WEFA							
11	TOTAL						
21	ALTERNATE	13.89	14.32	14.76	15.19	15.63	16.05
31	BASELINE	13.86	14.28	14.70	15.12	15.55	15.97
41	DIFFERENCE	0.03	0.05	0.06	0.07	0.07	0.07
51	DIFFERENCE	0.24	0.34	0.42	0.47	0.48	0.47
NEW AUTO MILES PER GALLON (WEFA)							
91	TOTAL						
101	ALTERNATE	16.26	16.70	17.15	17.61	18.00	18.28
111	BASELINE	16.18	16.63	17.09	17.56	17.96	18.23
121	DIFFERENCE	0.07	0.07	0.06	0.05	0.05	0.05
131	DIFFERENCE	0.45	0.40	0.35	0.30	0.26	0.27
SUBCOMPACT							
141	TOTAL						
151	ALTERNATE	22.80	23.29	23.70	24.12	24.46	24.85
161	BASELINE	22.80	23.29	23.70	24.12	24.46	24.85
171	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
COMPACT							
201	TOTAL						
211	ALTERNATE	18.09	18.60	19.14	19.69	20.14	20.45
221	BASELINE	18.09	18.60	19.14	19.69	20.14	20.45
231	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
MID-SIZE							
251	TOTAL						
261	ALTERNATE	15.14	15.60	16.08	16.58	16.99	17.23
271	BASELINE	15.14	15.60	16.08	16.58	16.99	17.23
281	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
291	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
FULL SIZE							
301	TOTAL						
311	ALTERNATE	14.05	14.49	14.96	15.48	15.94	16.14
321	BASELINE	14.05	14.49	14.96	15.48	15.94	16.14
331	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
341	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
LUXURY							
351	TOTAL						
361	ALTERNATE	13.44	13.88	14.34	14.81	15.24	15.42
371	BASELINE	13.44	13.88	14.34	14.81	15.24	15.42
381	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
391	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.10 MILES PER GALLON

I T E M		1957	1988	1989	1990	1991	1992
11 OVERALL FLEET MILES PER GALLON - WFFA							
211 ALTERNATE		16.45	16.84	17.22	17.58	17.93	18.25
311 BASELINE		16.38	16.78	17.15	17.52	17.88	18.20
511 DIFFERENCE		0.07	0.07	0.06	0.06	0.05	0.05
61% DIFFERENCE		0.44	0.40	0.36	0.32	0.30	0.29
71							
81 NEW AUTO MILES PER GALLON (WFFA):							
91 TOTAL							
101 ALTERNATE		18.53	18.81	19.08	19.37	19.49	19.61
111 BASELINE		18.48	18.76	19.02	19.31	19.43	19.55
121 DIFFERENCE		0.05	0.05	0.06	0.06	0.06	0.06
131% DIFFERENCE		0.28	0.29	0.30	0.31	0.32	0.33
141							
151 SUBCOMPACT							
161 ALTERNATE		25.13	25.56	25.89	26.36	26.52	26.69
171 BASELINE		25.13	25.56	25.89	26.36	26.52	26.69
181 DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
191% DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
201							
211 COMPACT							
221 ALTERNATE		20.77	21.10	21.43	21.75	21.89	22.02
231 BASELINE		20.77	21.10	21.43	21.75	21.89	22.02
241 DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
251% DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
261							
271 MID-SIZE							
281 ALTERNATE		17.46	17.71	17.95	18.20	18.31	18.42
291 BASELINE		17.46	17.71	17.95	18.20	18.31	18.42
301 DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
311% DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
321							
331 FULL SIZE							
341 ALTERNATE		16.36	16.58	16.80	17.02	17.13	17.23
351 BASELINE		16.36	16.58	16.80	17.02	17.13	17.23
361 DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
371% DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
381							
391 LUXURY							
401 ALTERNATE		15.61	15.81	16.01	16.20	16.30	16.40
411 BASELINE		15.61	15.81	16.01	16.20	16.30	16.40
421 DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
431% DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.10 MILES PER GALLON

LINE	ITEM	1993	1994	1995	1996	1997	1998
11	PIOVERALL FLEET MILES PER GALLON - WEFA						
31	ALTERNATE	18.53	18.79	19.01	19.21	19.38	19.54
41	BASELINE	18.48	18.73	18.95	19.15	19.31	19.47
51	DIFFERENCE	0.05	0.06	0.06	0.06	0.06	0.06
61	% DIFFERENCE	0.29	0.30	0.31	0.32	0.33	0.33
71							
81	MINI AUTO MILES PER GALLON (WEFA):						
91	TOTAL	19.72	19.83	19.94	20.05	20.15	20.27
101	ALTERNATE	19.66	19.77	19.87	19.98	20.08	20.20
111	BASELINE	19.66	19.77	19.87	19.98	20.08	20.20
121	DIFFERENCE	0.07	0.07	0.07	0.07	0.07	0.07
131	% DIFFERENCE	0.33	0.33	0.34	0.34	0.34	0.34
141							
151	SUBCOMPACT						
161	ALTERNATE	26.86	27.03	27.19	27.37	27.54	27.72
171	BASELINE	26.86	27.03	27.19	27.37	27.54	27.72
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	COMPACT						
221	ALTERNATE	22.16	22.29	22.42	22.57	22.70	22.84
231	BASELINE	22.16	22.29	22.42	22.57	22.70	22.84
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	MID-SIZE						
281	ALTERNATE	18.53	18.64	18.75	18.87	18.98	19.10
291	BASELINE	18.53	18.64	18.75	18.87	18.98	19.10
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	FULL SIZE						
341	ALTERNATE	17.33	17.43	17.53	17.64	17.74	17.85
351	BASELINE	17.33	17.43	17.53	17.64	17.74	17.85
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	LUXURY						
401	ALTERNATE	16.50	16.59	16.69	16.80	16.89	17.00
411	BASELINE	16.50	16.59	16.69	16.80	16.89	17.00
421	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.10 MILFS PER GALLON

LINE	I Y F M	1999		2000	
11	OVERALL FLEET MILES PER GALLON - WEFA				
21	ALTERNATE	19.67		19.81	
31	BASELINE	19.61		19.74	
41	DIFFERENCE	0.07		0.07	
51	% DIFFERENCE	0.33		0.34	
71	81 NEW AUTO MILES PER GALLON (WEFA):				
81	TOTAL				
101	ALTERNATE	20.37		20.48	
111	BASELINE	20.30		20.41	
121	DIFFERENCE	0.07		0.07	
131	% DIFFERENCE	0.34		0.34	
141					
151	SUBCOMPACT				
161	ALTERNATE	27.88		28.06	
171	BASELINE	27.88		28.06	
181	DIFFERENCE	0.0		0.0	
191	% DIFFERENCE	0.0		0.0	
201					
211	COMPACT				
221	ALTERNATE	22.97		23.11	
231	BASELINE	22.97		23.11	
241	DIFFERENCE	0.0		0.0	
251	% DIFFERENCE	0.0		0.0	
261					
271	MID-SIZE				
281	ALTERNATE	19.20		19.32	
291	BASELINE	19.20		19.32	
301	DIFFERENCE	0.0		0.0	
311	% DIFFERENCE	0.0		0.0	
321					
331	FULL SIZE				
341	ALTERNATE	17.95		18.06	
351	BASELINE	17.95		18.06	
361	DIFFERENCE	0.0		0.0	
371	% DIFFERENCE	0.0		0.0	
381					
391	LUXURY				
401	ALTERNATE	17.09		17.20	
411	BASELINE	17.09		17.20	
421	DIFFERENCE	0.0		0.0	
431	% DIFFERENCE	0.0		0.0	

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
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TABLE 3.11 MILES PER GALLON -

LINE	J T E	1975	1976	1977	1978	1979	1980
NEW AUTO M.P.G. BY FOR/DOM (DEFAULT)							
21 TOTAL DOMESTIC							
21A ALTERNATE		12.38	12.78	13.43	14.04	14.58	15.17
21B BASELINE		12.38	12.78	13.37	13.99	14.52	15.12
21C DIFFERENCE		0.0	0.0	0.06	0.05	0.05	0.05
21D DIFFERENCE		0.0	0.0	0.43	0.38	0.36	0.33
31 TOTAL FOREIGN							
31A ALTERNATE		19.82	20.53	21.07	21.89	21.92	22.25
31B BASELINE		19.82	20.53	21.02	21.75	21.87	22.21
31C DIFFERENCE		0.0	0.0	0.05	0.05	0.04	0.04
31D DIFFERENCE		0.0	0.0	0.23	0.23	0.20	0.18
141							
151 DOMESTIC SUBCOMPACT							
151A ALTERNATE		17.13	17.95	18.83	19.72	20.52	21.41
151B BASELINE		17.13	17.95	18.83	19.72	20.52	21.41
151C DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
151D DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
201							
211 FOREIGN SURCOMPACT							
211A ALTERNATE		20.44	21.33	21.87	22.70	22.84	23.24
211B BASELINE		20.44	21.33	21.87	22.70	22.84	23.24
211C DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
211D DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
271							
281 DOMESTIC COMPACT							
281A ALTERNATE		13.67	14.23	14.82	15.39	16.20	17.08
281B BASELINE		13.67	14.23	14.82	15.39	16.20	17.08
281C DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
281D DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
321							
331 FOREIGN COMPACT							
331A ALTERNATE		18.41	19.06	19.48	20.05	20.21	20.56
331B BASELINE		18.41	19.06	19.48	20.05	20.21	20.56
331C DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
331D DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
341							
351 DOMESTIC LUXURY							
351A ALTERNATE		10.08	10.77	11.47	12.05	12.40	12.78
351B BASELINE		10.08	10.77	11.47	12.05	12.40	12.78
351C DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
351D DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
441							
451 FOREIGN LUXURY							
451A ALTERNATE		15.19	15.64	16.01	16.39	16.70	16.87
451B BASELINE		15.19	15.64	16.01	16.39	16.70	16.87
451C DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0
451D DIFFERENCE		0.0	0.0	0.0	0.0	0.0	0.0

TABLE 5.1 GALLS PER GALLON - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	115000 AUTO M.P.G. BY FOR/COM (WEFA):						
21	31 TOTAL DOMESTIC						
31	41ALTERNATE	15.62	16.07	16.55	17.04	17.45	17.71
41	51BASELINE	15.57	16.03	16.51	17.00	17.42	17.67
51	61DIFFERENCE	0.05	0.05	0.04	0.04	0.03	0.04
61	71% DIFFERENCE	0.32	0.28	0.25	0.22	0.19	0.20
71	81						
81	91 TOTAL FOREIGN						
91	101ALTERNATE	22.40	22.76	22.98	23.31	23.53	23.93
101	111BASELINE	22.37	22.73	22.95	23.28	23.50	23.90
111	121DIFFERENCE	0.03	0.03	0.03	0.03	0.03	0.03
121	131% DIFFERENCE	0.15	0.14	0.12	0.12	0.11	0.11
131	141						
141	151 DOMESTIC SUBCOMPACT						
151	161ALTERNATE	22.15	22.72	23.32	23.75	24.21	24.55
161	171BASELINE	22.15	22.72	23.32	23.75	24.21	24.55
171	181DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
181	191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	201						
201	211 FOREIGN SUBCOMPACT						
211	221ALTERNATE	23.43	23.85	24.06	24.47	24.69	25.13
221	231BASELINE	23.43	23.85	24.06	24.47	24.69	25.13
231	241DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241	251% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	261						
261	271 DOMESTIC COMPACT						
271	281ALTERNATE	17.91	18.43	18.97	19.54	19.99	20.29
281	291BASELINE	17.91	18.43	18.97	19.54	19.99	20.29
291	301DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
301	311% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	321						
321	331 FOREIGN COMPACT						
331	341ALTERNATE	20.91	21.28	21.66	22.04	22.44	22.85
341	351BASELINE	20.91	21.28	21.66	22.04	22.44	22.85
351	361DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
361	371% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	381						
381	391 DOMESTIC LUXURY						
391	401ALTERNATE	13.06	13.52	13.99	14.48	14.93	15.12
401	411BASELINE	13.06	13.52	13.99	14.48	14.93	15.12
411	421DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
421	431% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	441						
441	451 FOREIGN LUXURY						
451	461ALTERNATE	17.13	17.30	17.55	17.68	17.93	18.07
461	471BASELINE	17.13	17.30	17.55	17.68	17.93	18.07
471	481DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
481	491% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
491	501						

TABLE 3.11 ATLES PER GALLON - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
NEW AUTO M.P.G. BY FOR/DOM (REF):							
21	31 TOTAL DOMESTIC						
	41ALTERNATE	17.95	18.22	18.48	18.76	18.88	19.00
	51BASELINE	17.92	18.16	18.48	18.72	18.83	18.95
	61DIFFERENCE	0.04	0.04	0.04	0.04	0.05	0.05
	71% DIFFERENCE	0.20	0.21	0.22	0.23	0.24	0.24
81	91 TOTAL FOREIGN						
	101ALTERNATE	24.13	24.56	24.77	25.11	25.27	25.43
	111BASELINE	24.15	24.53	24.74	25.06	25.24	25.40
	121DIFFERENCE	0.03	0.03	0.03	0.03	0.03	0.03
	131% DIFFERENCE	0.11	0.11	0.11	0.12	0.12	0.13
141	151 DOMESTIC SUBCOMPACT						
	161ALTERNATE	24.90	25.34	25.85	26.38	26.54	26.71
	171BASELINE	24.90	25.34	25.85	26.38	26.54	26.71
	181DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
	191% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
201	211 FOREIGN SUBCOMPACT						
	221ALTERNATE	25.35	25.76	25.92	26.34	26.51	26.68
	231BASELINE	25.35	25.76	25.92	26.34	26.51	26.68
	241DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
	251% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
261	271 DOMESTIC COMPACT						
	281ALTERNATE	20.60	20.93	21.25	21.58	21.71	21.85
	291BASELINE	20.60	20.93	21.25	21.58	21.71	21.85
	301DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
	311% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
321	331 FOREIGN COMPACT						
	341ALTERNATE	23.28	23.73	24.18	24.32	24.48	24.64
	351BASELINE	23.28	23.73	24.18	24.32	24.48	24.64
	361DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
	371% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
381	391 DOMESTIC LUXURY						
	401ALTERNATE	15.30	15.50	15.70	15.90	15.99	16.09
	411BASELINE	15.30	15.50	15.70	15.90	15.99	16.09
	421DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
	431% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
441	451 FOREIGN LUXURY						
	461ALTERNATE	18.33	18.48	18.75	18.89	19.01	19.13
	471BASELINE	18.33	18.48	18.75	18.89	19.01	19.13
	481DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
	491% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00

TABLE 3.11 MILLS PER GALLON - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	11FW AUTO 5,P.G. HY FORDOM (FFA3)						
21	31 TOTAL DOMESTIC						
31	41ALTERNATE						
41	51BASELINE						
51	61DIFFERENCE						
61	71% DIFFERENCE						
71	81 TOTAL FOREIGN						
81	91ALTERNATE						
91	111BASELINE						
101	121DIFFERENCE						
111	131% DIFFERENCE						
121	141 TOTAL DOMESTIC SUBCOMPACT						
131	151ALTERNATE						
141	161BASELINE						
151	171DIFFERENCE						
161	181% DIFFERENCE						
171	191 TOTAL FOREIGN SUBCOMPACT						
181	201ALTERNATE						
191	211BASELINE						
201	221DIFFERENCE						
211	231% DIFFERENCE						
221	241 TOTAL DOMESTIC COMPACT						
231	251ALTERNATE						
241	261BASELINE						
251	271DIFFERENCE						
261	281% DIFFERENCE						
271	291 TOTAL DOMESTIC LUXURY						
281	301ALTERNATE						
291	311BASELINE						
301	321DIFFERENCE						
311	331% DIFFERENCE						
321	341 TOTAL DOMESTIC						
331	351ALTERNATE						
341	361BASELINE						
351	371DIFFERENCE						
361	381% DIFFERENCE						
371	391 TOTAL FOREIGN						
381	401ALTERNATE						
391	411BASELINE						
401	421DIFFERENCE						
411	431% DIFFERENCE						
421	441 TOTAL DOMESTIC LUXURY						
431	451ALTERNATE						
441	461BASELINE						
451	471DIFFERENCE						
461	481% DIFFERENCE						
471	491 TOTAL FOREIGN LUXURY						
481	501ALTERNATE						
491	511BASELINE						
501	521DIFFERENCE						
511	531% DIFFERENCE						

TABLE 3.11 MILES PER GALLON - CONTINUED

LINE	J	T	F	M	1999	2000
LINE# AUTO M,P,G, BY FOR/DOM (DEFA):						
21						
31	TOTAL DOMESTIC					
41	ALTERNATE					
51	BASELINE					
61	DIFFERENCE					
71	% DIFFERENCE					
81						
91	TOTAL FOREIGN					
101	ALTERNATE					
111	BASELINE					
121	DIFFERENCE					
131	% DIFFERENCE					
141						
151	DOMESTIC SUBCOMPACT					
161	ALTERNATE					
171	BASELINE					
181	DIFFERENCE					
191	% DIFFERENCE					
201						
211	FOREIGN SUBCOMPACT					
221	ALTERNATE					
231	BASELINE					
241	DIFFERENCE					
251	% DIFFERENCE					
261						
271	DOMESTIC COMPACT					
281	ALTERNATE					
291	BASELINE					
301	DIFFERENCE					
311	% DIFFERENCE					
321						
331	FOREIGN COMPACT					
341	ALTERNATE					
351	BASELINE					
361	DIFFERENCE					
371	% DIFFERENCE					
381						
391	DOMESTIC LUXURY					
401	ALTERNATE					
411	BASELINE					
421	DIFFERENCE					
431	% DIFFERENCE					
441						
451	FOREIGN LUXURY					
461	ALTERNATE					
471	BASELINE					
481	DIFFERENCE					
491	% DIFFERENCE					

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	I T E M	1975	1976	1977	1978	1979	1980
TOTAL DOMESTIC AUTO PRICES:							
21	DOLLARS						
31	SUBCOMPACT						
41	ALTERNATE	3744,	3922,	4175,	4479,	4757,	5008,
51	BASELINE	3744,	3922,	4175,	4479,	4757,	5008,
61	DIFFERENCE	0,	0,	0,	0,	0,	0,
71	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
81							
91	COMPACT						
101	ALTERNATE	4280,	4471,	4747,	5083,	5410,	5708,
111	BASELINE	4280,	4471,	4747,	5083,	5410,	5708,
121	DIFFERENCE	0,	0,	0,	0,	0,	0,
131	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141							
151	MID-SIZE						
161	ALTERNATE	5168,	5398,	5725,	6122,	6507,	6857,
171	BASELINE	5168,	5398,	5725,	6122,	6507,	6857,
181	DIFFERENCE	0,	0,	0,	0,	0,	0,
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	FULL SIZE						
221	ALTERNATE	5864,	6125,	6487,	6932,	7358,	7744,
231	BASELINE	5864,	6125,	6487,	6932,	7358,	7744,
241	DIFFERENCE	0,	0,	0,	0,	0,	0,
251	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	LUXURY						
281	ALTERNATE	9021,	9416,	9957,	10638,	11269,	11841,
291	BASELINE	9021,	9416,	9957,	10638,	11269,	11841,
301	DIFFERENCE	0,	0,	0,	0,	0,	0,
311	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
TOTAL FOREIGN AUTO PRICES:							
331							
341	SUBCOMPACT						
351	ALTERNATE	3904,	4160,	4319,	4551,	4794,	5012,
361	BASELINE	3904,	4160,	4319,	4551,	4794,	5012,
371	DIFFERENCE	0,	0,	0,	0,	0,	0,
381	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
391							
401	COMPACT						
411	ALTERNATE	6432,	6921,	7203,	7655,	8150,	8604,
421	BASELINE	6432,	6921,	7203,	7655,	8150,	8604,
431	DIFFERENCE	0,	0,	0,	0,	0,	0,
441	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
451							
461	LUXURY						
471	ALTERNATE	12690,	13833,	14451,	15498,	16626,	17665,
481	BASELINE	12690,	13833,	14451,	15498,	16626,	17665,
491	DIFFERENCE	0,	0,	0,	0,	0,	0,
501	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	TYPE	1981	1982	1983	1984	1985	1986
TOTAL DOMESTIC AUTO PRICES:							
21	SURCOMPACT						
31	ALTERNATE	5198.	5406.	5649.	5873.	6101.	6352.
41	BASELINE	5198.	5406.	5649.	5873.	6101.	6352.
51	DIFFERENCE	0.	0.	0.	0.	0.	0.
61	71% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							
71	COMPACT						
81	ALTERNATE	5934.	6177.	6456.	6715.	6977.	7263.
91	BASELINE	5934.	6177.	6456.	6715.	6977.	7263.
101	DIFFERENCE	0.	0.	0.	0.	0.	0.
111	151% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							
121	MID-SIZE						
131	ALTERNATE	7115.	7391.	7711.	8004.	8299.	8624.
141	BASELINE	7115.	7391.	7711.	8004.	8299.	8624.
151	DIFFERENCE	0.	0.	0.	0.	0.	0.
161	191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							
171	FULL SIZE						
181	ALTERNATE	8023.	8321.	8669.	8988.	9309.	9666.
191	BASELINE	8023.	8321.	8669.	8988.	9309.	9666.
201	DIFFERENCE	0.	0.	0.	0.	0.	0.
211	251% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							
221	LUXURY						
231	ALTERNATE	12243.	12675.	13185.	13654.	14128.	14663.
241	BASELINE	12243.	12675.	13185.	13654.	14128.	14663.
251	DIFFERENCE	0.	0.	0.	0.	0.	0.
261	311% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							
271	SURCOMPACT						
281	ALTERNATE	5202.	5398.	5601.	5808.	6022.	6236.
291	BASELINE	5202.	5398.	5601.	5808.	6022.	6236.
301	DIFFERENCE	0.	0.	0.	0.	0.	0.
311	391% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							
321	COMPACT						
331	ALTERNATE	8982.	9372.	9777.	10193.	10624.	11062.
341	BASELINE	8982.	9372.	9777.	10193.	10624.	11062.
351	DIFFERENCE	0.	0.	0.	0.	0.	0.
361	451% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							
371	LUXURY						
381	ALTERNATE	18506.	19375.	20291.	21244.	22239.	23274.
391	BASELINE	18506.	19375.	20291.	21244.	22239.	23274.
401	DIFFERENCE	0.	0.	0.	0.	0.	0.
411	501% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
DOLLARS							

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	T T F M	1987	1988	1989	1990	1991	1992
TOTAL DOMESTIC AUTO PRICES:							
1 TOTAL DOMESTIC							
21 SUBCOMPACT	DOLLARS						
31 ALTERNATE		6609,	6869,	7140,	7421,	7691,	7979,
41 BASELINE		6509,	6869,	7140,	7421,	7691,	7979,
51 DIFFERENCE		0,	0,	0,	0,	0,	0,
61 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0
71 DIFFERENCE							
81							
91 COMPACT	DOLLARS						
101 ALTERNATE		7558,	7858,	8170,	8493,	8801,	9130,
111 BASELINE		7558,	7858,	8170,	8493,	8801,	9130,
121 DIFFERENCE		0,	0,	0,	0,	0,	0,
131 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0
141							
151 MID-SIZE	DOLLARS						
161 ALTERNATE		8958,	9299,	9652,	10017,	10366,	10738,
171 BASELINE		8958,	9299,	9652,	10017,	10366,	10738,
181 DIFFERENCE		0,	0,	0,	0,	0,	0,
191 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0
201							
211 FULL SIZE	DOLLARS						
221 ALTERNATE		10035,	10410,	10799,	11201,	11587,	12000,
231 BASELINE		10035,	10410,	10799,	11201,	11587,	12000,
241 DIFFERENCE		0,	0,	0,	0,	0,	0,
251 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0
261							
271 LUXURY	DOLLARS						
281 ALTERNATE		15216,	15777,	16362,	16966,	17546,	18168,
291 BASELINE		15216,	15777,	16362,	16966,	17546,	18168,
301 DIFFERENCE		0,	0,	0,	0,	0,	0,
311 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0
321							
TOTAL FOREIGN AUTO PRICES:							
331 TOTAL FOREIGN							
341							
351 SUBCOMPACT	DOLLARS						
361 ALTERNATE		6456,	6681,	6913,	7154,	7380,	7611,
371 BASELINE		6456,	6681,	6913,	7154,	7380,	7611,
381 DIFFERENCE		0,	0,	0,	0,	0,	0,
391 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0
401							
411 COMPACT	DOLLARS						
421 ALTERNATE		11521,	11995,	12487,	12998,	13478,	13970,
431 BASELINE		11521,	11995,	12487,	12998,	13478,	13970,
441 DIFFERENCE		0,	0,	0,	0,	0,	0,
451 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0
461							
471 LUXURY	DOLLARS						
481 ALTERNATE		24368,	25507,	26700,	27947,	29124,	30343,
491 BASELINE		24368,	25507,	26700,	27947,	29124,	30343,
501 DIFFERENCE		0,	0,	0,	0,	0,	0,
511 DIFFERENCE		0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	TYPE	1993	1994	1995	1996	1997	1998
TOTAL DOMESTIC AUTO PRICES:							
21	SUBCOMPACT						
21A	ALTERNATE	8274	8576	8695	9203	9533	9877
21B	BASIS LINE	8274	8576	8695	9203	9533	9877
21C	DIFFERENCE	0	0	0	0	0	0
21D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
31	COMPACT						
31A	ALTERNATE	9468	9812	10176	10522	10891	11273
31B	BASIS LINE	9468	9812	10176	10522	10891	11273
31C	DIFFERENCE	0	0	0	0	0	0
31D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
41	MID-SIZE						
41A	ALTERNATE	11121	11511	11924	12313	12728	13150
41B	BASIS LINE	11121	11511	11924	12313	12728	13150
41C	DIFFERENCE	0	0	0	0	0	0
41D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
51	FULL-SIZE						
51A	ALTERNATE	12424	12856	13314	13744	14204	14682
51B	BASIS LINE	12424	12856	13314	13744	14204	14682
51C	DIFFERENCE	0	0	0	0	0	0
51D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
61	LUXURY						
61A	ALTERNATE	18803	19459	20152	20799	21493	22215
61B	BASIS LINE	18803	19459	20152	20799	21493	22215
61C	DIFFERENCE	0	0	0	0	0	0
61D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
TOTAL FOREIGN AUTO PRICES:							
351	SUBCOMPACT						
351A	ALTERNATE	7849	8093	8346	8610	8883	9166
351B	BASIS LINE	7849	8093	8346	8610	8883	9166
351C	DIFFERENCE	0	0	0	0	0	0
351D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
451	COMPACT						
451A	ALTERNATE	14483	15010	15557	16124	16709	17316
451B	BASIS LINE	14483	15010	15557	16124	16709	17316
451C	DIFFERENCE	0	0	0	0	0	0
451D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
551	LUXURY						
551A	ALTERNATE	31623	32949	34333	35774	37272	38841
551B	BASIS LINE	31623	32949	34333	35774	37272	38841
551C	DIFFERENCE	0	0	0	0	0	0
551D	7% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	I T E M	1999	2000
1 TOTAL DOMESTIC AUTO PRICES:			
21			
31	SUBCOMPACT		
41	ALTERNATE	10228.	10601.
51	BASELINE	10228.	10601.
61	DIFFERENCE	0.	0.
71	% DIFFERENCE	0.0	0.0
81			
91	COMPACT		
101	ALTERNATE	11662.	12068.
111	BASELINE	11662.	12068.
121	DIFFERENCE	0.	0.
131	% DIFFERENCE	0.0	0.0
141			
151	MID-SIZE		
161	ALTERNATE	13597.	14054.
171	BASELINE	13597.	14054.
181	DIFFERENCE	0.	0.
191	% DIFFERENCE	0.0	0.0
201			
211	FULL-SIZE		
221	ALTERNATE	15167.	15673.
231	BASELINE	15167.	15673.
241	DIFFERENCE	0.	0.
251	% DIFFERENCE	0.0	0.0
261			
271	LUXURY		
281	ALTERNATE	22945.	23711.
291	BASELINE	22945.	23711.
301	DIFFERENCE	0.	0.
311	% DIFFERENCE	0.0	0.0
321			
3 TOTAL FOREIGN AUTO PRICES:			
341			
351	SUBCOMPACT		
361	ALTERNATE	9460.	9768.
371	BASELINE	9460.	9768.
381	DIFFERENCE	0.	0.
391	% DIFFERENCE	0.0	0.0
401			
411	COMPACT		
421	ALTERNATE	17944.	18506.
431	BASELINE	17944.	18506.
441	DIFFERENCE	0.	0.
451	% DIFFERENCE	0.0	0.0
461			
471	LUXURY		
481	ALTERNATE	40473.	42178.
491	BASELINE	40473.	42178.
501	DIFFERENCE	0.	0.
511	% DIFFERENCE	0.0	0.0

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 OPEA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.13 USED CAR MARKET

LINE	ITEM	1975	1976	1977	1978	1979	1980
11	AVERAGE WHOLESALE PRICE						
12	ALTERNATE	2009.33	2150.65	2202.97	2369.04	2572.58	2742.68
13	BASLINE	2009.33	2150.65	2200.92	2367.88	2576.64	2752.71
14	DIFFERENCE	0.0	0.0	2.05	1.16	-4.06	-10.03
15	5% DIFFERENCE	0.0	0.0	0.09	0.05	-0.16	-0.56
61							
71	PRICE OF 1 YR OLD CAR/NEW CAR						
91							
101	SURCOMPACT						
111	ALTERNATE	0.874	0.856	0.791	0.788	0.809	0.808
121	BASLINE	0.874	0.856	0.786	0.776	0.798	0.806
131	DIFFERENCE	0.0	0.0	0.005	0.012	0.011	0.002
141	5% DIFFERENCE	0.0	0.0	0.05	1.54	1.36	0.24
151							
161	COMPACT						
171	ALTERNATE	0.825	0.786	0.708	0.713	0.733	0.724
181	BASLINE	0.825	0.746	0.705	0.704	0.724	0.723
191	DIFFERENCE	0.0	0.0	0.003	0.008	0.008	0.002
201	5% DIFFERENCE	0.0	0.0	0.44	1.15	1.14	0.24
211							
221	MID-SIZE						
231	ALTERNATE	0.636	0.697	0.631	0.634	0.646	0.653
241	BASLINE	0.636	0.697	0.624	0.631	0.643	0.653
251	DIFFERENCE	0.0	0.0	0.002	0.003	0.003	0.000
261	5% DIFFERENCE	0.0	0.0	0.33	0.54	0.50	0.07
271							
281	FULL SIZE						
291	ALTERNATE	0.648	0.691	0.598	0.587	0.617	0.623
301	BASLINE	0.648	0.691	0.592	0.573	0.604	0.621
311	DIFFERENCE	0.0	0.0	0.006	0.014	0.013	0.002
321	5% DIFFERENCE	0.0	0.0	1.01	2.39	2.17	0.38
331							
341	LUXURY						
351	ALTERNATE	0.716	0.738	0.692	0.685	0.701	0.704
361	BASLINE	0.716	0.738	0.689	0.678	0.694	0.703
371	DIFFERENCE	0.0	0.0	0.003	0.007	0.007	0.001
381	5% DIFFERENCE	0.0	0.0	0.46	1.08	1.01	0.18
391							
401							
411	TOTAL USED CARS PURCHASED						
421	ALTERNATE	16.89	18.95	15.46	15.61	16.74	17.39
431	BASLINE	16.89	18.95	15.50	15.41	16.52	17.34
441	DIFFERENCE	0.0	0.0	-0.04	0.20	0.21	0.05
451	5% DIFFERENCE	0.0	0.0	-0.26	1.30	1.30	0.28

TABLE 3.13 USED CAR MARKET

LINE	TYPE	1981	1982	1983	1984	1985	1986
1	AVERAGE WHOLESALE PRICE						
2	1 ALTERNATE	2862.19	2982.24	3132.05	3260.96	3374.80	3509.34
3	BASELINE	2873.15	2989.37	3135.36	3258.97	3371.51	3506.83
4	DIFFERENCE	-10.96	-7.14	-1.31	2.00	3.29	2.52
5	% DIFFERENCE	-0.38	-0.24	-0.04	0.06	0.10	0.07
6							
7							
8	PRICE OF 1 YR OLD CAR/NEW CAR:						
9							
10	SUBCOMPACT						
11	1 ALTERNATE	0.793	0.774	0.796	0.810	0.811	0.819
12	BASELINE	0.788	0.782	0.803	0.813	0.813	0.819
13	DIFFERENCE	-0.006	-0.007	-0.005	-0.003	-0.002	-0.000
14	% DIFFERENCE	-0.75	-0.91	-0.63	-0.41	-0.19	-0.02
15							
16	COMPACT						
17	1 ALTERNATE	0.695	0.686	0.706	0.712	0.712	0.719
18	BASELINE	0.699	0.691	0.709	0.714	0.713	0.719
19	DIFFERENCE	-0.004	-0.005	-0.004	-0.003	-0.001	-0.000
20	% DIFFERENCE	-0.56	-0.74	-0.52	-0.35	-0.17	-0.02
21							
22	MID-SIZE						
23	1 ALTERNATE	0.651	0.647	0.653	0.658	0.658	0.662
24	BASELINE	0.653	0.649	0.654	0.659	0.656	0.662
25	DIFFERENCE	-0.002	-0.002	-0.002	-0.001	-0.000	-0.000
26	% DIFFERENCE	-0.26	-0.32	-0.24	-0.16	-0.07	-0.00
27							
28	FULL SIZE						
29	1 ALTERNATE	0.606	0.596	0.619	0.637	0.640	0.647
30	BASELINE	0.613	0.604	0.625	0.641	0.642	0.647
31	DIFFERENCE	-0.007	-0.008	-0.006	-0.004	-0.002	-0.000
32	% DIFFERENCE	-1.10	-1.32	-0.96	-0.63	-0.29	-0.03
33							
34	LUXURY						
35	1 ALTERNATE	0.695	0.690	0.702	0.712	0.713	0.717
36	BASELINE	0.699	0.694	0.706	0.714	0.714	0.717
37	DIFFERENCE	-0.004	-0.004	-0.003	-0.002	-0.001	-0.000
38	% DIFFERENCE	-0.52	-0.61	-0.45	-0.30	-0.14	-0.01
39							
40							
41	TOTAL USED CARS PURCHASED						
42	1 ALTERNATE	17.40	16.62	17.74	18.74	18.82	19.05
43	BASELINE	17.71	16.90	17.92	18.88	18.89	19.08
44	DIFFERENCE	-0.30	-0.28	-0.18	-0.13	-0.07	-0.03
45	% DIFFERENCE	-1.70	-1.67	-1.03	-0.70	-0.37	-0.15

TABLE 3.13 USED CAR MARKET

LINE	TYPE	1987	1988	1989	1990	1991	1992
	WHOLESALE PRICE						
11	AVERAGE	3644.77	3781.07	3927.69	4087.31	4248.16	4417.54
21	ALTERNATE	3644.77	3781.07	3927.69	4087.31	4248.16	4417.54
31	BASELINE	3644.77	3781.07	3927.69	4087.31	4248.16	4417.54
41	DIFFERENCE	0.15	-2.29	-3.71	-4.88	-5.06	-5.06
51	SIX DIFFERENCE	0.00	-0.06	-0.09	-0.11	-0.11	-0.11
61							
71							
81	PRICE OF 1 YR OLD CAR/NEW CAR						
91							
101	SUBCOMPACT						
111	ALTERNATE	0.824	0.821	0.815	0.808	0.807	0.810
121	BASELINE	0.823	0.820	0.813	0.805	0.805	0.809
131	DIFFERENCE	0.001	0.001	0.002	0.002	0.002	0.001
141	SIX DIFFERENCE	0.10	0.18	0.23	0.24	0.19	0.11
151							
161	COMPACT						
171	ALTERNATE	0.723	0.720	0.716	0.710	0.707	0.710
181	BASELINE	0.722	0.719	0.714	0.709	0.706	0.709
191	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
201	SIX DIFFERENCE	0.09	0.16	0.21	0.21	0.17	0.10
211							
221	MID-SIZE						
231	ALTERNATE	0.663	0.662	0.660	0.659	0.657	0.659
241	BASELINE	0.663	0.662	0.659	0.658	0.657	0.659
251	DIFFERENCE	0.000	0.000	0.001	0.001	0.000	0.000
261	SIX DIFFERENCE	0.04	0.07	0.09	0.09	0.08	0.04
271							
281	FULL SIZE						
291	ALTERNATE	0.654	0.651	0.643	0.635	0.636	0.638
301	BASELINE	0.653	0.649	0.641	0.633	0.634	0.637
311	DIFFERENCE	0.001	0.002	0.002	0.002	0.002	0.001
321	SIX DIFFERENCE	0.15	0.28	0.36	0.37	0.29	0.17
331							
341	LUXURY						
351	ALTERNATE	0.720	0.719	0.715	0.710	0.711	0.712
361	BASELINE	0.720	0.718	0.713	0.709	0.710	0.712
371	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
381	SIX DIFFERENCE	0.07	0.14	0.17	0.18	0.14	0.08
391							
401							
411	TOTAL USED CARS PURCHASED						
421	ALTERNATE	19.60	19.68	19.62	19.64	19.63	19.98
431	BASELINE	19.61	19.69	19.63	19.65	19.67	20.04
441	DIFFERENCE	-0.01	-0.01	-0.01	-0.01	-0.03	-0.05
451	SIX DIFFERENCE	-0.06	-0.03	-0.03	-0.07	-0.16	-0.27

TABLE 3.13 USED CAR MARKET

LINE	TYPE	1993	1994	1995	1996	1997	1998
11	AVERAGE WHOLESALE PRICE						
21	ALTERNATE	4583.55	4750.45	4926.43	5101.09	5282.15	5471.73
31	BASELINE	4588.36	4754.64	4929.76	5103.71	5284.11	5473.54
41	DIFFERENCE	-4.81	-4.19	-3.32	-2.63	-1.96	-1.81
51	% DIFFERENCE	-0.10	-0.09	-0.07	-0.05	-0.04	-0.03
61							
71							
81	PRICE OF 1 YR OLD CAR/NEW CAR						
91							
101	SUBCOMPACT						
111	ALTERNATE	0.810	0.805	0.805	0.807	0.809	0.811
121	BASELINE	0.810	0.809	0.809	0.809	0.810	0.812
131	DIFFERENCE	0.000	-0.001	-0.001	-0.001	-0.001	-0.001
141	% DIFFERENCE	0.02	-0.07	-0.12	-0.13	-0.11	-0.07
151							
161	COMPACT						
171	ALTERNATE	0.710	0.705	0.708	0.706	0.707	0.709
181	BASELINE	0.710	0.708	0.709	0.707	0.708	0.710
191	DIFFERENCE	0.000	-0.003	-0.001	-0.001	-0.001	-0.000
201	% DIFFERENCE	0.02	-0.05	-0.10	-0.11	-0.09	-0.05
211							
221	MID-SIZE						
231	ALTERNATE	0.659	0.658	0.658	0.659	0.659	0.659
241	BASELINE	0.659	0.659	0.658	0.659	0.659	0.659
251	DIFFERENCE	0.000	-0.000	-0.000	-0.000	-0.000	-0.000
261	% DIFFERENCE	0.01	-0.02	-0.04	-0.05	-0.04	-0.02
271							
281	FULL SIZE						
291	ALTERNATE	0.639	0.637	0.636	0.638	0.639	0.641
301	BASELINE	0.639	0.638	0.637	0.639	0.640	0.642
311	DIFFERENCE	0.000	-0.001	-0.001	-0.001	-0.001	-0.001
321	% DIFFERENCE	0.03	-0.10	-0.16	-0.20	-0.17	-0.10
331							
341	LUXURY						
351	ALTERNATE	0.713	0.712	0.711	0.712	0.712	0.714
361	BASELINE	0.713	0.712	0.711	0.713	0.713	0.714
371	DIFFERENCE	0.000	-0.000	-0.001	-0.001	-0.001	-0.000
381	% DIFFERENCE	0.01	-0.05	-0.09	-0.10	-0.08	-0.05
391							
401							
411	TOTAL USED CARS PURCHASED						
421	ALTERNATE	20.24	20.33	20.41	20.42	20.72	20.98
431	BASELINE	20.32	20.43	20.51	20.72	20.82	21.06
441	DIFFERENCE	-0.08	-0.10	-0.10	-0.10	-0.09	-0.08
451	% DIFFERENCE	-0.38	-0.47	-0.51	-0.50	-0.45	-0.39

TABLE 3.13 USED CAR MARKET

LINE	I F M	1999	2000
	WHOLESALE PRICE		
11	AVERAGE		
12	ALTERNATE	5664.21	5865.21
13	BASELINE	5666.34	5667.92
14	DIFFERENCE	-2.14	-2.71
15	% DIFFERENCE	-0.04	-0.05
61			
71			
81	PRICE OF 1 YR OLD CAR/4% CAR		
91			
101	SUBCOMPACT		
111	ALTERNATE	0.812	0.812
121	BASELINE	0.812	0.812
131	DIFFERENCE	-0.000	0.000
141	% DIFFERENCE	-0.02	0.02
151			
161	COMPACT		
171	ALTERNATE	0.709	0.709
181	BASELINE	0.709	0.709
191	DIFFERENCE	-0.000	0.000
201	% DIFFERENCE	-0.02	0.02
211			
221	MID-SIZE		
231	ALTERNATE	0.660	0.660
241	BASELINE	0.660	0.660
251	DIFFERENCE	-0.000	0.000
261	% DIFFERENCE	-0.01	0.01
271			
281	FULL SIZE		
291	ALTERNATE	0.642	0.642
301	BASELINE	0.643	0.642
311	DIFFERENCE	-0.000	0.000
321	% DIFFERENCE	-0.03	0.03
331			
341	LUXURY		
351	ALTERNATE	0.714	0.714
361	BASELINE	0.714	0.714
371	DIFFERENCE	-0.000	0.000
381	% DIFFERENCE	-0.02	0.01
391			
401			
411	TOTAL USED CARS PURCHASED	21.15	21.21
421	ALTERNATE	21.22	21.28
431	BASELINE	-0.07	-0.06
441	DIFFERENCE	-0.33	-0.28
451	% DIFFERENCE		

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 BEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	ITEM	1975	1976	1977	1978	1979	1980
1	UNDERSIZED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
31	SUBCOMPACT & COMPACT						
41	ALTERNATE	0.4246	0.4080	0.4021	0.3968	0.3927	0.4041
51	BASELINE	0.4246	0.4080	0.3948	0.3898	0.3929	0.3975
61	DIFFERENCE	0.0	0.0	0.0073	0.0070	0.0068	0.0066
71	DIFFERENCE	0.0	0.0	1.85	1.80	1.73	1.67
81	DIFFERENCE						
91	DIFFERENCE						
101	MID-SIZE						
111	ALTERNATE	0.2315	0.2352	0.2344	0.2350	0.2359	0.2352
121	BASELINE	0.2315	0.2352	0.2358	0.2364	0.2372	0.2364
131	DIFFERENCE	0.0	0.0	-0.0015	-0.0014	-0.0013	-0.0012
141	DIFFERENCE	0.0	0.0	-0.63	-0.58	-0.54	-0.51
151	DIFFERENCE						
161	FULL SIZE						
171	ALTERNATE	0.2418	0.2786	0.2879	0.2950	0.2675	0.2798
181	BASELINE	0.2418	0.2786	0.3005	0.3071	0.2993	0.2915
191	DIFFERENCE	0.0	0.0	-0.0126	-0.0122	-0.0117	-0.0115
201	DIFFERENCE	0.0	0.0	-4.19	-3.96	-3.93	-3.94
211	DIFFERENCE						
221	LUXURY						
231	ALTERNATE	0.0901	0.0900	0.0900	0.0903	0.0912	0.0921
241	BASELINE	0.0901	0.0900	0.0900	0.0903	0.0912	0.0921
251	DIFFERENCE	0.0	0.0	0.0000	0.0000	0.0000	0.0000
261	DIFFERENCE	0.0	0.0	0.01	0.02	0.02	0.01
271	DIFFERENCE						
281	TOTAL						
291	ALTERNATE	0.9880	1.0118	1.0144	1.0171	1.0144	1.0113
301	BASELINE	0.9880	1.0118	1.0211	1.0236	1.0206	1.0173
311	DIFFERENCE	0.0	0.0	-0.0067	-0.0065	-0.0062	-0.0060
321	DIFFERENCE	0.0	0.0	-0.66	-0.64	-0.61	-0.59
331	DIFFERENCE						

TABLE 3.16 UNADJUSTED SHARES BY SIZE CLASS

LINE	TITLE	1981	1982	1983	1984	1985	1986
1	INDUSTRIAL SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
31							
41	SURCOMPACT & COMPANY						
51	ALTERNATE	0.4026	0.4011	0.3988	0.3949	0.3907	0.3894
61	BASELINE	0.3960	0.3945	0.3925	0.3888	0.3847	0.3833
71	DIFFERENCE	0.0066	0.0065	0.0063	0.0061	0.0060	0.0061
81	RISK DIFFERENCE	1.66	1.64	1.61	1.58	1.57	1.59
91							
101	MID-SIZE						
111	ALTERNATE	0.2361	0.2351	0.2363	0.2372	0.2367	0.2369
121	BASELINE	0.2372	0.2372	0.2373	0.2382	0.2376	0.2377
131	DIFFERENCE	-0.0011	-0.0011	-0.0010	-0.0009	-0.0009	-0.0008
141	RISK DIFFERENCE	-0.448	-0.45	-0.43	-0.40	-0.37	-0.38
151							
161	FULL SIZE						
171	ALTERNATE	0.2767	0.2767	0.2816	0.2864	0.2927	0.2983
181	BASELINE	0.2882	0.2903	0.2926	0.2970	0.3031	0.3093
191	DIFFERENCE	-0.0115	-0.0113	-0.0110	-0.0106	-0.0104	-0.0105
201	RISK DIFFERENCE	-4.00	-3.91	-3.76	-3.57	-3.42	-3.50
211							
221	LUXURY						
231	ALTERNATE	0.0931	0.0940	0.0948	0.0956	0.0966	0.0974
241	BASELINE	0.0931	0.0940	0.0948	0.0956	0.0965	0.0973
251	DIFFERENCE	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
261	RISK DIFFERENCE	0.01	0.01	0.02	0.02	0.03	0.03
271							
281	TOTAL						
291	ALTERNATE	1.0084	1.0099	1.0115	1.0141	1.0167	1.0124
301	BASELINE	1.0145	1.0158	1.0171	1.0195	1.0219	1.0177
311	DIFFERENCE	-0.0061	-0.0059	-0.0057	-0.0054	-0.0052	-0.0053
321	RISK DIFFERENCE	-0.460	-0.58	-0.54	-0.53	-0.51	-0.52

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	T Y P E	1987	1988	1989	1990	1991	1992
UNDESIR'D SHARES IN STOCK							
21 BEFORE RECONCILING SUM TO 1.0							
31							
41	SURCOMPACT X COMPACT						
51	INITIALTERMATE	0.3873	0.3854	0.3836	0.3823	0.3812	0.3791
61	BASELINE	0.3812	0.3793	0.3775	0.3761	0.3750	0.3729
71	DIFFERENCE	0.0061	0.0061	0.0061	0.0062	0.0062	0.0062
81	% DIFFERENCE	1.59	1.61	1.62	1.64	1.65	1.66
91							
101	MID-SIZE						
111	INITIALTERMATE	0.2365	0.2361	0.2357	0.2359	0.2347	0.2349
121	BASELINE	0.2374	0.2370	0.2366	0.2368	0.2357	0.2359
131	DIFFERENCE	-0.0009	-0.0009	-0.0009	-0.0009	-0.0009	-0.0010
141	% DIFFERENCE	-0.38	-0.39	-0.39	-0.40	-0.40	-0.40
151							
161	FULL SIZE						
171	INITIALTERMATE	0.2870	0.2842	0.2818	0.2778	0.2759	0.2723
181	BASELINE	0.2975	0.2948	0.2925	0.2886	0.2867	0.2832
191	DIFFERENCE	-0.0105	-0.0106	-0.0107	-0.0108	-0.0109	-0.0109
201	% DIFFERENCE	-3.53	-3.60	-3.64	-3.73	-3.79	-3.85
211							
221	LUXURY						
231	INITIALTERMATE	0.0923	0.0992	0.1002	0.1011	0.1021	0.1031
241	BASELINE	0.0982	0.0992	0.1001	0.1011	0.1021	0.1031
251	DIFFERENCE	0.0060	0.0000	0.0000	0.0000	0.0000	0.0000
261	% DIFFERENCE	0.03	0.03	0.03	0.02	0.02	0.02
271							
281	TOTAL	1.0091	1.0049	1.0013	0.9971	0.9919	0.9895
291	INITIALTERMATE	1.0144	1.0103	1.0067	1.0027	0.9995	0.9952
301	BASELINE	-0.0053	-0.0054	-0.0054	-0.0055	-0.0056	-0.0056
311	DIFFERENCE	-0.52	-0.53	-0.54	-0.55	-0.56	-0.57
321	% DIFFERENCE						

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	ITEM	1993	1994	1995	1996	1997	1998
UNDESIRABLE SHARES IN STOCK							
BEFORE RECONCILING SUM TO 1.0							
31							
41	SURCOMPACT & COMPACT						
	SUBTOTAL	0.3766	0.3739	0.3717	0.3689	0.3667	0.3650
	BASELINE	0.3704	0.3677	0.3655	0.3627	0.3604	0.3588
	DIFFERENCE	0.0062	0.0062	0.0062	0.0062	0.0062	0.0062
	DIFFERENCE	1.68	1.69	1.73	1.71	1.73	1.74
91							
101	MID-SIZE						
	SUBTOTAL	0.2346	0.2382	0.2339	0.2337	0.2334	0.2331
	BASELINE	0.2355	0.2352	0.2349	0.2346	0.2343	0.2341
	DIFFERENCE	-0.0010	-0.0010	-0.0010	-0.0010	-0.0010	-0.0010
	DIFFERENCE	-0.41	-0.41	-0.41	-0.42	-0.42	-0.42
151							
161	FULL SIZE						
	SUBTOTAL	0.2703	0.2684	0.2662	0.2655	0.2645	0.2634
	BASELINE	0.2812	0.2794	0.2772	0.2767	0.2757	0.2747
	DIFFERENCE	-0.0110	-0.0110	-0.0111	-0.0112	-0.0112	-0.0113
	DIFFERENCE	-3.90	-3.95	-4.00	-4.04	-4.06	-4.12
211							
221	LUXURY						
	SUBTOTAL	0.1042	0.1052	0.1063	0.1074	0.1084	0.1095
	BASELINE	0.1042	0.1052	0.1063	0.1074	0.1084	0.1095
	DIFFERENCE	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
	DIFFERENCE	0.02	0.02	0.02	0.02	0.02	0.02
261	TOTAL						
	SUBTOTAL	0.9856	0.9816	0.9781	0.9755	0.9730	0.9710
	BASELINE	0.9913	0.9875	0.9839	0.9814	0.9790	0.9771
	DIFFERENCE	-0.0057	-0.0059	-0.0058	-0.0059	-0.0060	-0.0060
	DIFFERENCE	-0.58	-0.58	-0.59	-0.60	-0.61	-0.62

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	TYPE	1999	2000
UNDESIRABLE SHARES IN STOCK			
BEFORE RECONCILING SUM TO 1.0			
31			
41	SUNCOMPACT & COMPACT		
	51ALTERNATE	0,3634	0,3614
	61BASELINE	0,3572	0,3551
	71DIFFERENCE	0,0063	0,0063
	81% DIFFERENCE	1,75	1,77
91			
101	MID-SIZE		
	111ALTERNATE	0,2328	0,2333
	121BASELINE	0,2338	0,2343
	131DIFFERENCE	-0,0010	-0,0010
	141% DIFFERENCE	-0,42	-0,43
151			
161	FULL SIZE		
	171ALTERNATE	0,2627	0,2621
	181BASELINE	0,2741	0,2736
	191DIFFERENCE	-0,0114	-0,0115
	201% DIFFERENCE	-4,16	-4,20
211			
221	LUXURY		
	231ALTERNATE	0,1105	0,1115
	241BASELINE	0,1105	0,1115
	251DIFFERENCE	0,0000	0,0000
	261% DIFFERENCE	0,02	0,02
271			
281	TOTAL		
	291ALTERNATE	0,9695	0,9683
	301BASELINE	0,9756	0,9744
	311DIFFERENCE	-0,0061	-0,0062
	321% DIFFERENCE	-0,63	-0,63

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
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INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS "

LINE	ITEM	1975	1976	1977	1978	1979	1980
UNADJUSTED SHARES IN NEW REGISTRATIONS							
PIRELLA RECONCILING SUM TO 1.0							
31	SUBCOMPACT & COMPACT						
41	SUBCOMPACT	0.5085	0.4285	0.4319	0.4172	0.4188	0.4230
51	SUBCOMPACT	0.5085	0.4285	0.4172	0.4037	0.4063	0.4115
61	SUBCOMPACT	0.0	0.0	0.0147	0.0135	0.0125	0.0115
71	SUBCOMPACT	0.0	0.0	3.53	3.35	3.07	2.79
81	SUBCOMPACT						
91	SUBCOMPACT						
MID-SIZE							
101	MID-SIZE	0.2273	0.2846	0.2578	0.2412	0.2291	0.2295
111	MID-SIZE	0.2273	0.2846	0.2574	0.2408	0.2287	0.2292
121	MID-SIZE	0.0	0.0	0.0004	0.0004	0.0004	0.0003
131	MID-SIZE	0.0	0.0	0.16	0.17	0.19	0.15
141	MID-SIZE						
FULL SIZE							
151	FULL SIZE	0.1690	0.1983	0.2412	0.2781	0.2749	0.2705
161	FULL SIZE	0.1690	0.1983	0.2593	0.2951	0.2903	0.2841
171	FULL SIZE	0.0	0.0	-0.0181	-0.0170	-0.0154	-0.0136
181	FULL SIZE	0.0	0.0	-6.98	-5.76	-5.32	-4.77
191	FULL SIZE						
201	FULL SIZE						
LUXURY							
211	LUXURY	0.0927	0.0917	0.0911	0.0912	0.0925	0.0938
221	LUXURY	0.0927	0.0917	0.0910	0.0912	0.0925	0.0938
231	LUXURY	0.0	0.0	0.0000	0.0000	0.0000	-0.0000
241	LUXURY	0.0	0.0	0.04	0.04	0.01	-0.04
251	LUXURY						
261	LUXURY						
271	LUXURY						
TOTAL							
281	TOTAL	0.9975	1.0031	1.0219	1.0278	1.0152	1.0168
291	TOTAL	0.9975	1.0031	1.0248	1.0309	1.0178	1.0186
301	TOTAL	0.0	0.0	-0.0029	-0.0030	-0.0025	-0.0018
311	TOTAL	0.0	0.0	-0.29	-0.30	-0.25	-0.17
321	TOTAL						

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	DESIRED SHARES IN NEW REGISTRATIONS						
2	BEFORE RECONCILING SUM TO 1.0						
31	SUBCOMPACT & COMPACT						
31A	ALTERNATE	0.4195	0.4148	0.4099	0.4029	0.3963	0.3983
31B	BASELINE	0.4088	0.4048	0.4008	0.3944	0.3983	0.3901
31C	DIFFERENCE	0.0107	0.0100	0.0092	0.0085	0.0080	0.0082
31D	81% DIFFERENCE	2.464	2.47	2.429	2.115	2.106	2.09
41	MID-SIZE						
41A	ALTERNATE	0.2326	0.2320	0.2320	0.2333	0.2320	0.2354
41B	BASELINE	0.2322	0.2316	0.2317	0.2330	0.2316	0.2350
41C	DIFFERENCE	0.0004	0.0004	0.0004	0.0004	0.0004	0.0004
41D	81% DIFFERENCE	0.18	0.16	0.15	0.15	0.16	0.18
51	FULL SIZE						
51A	ALTERNATE	0.2726	0.2793	0.2851	0.2917	0.2998	0.2918
51B	BASELINE	0.2850	0.2902	0.2946	0.3001	0.3075	0.2995
51C	DIFFERENCE	-0.0124	-0.0109	-0.0096	-0.0085	-0.0078	-0.0080
51D	81% DIFFERENCE	-4.33	-3.76	-3.24	-2.82	-2.52	-2.67
61	LUXURY						
61A	ALTERNATE	0.0951	0.0964	0.0973	0.0984	0.0996	0.1005
61B	BASELINE	0.0952	0.0964	0.0974	0.0984	0.0996	0.1005
61C	DIFFERENCE	-0.0001	-0.0001	-0.0001	-0.0000	-0.0000	-0.0000
61D	81% DIFFERENCE	-0.06	-0.07	-0.06	-0.04	-0.02	-0.01
71	TOTAL						
71A	ALTERNATE	1.0199	1.0225	1.0244	1.0263	1.0276	1.0260
71B	BASELINE	1.0211	1.0231	1.0244	1.0260	1.0270	1.0254
71C	DIFFERENCE	-0.0012	-0.0006	-0.0001	0.0003	0.0006	0.0006
71D	81% DIFFERENCE	-0.12	-0.06	-0.01	0.03	0.06	0.05

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	TYPE	1987	1988	1989	1990	1991	1992
UNREGISTERED SHARES IN NEW REGISTRATIONS							
PIPELINES RECONCILING SUM TO 1.0							
11	SUBCOMPACT & COMPACT						
11A	ALTERNATE	0.3983	0.3992	0.3997	0.4011	0.4022	0.4024
11B	BASELINE	0.5901	0.5908	0.5911	0.5923	0.5932	0.5932
11C	DIFFERENCE	0.0082	0.0084	0.0086	0.0088	0.0090	0.0091
11D	DIFFERENCE	2.10	2.15	2.19	2.25	2.29	2.32
12	MID-SIZE						
12A	ALTERNATE	0.2373	0.2388	0.2399	0.2420	0.2407	0.2427
12B	BASELINE	0.2368	0.2383	0.2393	0.2414	0.2401	0.2420
12C	DIFFERENCE	0.0005	0.0005	0.0006	0.0006	0.0006	0.0006
12D	DIFFERENCE	0.20	0.22	0.24	0.25	0.27	0.27
13	FULL SIZE						
13A	ALTERNATE	0.2880	0.2835	0.2801	0.2746	0.2729	0.2695
13B	BASELINE	0.2962	0.2920	0.2889	0.2838	0.2825	0.2792
13C	DIFFERENCE	-0.0082	-0.0085	-0.0088	-0.0092	-0.0096	-0.0097
13D	DIFFERENCE	-2.76	-2.92	-3.06	-3.20	-3.39	-3.49
14	LUXURY						
14A	ALTERNATE	0.1015	0.1025	0.1036	0.1045	0.1055	0.1065
14B	BASELINE	0.1015	0.1025	0.1035	0.1045	0.1055	0.1065
14C	DIFFERENCE	0.0000	0.0000	0.0000	0.0000	0.0001	0.0001
14D	DIFFERENCE	0.00	0.02	0.03	0.04	0.05	0.05
15	TOTAL						
15A	ALTERNATE	1.0251	1.0241	1.0232	1.0223	1.0214	1.0210
15B	BASELINE	1.0246	1.0236	1.0229	1.0220	1.0212	1.0209
15C	DIFFERENCE	0.0005	0.0004	0.0003	0.0002	0.0001	0.0001
15D	DIFFERENCE	0.05	0.04	0.03	0.02	0.01	0.01

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	ITEM	1993	1994	1995	1996	1997	1998
UNREGISTERED SHARES IN NEW REGISTRATIONS							
BEFORE RECONCILING SUM TO 1.0							
31	SUBCOMPACT & COMPACT						
51	ALTERNATE	0.4014	0.4001	0.3993	0.3969	0.3953	0.3944
61	BASELINE	0.5921	0.5908	0.5894	0.5875	0.5856	0.5849
71	DIFFERENCE	0.0092	0.0093	0.0094	0.0094	0.0095	0.0096
81	DIFFERENCE	2.35	2.39	2.41	2.44	2.46	2.48
91							
MID-SIZE							
101	ALTERNATE	0.2432	0.2436	0.2440	0.2441	0.2443	0.2442
111	BASELINE	0.2425	0.2429	0.2433	0.2434	0.2436	0.2434
121	DIFFERENCE	0.0007	0.0007	0.0007	0.0007	0.0007	0.0007
131	DIFFERENCE	0.28	0.28	0.28	0.29	0.29	0.30
141							
FULL SIZE							
151	ALTERNATE	0.2689	0.2687	0.2621	0.2696	0.2702	0.2702
161	BASELINE	0.2788	0.2787	0.2781	0.2797	0.2804	0.2804
171	DIFFERENCE	-0.0099	-0.0100	-0.0101	-0.0101	-0.0102	-0.0102
181	DIFFERENCE	-3.55	-3.59	-3.62	-3.62	-3.63	-3.65
191							
LUXURY							
201	ALTERNATE	0.1076	0.1087	0.1097	0.1106	0.1119	0.1129
211	BASELINE	0.1075	0.1086	0.1097	0.1108	0.1119	0.1129
221	DIFFERENCE	0.0001	0.0000	0.0000	0.0000	0.0000	0.0000
231	DIFFERENCE	0.05	0.04	0.03	0.02	0.02	0.02
241							
TOTAL							
251	ALTERNATE	1.0210	1.0211	1.0211	1.0215	1.0217	1.0217
261	BASELINE	1.0209	1.0210	1.0210	1.0214	1.0216	1.0216
271	DIFFERENCE	0.0001	0.0000	0.0000	0.0001	0.0001	0.0001
281	DIFFERENCE	0.01	0.00	0.00	0.00	0.01	0.01

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1999		2000	
1	REGISTERED SHARES IN NEW REGISTRATIONS				
2	BEFORE RECONCILING SUM TO 1.0				
3					
4	SURCOMPACT & COMPACT				
5	51ALTERNATE	0.3933		0.3913	
6	51BASELINE	0.3837		0.3817	
7	71DIFFERENCE	0.0096		0.0097	
8	81% DIFFERENCE	2.51		2.53	
9					
10	WTO-SIZE				
11	11ALTERNATE	0.2439		0.2452	
12	12BASELINE	0.2432		0.2444	
13	131DIFFERENCE	0.0007		0.0008	
14	141% DIFFERENCE	0.30		0.31	
15					
16	FULL SIZE				
17	17ALTERNATE	0.2706		0.2706	
18	18BASELINE	0.2809		0.2810	
19	191DIFFERENCE	-0.0103		-0.0103	
20	201% DIFFERENCE	-3.66		-3.68	
21					
22	LUXURY				
23	23ALTERNATE	0.1139		0.1149	
24	24BASELINE	0.1139		0.1148	
25	251DIFFERENCE	0.0000		0.0000	
26	261% DIFFERENCE	0.01		0.02	
27					
28	TOTAL				
29	29ALTERNATE	1.0217		1.0220	
30	30BASELINE	1.0216		1.0219	
31	311DIFFERENCE	0.0001		0.0001	
32	321% DIFFERENCE	0.01		0.01	

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 WFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.00 SUMMARY

LINE	J T E M	1975	1976	1977	1978	1979	1980
11	DESIRED STOCK OF AUTOS						
21	ALTERNATE	93,841	97,155	100,417	103,487	105,484	107,303
31	BASELINE	93,841	97,155	100,261	103,261	105,273	107,157
41	DIFFERENCE	0.0	0.0	0.156	0.226	0.210	0.146
51	% DIFFERENCE	0.0	0.0	0.16	0.22	0.20	0.14
61							
71	ACTUAL YEAR-END STOCK OF AUTOS						
81	ALTERNATE	96.64	100.01	103.28	106.28	107.12	107.44
91	BASELINE	96.64	100.01	102.73	105.60	106.57	107.13
101	DIFFERENCE	0.0	0.0	0.54	0.68	0.54	0.31
111	% DIFFERENCE	0.0	0.0	0.53	0.65	0.51	0.29
121							
131	NEW REGISTRATIONS OF AUTOS						
141	ALTERNATE	8,261	10,231	11,877	11,765	11,454	11,595
151	BASELINE	8,261	10,231	11,253	11,586	11,476	11,653
161	DIFFERENCE	0.0	0.0	0.624	0.179	-0.022	-0.058
171	% DIFFERENCE	0.0	0.0	5.54	1.54	-0.19	-0.50
181							
191	FOREIGN NEW REGIS.						
201	ALTERNATE	1,502	1,478	1,601	1,551	1,502	1,513
211	BASELINE	1,502	1,478	1,538	1,536	1,502	1,510
221	DIFFERENCE	0.0	0.0	0.063	0.015	-0.000	0.003
231	% DIFFERENCE	0.0	0.0	4.12	0.95	-0.03	0.20
241							
251	DOMESTIC NEW REGIS.						
261	ALTERNATE	6,759	8,754	10,276	10,215	9,952	10,083
271	BASELINE	6,759	8,754	9,715	10,051	9,974	10,144
281	DIFFERENCE	0.0	0.0	0,560	0,164	-0,022	-0,061
291	% DIFFERENCE	0.0	0.0	5.77	1.63	-0.22	-0.60
301							
311	VEHICLE MILES TRAVELED						
321	ALTERNATE	1029.7	1027.2	1041.6	1061.9	1091.1	1108.3
331	BASELINE	1029.7	1027.2	1040.7	1054.2	1081.4	1099.4
341	DIFFERENCE	0.0	0.0	0.9	7.7	9.8	8.8
351	% DIFFERENCE	0.0	0.0	0.09	0.73	0.90	0.80
361							
371	SCRAPAGE OF AUTOS						
381	ALTERNATE	5,541	6,870	8,606	8,758	10,621	11,274
391	BASELINE	5,541	6,870	8,527	8,717	10,503	11,095
401	DIFFERENCE	0.0	0.0	0,079	0,041	0,118	0,179
411	% DIFFERENCE	0.0	0.0	0.92	0.47	1.12	1.61
421							
431	NEW DOMESTIC EPA TEST M.P.G.						
441	ALTERNATE	16.14	16.65	17.36	18.15	18.88	19.69
451	BASELINE	16.14	16.65	17.38	18.16	18.87	19.65
461	DIFFERENCE	0.0	0.0	-0.02	-0.01	0.00	0.01
471	% DIFFERENCE	0.0	0.0	-0.13	-0.06	0.01	0.06

TABLE 3.00 SUMMARY

LINE	T Y P E	1981	1982	1983	1984	1985	1986
DESIRED STOCK OF AUTOS							
	MILL AUTOS						
1	21ALTERNATE	109,490	111,558	113,391	115,278	117,070	118,885
2	21BASELINE	109,421	111,487	113,319	115,205	116,997	118,812
3	21DIFFERENCE	0,069	0,071	0,073	0,073	0,074	0,074
4	21% DIFFERENCE	0.06	0.06	0.06	0.06	0.06	0.06
ACTUAL VEHICLE STOCK OF AUTOS							
5	21ALTERNATE	108,73	110,45	112,61	114,61	116,79	118,66
6	21BASELINE	108,51	110,45	112,40	114,40	116,61	118,52
7	21DIFFERENCE	0,21	0,20	0,21	0,21	0,18	0,13
8	21% DIFFERENCE	0.20	0.18	0.18	0.18	0.16	0.11
NEW REGISTRATIONS OF AUTOS							
9	21ALTERNATE	12,663	12,409	12,160	12,283	12,321	12,171
10	21BASELINE	12,730	12,461	12,211	12,335	12,359	12,189
11	21DIFFERENCE	-0,067	-0,052	-0,051	-0,052	-0,038	-0,018
12	21% DIFFERENCE	-0.52	-0.42	-0.42	-0.42	-0.31	-0.15
FOREIGN NEW REGIS.							
13	21ALTERNATE	1,586	1,534	1,481	1,458	1,430	1,435
14	21BASELINE	1,579	1,528	1,477	1,456	1,428	1,431
15	21DIFFERENCE	0,007	0,006	0,004	0,002	0,002	0,003
16	21% DIFFERENCE	0.45	0.41	0.29	0.17	0.17	0.22
DOMESTIC NEW REGIS.							
17	21ALTERNATE	11,077	10,875	10,679	10,825	10,890	10,736
18	21BASELINE	11,151	10,934	10,735	10,879	10,931	10,758
19	21DIFFERENCE	-0,074	-0,059	-0,056	-0,055	-0,040	-0,021
20	21% DIFFERENCE	-0.66	-0.54	-0.52	-0.50	-0.37	-0.20
VEHICLE MILES TRAVELED							
21	21ALTERNATE	1122,4	1149,6	1177,4	1198,5	1219,7	1237,4
22	21BASELINE	1114,6	1143,2	1172,1	1194,4	1216,6	1235,1
23	21DIFFERENCE	7,8	6,4	5,3	4,2	3,2	2,3
24	21% DIFFERENCE	0.70	0.56	0.45	0.35	0.26	0.19
SCRAPAGE OF AUTOS							
25	21ALTERNATE	11,373	10,491	10,198	10,279	10,138	10,308
26	21BASELINE	11,349	10,529	10,256	10,334	10,148	10,279
27	21DIFFERENCE	0,024	-0,038	-0,058	-0,055	-0,011	0,029
28	21% DIFFERENCE	0.21	-0.36	-0.56	-0.53	-0.10	0.28
NEW DOMESTIC EPA TEST M.P.G.							
29	21ALTERNATE	20,28	20,87	21,51	22,17	22,72	23,09
30	21BASELINE	20,26	20,86	21,49	22,16	22,72	23,08
31	21DIFFERENCE	0,02	0,02	0,01	0,01	0,01	0,01
32	21% DIFFERENCE	0.09	0.07	0.06	0.05	0.04	0.03

TABLE 3.00 SUMMARY

LINE	ITEM	1987	1988	1989	1990	1991	1992
11	UNDESIRED STOCK OF AUTOS						
	MILL AUTOS						
21	ALTERNATE	120,555	122,019	123,344	124,621	125,991	127,164
31	BASELINE	120,482	121,946	123,271	124,549	125,918	127,092
41	DIFFERENCE	0,073	0,073	0,072	0,072	0,072	0,072
51	% DIFFERENCE	0,06	0,06	0,06	0,06	0,06	0,06
61							
71	ACTUAL YR-END STOCK OF AUTOS						
	MILL AUTOS						
81	ALTERNATE	120,17	121,35	122,28	123,08	124,05	124,97
91	BASELINE	120,09	121,33	122,28	123,09	124,05	124,94
101	DIFFERENCE	0,08	0,03	-0,01	-0,01	-0,00	0,03
111	% DIFFERENCE	0,06	0,02	-0,00	-0,01	-0,00	0,02
121							
131	NEW REGISTRATIONS OF AUTOS						
	MILL AUTOS						
141	ALTERNATE	12,302	12,555	12,879	13,245	13,305	13,353
151	BASELINE	12,295	12,525	12,834	13,194	13,261	13,324
161	DIFFERENCE	0,007	0,030	0,046	0,052	0,045	0,029
171	% DIFFERENCE	0,06	0,24	0,36	0,39	0,34	0,22
181							
191	FOREIGN NEW REGTS.						
	MILL AUTOS						
201	ALTERNATE	1,454	1,495	1,535	1,593	1,606	1,614
211	BASELINE	1,449	1,489	1,528	1,586	1,602	1,613
221	DIFFERENCE	0,005	0,006	0,007	0,006	0,004	0,001
231	% DIFFERENCE	0,33	0,41	0,44	0,39	0,27	0,08
241							
251	DOMESTIC NEW REGTS.						
	MILL AUTOS						
261	ALTERNATE	10,848	11,060	11,345	11,653	11,699	11,739
271	BASELINE	10,846	11,037	11,305	11,607	11,658	11,711
281	DIFFERENCE	0,002	0,024	0,039	0,046	0,041	0,028
291	% DIFFERENCE	0,02	0,22	0,35	0,39	0,35	0,24
301							
311	VEHICLE MILES TRAVELED						
	MILL MILES						
321	ALTERNATE	1251,1	1262,5	1273,8	1285,7	1297,8	1311,6
331	BASELINE	1249,3	1261,0	1271,9	1283,2	1294,7	1307,9
341	DIFFERENCE	1,7	1,5	1,8	2,4	3,1	3,8
351	% DIFFERENCE	0,14	0,12	0,15	0,19	0,24	0,29
361							
371	SCRAPAGE OF AUTOS						
	MILL AUTOS						
381	ALTERNATE	10,794	11,367	11,957	12,444	12,334	12,428
391	BASELINE	10,720	11,287	11,880	12,363	12,303	12,429
401	DIFFERENCE	0,066	0,080	0,077	0,061	0,031	-0,001
411	% DIFFERENCE	0,61	0,71	0,65	0,49	0,25	-0,01
421							
431	DOMESTIC FPA TEST M.P.G.						
	MILL AUTOS						
441	ALTERNATE	23,44	23,81	24,19	24,58	24,77	24,95
451	BASELINE	23,44	23,81	24,18	24,58	24,77	24,96
461	DIFFERENCE	0,01	0,00	0,00	0,00	-0,00	-0,00
471	% DIFFERENCE	0,02	0,02	0,01	0,00	-0,00	-0,01

TABLE 3.00 SUMMARY

LINE	TITLE	1993	1994	1995	1996	1997	1998
1	UNDESIGNED STOCK OF AUTOS						
2	ALTERNATE	128,187	129,138	130,938	130,939	131,800	132,631
3	BASELINE	128,115	129,067	129,968	130,869	131,731	132,563
4	DIFFERENCE	0,072	0,071	0,071	0,070	0,069	0,068
5	% DIFFERENCE	0,06	0,06	0,05	0,05	0,05	0,05
61	ACTUAL YR-END STOCK OF AUTOS						
7	ALTERNATE	125,90	126,81	127,71	128,65	129,62	130,48
8	BASELINE	125,84	126,72	127,60	128,54	129,51	130,38
9	DIFFERENCE	0,06	0,09	0,11	0,12	0,11	0,10
10	% DIFFERENCE	0,05	0,07	0,09	0,09	0,09	0,07
121	UNIT REGISTRATIONS OF AUTOS						
13	ALTERNATE	13,452	13,575	13,642	13,781	13,785	13,847
14	BASELINE	13,459	13,578	13,654	13,797	13,798	13,853
15	DIFFERENCE	0,012	-0,003	-0,012	-0,015	-0,013	-0,007
16	% DIFFERENCE	0,09	-0,02	-0,09	-0,11	-0,10	-0,05
181	FOREIGN NEW REGIS.						
191	ALTERNATE	1,621	1,627	1,631	1,629	1,618	1,617
201	BASELINE	1,623	1,632	1,638	1,638	1,628	1,628
21	DIFFERENCE	-0,002	-0,005	-0,007	-0,009	-0,010	-0,011
231	% DIFFERENCE	-0,12	-0,31	-0,45	-0,55	-0,62	-0,66
241	DOMESTIC NEW REGIS.						
251	ALTERNATE	11,831	11,947	12,011	12,152	12,167	12,229
261	BASELINE	11,817	11,945	12,016	12,158	12,171	12,226
27	DIFFERENCE	0,014	0,002	-0,005	-0,006	-0,003	0,004
291	% DIFFERENCE	0,12	0,02	-0,04	-0,05	-0,03	0,03
301	VEHICLE MILES TRAVELED						
31	ALTERNATE	1325,8	1339,5	1353,0	1365,6	1377,8	1388,4
32	BASELINE	1321,5	1335,0	1348,5	1361,3	1373,9	1384,9
33	DIFFERENCE	4,3	4,5	4,5	4,3	3,9	3,6
351	% DIFFERENCE	0,32	0,34	0,33	0,31	0,29	0,26
361	SCRAPPAGE OF AUTOS						
37	ALTERNATE	12,526	12,665	12,740	12,840	12,821	12,881
38	BASELINE	12,548	12,697	12,770	12,861	12,829	12,974
39	DIFFERENCE	-0,022	-0,032	-0,030	-0,021	-0,008	0,007
411	% DIFFERENCE	-0,18	-0,25	-0,24	-0,16	-0,07	0,05
421	DOMESTIC EPA TEST M.P.G.						
43	ALTERNATE	25,13	25,30	25,48	25,64	25,81	25,98
44	BASELINE	25,13	25,31	25,48	25,65	25,82	25,99
45	DIFFERENCE	-0,00	-0,01	-0,01	-0,01	-0,01	-0,01
471	% DIFFERENCE	-0,01	-0,02	-0,03	-0,03	-0,04	-0,05

TABLE 3,00 SUMMARY

LINE	I T F M	1999		2000	
1	UNINSURED STOCK OF AUTOS				
2	101 ALTERNATE	133,436		134,102	
3	101 BASELINE	133,566		134,075	
4	101 DIFFERENCE	0,068		0,067	
5	51% DIFFERENCE	0,05		0,05	
6					
7	ACTUAL VR-END STOCK OF AUTOS MILL AUTOS				
8	101 ALTERNATE	131,28		131,97	
9	101 BASELINE	131,19		131,90	
10	101 DIFFERENCE	0,08		0,07	
11	11% DIFFERENCE	0,06		0,05	
12					
13	NEW REGISTRATIONS OF AUTOS MILL AUTOS				
14	101 ALTERNATE	13,940		14,004	
15	101 BASELINE	13,940		13,997	
16	101 DIFFERENCE	-0,000		0,006	
17	11% DIFFERENCE	-0,00		0,05	
18					
19	FOREIGN NEW REGIS.				
20	101 ALTERNATE	1,618		1,613	
21	101 BASELINE	1,630		1,624	
22	101 DIFFERENCE	-0,011		-0,012	
23	11% DIFFERENCE	-0,69		-0,73	
24					
25	DOMESTIC NEW REGIS.				
26	101 ALTERNATE	12,321		12,391	
27	101 BASELINE	12,311		12,373	
28	101 DIFFERENCE	0,011		0,018	
29	11% DIFFERENCE	0,09		0,15	
30					
31	VEHICLE MILES TRAVELED				
32	101 ALTERNATE	1397,9		1405,2	
33	101 BASELINE	1394,6		1402,1	
34	101 DIFFERENCE	3,3		3,1	
35	11% DIFFERENCE	0,23		0,22	
36					
37	SCRAPAGE OF AUTOS				
38	101 ALTERNATE	13,143		13,310	
39	101 BASELINE	13,130		13,289	
40	101 DIFFERENCE	0,013		0,021	
41	11% DIFFERENCE	0,10		0,16	
42					
43	NEW DOMESTIC EPA TEST N.P.G.				
44	101 ALTERNATE	26,15		26,32	
45	101 BASELINE	26,17		26,33	
46	101 DIFFERENCE	-0,01		-0,02	
47	11% DIFFERENCE	-0,05		-0,06	

TABLE 3,00 SUMMARY - CONTINUED

LINE	TYPE	1975					1976					1977					1978					1979					1980				
		M.P.G.					M.P.G.					M.P.G.					M.P.G.					M.P.G.					M.P.G.				
110F1	AUTOS FLEET M.P.G. (EPA)																														
21A	ALTERNATE	17,15	17,15	17,15	17,15	17,15	17,45	17,45	17,45	17,45	17,45	18,07	18,07	18,07	18,07	18,07	18,83	18,83	18,83	18,83	18,83	19,48	19,48	19,48	19,48	19,48	20,21	20,21	20,21	20,21	20,21
31A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,03	0,03	0,03	0,03	0,03	-0,02	-0,02	-0,02	-0,02	-0,02	0,00	0,00	0,00	0,00	0,00	0,02	0,02	0,02	0,02	0,02
51Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,19	-0,19	-0,19	-0,19	-0,19	-0,08	-0,08	-0,08	-0,08	-0,08	0,01	0,01	0,01	0,01	0,01	0,07	0,07	0,07	0,07	0,07
71	NEW DOMESTIC AUTOS M.P.G.																														
81A	ALTERNATE	16,12	16,12	16,12	16,12	16,12	16,60	16,60	16,60	16,60	16,60	17,28	17,28	17,28	17,28	17,28	18,04	18,04	18,04	18,04	18,04	18,72	18,72	18,72	18,72	18,72	19,47	19,47	19,47	19,47	19,47
91A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,02	0,02	0,02	0,02	0,02	-0,01	-0,01	-0,01	-0,01	-0,01	0,00	0,00	0,00	0,00	0,00	0,01	0,01	0,01	0,01	0,01
101Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,13	-0,13	-0,13	-0,13	-0,13	-0,06	-0,06	-0,06	-0,06	-0,06	0,01	0,01	0,01	0,01	0,01	0,06	0,06	0,06	0,06	0,06
121	NEW FOREIGN AUTOS M.P.G.																														
131A	ALTERNATE	24,10	24,10	24,10	24,10	24,10	24,95	24,95	24,95	24,95	24,95	25,54	25,54	25,54	25,54	25,54	26,46	26,46	26,46	26,46	26,46	26,63	26,63	26,63	26,63	26,63	27,05	27,05	27,05	27,05	27,05
141A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,02	0,02	0,02	0,02	0,02	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01	-0,01
151Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,07	-0,07	-0,07	-0,07	-0,07	-0,06	-0,06	-0,06	-0,06	-0,06	0,04	0,04	0,04	0,04	0,04	0,03	0,03	0,03	0,03	0,03
171Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,07	-0,07	-0,07	-0,07	-0,07	-0,06	-0,06	-0,06	-0,06	-0,06	0,04	0,04	0,04	0,04	0,04	0,03	0,03	0,03	0,03	0,03
181																															
191																															
201	SHARE OF NEW REGISTRATIONS																														
211	SUBCOMPACT																														
221A	ALTERNATE	0,291	0,291	0,291	0,291	0,291	0,230	0,230	0,230	0,230	0,230	0,213	0,213	0,213	0,213	0,213	0,208	0,208	0,208	0,208	0,208	0,205	0,205	0,205	0,205	0,205	0,202	0,202	0,202	0,202	0,202
231A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,004	-0,004	-0,004	-0,004	-0,004	-0,002	-0,002	-0,002	-0,002	-0,002	0,000	0,000	0,000	0,000	0,000	0,001	0,001	0,001	0,001	0,001
241Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-1,62	-1,62	-1,62	-1,62	-1,62	-0,77	-0,77	-0,77	-0,77	-0,77	0,05	0,05	0,05	0,05	0,05	0,65	0,65	0,65	0,65	0,65
271																															
291	COMPACT																														
291A	ALTERNATE	0,219	0,219	0,219	0,219	0,219	0,197	0,197	0,197	0,197	0,197	0,189	0,189	0,189	0,189	0,189	0,181	0,181	0,181	0,181	0,181	0,195	0,195	0,195	0,195	0,195	0,205	0,205	0,205	0,205	0,205
301A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,001	-0,001	-0,001	-0,001	-0,001	-0,002	-0,002	-0,002	-0,002	-0,002	0,000	0,000	0,000	0,000	0,000	0,001	0,001	0,001	0,001	0,001
311Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,49	-0,49	-0,49	-0,49	-0,49	-0,11	-0,11	-0,11	-0,11	-0,11	0,25	0,25	0,25	0,25	0,25	0,50	0,50	0,50	0,50	0,50
331	MID-SIZE																														
341A	ALTERNATE	0,228	0,228	0,228	0,228	0,228	0,284	0,284	0,284	0,284	0,284	0,251	0,251	0,251	0,251	0,251	0,233	0,233	0,233	0,233	0,233	0,225	0,225	0,225	0,225	0,225	0,225	0,225	0,225	0,225	0,225
351A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,000	-0,000	-0,000	-0,000	-0,000	-0,004	-0,004	-0,004	-0,004	-0,004	-0,000	-0,000	-0,000	-0,000	-0,000	-0,000	-0,000	-0,000	-0,000	-0,000
371Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	-0,18	-0,18	-0,18	-0,18	-0,18	-0,14	-0,14	-0,14	-0,14	-0,14	0,06	0,06	0,06	0,06	0,06	-0,02	-0,02	-0,02	-0,02	-0,02
391																															
401	FULL-SIZE																														
411A	ALTERNATE	0,169	0,169	0,169	0,169	0,169	0,198	0,198	0,198	0,198	0,198	0,258	0,258	0,258	0,258	0,258	0,288	0,288	0,288	0,288	0,288	0,284	0,284	0,284	0,284	0,284	0,275	0,275	0,275	0,275	0,275
421A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,005	0,005	0,005	0,005	0,005	0,001	0,001	0,001	0,001	0,001	-0,002	-0,002	-0,002	-0,002	-0,002	-0,004	-0,004	-0,004	-0,004	-0,004
431Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	1,79	1,79	1,79	1,79	1,79	0,49	0,49	0,49	0,49	0,49	-0,55	-0,55	-0,55	-0,55	-0,55	-1,30	-1,30	-1,30	-1,30	-1,30
451																															
461	LUXURY																														
471A	ALTERNATE	0,093	0,093	0,093	0,093	0,093	0,091	0,091	0,091	0,091	0,091	0,089	0,089	0,089	0,089	0,089	0,089	0,089	0,089	0,089	0,092	0,092	0,092	0,092	0,092	0,092	0,093	0,093	0,093	0,093	0,093
481A	BASELINE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,000	0,000	0,000	0,000	0,000	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001	0,001
491Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,41	0,41	0,41	0,41	0,41	0,85	0,85	0,85	0,85	0,85	1,23	1,23	1,23	1,23	1,23	1,46	1,46	1,46	1,46	1,46
501Z	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,41	0,41	0,41	0,41	0,41	0,85	0,85	0,85	0,85	0,85	1,23	1,23	1,23	1,23	1,23	1,46	1,46	1,46	1,46	1,46

TABLE 3.00 SUMMARY - CONTINUED

LINE	I T F M	1981	1982	1983	1984	1985	1986
LINEA AUTOS FLEET M.P.G. (EPA)							
21ALTERNATE		20.74	21.29	21.86	22.46	22.95	23.31
21BASELINE		20.72	21.27	21.85	22.44	22.94	23.30
21DIFFERENCE		0.02	0.02	0.02	0.01	0.01	0.01
51% DIFFERENCE		0.11	0.09	0.08	0.06	0.05	0.04
71 NEW DOMESTIC AUTOS M.P.G.							
71ALTERNATE		20.05	20.62	21.22	21.84	22.36	22.69
71BASELINE		20.04	20.60	21.20	21.83	22.35	22.68
71DIFFERENCE		0.02	0.02	0.01	0.01	0.01	0.01
11% DIFFERENCE		0.09	0.07	0.06	0.05	0.04	0.03
131 NEW FOREIGN AUTOS M.P.G.							
131ALTERNATE		27.27	27.72	28.00	28.43	28.71	29.22
131BASELINE		27.27	27.72	28.01	28.44	28.72	29.23
131DIFFERENCE		0.00	0.00	0.01	0.01	0.01	0.01
171% DIFFERENCE		0.02	0.02	0.02	0.02	0.02	0.03
201 SHARE OF NEW REGISTRATIONS:							
211 SUBCOMPACT							
231ALTERNATE		0.190	0.187	0.184	0.178	0.173	0.176
231BASELINE		0.189	0.186	0.183	0.177	0.172	0.176
231DIFFERENCE		0.002	0.002	0.001	0.001	0.001	0.000
321% DIFFERENCE		0.97	0.81	0.68	0.54	0.39	0.27
271 COMPACT							
281ALTERNATE		0.213	0.211	0.210	0.209	0.207	0.206
281BASELINE		0.212	0.210	0.209	0.208	0.206	0.205
311DIFFERENCE		0.001	0.001	0.001	0.001	0.001	0.001
321% DIFFERENCE		0.63	0.59	0.56	0.53	0.50	0.47
331 MID-SIZE							
341ALTERNATE		0.227	0.226	0.226	0.227	0.225	0.229
341BASELINE		0.227	0.226	0.226	0.227	0.226	0.229
371DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000
541% DIFFERENCE		0.00	0.02	0.03	0.04	0.05	0.06
391 FULL-SIZE							
401ALTERNATE		0.275	0.280	0.284	0.289	0.297	0.290
421BASELINE		0.279	0.284	0.288	0.293	0.299	0.292
431DIFFERENCE		0.005	0.004	0.004	0.003	0.003	0.002
441% DIFFERENCE		1.64	1.41	1.22	1.04	0.87	0.77
451 LUXURY							
461ALTERNATE		0.095	0.096	0.096	0.097	0.098	0.099
461BASELINE		0.093	0.094	0.094	0.096	0.097	0.098
491DIFFERENCE		0.001	0.001	0.001	0.001	0.001	0.001
501% DIFFERENCE		1.52	1.37	1.25	1.15	1.06	0.99

TABLE 3.00 SUMMARY - CONTINUED

LIVE	TYPE	1987	1988	1989	1990	1991	1992
11	NEW AUTOS FLEET M.P.G. (EPA)						
11A	ALTERNATE	23.63	23.99	24.32	24.69	24.86	25.03
11B	BASELINE	23.62	23.98	24.32	24.69	24.86	25.03
11C	DIFFERENCE	0.01	0.00	0.00	-0.00	-0.00	-0.00
11D	51% DIFFERENCE	0.03	0.02	0.01	-0.00	-0.01	-0.02
12	NEW DOMESTIC AUTOS M.P.G.						
12A	ALTERNATE	23.01	23.35	23.69	24.05	24.21	24.37
12B	BASELINE	23.01	23.35	23.69	24.05	24.21	24.37
12C	DIFFERENCE	0.01	0.00	0.00	-0.00	-0.00	-0.00
12D	51% DIFFERENCE	0.03	0.02	0.01	0.00	-0.00	-0.01
13	NEW FOREIGN AUTOS M.P.G.						
13A	ALTERNATE	29.55	30.03	30.30	30.74	30.95	31.15
13B	BASELINE	29.56	30.04	30.31	30.75	30.96	31.17
13C	DIFFERENCE	-0.01	-0.01	-0.01	-0.01	-0.01	-0.01
13D	51% DIFFERENCE	-0.03	-0.03	-0.03	-0.04	-0.04	-0.04
14	POISSON OF NEW REGISTRATIONS						
14A	ALTERNATE	0.177	0.178	0.178	0.180	0.181	0.181
14B	BASELINE	0.176	0.178	0.178	0.180	0.181	0.181
14C	DIFFERENCE	0.000	0.000	-0.000	-0.000	-0.000	-0.000
14D	51% DIFFERENCE	0.16	0.04	-0.06	-0.16	-0.24	-0.32
15	COMPACT						
15A	ALTERNATE	0.205	0.205	0.205	0.204	0.205	0.204
15B	BASELINE	0.205	0.204	0.204	0.204	0.204	0.204
15C	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
15D	51% DIFFERENCE	0.43	0.40	0.36	0.34	0.31	0.28
16	MID-SIZE						
16A	ALTERNATE	0.231	0.233	0.234	0.236	0.235	0.237
16B	BASELINE	0.231	0.233	0.234	0.236	0.235	0.237
16C	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
16D	51% DIFFERENCE	-0.07	-0.07	-0.08	-0.08	-0.08	-0.08
17	FULL-SIZE						
17A	ALTERNATE	0.287	0.284	0.281	0.277	0.276	0.273
17B	BASELINE	0.289	0.285	0.282	0.278	0.277	0.273
17C	DIFFERENCE	-0.002	-0.002	-0.001	-0.001	-0.001	-0.001
17D	51% DIFFERENCE	-0.66	-0.56	-0.46	-0.37	-0.29	-0.22
18	LUXURY						
18A	ALTERNATE	0.100	0.101	0.102	0.103	0.104	0.105
18B	BASELINE	0.099	0.100	0.101	0.102	0.103	0.104
18C	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
18D	51% DIFFERENCE	0.92	0.87	0.83	0.80	0.78	0.76

TABLE 3.00 SUMMARY - CONTINUED

LINE	T I T M	1993	1994	1995	1996	1997	1998
110M AUTOS FLEET M.P.G. (EPA)							
21ALTERNATE		25.18	25.32	25.47	25.61	25.75	25.90
31BASELINE		25.18	25.33	25.48	25.62	25.76	25.92
41DIFFERENCE		-0.01	-0.01	-0.01	-0.01	-0.01	-0.02
51% DIFFERENCE		-0.02	-0.03	-0.04	-0.05	-0.06	-0.06
61							
71 NEW DOMESTIC AUTOS M.P.G.							
81ALTERNATE		24.51	24.66	24.81	24.95	25.09	25.24
91BASELINE		24.52	24.66	24.81	24.96	25.10	25.25
101DIFFERENCE		-0.00	-0.00	-0.01	-0.01	-0.01	-0.01
111% DIFFERENCE		-0.01	-0.02	-0.03	-0.03	-0.04	-0.05
121							
131 NEW FOREIGN AUTOS M.P.G.							
141ALTERNATE		31.35	31.55	31.75	31.94	32.13	32.33
151BASELINE		31.37	31.56	31.76	31.96	32.15	32.35
161DIFFERENCE		-0.01	-0.02	-0.02	-0.02	-0.02	-0.02
171% DIFFERENCE		-0.05	-0.05	-0.05	-0.06	-0.06	-0.07
181							
191							
201SHARE OF NEW REGISTRATIONS:							
211							
221 SUBCOMPACT							
231ALTERNATE		0.180	0.178	0.178	0.175	0.173	0.172
241BASELINE		0.181	0.179	0.179	0.176	0.174	0.173
251DIFFERENCE		-0.001	-0.001	-0.001	-0.001	-0.001	-0.002
261% DIFFERENCE		-0.41	-0.50	-0.59	-0.69	-0.79	-0.89
271							
281 COMPACT							
291ALTERNATE		0.204	0.204	0.204	0.204	0.204	0.204
301BASELINE		0.204	0.203	0.203	0.203	0.203	0.204
311DIFFERENCE		0.001	0.000	0.000	0.000	0.000	0.000
321% DIFFERENCE		0.25	0.21	0.18	0.14	0.10	0.06
331							
341 MID-SIZE							
351ALTERNATE		0.237	0.238	0.238	0.238	0.238	0.238
361BASELINE		0.238	0.238	0.238	0.238	0.238	0.238
371DIFFERENCE		-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
381% DIFFERENCE		-0.08	-0.08	-0.08	-0.08	-0.09	-0.09
391							
401 FULL-SIZE							
411ALTERNATE		0.273	0.273	0.273	0.274	0.275	0.275
421BASELINE		0.273	0.273	0.272	0.274	0.274	0.274
431DIFFERENCE		-0.000	-0.000	0.000	0.000	0.001	0.001
441% DIFFERENCE		-0.13	-0.04	0.05	0.15	0.25	0.36
451							
461 LUXURY							
471ALTERNATE		0.106	0.107	0.108	0.109	0.110	0.111
481BASELINE		0.105	0.106	0.107	0.108	0.109	0.110
491DIFFERENCE		0.001	0.001	0.001	0.001	0.001	0.001
501% DIFFERENCE		0.74	0.72	0.69	0.66	0.63	0.59

TABLE 3.00 SUMMARY - CONTINUED

LINE	ITEM	1999		2000	
1105	AUTOS FLEET M.P.G. (EPA)				
21A	ALTERNATE	26.04		26.19	
21B	BASELINE	26.06		26.21	
21C	DIFFERENCE	-0.02		-0.02	
51Z	DIFFERENCE	-0.07		-0.08	
61					
71	NEW DOMESTIC AUTOS M.P.G.				
21A	ALTERNATE	25.38		25.53	
21B	BASELINE	25.39		25.54	
21C	DIFFERENCE	-0.01		-0.02	
111Z	DIFFERENCE	-0.05		-0.06	
121					
131	NEW FOREIGN AUTOS M.P.G.				
21A	ALTERNATE	32.52		32.72	
21B	BASELINE	32.54		32.74	
21C	DIFFERENCE	-0.02		-0.02	
171Z	DIFFERENCE	-0.07		-0.07	
181					
191					
201	SHAPE OF NEW REGISTRATIONS:				
211					
221	SUBCOMPACT				
231	ALTERNATE	0.170		0.168	
241	BASELINE	0.172		0.170	
251	DIFFERENCE	-0.002		-0.002	
261Z	DIFFERENCE	-0.99		-1.09	
271					
281	COMPACT				
291	ALTERNATE	0.204		0.204	
301	BASELINE	0.204		0.204	
311	DIFFERENCE	0.000		-0.000	
321Z	DIFFERENCE	0.01		-0.03	
331					
341	MID-SIZE				
351	ALTERNATE	0.238		0.239	
361	BASELINE	0.238		0.239	
371	DIFFERENCE	-0.000		-0.000	
381Z	DIFFERENCE	-0.10		-0.10	
391					
401	FULL-SIZE				
411	ALTERNATE	0.276		0.277	
421	BASELINE	0.275		0.275	
431	DIFFERENCE	0.001		0.002	
441Z	DIFFERENCE	0.47		0.57	
451					
461	LUXURY				
471	ALTERNATE	0.112		0.113	
481	BASELINE	0.111		0.112	
491	DIFFERENCE	0.001		0.001	
501Z	DIFFERENCE	0.56		0.52	

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.01 SHARES BY SIZE CLASS

LINE	J T E M	1975	1976	1977	1978	1979	1980
11 SHARES OF DESIRED STOCK:							
21							
31 SUBCOMPACTS							
41 ALTERNATE		0.232	0.210	0.199	0.199	0.199	0.199
51 BASELINE		0.232	0.210	0.201	0.200	0.199	0.199
61 DIFFERENCE		0.0	0.0	-0.002	-0.001	-0.000	0.001
71% DIFFERENCE		0.0	0.0	-1.05	-0.54	-0.03	0.36
81							
91 COMPACTS							
101 ALTERNATE		0.198	0.193	0.184	0.179	0.186	0.192
111 BASELINE		0.198	0.193	0.185	0.180	0.186	0.191
121 DIFFERENCE		0.0	0.0	-0.001	-0.000	0.000	0.001
131% DIFFERENCE		0.0	0.0	-0.40	-0.11	0.14	0.33
141							
151 MID-SIZE							
161 ALTERNATE		0.235	0.232	0.230	0.230	0.232	0.232
171 BASELINE		0.235	0.232	0.230	0.230	0.232	0.232
181 DIFFERENCE		0.0	0.0	-0.000	-0.000	-0.000	-0.000
191% DIFFERENCE		0.0	0.0	-0.06	-0.05	-0.04	-0.04
201							
211 FULL SIZE							
221 ALTERNATE		0.245	0.275	0.296	0.300	0.292	0.284
231 BASELINE		0.245	0.275	0.294	0.299	0.293	0.286
241 DIFFERENCE		0.0	0.0	0.003	0.001	-0.001	-0.002
251% DIFFERENCE		0.0	0.0	0.93	0.30	-0.27	-0.73
261							
271 LUXURY							
281 ALTERNATE		0.090	0.090	0.090	0.091	0.092	0.093
291 BASELINE		0.090	0.090	0.090	0.090	0.091	0.092
301 DIFFERENCE		0.0	0.0	0.000	0.000	0.001	0.001
311% DIFFERENCE		0.0	0.0	0.29	0.54	0.77	0.94

TABLE 3.01 SHARES BY SIZE CLASS

LINE	I I F "	1981	1982	1983	1984	1985	1986
IISHARFS OF DESIRED STOCK:							
21							
31	SUBCOMPACTS						
41	ALTERNATE	0.194	0.191	0.188	0.183	0.178	0.179
51	SUBBASELINE	0.192	0.190	0.187	0.182	0.178	0.178
61	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
71	2 DIFFERENCE	0.57	0.51	0.46	0.41	0.35	0.30
81							
91	COMPACTS						
101	ALTERNATE	0.198	0.198	0.199	0.199	0.199	0.199
111	SUBBASELINE	0.197	0.198	0.198	0.198	0.198	0.198
121	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
131	2 DIFFERENCE	0.43	0.42	0.42	0.42	0.42	0.41
141							
151	MID-SIZE						
161	ALTERNATE	0.233	0.233	0.233	0.233	0.232	0.233
171	SUBBASELINE	0.233	0.233	0.233	0.233	0.232	0.233
181	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
191	2 DIFFERENCE	-0.04	-0.04	-0.04	-0.04	-0.04	-0.04
201							
211	FULL SIZE						
221	ALTERNATE	0.281	0.282	0.285	0.288	0.294	0.291
231	SUBBASELINE	0.284	0.285	0.287	0.291	0.296	0.294
241	DIFFERENCE	-0.003	-0.003	-0.003	-0.002	-0.002	-0.002
251	2 DIFFERENCE	-0.99	-0.94	-0.90	-0.84	-0.78	-0.76
261							
271	LUXURY						
281	ALTERNATE	0.094	0.095	0.096	0.097	0.098	0.098
291	SUBBASELINE	0.093	0.094	0.095	0.096	0.097	0.097
301	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
311	2 DIFFERENCE	1.03	1.03	1.02	1.02	1.01	0.99

TABLE 3.01 SHARES BY SIZE CLASS

TIME	I T F M					1987	1988	1989	1990	1991	1992
1 SHARES OF DESIRED STOCK:											
21											
31	SURCOMPACTS										
41	ALTERNATE					0,178	0,177	0,176	0,176	0,176	0,176
51	BASELINE					0,177	0,177	0,176	0,176	0,176	0,176
61	DIFFERENCE					0,000	0,000	0,000	0,000	-0,000	-0,000
71	% DIFFERENCE					0,24	0,17	0,10	0,02	-0,06	-0,14
81											
91	COMPACTS										
101	ALTERNATE					0,199	0,199	0,199	0,199	0,200	0,199
111	BASELINE					0,198	0,198	0,199	0,199	0,199	0,199
121	DIFFERENCE					0,001	0,001	0,001	0,001	0,001	0,001
131	% DIFFERENCE					0,40	0,39	0,38	0,36	0,34	0,31
141											
151	MID-SIZE										
161	ALTERNATE					0,234	0,234	0,235	0,236	0,236	0,237
171	BASELINE					0,234	0,234	0,235	0,236	0,236	0,237
181	DIFFERENCE					-0,000	-0,000	-0,000	-0,000	-0,000	-0,000
191	% DIFFERENCE					-0,04	-0,04	-0,05	-0,05	-0,05	-0,05
201											
211	FULL SIZE										
221	ALTERNATE					0,291	0,290	0,289	0,286	0,286	0,284
231	BASELINE					0,293	0,291	0,290	0,288	0,287	0,285
241	DIFFERENCE					-0,002	-0,002	-0,002	-0,002	-0,001	-0,001
251	% DIFFERENCE					-0,71	-0,66	-0,60	-0,54	-0,47	-0,40
261											
271	LUXURY										
281	ALTERNATE					0,099	0,100	0,101	0,102	0,103	0,104
291	BASELINE					0,098	0,099	0,100	0,101	0,102	0,103
301	DIFFERENCE					0,001	0,001	0,001	0,001	0,001	0,001
311	% DIFFERENCE					0,98	0,96	0,94	0,91	0,89	0,86

TABLE 3.01 SHARPS HY SIZE CLASS

TYPE		1993	1994	1995	1996	1997	1998
SHARES OF DESIRED STOCK							
21	11 SHARES OF DESIRED STOCK						
31	SUBCOMPACTS						
41	ALTERNATE		0.174	0.173	0.171	0.170	0.169
51	BASELINE		0.175	0.174	0.172	0.171	0.170
61	DIFFERENCE		-0.001	-0.001	-0.001	-0.001	-0.001
71	DIFFERENCE		-0.32	-0.41	-0.51	-0.60	-0.70
81	COMPACTS						
91	ALTERNATE	0.199	0.199	0.199	0.198	0.198	0.198
101	BASELINE	0.199	0.198	0.198	0.198	0.198	0.198
111	DIFFERENCE	0.001	0.001	0.000	0.000	0.000	0.000
121	DIFFERENCE	0.29	0.26	0.22	0.19	0.15	0.11
131	MID-SIZE						
141	ALTERNATE	0.238	0.238	0.239	0.239	0.240	0.240
151	BASELINE	0.238	0.239	0.239	0.240	0.240	0.240
161	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
171	DIFFERENCE	-0.05	-0.06	-0.06	-0.06	-0.07	-0.07
181	FULL SIZE						
191	ALTERNATE	0.283	0.283	0.282	0.282	0.282	0.282
201	BASELINE	0.284	0.283	0.282	0.283	0.282	0.282
211	DIFFERENCE	-0.001	-0.001	-0.000	-0.000	0.000	0.000
221	DIFFERENCE	-0.52	-0.24	-0.15	-0.05	0.04	0.14
231	LUXURY						
241	ALTERNATE	0.105	0.106	0.107	0.108	0.109	0.110
251	BASELINE	0.104	0.105	0.106	0.107	0.108	0.109
261	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
271	DIFFERENCE	0.84	0.81	0.77	0.74	0.71	0.68

TABLE 3.01 SHARES BY SIZE CLASS

LINE	I T E M	1999		2000	
		-----		-----	
1	11SHARES OF DESIRED STOCK:				
2					
3	31 SUBCOMPACTS				
4	41ALTERNATE	0.168		0.166	
5	51BASELINE	0.169		0.168	
6	61DIFFERENCE	-0.001		-0.002	
7	71% DIFFERENCE	-0.80		-0.90	
8					
9	91 COMPACTS				
10	10ALTERNATE	0.198		0.198	
11	11BASELINE	0.198		0.198	
12	12DIFFERENCE	0.000		0.000	
13	13% DIFFERENCE	0.07		0.03	
14					
15	151 MID-SIZE				
16	16ALTERNATE	0.240		0.241	
17	17BASELINE	0.240		0.241	
18	18DIFFERENCE	-0.000		-0.000	
19	19% DIFFERENCE	-0.07		-0.08	
20					
21	211 FULL SIZE				
22	22ALTERNATE	0.283		0.283	
23	23BASELINE	0.282		0.282	
24	24DIFFERENCE	0.001		0.001	
25	25% DIFFERENCE	0.24		0.34	
26					
27	271 LUXURY				
28	28ALTERNATE	0.111		0.112	
29	29BASELINE	0.110		0.111	
30	30DIFFERENCE	0.001		0.001	
31	31% DIFFERENCE	0.64		0.61	

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TABLE 3.02 SHARES BY SIZE CLASS

LINE	Y T F M	1975	1976	1977	1978	1979	1980
11 SHARES OF ACTUAL YP-FIND STOCKS:							
21							
31 SUBCOMPACT							
41 ALTERNATE		0.168	0.179	0.189	0.196	0.203	0.207
51 BASELINE		0.168	0.179	0.189	0.196	0.203	0.207
61 DIFFERENCE		0.0	0.0	-0.000	-0.000	-0.000	-0.000
71% DIFFERENCE		0.0	0.0	-0.000	-0.18	-0.16	-0.06
81							
91 COMPACT							
101 ALTERNATE		0.175	0.179	0.181	0.183	0.185	0.188
111 BASELINE		0.175	0.179	0.181	0.183	0.185	0.188
121 DIFFERENCE		0.0	0.0	-0.000	-0.000	-0.000	0.000
131% DIFFERENCE		0.0	0.0	-0.02	-0.04	-0.01	0.04
141							
151 MID-SIZE							
161 ALTERNATE		0.231	0.235	0.236	0.235	0.234	0.234
171 BASELINE		0.231	0.235	0.236	0.235	0.234	0.234
181 DIFFERENCE		0.0	0.0	0.000	0.000	0.000	0.000
191% DIFFERENCE		0.0	0.0	0.02	0.00	0.00	0.01
201							
211 FULL SIZE							
221 ALTERNATE		0.338	0.319	0.306	0.297	0.288	0.280
231 BASELINE		0.338	0.319	0.306	0.297	0.288	0.281
241 DIFFERENCE		0.0	0.0	0.000	0.000	0.000	-0.000
251% DIFFERENCE		0.0	0.0	0.04	0.10	0.03	-0.13
261							
271 LUXURY							
281 ALTERNATE		0.087	0.088	0.089	0.089	0.090	0.090
291 BASELINE		0.087	0.088	0.089	0.089	0.090	0.090
301 DIFFERENCE		0.0	0.0	0.000	0.000	0.000	0.000
311% DIFFERENCE		0.0	0.0	0.05	0.14	0.27	0.43

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1981					1982					1983					1984					1985					1986				
		SHARES OF ACTUAL YR-END STOCKS:																													
21	SURCIMPACT																														
31	ALTERNATE																														
41	BASELINE																														
51	BASELINE																														
61	DIFFERENCE																														
71	DIFFERENCE																														
81																															
91	COMPACT																														
101	ALTERNATE																														
111	BASELINE																														
121	DIFFERENCE																														
131	DIFFERENCE																														
141																															
151	MID-SIZE																														
161	ALTERNATE																														
171	BASELINE																														
181	DIFFERENCE																														
191	DIFFERENCE																														
201																															
211	FULL SIZE																														
221	ALTERNATE																														
231	BASELINE																														
241	DIFFERENCE																														
251	DIFFERENCE																														
261																															
271	LUXURY																														
281	ALTERNATE																														
291	BASELINE																														
301	DIFFERENCE																														
311	DIFFERENCE																														

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	T Y E	1987	1988	1989	1990	1991	1992
SHARES OF ACTUAL YEAR-END STOCKS:							
21	SMALL COMPACT						
21A	ALTERNATE	0.191	0.188	0.185	0.184	0.182	0.181
21B	BASELINE	0.190	0.187	0.185	0.183	0.182	0.181
21C	DIFFERENCE	0.001	0.001	0.001	0.000	0.000	0.000
21D	7% DIFFERENCE	0.33	0.33	0.31	0.26	0.19	0.12
31	COMPACT						
31A	ALTERNATE	0.204	0.205	0.205	0.205	0.206	0.205
31B	BASELINE	0.203	0.204	0.204	0.205	0.205	0.205
31C	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
31D	7% DIFFERENCE	0.37	0.39	0.41	0.42	0.41	0.40
141	MID-SIZE						
141A	ALTERNATE	0.230	0.230	0.230	0.230	0.231	0.232
141B	BASELINE	0.230	0.230	0.230	0.230	0.231	0.232
141C	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
141D	7% DIFFERENCE	-0.02	-0.03	-0.04	-0.04	-0.05	-0.05
201	FULL SIZE						
201A	ALTERNATE	0.280	0.282	0.282	0.282	0.282	0.282
201B	BASELINE	0.283	0.284	0.285	0.285	0.284	0.283
201C	DIFFERENCE	-0.002	-0.002	-0.002	-0.002	-0.002	-0.002
201D	7% DIFFERENCE	-0.81	-0.83	-0.81	-0.78	-0.72	-0.65
261	LUXURY						
261A	ALTERNATE	0.095	0.096	0.097	0.098	0.099	0.100
261B	BASELINE	0.094	0.095	0.096	0.097	0.098	0.099
261C	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
261D	7% DIFFERENCE	1.04	1.04	1.04	1.02	0.99	0.95

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	T I F M	1 USHARES OF ACTUAL YEAR-END STOCKS					
		1993	1994	1995	1996	1997	1998
21							
51	SUBCOMPACT						
	INITIAL TERMITE	0.180	0.180	0.179	0.179	0.178	0.177
	BASELINE	0.180	0.180	0.180	0.179	0.179	0.178
	DIFFERENCE	0.000	-0.000	-0.000	-0.000	-0.001	-0.001
	71% DIFFERENCE	0.003	-0.006	-0.015	-0.024	-0.033	-0.042
81							
91	COMPACT						
	INITIAL TERMITE	0.205	0.205	0.205	0.205	0.204	0.204
	BASELINE	0.204	0.204	0.204	0.204	0.204	0.204
	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.000
	131% DIFFERENCE	0.038	0.035	0.033	0.030	0.027	0.023
141							
151	MID-SIZE						
	INITIAL TERMITE	0.233	0.234	0.234	0.235	0.236	0.236
	BASELINE	0.233	0.234	0.235	0.235	0.236	0.237
	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
	191% DIFFERENCE	-0.006	-0.006	-0.007	-0.007	-0.008	-0.008
201							
211	FULL SIZE						
	INITIAL TERMITE	0.281	0.279	0.278	0.277	0.277	0.276
	BASELINE	0.282	0.281	0.279	0.278	0.277	0.276
	DIFFERENCE	-0.002	-0.001	-0.001	-0.001	-0.001	-0.000
	251% DIFFERENCE	-0.057	-0.048	-0.039	-0.030	-0.021	-0.011
261							
271	LUXURY						
	INITIAL TERMITE	0.101	0.102	0.103	0.104	0.105	0.106
	BASELINE	0.100	0.101	0.102	0.103	0.104	0.105
	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
	311% DIFFERENCE	0.091	0.087	0.083	0.080	0.076	0.073

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	T I F M	1999	2000
US SHARES OF ACTUAL YE-END STOCKS:			
21	SURCOMPACT		
21	TOTAL TERGATE	0.176	0.175
22	BASISLINE	0.177	0.176
23	DIFFERENCE	-0.001	-0.001
24	71% DIFFERENCE	-0.51	-0.61
41	COMPACT		
41	TOTAL TERGATE	0.204	0.204
42	BASISLINE	0.204	0.204
43	DIFFERENCE	0.000	0.000
44	131% DIFFERENCE	0.20	0.16
141	STD-SIZE		
141	TOTAL TERGATE	0.237	0.237
142	BASISLINE	0.237	0.237
143	DIFFERENCE	-0.000	-0.000
144	191% DIFFERENCE	-0.08	-0.08
201	FULL SIZE		
201	TOTAL TERGATE	0.270	0.275
202	BASISLINE	0.270	0.275
203	DIFFERENCE	-0.000	0.000
204	251% DIFFERENCE	-0.02	0.08
261	LUXURY		
261	TOTAL TERGATE	0.107	0.108
262	BASISLINE	0.106	0.107
263	DIFFERENCE	0.001	0.001
264	311% DIFFERENCE	0.70	0.67

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TABLE 3.03 SHARES BY SIZE CLASS

I T E M		1975	1976	1977	1978	1979	1980
INDUSTRY SHARE OF NEW REGISTRATIONS:							
21	INDUSTRY SHARE OF TOTAL						
31	DOMESTIC SHARE OF TOTAL						
41	ALTERNATE	0.818	0.856	0.865	0.868	0.869	0.870
51	BASELINE	0.818	0.856	0.863	0.867	0.869	0.870
61	DIFFERENCE	0.0	0.0	0.002	0.001	-0.000	-0.001
71	DIFFERENCE	0.0	0.0	0.021	0.009	-0.003	-0.010
81	INDUSTRY SHARE OF SUBCOMPACTS						
91	DOMESTIC SHARE OF SUBCOMPACTS						
101	ALTERNATE	0.4694	0.4800	0.4800	0.4800	0.4800	0.4800
111	BASELINE	0.4694	0.4800	0.4800	0.4800	0.4800	0.4800
121	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141	INDUSTRY SHARE OF COMPACTS						
151	DOMESTIC SHARE OF COMPACTS						
161	ALTERNATE	0.9264	0.9300	0.9300	0.9300	0.9300	0.9300
171	BASELINE	0.9264	0.9300	0.9300	0.9300	0.9300	0.9300
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201	INDUSTRY SHARE OF LUXURY						
211	DOMESTIC SHARE OF LUXURY						
221	ALTERNATE	0.8792	0.8800	0.8800	0.8800	0.8800	0.8800
231	BASELINE	0.8792	0.8800	0.8800	0.8800	0.8800	0.8800
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

T I T L E		1981	1982	1983	1984	1985	1986
DOMESTIC SHARE OF NEW REGISTRATIONS:							
11	DOMESTIC SHARE OF TOTAL						
21	QUALITERATE						
31	BASELINE	0.875	0.876	0.878	0.881	0.884	0.882
41	DIFFERENCE	0.876	0.877	0.879	0.882	0.884	0.883
51	DIFFERENCE	-0.001	-0.001	-0.001	-0.001	-0.001	-0.000
61	DIFFERENCE	-0.14	-0.12	-0.10	-0.08	-0.06	-0.05
71	DIFFERENCE						
81	DOMESTIC SHARE OF SUBCOMPACTS						
91	QUALITERATE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
101	BASELINE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
111	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
121	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	DIFFERENCE						
141	DOMESTIC SHARE OF COMPACTS						
151	QUALITERATE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
161	BASELINE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
171	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	DIFFERENCE						
201	DOMESTIC SHARE OF LUXURY						
211	QUALITERATE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
221	BASELINE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
231	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	DIFFERENCE						

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

LINE	I F F M	1987	1988	1989	1990	1991	1992
INDUSTRIAL SHARE OF NEW REGISTRATIONS:							
21	INDUSTRIAL SHARE OF TOTAL						
21A	ALTERNATE	0.882	0.881	0.881	0.880	0.879	0.879
21B	BASELINE	0.882	0.881	0.881	0.880	0.879	0.879
21C	DIFFERENCE	-0.000	-0.000	-0.000	0.000	0.000	0.000
21D	71% DIFFERENCE	-0.004	-0.002	-0.001	0.00	0.01	0.02
91	INDUSTRIAL SHARE OF SUBCOMPACTS						
91A	ALTERNATE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
91B	BASELINE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
91C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
91D	71% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
151	INDUSTRIAL SHARE OF COMPACTS						
151A	ALTERNATE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
151B	BASELINE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
151C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
151D	71% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201	INDUSTRIAL SHARE OF LUXURY						
201A	ALTERNATE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
201B	BASELINE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
201C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201D	71% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHARES BY SIZE CLASS - (CONTINUED)

L I F		1993	1994	1995	1996	1997	1998
DOMESTIC SHARE OF NEW REGISTRATIONS							
21	DOMESTIC SHARE OF TOTAL						
21A	QUALITERATE	0.880	0.880	0.880	0.882	0.883	0.883
21B	BASELINE	0.879	0.880	0.880	0.881	0.882	0.882
21C	DIFFERENCE	0.000	0.000	0.000	0.001	0.001	0.001
21D	71% DIFFERENCE	0.03	0.04	0.05	0.06	0.07	0.08
22	DOMESTIC SHARE OF SUBCOMPACTS						
22A	QUALITERATE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
22B	BASELINE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
22C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
22D	71% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
23	DOMESTIC SHARE OF COMPACTS						
23A	QUALITERATE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
23B	BASELINE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
23C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
23D	71% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
24	DOMESTIC SHARE OF LUXURY						
24A	QUALITERATE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
24B	BASELINE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
24C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
24D	71% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

LINE	ITEM	1999	2000
DOMESTIC SHARE OF NEW REGISTRATIONS:			
21	DOMESTIC SHARE OF TOTAL		
21A	ALTERNATE	0.884	0.885
21B	BASELINE	0.883	0.884
21C	DIFFERENCE	0.001	0.001
21D	DIFFERENCE	0.004	0.101
DOMESTIC SHARE OF SUBCOMPACTS			
91	DOMESTIC SHARE OF SUBCOMPACTS		
91A	ALTERNATE	0.4800	0.4800
91B	BASELINE	0.4800	0.4800
91C	DIFFERENCE	0.0	0.0
91D	DIFFERENCE	0.0	0.0
DOMESTIC SHARE OF COMPACTS			
151	DOMESTIC SHARE OF COMPACTS		
151A	ALTERNATE	0.9300	0.9300
151B	BASELINE	0.9300	0.9300
151C	DIFFERENCE	0.0	0.0
151D	DIFFERENCE	0.0	0.0
DOMESTIC SHARE OF LUXURY			
211	DOMESTIC SHARE OF LUXURY		
211A	ALTERNATE	0.8600	0.8600
211B	BASELINE	0.8600	0.8600
211C	DIFFERENCE	0.0	0.0
211D	DIFFERENCE	0.0	0.0

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 REFERENCE LONG RUN AUTO MODEL 1975 - 2000
 INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.00 NEW REGISTRATIONS BY SIZE CLASS

LINE	TYPE	1975	1976	1977	1978	1979	1980
NEW REGISTRATIONS:							
21	TYPE REGISTRATIONS:						
31	SUBCOMPACT						
41	ALTERNATE	2,405	2,354	2,532	2,452	2,344	2,340
51	BASELINE	2,405	2,354	2,538	2,434	2,348	2,336
61	DIFFERENCE	0,0	0,0	0,093	0,018	-0,003	0,003
71	% DIFFERENCE	0,0	0,0	3,83	0,76	-0,14	0,15
81							
91	COMPACT						
101	ALTERNATE	1,805	2,016	2,250	2,134	2,235	2,371
111	BASELINE	1,805	2,016	2,142	2,104	2,233	2,371
121	DIFFERENCE	0,0	0,0	0,108	0,030	0,001	-0,000
131	% DIFFERENCE	0,0	0,0	5,93	1,43	0,06	-0,00
141							
151	MID-SIZE						
161	ALTERNATE	1,883	2,903	2,977	2,745	2,572	2,609
171	BASELINE	1,883	2,903	2,826	2,707	2,578	2,622
181	DIFFERENCE	0,0	0,0	0,151	0,038	-0,006	-0,014
191	% DIFFERENCE	0,0	0,0	5,35	1,40	-0,25	-0,52
201							
211	FULL SIZE						
221	ALTERNATE	1,400	2,023	3,059	3,384	3,249	3,192
231	BASELINE	1,400	2,023	2,847	3,317	3,274	3,250
241	DIFFERENCE	0,0	0,0	0,212	0,068	-0,024	-0,058
251	% DIFFERENCE	0,0	0,0	7,44	2,04	-0,74	-1,79
261							
271	LUXURY						
281	ALTERNATE	0,768	0,935	1,059	1,050	1,054	1,084
291	BASELINE	0,768	0,935	0,999	1,025	1,043	1,073
301	DIFFERENCE	0,0	0,0	0,060	0,025	0,011	0,010
311	% DIFFERENCE	0,0	0,0	5,97	2,41	1,03	0,96

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	J T E W		1981	1982	1983	1984	1985	1986
TYPEA REGISTRATIONS:								
21	MILL AUTOS							
31	SURCOMPACT		2,411	2,324	2,234	2,184	2,128	2,144
41	ALTERNATE		2,400	2,314	2,229	2,181	2,127	2,141
51	BASELINE		0,011	0,009	0,006	0,002	0,002	0,003
61	DIFFERENCE		0,44	0,39	0,25	0,11	0,09	0,13
81	MILL AUTOS							
91	COMPACT		2,698	2,620	2,552	2,503	2,550	2,504
101	ALTERNATE		2,696	2,616	2,548	2,501	2,546	2,496
111	BASELINE		0,003	0,004	0,003	0,003	0,005	0,008
121	DIFFERENCE		0,10	0,16	0,13	0,10	0,19	0,32
141	MILL AUTOS							
151	MID-SIZE		2,879	2,809	2,749	2,788	2,777	2,788
161	ALTERNATE		2,894	2,822	2,761	2,801	2,787	2,794
171	BASELINE		-0,015	-0,012	-0,012	-0,013	-0,010	-0,006
181	DIFFERENCE		-0,052	-0,044	-0,045	-0,047	-0,036	-0,021
201	MILL AUTOS							
211	FULL SIZE		3,476	3,471	3,455	3,556	3,657	3,531
221	ALTERNATE		3,553	3,535	3,512	3,608	3,701	3,564
231	BASELINE		-0,077	-0,064	-0,058	-0,053	-0,044	-0,033
241	DIFFERENCE		-2,16	-1,82	-1,64	-1,46	-1,18	-0,92
261	MILL AUTOS							
271	LUXURY		1,199	1,186	1,170	1,192	1,208	1,205
281	ALTERNATE		1,187	1,175	1,161	1,184	1,199	1,194
291	BASELINE		0,012	0,011	0,010	0,009	0,009	0,010
301	DIFFERENCE		0,99	0,95	0,83	0,72	0,75	0,84
311	DIFFERENCE							

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

TYPE	TYPE M						
NEW REGISTRATIONS:							
21	MILL AUTOS						
31 SUBCOMPACT							
31A1 INTERMEDIATE		2,171	2,237	2,293	2,383	2,403	2,413
31A2 BASELINE		2,167	2,230	2,286	2,378	2,401	2,415
31A3 DIFFERENCE		0,006	0,007	0,005	0,002	-0,002	
31A4 DIFFERENCE		0,22	0,29	0,24	0,10	-0,10	
41	MILL AUTOS						
91 COMPACT							
91A1 INTERMEDIATE		2,527	2,568	2,640	2,706	2,722	2,730
91A2 BASELINE		2,515	2,551	2,621	2,686	2,705	2,716
91A3 DIFFERENCE		0,012	0,019	0,020	0,018	0,014	
91A4 DIFFERENCE		0,49	0,64	0,72	0,73	0,65	0,50
141	MILL AUTOS						
151 MID-SIZE							
151A1 INTERMEDIATE		2,642	2,921	3,011	3,126	3,125	3,163
151A2 BASELINE		2,642	2,916	3,003	3,117	3,117	3,159
151A3 DIFFERENCE		-0,000	0,008	0,010	0,008	0,005	
151A4 DIFFERENCE		-0,01	0,17	0,28	0,32	0,26	0,14
201	MILL AUTOS						
211 FULL-SIZE							
211A1 INTERMEDIATE		3,532	3,562	3,621	3,665	3,670	3,644
211A2 BASELINE		3,554	3,573	3,625	3,664	3,668	3,644
211A3 DIFFERENCE		-0,022	-0,004	0,001	0,002	0,000	
211A4 DIFFERENCE		-0,61	-0,32	-0,10	0,02	0,04	0,00
261	MILL AUTOS						
271 LUXURY							
271A1 INTERMEDIATE		1,230	1,268	1,314	1,365	1,385	1,403
271A2 BASELINE		1,218	1,254	1,299	1,349	1,370	1,390
271A3 DIFFERENCE		0,012	0,014	0,015	0,015	0,014	
271A4 DIFFERENCE		0,98	1,11	1,19	1,19	1,12	0,98

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	TYPE	1993	1994	1995	1996	1997	1998
LINE REGISTRATIONS							
21	MILL AUTOS						
21 SUBCOMPACT							
21 ALTERNATE		2,416	2,421	2,422	2,408	2,383	2,375
21 BASELINE		2,426	2,434	2,439	2,428	2,404	2,398
21 DIFFERENCE		-0,008	-0,013	-0,017	-0,019	-0,021	-0,023
21% DIFFERENCE		-0,32	-0,52	-0,68	-0,80	-0,89	-0,94
91	MILL AUTOS						
91 COMPACT							
91 ALTERNATE		2,745	2,767	2,778	2,807	2,807	2,822
91 BASELINE		2,736	2,762	2,776	2,806	2,807	2,822
91 DIFFERENCE		0,009	0,005	0,002	0,001	0,000	0,000
91% DIFFERENCE		0,34	0,19	0,09	0,03	0,00	0,01
151	MILL AUTOS						
151 MICRO-SIZE							
151 ALTERNATE		3,192	3,227	3,248	3,282	3,284	3,296
151 BASELINE		3,192	3,230	3,254	3,288	3,290	3,301
151 DIFFERENCE		0,000	-0,003	-0,006	-0,006	-0,006	-0,005
151% DIFFERENCE		0,01	-0,10	-0,17	-0,19	-0,18	-0,14
201	MILL AUTOS						
201 FULL SIZE							
201 ALTERNATE		3,669	3,704	3,718	3,780	3,793	3,814
201 BASELINE		3,670	3,707	3,719	3,778	3,787	3,803
201 DIFFERENCE		-0,002	-0,002	-0,001	0,001	0,006	0,012
201% DIFFERENCE		-0,04	-0,07	-0,04	0,04	0,16	0,31
261	MILL AUTOS						
261 LUXURY							
261 ALTERNATE		1,427	1,454	1,475	1,505	1,519	1,539
261 BASELINE		1,415	1,444	1,467	1,498	1,511	1,531
261 DIFFERENCE		0,012	0,010	0,009	0,008	0,008	0,008
261% DIFFERENCE		0,83	0,69	0,60	0,55	0,53	0,55

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	T I T L E	1999	2000
NEW REGISTRATIONS:			
21	MILL AUTOS		
31	SUBCOMPACT	2,369	2,352
41	ALTERNATE	2,393	2,377
51	SUBSALINE	-0,024	-0,025
61	DIFFERENCE	-0,99	-1,05
71	DIFFERENCE		
81			
91	COMPACT	2,843	2,851
101	ALTERNATE	2,843	2,851
111	SUBSALINE	0,000	0,000
121	DIFFERENCE	0,01	0,01
131	DIFFERENCE		
141			
151	MID-SIZE	3,315	3,346
161	ALTERNATE	3,318	3,348
171	SUBSALINE	-0,003	-0,002
181	DIFFERENCE	-0,10	-0,05
191	DIFFERENCE		
201			
211	FULL SIZE	3,850	3,872
221	ALTERNATE	3,833	3,849
231	SUBSALINE	0,018	0,024
241	DIFFERENCE	0,46	0,62
251	DIFFERENCE		
261			
271	LUXURY	1,562	1,582
281	ALTERNATE	1,554	1,573
291	SUBSALINE	0,009	0,009
301	DIFFERENCE	0,56	0,57
311	DIFFERENCE		

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
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TABLE 5.05 STOCKS BY SIZE CLASS

TYPE	T I F E		1975	1976	1977	1978	1979	1980
INVESTED STOCKS								
21	MILL AUTO	SUBCOMPACT						
31		ALTERNATE	22,459	20,962	20,562	21,189	21,273	
51		BASELINE	22,459	20,962	20,672	21,167	21,269	
61		DIFFERENCE	0,0	0,0	-0,109	0,023	0,101	
71		DIFFERENCE	0,0	0,0	-0,553	0,11	0,48	
81		DIFFERENCE	0,0	0,0				
91		MILL AUTO	COMPACT					
101	ALTERNATE		19,120	19,315	18,993	19,058	19,907	
111	BASELINE		19,120	19,315	18,968	18,957	19,778	
121	DIFFERENCE		0,0	0,0	0,025	0,101	0,129	
131	DIFFERENCE		0,0	0,0	0,13	0,54	0,65	
141	DIFFERENCE		0,0	0,0				
151	MILL AUTO		MID-SIZE					
161		ALTERNATE	22,673	23,221	23,789	24,473	24,834	
171		BASELINE	22,673	23,221	23,678	24,329	24,720	
181		DIFFERENCE	0,0	0,0	0,111	0,144	0,115	
191		DIFFERENCE	0,0	0,0	0,47	0,59	0,46	
201		DIFFERENCE	0,0	0,0				
211		MILL AUTO	FULL SIZE					
221	ALTERNATE		23,684	27,510	30,609	31,913	31,260	
231	BASELINE		23,684	27,510	30,168	31,612	31,187	
241	DIFFERENCE		0,0	0,0	0,442	0,301	0,073	
251	DIFFERENCE		0,0	0,0	1,46	0,95	0,23	
261	DIFFERENCE		0,0	0,0				
271	MILL AUTO		LUXURY					
281		ALTERNATE	8,707	8,997	9,323	9,650	9,842	
291		BASELINE	8,707	8,997	9,246	9,537	9,718	
301		DIFFERENCE	0,0	0,0	0,076	0,114	0,124	
311		DIFFERENCE	0,0	0,0	0,82	1,19	1,28	
		DIFFERENCE	0,0	0,0				
		DIFFERENCE	0,0	0,0				

TABLE 5.05 STOCKS BY SIZE CLASS

T T E M		1981	1982	1983	1984	1985	1986
TIRE STOCKS							
21	MILL AUTO						
31		SURCOMPACT					
41		ALTERNATE					
51		RASELTRE					
61		DIFFERENCE					
71	DIFFERENCE						
81	MILL AUTO						
91		COMPACT					
101		ALTERNATE					
111		RASELTRE					
121		DIFFERENCE					
131	DIFFERENCE						
141	MILL AUTO						
151		MID-SIZE					
161		ALTERNATE					
171		RASELTRE					
181		DIFFERENCE					
191	DIFFERENCE						
201	MILL AUTO						
211		FULL SIZE					
221		ALTERNATE					
231		RASELTRE					
241		DIFFERENCE					
251	DIFFERENCE						
261	MILL AUTO						
271		LUXURY					
281		ALTERNATE					
291		RASELTRE					
301		DIFFERENCE					
311	DIFFERENCE						

TABLE 3.05 STOCKS BY SIZE CLASS

LINE	TYPE	1987	1988	1989	1990	1991	1992
UNDESIRABLE STOCKS:							
21	MILL AUTO						
21	SUBCOMPACT	21,533	21,510	21,500	21,714	21,859	21,976
22	ALTERNATE	21,269	21,469	21,521	21,715	21,872	22,002
23	BASELINE	0,064	0,041	0,020	0,002	-0,013	-0,026
24	DIFFERENCE	0,30	0,19	0,09	0,01	-0,06	-0,12
81							
91	MILL AUTO						
91	COMPACT	23,907	24,134	24,387	24,531	24,756	24,931
101	ALTERNATE	23,796	24,034	24,297	24,447	24,673	24,847
111	BASELINE	0,111	0,099	0,090	0,085	0,083	0,084
121	DIFFERENCE	0,47	0,41	0,37	0,35	0,34	0,34
131	DIFFERENCE						
141							
151	MILL AUTO						
151	MID-SIZE	28,073	28,424	28,706	29,050	29,234	29,623
161	ALTERNATE	28,067	28,430	28,720	29,067	29,249	29,632
171	BASELINE	0,006	-0,006	-0,014	-0,017	-0,015	-0,008
181	DIFFERENCE	0,02	-0,02	-0,05	-0,06	-0,05	-0,03
201							
211	MILL AUTO						
211	FULL SIZE	34,934	35,136	35,283	35,224	35,420	35,445
221	ALTERNATE	35,162	35,363	35,498	35,420	35,589	35,580
231	BASELINE	-0,228	-0,226	-0,215	-0,196	-0,169	-0,135
241	DIFFERENCE	-0,65	-0,64	-0,61	-0,55	-0,47	-0,38
251	DIFFERENCE						
261							
271	MILL AUTO						
271	LUXURY	11,918	12,150	12,360	12,558	12,780	12,998
281	ALTERNATE	11,795	12,032	12,246	12,446	12,667	12,884
291	BASELINE	0,123	0,118	0,114	0,112	0,113	0,114
301	DIFFERENCE	1,04	0,98	0,93	0,90	0,89	0,89
311	DIFFERENCE						

TABLE 3.05 STOCKS BY SIZE CLASS

T I T L E		1993	1994	1995	1996	1997	1998
DESIRED STOCKS							
21							
31	SURCOMPACT						
	W/ALTERATE	22,032	22,060	22,132	22,058	22,045	22,051
	51BASELINE	22,071	22,113	22,203	22,150	22,160	22,190
	21DIFFERENCE	-0,039	-0,054	-0,072	-0,092	-0,115	-0,139
	71% DIFFERENCE	-0,18	-0,24	-0,32	-0,42	-0,52	-0,63
41							
91	COMPACT						
	W/ALTERATE	25,078	25,225	25,371	25,536	25,706	25,878
	111BASELINE	24,993	25,142	25,292	25,465	25,645	25,829
	121DIFFERENCE	0,084	0,083	0,079	0,071	0,061	0,049
	131% DIFFERENCE	0,34	0,33	0,31	0,28	0,24	0,19
141							
151	MID-SIZE						
	W/ALTERATE	29,928	30,231	30,527	30,811	31,096	31,332
	171BASELINE	29,929	30,226	30,518	30,803	31,090	31,330
	181DIFFERENCE	-0,001	0,005	0,008	0,009	0,006	0,002
	191% DIFFERENCE	-0,00	0,02	0,03	0,03	0,02	0,01
201							
211	FULL SIZE						
	W/ALTERATE	35,639	35,843	36,004	36,331	36,616	36,844
	231BASELINE	35,737	35,903	36,026	36,318	36,570	36,765
	241DIFFERENCE	-0,098	-0,059	-0,022	0,013	0,046	0,078
	251% DIFFERENCE	-0,27	-0,17	-0,06	0,04	0,13	0,21
261							
271	LUXURY						
	W/ALTERATE	13,222	13,450	13,678	13,915	14,153	14,378
	291BASELINE	13,106	13,333	13,561	13,800	14,041	14,271
	301DIFFERENCE	0,116	0,117	0,117	0,115	0,112	0,107
	311% DIFFERENCE	0,89	0,88	0,86	0,83	0,80	0,75

TABLE 3.05 STOCKS BY SIZE CLASS

LIFE	TYPE		1999	2000
UNDESIRSD STOCKS				
21				
31 SUBCOMPACT				
41 ALTERNATE	MILL AUTO		22,017	21,922
51 BASELINE			22,179	22,109
61 DIFFERENCE			-0,163	-0,187
71% DIFFERENCE			-0,173	-0,184
81				
91 COMPACT				
101 ALTERNATE	MILL AUTO		26,039	26,138
111 BASELINE			26,003	26,116
121 DIFFERENCE			0,036	0,022
131% DIFFERENCE			0,14	0,08
141				
151 MID-SIZE				
161 ALTERNATE	MILL AUTO		31,537	31,811
171 BASELINE			31,540	31,819
181 DIFFERENCE			-0,003	-0,008
191% DIFFERENCE			-0,01	-0,02
201				
211 FULL SIZE				
221 ALTERNATE	MILL AUTO		37,092	37,302
231 BASELINE			36,981	37,151
241 DIFFERENCE			0,111	0,144
251% DIFFERENCE			0,30	0,39
261				
271 LUXURY				
281 ALTERNATE	MILL AUTO		14,594	14,799
291 BASELINE			14,491	14,702
301 DIFFERENCE			0,103	0,097
311% DIFFERENCE			0,71	0,66

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
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TABLE 3.06 STOCKS BY SIZE CLASS

LIFE	T I F E	11 YEAR-END ACTUAL STOCKS:		1975	1976	1977	1978	1979	1980
21			MILL AUTO						
31		SUBCOMPACT							
41		ALTERNATE		16,275	17,918	19,481	20,842	21,708	22,278
51		BASELINE		0,0	17,918	19,397	20,745	21,632	22,229
61		DIFFERENCE		0,0	0,0	0,084	0,097	0,076	0,049
71		% DIFFERENCE		0,0	0,0	0,44	0,47	0,35	0,22
81									
91		COMPACT							
101		ALTERNATE		16,947	17,878	18,728	19,403	19,817	20,209
111		BASELINE		0,0	17,878	18,633	19,285	19,719	20,143
121		DIFFERENCE		0,0	0,0	0,095	0,118	0,098	0,066
131		% DIFFERENCE		0,0	0,0	0,51	0,61	0,50	0,33
141									
151		MID-SIZE							
161		ALTERNATE		22,309	23,467	24,335	24,986	25,086	25,112
171		BASELINE		22,309	23,467	24,203	24,826	24,959	25,038
181		DIFFERENCE		0,0	0,0	0,132	0,161	0,127	0,074
191		% DIFFERENCE		0,0	0,0	0,55	0,65	0,51	0,30
201									
211		FULL SIZE							
221		ALTERNATE		32,695	31,936	31,572	31,577	30,887	30,119
231		BASELINE		32,695	31,936	31,391	31,345	30,721	30,071
241		DIFFERENCE		0,0	0,0	0,180	0,233	0,166	0,048
251		% DIFFERENCE		0,0	0,0	0,57	0,74	0,54	0,16
261									
271		LUXURY							
281		ALTERNATE		8,418	8,806	9,161	9,475	9,618	9,720
291		BASELINE		8,418	8,806	9,107	9,401	9,543	9,652
301		DIFFERENCE		0,0	0,0	0,053	0,074	0,075	0,069
311		% DIFFERENCE		0,0	0,0	0,58	0,79	0,78	0,71

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

TIME	DATE	1981	1982	1983	1984	1985	1986
11 YEAR-END ACTUAL STOCKS:							
21 SURCOMPACT	MILL AUTOI						
211 TOTAL TERMATE		22,688	22,994	23,150	23,158	23,102	23,036
212 BASELINE		22,637	22,930	23,071	23,065	23,004	22,939
213 DIFFERENCE		0,051	0,064	0,079	0,093	0,098	0,097
214 DIFFERENCE		0,023	0,028	0,034	0,040	0,043	0,042
91 COMPACT	MILL AUTOI						
911 TOTAL TERMATE		20,877	21,599	22,275	22,917	23,535	24,053
912 BASELINE		20,815	21,525	22,187	22,817	23,430	23,947
913 DIFFERENCE		0,064	0,074	0,087	0,099	0,105	0,107
914 DIFFERENCE		0,031	0,034	0,039	0,043	0,045	0,045
151 MID-SIZE	MILL AUTOI						
1511 TOTAL TERMATE		25,413	25,840	26,238	26,622	27,006	27,344
1512 BASELINE		25,360	25,790	26,188	26,573	26,965	27,316
1513 DIFFERENCE		0,053	0,049	0,050	0,049	0,041	0,028
1514 DIFFERENCE		0,021	0,019	0,019	0,018	0,015	0,010
201 FULL SIZE	MILL AUTOI						
2011 TOTAL TERMATE		29,836	30,057	30,540	31,249	32,198	33,006
2012 BASELINE		29,868	30,135	30,653	31,396	32,382	33,226
2013 DIFFERENCE		-0,031	-0,078	-0,113	-0,147	-0,184	-0,221
2014 DIFFERENCE		-0,110	-0,26	-0,37	-0,47	-0,57	-0,66
261 LUXURY	MILL AUTOI						
2611 TOTAL TERMATE		9,913	10,156	10,405	10,666	10,953	11,218
2612 BASELINE		9,836	10,066	10,301	10,551	10,832	11,094
2613 DIFFERENCE		0,078	0,091	0,104	0,115	0,122	0,125
2614 DIFFERENCE		0,079	0,090	0,101	0,109	0,112	0,112

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	I T F W	1 YEAR-END ACTUAL STOCKS:		1987	1988	1989	1990	1991	1992
21		WILL AUTO							
31		SUPERCAR							
41		ALTERNATE		22,928	22,809	22,676	22,589	22,595	22,639
51		BASELINE		22,838	22,729	22,608	22,534	22,552	22,607
61		DIFFERENCE		0,090	0,080	0,068	0,056	0,043	0,032
71		DIFFERENCE		0,39	0,45	0,30	0,25	0,19	0,14
81		WILL AUTO							
91		COMPACT							
101		ALTERNATE		24,482	24,418	25,085	25,285	25,492	25,674
111		BASELINE		24,377	24,715	24,983	25,183	25,389	25,567
121		DIFFERENCE		6,105	0,103	0,102	0,102	0,104	0,107
131		DIFFERENCE		0,43	0,42	0,41	0,40	0,41	0,42
141		WILL AUTO							
151		MID-SIZE							
161		ALTERNATE		27,623	27,873	28,100	28,354	28,646	28,964
171		BASELINE		27,612	27,875	28,112	28,370	28,661	28,973
181		DIFFERENCE		0,012	-0,002	-0,012	-0,016	-0,014	-0,009
191		DIFFERENCE		0,04	-0,01	-0,04	-0,06	-0,05	-0,03
201		WILL AUTO							
211		FULL SIZE							
221		ALTERNATE		33,673	34,173	34,531	34,767	35,015	35,182
231		BASELINE		33,927	34,451	34,816	35,043	35,269	35,403
241		DIFFERENCE		-0,255	-0,278	-0,285	-0,276	-0,254	-0,221
251		DIFFERENCE		-0,75	-0,81	-0,82	-0,79	-0,72	-0,62
261		WILL AUTO							
271		LUXURY							
281		ALTERNATE		11,459	11,680	11,884	12,082	12,300	12,515
291		BASELINE		11,335	11,557	11,762	11,962	12,160	12,394
301		DIFFERENCE		0,125	0,123	0,122	0,120	0,120	0,121
311		DIFFERENCE		1,10	1,07	1,03	1,00	0,98	0,97

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	T Y E M		1999	2000
YEAR-END ACTUAL STOCKS:				
21		MILL AUTO		
21A	SUBCOMPACT			
21B	ALTERNATE		23,140	23,111
21C	SERIES LINE		23,244	23,200
21D	DIFFERENCE		-0,104	-0,129
21E	71% DIFFERENCE		-0,45	-0,55
91		MILL AUTO		
91A	COMPACT			
91B	ALTERNATE		26,800	26,927
91C	SERIES LINE		26,730	26,869
91D	DIFFERENCE		0,070	0,058
91E	131% DIFFERENCE		0,26	0,23
151		MILL AUTO		
151A	MID-SIZE			
151B	ALTERNATE		31,081	31,306
151C	SERIES LINE		31,087	31,316
151D	DIFFERENCE		-0,006	-0,010
151E	191% DIFFERENCE		-0,02	-0,03
201		MILL AUTO		
201A	FULL SIZE			
201B	ALTERNATE		36,182	36,309
201C	SERIES LINE		36,166	36,301
201D	DIFFERENCE		0,016	0,048
201E	251% DIFFERENCE		0,05	0,13
261		MILL AUTO		
261A	LUXURY			
261B	ALTERNATE		14,075	14,280
261C	SERIES LINE		13,968	14,177
261D	DIFFERENCE		0,107	0,103
261E	31% DIFFERENCE		0,77	0,72

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 ZEPHYRUS AUTO MODEL 1975 - 2000
 INCREASE ANNUAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	ITEM	1975					1977					1978					1979					1980				
		AVG ANNUAL CAP. COST PER MILE \$/MILE																								
11	AVG ANNUAL CAP. COST PER MILE																									
12	AVG REAL CAP. COST PER MILE																									
13	CAPITALIZED COST PER MILE BY SIZE:																									
14	SUBCOMPACTS																									
15	151 ALTERNATE																									
16	151 BASELINE																									
17	151 DIFFERENCE																									
18	151% DIFFERENCE																									
19	151% DIFFERENCE																									
20	151% DIFFERENCE																									
21	151% DIFFERENCE																									
22	151% DIFFERENCE																									
23	151% DIFFERENCE																									
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35	151% DIFFERENCE																									
36	151% DIFFERENCE																									
37	151% DIFFERENCE																									
38	151% DIFFERENCE																									
39	151% DIFFERENCE																									
40	151% DIFFERENCE																									
41	151% DIFFERENCE																									
42	151% DIFFERENCE																									
43	151% DIFFERENCE																									

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	ITEM	1981	1982	1983	1984	1985	1986
	AVG MINIMAL CAP. COST PER MILE						
21	ALTERNATE	0.273	0.285	0.299	0.312	0.325	0.339
22	BASELINE	0.273	0.285	0.299	0.312	0.325	0.339
23	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
24	11% DIFFERENCE	0.01	0.02	0.02	0.02	0.02	0.02
25							
	AVG REAL CAP. COST PER MILE						
26	ALTERNATE	0.155	0.155	0.155	0.156	0.156	0.157
27	BASELINE	0.155	0.155	0.155	0.156	0.156	0.157
28	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
29	11% DIFFERENCE	0.01	0.02	0.02	0.02	0.02	0.02
30							
	USCAPITALIZED COST PER MILE BY SIZE						
31							
32	151 SUBCOMPACTS						
33	ALTERNATE	0.214	0.224	0.235	0.246	0.257	0.268
34	BASELINE	0.214	0.224	0.235	0.246	0.257	0.268
35	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
36	14% DIFFERENCE	-0.01	-0.01	-0.01	-0.01	-0.01	-0.01
37							
38	201 COMPACTS						
39	ALTERNATE	0.244	0.255	0.267	0.279	0.291	0.304
40	BASELINE	0.244	0.255	0.267	0.279	0.291	0.304
41	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
42	25% DIFFERENCE	0.07	0.07	0.06	0.06	0.06	0.06
43							
44	271 MID-SIZE						
45	ALTERNATE	0.273	0.285	0.298	0.311	0.324	0.338
46	BASELINE	0.273	0.285	0.298	0.310	0.323	0.337
47	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
48	31% DIFFERENCE	0.04	0.04	0.03	0.03	0.03	0.03
49							
50	351 FULL SIZE						
51	ALTERNATE	0.296	0.309	0.323	0.336	0.349	0.364
52	BASELINE	0.296	0.309	0.323	0.336	0.349	0.364
53	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
54	37% DIFFERENCE	0.03	0.03	0.03	0.02	0.02	0.02
55							
56	391 LUXURY						
57	ALTERNATE	0.384	0.400	0.418	0.435	0.452	0.471
58	BASELINE	0.384	0.400	0.418	0.435	0.452	0.471
59	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
60	43% DIFFERENCE	0.02	0.02	0.01	0.01	0.01	0.01

TABLE 3.07 CAPITALIZED COSTS PER MILE

LIFE	I T F M		1987	1988	1989	1990	1991	1992
11AVG NOMINAL CAP. COST PER MILE \$/MILE								
11A1ALTERNATE			0.354	0.369	0.385	0.401	0.417	0.433
11A2BASELINE			0.354	0.369	0.385	0.401	0.417	0.433
11A3DIFFERENCE			0.000	0.000	0.000	0.000	0.000	0.000
11A4DIFFERENCE			0.003	0.003	0.003	0.004	0.004	0.004
12AVG REAL CAP. COST PER MILE \$/MILE								
12A1ALTERNATE			0.158	0.159	0.159	0.160	0.161	0.162
12A2BASELINE			0.158	0.159	0.159	0.160	0.161	0.162
12A3DIFFERENCE			0.000	0.000	0.000	0.000	0.000	0.000
12A4DIFFERENCE			0.003	0.003	0.003	0.004	0.004	0.004
13CAPITALIZED COST PER MILE BY SIZE \$/MILE								
14SUBCOMPACTS								
14A1ALTERNATE			0.279	0.291	0.303	0.316	0.328	0.341
14A2BASELINE			0.279	0.291	0.303	0.316	0.328	0.341
14A3DIFFERENCE			-0.000	-0.000	0.000	0.000	0.000	0.000
14A4DIFFERENCE			-0.000	-0.000	0.000	0.000	0.001	0.001
201COMPACTS								
20A1ALTERNATE			0.317	0.330	0.345	0.359	0.374	0.388
20A2BASELINE			0.317	0.330	0.344	0.359	0.374	0.388
20A3DIFFERENCE			0.000	0.000	0.000	0.000	0.000	0.000
20A4DIFFERENCE			0.005	0.005	0.005	0.005	0.005	0.004
271MID-SIZE								
27A1ALTERNATE			0.352	0.367	0.382	0.399	0.414	0.430
27A2BASELINE			0.352	0.367	0.382	0.398	0.414	0.430
27A3DIFFERENCE			0.000	0.000	0.000	0.000	0.000	0.000
27A4DIFFERENCE			0.003	0.002	0.002	0.002	0.002	0.002
321FULL SIZE								
32A1ALTERNATE			0.380	0.396	0.413	0.430	0.447	0.464
32A2BASELINE			0.380	0.396	0.412	0.430	0.447	0.464
32A3DIFFERENCE			0.000	0.000	0.000	0.000	0.000	0.000
32A4DIFFERENCE			0.002	0.002	0.002	0.001	0.001	0.001
381LUXURY								
38A1ALTERNATE			0.491	0.512	0.533	0.556	0.577	0.599
38A2BASELINE			0.491	0.511	0.533	0.556	0.577	0.599
38A3DIFFERENCE			0.000	0.000	0.000	0.000	0.000	0.000
38A4DIFFERENCE			0.001	0.001	0.001	0.001	0.001	0.001

TABLE 3.07 CAPITALIZED COSTS PER MILE

LIFE	1972	1973	1974	1975	1976	1977	1978
11 AVG. INITIAL CAP. COST PER MILE \$/MILE							
21 ALTERNATE	0.450		0.468	0.486	0.505	0.524	0.544
31 BASELINE	0.450		0.467	0.486	0.504	0.524	0.544
41 DIFFERENCE	0.000		0.000	0.000	0.000	0.000	0.000
51% DIFFERENCE	0.05		0.05	0.06	0.05	0.07	0.07
61							
71 AVG. REAL CAP. COST PER MILE 1972 \$							
81 ALTERNATE	0.163		0.165	0.166	0.167	0.168	0.169
91 BASELINE	0.163		0.165	0.166	0.167	0.168	0.169
101 DIFFERENCE	0.000		0.000	0.000	0.000	0.000	0.000
11% DIFFERENCE	0.05		0.05	0.06	0.06	0.07	0.07
121							
131 CAPITALIZED COST PER MILE BY SIZE							
141							
151 SUBCOMPACTS							
161 ALTERNATE	0.354		0.367	0.381	0.395	0.410	0.426
171 BASELINE	0.353		0.367	0.381	0.395	0.410	0.426
181 DIFFERENCE	0.000		0.000	0.000	0.000	0.000	0.000
191% DIFFERENCE	0.01		0.02	0.02	0.02	0.03	0.03
201							
211 COMPACTS							
221 ALTERNATE	0.403		0.419	0.435	0.452	0.469	0.487
231 BASELINE	0.403		0.419	0.435	0.452	0.469	0.487
241 DIFFERENCE	0.000		0.000	0.000	0.000	0.000	0.000
251% DIFFERENCE	0.04		0.04	0.04	0.04	0.05	0.05
261							
271 MID-SIZE							
281 ALTERNATE	0.447		0.464	0.482	0.509	0.519	0.538
291 BASELINE	0.447		0.464	0.482	0.509	0.519	0.538
301 DIFFERENCE	0.000		0.000	0.000	0.000	0.000	0.000
311% DIFFERENCE	0.02		0.02	0.01	0.01	0.01	0.01
321							
331 FULL SIZE							
341 ALTERNATE	0.482		0.500	0.519	0.539	0.559	0.580
351 BASELINE	0.482		0.500	0.519	0.539	0.559	0.580
361 DIFFERENCE	0.000		0.000	0.000	0.000	0.000	0.000
371% DIFFERENCE	0.01		0.01	0.01	0.01	0.01	0.01
381							
391 LUXURY							
401 ALTERNATE	0.622		0.646	0.671	0.696	0.722	0.750
411 BASELINE	0.622		0.646	0.671	0.696	0.722	0.750
421 DIFFERENCE	0.000		0.000	0.000	0.000	0.000	0.000
431% DIFFERENCE	0.01		0.01	0.01	0.01	0.01	0.01

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	ITEM	1972		1979		2000	
		\$/MILE		\$/MILE		\$/MILE	
11	AVG NORMAL CAP. COST PER MILE						
21	ALTERNATE			0.565		0.5871	
31	BASELINE			0.565		0.5871	
41	DIFFERENCE			0.000		0.0000	
51	% DIFFERENCE			0.07		0.081	
61							
71	AVG REAL CAP. COST PER MILE	1972 \$					
81	ALTERNATE			0.170		0.1711	
91	BASELINE			0.170		0.1711	
101	DIFFERENCE			0.000		0.0000	
111	% DIFFERENCE			0.07		0.081	
121							
131	CAPITALIZED COST PER MILE BY SIZE:						
141							
151	SUBCOMPACTS						
161	ALTERNATE	\$/MILE		0.442		0.4591	
171	BASELINE			0.442		0.4591	
181	DIFFERENCE			0.000		0.0000	
191	% DIFFERENCE			0.03		0.041	
201							
211	COMPACTS						
221	ALTERNATE	\$/MILE		0.506		0.5251	
231	BASELINE			0.506		0.5251	
241	DIFFERENCE			0.000		0.0000	
251	% DIFFERENCE			0.03		0.031	
261							
271	STD-SIZE						
281	ALTERNATE	\$/MILE		0.559		0.5801	
291	BASELINE			0.559		0.5801	
301	DIFFERENCE			0.000		0.0000	
311	% DIFFERENCE			0.01		0.011	
321							
331	FULL SIZE						
341	ALTERNATE	\$/MILE		0.602		0.6251	
351	BASELINE			0.602		0.6241	
361	DIFFERENCE			0.000		0.0000	
371	% DIFFERENCE			0.01		0.011	
381							
391	LUXURY						
401	ALTERNATE	\$/MILE		0.778		0.8071	
411	BASELINE			0.778		0.8071	
421	DIFFERENCE			0.000		0.0000	
431	% DIFFERENCE			0.00		0.001	

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
NEW LONG RUN AUTO MODEL 1975 - 2000
INCREASE TOTAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.03 CAPITALIZED COSTS PER MILE

LINE		I T E M						1975	1976	1977	1978	1979	1980
		L I C A P , C O S T P E R M I L E B Y F O R D O M :											
21	TOTAL DOMESTIC												
211	TOTAL TERMITE												
2111	BASELINE							0.196	0.208	0.221	0.236	0.250	0.264
21111	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21112	DIFFERENCE							0.00	0.00	0.13	0.10	0.06	0.03
212	TOTAL FOREIGN												
2121	TOTAL TERMITE							0.165	0.179	0.189	0.201	0.216	0.230
21211	BASELINE							0.165	0.179	0.189	0.201	0.216	0.230
21212	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21213	DIFFERENCE							0.00	0.00	0.18	0.15	0.11	0.07
213	DOMESTIC SURCOMPACT												
2131	TOTAL TERMITE							0.153	0.162	0.171	0.183	0.194	0.205
21311	BASELINE							0.153	0.162	0.171	0.183	0.194	0.205
21312	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21313	DIFFERENCE							0.00	0.00	0.02	0.02	0.01	0.01
214	FOREIGN SURCOMPACT												
2141	TOTAL TERMITE							0.151	0.160	0.169	0.179	0.191	0.203
21411	BASELINE							0.151	0.160	0.169	0.179	0.191	0.203
21412	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21413	DIFFERENCE							0.00	0.00	0.02	0.02	0.01	0.01
215	DOMESTIC COMPACT												
2151	TOTAL TERMITE							0.174	0.182	0.193	0.206	0.219	0.231
21511	BASELINE							0.174	0.182	0.193	0.206	0.218	0.230
21512	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21513	DIFFERENCE							0.00	0.00	0.03	0.05	0.07	0.07
216	FOREIGN COMPACT												
2161	TOTAL TERMITE							0.199	0.212	0.223	0.237	0.254	0.269
21611	BASELINE							0.199	0.212	0.223	0.237	0.254	0.269
21612	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21613	DIFFERENCE							0.00	0.00	0.03	0.05	0.06	0.06
217	DOMESTIC LUXURY												
2171	TOTAL TERMITE							0.276	0.287	0.301	0.320	0.340	0.358
21711	BASELINE							0.276	0.287	0.301	0.320	0.340	0.358
21712	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21713	DIFFERENCE							0.00	0.00	0.01	0.02	0.02	0.02
218	FOREIGN LUXURY												
2181	TOTAL TERMITE							0.318	0.343	0.359	0.384	0.411	0.437
21811	BASELINE							0.318	0.343	0.359	0.384	0.411	0.437
21812	DIFFERENCE							0.00	0.00	0.000	0.000	0.000	0.000
21813	DIFFERENCE							0.00	0.00	0.01	0.01	0.02	0.02

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	I T E M	CAP. COST PER MILE BY FOR/DOM	\$/MIL	1981	1982	1983	1984	1985	1986
21	11CAP. COST PER MILE BY FOR/DOM								
31	TOTAL DOMESTIC								
41	ALTERNATE		0.276	0.289	0.303	0.316	0.329	0.343	
51	BASLINE		0.276	0.289	0.303	0.316	0.329	0.343	
61	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
71	DIFFERENCE		0.01	0.01	0.01	0.02	0.02	0.02	
81	TOTAL FOREIGN								
91	ALTERNATE		0.244	0.256	0.269	0.283	0.297	0.309	
101	BASLINE		0.244	0.256	0.269	0.283	0.297	0.309	
111	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
121	DIFFERENCE		0.04	0.04	0.05	0.05	0.06	0.07	
131	TOTAL DOMESTIC SUBCOMPACT								
141	ALTERNATE		0.215	0.225	0.236	0.247	0.258	0.269	
151	BASLINE		0.215	0.225	0.236	0.247	0.258	0.269	
161	DIFFERENCE		-0.000	-0.000	-0.000	-0.000	-0.000	-0.000	
171	DIFFERENCE		-0.01	-0.01	-0.01	-0.01	-0.01	-0.01	
181	TOTAL FOREIGN SUBCOMPACT								
191	ALTERNATE		0.213	0.223	0.234	0.245	0.256	0.266	
201	BASLINE		0.213	0.223	0.234	0.245	0.256	0.266	
211	DIFFERENCE		-0.000	-0.000	-0.000	-0.000	-0.000	-0.000	
221	DIFFERENCE		-0.01	-0.01	-0.01	-0.01	-0.01	-0.01	
231	TOTAL DOMESTIC COMPACT								
241	ALTERNATE		0.241	0.252	0.264	0.276	0.288	0.300	
251	BASLINE		0.241	0.252	0.264	0.276	0.288	0.300	
261	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
271	DIFFERENCE		0.07	0.07	0.06	0.06	0.06	0.06	
281	TOTAL FOREIGN COMPACT								
291	ALTERNATE		0.283	0.297	0.311	0.325	0.340	0.354	
301	BASLINE		0.283	0.297	0.311	0.325	0.339	0.354	
311	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
321	DIFFERENCE		0.06	0.06	0.05	0.05	0.05	0.05	
331	TOTAL DOMESTIC LUXURY								
341	ALTERNATE		0.374	0.389	0.406	0.422	0.438	0.456	
351	BASLINE		0.374	0.389	0.406	0.422	0.438	0.456	
361	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
371	DIFFERENCE		0.02	0.02	0.02	0.01	0.01	0.01	
381	TOTAL FOREIGN LUXURY								
391	ALTERNATE		0.460	0.482	0.506	0.530	0.555	0.580	
401	BASLINE		0.460	0.482	0.506	0.530	0.555	0.580	
411	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
421	DIFFERENCE		0.01	0.01	0.01	0.01	0.01	0.01	
431	TOTAL DOMESTIC								
441	ALTERNATE		0.460	0.482	0.506	0.530	0.555	0.580	
451	BASLINE		0.460	0.482	0.506	0.530	0.555	0.580	
461	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
471	DIFFERENCE		0.01	0.01	0.01	0.01	0.01	0.01	
481	TOTAL FOREIGN								
491	ALTERNATE		0.460	0.482	0.506	0.530	0.555	0.580	
501	BASLINE		0.460	0.482	0.506	0.530	0.555	0.580	
511	DIFFERENCE		0.000	0.000	0.000	0.000	0.000	0.000	
521	DIFFERENCE		0.01	0.01	0.01	0.01	0.01	0.01	

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

J T F N		1987	1988	1989	1990	1991	1992
LIFE							
LIFESPAN, COST PER MILE BY FOUR-DIGIT							
21	TOTAL DOMESTIC						
211	ALTERNATE						
2111	BASELINE	0.358	0.373	0.389	0.405	0.421	0.438
2112	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
2113	DIFFERENCE	0.003	0.003	0.003	0.003	0.004	0.004
81	TOTAL FOREIGN						
811	ALTERNATE	0.322	0.336	0.351	0.366	0.380	0.395
8111	BASELINE	0.322	0.336	0.350	0.365	0.380	0.394
8112	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
8113	DIFFERENCE	0.008	0.009	0.010	0.011	0.012	0.013
141	DOMESTIC SUBCOMPACT						
1411	ALTERNATE	0.281	0.293	0.305	0.318	0.331	0.344
14111	BASELINE	0.281	0.293	0.305	0.318	0.331	0.344
14112	DIFFERENCE	-0.000	-0.000	0.000	0.000	0.000	0.000
14113	DIFFERENCE	-0.000	-0.000	0.000	0.000	0.001	0.001
201	FOREIGN SUBCOMPACT						
2011	ALTERNATE	0.278	0.289	0.301	0.314	0.326	0.338
20111	BASELINE	0.278	0.289	0.301	0.314	0.326	0.338
20112	DIFFERENCE	-0.000	-0.000	0.000	0.000	0.000	0.000
20113	DIFFERENCE	-0.000	-0.000	0.000	0.000	0.001	0.001
261	DOMESTIC COMPACT						
2611	ALTERNATE	0.313	0.326	0.340	0.355	0.369	0.384
26111	BASELINE	0.313	0.326	0.340	0.355	0.369	0.383
26112	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
26113	DIFFERENCE	0.005	0.005	0.005	0.005	0.005	0.004
321	FOREIGN COMPACT						
3211	ALTERNATE	0.369	0.385	0.401	0.419	0.435	0.452
32111	BASELINE	0.369	0.384	0.401	0.419	0.435	0.452
32112	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
32113	DIFFERENCE	0.005	0.004	0.004	0.004	0.004	0.004
381	DOMESTIC LUXURY						
3811	ALTERNATE	0.475	0.495	0.515	0.537	0.557	0.578
38111	BASELINE	0.475	0.495	0.515	0.536	0.557	0.578
38112	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
38113	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
441	FOREIGN LUXURY						
4411	ALTERNATE	0.607	0.635	0.665	0.696	0.725	0.755
44111	BASELINE	0.607	0.635	0.665	0.696	0.725	0.755
44112	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	0.000
44113	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001

TABLE 3.0A CAPITALIZED COSTS PER MILE - CONTINUED

LINE	I T E M	1993						1996		1997		1998	
		CAP. COST PER MILE BY FOR/DOM:											
21	\$/MIL												
31	TOTAL DOMESTIC												
41	ALTERNATE												
51	BASLINE												
61	DIFFERENCE												
71	DIFFERENCE												
81													
91	TOTAL FOREIGN												
101	ALTERNATE												
111	BASLINE												
121	DIFFERENCE												
131	DIFFERENCE												
141													
151	DOMESTIC SUBCOMPACT												
161	ALTERNATE												
171	BASLINE												
181	DIFFERENCE												
191	DIFFERENCE												
201													
211	FOREIGN SUBCOMPACT												
221	ALTERNATE												
231	BASLINE												
241	DIFFERENCE												
251	DIFFERENCE												
261													
271	DOMESTIC COMPACT												
281	ALTERNATE												
291	BASLINE												
301	DIFFERENCE												
311	DIFFERENCE												
321													
331	FOREIGN COMPACT												
341	ALTERNATE												
351	BASLINE												
361	DIFFERENCE												
371	DIFFERENCE												
381													
391	DOMESTIC LUXURY												
401	ALTERNATE												
411	BASLINE												
421	DIFFERENCE												
431	DIFFERENCE												
441													
451	FOREIGN LUXURY												
461	ALTERNATE												
471	BASLINE												
481	DIFFERENCE												
491	DIFFERENCE												

TABLE 3.0A CAPITALIZED COSTS PER MILE - CONTINUED

LINE	UNIT	CAP. COST PER MILE BY FOM/DOOM	1999		2000	
			\$/MILE		\$/MILE	
21		TOTAL DOMESTIC				
21A		ALTERNATE	0.570		0.592	
21B		BASELINE	0.570		0.592	
21C		DIFFERENCE	0.000		0.000	
21D		DIFFERENCE	0.00		0.06	
21E						
21F		TOTAL FOREIGN				
21FA		ALTERNATE	0.520		0.542	
21FB		BASELINE	0.519		0.540	
21FC		DIFFERENCE	0.001		0.001	
21FD		DIFFERENCE	0.21		0.22	
21FE						
21G		TOTAL DOMESTIC SUBCOMPACT				
21GA		ALTERNATE	0.448		0.466	
21GB		BASELINE	0.448		0.466	
21GC		DIFFERENCE	0.000		0.000	
21GD		DIFFERENCE	0.03		0.04	
21GE						
21H		TOTAL FOREIGN SUBCOMPACT				
21HA		ALTERNATE	0.436		0.452	
21HB		BASELINE	0.436		0.452	
21HC		DIFFERENCE	0.000		0.000	
21HD		DIFFERENCE	0.03		0.04	
21HE						
21I		TOTAL DOMESTIC COMPACT				
21IA		ALTERNATE	0.500		0.519	
21IB		BASELINE	0.500		0.519	
21IC		DIFFERENCE	0.000		0.000	
21ID		DIFFERENCE	0.03		0.03	
21IE						
21J		TOTAL FOREIGN COMPACT				
21JA		ALTERNATE	0.588		0.610	
21JB		BASELINE	0.588		0.610	
21JC		DIFFERENCE	0.000		0.000	
21JD		DIFFERENCE	0.03		0.02	
21JE						
21K		TOTAL DOMESTIC LUXURY				
21KA		ALTERNATE	0.747		0.775	
21KB		BASELINE	0.747		0.775	
21KC		DIFFERENCE	0.000		0.000	
21KD		DIFFERENCE	0.00		0.00	
21KE						
21L		TOTAL FOREIGN LUXURY				
21LA		ALTERNATE	1.003		1.045	
21LB		BASELINE	1.003		1.045	
21LC		DIFFERENCE	0.000		0.000	
21LD		DIFFERENCE	0.00		0.00	
21LE						

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
XEPALONG RUN AUTO MODEL 1975 - 2000
INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.09 MISCELLANEOUS

LINE	TYPE	1975	1976	1977	1978	1979	1980
1	INVESTED STOCK PER FAMILY						
2	ALTERNATE	1,246	1,268	1,287	1,304	1,306	1,307
3	BASELINE	1,246	1,268	1,285	1,301	1,304	1,305
4	DIFFERENCE	0.0	0.0	0.002	0.003	0.003	0.002
5	% DIFFERENCE			0.16	0.22	0.20	0.14
6							
7	7 YEAR-OLD STOCK PER FAMILY						
8	ALTERNATE	1,283	1,305	1,324	1,339	1,326	1,308
9	BASELINE	1,283	1,305	1,317	1,330	1,320	1,305
10	DIFFERENCE	0.0	0.0	0.007	0.009	0.007	0.004
11	% DIFFERENCE			0.53	0.65	0.51	0.29
12							
13	VEHICLE MILES PER FAMILY THRU MILES						
14	ALTERNATE	13,674	13,406	13,354	13,379	13,512	13,497
15	BASELINE	13,674	13,406	13,342	13,282	13,391	13,389
16	DIFFERENCE	0.0	0.0	0.012	0.097	0.121	0.107
17	% DIFFERENCE			0.09	0.73	0.90	0.80
18							
19	VEHICLE MILES PER AUTO THRU MILES						
20	ALTERNATE	10,806	10,447	10,248	10,135	10,226	10,331
21	BASELINE	10,806	10,447	10,267	10,121	10,193	10,289
22	DIFFERENCE	0.0	0.0	-0.018	0.014	0.033	0.041
23	% DIFFERENCE			-0.18	0.14	0.32	0.40
24							
25	ATION-NEW REGIS. TO BEGIN, STOCK RATIO						
26	ALTERNATE	0.0880	0.1059	0.1188	0.1139	0.1078	0.1082
27	BASELINE	0.0880	0.1059	0.1125	0.1128	0.1087	0.1093
28	DIFFERENCE	0.0	0.0	0.0062	0.0011	-0.0009	-0.0011
29	% DIFFERENCE			5.54	1.01	-0.83	-1.00
30							
31	ATION-SCRAPAGE TO BEGIN, STOCK RATIO						
32	ALTERNATE	0.0590	0.0711	0.0861	0.0848	0.0999	0.1053
33	BASELINE	0.0590	0.0711	0.0853	0.0849	0.0995	0.1041
34	DIFFERENCE	0.0	0.0	0.0008	-0.0001	0.0005	0.0011
35	% DIFFERENCE			0.92	-0.06	0.47	1.10
36							
37	REAL DISP. INCOME PER FAMILY THRU \$						
38	ALTERNATE	9,349	9,561	9,898	10,173	10,180	10,205
39	BASELINE	9,349	9,561	9,762	10,032	10,039	10,063
40	DIFFERENCE	0.0	0.0	0.136	0.141	0.141	0.142
41	% DIFFERENCE			1.39	1.41	1.41	1.42
42							
43	FAMILIES WITH INCOME OVER \$15,000 %						
44	ALTERNATE	21.93	20.98	20.70	21.20	22.51	23.98
45	BASELINE	21.93	20.98	20.44	20.65	21.64	22.83
46	DIFFERENCE	0.0	0.0	0.26	0.55	0.86	1.14
47	% DIFFERENCE			1.28	2.68	3.99	5.00

TABLE 3.09 MISCELLANEOUS

TYPE	1981	1982	1983	1984	1985	1986
1 UNSTOCKED STOCK PER FAMILY						
2 ALTERNATE	1.312	1.315	1.316	1.319	1.321	1.320
3 BASELINE	1.311	1.314	1.315	1.318	1.320	1.324
4 DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
5 1% DIFFERENCE	0.06	0.06	0.06	0.06	0.06	0.06
6						
7 YEAR-END STOCK PER FAMILY						
8 ALTERNATE	1.302	1.304	1.307	1.311	1.318	1.322
9 BASELINE	1.300	1.302	1.305	1.309	1.316	1.320
10 DIFFERENCE	0.003	0.002	0.002	0.002	0.002	0.002
11 1% DIFFERENCE	0.20	0.18	0.18	0.18	0.16	0.11
12						
13 VEHICLE MILES PER FAMILY						
14 ALTERNATE	13.445	13.550	13.666	13.709	13.762	13.785
15 BASELINE	13.352	13.475	13.604	13.662	13.726	13.759
16 DIFFERENCE	0.094	0.075	0.062	0.048	0.036	0.026
17 1% DIFFERENCE	0.70	0.56	0.45	0.35	0.26	0.19
18						
19 VEHICLE MILES PER AUTO						
20 ALTERNATE	10.385	10.481	10.548	10.549	10.542	10.511
21 BASELINE	10.338	10.442	10.519	10.532	10.532	10.505
22 DIFFERENCE	0.047	0.039	0.029	0.017	0.010	0.006
23 1% DIFFERENCE	0.46	0.37	0.27	0.17	0.09	0.05
24						
25 RATIO-NEW REFS. TO BEGIN, STOCK						
26 ALTERNATE	0.1179	0.1141	0.1099	0.1091	0.1075	0.1042
27 BASELINE	0.1188	0.1148	0.1106	0.1097	0.1080	0.1045
28 DIFFERENCE	-0.0009	-0.0007	-0.0007	-0.0007	-0.0005	-0.0003
29 1% DIFFERENCE	-0.61	-0.62	-0.60	-0.61	-0.49	-0.30
30						
31 RATIO-SCRAPAGE TO BEGIN, STOCK						
32 ALTERNATE	0.1059	0.0965	0.0922	0.0913	0.0885	0.0883
33 BASELINE	0.1059	0.0970	0.0929	0.0919	0.0887	0.0881
34 DIFFERENCE	-0.0001	-0.0005	-0.0007	-0.0007	-0.0003	0.0001
35 1% DIFFERENCE	-0.07	-0.56	-0.74	-0.71	-0.29	0.13
36						
37 RATIO-NEW REFS. TO BEGIN, STOCK						
38 ALTERNATE	10.387	10.473	10.535	10.556	10.603	10.646
39 BASELINE	10.341	10.424	10.485	10.503	10.547	10.589
40 DIFFERENCE	0.046	0.049	0.050	0.053	0.056	0.057
41 1% DIFFERENCE	1.43	1.44	1.44	1.45	1.46	1.46
42						
43 FAMILIES WITH INCOME OVER \$15,000						
44 ALTERNATE	25.28	26.25	27.05	28.02	29.14	30.32
45 BASELINE	23.94	24.87	25.64	26.57	27.65	28.78
46 DIFFERENCE	1.33	1.38	1.41	1.45	1.50	1.54
47 1% DIFFERENCE	5.57	5.53	5.50	5.46	5.41	5.34

TABLE 3.09 MISCELLANEOUS

LINE	ITEM	1987	1988	1989	1990	1991	1992
1	11 DESIRED STOCK PER FAMILY						
2	21 ALTERNATE	1,327	1,327	1,326	1,325	1,327	1,328
3	31 BASELINE	1,326	1,326	1,325	1,324	1,326	1,327
4	41 DIFFERENCE	0,001	0,001	0,001	0,001	0,001	0,001
5	51% DIFFERENCE	0,06	0,06	0,06	0,06	0,06	0,06
61							
7	71 YEAR-END STOCK PER FAMILY						
8	81 ALTERNATE	1,322	1,320	1,315	1,309	1,306	1,305
9	91 BASELINE	1,322	1,320	1,315	1,309	1,306	1,305
10	101 DIFFERENCE	0,001	0,000	-0,000	-0,000	-0,000	0,000
11	11% DIFFERENCE	0,06	0,02	-0,00	-0,01	-0,00	0,02
121							
13	131 VEHICLE MILES PER FAMILY						
14	141 ALTERNATE	13,768	13,753	13,695	13,672	13,668	13,700
15	151 BASELINE	13,749	13,716	13,675	13,646	13,635	13,661
16	161 DIFFERENCE	0,019	0,017	0,020	0,026	0,033	0,039
17	171% DIFFERENCE	0,14	0,12	0,15	0,19	0,24	0,29
181							
19	191 VEHICLE MILES PER AUTO						
20	201 ALTERNATE	10,477	10,455	10,457	10,480	10,503	10,534
21	211 BASELINE	10,472	10,447	10,442	10,460	10,477	10,505
22	221 DIFFERENCE	0,005	0,008	0,014	0,021	0,026	0,029
23	231% DIFFERENCE	0,05	0,06	0,14	0,20	0,25	0,28
241							
25	251 RATIO-NEW REGIS. TO REGIS. STOCK						
26	261 ALTERNATE	0,1037	0,1045	0,1061	0,1083	0,1081	0,1076
27	271 BASELINE	0,1037	0,1043	0,1058	0,1079	0,1077	0,1074
28	281 DIFFERENCE	-0,0001	0,0002	0,0004	0,0004	0,0004	0,0002
29	291% DIFFERENCE	-0,06	0,10	0,34	0,40	0,35	0,22
301							
31	311 RATIO-SCRAPPAGE TO REGIS. STOCK						
32	321 ALTERNATE	0,0910	0,0946	0,0905	0,1018	0,1002	0,1002
33	331 BASELINE	0,0905	0,0940	0,0979	0,1013	0,0999	0,1002
34	341 DIFFERENCE	0,0005	0,0006	0,0006	0,0005	0,0003	-0,0000
35	351% DIFFERENCE	0,50	0,65	0,63	0,50	0,27	-0,01
361							
37	371 MPAL DISP. INCOME PER FAMILY THOU \$						
38	381 ALTERNATE	11,102	11,268	11,435	11,610	11,804	12,019
39	391 BASELINE	10,942	11,106	11,270	11,443	11,634	11,846
40	401 DIFFERENCE	0,160	0,162	0,164	0,167	0,170	0,173
41	41% DIFFERENCE	1,46	1,46	1,46	1,46	1,46	1,46
421							
43	431 FAMILIES WITH INCOME OVER \$15,000						
44	441 ALTERNATE	31,68	33,21	34,65	36,56	38,39	40,35
45	451 BASELINE	30,10	31,59	33,18	34,86	36,65	38,58
46	461 DIFFERENCE	1,58	1,62	1,47	1,70	1,74	1,77
47	471% DIFFERENCE	5,25	5,14	5,02	4,89	4,75	4,60

TABLE 3.09 MISCELLANEOUS

LINE	ITEM	1993	1994	1995	1996	1997	1998
	UNRESERVED STOCK PER FAMILY						
1	21ALTERNATE	1,328	1,328	1,328	1,328	1,328	1,329
2	31BASELINE	1,328	1,327	1,327	1,327	1,328	1,328
3	41DIFFERENCE	0,001	0,001	0,001	0,001	0,001	0,001
4	51% DIFFERENCE	0,006	0,006	0,005	0,005	0,005	0,005
61							
	71YEAR-END STOCK PER FAMILY						
7	21ALTERNATE	1,305	1,304	1,304	1,305	1,306	1,307
8	31BASELINE	1,304	1,303	1,303	1,304	1,305	1,306
9	41DIFFERENCE	0,001	0,001	0,001	0,001	0,001	0,001
10	51% DIFFERENCE	0,005	0,007	0,009	0,009	0,009	0,007
121							
	131VEHICLE MILES PER FAMILY						
13	21ALTERNATE	13,739	13,776	13,817	13,851	13,886	13,908
14	31BASELINE	13,695	13,730	13,771	13,808	13,847	13,873
15	41DIFFERENCE	0,044	0,046	0,046	0,043	0,040	0,036
16	51% DIFFERENCE	0,32	0,34	0,33	0,31	0,29	0,26
181							
	191VEHICLE MILES PER AUTO						
19	21ALTERNATE	10,570	10,601	10,632	10,654	10,670	10,676
20	31BASELINE	10,539	10,572	10,605	10,630	10,648	10,657
21	41DIFFERENCE	0,030	0,029	0,027	0,024	0,021	0,019
22	51% DIFFERENCE	0,29	0,28	0,25	0,22	0,20	0,18
241							
	251RATION-DEP. REGIS. TO BEGIN, STOCK						
25	21ALTERNATE	0,1076	0,1078	0,1076	0,1079	0,1071	0,1068
26	31BASELINE	0,1076	0,1079	0,1078	0,1081	0,1073	0,1070
27	41DIFFERENCE	0,001	-0,0001	-0,0002	-0,0002	-0,0002	-0,0001
28	51% DIFFERENCE	0,07	-0,07	-0,16	-0,20	-0,19	-0,13
301							
	311RATION-SCRAPPAGE TO BEGIN, STOCK						
31	21ALTERNATE	0,1002	0,1006	0,1005	0,1005	0,0997	0,1001
32	31BASELINE	0,1004	0,1009	0,1008	0,1008	0,0998	0,1002
33	41DIFFERENCE	-0,0002	-0,0003	-0,0003	-0,0003	-0,0002	-0,0000
34	51% DIFFERENCE	-0,20	-0,30	-0,31	-0,25	-0,16	-0,03
361							
	371FAM. DISP. INCOME PER FAMILY THOU 1/2 \$						
37	21ALTERNATE	12,238	12,472	12,713	12,865	13,225	13,497
38	31BASELINE	12,062	12,292	12,530	12,778	13,034	13,302
39	41DIFFERENCE	0,176	0,180	0,183	0,187	0,191	0,195
40	51% DIFFERENCE	1,46	1,46	1,46	1,46	1,46	1,46
421							
	431FAMILIES WITH INCOME OVER \$15,000						
43	21ALTERNATE	42,44	44,67	47,00	49,42	51,89	54,40
44	31BASELINE	40,64	42,84	45,16	47,56	50,03	52,54
45	41DIFFERENCE	1,80	1,83	1,85	1,86	1,86	1,85
46	51% DIFFERENCE	4,44	4,27	4,09	3,90	3,72	3,52

TABLE 3.09 MISCELLANEOUS

LINE	ITEM	1990	2000
1	DESIRED STOCK PER FAMILY		
2	ALTERNATE		
3	BASELINE	1,320	1,332
4	DIFFERENCE	1,320	1,331
5	DIFFERENCE	0,001	0,001
6	DIFFERENCE	0,05	0,05
7			
8	DESIRED STOCK PER FAMILY		
9	ALTERNATE		
10	BASELINE	1,307	1,310
11	DIFFERENCE	1,307	1,310
12	DIFFERENCE	0,001	0,001
13	DIFFERENCE	0,06	0,05
14			
15	DESIRED MILES PER FAMILY		
16	ALTERNATE		
17	BASELINE	13,922	13,953
18	DIFFERENCE	13,889	13,923
19	DIFFERENCE	0,033	0,031
20	DIFFERENCE	0,23	0,22
21			
22	DESIRED MILES PER AUTO		
23	ALTERNATE		
24	BASELINE	10,681	10,676
25	DIFFERENCE	10,663	10,659
26	DIFFERENCE	0,018	0,017
27	DIFFERENCE	0,17	0,16
28			
29	PERCENTAGE REGIS. TO BEGIN, STOCK		
30	ALTERNATE		
31	BASELINE	0,1068	0,1067
32	DIFFERENCE	0,1069	0,1067
33	DIFFERENCE	-0,0001	-0,0000
34	DIFFERENCE	-0,08	-0,02
35			
36	PERCENTAGE SCRAPPAGE TO BEGIN, STOCK		
37	ALTERNATE		
38	BASELINE	0,1007	0,1014
39	DIFFERENCE	0,1007	0,1013
40	DIFFERENCE	0,0000	0,0001
41	DIFFERENCE	0,02	0,10
42			
43	REAL DISP. INCOME PER FAMILY THOU \$		
44	ALTERNATE		
45	BASELINE	13,774	14,103
46	DIFFERENCE	13,576	13,899
47	DIFFERENCE	0,199	0,204
48	DIFFERENCE	1,46	1,47
49			
50	FAMILIES WITH INCOME OVER \$15,000		
51	ALTERNATE		
52	BASELINE	56,92	59,53
53	DIFFERENCE	55,09	57,72
54	DIFFERENCE	1,83	1,81
55	DIFFERENCE	3,33	3,13

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 AEP4 LONG RUN AUTO FLEET 1975 - 2000
 INCREASE MINIMAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.10 MILES PER GALLON

LINE	ITEM	1975	1976	1977	1978	1979	1980
11	GENERAL FLEET MILES PER GALLON - AEP4						
12	31-ALTERNATE	12.69	12.71	12.79	12.95	13.20	13.50
13	31-BASELINE	12.69	12.71	12.78	12.95	13.19	13.50
14	31-DIFFERENCE	0.0	0.0	0.00	0.01	0.00	0.00
15	31% DIFFERENCE	0.0	0.0	0.01	0.04	0.03	0.01
16	AEP4 AUTO MILES PER GALLON (AEP4):						
17	31-TOTAL						
18	31-ALTERNATE	13.29	13.52	14.04	14.61	15.19	15.78
19	31-BASELINE	13.29	13.52	14.07	14.68	15.19	15.77
20	31-DIFFERENCE	0.0	0.0	-0.03	-0.01	0.00	0.01
21	31% DIFFERENCE	0.0	0.0	-0.18	-0.08	0.01	0.07
22	31-TOTAL						
23	31-ALTERNATE	18.74	19.50	20.30	21.16	21.66	22.32
24	31-BASELINE	18.74	19.50	20.30	21.16	21.66	22.32
25	31-DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
26	31% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
27	31-TOTAL						
28	31-ALTERNATE	13.94	14.48	15.07	15.65	16.43	17.29
29	31-BASELINE	13.94	14.48	15.07	15.65	16.43	17.29
30	31-DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
31	31% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
32	32-TOTAL						
33	32-ALTERNATE	11.70	12.20	12.79	13.49	14.05	14.64
34	32-BASELINE	11.70	12.20	12.79	13.49	14.05	14.64
35	32-DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
36	32% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
37	37-TOTAL						
38	37-ALTERNATE	10.60	11.51	12.25	12.92	13.31	13.74
39	37-BASELINE	10.60	11.51	12.25	12.92	13.31	13.74
40	37-DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
41	37% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
42	42-TOTAL						
43	42-ALTERNATE	10.51	11.19	11.88	12.44	12.79	13.16
44	42-BASELINE	10.51	11.19	11.88	12.44	12.79	13.16
45	42-DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
46	42% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3,10 MILES PER GALLON

TYPE	1981	1982	1983	1984	1985	1986
TOTAL						
21 OVERALL FLEET MILES PER GALLON - WEFA						
31 ALTERNATE	13.86	14.27	14.70	15.12	15.55	15.97
41 BASELINE	13.86	14.28	14.70	15.12	15.55	15.97
51 DIFFERENCE	0.00	-0.00	-0.00	-0.00	-0.00	-0.00
61% DIFFERENCE	0.00	-0.01	-0.02	-0.02	-0.02	-0.02
71 MILEPS AUTO MILES PER GALLON (WEFA)						
91 TOTAL						
11 ALTERNATE	16.20	16.64	17.10	17.57	17.96	18.24
11 BASELINE	16.18	16.63	17.09	17.56	17.96	18.23
121 DIFFERENCE	0.02	0.01	0.01	0.01	0.01	0.01
131% DIFFERENCE	0.11	0.09	0.07	0.06	0.04	0.04
141 SURCOMPACT						
161 ALTERNATE	22.80	23.29	23.70	24.12	24.46	24.85
171 BASELINE	22.80	23.29	23.70	24.12	24.46	24.85
181 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201 COMPACT						
211 ALTERNATE	18.09	18.60	19.14	19.69	20.14	20.45
221 BASELINE	18.09	18.60	19.14	19.69	20.14	20.45
231 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251 MID-SIZE						
271 ALTERNATE	15.14	15.60	16.08	16.58	16.99	17.23
281 BASELINE	15.14	15.60	16.08	16.58	16.99	17.23
291 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
301% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311 FULL SIZE						
331 ALTERNATE	14.05	14.49	14.96	15.40	15.84	16.14
341 BASELINE	14.05	14.49	14.96	15.40	15.84	16.14
351 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
361% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
361 LUXURY						
401 ALTERNATE	15.44	15.88	16.34	16.81	17.24	17.42
411 BASELINE	15.44	15.88	16.34	16.81	17.24	17.42
421 DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3,10 MILES PER GALLON

I T E M		1987	1988	1989	1990	1991	1992
11 POWERBALL FLEET MILES PER GALLON - MEFA							
21 ALTERNATE		16.38	16.78	17.16	17.53	17.89	18.20
31 BASELINE		16.38	16.78	17.15	17.52	17.88	18.20
41 DIFFERENCE		-0.00	0.00	0.00	0.01	0.01	0.01
51% DIFFERENCE		-0.00	0.01	0.03	0.03	0.04	0.03
71 KIMER AUTO MILES PER GALLON (MEFA)							
91 TOTAL							
101 ALTERNATE		18.48	18.76	19.02	19.31	19.43	19.55
111 BASELINE		18.48	18.76	19.02	19.31	19.43	19.55
121 DIFFERENCE		0.00	0.00	0.00	-0.00	-0.00	-0.00
131% DIFFERENCE		0.03	0.02	0.01	-0.00	-0.01	-0.02
141 SUBCOMPACT							
151 ALTERNATE		25.13	25.56	25.89	26.36	26.52	26.69
161 BASELINE		25.13	25.56	25.89	26.36	26.52	26.69
171 DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
181% DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
201 COMPACT							
211 ALTERNATE		20.77	21.10	21.43	21.75	21.89	22.02
221 BASELINE		20.77	21.10	21.43	21.75	21.89	22.02
231 DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
241% DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
261 MID-SIZE							
271 ALTERNATE		17.46	17.71	17.95	18.20	18.31	18.42
281 BASELINE		17.46	17.71	17.95	18.20	18.31	18.42
291 DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
301% DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
321 FULL SIZE							
331 ALTERNATE		16.36	16.58	16.80	17.02	17.13	17.23
341 BASELINE		16.36	16.58	16.80	17.02	17.13	17.23
351 DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
361% DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
381 LUXURY							
391 ALTERNATE		15.61	15.81	16.01	16.20	16.30	16.40
401 BASELINE		15.61	15.81	16.01	16.20	16.30	16.40
411 DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00
421% DIFFERENCE		0.00	0.00	0.00	0.00	0.00	0.00

TABLE 3.10 MILES PER GALLON

TYPE	T I F M	
	1999	2000
OVERALL FLEET MILES PER GALLON - WEFA		
11 ALTERNATE	19.60	19.73
11 BASELINE	19.61	19.74
11 DIFFERENCE	-0.01	-0.01
61% DIFFERENCE	-0.04	-0.04
71		
RIDE-AUTO MILES PER GALLON (WEFA)		
91 TOTAL		
101 ALTERNATE	20.28	20.39
101 BASELINE	20.30	20.41
101 DIFFERENCE	-0.01	-0.02
131% DIFFERENCE	-0.07	-0.08
141		
151 SUBCOMPACT		
161 ALTERNATE	27.88	28.06
161 BASELINE	27.88	28.06
161 DIFFERENCE	0.0	0.0
191% DIFFERENCE	0.0	0.0
201		
211 COMPACT		
221 ALTERNATE	22.97	23.11
221 BASELINE	22.97	23.11
221 DIFFERENCE	0.0	0.0
251% DIFFERENCE	0.0	0.0
261		
271 MID-SIZE		
281 ALTERNATE	19.20	19.32
281 BASELINE	19.20	19.32
281 DIFFERENCE	0.0	0.0
311% DIFFERENCE	0.0	0.0
321		
331 FULL-SIZE		
341 ALTERNATE	17.95	18.06
341 BASELINE	17.95	18.06
341 DIFFERENCE	0.0	0.0
371% DIFFERENCE	0.0	0.0
381		
391 LUXURY		
401 ALTERNATE	17.09	17.20
401 BASELINE	17.09	17.20
401 DIFFERENCE	0.0	0.0
431% DIFFERENCE	0.0	0.0

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 DIFFERENTIAL RUN AUTO MODEL 1975 - 2000
 INCREASE INITIAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.11 MILES PER GALLON

LINE	ITEM	1975	1976	1977	1978	1979	1980
TIREN AUTO M.P.G. BY FORZUM (DIFF4):							
21	TOTAL DOMESTIC						
21A	ALTERNATE	12.38	12.78	13.35	13.98	14.52	15.12
21B	BASELINE	12.38	12.78	13.37	13.99	14.52	15.12
21C	DIFFERENCE	0.0	0.0	-0.02	-0.01	0.00	0.01
21D	71% DIFFERENCE	0.0	0.0	-0.12	-0.05	0.00	0.05
91	TOTAL FOREIGN						
91A	ALTERNATE	19.82	20.53	21.00	21.74	21.86	22.20
91B	BASELINE	19.82	20.53	21.02	21.75	21.87	22.21
91C	DIFFERENCE	0.0	0.0	-0.01	-0.01	-0.01	-0.00
91D	151% DIFFERENCE	0.0	0.0	-0.06	-0.05	-0.03	-0.02
141	DOMESTIC SUBCOMPACT						
141A	ALTERNATE	17.13	17.95	18.83	19.72	20.52	21.41
141B	BASELINE	17.13	17.95	18.83	19.72	20.52	21.41
141C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141D	191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201	FOREIGN SUBCOMPACT						
201A	ALTERNATE	20.44	21.33	21.87	22.70	22.84	23.24
201B	BASELINE	20.44	21.33	21.87	22.70	22.84	23.24
201C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201D	251% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261	DOMESTIC COMPACT						
261A	ALTERNATE	13.67	14.23	14.82	15.39	16.20	17.08
261B	BASELINE	13.67	14.23	14.82	15.39	16.20	17.08
261C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261D	311% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321	FOREIGN COMPACT						
321A	ALTERNATE	18.41	19.06	19.48	20.05	20.21	20.56
321B	BASELINE	18.41	19.06	19.48	20.05	20.21	20.56
321C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321D	511% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381	DOMESTIC LUXURY						
381A	ALTERNATE	10.08	10.77	11.47	12.05	12.40	12.78
381B	BASELINE	10.08	10.77	11.47	12.05	12.40	12.78
381C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381D	431% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
441	FOREIGN LUXURY						
441A	ALTERNATE	15.19	15.64	16.01	16.39	16.70	16.87
441B	BASELINE	15.19	15.64	16.01	16.39	16.70	16.87
441C	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
441D	491% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.11 MILES PER GALLON - CONTINUED

LINE	TITLE	1981	1982	1983	1984	1985	1986
1984 AUTO P.P.G., BY FOREIGN COUNTRY							
21	TOTAL DOMESTIC						
41	ALTERNATE	15.58	16.04	16.52	17.01	17.43	17.68
51	BASELINE	15.57	16.03	16.51	17.00	17.42	17.67
61	DIFFERENCE	0.01	0.01	0.01	0.01	0.01	0.01
71	DIFFERENCE	0.06	0.07	0.06	0.04	0.03	0.05
91	TOTAL FOREIGN						
101	ALTERNATE	22.36	22.72	22.94	23.28	23.50	23.90
111	BASELINE	22.37	22.73	22.95	23.28	23.50	23.90
121	DIFFERENCE	-0.00	-0.00	-0.00	-0.00	-0.01	-0.01
131	DIFFERENCE	-0.01	-0.01	-0.02	-0.02	-0.02	-0.02
141							
151	DOMESTIC SUBCOMPACT						
161	ALTERNATE	22.15	22.72	23.32	23.75	24.21	24.55
171	BASELINE	22.15	22.72	23.32	23.75	24.21	24.55
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	FOREIGN SUBCOMPACT						
221	ALTERNATE	23.43	23.85	24.06	24.47	24.69	25.13
231	BASELINE	23.43	23.85	24.06	24.47	24.69	25.13
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	DOMESTIC COMPACT						
281	ALTERNATE	17.91	18.43	18.97	19.54	19.99	20.29
291	BASELINE	17.91	18.43	18.97	19.54	19.99	20.29
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	FOREIGN COMPACT						
341	ALTERNATE	20.91	21.28	21.66	22.04	22.44	22.85
351	BASELINE	20.91	21.28	21.66	22.04	22.44	22.85
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	DOMESTIC LUXURY						
401	ALTERNATE	13.06	13.52	13.99	14.48	14.93	15.12
411	BASELINE	13.06	13.52	13.99	14.48	14.93	15.12
421	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
441							
451	FOREIGN LUXURY						
461	ALTERNATE	17.13	17.30	17.55	17.68	17.93	18.07
471	BASELINE	17.13	17.30	17.55	17.68	17.93	18.07
481	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
491	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.11 MILLS PER GALLON - CONTINUED

LINE	ITEM	1987					1988					1989					1990					1991					1992				
		1987					1988					1989					1990					1991					1992				
	11 NEW AUTO M.P.G. BY FORD/DOV (WEFA):																														
21	TOTAL DOMESTIC																														
31	ALTERNATE																														
51	BASELINE																														
61	DIFFERENCE																														
71	DIFFERENCE																														
81	TOTAL FOREIGN																														
91	ALTERNATE																														
101	BASELINE																														
111	DIFFERENCE																														
121	DIFFERENCE																														
131	DIFFERENCE																														
141	TOTAL DOMESTIC SURCOMPACT																														
151	ALTERNATE																														
161	BASELINE																														
171	DIFFERENCE																														
181	DIFFERENCE																														
191	DIFFERENCE																														
201	TOTAL FOREIGN SURCOMPACT																														
211	ALTERNATE																														
221	BASELINE																														
231	DIFFERENCE																														
241	DIFFERENCE																														
251	DIFFERENCE																														
261	TOTAL DOMESTIC COMPACT																														
271	ALTERNATE																														
281	BASELINE																														
291	DIFFERENCE																														
301	DIFFERENCE																														
311	DIFFERENCE																														
321	TOTAL FOREIGN COMPACT																														
331	ALTERNATE																														
341	BASELINE																														
351	DIFFERENCE																														
361	DIFFERENCE																														
371	DIFFERENCE																														
381	TOTAL DOMESTIC LUXURY																														
391	ALTERNATE																														
401	BASELINE																														
411	DIFFERENCE																														
421	DIFFERENCE																														
431	DIFFERENCE																														
441	TOTAL FOREIGN LUXURY																														
451	ALTERNATE																														
461	BASELINE																														
471	DIFFERENCE																														
481	DIFFERENCE																														
491	DIFFERENCE																														

TABLE 3.11 MILES PER GALLON - CONTINUED

TYPE	TYPE M					1998
LINE3 AUTO M.P.G. BY FORM/WT (OFFA)						
21						
TOTAL DOMESTIC						
21A1						
21A1A1	19.05	19.16	19.26	19.37	19.47	19.58
21A1A2	19.06	19.16	19.27	19.38	19.48	19.59
21A1A3	-0.00	-0.00	-0.00	-0.01	-0.01	-0.01
21A1A4	-0.01	-0.02	-0.03	-0.03	-0.04	-0.04
91						
TOTAL FOREIGN						
91A1						
91A1A1	25.54	25.68	25.83	25.98	26.12	26.28
91A1A2	25.55	25.69	25.84	26.00	26.14	26.30
91A1A3	-0.01	-0.01	-0.01	-0.01	-0.01	-0.02
91A1A4	-0.04	-0.04	-0.05	-0.05	-0.05	-0.06
151						
DOMESTIC SURCUMPACT						
151A1						
151A1A1	26.87	27.03	27.19	27.37	27.53	27.70
151A1A2	26.87	27.03	27.19	27.37	27.53	27.70
151A1A3	0.0	0.0	0.0	0.0	0.0	0.0
151A1A4	0.0	0.0	0.0	0.0	0.0	0.0
191Z						
201						
FOREIGN SURCUMPACT						
201A1						
201A1A1	26.85	27.02	27.19	27.38	27.55	27.73
201A1A2	26.85	27.02	27.19	27.38	27.55	27.73
201A1A3	0.0	0.0	0.0	0.0	0.0	0.0
201A1A4	0.0	0.0	0.0	0.0	0.0	0.0
241Z						
261						
DOMESTIC COMPACT						
261A1						
261A1A1	21.98	22.11	22.24	22.38	22.51	22.66
261A1A2	21.98	22.11	22.24	22.38	22.51	22.66
261A1A3	0.0	0.0	0.0	0.0	0.0	0.0
261A1A4	0.0	0.0	0.0	0.0	0.0	0.0
311Z						
321						
FOREIGN COMPACT						
321A1						
321A1A1	24.80	24.96	25.11	25.28	25.44	25.61
321A1A2	24.80	24.96	25.11	25.28	25.44	25.61
321A1A3	0.0	0.0	0.0	0.0	0.0	0.0
321A1A4	0.0	0.0	0.0	0.0	0.0	0.0
371Z						
381						
DOMESTIC LUXURY						
381A1						
381A1A1	16.18	16.27	16.37	16.47	16.57	16.67
381A1A2	16.18	16.27	16.37	16.47	16.57	16.67
381A1A3	0.0	0.0	0.0	0.0	0.0	0.0
381A1A4	0.0	0.0	0.0	0.0	0.0	0.0
431Z						
441						
FOREIGN LUXURY						
441A1						
441A1A1	19.25	19.38	19.50	19.63	19.75	19.88
441A1A2	19.25	19.38	19.50	19.63	19.75	19.88
441A1A3	0.0	0.0	0.0	0.0	0.0	0.0
441A1A4	0.0	0.0	0.0	0.0	0.0	0.0
491Z						

TABLE 3.11 MILES PER GALLON - CONTINUED

TYPE	I Y F M	
	1999	2000
NEW AUTO N.P.G. BY FOR/DOM (MFGA)		
21 TOTAL DOMESTIC		
21A ALTERNATE	19.68	19.79
21B BASELINE	19.69	19.81
21C DIFFERENCE	-0.01	-0.01
21D DIFFERENCE	-0.05	-0.06
21E		
21F TOTAL FOREIGN		
21FA ALTERNATE	26.42	26.57
21FB BASELINE	26.44	26.59
21FC DIFFERENCE	-0.02	-0.02
21FD DIFFERENCE	-0.06	-0.06
21E		
141 DOMESTIC SUBCOMPACT		
141A ALTERNATE	27.86	28.03
141B BASELINE	27.86	28.03
141C DIFFERENCE	0.0	0.0
141D DIFFERENCE	0.0	0.0
201 FOREIGN SUBCOMPACT		
201A ALTERNATE	27.90	28.08
201B BASELINE	27.90	28.08
201C DIFFERENCE	0.0	0.0
201D DIFFERENCE	0.0	0.0
261 DOMESTIC COMPACT		
261A ALTERNATE	22.79	22.93
261B BASELINE	22.79	22.93
261C DIFFERENCE	0.0	0.0
261D DIFFERENCE	0.0	0.0
321 FOREIGN COMPACT		
321A ALTERNATE	25.76	25.93
321B BASELINE	25.76	25.93
321C DIFFERENCE	0.0	0.0
321D DIFFERENCE	0.0	0.0
361 DOMESTIC LUXURY		
361A ALTERNATE	16.76	16.86
361B BASELINE	16.76	16.86
361C DIFFERENCE	0.0	0.0
361D DIFFERENCE	0.0	0.0
401 FOREIGN LUXURY		
401A ALTERNATE	20.00	20.12
401B BASELINE	20.00	20.12
401C DIFFERENCE	0.0	0.0
401D DIFFERENCE	0.0	0.0

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
VEFA LONG RUN AUTO MODEL 1975 - 2000
THREE ASSESSMENT PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	1975	1976	1977	1978	1979	1980
INITIAL DOMESTIC AUTO PRICES						
21						
31 SUBCOMPACT						
31ALTERNATE			4177,	4481,	4759,	5008,
31BASELINE	3744,	3922,	4175,	4479,	4757,	5008,
31DIFFERENCE	0,	0,	2,	2,	1,	-0,
31X DIFFERENCE	0,0	0,0	0,05	0,05	0,03	-0,00
41						
411 COMPACT						
411ALTERNATE	4280,	4471,	4751,	5090,	5419,	5719,
411BASELINE	4280,	4471,	4747,	5083,	5410,	5708,
411DIFFERENCE	0,	0,	4,	7,	9,	10,
411X DIFFERENCE	0,0	0,0	0,08	0,14	0,17	0,18
51						
511 MID-SIZE						
511ALTERNATE	5168,	5398,	5728,	6127,	6514,	6864,
511BASELINE	5168,	5398,	5725,	6122,	6507,	6857,
511DIFFERENCE	0,	0,	3,	5,	6,	7,
511X DIFFERENCE	0,0	0,0	0,05	0,09	0,10	0,10
61						
611 FULL SIZE						
611ALTERNATE	5864,	6125,	6489,	6936,	7363,	7750,
611BASELINE	5864,	6125,	6487,	6932,	7358,	7744,
611DIFFERENCE	0,	0,	3,	5,	6,	6,
611X DIFFERENCE	0,0	0,0	0,04	0,07	0,08	0,08
71						
711 LUXURY						
711ALTERNATE	9021,	9416,	9960,	10641,	11273,	11845,
711BASELINE	9021,	9416,	9957,	10638,	11269,	11841,
711DIFFERENCE	0,	0,	2,	4,	4,	5,
711X DIFFERENCE	0,0	0,0	0,02	0,03	0,04	0,04
81						
811 TOTAL FOREIGN AUTO PRICES:						
821						
821 SUBCOMPACT						
821ALTERNATE	3904,	4160,	4321,	4554,	4795,	5012,
821BASELINE	3904,	4160,	4319,	4551,	4794,	5012,
821DIFFERENCE	0,	0,	2,	2,	1,	-0,
821X DIFFERENCE	0,0	0,0	0,05	0,05	0,03	-0,00
831						
831 COMPACT						
831ALTERNATE	6432,	6921,	7207,	7662,	8159,	8615,
831BASELINE	6432,	6921,	7203,	7655,	8150,	8604,
831DIFFERENCE	0,	0,	4,	7,	9,	10,
831X DIFFERENCE	0,0	0,0	0,05	0,09	0,11	0,12
841						
841 LUXURY						
841ALTERNATE	12690,	13433,	14453,	15502,	16630,	17670,
841BASELINE	12690,	13433,	14451,	15498,	16626,	17665,
841DIFFERENCE	0,	0,	2,	4,	4,	5,
841X DIFFERENCE	0,0	0,0	0,01	0,02	0,03	0,03

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LIFE	UNIT	1981	1982	1983	1984	1985	1986
TOTAL DOMESTIC AUTO PRICES:							
21	DOLLARS						
31 SUBCOMPACT							
41 ALTERNATE		5197.	5404.	5647.	5872.	6100.	6351.
51 BASELINE		5198.	5406.	5649.	5873.	6101.	6352.
61 DIFFERENCE		-2.	-2.	-2.	-1.	-1.	-1.
71% DIFFERENCE		-0.04	-0.03	-0.03	-0.02	-0.02	-0.02
81							
91 COMPACT							
101 ALTERNATE		5945.	6187.	6467.	6725.	6988.	7274.
111 BASELINE		5934.	6177.	6456.	6715.	6977.	7263.
121 DIFFERENCE		10.	10.	11.	11.	11.	11.
131% DIFFERENCE		0.17	0.17	0.16	0.16	0.15	0.15
141							
151 MID-SIZE							
161 ALTERNATE		7122.	7398.	7717.	8010.	8305.	8629.
171 BASELINE		7115.	7391.	7711.	8004.	8299.	8624.
181 DIFFERENCE		7.	7.	6.	6.	6.	6.
191% DIFFERENCE		0.10	0.09	0.08	0.08	0.07	0.07
201							
211 FULL SIZE							
221 ALTERNATE		8029.	8327.	8674.	8993.	9314.	9671.
231 BASELINE		8023.	8321.	8669.	8988.	9309.	9666.
241 DIFFERENCE		6.	5.	5.	5.	5.	4.
251% DIFFERENCE		0.07	0.07	0.06	0.05	0.05	0.05
261							
271 LUXURY							
281 ALTERNATE		12247.	12679.	13189.	13658.	14132.	14666.
291 BASELINE		12243.	12675.	13185.	13654.	14128.	14663.
301 DIFFERENCE		4.	4.	4.	4.	3.	3.
311% DIFFERENCE		0.03	0.03	0.03	0.03	0.02	0.02
321							
TOTAL FOREIGN AUTO PRICES:							
331							
341 SUBCOMPACT							
351 ALTERNATE		5200.	5396.	5600.	5807.	6021.	6235.
361 BASELINE		5202.	5398.	5601.	5808.	6022.	6236.
371 DIFFERENCE		-2.	-2.	-2.	-1.	-1.	-1.
381% DIFFERENCE		-0.04	-0.03	-0.03	-0.03	-0.02	-0.02
391							
401 COMPACT							
411 ALTERNATE		8993.	9382.	9788.	10204.	10634.	11073.
421 BASELINE		8982.	9372.	9777.	10193.	10624.	11062.
431 DIFFERENCE		10.	10.	11.	11.	11.	11.
441% DIFFERENCE		0.11	0.11	0.11	0.10	0.10	0.10
451							
461 LUXURY							
471 ALTERNATE		18510.	19379.	20205.	21248.	22242.	23277.
481 BASELINE		18506.	19375.	20201.	21244.	22239.	23274.
491 DIFFERENCE		4.	4.	4.	4.	3.	3.
501% DIFFERENCE		0.02	0.02	0.02	0.02	0.02	0.01

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	TYPE	1987	1988	1989	1990	1991	1992
TOTAL DOMESTIC AUTO PRICES:							
21	SUBCOMPACT						
21A	ALTERNATE	6609.	6869.	7140.	7422.	7692.	7981.
21B	BASELINE	6609.	6869.	7140.	7421.	7691.	7979.
21C	DIFFERENCE	-1.	-0.	0.	1.	1.	2.
21D	DIFFERENCE	-0.01	-0.00	0.00	0.01	0.02	0.03
41	COMPACT						
41A	ALTERNATE	7569.	7869.	8181.	8504.	8812.	9140.
41B	BASELINE	7558.	7858.	8170.	8493.	8801.	9130.
41C	DIFFERENCE	11.	11.	11.	11.	11.	11.
41D	DIFFERENCE	0.14	0.14	0.13	0.13	0.12	0.12
151	MID-SIZE						
151A	ALTERNATE	8964.	9304.	9657.	10022.	10371.	10743.
151B	BASELINE	8958.	9299.	9652.	10017.	10366.	10738.
151C	DIFFERENCE	6.	5.	5.	5.	5.	5.
151D	DIFFERENCE	0.06	0.06	0.05	0.05	0.05	0.05
201	FULL SIZE						
201A	ALTERNATE	10039.	10414.	10803.	11205.	11591.	12003.
201B	BASELINE	10035.	10410.	10799.	11201.	11587.	12000.
201C	DIFFERENCE	4.	4.	4.	4.	4.	4.
201D	DIFFERENCE	0.04	0.04	0.04	0.03	0.03	0.03
261	LUXURY						
261A	ALTERNATE	15219.	15780.	16365.	16969.	17549.	18171.
261B	BASELINE	15216.	15777.	16362.	16966.	17546.	18168.
261C	DIFFERENCE	3.	3.	3.	3.	3.	3.
261D	DIFFERENCE	0.02	0.02	0.02	0.02	0.02	0.01
321	TOTAL FOREIGN AUTO PRICES:						
321A	ALTERNATE	6455.	6681.	6913.	7155.	7382.	7613.
321B	BASELINE	6450.	6681.	6913.	7154.	7380.	7611.
321C	DIFFERENCE	-1.	-0.	0.	1.	1.	2.
321D	DIFFERENCE	-0.01	-0.00	0.00	0.01	0.02	0.03
401	COMPACT						
401A	ALTERNATE	11532.	12006.	12498.	13009.	13488.	13980.
401B	BASELINE	11521.	11995.	12487.	12998.	13478.	13970.
401C	DIFFERENCE	11.	11.	11.	11.	11.	11.
401D	DIFFERENCE	0.09	0.09	0.09	0.08	0.08	0.08
461	LUXURY						
461A	ALTERNATE	24371.	25510.	26703.	27950.	29127.	30346.
461B	BASELINE	24368.	25507.	26700.	27947.	29124.	30343.
461C	DIFFERENCE	3.	3.	3.	3.	3.	3.
461D	DIFFERENCE	0.01	0.01	0.01	0.01	0.01	0.01

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE		1993	1994	1995	1996	1997	1998
TOTAL DOMESTIC AUTO PRICES:							
21	DOLLARS						
31	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE	8277.	8580.	8901.	9209.	9540.	9885.
61	DIFFERENCE	3.	4.	896.	9203.	9533.	9877.
71	DIFFERENCE	0.04	0.05	5.	6.	7.	8.
81	DIFFERENCE			0.05	0.06	0.07	0.08
91	COMPACT						
101	ALTERNATE	9478.	9822.	10187.	10532.	10901.	11283.
111	BASELINE	9468.	9812.	10176.	10522.	10891.	11273.
121	DIFFERENCE	11.	11.	10.	10.	10.	10.
131	DIFFERENCE	0.11	0.11	0.10	0.10	0.09	0.09
141	DIFFERENCE						
151	MID-SIZE						
161	ALTERNATE	11126.	11515.	11929.	12317.	12733.	13164.
171	BASELINE	11121.	11511.	11924.	12313.	12728.	13160.
181	DIFFERENCE	5.	5.	5.	4.	4.	4.
191	DIFFERENCE	0.04	0.04	0.04	0.04	0.03	0.03
201	DIFFERENCE						
211	FULL SIZE						
221	ALTERNATE	12427.	12859.	13317.	13747.	14207.	14685.
231	BASELINE	12424.	12856.	13314.	13744.	14204.	14682.
241	DIFFERENCE	3.	3.	3.	3.	3.	3.
251	DIFFERENCE	0.03	0.03	0.02	0.02	0.02	0.02
261	DIFFERENCE						
271	LUXURY						
281	ALTERNATE	18810.	19462.	20154.	20801.	21495.	22217.
291	BASELINE	18808.	19459.	20152.	20799.	21493.	22215.
301	DIFFERENCE	3.	2.	2.	2.	2.	2.
311	DIFFERENCE	0.01	0.01	0.01	0.01	0.01	0.01
321	DIFFERENCE						
TOTAL FOREIGN AUTO PRICES:							
331							
341	SUBCOMPACT						
351	ALTERNATE						
361	BASELINE	7852.	8097.	8350.	8616.	8890.	9174.
371	DIFFERENCE	7849.	8093.	8346.	8610.	8883.	9166.
381	DIFFERENCE	3.	4.	5.	6.	7.	8.
391	DIFFERENCE	0.04	0.05	0.06	0.07	0.08	0.09
401	DIFFERENCE						
411	COMPACT						
421	ALTERNATE	14493.	15021.	15568.	16134.	16719.	17326.
431	BASELINE	14483.	15010.	15557.	16124.	16709.	17316.
441	DIFFERENCE	11.	11.	10.	10.	10.	10.
451	DIFFERENCE	0.07	0.07	0.07	0.06	0.06	0.06
461	DIFFERENCE						
471	LUXURY						
481	ALTERNATE	31625.	32952.	34335.	35776.	37274.	38843.
491	BASELINE	31623.	32949.	34333.	35774.	37272.	38841.
501	DIFFERENCE	3.	2.	2.	2.	2.	2.
511	DIFFERENCE	0.01	0.01	0.01	0.01	0.01	0.01

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	TITLE	1999	2000
TOTAL DOMESTIC AUTO PRICES:			
21	SURCOMPACT		
22	ALTERNATE		
23	BASELINE	10230.	10612.
24	DIFFERENCE	9.	10.
25	DIFFERENCE	0.09	0.10
31	COMPACT		
32	ALTERNATE	11672.	12078.
33	BASELINE	11662.	12068.
34	DIFFERENCE	10.	10.
35	DIFFERENCE	0.08	0.08
41	MID-SIZE		
42	ALTERNATE	13601.	14058.
43	BASELINE	13597.	14054.
44	DIFFERENCE	4.	4.
45	DIFFERENCE	0.03	0.03
51	FULL SIZE		
52	ALTERNATE	15170.	15676.
53	BASELINE	15167.	15673.
54	DIFFERENCE	3.	3.
55	DIFFERENCE	0.02	0.02
61	LUXURY		
62	ALTERNATE	22948.	23713.
63	BASELINE	22946.	23711.
64	DIFFERENCE	2.	2.
65	DIFFERENCE	0.01	0.01
TOTAL FOREIGN AUTO PRICES:			
71	SURCOMPACT		
72	ALTERNATE		
73	BASELINE	9469.	9779.
74	DIFFERENCE	9.	10.
75	DIFFERENCE	0.10	0.11
81	COMPACT		
82	ALTERNATE	17954.	18605.
83	BASELINE	17944.	18596.
84	DIFFERENCE	10.	10.
85	DIFFERENCE	0.05	0.05
91	LUXURY		
92	ALTERNATE	40475.	42180.
93	BASELINE	40473.	42178.
94	DIFFERENCE	2.	2.
95	DIFFERENCE	0.00	0.00

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 BEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE NOTIONAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.13 USED CAR MARKET

LINE	ITEM	1975	1976	1977	1978	1979	1980
	TRAFFIC WHOLESALE PRICE						
11	11AVERAGE	2009.33	2150.65	2194.86	2369.09	2589.00	2765.11
12	12ALTERNATE	2009.33	2150.65	2200.92	2367.88	2576.64	2752.71
13	13BASELINE	0.0	0.0	-6.06	1.21	12.37	12.40
14	14DIFFERENCE	0.0	0.0	-0.28	0.05	0.48	0.45
15	15% DIFFERENCE						
61							
71							
	PRICE OF 1 YR OLD CAR/NEW CAR						
91	91 SUBCOMPACT						
101	101ALTERNATE	0.874	0.856	0.774	0.763	0.801	0.813
111	111ALTERNATE	0.874	0.856	0.786	0.776	0.798	0.806
121	121BASELINE	0.0	0.0	-0.011	-0.013	0.003	0.007
131	131DIFFERENCE	0.0	0.0	-1.45	-1.66	0.38	0.85
141	141% DIFFERENCE						
151							
161	161 COMPACT						
171	171ALTERNATE	0.825	0.746	0.697	0.696	0.727	0.728
181	181BASELINE	0.825	0.746	0.705	0.704	0.724	0.723
191	191DIFFERENCE	0.0	0.0	-0.008	-0.008	0.003	0.005
201	201% DIFFERENCE	0.0	0.0	-1.10	-1.14	0.36	0.74
211							
221	221 MID-SIZE						
231	231ALTERNATE	0.636	0.697	0.626	0.627	0.644	0.655
241	241BASELINE	0.636	0.697	0.629	0.631	0.643	0.653
251	251DIFFERENCE	0.0	0.0	-0.004	-0.004	0.001	0.002
261	261% DIFFERENCE	0.0	0.0	-0.57	-0.57	0.15	0.33
271							
281	281 FULL SIZE						
291	291ALTERNATE	0.648	0.691	0.578	0.558	0.607	0.629
301	301BASELINE	0.648	0.691	0.592	0.573	0.604	0.621
311	311DIFFERENCE	0.0	0.0	-0.013	-0.015	0.004	0.008
321	321% DIFFERENCE	0.0	0.0	-2.25	-2.54	0.59	1.35
331							
341	341 LUXURY						
351	351ALTERNATE	0.716	0.738	0.682	0.670	0.696	0.708
361	361BASELINE	0.716	0.738	0.689	0.678	0.694	0.703
371	371DIFFERENCE	0.0	0.0	-0.007	-0.008	0.002	0.004
381	381% DIFFERENCE	0.0	0.0	-1.02	-1.15	0.27	0.64
391							
401							
411	411TOTAL USED CARS PURCHASED	16.89	18.95	15.70	14.96	16.69	17.74
421	421ALTERNATE	16.89	18.95	15.70	15.41	16.52	17.34
431	431BASELINE	0.0	0.0	0.20	-0.45	0.16	0.40
441	441% DIFFERENCE	0.0	0.0	1.50	-2.90	0.97	2.28

TABLE 5.13 USED CAR MARKET

TYPE	ITEM	1981	1982	1983	1984	1985	1986
	11AVERAGE WHOLESALE PRICE						
	21ALTERNATE	2879.00	2991.58	3134.13	3259.75	3373.24	3509.82
	31BASELINE	2873.15	2989.37	3133.36	3258.97	3371.51	3506.83
	41DIFFERENCE	5.85	2.20	0.77	0.78	1.73	2.99
	51% DIFFERENCE	0.20	0.07	0.02	0.02	0.05	0.09
	61						
	71						
	81PRICE OF 1 YR OLD CAR/NEW CAR						
	91						
	101 SUBCOMPACT						
	111ALTERNATE	0.792	0.784	0.804	0.815	0.814	0.819
	121BASELINE	0.788	0.782	0.803	0.813	0.813	0.819
	131DIFFERENCE	0.004	0.002	0.001	0.001	0.001	0.001
	141% DIFFERENCE	0.47	0.25	0.18	0.17	0.15	0.07
	151						
	161 COMPACT						
	171ALTERNATE	0.702	0.692	0.710	0.715	0.714	0.719
	181BASELINE	0.699	0.691	0.709	0.714	0.713	0.719
	191DIFFERENCE	0.003	0.001	0.001	0.001	0.001	0.000
	201% DIFFERENCE	0.34	0.20	0.14	0.15	0.12	0.05
	211						
	221 MID-SIZE						
	231ALTERNATE	0.654	0.649	0.655	0.660	0.659	0.662
	241BASELINE	0.653	0.649	0.654	0.659	0.658	0.662
	251DIFFERENCE	0.001	0.001	0.000	0.000	0.000	0.000
	261% DIFFERENCE	0.17	0.08	0.06	0.07	0.06	0.03
	271						
	281 FULL SIZE						
	291ALTERNATE	0.617	0.606	0.627	0.643	0.643	0.647
	301BASELINE	0.613	0.604	0.625	0.641	0.642	0.647
	311DIFFERENCE	0.004	0.002	0.002	0.002	0.001	0.001
	321% DIFFERENCE	0.70	0.38	0.28	0.28	0.23	0.11
	331						
	341 LUXURY						
	351ALTERNATE	0.701	0.696	0.707	0.715	0.715	0.717
	361BASELINE	0.699	0.694	0.706	0.714	0.714	0.717
	371DIFFERENCE	0.002	0.001	0.001	0.001	0.001	0.000
	381% DIFFERENCE	0.32	0.17	0.13	0.13	0.11	0.05
	391						
	401						
	41TOTAL USED CARS PURCHASED						
	421ALTERNATE	17.86	16.95	17.95	18.90	18.92	19.09
	431BASELINE	17.71	16.90	17.92	18.88	18.89	19.08
	441DIFFERENCE	0.15	0.05	0.02	0.03	0.03	0.01
	451% DIFFERENCE	0.85	0.30	0.13	0.15	0.18	0.08

TABLE 3.13 USED CAR MARKET

ITEM	UNIT	1967	1968	1969	1990	1991	1992
11 AVERAGE WHOLESALE PRICE	DOLLARS						
21 ALTERNATE		3608.78	3788.06	3936.56	4097.41	4259.27	4429.15
31 BASELINE		3604.02	3783.37	3931.39	4091.69	4253.05	4422.61
41 DIFFERENCE		4.16	4.69	5.17	5.72	6.22	6.55
51% DIFFERENCE		0.11	0.12	0.13	0.14	0.15	0.15
61							
71							
81 PRICE OF 1 YR OLD CAR/NEW CAR							
91							
101 SUBCOMPACT	RATIO						
111 ALTERNATE		0.823	0.819	0.812	0.805	0.804	0.808
121 BASELINE		0.823	0.820	0.813	0.806	0.805	0.809
131 DIFFERENCE		-0.000	-0.001	-0.001	-0.001	-0.001	-0.000
141% DIFFERENCE		-0.02	-0.10	-0.15	-0.16	-0.13	-0.06
151							
161 COMPACT	RATIO						
171 ALTERNATE		0.722	0.718	0.713	0.708	0.705	0.708
181 BASELINE		0.722	0.719	0.714	0.709	0.706	0.709
191 DIFFERENCE		-0.000	-0.001	-0.001	-0.001	-0.001	-0.000
201% DIFFERENCE		-0.03	-0.10	-0.14	-0.15	-0.12	-0.06
211							
221 MID-SIZE	RATIO						
231 ALTERNATE		0.663	0.662	0.659	0.658	0.656	0.659
241 BASELINE		0.663	0.662	0.659	0.658	0.657	0.659
251 DIFFERENCE		-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
261% DIFFERENCE		-0.01	-0.04	-0.06	-0.06	-0.05	-0.02
271							
281 FULL SIZE	RATIO						
291 ALTERNATE		0.652	0.648	0.639	0.631	0.632	0.636
301 BASELINE		0.653	0.649	0.641	0.633	0.634	0.637
311 DIFFERENCE		-0.000	-0.001	-0.001	-0.002	-0.001	-0.001
321% DIFFERENCE		-0.03	-0.15	-0.23	-0.24	-0.19	-0.09
331							
341 LUXURY	RATIO						
351 ALTERNATE		0.720	0.717	0.713	0.708	0.709	0.711
361 BASELINE		0.720	0.718	0.713	0.709	0.710	0.712
371 DIFFERENCE		-0.000	-0.001	-0.001	-0.001	-0.001	-0.000
381% DIFFERENCE		-0.02	-0.08	-0.11	-0.12	-0.09	-0.04
391							
401							
411 TOTAL USED CARS PURCHASED	MILL AUTOS						
421 ALTERNATE		19.61	19.66	19.60	19.63	19.65	20.04
431 BASELINE		19.61	19.61	19.63	19.65	19.67	20.04
441 DIFFERENCE		-0.00	-0.02	-0.03	-0.02	-0.01	0.01
451% DIFFERENCE		-0.02	-0.11	-0.14	-0.12	-0.06	0.03

TABLE 3.13 USED CAR MARKET

LINE	ITEM	1999		2000	
		1999		2000	
	AVERAGE WHOLESALE PRICE				
11	21ALTERNATE	5671.46		5873.56	
12	31BASELINE	5666.34		5867.92	
13	41DIFFERENCE	5.12		5.64	
14	51% DIFFERENCE	0.09		0.10	
61					
71					
91	PRICE OF 1 YR OLD CAR/NEW CAR				
101	SUBCOMPACT				
111	21ALTERNATE	0.812		0.811	
121	31BASELINE	0.812		0.812	
131	41DIFFERENCE	0.000		-0.000	
141	51% DIFFERENCE	0.01		-0.01	
151					
161	COMPACT				
171	21ALTERNATE	0.709		0.709	
181	31BASELINE	0.709		0.709	
191	41DIFFERENCE	0.000		-0.000	
201	51% DIFFERENCE	0.00		-0.02	
211					
221	MID-SIZE				
231	21ALTERNATE	0.660		0.660	
241	31BASELINE	0.660		0.660	
251	41DIFFERENCE	0.000		-0.000	
261	51% DIFFERENCE	0.01		-0.00	
271					
281	FULL SIZE				
291	21ALTERNATE	0.643		0.642	
301	31BASELINE	0.643		0.642	
311	41DIFFERENCE	0.000		-0.000	
321	51% DIFFERENCE	0.02		-0.01	
331					
341	LUXURY				
351	21ALTERNATE	0.714		0.714	
361	31BASELINE	0.714		0.714	
371	41DIFFERENCE	0.000		-0.000	
381	51% DIFFERENCE	0.01		-0.01	
391					
401					
411	TOTAL USED CARS PURCHASED	21.23		21.28	
421	21ALTERNATE	21.22		21.28	
431	31BASELINE	0.01		0.00	
441	41DIFFERENCE	0.04		0.02	
451	51% DIFFERENCE				

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 ALPHA LOGS RUN AUTO MODEL 1975 - 2000
 INCREASE MONTHLY PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

I T E M		1975	1976	1977	1978	1979	1980

1 UNSTOCKED SHARES IN STOCK							
2 INCREASE RECONCILING SUPPLY TO 1.0							
3							
4 SUBCOMPACT & COMPACT							
5 ALTERNATE							
6 BASELINE							
7 DIFFERENCE							
8 DIFFERENCE							
9							
10 MID-SIZE							
11 ALTERNATE							
12 BASELINE							
13 DIFFERENCE							
14 DIFFERENCE							
15							
16 FULL SIZE							
17 ALTERNATE							
18 BASELINE							
19 DIFFERENCE							
20 DIFFERENCE							
21							
22 LUXURY							
23 ALTERNATE							
24 BASELINE							
25 DIFFERENCE							
26 DIFFERENCE							
27							
28 TOTAL							
29 ALTERNATE							
30 BASELINE							
31 DIFFERENCE							
32 DIFFERENCE							

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	ITEM	1987	1988	1989	1990	1991	1992
1	UNDESIRABLE SHARES IN STOCK						
2	PERFECT RECONCILING SUM TO 1.0						
31	SUMCOMPACT & COMPACT						
31A	INITIAL RATE	0.3821	0.3800	0.3781	0.3766	0.3753	0.3731
31B	BASELINE	0.3812	0.3793	0.3775	0.3761	0.3750	0.3729
31C	DIFFERENCE	0.0008	0.0007	0.0006	0.0004	0.0003	0.0002
31D	PERCENT DIFFERENCE	0.22	0.19	0.15	0.12	0.08	0.04
101	100-SIZE						
101A	INITIAL RATE	0.2371	0.2367	0.2363	0.2365	0.2354	0.2356
101B	BASELINE	0.2374	0.2370	0.2366	0.2368	0.2357	0.2359
101C	DIFFERENCE	-0.0004	-0.0003	-0.0003	-0.0003	-0.0003	-0.0003
101D	PERCENT DIFFERENCE	-0.15	-0.14	-0.14	-0.13	-0.12	-0.11
151	150-SIZE						
151A	INITIAL RATE	0.2950	0.2926	0.2904	0.2868	0.2852	0.2819
151B	BASELINE	0.2975	0.2948	0.2925	0.2886	0.2867	0.2832
151C	DIFFERENCE	-0.0024	-0.0022	-0.0020	-0.0018	-0.0016	-0.0013
151D	PERCENT DIFFERENCE	-0.82	-0.76	-0.69	-0.62	-0.54	-0.46
211	200-SIZE						
211A	INITIAL RATE	0.0992	0.1001	0.1011	0.1020	0.1030	0.1040
211B	BASELINE	0.0982	0.0992	0.1001	0.1011	0.1021	0.1031
211C	DIFFERENCE	0.0010	0.0010	0.0009	0.0009	0.0009	0.0009
211D	PERCENT DIFFERENCE	0.98	0.96	0.94	0.91	0.89	0.86
261	TOTAL						
261A	INITIAL RATE	1.0133	1.0094	1.0059	1.0019	0.9989	0.9946
261B	BASELINE	1.0144	1.0103	1.0067	1.0027	0.9995	0.9952
261C	DIFFERENCE	-0.0010	-0.0009	-0.0008	-0.0007	-0.0006	-0.0005
261D	PERCENT DIFFERENCE	-0.10	-0.09	-0.08	-0.07	-0.06	-0.05

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	TITLE	1993					1994					1995					1996					1997					1998				
		UNDESIGNED SHARES IN STOCK					BEFORE RECONCILING SUM TO 1.0																								
31	SURCOMPACT & COMPACT																														
51	51ALTERNATE																														
61	61BASELINE																														
71	71DIFFERENCE																														
81	81% DIFFERENCE																														
91	91																														
101	101 MID-SIZE																														
111	111ALTERNATE																														
121	121BASELINE																														
131	131DIFFERENCE																														
141	141% DIFFERENCE																														
151	151																														
161	161 FULL SIZE																														
171	171ALTERNATE																														
181	181BASELINE																														
191	191DIFFERENCE																														
201	201% DIFFERENCE																														
211	211																														
221	221 LUXURY																														
231	231ALTERNATE																														
241	241BASELINE																														
251	251DIFFERENCE																														
261	261% DIFFERENCE																														
271	271																														
281	281 TOTAL																														
291	291ALTERNATE																														
301	301BASELINE																														
311	311DIFFERENCE																														
321	321% DIFFERENCE																														

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	I I E. W.	1999	2000
UNSTATED SHARES IN STOCK			
PENDING RECONCILING SUM TO 1.0			
30			
40	SUBCOMPACT & COMPACT		
50	ALTERNATE	0.3561	0.3538
60	BASELINE	0.3572	0.3551
70	DIFFERENCE	-0.0011	-0.0013
80	DIFFERENCE	-0.30	-0.35
90			
100	MID-SIZE		
110	ALTERNATE	0.2337	0.2342
120	BASELINE	0.2338	0.2343
130	DIFFERENCE	-0.0001	-0.0001
140	DIFFERENCE	-0.04	-0.04
150			
160	FULL SIZE		
170	ALTERNATE	0.2749	0.2746
180	BASELINE	0.2741	0.2736
190	DIFFERENCE	0.0007	0.0010
200	DIFFERENCE	0.26	0.38
210			
220	LUXURY		
230	ALTERNATE	0.1112	0.1121
240	BASELINE	0.1105	0.1115
250	DIFFERENCE	0.0007	0.0007
260	DIFFERENCE	0.64	0.61
270			
280	TOTAL		
290	ALTERNATE	0.9758	0.9748
300	BASELINE	0.9756	0.9744
310	DIFFERENCE	0.0003	0.0004
320	DIFFERENCE	0.03	0.04

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS

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TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	1981	1982	1983	1984	1985	1986
DESIRED SHARES IN NEW REGISTRATIONS						
2 PERCENT RECONCILING SUM TO 1.0						
31 SUBCOMPACT & COMPACT						
31A1 TOTAL	0.4116	0.4073	0.4030	0.3964	0.3899	0.3915
31A2 BASELINE	0.4088	0.4048	0.4008	0.3944	0.3883	0.3901
31A3 DIFFERENCE	0.0029	0.0025	0.0022	0.0020	0.0017	0.0015
31A4 DIFFERENCE	0.70	0.62	0.56	0.50	0.43	0.37
101 MID-SIZE						
101A1 TOTAL	0.2320	0.2314	0.2315	0.2328	0.2314	0.2349
101A2 BASELINE	0.2322	0.2316	0.2317	0.2330	0.2316	0.2340
101A3 DIFFERENCE	-0.0002	-0.0002	-0.0002	-0.0002	-0.0002	-0.0002
101A4 DIFFERENCE	-0.09	-0.09	-0.08	-0.08	-0.07	-0.07
101 FULL-SIZE						
101A1 TOTAL	0.2801	0.2859	0.2909	0.2969	0.3048	0.2975
101A2 BASELINE	0.2850	0.2902	0.2946	0.3001	0.3075	0.2998
101A3 DIFFERENCE	-0.0049	-0.0043	-0.0038	-0.0032	-0.0027	-0.0023
101A4 DIFFERENCE	-1.72	-1.48	-1.28	-1.08	-0.89	-0.78
201 LUXURY						
201A1 TOTAL	0.0966	0.0977	0.0985	0.0995	0.1007	0.1015
201A2 BASELINE	0.0952	0.0964	0.0974	0.0984	0.0996	0.1005
201A3 DIFFERENCE	0.0014	0.0013	0.0012	0.0011	0.0010	0.0010
201A4 DIFFERENCE	1.44	1.30	1.20	1.11	1.04	0.98
201 TOTAL						
201A1 TOTAL	1.0202	1.0224	1.0239	1.0256	1.0268	1.0253
201A2 BASELINE	1.0211	1.0231	1.0244	1.0260	1.0270	1.0254
201A3 DIFFERENCE	-0.0009	-0.0007	-0.0005	-0.0004	-0.0002	-0.0001
201A4 DIFFERENCE	-0.09	-0.07	-0.05	-0.04	-0.02	-0.01

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	LINE	1987	1988	1989	1990	1991	1992
	LINESTROD SHARES IN NEW REGISTRATIONS						
	21 BEFORE RECONCILING SUM TO 1.0						
31	31 SUBCOMPACT & COMPACT						
41	41 ALTERNATE	0.3913	0.3917	0.3918	0.3928	0.3935	0.3933
51	51 BASELINE	0.3901	0.3908	0.3911	0.3923	0.3932	0.3932
61	61 DIFFERENCE	0.0012	0.0010	0.0007	0.0005	0.0003	0.0001
71	71 % DIFFERENCE	0.31	0.25	0.19	0.13	0.08	0.02
91	91						
101	101 MID-SIZE						
111	111 ALTERNATE	0.2367	0.2382	0.2392	0.2413	0.2399	0.2419
121	121 BASELINE	0.2368	0.2383	0.2393	0.2414	0.2401	0.2429
131	131 DIFFERENCE	-0.0002	-0.0001	-0.0001	-0.0001	-0.0001	-0.0001
141	141 % DIFFERENCE	-0.06	-0.06	-0.05	-0.05	-0.05	-0.05
151	151						
161	161 FULL SIZE						
171	171 ALTERNATE	0.2942	0.2905	0.2877	0.2829	0.2818	0.2787
181	181 BASELINE	0.2962	0.2920	0.2889	0.2838	0.2825	0.2792
191	191 DIFFERENCE	-0.0020	-0.0016	-0.0013	-0.0010	-0.0008	-0.0005
201	201 % DIFFERENCE	-0.66	-0.54	-0.44	-0.35	-0.27	-0.19
211	211 LUXURY						
221	221 ALTERNATE	0.1024	0.1034	0.1044	0.1053	0.1063	0.1073
231	231 BASELINE	0.1015	0.1025	0.1035	0.1045	0.1055	0.1065
241	241 DIFFERENCE	0.0009	0.0009	0.0009	0.0009	0.0008	0.0008
251	251 % DIFFERENCE	0.93	0.88	0.85	0.82	0.80	0.79
271	271						
281	281 TOTAL	1.0246	1.0238	1.0231	1.0223	1.0215	1.0212
291	291 ALTERNATE	1.0246	1.0236	1.0229	1.0220	1.0212	1.0209
301	301 BASELINE	0.0001	0.0002	0.0002	0.0003	0.0003	0.0003
311	311 DIFFERENCE	0.01	0.01	0.02	0.02	0.03	0.03
321	321 % DIFFERENCE						

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	ITEM	1993	1994	1995	1996	1997	1998
REGISTERED SHARES TO NEW REGISTRATIONS							
214 BEFORE RECONCILING SUM TO 1.0							
51							
61	SURCOMPACT & COMPACT						
71	STALTEGATE	0.3920	0.3904	0.3893	0.3867	0.3847	0.3835
81	61BASELINE	0.3921	0.3908	0.3899	0.3875	0.3856	0.3849
91	71DIFFERENCE	-0.0001	-0.0004	-0.0006	-0.0008	-0.0011	-0.0013
101	81% DIFFERENCE	-0.03	-0.09	-0.15	-0.22	-0.28	-0.35
111							
121	MID-SIZE						
131	STALTEGATE	0.2424	0.2428	0.2432	0.2433	0.2434	0.2433
141	131BASELINE	0.2425	0.2429	0.2433	0.2434	0.2436	0.2434
151	141DIFFERENCE	-0.0001	-0.0001	-0.0001	-0.0001	-0.0001	-0.0001
161	151% DIFFERENCE	-0.05	-0.05	-0.05	-0.05	-0.06	-0.06
171							
181	FULL SIZE						
191	STALTEGATE	0.2785	0.2767	0.2783	0.2802	0.2812	0.2815
201	191BASELINE	0.2786	0.2787	0.2781	0.2797	0.2804	0.2804
211	201DIFFERENCE	-0.0003	-0.0000	0.0002	0.0005	0.0003	0.0011
221	211% DIFFERENCE	-0.11	-0.02	0.08	0.18	0.28	0.39
231							
241	LUXURY						
251	STALTEGATE	0.1023	0.1094	0.1105	0.1116	0.1126	0.1136
261	251BASELINE	0.1075	0.1086	0.1097	0.1108	0.1119	0.1129
271	261DIFFERENCE	0.0008	0.0008	0.0008	0.0008	0.0007	0.0007
281	271% DIFFERENCE	0.77	0.74	0.72	0.69	0.66	0.62
291							
301	TOTAL						
311	STALTEGATE	1.0212	1.0213	1.0213	1.0217	1.0219	1.0219
321	311BASELINE	1.0209	1.0210	1.0210	1.0214	1.0216	1.0216
331	321DIFFERENCE	0.0003	0.0003	0.0003	0.0003	0.0003	0.0003
341	331% DIFFERENCE	0.03	0.03	0.03	0.03	0.03	0.03

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	TYPE	1999	2000
REGISTERED SHARES TO PER REGISTRATIONS			
2 BEFORE RECONCILING SUP TO 1.0			
31			
41	SURCOMPACT & COMPACT		
51	ALTERNATE	0.3621	0.3798
61	BASLINE	0.3637	0.3617
71	DIFFERENCE	-0.0016	-0.0018
81	% DIFFERENCE	-0.42	-0.48
91			
101	MID-SIZE		
111	ALTERNATE	0.2430	0.2442
121	BASLINE	0.2432	0.2444
131	DIFFERENCE	-0.0002	-0.0002
141	% DIFFERENCE	-0.07	-0.07
151			
161	FULL SIZE		
171	ALTERNATE	0.2823	0.2827
181	BASLINE	0.2809	0.2810
191	DIFFERENCE	0.0014	0.0017
201	% DIFFERENCE	0.50	0.60
211			
221	LUXURY		
231	ALTERNATE	0.1145	0.1154
241	BASLINE	0.1139	0.1148
251	DIFFERENCE	0.0007	0.0006
261	% DIFFERENCE	0.59	0.55
271			
281	TOTAL		
291	ALTERNATE	1.0219	1.0221
301	BASLINE	1.0216	1.0219
311	DIFFERENCE	0.0003	0.0003
321	% DIFFERENCE	0.03	0.03

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WLEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSF A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.00 SUMMARY

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESIRED STOCK OF AUTOS						
2	1ALTERNATE	93,841	97,155	100,129	103,120	105,132	107,017
3	1BASELINE	93,841	97,155	100,261	103,261	105,273	107,157
4	1DIFFERENCE	0,0	0,0	-0,132	-0,141	-0,141	-0,140
5	51X DIFFERENCE	0,0	0,0	-0,13	-0,14	-0,13	-0,13
6							
7	ACTUAL YR-END STOCK OF AUTOS						
8	1ALTERNATE	96,64	100,01	102,31	105,27	106,32	106,91
9	1BASELINE	96,64	100,01	102,73	105,60	106,57	107,13
10	1DIFFERENCE	0,0	0,0	-0,42	-0,33	-0,26	-0,22
11	11X DIFFERENCE	0,0	0,0	-0,41	-0,32	-0,24	-0,21
12							
13	NEW REGISTRATIONS OF AUTOS						
14	1ALTERNATE	8,261	10,231	10,755	11,672	11,520	11,682
15	1BASELINE	8,261	10,231	11,253	11,586	11,476	11,653
16	1DIFFERENCE	0,0	0,0	-0,498	0,086	0,044	0,028
17	17X DIFFERENCE	0,0	0,0	-0,42	0,74	0,38	0,24
18							
19	FOREIGN NEW REGIS.						
20	1ALTERNATE	1,502	1,478	1,606	1,687	1,634	1,631
21	1BASELINE	1,502	1,478	1,536	1,536	1,502	1,510
22	1DIFFERENCE	0,0	0,0	0,068	0,151	0,132	0,121
23	23X DIFFERENCE	0,0	0,0	4,45	9,85	8,77	8,00
24							
25	DOMESTIC NEW REGIS.						
26	1ALTERNATE	6,759	8,754	9,149	9,985	9,886	10,051
27	1BASELINE	6,759	8,754	9,715	10,051	9,974	10,144
28	1DIFFERENCE	0,0	0,0	-0,566	-0,065	-0,088	-0,092
29	29X DIFFERENCE	0,0	0,0	-5,83	-0,65	-0,88	-0,91
30							
31	VEHICLE MILES TRAVELED						
32	1ALTERNATE	1029,7	1027,2	1039,3	1048,6	1077,3	1097,0
33	1BASELINE	1029,7	1027,2	1040,7	1054,2	1081,4	1099,4
34	1DIFFERENCE	0,0	0,0	-1,4	-5,6	-4,0	-2,5
35	35X DIFFERENCE	0,0	0,0	-0,13	-0,53	-0,37	-0,23
36							
37	SCRAPPAGE OF AUTOS						
38	1ALTERNATE	5,541	6,870	8,451	8,714	10,471	11,090
39	1BASELINE	5,541	6,870	8,527	8,717	10,503	11,095
40	1DIFFERENCE	0,0	0,0	-0,076	-0,003	-0,032	-0,005
41	11X DIFFERENCE	0,0	0,0	-0,89	-0,03	-0,30	-0,05
42							
43	NEW DOMESTIC EPA TEST M.P.G.						
44	1ALTERNATE	16,14	16,65	17,59	18,36	19,07	19,85
45	1BASELINE	16,14	16,65	17,38	18,16	18,87	19,65
46	1DIFFERENCE	0,0	0,0	0,21	0,19	0,20	0,20
47	17X DIFFERENCE	0,0	0,0	1,20	1,07	1,05	1,03

TABLE 3.00 SUMMARY

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	DESIRED STOCK OF AUTOS						
2	1ALTERNATE	109,278	111,339	113,165	115,043	116,828	118,641
3	BASELINE	109,421	111,407	113,319	115,205	116,997	118,812
4	DIFFERENCE	-0,143	-0,149	-0,154	-0,162	-0,169	-0,170
5	51% DIFFERENCE	-0,13	-0,13	-0,14	-0,14	-0,14	-0,14
6							
7	ACTUAL YR-END STOCK OF AUTOS						
8	1ALTERNATE	108,25	110,20	112,18	114,20	116,44	118,38
9	BASELINE	108,51	110,45	112,40	114,40	116,61	118,52
10	DIFFERENCE	-0,27	-0,25	-0,22	-0,20	-0,18	-0,15
11	11% DIFFERENCE	-0,25	-0,23	-0,20	-0,18	-0,15	-0,12
12							
13	NEW REGISTRATIONS OF AUTOS						
14	1ALTERNATE	12,787	12,501	12,232	12,338	12,344	12,160
15	BASELINE	12,730	12,461	12,211	12,335	12,359	12,189
16	DIFFERENCE	0,057	0,040	0,020	0,003	-0,014	-0,029
17	17% DIFFERENCE	0,44	0,32	0,17	0,02	-0,12	-0,24
18							
19	FOREIGN NEW REGIS.						
20	1ALTERNATE	1,699	1,634	1,571	1,541	1,505	1,505
21	BASELINE	1,579	1,528	1,477	1,456	1,428	1,431
22	DIFFERENCE	0,120	0,106	0,094	0,085	0,078	0,074
23	23% DIFFERENCE	7,60	6,97	6,39	5,87	5,43	5,15
24							
25	DOMESTIC NEW REGIS.						
26	1ALTERNATE	11,087	10,867	10,661	10,797	10,839	10,655
27	BASELINE	11,151	10,934	10,735	10,879	10,931	10,758
28	DIFFERENCE	-0,063	-0,067	-0,074	-0,082	-0,092	-0,102
29	29% DIFFERENCE	-0,57	-0,61	-0,69	-0,76	-0,84	-0,95
30							
31	VEHICLE MILES TRAVELED						
32	1ALTERNATE	1112,8	1142,5	1172,4	1195,6	1218,3	1237,0
33	BASELINE	1114,6	1143,2	1172,1	1198,4	1216,6	1235,1
34	DIFFERENCE	-1,8	-0,7	0,3	1,3	1,7	1,9
35	35% DIFFERENCE	-0,16	-0,06	0,03	0,11	0,14	0,15
36							
37	SCRAPPAGE OF AUTOS						
38	1ALTERNATE	11,448	10,552	10,251	10,314	10,109	10,220
39	BASELINE	11,349	10,529	10,256	10,334	10,148	10,279
40	DIFFERENCE	0,099	0,023	-0,005	-0,020	-0,040	-0,059
41	41% DIFFERENCE	0,87	0,22	-0,05	-0,19	-0,39	-0,57
42							
43	NEW DOMESTIC EPA TEST M.P.G.						
44	1ALTERNATE	20,46	21,04	21,67	22,32	22,86	23,23
45	BASELINE	20,26	20,86	21,49	22,16	22,72	23,08
46	DIFFERENCE	0,20	0,18	0,17	0,16	0,15	0,15
47	47% DIFFERENCE	0,98	0,88	0,80	0,72	0,66	0,65

TABLE 3.00 SUMMARY

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	UNDESIRER STOCK OF AUTOS						
2	1A1ALTERNATE	120,309	121,772	123,095	124,372	125,741	126,913
3	3A1BASELINE	120,482	121,946	123,271	124,549	125,918	127,092
4	4A1DIFFERENCE	-0,173	-0,174	-0,176	-0,177	-0,177	-0,179
5	5A1 DIFFERENCE	-0,14	-0,14	-0,14	-0,14	-0,14	-0,14
6	6A1						
7	7A1ACTUAL YR-END STOCK OF AUTOS						
8	8A1ALTERNATE	119,97	121,22	122,18	122,97	123,91	124,78
9	9A1BASELINE	120,09	121,33	122,28	123,09	124,05	124,94
10	10A1DIFFERENCE	-0,12	-0,11	-0,11	-0,12	-0,14	-0,17
11	11A1 DIFFERENCE	-0,10	-0,09	-0,09	-0,10	-0,11	-0,14
12	12A1						
13	13A1NEW REGISTRATIONS OF AUTOS						
14	14A1ALTERNATE	12,253	12,476	12,783	13,147	13,226	13,302
15	15A1BASELINE	12,295	12,525	12,834	13,194	13,261	13,324
16	16A1DIFFERENCE	-0,042	-0,049	-0,051	-0,046	-0,035	-0,021
17	17A1 DIFFERENCE	-0,34	-0,39	-0,40	-0,35	-0,26	-0,16
18	18A1						
19	19A1 FOREIGN NEW REGIS.						
20	20A1ALTERNATE	1,521	1,562	1,603	1,665	1,683	1,697
21	21A1BASELINE	1,449	1,489	1,528	1,586	1,602	1,613
22	22A1DIFFERENCE	0,072	0,073	0,075	0,079	0,081	0,084
23	23A1 DIFFERENCE	4,97	4,90	4,90	4,97	5,08	5,22
24	24A1						
25	25A1 DOMESTIC NEW REGIS.						
26	26A1ALTERNATE	10,732	10,914	11,180	11,482	11,542	11,605
27	27A1BASELINE	10,846	11,037	11,305	11,607	11,658	11,711
28	28A1DIFFERENCE	-0,114	-0,122	-0,126	-0,125	-0,116	-0,105
29	29A1 DIFFERENCE	-1,05	-1,11	-1,11	-1,08	-1,00	-0,90
30	30A1						
31	31A1VEHICLE MILES TRAVELED						
32	32A1ALTERNATE	1251,2	1262,6	1272,9	1283,6	1294,6	1307,4
33	33A1BASELINE	1249,3	1261,0	1271,9	1283,2	1294,7	1307,9
34	34A1DIFFERENCE	1,9	1,5	0,9	0,4	-0,1	-0,4
35	35A1 DIFFERENCE	0,15	0,12	0,07	0,03	-0,01	-0,03
36	36A1						
37	37A1SCRAPAGE OF AUTOS						
38	38A1ALTERNATE	10,659	11,225	11,829	12,349	12,291	12,436
39	39A1BASELINE	10,728	11,287	11,880	12,383	12,303	12,429
40	40A1DIFFERENCE	-0,068	-0,062	-0,051	-0,034	-0,012	0,007
41	41A1 DIFFERENCE	-0,64	-0,55	-0,43	-0,28	-0,10	0,05
42	42A1						
43	43A1NEW DOMESTIC EPA TEST M.P.G.						
44	44A1ALTERNATE	23,59	23,96	24,34	24,74	24,93	25,13
45	45A1BASELINE	23,44	23,81	24,18	24,58	24,77	24,96
46	46A1DIFFERENCE	0,15	0,16	0,16	0,17	0,17	0,17
47	47A1 DIFFERENCE	0,65	0,65	0,66	0,67	0,68	0,68

TABLE 3.00 SUMMARY

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	DESIRED STOCK OF AUTOS						
2	ALTERNATE						
3	BASELINE	127,935	128,885	129,785	130,684	131,545	132,375
4	DIFFERENCE	128,115	129,067	129,968	130,869	131,731	132,563
5	% DIFFERENCE	-0.180	-0.182	-0.183	-0.185	-0.187	-0.188
6		-0.14	-0.14	-0.14	-0.14	-0.14	-0.14
7	ACTUAL VR-END STOCK OF AUTOS						
8	ALTERNATE	125,64	126,51	127,39	128,33	129,31	130,20
9	BASELINE	125,84	126,72	127,60	128,54	129,51	130,38
10	DIFFERENCE	-0.19	-0.21	-0.21	-0.21	-0.20	-0.19
11	% DIFFERENCE	-0.15	-0.16	-0.17	-0.16	-0.15	-0.14
12							
13	NEW REGISTRATIONS OF AUTOS						
14	ALTERNATE	13,429	13,574	13,652	13,792	13,788	13,836
15	BASELINE	13,439	13,578	13,654	13,797	13,798	13,853
16	DIFFERENCE	-0.010	-0.003	-0.002	-0.005	-0.011	-0.018
17	% DIFFERENCE	-0.08	-0.03	-0.01	-0.04	-0.08	-0.13
18							
19	FOREIGN NEW REGIS.						
20	ALTERNATE	1,709	1,720	1,727	1,726	1,713	1,712
21	BASELINE	1,623	1,632	1,638	1,638	1,628	1,628
22	DIFFERENCE	0,086	0,088	0,088	0,087	0,085	0,084
23	% DIFFERENCE	5,32	5,38	5,39	5,33	5,25	5,16
24							
25	DOMESTIC NEW REGIS.						
26	ALTERNATE	11,720	11,854	11,926	12,066	12,074	12,124
27	BASELINE	11,817	11,945	12,016	12,158	12,171	12,226
28	DIFFERENCE	-0,097	-0,091	-0,090	-0,092	-0,096	-0,102
29	% DIFFERENCE	-0,82	-0,76	-0,75	-0,76	-0,79	-0,83
30							
31	VEHICLE MILES TRAVELED						
32	ALTERNATE	1321,0	1334,5	1348,2	1361,3	1374,1	1385,3
33	BASELINE	1321,5	1335,0	1348,5	1361,3	1373,9	1384,9
34	DIFFERENCE	-0,6	-0,5	-0,3	-0,0	0,2	0,5
35	% DIFFERENCE	-0,04	-0,04	-0,02	-0,00	0,02	0,03
36							
37	SCRAPPAGE OF AUTOS						
38	ALTERNATE	12,561	12,709	12,773	12,852	12,810	12,944
39	BASELINE	12,548	12,697	12,770	12,861	12,829	12,974
40	DIFFERENCE	0,013	0,012	0,003	-0,008	-0,020	-0,030
41	% DIFFERENCE	0,11	0,09	0,02	-0,07	-0,15	-0,23
42							
43	NEW DOMESTIC EPA TEST M.P.G.						
44	ALTERNATE	25,30	25,48	25,66	25,82	25,99	26,16
45	BASELINE	25,13	25,31	25,48	25,65	25,82	25,99
46	DIFFERENCE	0,17	0,17	0,17	0,17	0,17	0,17
47	% DIFFERENCE	0,68	0,68	0,68	0,67	0,66	0,66

TABLE 3,00 SUMMARY

LINE	I T E M	1999	2000
11	DESIRED STOCK OF AUTOS		
21	ALTERNATE	133,178	133,883
31	BASELINE	133,368	134,075
41	DIFFERENCE	-0,190	-0,192
51	X DIFFERENCE	-0,14	-0,14
61			
71	ACTUAL YR-END STOCK OF AUTOS		
81	ALTERNATE	131,02	131,73
91	BASELINE	131,19	131,90
101	DIFFERENCE	-0,18	-0,17
111	X DIFFERENCE	-0,14	-0,13
121			
131	NEW REGISTRATIONS OF AUTOS		
141	ALTERNATE	13,918	13,970
151	BASELINE	13,940	13,997
161	DIFFERENCE	-0,023	-0,028
171	X DIFFERENCE	-0,16	-0,20
181			
191	FOREIGN NEW REGIS.		
201	ALTERNATE	1,712	1,706
211	BASELINE	1,630	1,624
221	DIFFERENCE	0,083	0,081
231	X DIFFERENCE	5,08	5,00
241			
251	DOMESTIC NEW REGIS.		
261	ALTERNATE	12,205	12,264
271	BASELINE	12,311	12,373
281	DIFFERENCE	-0,105	-0,109
291	X DIFFERENCE	-0,86	-0,88
301			
311	VEHICLE MILES TRAVELED		
321	ALTERNATE	1395,2	1402,7
331	BASELINE	1394,6	1402,1
341	DIFFERENCE	0,6	0,6
351	X DIFFERENCE	0,04	0,04
361			
371	SCRAPPAGE OF AUTOS		
381	ALTERNATE	13,099	13,254
391	BASELINE	13,130	13,289
401	DIFFERENCE	-0,031	-0,035
411	X DIFFERENCE	-0,24	-0,26
421			
431	NEW DOMESTIC EPA TEST M.P.G.		
441	ALTERNATE	26,33	26,50
451	BASELINE	26,17	26,33
461	DIFFERENCE	0,17	0,17
471	X DIFFERENCE	0,65	0,64

TABLE 3.00 SUMMARY - CONTINUED

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	NEW AUTOS FLEET M.P.G. (EPA)						
2	1ALTERNATE	17.15	17.45	18.38	19.11	19.73	20.45
3	BASELINE	17.15	17.45	18.10	18.84	19.48	20.20
4	DIFFERENCE	0.0	0.0	0.28	0.26	0.26	0.25
5	5% DIFFERENCE	0.0	0.0	1.55	1.39	1.32	1.25
6	NEW DOMESTIC AUTOS M.P.G.						
7	1ALTERNATE	16.12	16.60	17.51	18.24	18.92	19.66
8	BASELINE	16.12	16.60	17.30	18.05	18.72	19.46
9	DIFFERENCE	0.0	0.0	0.21	0.19	0.20	0.20
10	11% DIFFERENCE	0.0	0.0	1.21	1.07	1.05	1.03
11	NEW FOREIGN AUTOS M.P.G.						
12	1ALTERNATE	24.10	24.95	25.64	26.55	26.71	27.13
13	BASELINE	24.10	24.95	25.56	26.47	26.64	27.06
14	DIFFERENCE	0.0	0.0	0.08	0.08	0.08	0.08
15	17% DIFFERENCE	0.0	0.0	0.30	0.31	0.28	0.28
16	SHARE OF NEW REGISTRATIONS:						
17	21 SUBCOMPACT						
18	23ALTERNATE	0.291	0.230	0.239	0.231	0.223	0.218
19	BASELINE	0.291	0.230	0.217	0.210	0.205	0.200
20	DIFFERENCE	0.0	0.0	0.022	0.021	0.019	0.017
21	26% DIFFERENCE	0.0	0.0	10.15	9.89	9.18	8.54
22	27 COMPACT						
23	29ALTERNATE	0.219	0.197	0.210	0.200	0.213	0.221
24	BASELINE	0.219	0.197	0.190	0.182	0.195	0.203
25	DIFFERENCE	0.0	0.0	0.019	0.018	0.018	0.017
26	32% DIFFERENCE	0.0	0.0	10.13	9.91	9.22	8.51
27	34 MID-SIZE						
28	35ALTERNATE	0.228	0.284	0.254	0.237	0.227	0.226
29	BASELINE	0.228	0.284	0.251	0.234	0.225	0.225
30	DIFFERENCE	0.0	0.0	0.003	0.003	0.002	0.001
31	38% DIFFERENCE	0.0	0.0	1.19	1.25	0.93	0.60
32	40 FULL-SIZE						
33	41ALTERNATE	0.169	0.198	0.210	0.245	0.247	0.244
34	BASELINE	0.169	0.198	0.253	0.286	0.285	0.279
35	DIFFERENCE	0.0	0.0	-0.043	-0.041	-0.038	-0.035
36	44% DIFFERENCE	0.0	0.0	-17.19	-14.32	-13.34	-12.54
37	45 LUXURY						
38	47ALTERNATE	0.093	0.091	0.088	0.088	0.090	0.091
39	BASELINE	0.093	0.091	0.089	0.088	0.091	0.092
40	DIFFERENCE	0.0	0.0	-0.001	-0.001	-0.001	-0.001
41	50% DIFFERENCE	0.0	0.0	0.91	0.77	0.82	0.89

TABLE 5.00 SUMMARY - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
11	NEW AUTOS FLEET M.P.G. (EPA)						
21	ALTERNATE	20.96	21.50	22.05	22.63	23.11	23.47
31	BASELINE	20.72	21.27	21.85	22.44	22.94	23.30
41	DIFFERENCE	0.24	0.22	0.21	0.19	0.18	0.18
51	% DIFFERENCE	1.16	1.04	0.94	0.84	0.77	0.76
61							
71	NEW DOMESTIC AUTOS M.P.G.						
81	ALTERNATE	20.23	20.79	21.38	21.98	22.50	22.83
91	BASELINE	20.04	20.60	21.20	21.83	22.35	22.68
101	DIFFERENCE	0.20	0.18	0.17	0.16	0.15	0.15
111	% DIFFERENCE	0.99	0.89	0.81	0.72	0.66	0.65
121							
131	NEW FOREIGN AUTOS M.P.G.						
141	ALTERNATE	27.34	27.80	28.08	28.51	28.79	29.31
151	BASELINE	27.27	27.72	28.01	28.44	28.72	29.23
161	DIFFERENCE	0.07	0.08	0.07	0.07	0.07	0.07
171	% DIFFERENCE	0.27	0.27	0.26	0.26	0.26	0.25
181							
191							
201	SHARE OF NEW REGISTRATIONS:						
211	SUBCOMPACT						
221	ALTERNATE	0.204	0.200	0.195	0.189	0.183	0.186
231	BASELINE	0.189	0.186	0.183	0.177	0.172	0.176
241	DIFFERENCE	0.015	0.014	0.013	0.012	0.011	0.011
251	% DIFFERENCE	7.94	7.42	6.99	6.60	6.31	6.12
261							
271	COMPACT						
281	ALTERNATE	0.228	0.225	0.223	0.221	0.219	0.217
291	BASELINE	0.212	0.210	0.209	0.208	0.206	0.205
301	DIFFERENCE	0.017	0.015	0.014	0.013	0.013	0.012
311	% DIFFERENCE	7.83	7.24	6.80	6.44	6.19	6.06
321							
331	MID-SIZE						
341	ALTERNATE	0.228	0.227	0.226	0.227	0.226	0.229
351	BASELINE	0.227	0.226	0.226	0.227	0.226	0.229
361	DIFFERENCE	0.001	0.000	0.000	0.000	0.000	0.000
371	% DIFFERENCE	0.36	0.21	0.12	0.08	0.09	0.07
381							
391	FULL-SIZE						
401	ALTERNATE	0.248	0.255	0.261	0.268	0.277	0.270
411	BASELINE	0.279	0.284	0.288	0.293	0.299	0.292
421	DIFFERENCE	-0.031	-0.029	-0.026	-0.024	-0.023	-0.022
431	% DIFFERENCE	-11.28	-10.06	-9.13	-8.29	-7.63	-7.65
441							
451	LUXURY						
461	ALTERNATE	0.092	0.093	0.094	0.095	0.096	0.097
471	BASELINE	0.093	0.094	0.095	0.096	0.097	0.098
481	DIFFERENCE	-0.001	-0.001	-0.001	-0.001	-0.001	-0.001
491	% DIFFERENCE	-0.94	-0.98	-1.00	-1.01	-1.00	-0.97
501							

TABLE 3.00 SUMMARY - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	NEW AUTOS FLEET M.P.G. (EPA)						
2	1ALTERNATE	23.80	24.17	24.51	24.89	25.06	25.23
3	2BASELINE	23.82	23.98	24.32	24.69	24.86	25.03
4	4IDIFFERENCE	0.18	0.18	0.19	0.19	0.20	0.20
5	5IX DIFFERENCE	0.75	0.76	0.77	0.78	0.79	0.79
6							
7	NEW DOMESTIC AUTOS M.P.G.						
8	8ALTERNATE	23.15	23.50	23.85	24.21	24.37	24.54
9	9BASELINE	23.01	23.35	23.69	24.05	24.21	24.37
10	10IDIFFERENCE	0.15	0.15	0.16	0.16	0.17	0.17
11	11IX DIFFERENCE	0.65	0.66	0.67	0.68	0.69	0.69
12							
13	NEW FOREIGN AUTOS M.P.G.						
14	14ALTERNATE	29.63	30.11	30.39	30.83	31.04	31.25
15	15BASELINE	29.56	30.04	30.31	30.75	30.96	31.17
16	16IDIFFERENCE	0.07	0.08	0.07	0.08	0.08	0.08
17	17IX DIFFERENCE	0.25	0.25	0.25	0.25	0.25	0.26
18							
19							
20	SHARE OF NEW REGISTRATIONS:						
21	21 SUBCOMPACT						
22	22ALTERNATE	0.107	0.189	0.189	0.191	0.192	0.192
23	23BASELINE	0.176	0.178	0.178	0.180	0.181	0.181
24	24IDIFFERENCE	0.011	0.011	0.011	0.011	0.011	0.011
25	25IX DIFFERENCE	6.03	6.01	6.01	6.03	6.05	6.09
26							
27	271 COMPACT						
28	28ALTERNATE	0.217	0.216	0.217	0.216	0.216	0.216
29	29BASELINE	0.205	0.204	0.204	0.204	0.204	0.204
30	30IDIFFERENCE	0.012	0.012	0.012	0.012	0.012	0.012
31	31IX DIFFERENCE	6.02	6.03	6.05	6.07	6.09	6.12
32							
33	331 MID-SIZE						
34	34ALTERNATE	0.231	0.233	0.234	0.237	0.236	0.238
35	35BASELINE	0.231	0.233	0.234	0.236	0.235	0.237
36	36IDIFFERENCE	0.000	0.000	0.000	0.001	0.001	0.001
37	37IX DIFFERENCE	0.10	0.15	0.19	0.22	0.25	0.26
38							
39	391 FULL-SIZE						
40	40ALTERNATE	0.267	0.263	0.260	0.255	0.254	0.250
41	41BASELINE	0.289	0.285	0.282	0.278	0.277	0.273
42	42IDIFFERENCE	-0.022	-0.022	-0.023	-0.023	-0.023	-0.023
43	43IX DIFFERENCE	-7.70	-7.86	-8.02	-8.25	-8.36	-8.52
44							
45	451 LUXURY						
46	46ALTERNATE	0.098	0.099	0.100	0.101	0.102	0.103
47	47BASELINE	0.099	0.100	0.101	0.102	0.103	0.104
48	48IDIFFERENCE	-0.001	-0.001	-0.001	-0.001	-0.001	-0.001
49	49IX DIFFERENCE	-0.93	-0.89	-0.86	-0.83	-0.80	-0.79

TABLE 3.00 SUMMARY - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
11	NEW AUTOS FLEET M.P.G. (EPA)						
21A	ALTERNATE	25.18	25.53	25.68	25.82	25.96	26.12
31	BASLINE	25.18	25.33	25.48	25.62	25.76	25.92
41	DIFFERENCE	0.20	0.20	0.20	0.20	0.20	0.20
51	% DIFFERENCE	0.80	0.79	0.79	0.78	0.77	0.77
71	NEW DOMESTIC AUTOS M.P.G.						
81A	ALTERNATE	24.69	24.83	24.98	25.13	25.27	25.42
91	BASLINE	24.52	24.66	24.81	24.96	25.10	25.25
101	DIFFERENCE	0.17	0.17	0.17	0.17	0.17	0.17
111	% DIFFERENCE	0.69	0.69	0.69	0.68	0.67	0.67
131	NEW FOREIGN AUTOS M.P.G.						
141A	ALTERNATE	31.45	31.65	31.85	32.04	32.23	32.44
151	BASLINE	31.37	31.56	31.76	31.96	32.15	32.35
161	DIFFERENCE	0.08	0.08	0.08	0.09	0.09	0.09
171	% DIFFERENCE	0.26	0.26	0.27	0.27	0.27	0.27
191							
201	SHARE OF NEW REGISTRATIONS:						
211	SUBCOMPACT						
231A	ALTERNATE	0.192	0.190	0.190	0.187	0.185	0.184
241	BASLINE	0.181	0.179	0.179	0.176	0.174	0.173
251	DIFFERENCE	0.011	0.011	0.011	0.011	0.011	0.011
261	% DIFFERENCE	6.13	6.14	6.15	6.13	6.10	6.07
271							
281	COMPACT						
291A	ALTERNATE	0.216	0.216	0.216	0.216	0.216	0.216
301	BASLINE	0.204	0.203	0.203	0.203	0.203	0.204
311	DIFFERENCE	0.013	0.013	0.013	0.012	0.012	0.012
321	% DIFFERENCE	6.15	6.15	6.16	6.13	6.10	6.07
331							
341	MID-SIZE						
351A	ALTERNATE	0.238	0.239	0.239	0.239	0.239	0.239
361	BASLINE	0.238	0.238	0.238	0.238	0.238	0.238
371	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
381	% DIFFERENCE	0.27	0.27	0.27	0.27	0.27	0.26
391							
401	FULL-SIZE						
411A	ALTERNATE	0.250	0.250	0.249	0.251	0.252	0.252
421	BASLINE	0.273	0.273	0.272	0.274	0.274	0.274
431	DIFFERENCE	-0.023	-0.023	-0.023	-0.023	-0.023	-0.023
441	% DIFFERENCE	-8.56	-8.55	-8.55	-8.41	-8.31	-8.23
451							
461	LUXURY						
471A	ALTERNATE	0.104	0.106	0.107	0.108	0.109	0.110
481	BASLINE	0.105	0.106	0.107	0.108	0.109	0.110
491	DIFFERENCE	-0.001	-0.001	-0.001	-0.001	-0.001	-0.001
501	% DIFFERENCE	-0.79	-0.79	-0.80	-0.80	-0.80	-0.80

TABLE 3.00 SUMMARY - CONTINUED

LINE	I T E M	1999	2000
1	NEW AUTOS FLEET M.P.G. (EPA)		
2	1ALTERNATE	26,26	26,41
3	BASELINE	26,06	26,21
4	DIFFERENCE	0,20	0,20
5	1% DIFFERENCE	0,76	0,75
6			
7	NEW DOMESTIC AUTOS M.P.G.		
8	1ALTERNATE	25,56	25,71
9	BASELINE	25,39	25,54
10	DIFFERENCE	0,17	0,17
11	1% DIFFERENCE	0,66	0,65
12			
13	NEW FOREIGN AUTOS M.P.G.		
14	1ALTERNATE	32,63	32,83
15	BASELINE	32,54	32,74
16	DIFFERENCE	0,09	0,09
17	1% DIFFERENCE	0,27	0,28
18			
19			
20	SHARE OF NEW REGISTRATIONS:		
21			
22	SUBCOMPACT		
23	1ALTERNATE	0,182	0,180
24	BASELINE	0,172	0,170
25	DIFFERENCE	0,010	0,010
26	1% DIFFERENCE	6,03	5,99
27			
28	COMPACT		
29	1ALTERNATE	0,216	0,216
30	BASELINE	0,204	0,204
31	DIFFERENCE	0,012	0,012
32	1% DIFFERENCE	6,03	5,99
33			
34	MID-SIZE		
35	1ALTERNATE	0,239	0,240
36	BASELINE	0,238	0,239
37	DIFFERENCE	0,001	0,001
38	1% DIFFERENCE	0,26	0,25
39			
40	FULL-SIZE		
41	1ALTERNATE	0,253	0,253
42	BASELINE	0,275	0,275
43	DIFFERENCE	-0,022	-0,022
44	1% DIFFERENCE	-8,14	-8,03
45			
46	LUXURY		
47	1ALTERNATE	0,111	0,111
48	BASELINE	0,111	0,112
49	DIFFERENCE	-0,001	-0,001
50	1% DIFFERENCE	-0,80	-0,80

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
MEFA LONG RUN AUTO MODEL 1975 ~ 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.01 SHARES BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	11SHARES OF DESIRED STOCK:						
21							
31	SUBCOMPACTS						
41	ALTERNATE			0.215	0.214	0.212	0.212
51	BASELINE	0.232	0.210	0.201	0.200	0.199	0.199
61	DIFFERENCE	0.0	0.0	0.014	0.014	0.014	0.014
71	% DIFFERENCE	0.0	0.0	6.97	7.00	6.91	6.81
81							
91	COMPACTS						
101	ALTERNATE	0.198	0.193	0.198	0.192	0.198	0.205
111	BASELINE	0.198	0.193	0.195	0.180	0.186	0.191
121	DIFFERENCE	0.0	0.0	0.013	0.013	0.013	0.013
131	% DIFFERENCE	0.0	0.0	6.97	7.00	6.91	6.81
141							
151	MID-SIZE						
161	ALTERNATE	0.235	0.232	0.231	0.231	0.233	0.233
171	BASELINE	0.235	0.232	0.230	0.230	0.232	0.232
181	DIFFERENCE	0.0	0.0	0.001	0.001	0.001	0.001
191	% DIFFERENCE	0.0	0.0	0.31	0.36	0.30	0.24
201							
211	FULL SIZE						
221	ALTERNATE	0.245	0.275	0.267	0.273	0.266	0.260
231	BASELINE	0.245	0.275	0.294	0.299	0.293	0.286
241	DIFFERENCE	0.0	0.0	-0.027	-0.027	-0.026	-0.026
251	% DIFFERENCE	0.0	0.0	-9.13	-8.89	-9.02	-9.20
261							
271	LUXURY						
281	ALTERNATE	0.090	0.090	0.089	0.089	0.090	0.091
291	BASELINE	0.090	0.090	0.090	0.090	0.091	0.092
301	DIFFERENCE	0.0	0.0	-0.001	-0.001	-0.001	-0.001
311	% DIFFERENCE	0.0	0.0	-0.92	-0.91	-0.90	-0.90

TABLE 3.01 SHARES BY SIZE CLASS

LINE	I T F M	1987	1988	1989	1990	1991	1992
11 SHARES OF DESIRED STOCK:							
21							
31 SUBCOMPACTS							
41 ALTERNATE		0.188	0.188	0.187	0.188	0.187	0.187
51 BASELINE		0.177	0.177	0.176	0.176	0.176	0.176
61 DIFFERENCE		0.011	0.011	0.011	0.011	0.011	0.011
71% DIFFERENCE		6.41	6.39	6.36	6.33	6.30	6.29
81							
91 COMPACTS							
101 ALTERNATE		0.211	0.211	0.211	0.211	0.211	0.211
111 BASELINE		0.198	0.198	0.199	0.199	0.199	0.199
121 DIFFERENCE		0.013	0.013	0.013	0.013	0.013	0.013
131% DIFFERENCE		6.41	6.39	6.36	6.33	6.30	6.29
141							
151 MID-SIZE							
161 ALTERNATE		0.234	0.235	0.236	0.237	0.236	0.238
171 BASELINE		0.234	0.234	0.235	0.236	0.236	0.237
181 DIFFERENCE		0.001	0.001	0.001	0.001	0.001	0.001
191% DIFFERENCE		0.29	0.28	0.28	0.27	0.27	0.27
201							
211 FULL SIZE							
221 ALTERNATE		0.269	0.268	0.267	0.264	0.263	0.261
231 BASELINE		0.293	0.291	0.290	0.288	0.287	0.285
241 DIFFERENCE		-0.024	-0.024	-0.024	-0.024	-0.023	-0.023
251% DIFFERENCE		-8.17	-8.17	-8.16	-8.19	-8.18	-8.21
261							
271 LUXURY							
281 ALTERNATE		0.097	0.098	0.099	0.100	0.101	0.102
291 BASELINE		0.098	0.099	0.100	0.101	0.102	0.103
301 DIFFERENCE		-0.001	-0.001	-0.001	-0.001	-0.001	-0.001
311% DIFFERENCE		-0.81	-0.81	-0.81	-0.80	-0.80	-0.80

TABLE 3,01 SHARES BY SIZE CLASS

LINE	I T E M	1993	1994	1995	1996	1997	1998
11SHARES OF DESIRED STOCK							
21	SUBCOMPACTS						
31	41ALTERNATE	0,186	0,185	0,185	0,183	0,182	0,181
51	BASELINE	0,175	0,175	0,174	0,172	0,171	0,170
61	DIFFERENCE	0,011	0,011	0,011	0,011	0,011	0,011
71	DIFFERENCE	6,28	6,27	6,26	6,23	6,21	6,19
81							
91	COMPACTS						
101	41ALTERNATE	0,211	0,211	0,211	0,210	0,210	0,210
111	BASELINE	0,199	0,198	0,198	0,198	0,198	0,198
121	DIFFERENCE	0,012	0,012	0,012	0,012	0,012	0,012
131	DIFFERENCE	6,28	6,27	6,26	6,23	6,21	6,19
141							
151	MID-SIZE						
161	41ALTERNATE	0,238	0,239	0,240	0,240	0,241	0,241
171	BASELINE	0,238	0,239	0,239	0,240	0,240	0,240
181	DIFFERENCE	0,001	0,001	0,001	0,001	0,001	0,001
191	DIFFERENCE	0,27	0,27	0,27	0,28	0,29	0,29
201							
211	FULL SIZE						
221	41ALTERNATE	0,261	0,260	0,259	0,260	0,260	0,259
231	BASELINE	0,284	0,283	0,282	0,283	0,282	0,282
241	DIFFERENCE	-0,023	-0,023	-0,023	-0,023	-0,023	-0,023
251	DIFFERENCE	-8,20	-8,19	-8,19	-8,12	-8,07	-8,02
261							
271	LUXURY						
281	41ALTERNATE	0,103	0,104	0,105	0,107	0,108	0,109
291	BASELINE	0,104	0,105	0,106	0,107	0,108	0,109
301	DIFFERENCE	-0,001	-0,001	-0,001	-0,001	-0,001	-0,001
311	DIFFERENCE	-0,79	-0,79	-0,79	-0,78	-0,77	-0,77

TABLE 3,01 SHARES BY SIZE CLASS

LINE	I T E M	1999	2000
1	SHARES OF DESIRED STOCK:		
21			
31	SUBCOMPACTS		
41	ALTERNATE	0,179	0,178
51	BASFLINE	0,169	0,168
61	DIFFERENCE	0,010	0,010
71	% DIFFERENCE	6,16	6,12
81			
91	COMPACTS		
101	ALTERNATE	0,210	0,210
111	BASFLINE	0,198	0,198
121	DIFFERENCE	0,012	0,012
131	% DIFFERENCE	6,16	6,12
141			
151	MID-SIZE		
161	ALTERNATE	0,241	0,242
171	BASFLINE	0,240	0,241
181	DIFFERENCE	0,001	0,001
191	% DIFFERENCE	0,29	0,29
201			
211	FULL SIZE		
221	ALTERNATE	0,259	0,259
231	BASFLINE	0,282	0,282
241	DIFFERENCE	-0,022	-0,022
251	% DIFFERENCE	-7,97	-7,90
261			
271	LUXURY		
281	ALTERNATE	0,110	0,111
291	BASFLINE	0,110	0,111
301	DIFFERENCE	-0,001	-0,001
311	% DIFFERENCE	-0,76	-0,76

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.02 SHARES BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
11	SHARES OF ACTUAL YR-END STOCKS:						
21							
31	SUBCOMPACT						
41	ALTERNATE		0.179	0.191	0.201	0.209	0.216
51	BASELINE	0.168	0.179	0.189	0.196	0.203	0.207
61	DIFFERENCE	0.0	0.0	0.002	0.004	0.006	0.008
71	% DIFFERENCE	0.0	0.0	1.12	2.24	3.13	3.92
81							
91	COMPACT						
101	ALTERNATE	0.175	0.179	0.183	0.187	0.191	0.196
111	BASELINE	0.175	0.179	0.181	0.183	0.185	0.188
121	DIFFERENCE	0.0	0.0	0.002	0.004	0.006	0.008
131	% DIFFERENCE	0.0	0.0	1.09	2.14	3.12	4.03
141							
151	MID-SIZE						
161	ALTERNATE	0.231	0.235	0.236	0.236	0.235	0.235
171	BASELINE	0.231	0.235	0.236	0.235	0.234	0.234
181	DIFFERENCE	0.0	0.0	0.000	0.001	0.001	0.001
191	% DIFFERENCE	0.0	0.0	0.10	0.23	0.32	0.38
201							
211	FULL SIZE						
221	ALTERNATE	0.338	0.319	0.301	0.288	0.276	0.264
231	BASELINE	0.338	0.319	0.306	0.297	0.288	0.281
241	DIFFERENCE	0.0	0.0	-0.004	-0.009	-0.013	-0.016
251	% DIFFERENCE	0.0	0.0	-1.39	-2.93	-4.39	-5.80
261							
271	LUXURY						
281	ALTERNATE	0.087	0.088	0.089	0.089	0.089	0.090
291	BASELINE	0.087	0.088	0.089	0.089	0.090	0.090
301	DIFFERENCE	0.0	0.0	-0.000	-0.000	-0.000	-0.000
311	% DIFFERENCE	0.0	0.0	-0.10	-0.18	-0.27	-0.35

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	SHARES OF ACTUAL VREND STOCKS:						
21							
31	SUBCOMPACT						
41	ALTERNATE	0.218	0.218	0.217	0.214	0.210	0.206
51	BASELINE	0.209	0.208	0.205	0.202	0.197	0.194
61	DIFFERENCE	0.010	0.011	0.012	0.012	0.013	0.013
71	% DIFFERENCE	4.65	5.24	5.73	6.13	6.43	6.63
81							
91	COMPACT						
101	ALTERNATE	0.201	0.206	0.209	0.212	0.214	0.216
111	BASELINE	0.192	0.195	0.197	0.199	0.201	0.202
121	DIFFERENCE	0.009	0.011	0.012	0.013	0.013	0.014
131	% DIFFERENCE	4.87	5.50	5.98	6.33	6.56	6.69
141							
151	MID-SIZE						
161	ALTERNATE	0.235	0.234	0.234	0.233	0.232	0.231
171	BASELINE	0.234	0.234	0.233	0.232	0.231	0.230
181	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
191	% DIFFERENCE	0.41	0.42	0.41	0.39	0.37	0.34
201							
211	FULL SIZE						
221	ALTERNATE	0.256	0.251	0.249	0.249	0.252	0.254
231	BASELINE	0.275	0.273	0.273	0.274	0.278	0.280
241	DIFFERENCE	-0.020	-0.022	-0.024	-0.025	-0.026	-0.026
251	% DIFFERENCE	-7.11	-8.09	-8.78	-9.19	-9.36	-9.40
261							
271	LUXURY						
281	ALTERNATE	0.090	0.091	0.091	0.092	0.092	0.093
291	BASELINE	0.091	0.091	0.092	0.092	0.093	0.094
301	DIFFERENCE	-0.000	-0.000	-0.001	-0.001	-0.001	-0.001
311	% DIFFERENCE	-0.45	-0.54	-0.63	-0.71	-0.77	-0.82

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	ITEM	1987						1990						1991						1992					
		SHARES OF ACTUAL YR-END STOCKS																							
21	11 SUBCOMPACT																								
31	41ALTERNATE																								
41	51BASELINE																								
51	61DIFFERENCE																								
61	71% DIFFERENCE																								
71	81																								
81	91 COMPACT																								
91	101ALTERNATE																								
101	111BASELINE																								
111	121DIFFERENCE																								
121	131% DIFFERENCE																								
131	141																								
141	151 MID-SIZE																								
151	161ALTERNATE																								
161	171BASELINE																								
171	181DIFFERENCE																								
181	191% DIFFERENCE																								
191	201																								
201	211 FULL SIZE																								
211	221ALTERNATE																								
221	231BASELINE																								
231	241DIFFERENCE																								
241	251% DIFFERENCE																								
251	261																								
261	271 LUXURY																								
271	281ALTERNATE																								
281	291BASELINE																								
291	301DIFFERENCE																								
301	311% DIFFERENCE																								
311																									

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	11SHARES OF ACTUAL YR-END STOCKS:						
21							
31	SUBCOMPACT						
41	ALTERNATE	0.192	0.191	0.191	0.190	0.190	0.189
51	BASELINE	0.180	0.180	0.180	0.179	0.179	0.178
61	DIFFERENCE	0.011	0.011	0.011	0.011	0.011	0.011
71	% DIFFERENCE	6.28	6.23	6.19	6.17	6.15	6.13
81							
91	COMPACT						
101	ALTERNATE	0.217	0.217	0.217	0.217	0.216	0.216
111	BASELINE	0.204	0.204	0.204	0.204	0.204	0.204
121	DIFFERENCE	0.013	0.013	0.013	0.013	0.013	0.012
131	% DIFFERENCE	6.26	6.22	6.19	6.17	6.15	6.13
141							
151	MID-SIZE						
161	ALTERNATE	0.233	0.234	0.235	0.236	0.237	0.237
171	BASELINE	0.233	0.234	0.235	0.235	0.236	0.237
181	DIFFERENCE	0.000	0.000	0.001	0.001	0.001	0.001
191	% DIFFERENCE	0.20	0.21	0.22	0.23	0.24	0.24
201							
211	FULL SIZE						
221	ALTERNATE	0.258	0.257	0.256	0.255	0.254	0.253
231	BASELINE	0.262	0.261	0.279	0.278	0.277	0.276
241	DIFFERENCE	-0.024	-0.024	-0.023	-0.023	-0.023	-0.023
251	% DIFFERENCE	-8.41	-8.38	-8.37	-8.38	-8.38	-8.37
261							
271	LUXURY						
281	ALTERNATE	0.099	0.100	0.101	0.103	0.104	0.105
291	BASELINE	0.100	0.101	0.102	0.103	0.104	0.105
301	DIFFERENCE	-0.001	-0.001	-0.001	-0.001	-0.001	-0.001
311	% DIFFERENCE	-0.88	-0.86	-0.85	-0.83	-0.82	-0.81

TABLE 3,02 SHARES BY SIZE CLASS • CONTINUED

LINE	I T E M	1999	2000
1	SHARES OF ACTUAL YR-END STOCKS:		
21			
31	SUBCOMPACT		
41	ALTERNATE	0,188	0,187
51	BASELINE	0,177	0,176
61	DIFFERENCE	0,011	0,011
71	% DIFFERENCE	6,11	6,10
81			
91	COMPACT		
101	ALTERNATE	0,216	0,216
111	BASELINE	0,204	0,204
121	DIFFERENCE	0,012	0,012
131	% DIFFERENCE	6,12	6,10
141			
151	MID-SIZE		
161	ALTERNATE	0,238	0,238
171	BASELINE	0,237	0,237
181	DIFFERENCE	0,001	0,001
191	% DIFFERENCE	0,25	0,25
201			
211	FULL SIZE		
221	ALTERNATE	0,253	0,252
231	BASELINE	0,276	0,275
241	DIFFERENCE	-0,023	-0,023
251	% DIFFERENCE	-8,35	-8,32
261			
271	LUXURY		
281	ALTERNATE	0,106	0,107
291	BASELINE	0,106	0,107
301	DIFFERENCE	-0,001	-0,001
311	% DIFFERENCE	-0,81	-0,81

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TABLE 3,03 SHARES BY SIZE CLASS

LINE	I T F M	1975	1976	1977	1978	1979	1980
1 DOMESTIC SHARE OF NEW REGISTRATIONS:							
21							
31	DOMESTIC SHARE OF TOTAL						
41	ALTERNATE	0.818	0.856	0.851	0.855	0.858	0.860
51	BASELINE	0.818	0.856	0.863	0.867	0.869	0.870
61	DIFFERENCE	0.0	0.0	-0.013	-0.012	-0.011	-0.010
71	DIFFERENCE	0.0	0.0	-1.47	-1.38	-1.26	-1.15
81							
91	DOMESTIC SHARE OF SUBCOMPACTS						
101	ALTERNATE	0.4694	0.4800	0.4800	0.4800	0.4800	0.4800
111	BASELINE	0.4694	0.4800	0.4800	0.4800	0.4800	0.4800
121	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141							
151	DOMESTIC SHARE OF COMPACTS						
161	ALTERNATE	0.9264	0.9300	0.9300	0.9300	0.9300	0.9300
171	BASELINE	0.9264	0.9300	0.9300	0.9300	0.9300	0.9300
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	DOMESTIC SHARE OF LUXURY						
221	ALTERNATE	0.8792	0.8800	0.8800	0.8800	0.8800	0.8800
231	BASELINE	0.8792	0.8800	0.8800	0.8800	0.8800	0.8800
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
DOMESTIC SHARE OF NEW REGISTRATIONS:							
21	11DOMESTIC SHARE OF TOTAL						
31	41ALTERNATE		0.869	0.872	0.875	0.878	0.876
51	51BASELINE	0.867	0.877	0.879	0.882	0.884	0.883
61	61DIFFERENCE	-0.009	-0.008	-0.008	-0.007	-0.006	-0.006
71	71X DIFFERENCE	-1.01	-0.93	-0.85	-0.78	-0.73	-0.72
81							
91	91 DOMESTIC SHARE OF SUBCOMPACTS						
101	101ALTERNATE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
111	111BASELINE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
121	121DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	131X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141							
151	151 DOMESTIC SHARE OF COMPACTS						
161	161ALTERNATE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
171	171BASELINE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
181	181DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	191X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	211 DOMESTIC SHARE OF LUXURY						
221	221ALTERNATE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
231	231BASELINE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
241	241DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	251X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1 DOMESTIC SHARE OF NEW REGISTRATIONS:							
21	DOMESTIC SHARE OF TOTAL						
41	ALTERNATE	0.876	0.875	0.875	0.873	0.873	0.872
51	BASELINE	0.882	0.881	0.881	0.880	0.879	0.879
61	DIFFERENCE	-0.006	-0.006	-0.006	-0.006	-0.006	-0.007
71	% DIFFERENCE	-0.71	-0.72	-0.72	-0.73	-0.74	-0.74
81							
91	DOMESTIC SHARE OF SUBCOMPACTS						
101	ALTERNATE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
111	BASELINE	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
121	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141							
151	DOMESTIC SHARE OF COMPACTS						
161	ALTERNATE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
171	BASELINE	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	DOMESTIC SHARE OF LUXURY						
221	ALTERNATE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
231	BASELINE	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3,03 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
DOMESTIC SHARE OF NEW REGISTRATIONS:							
21	DOMESTIC SHARE OF TOTAL						
31	ALTERNATE	0.873	0.873	0.874	0.875	0.876	0.876
51	BASELINE	0.879	0.880	0.880	0.881	0.882	0.882
61	DIFFERENCE	-0.007	-0.007	-0.006	-0.006	-0.006	-0.006
71	DIFFERENCE	-0.074	-0.074	-0.074	-0.072	-0.071	-0.071
81							
91	DOMESTIC SHARE OF SUBCOMPACTS						
101	ALTERNATE	0.480	0.480	0.480	0.480	0.480	0.480
111	BASELINE	0.480	0.480	0.480	0.480	0.480	0.480
121	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
131	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141							
151	DOMESTIC SHARE OF COMPACTS						
161	ALTERNATE	0.930	0.930	0.930	0.930	0.930	0.930
171	BASELINE	0.930	0.930	0.930	0.930	0.930	0.930
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	DOMESTIC SHARE OF LUXURY						
221	ALTERNATE	0.880	0.880	0.880	0.880	0.880	0.880
231	BASELINE	0.880	0.880	0.880	0.880	0.880	0.880
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3,03 SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1999	2000

1	DOMESTIC SHARE OF NEW REGISTRATIONS:		
21	DOMESTIC SHARE OF TOTAL		
41	ALTERNATE	0,877	0,878
51	BASLINE	0,883	0,884
61	DIFFERENCE	-0,006	-0,006
71	% DIFFERENCE	-0,70	-0,68
81	DOMESTIC SHARE OF SUBCOMPACTS		
91	ALTERNATE	0,4800	0,4800
101	BASLINE	0,4800	0,4800
121	DIFFERENCE	0,0	0,0
131	% DIFFERENCE	0,0	0,0
141	DOMESTIC SHARE OF COMPACTS		
151	ALTERNATE	0,9300	0,9300
161	BASLINE	0,9300	0,9300
181	DIFFERENCE	0,0	0,0
191	% DIFFERENCE	0,0	0,0
201	DOMESTIC SHARE OF LUXURY		
211	ALTERNATE	0,8800	0,8800
221	BASLINE	0,8800	0,8800
241	DIFFERENCE	0,0	0,0
251	% DIFFERENCE	0,0	0,0

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TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	NEW REGISTRATIONS:						
21	11 NEW REGISTRATIONS:						
31	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE	2,405	2,354	2,567	2,694	2,573	2,542
61	DIFFERENCE	2,405	2,354	2,438	2,434	2,348	2,336
71	DIFFERENCE	0,0	0,0	0,129	0,261	0,225	0,206
81	DIFFERENCE	0,0	0,0	5,28	10,70	9,60	8,81
91	COMPACT						
101	ALTERNATE	1,805	2,016	2,255	2,330	2,449	2,579
111	BASELINE	1,805	2,016	2,142	2,104	2,233	2,371
121	DIFFERENCE	0,0	0,0	0,113	0,226	0,215	0,208
131	DIFFERENCE	0,0	0,0	5,26	10,72	9,64	8,77
141	DIFFERENCE						
151	MID-SIZE						
161	ALTERNATE	1,883	2,903	2,733	2,761	2,612	2,644
171	BASELINE	1,883	2,903	2,826	2,707	2,578	2,622
181	DIFFERENCE	0,0	0,0	-0,093	0,054	0,034	0,022
191	DIFFERENCE	0,0	0,0	-3,29	2,00	1,32	0,85
201	DIFFERENCE						
211	FULL SIZE						
221	ALTERNATE	1,400	2,023	2,253	2,863	2,848	2,849
231	BASELINE	1,400	2,023	2,847	3,317	3,274	3,250
241	DIFFERENCE	0,0	0,0	-0,594	-0,454	-0,426	-0,401
251	DIFFERENCE	0,0	0,0	-20,85	-13,68	-13,01	-12,32
261	DIFFERENCE						
271	LUXURY						
281	ALTERNATE	0,768	0,935	0,947	1,025	1,038	1,066
291	BASELINE	0,768	0,935	0,999	1,025	1,043	1,073
301	DIFFERENCE	0,0	0,0	-0,053	-0,000	-0,005	-0,007
311	DIFFERENCE	0,0	0,0	-5,29	-0,04	-0,44	-0,65

TABLE 3,04 NEW REGISTRATIONS BY SIZE CLASS

LINE	T Y E M	1981	1982	1983	1984	1985	1986
1 NEW REGISTRATIONS:							
21	SUBCOMPACT 41ALTERNATE 51BASELINE 61DIFFERENCE 71X DIFFERENCE						
31							
41							
51							
61	MILL AUTOS	2,602	2,494	2,588	2,326	2,258	2,267
71		2,400	2,314	2,229	2,181	2,127	2,141
81		0,202	0,180	0,160	0,145	0,131	0,126
91		8,42	7,76	7,17	6,63	6,18	5,87
101	COMPACT 111ALTERNATE 121DIFFERENCE 131X DIFFERENCE						
111							
121							
131							
141	MILL AUTOS	2,920	2,814	2,726	2,726	2,700	2,641
151		2,696	2,616	2,548	2,561	2,546	2,496
161		0,224	0,198	0,178	0,166	0,155	0,145
171		8,31	7,58	6,98	6,47	6,07	5,81
181	MID-SIZE 191ALTERNATE 201DIFFERENCE 211X DIFFERENCE						
191							
201							
211							
221	FULL SIZE 231ALTERNATE 241BASELINE 251X DIFFERENCE	2,918	2,837	2,769	2,804	2,786	2,789
231		2,894	2,822	2,761	2,801	2,787	2,794
241		0,023	0,015	0,008	0,003	-0,001	-0,005
251		0,80	0,53	0,29	0,10	-0,03	-0,16
261	MILL AUTOS	3,166	3,189	3,197	3,310	3,414	3,283
271		3,553	3,535	3,512	3,608	3,701	3,564
281		-0,387	-0,346	-0,315	-0,298	-0,286	-0,280
291		-10,89	-9,78	-8,98	-8,27	-7,73	-7,87
301	LUXURY 311ALTERNATE 321BASELINE 331X DIFFERENCE	1,181	1,167	1,151	1,172	1,185	1,180
311		1,187	1,175	1,161	1,184	1,199	1,194
321		-0,006	-0,008	-0,010	-0,012	-0,013	-0,014
331		-0,50	-0,66	-0,84	-0,98	-1,11	-1,20

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	I T E M	1987	1988	1989	1990	1991	1992
1 NEW REGISTRATIONS:							
21	MILL AUTOS						
31	SUBCOMPACT		2,155	2,414	2,512	2,539	2,559
41	ALTERNATE	2,290	2,230	2,286	2,378	2,401	2,415
51	BASELINE	2,167	0,125	0,128	0,135	0,139	0,143
61	DIFFERENCE	0,123					
71	DIFFERENCE	5,67	5,59	5,59	5,66	5,77	5,92
81							
91	COMPACT						
101	ALTERNATE	2,657	2,694	2,768	2,839	2,862	2,878
111	BASELINE	2,515	2,551	2,621	2,686	2,705	2,716
121	DIFFERENCE	0,142	0,143	0,148	0,153	0,157	0,162
131	DIFFERENCE	5,66	5,61	5,63	5,70	5,81	5,95
141							
151	MID-SIZE						
161	ALTERNATE	2,835	2,909	2,997	3,112	3,116	3,162
171	BASELINE	2,842	2,916	3,003	3,117	3,117	3,159
181	DIFFERENCE	-0,007	-0,007	-0,006	-0,004	-0,001	0,003
191	DIFFERENCE	-0,24	-0,25	-0,21	-0,14	-0,02	0,10
201							
211	FULL SIZE						
221	ALTERNATE	3,269	3,280	3,321	3,350	3,353	3,328
231	BASELINE	3,554	3,573	3,625	3,664	3,668	3,694
241	DIFFERENCE	-0,285	-0,294	-0,304	-0,314	-0,315	-0,316
251	DIFFERENCE	-8,02	-8,22	-8,38	-8,57	-8,60	-8,67
261							
271	LUXURY						
281	ALTERNATE	1,202	1,238	1,283	1,333	1,355	1,376
291	BASELINE	1,218	1,254	1,299	1,349	1,370	1,390
301	DIFFERENCE	-0,015	-0,016	-0,016	-0,016	-0,015	-0,013
311	DIFFERENCE	-1,27	-1,28	-1,25	-1,17	-1,06	-0,95

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	I T E M	1993	1994	1995	1996	1997	1998
11 NEW REGISTRATIONS:							
21							
31	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE	2,573	2,583	2,598	2,575	2,549	2,540
61	DIFFERENCE	2,426	2,434	2,439	2,428	2,404	2,398
71	DIFFERENCE	0,147	0,149	0,150	0,148	0,145	0,142
81		6,05	6,12	6,14	6,09	6,02	5,94
91	COMPACT						
101	ALTERNATE						
111	BASELINE	2,902	2,931	2,946	2,977	2,976	2,989
121	DIFFERENCE	2,736	2,762	2,776	2,806	2,807	2,822
131	DIFFERENCE	0,166	0,169	0,171	0,171	0,169	0,167
141		6,06	6,13	6,14	6,09	6,02	5,93
151	MID-SIZE						
161	ALTERNATE						
171	BASELINE	3,198	3,239	3,262	3,296	3,296	3,305
181	DIFFERENCE	3,192	3,230	3,254	3,288	3,290	3,301
191	DIFFERENCE	0,006	0,008	0,008	0,008	0,006	0,004
201		0,19	0,25	0,26	0,23	0,19	0,13
211	FULL SIZE						
221	ALTERNATE						
231	BASELINE	3,353	3,389	3,401	3,459	3,469	3,485
241	DIFFERENCE	3,670	3,707	3,719	3,778	3,787	3,803
251	DIFFERENCE	-0,317	-0,318	-0,319	-0,319	-0,317	-0,318
261		-8,63	-8,58	-8,56	-8,44	-8,38	-8,35
271	LUXURY						
281	ALTERNATE						
291	BASELINE	1,403	1,432	1,455	1,484	1,497	1,516
301	DIFFERENCE	1,415	1,444	1,467	1,496	1,511	1,531
311	DIFFERENCE	-0,012	-0,012	-0,012	-0,012	-0,013	-0,014
		-0,87	-0,82	-0,81	-0,83	-0,88	-0,93

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

LINE	I T E M	1999	2000
1	NEW REGISTRATIONS:		
21	SUBCOMPACT		
31	41ALTERNATE	2,533	2,514
51	51BASELINE	2,393	2,377
61	61DIFFERENCE	0,140	0,137
71	71% DIFFERENCE	5,86	5,78
81			
91	COMPACT		
101	101ALTERNATE	3,009	3,016
111	111BASELINE	2,843	2,851
121	121DIFFERENCE	0,167	0,165
131	131% DIFFERENCE	5,86	5,78
141			
151	MID-SIZE		
161	161ALTERNATE	3,322	3,350
171	171BASELINE	3,318	3,348
181	181DIFFERENCE	0,003	0,002
191	191% DIFFERENCE	0,09	0,05
201			
211	FULL SIZE		
221	221ALTERNATE	3,515	3,532
231	231BASELINE	3,833	3,849
241	241DIFFERENCE	-0,318	-0,316
251	251% DIFFERENCE	-8,29	-8,21
261			
271	LUXURY		
281	281ALTERNATE	1,539	1,557
291	291BASELINE	1,554	1,573
301	301DIFFERENCE	-0,015	-0,016
311	311% DIFFERENCE	-0,96	-0,99

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TABLE 3.05 STOCKS BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESIRE STOCK:						
21							
31	SUBCOMPACT						
41	ALTERNATE	22,459	20,962	22,022	22,577	22,579	22,670
51	BASELINE	22,459	20,962	20,672	21,167	21,172	21,269
61	DIFFERENCE	0,0	0,0	1,351	1,410	1,407	1,402
71	DIFFERENCE	0,0	0,0	6,53	6,66	6,65	6,59
81							
91	COMPACT						
101	ALTERNATE	19,120	19,315	20,207	20,220	21,093	21,868
111	BASELINE	19,120	19,315	18,968	18,957	19,778	20,516
121	DIFFERENCE	0,0	0,0	1,239	1,263	1,315	1,352
131	DIFFERENCE	0,0	0,0	6,53	6,66	6,65	6,59
141							
151	MID-SIZE						
161	ALTERNATE	22,673	23,221	23,655	24,339	24,734	24,860
171	BASELINE	22,673	23,221	23,678	24,329	24,720	24,852
181	DIFFERENCE	0,0	0,0	-0,023	0,009	0,014	0,008
191	DIFFERENCE	0,0	0,0	-0,10	0,04	0,06	0,03
201							
211	FULL SIZE						
221	ALTERNATE	23,684	27,510	27,302	28,712	28,304	27,750
231	BASELINE	23,684	27,510	30,168	31,612	31,187	30,626
241	DIFFERENCE	0,0	0,0	-2,866	-2,900	-2,883	-2,877
251	DIFFERENCE	0,0	0,0	-9,150	-9,17	-9,24	-9,39
261							
271	LUXURY						
281	ALTERNATE	8,707	8,997	9,124	9,420	9,606	9,761
291	BASELINE	8,707	8,997	9,246	9,537	9,718	9,870
301	DIFFERENCE	0,0	0,0	-0,123	-0,116	-0,111	-0,110
311	DIFFERENCE	0,0	0,0	-1,33	-1,22	-1,14	-1,11

TABLE 3,05 STOCKS BY SIZE CLASS

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	DESIRED STOCK						
21							
31	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE						
61	DIFFERENCE						
71	DIFFERENCE						
81							
91	COMPACT						
101	ALTERNATE						
111	BASELINE						
121	DIFFERENCE						
131	DIFFERENCE						
141							
151	MID-SIZE						
161	ALTERNATE						
171	BASELINE						
181	DIFFERENCE						
191	DIFFERENCE						
201							
211	FULL SIZE						
221	ALTERNATE						
231	BASELINE						
241	DIFFERENCE						
251	DIFFERENCE						
261							
271	LUXURY						
281	ALTERNATE						
291	BASELINE						
301	DIFFERENCE						
311	DIFFERENCE						

TABLE 3.05 STOCKS BY SIZE CLASS

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	DESIRED STOCK						
21							
31	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE	22,609	22,821	22,870	23,065	23,224	23,354
61	DIFFERENCE	1,341	1,351	1,349	1,353	1,351	22,002
71	% DIFFERENCE	6,30	6,29	6,27	6,23	6,18	1,352
81							6,14
91	COMPACT						
101	ALTERNATE	25,295	25,547	25,820	25,970	26,197	26,374
111	BASELINE	23,796	24,034	24,297	24,447	24,673	24,847
121	DIFFERENCE	1,500	1,513	1,523	1,523	1,525	1,527
131	% DIFFERENCE	6,30	6,29	6,27	6,23	6,18	6,14
141							
151	MID-SIZE						
161	ALTERNATE	28,120	28,486	28,776	29,118	29,295	29,670
171	BASELINE	28,067	28,430	28,720	29,067	29,249	29,632
181	DIFFERENCE	0,052	0,056	0,056	0,051	0,046	0,038
191	% DIFFERENCE	0,19	0,20	0,19	0,18	0,16	0,13
201							
211	FULL SIZE						
221	ALTERNATE	32,258	32,444	32,572	32,486	32,641	32,614
231	BASELINE	35,162	35,363	35,498	35,420	35,589	35,580
241	DIFFERENCE	2,904	2,919	2,926	2,934	2,948	2,966
251	% DIFFERENCE	8,26	8,25	8,24	8,28	8,28	8,34
261							
271	LUXURY						
281	ALTERNATE	11,688	11,924	12,137	12,334	12,552	12,764
291	BASELINE	11,795	12,032	12,246	12,446	12,667	12,884
301	DIFFERENCE	-0,108	-0,108	-0,109	-0,112	-0,116	-0,120
311	% DIFFERENCE	-0,91	-0,90	-0,89	-0,90	-0,91	-0,93

TABLE 3.05 STOCKS BY SIZE CLASS

LINE	I T E M	1993					1994					1995					1996					1997					1998				
		DESIRED STOCKS																													
21	1 DESIRED STOCKS																														
31	SUBCOMPACT																														
41	ALTERNATE																														
51	BASELINE																														
61	DIFFERENCE																														
71	% DIFFERENCE																														
81																															
91	COMPACT																														
101	ALTERNATE																														
111	BASELINE																														
121	DIFFERENCE																														
131	% DIFFERENCE																														
141																															
151	MID-SIZE																														
161	ALTERNATE																														
171	BASELINE																														
181	DIFFERENCE																														
191	% DIFFERENCE																														
201																															
211	FULL SIZE																														
221	ALTERNATE																														
231	BASELINE																														
241	DIFFERENCE																														
251	% DIFFERENCE																														
261																															
271	LUXURY																														
281	ALTERNATE																														
291	BASELINE																														
301	DIFFERENCE																														
311	% DIFFERENCE																														

TABLE 3,05 STOCKS BY SIZE CLASS

LINE	I T E M	1999	2000
1	DESIGNED STOCK		
21			
31	SUBCOMPACT		
41	ALTERNATE	23,512	23,432
51	BASLINE	22,179	22,109
61	DIFFERENCE	1,333	1,323
71	% DIFFERENCE	6.01	5.99
81			
91	COMPACT		
101	ALTERNATE	27,566	27,679
111	BASLINE	26,003	26,116
121	DIFFERENCE	1,563	1,563
131	% DIFFERENCE	6.01	5.99
141			
151	MID-SIZE		
161	ALTERNATE	31,588	31,870
171	BASLINE	31,540	31,819
181	DIFFERENCE	0.048	0.051
191	% DIFFERENCE	0.15	0.16
201			
211	FULL SIZE		
221	ALTERNATE	33,989	34,178
231	BASLINE	36,981	37,157
241	DIFFERENCE	-2,993	-2,979
251	% DIFFERENCE	-8.09	-8.02
261			
271	LUXURY		
281	ALTERNATE	14,361	14,572
291	BASLINE	14,491	14,702
301	DIFFERENCE	-0.130	-0.130
311	% DIFFERENCE	-0.90	-0.89

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.06 STOCKS BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	1 YEAR-END ACTUAL STOCKS:						
21	MILL AUTO						
31	SURCOMPACT						
41	ALTERNATE						
51	BASLINE	16,275	17,918	19,514	21,142	22,256	23,052
61	DIFFERENCE	0,0	17,918	19,397	20,745	21,632	22,229
71	% DIFFERENCE	0,0	0,0	0,137	0,397	0,623	0,823
81		0,0	0,0	0,71	1,91	2,88	3,70
91	COMPACT						
101	ALTERNATE	16,947	17,878	18,758	19,635	20,285	20,911
111	BASLINE	16,947	17,878	18,633	19,285	19,719	20,143
121	DIFFERENCE	0,0	0,0	0,125	0,350	0,567	0,768
131	% DIFFERENCE	0,0	0,0	0,67	1,81	2,87	3,81
141							
151	MID-SIZE						
161	ALTERNATE	22,309	23,467	24,128	24,805	24,979	25,080
171	BASLINE	22,309	23,467	24,203	24,826	24,959	25,038
181	DIFFERENCE	0,0	0,0	-0,075	-0,020	0,020	0,042
191	% DIFFERENCE	0,0	0,0	-0,31	-0,08	0,08	0,17
201							
211	FULL SIZE						
221	ALTERNATE	32,695	31,936	30,829	30,332	29,302	28,269
231	BASLINE	32,695	31,936	31,391	31,345	30,721	30,071
241	DIFFERENCE	0,0	0,0	-0,563	-1,013	-1,420	-1,802
251	% DIFFERENCE	0,0	0,0	-1,79	-3,23	-4,62	-5,99
261							
271	LUXURY						
281	ALTERNATE	8,418	8,806	9,061	9,354	9,495	9,597
291	BASLINE	8,418	8,806	9,107	9,401	9,543	9,652
301	DIFFERENCE	0,0	0,0	-0,047	-0,047	-0,048	-0,054
311	% DIFFERENCE	0,0	0,0	-0,51	-0,50	-0,51	-0,56

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	J T E M	1981	1982	1983	1984	1985	1986
1	YEAR-END ACTUAL STOCKS:						
21	MILL AUTO						
31	SUBCOMPACT						
41	ALTERNATE	23,630	24,076	24,544	24,435	24,446	24,430
51	BASELINE	22,637	22,930	23,071	23,065	23,004	22,939
61	DIFFERENCE	0,993	1,146	1,273	1,371	1,442	1,491
71	% DIFFERENCE	4.39	5.00	5.52	5.94	6.27	6.50
81							
91	COMPACT						
101	ALTERNATE	21,774	22,658	23,468	24,219	24,930	25,517
111	BASELINE	20,813	21,525	22,187	22,817	23,430	23,947
121	DIFFERENCE	0,961	1,133	1,280	1,402	1,500	1,570
131	% DIFFERENCE	4.61	5.27	5.77	6.14	6.40	6.56
141							
151	MID-SIZE						
161	ALTERNATE	25,401	25,839	26,242	26,630	27,022	27,374
171	BASELINE	25,360	25,790	26,188	26,573	26,965	27,316
181	DIFFERENCE	0,041	0,049	0,054	0,056	0,058	0,058
191	% DIFFERENCE	0.16	0.19	0.21	0.21	0.21	0.21
201							
211	FULL SIZE						
221	ALTERNATE	27,674	27,635	27,907	28,459	29,306	30,067
231	BASELINE	29,868	30,135	30,653	31,396	32,382	33,226
241	DIFFERENCE	-2,193	-2,501	-2,747	-2,937	-3,076	-3,160
251	% DIFFERENCE	-7.34	-8.30	-8.96	-9.35	-9.50	-9.51
261							
271	LUXURY						
281	ALTERNATE	9,767	9,988	10,216	10,458	10,732	10,989
291	BASELINE	9,836	10,066	10,301	10,551	10,832	11,094
301	DIFFERENCE	-0,068	-0,077	-0,085	-0,093	-0,100	-0,105
311	% DIFFERENCE	-0.69	-0.77	-0.83	-0.88	-0.92	-0.95

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	YEAR-END ACTUAL STOCKS:						
21							
31	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE	24,348	24,234	24,090	23,986	23,978	24,012
61	DIFFERENCE	22,838	22,729	22,608	22,534	22,552	22,607
71	% DIFFERENCE	1,510	1,504	1,481	1,452	1,426	1,404
81		6.61	6.62	6.55	6.45	6.32	6.21
91	COMPACT						
101	ALTERNATE	25,989	26,343	26,608	26,794	26,984	27,147
111	BASELINE	24,377	24,715	24,983	25,183	25,389	25,567
121	DIFFERENCE	1,612	1,628	1,625	1,611	1,595	1,580
131	% DIFFERENCE	6.61	6.59	6.50	6.40	6.28	6.18
141							
151	MID-SIZE						
161	ALTERNATE	27,668	27,926	28,154	28,404	28,686	28,991
171	BASELINE	27,612	27,875	28,112	28,370	28,661	28,973
181	DIFFERENCE	0,056	0,050	0,043	0,034	0,025	0,018
191	% DIFFERENCE	0.20	0.18	0.15	0.12	0.09	0.06
201							
211	FULL SIZE						
221	ALTERNATE	30,739	31,275	31,677	31,948	32,204	32,359
231	BASELINE	33,927	34,451	34,816	35,043	35,269	35,403
241	DIFFERENCE	-3,188	-3,176	-3,139	-3,095	-3,064	-3,044
251	% DIFFERENCE	-9.40	-9.22	-9.02	-8.83	-8.69	-8.60
261							
271	LUXURY						
281	ALTERNATE	11,226	11,444	11,646	11,841	12,056	12,267
291	BASELINE	11,335	11,557	11,762	11,962	12,180	12,394
301	DIFFERENCE	-0,109	-0,113	-0,117	-0,120	-0,124	-0,127
311	% DIFFERENCE	-0.96	-0.98	-0.99	-1.00	-1.02	-1.03

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
11	AR-END ACTUAL STOCKS:						
21	MILL AUTO						
31	SUBCOMPACT						
41	ALTERNATE	24,085	24,180	24,300	24,410	24,516	24,591
51	BASELINE	22,696	22,799	22,921	23,030	23,112	23,204
61	DIFFERENCE	1,389	1,381	1,379	1,380	1,384	1,387
71	% DIFFERENCE	6.12	6.06	6.02	5.99	5.99	5.98
81	COMPACT						
91	ALTERNATE	27,302	27,453	27,610	27,785	27,976	28,155
101	BASELINE	25,733	25,889	26,045	26,214	26,396	26,566
121	DIFFERENCE	1,569	1,564	1,565	1,571	1,581	1,589
131	% DIFFERENCE	6.10	6.04	6.01	5.99	5.99	5.98
141	MID-SIZE						
151	ALTERNATE	29,304	29,622	29,940	30,265	30,584	30,869
161	BASELINE	29,291	29,609	29,925	30,246	30,558	30,838
181	DIFFERENCE	0,014	0,013	0,015	0,020	0,025	0,031
191	% DIFFERENCE	0.05	0.04	0.05	0.07	0.08	0.10
201	FULL SIZE						
211	ALTERNATE	32,470	32,552	32,615	32,713	32,840	32,965
221	BASELINE	35,505	35,587	35,655	35,761	35,899	36,028
241	DIFFERENCE	3,035	3,035	3,040	3,049	3,059	3,063
251	% DIFFERENCE	8.55	8.53	8.53	8.53	8.52	8.50
261	LUXURY						
271	ALTERNATE	12,482	12,700	12,923	13,154	13,389	13,616
281	BASELINE	12,612	12,832	13,055	13,286	13,521	13,748
301	DIFFERENCE	0,130	0,131	0,132	0,132	0,132	0,132
311	% DIFFERENCE	1.03	1.02	1.01	0.99	0.98	0.96

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

LINE	I T E M	1999	2000
11	YEAR-END ACTUAL STOCKS:		
21	SUBCOMPACT		
41	MILL AUTO		
41	ALTERNATE	24,631	24,624
51	BASELINE	23,244	23,240
61	DIFFERENCE	1,387	1,384
71	DIFFERENCE	5,97	5,96
81	COMPACT		
91	MILL AUTO		
101	ALTERNATE	28,326	28,471
111	BASELINE	26,730	26,669
121	DIFFERENCE	1,596	1,602
131	DIFFERENCE	5,97	5,96
141	MID-SIZE		
151	MILL AUTO		
161	ALTERNATE	31,122	31,354
171	BASELINE	31,087	31,316
181	DIFFERENCE	0,035	0,038
191	DIFFERENCE	0,11	0,12
201	FULL SIZE		
211	MILL AUTO		
221	ALTERNATE	33,101	33,237
231	BASELINE	36,166	36,301
241	DIFFERENCE	-3,066	-3,064
251	DIFFERENCE	-8,48	-8,44
261	LUXURY		
271	MILL AUTO		
281	ALTERNATE	13,836	14,045
291	BASELINE	13,968	14,177
301	DIFFERENCE	-0,132	-0,132
311	DIFFERENCE	-0,94	-0,93

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	I T E M	1975	1976	1977	1978	1979	1980
	AVG NOMINAL CAP. COST PER MILE \$/MILE						
11	AVG ALTERNATE	0.195	0.206	0.220	0.234	0.248	0.262
21	BASELINE	0.195	0.206	0.218	0.232	0.247	0.260
31	DIFFERENCE	0.0	0.0	0.001	0.002	0.002	0.002
41	DIFFERENCE	0.0	0.0	0.67	0.70	0.69	0.67
61	AVG REAL CAP. COST PER MILE						
71	AVG ALTERNATE	0.152	0.152	0.153	0.155	0.155	0.155
81	BASELINE	0.152	0.152	0.152	0.154	0.154	0.154
91	DIFFERENCE	0.0	0.0	0.001	0.001	0.001	0.001
101	DIFFERENCE	0.0	0.0	0.67	0.70	0.69	0.67
121	CAPITALIZED COST PER MILE BY SIZE						
131	CAPITALIZED COST PER MILE BY SIZE						
141	SUBCOMPACTS						
151	AVG ALTERNATE	0.152	0.161	0.170	0.181	0.193	0.204
161	BASELINE	0.152	0.161	0.170	0.181	0.193	0.204
171	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201	COMPACTS						
211	AVG ALTERNATE	0.175	0.184	0.195	0.208	0.221	0.233
221	BASELINE	0.175	0.184	0.195	0.208	0.221	0.233
231	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261	MID-SIZE						
271	AVG ALTERNATE	0.198	0.208	0.223	0.237	0.252	0.266
281	BASELINE	0.198	0.208	0.219	0.233	0.247	0.261
291	DIFFERENCE	0.0	0.0	0.004	0.005	0.005	0.005
301	DIFFERENCE	0.0	0.0	1.98	1.98	1.97	1.96
311	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321	FULL SIZE						
331	AVG ALTERNATE	0.217	0.226	0.242	0.257	0.273	0.289
341	BASELINE	0.217	0.226	0.237	0.252	0.267	0.283
351	DIFFERENCE	0.0	0.0	0.005	0.005	0.005	0.006
361	DIFFERENCE	0.0	0.0	2.07	2.07	2.05	2.04
371	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381	LUXURY						
391	AVG ALTERNATE	0.281	0.294	0.316	0.336	0.357	0.377
401	BASELINE	0.281	0.294	0.308	0.328	0.348	0.368
411	DIFFERENCE	0.0	0.0	0.008	0.008	0.009	0.009
421	DIFFERENCE	0.0	0.0	2.60	2.59	2.58	2.56
431	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	I T E M	1981						1985					
		CAP. COST PER MILE						CAP. COST PER MILE					
		S/MILE						S/MILE					
		1981	1982	1983	1984	1985	1986	1981	1982	1983	1984	1985	1986
11	AVG NOMINAL CAP. COST PER MILE												
21	ALTERNATE	0.274	0.287	0.301	0.314	0.328	0.342						
31	BASELINE	0.273	0.285	0.299	0.312	0.325	0.339						
41	DIFFERENCE	0.002	0.002	0.002	0.002	0.002	0.002						
51	DIFFERENCE	0.67	0.68	0.70	0.72	0.74	0.74						
61													
71	AVG REAL CAP. COST PER MILE												
81	ALTERNATE	0.156	0.156	0.156	0.157	0.157	0.158						
91	BASELINE	0.155	0.155	0.155	0.156	0.156	0.157						
101	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001						
111	DIFFERENCE	0.67	0.68	0.70	0.72	0.74	0.74						
121													
131	CAPITALIZED COST PER MILE BY SIZE:												
141	SUBCOMPACTS												
151	ALTERNATE	0.214	0.224	0.235	0.246	0.257	0.268						
161	BASELINE	0.214	0.224	0.235	0.246	0.257	0.268						
171	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0						
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0						
191	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0						
201													
211	COMPACTS												
221	ALTERNATE	0.244	0.255	0.267	0.279	0.291	0.304						
231	BASELINE	0.244	0.255	0.267	0.279	0.291	0.304						
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0						
251	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0						
261													
271	MID-SIZE												
281	ALTERNATE	0.278	0.290	0.304	0.316	0.330	0.344						
291	BASELINE	0.273	0.285	0.298	0.310	0.323	0.337						
301	DIFFERENCE	0.005	0.005	0.006	0.006	0.006	0.006						
311	DIFFERENCE	1.94	1.92	1.91	1.89	1.88	1.86						
321													
331	FULL SIZE												
341	ALTERNATE	0.302	0.315	0.329	0.342	0.356	0.371						
351	BASELINE	0.296	0.309	0.323	0.336	0.349	0.364						
361	DIFFERENCE	0.006	0.006	0.006	0.007	0.007	0.007						
371	DIFFERENCE	2.01	1.99	1.98	1.96	1.94	1.93						
381													
391	LUXURY												
401	ALTERNATE	0.394	0.410	0.428	0.445	0.463	0.482						
411	BASELINE	0.384	0.400	0.418	0.435	0.452	0.471						
421	DIFFERENCE	0.010	0.010	0.010	0.011	0.011	0.012						
431	DIFFERENCE	2.53	2.51	2.50	2.48	2.47	2.45						

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	I T E M	1987	1988	1989	1990	1991	1992
	11AVG NOMINAL CAP, COST PER MILE \$/MILE						
21	ALTERNATE	0.356	0.372	0.388	0.404	0.420	0.436
31	BASELINE	0.354	0.369	0.385	0.401	0.417	0.433
41	DIFFERENCE	0.003	0.003	0.003	0.003	0.003	0.003
51	X DIFFERENCE	0.74	0.73	0.73	0.73	0.72	0.72
61							
71	AVG REAL CAP, COST PER MILE 1972 \$						
81	ALTERNATE	0.159	0.160	0.161	0.161	0.162	0.164
91	BASELINE	0.158	0.159	0.159	0.160	0.161	0.162
101	DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
111	X DIFFERENCE	0.74	0.73	0.73	0.73	0.72	0.72
121							
131	CAPITALIZED COST PER MILE BY SIZE						
141							
151	SUBCOMPACTS						
161	ALTERNATE	0.279	0.291	0.303	0.316	0.328	0.341
171	BASELINE	0.279	0.291	0.303	0.316	0.328	0.341
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	COMPACTS						
221	ALTERNATE	0.317	0.330	0.344	0.359	0.374	0.388
231	BASELINE	0.317	0.330	0.344	0.359	0.374	0.388
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	MID-SIZE						
281	ALTERNATE	0.358	0.373	0.389	0.406	0.422	0.438
291	BASELINE	0.352	0.367	0.382	0.398	0.414	0.430
301	DIFFERENCE	0.007	0.007	0.007	0.007	0.008	0.008
311	X DIFFERENCE	1.85	1.84	1.83	1.82	1.81	1.80
321							
331	FULL SIZE						
341	ALTERNATE	0.387	0.403	0.420	0.438	0.455	0.472
351	BASELINE	0.380	0.396	0.412	0.430	0.447	0.464
361	DIFFERENCE	0.007	0.008	0.008	0.008	0.008	0.009
371	X DIFFERENCE	1.92	1.91	1.90	1.88	1.87	1.86
381							
391	LUXURY						
401	ALTERNATE	0.503	0.524	0.546	0.569	0.591	0.614
411	BASELINE	0.491	0.511	0.533	0.556	0.577	0.599
421	DIFFERENCE	0.012	0.012	0.013	0.013	0.014	0.014
431	X DIFFERENCE	2.44	2.43	2.42	2.41	2.40	2.39

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	11AVG NOMINAL CAP. COST PER MILE \$/MILE						
2	21ALTERNATE	0.453	0.471	0.489	0.508	0.527	0.548
3	31BASELINE	0.450	0.467	0.486	0.504	0.524	0.544
4	41DIFFERENCE	0.003	0.003	0.004	0.004	0.004	0.004
5	51% DIFFERENCE	0.72	0.72	0.72	0.73	0.73	0.73
6	61						
7	71AVG REAL CAP. COST PER MILE 1972 \$						
8	81ALTERNATE	0.165	0.166	0.167	0.168	0.169	0.170
9	91BASELINE	0.163	0.165	0.166	0.167	0.168	0.169
10	101DIFFERENCE	0.001	0.001	0.001	0.001	0.001	0.001
11	11% DIFFERENCE	0.72	0.72	0.72	0.73	0.73	0.73
12	121						
13	131CAPITALIZED COST PER MILE BY SIZE:						
14	141						
15	151 SUBCOMPACTS \$/MILE						
16	161ALTERNATE	0.353	0.367	0.381	0.395	0.410	0.426
17	171BASELINE	0.353	0.367	0.381	0.395	0.410	0.426
18	181DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
19	191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
20	201						
21	211 COMPACTS \$/MILE						
22	221ALTERNATE	0.403	0.419	0.435	0.452	0.469	0.487
23	231BASELINE	0.403	0.419	0.435	0.452	0.469	0.487
24	241DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
25	251% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
26	261						
27	271 MID-SIZE \$/MILE						
28	281ALTERNATE	0.455	0.472	0.490	0.509	0.528	0.548
29	291BASELINE	0.447	0.464	0.482	0.500	0.519	0.538
30	301DIFFERENCE	0.008	0.008	0.009	0.009	0.009	0.009
31	311% DIFFERENCE	1.80	1.79	1.78	1.77	1.76	1.75
32	321						
33	331 FULL SIZE \$/MILE						
34	341ALTERNATE	0.491	0.509	0.529	0.548	0.569	0.590
35	351BASELINE	0.482	0.500	0.519	0.539	0.559	0.580
36	361DIFFERENCE	0.009	0.009	0.010	0.010	0.010	0.010
37	371% DIFFERENCE	1.85	1.85	1.84	1.83	1.82	1.81
38	381						
39	391 LUXURY \$/MILE						
40	401ALTERNATE	0.637	0.661	0.687	0.712	0.739	0.767
41	411BASELINE	0.622	0.646	0.671	0.696	0.722	0.750
42	421DIFFERENCE	0.015	0.015	0.015	0.016	0.017	0.018
43	431% DIFFERENCE	2.38	2.37	2.37	2.36	2.35	2.34

TABLE 3.07 CAPITALIZED COSTS PER MILE

LINE	I T E M	1999	2000
1	11AVG NOMINAL CAP, COST PER MILE \$/MILE		
2	21ALTERNATE	0.569	0.591
3	31BASELINE	0.565	0.587
4	41DIFFERENCE	0.004	0.004
5	51X DIFFERENCE	0.73	0.73
6	61		
7	71AVG REAL CAP, COST PER MILE 1972 \$		
8	81ALTERNATE	0.171	0.172
9	91BASELINE	0.170	0.171
10	101DIFFERENCE	0.001	0.001
11	111X DIFFERENCE	0.73	0.73
12	121		
13	131CAPITALIZED COST PER MILE BY SIZE1		
14	141		
15	151 SUBCOMPACTS		
16	161ALTERNATE	0.442	0.459
17	171BASELINE	0.442	0.459
18	181DIFFERENCE	0.0	0.0
19	191X DIFFERENCE	0.0	0.0
20	201		
21	211 COMPACTS		
22	221ALTERNATE	0.506	0.525
23	231BASELINE	0.506	0.525
24	241DIFFERENCE	0.0	0.0
25	251X DIFFERENCE	0.0	0.0
26	261		
27	271 MID-SIZE		
28	281ALTERNATE	0.568	0.590
29	291BASELINE	0.559	0.580
30	301DIFFERENCE	0.010	0.010
31	311X DIFFERENCE	1.74	1.73
32	321		
33	331 FULL SIZE		
34	341ALTERNATE	0.613	0.636
35	351BASELINE	0.602	0.624
36	361DIFFERENCE	0.011	0.011
37	371X DIFFERENCE	1.80	1.79
38	381		
39	391 LUXURY		
40	401ALTERNATE	0.796	0.826
41	411BASELINE	0.778	0.807
42	421DIFFERENCE	0.018	0.019
43	431X DIFFERENCE	2.33	2.32

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WLEA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	I T E M	1975	1976	1977	1978	1979	1980
11CAP. COST PER MILE BY FOR/DOM:							
21	TOTAL DOMESTIC						
41	ALTERNATE			0.222	0.237	0.252	0.266
51	BASELINE	0.196	0.208	0.221	0.236	0.250	0.264
61	DIFFERENCE	0.0	0.0	0.001	0.001	0.002	0.002
71	% DIFFERENCE	0.0	0.0	0.49	0.62	0.64	0.67
81							
91	TOTAL FOREIGN						
101	ALTERNATE			0.188	0.201	0.215	0.229
111	BASELINE	0.165	0.179	0.189	0.201	0.216	0.230
121	DIFFERENCE	0.0	0.0	-0.001	-0.001	-0.001	-0.001
131	% DIFFERENCE	0.0	0.0	-0.30	-0.28	-0.25	-0.22
141							
151	DOMESTIC SUBCOMPACT						
161	ALTERNATE			0.171	0.183	0.194	0.205
171	BASELINE	0.153	0.162	0.171	0.183	0.194	0.205
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	FOREIGN SUBCOMPACT						
221	ALTERNATE			0.169	0.179	0.191	0.203
231	BASELINE	0.151	0.160	0.169	0.179	0.191	0.203
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	DOMESTIC COMPACT						
281	ALTERNATE			0.193	0.206	0.218	0.230
291	BASELINE	0.174	0.182	0.193	0.206	0.218	0.230
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	FOREIGN COMPACT						
341	ALTERNATE			0.223	0.237	0.254	0.269
351	BASELINE	0.199	0.212	0.223	0.237	0.254	0.269
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	DOMESTIC LUXURY						
401	ALTERNATE			0.309	0.328	0.348	0.367
411	BASELINE	0.276	0.287	0.301	0.320	0.340	0.358
421	DIFFERENCE	0.0	0.0	0.008	0.008	0.008	0.009
431	% DIFFERENCE	0.0	0.0	2.52	2.52	2.50	2.48
441							
451	FOREIGN LUXURY						
461	ALTERNATE			0.370	0.395	0.423	0.451
471	BASELINE	0.318	0.343	0.359	0.384	0.411	0.437
481	DIFFERENCE	0.0	0.0	0.011	0.012	0.013	0.013
491	% DIFFERENCE	0.0	0.0	3.09	3.08	3.07	3.06

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	ICAP, COST PER MILE BY FOR/DOMI						
21							
31	TOTAL DOMESTIC						
41	ALTERNATE		0.291				0.347
51	BASLINE	0.278	0.289	0.305	0.319	0.332	0.343
61	DIFFERENCE	0.002	0.002	0.003	0.003	0.003	0.003
71	% DIFFERENCE	0.72	0.79	0.85	0.90	0.94	0.93
81							
91	TOTAL FOREIGN						
101	ALTERNATE		0.256	0.269	0.282	0.296	0.308
111	BASLINE	0.243	0.256	0.269	0.282	0.296	0.308
121	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
131	% DIFFERENCE	-0.19	-0.16	-0.13	-0.11	-0.08	-0.07
141							
151	DOMESTIC SUBCOMPACT						
161	ALTERNATE		0.225	0.236	0.247	0.258	0.269
171	BASLINE	0.215	0.225	0.236	0.247	0.258	0.269
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	FOREIGN SUBCOMPACT						
221	ALTERNATE		0.223	0.234	0.245	0.256	0.266
231	BASLINE	0.213	0.223	0.234	0.245	0.256	0.266
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	DOMESTIC COMPACT						
281	ALTERNATE		0.252	0.264	0.275	0.287	0.300
291	BASLINE	0.241	0.252	0.264	0.275	0.287	0.300
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	FOREIGN COMPACT						
341	ALTERNATE		0.297	0.311	0.325	0.339	0.354
351	BASLINE	0.283	0.297	0.311	0.325	0.339	0.354
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	DOMESTIC LUXURY						
401	ALTERNATE		0.399	0.416	0.432	0.448	0.467
411	BASLINE	0.383	0.399	0.416	0.432	0.448	0.467
421	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
441							
451	FOREIGN LUXURY						
461	ALTERNATE		0.497	0.521	0.546	0.571	0.597
471	BASLINE	0.473	0.497	0.521	0.546	0.571	0.597
481	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
491	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
501							

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	1ICAP, COST PER MILE BY FUR/DOME						
2	21						
3	31 TOTAL DOMESTIC						
4	41ALTERNATE		0.376	0.392	0.409	0.425	0.441
5	51BASELINE		0.373	0.389	0.405	0.421	0.437
6	61DIFFERENCE		0.003	0.004	0.004	0.004	0.004
7	71% DIFFERENCE		0.93	0.91	0.90	0.89	0.88
8	81						
9	91 TOTAL FOREIGN						
10	101ALTERNATE		0.322	0.350	0.365	0.379	0.394
11	111BASELINE		0.322	0.350	0.365	0.380	0.394
12	121DIFFERENCE		-0.000	-0.000	-0.000	-0.000	-0.000
13	131% DIFFERENCE		-0.06	-0.06	-0.06	-0.06	-0.07
14	141						
15	151 DOMESTIC SUBCOMPACT						
16	161ALTERNATE		0.293	0.305	0.318	0.331	0.344
17	171BASELINE		0.293	0.305	0.318	0.331	0.344
18	181DIFFERENCE		0.0	0.0	0.0	0.0	0.0
19	191% DIFFERENCE		0.0	0.0	0.0	0.0	0.0
20	201						
21	211 FOREIGN SUBCOMPACT						
22	221ALTERNATE		0.278	0.301	0.314	0.326	0.338
23	231BASELINE		0.278	0.301	0.314	0.326	0.338
24	241DIFFERENCE		0.0	0.0	0.0	0.0	0.0
25	251% DIFFERENCE		0.0	0.0	0.0	0.0	0.0
26	261						
27	271 DOMESTIC COMPACT						
28	281ALTERNATE		0.313	0.340	0.355	0.369	0.383
29	291BASELINE		0.313	0.340	0.355	0.369	0.383
30	301DIFFERENCE		0.0	0.0	0.0	0.0	0.0
31	311% DIFFERENCE		0.0	0.0	0.0	0.0	0.0
32	321						
33	331 FOREIGN COMPACT						
34	341ALTERNATE		0.369	0.401	0.419	0.435	0.452
35	351BASELINE		0.369	0.401	0.419	0.435	0.452
36	361DIFFERENCE		0.0	0.0	0.0	0.0	0.0
37	371% DIFFERENCE		0.0	0.0	0.0	0.0	0.0
38	381						
39	391 DOMESTIC LUXURY						
40	401ALTERNATE		0.486	0.527	0.549	0.570	0.591
41	411BASELINE		0.475	0.515	0.536	0.557	0.578
42	421DIFFERENCE		0.011	0.012	0.012	0.013	0.013
43	431% DIFFERENCE		2.35	2.32	2.31	2.30	2.29
44	441						
45	451 FOREIGN LUXURY						
46	461ALTERNATE		0.625	0.684	0.717	0.746	0.777
47	471BASELINE		0.607	0.665	0.696	0.725	0.755
48	481DIFFERENCE		0.018	0.020	0.021	0.021	0.022
49	491% DIFFERENCE		2.97	2.97	2.97	2.96	2.96

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
	11CAP, COST PER MILE BY FOR/DOMI						
21	TOTAL DOMESTIC						
31	41ALTERNATE						
41	51BASELINE	0.458	0.476	0.495	0.514	0.533	0.554
51	61DIFFERENCE	0.454	0.472	0.491	0.509	0.529	0.549
61	71X DIFFERENCE	0.004	0.004	0.004	0.004	0.005	0.005
71		0.88	0.88	0.87	0.88	0.88	0.88
81	TOTAL FOREIGN						
91	101ALTERNATE	0.410	0.426	0.443	0.461	0.479	0.499
101	111BASELINE	0.410	0.426	0.443	0.461	0.480	0.499
111	121DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
121	131X DIFFERENCE	-0.007	-0.008	-0.008	-0.008	-0.008	-0.008
131	TOTAL DOMESTIC SUBCOMPACT						
141	151ALTERNATE	0.357	0.371	0.385	0.400	0.415	0.432
151	161BASELINE	0.357	0.371	0.385	0.400	0.415	0.432
161	171DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
171	181X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
181	TOTAL FOREIGN SUBCOMPACT						
191	201ALTERNATE	0.350	0.363	0.377	0.391	0.405	0.420
201	211BASELINE	0.350	0.363	0.377	0.391	0.405	0.420
211	221DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
221	231X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
231	TOTAL DOMESTIC COMPACT						
241	251ALTERNATE	0.398	0.414	0.430	0.446	0.463	0.481
251	261BASELINE	0.398	0.414	0.430	0.446	0.463	0.481
261	271DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
271	281X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
281	TOTAL FOREIGN COMPACT						
291	301ALTERNATE	0.469	0.487	0.506	0.525	0.545	0.566
301	311BASELINE	0.469	0.487	0.506	0.525	0.545	0.566
311	321DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321	331X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
331	TOTAL DOMESTIC LUXURY						
341	351ALTERNATE	0.614	0.637	0.661	0.685	0.710	0.737
351	361BASELINE	0.600	0.623	0.646	0.670	0.695	0.721
361	371DIFFERENCE	0.014	0.014	0.015	0.015	0.016	0.016
371	381X DIFFERENCE	2.28	2.27	2.26	2.25	2.24	2.22
381	TOTAL FOREIGN LUXURY						
391	401ALTERNATE	0.809	0.843	0.878	0.914	0.952	0.991
401	411BASELINE	0.786	0.819	0.853	0.888	0.925	0.963
411	421DIFFERENCE	0.024	0.024	0.025	0.026	0.027	0.028
421	431X DIFFERENCE	2.96	2.96	2.95	2.95	2.95	2.95
431							
441							
451							
461							
471							
481							
491							

TABLE 3.08 CAPITALIZED COSTS PER MILE " CONTINUED

LINE	I T E M	1999	2000
	11CAP, COST PER MILE BY FOR/DOM		
21	31 TOTAL DOMESTIC		
	41ALTERNATE	0,575	0,597
	51BASELINE	0,570	0,592
	61DIFFERENCE	0,005	0,005
	71% DIFFERENCE	0,88	0,88
81	91 TOTAL FOREIGN		
	101ALTERNATE	0,519	0,540
	111BASELINE	0,519	0,540
	121DIFFERENCE	-0,000	-0,000
	131% DIFFERENCE	-0,008	-0,008
141	151 DOMESTIC SUBCOMPACT		
	161ALTERNATE	0,448	0,466
	171BASELINE	0,448	0,466
	181DIFFERENCE	0,0	0,0
	191% DIFFERENCE	0,0	0,0
201	211 FOREIGN SUBCOMPACT		
	221ALTERNATE	0,436	0,452
	231BASELINE	0,436	0,452
	241DIFFERENCE	0,0	0,0
	251% DIFFERENCE	0,0	0,0
261	271 DOMESTIC COMPACT		
	281ALTERNATE	0,500	0,519
	291BASELINE	0,500	0,519
	301DIFFERENCE	0,0	0,0
	311% DIFFERENCE	0,0	0,0
321	331 FOREIGN COMPACT		
	341ALTERNATE	0,588	0,610
	351BASELINE	0,588	0,610
	361DIFFERENCE	0,0	0,0
	371% DIFFERENCE	0,0	0,0
381	391 DOMESTIC LUXURY		
	401ALTERNATE	0,764	0,792
	411BASELINE	0,747	0,775
	421DIFFERENCE	0,017	0,017
	431% DIFFERENCE	2,21	2,20
441	451 FOREIGN LUXURY		
	461ALTERNATE	1,032	1,075
	471BASELINE	1,003	1,045
	481DIFFERENCE	0,030	0,031
	491% DIFFERENCE	2,95	2,94

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.09 MISCELLANEOUS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESIRED STOCK PER FAMILY						
2	ALTERNATE	1,246	1,268	1,284	1,299	1,302	1,303
3	BASELINE	1,246	1,268	1,285	1,301	1,304	1,305
4	DIFFERENCE	0,0	0,0	-0,002	-0,002	-0,002	-0,002
5	% DIFFERENCE	0,0	0,0	-0,013	-0,014	-0,013	-0,013
6							
7	YEAR-END STOCK PER FAMILY						
8	ALTERNATE	1,283	1,305	1,312	1,326	1,317	1,302
9	BASELINE	1,283	1,305	1,317	1,330	1,320	1,305
10	DIFFERENCE	0,0	0,0	-0,005	-0,004	-0,003	-0,003
11	% DIFFERENCE	0,0	0,0	-0,041	-0,032	-0,024	-0,021
12							
13	VEHICLE MILES PER FAMILY						
14	ALTERNATE	13,674	13,406	13,324	13,211	13,341	13,359
15	BASELINE	13,674	13,406	13,342	13,282	13,391	13,389
16	DIFFERENCE	0,0	0,0	-0,018	-0,071	-0,050	-0,030
17	% DIFFERENCE	0,0	0,0	-0,013	-0,053	-0,037	-0,023
18							
19	VEHICLE MILES PER AUTO						
20	ALTERNATE	10,806	10,447	10,274	10,104	10,184	10,289
21	BASELINE	10,806	10,447	10,267	10,121	10,193	10,289
22	DIFFERENCE	0,0	0,0	0,008	-0,017	-0,010	-0,000
23	% DIFFERENCE	0,0	0,0	0,008	-0,017	-0,009	-0,000
24							
25	RATIO-NEW REGIS. TO BEGIN, STOCK						
26	ALTERNATE	0,0880	0,1059	0,1075	0,1141	0,1094	0,1099
27	BASELINE	0,0880	0,1059	0,1125	0,1128	0,1087	0,1093
28	DIFFERENCE	0,0	0,0	-0,0050	0,0013	0,0008	0,0005
29	% DIFFERENCE	0,0	0,0	-0,442	1,16	0,70	0,49
30							
31	RATIO-SCRAPPAGE TO BEGIN, STOCK						
32	ALTERNATE	0,0590	0,0711	0,0845	0,0852	0,0995	0,1043
33	BASELINE	0,0590	0,0711	0,0853	0,0849	0,0995	0,1041
34	DIFFERENCE	0,0	0,0	-0,0008	0,0003	0,0000	0,0002
35	% DIFFERENCE	0,0	0,0	-0,089	0,38	0,01	0,19
36							
37	REAL DISP. INCOME PER FAMILY THOU \$						
38	ALTERNATE	9,349	9,561	9,762	10,032	10,039	10,063
39	BASELINE	9,349	9,561	9,762	10,032	10,039	10,063
40	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
41	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
42							
43	FAMILIES WITH INCOME OVER \$15,000						
44	ALTERNATE	21,93	20,98	20,44	20,65	21,64	22,83
45	BASELINE	21,93	20,98	20,44	20,65	21,64	22,83
46	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
47	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.09 MISCELLANEOUS

LINE	I T E M	1981	1982	1983	1984	1985	1986
11	DESIRED STOCK PER FAMILY						
21	ALTERNATE	1,309	1,312	1,313	1,316	1,318	1,322
31	BASELINE	1,311	1,314	1,315	1,318	1,320	1,324
41	DIFFERENCE	-0,002	-0,002	-0,002	-0,002	-0,002	-0,002
51	% DIFFERENCE	-0,13	-0,13	-0,14	-0,14	-0,14	-0,14
61							
71	YEAR-END STOCK PER FAMILY						
81	ALTERNATE	1,297	1,299	1,302	1,306	1,314	1,319
91	BASELINE	1,300	1,302	1,305	1,309	1,316	1,320
101	DIFFERENCE	-0,003	-0,003	-0,003	-0,002	-0,002	-0,002
111	% DIFFERENCE	-0,25	-0,23	-0,20	-0,18	-0,15	-0,12
121							
131	VEHICLE MILES PER FAMILY						
141	ALTERNATE	13,330	13,467	13,608	13,676	13,746	13,780
151	BASELINE	13,352	13,475	13,604	13,662	13,726	13,759
161	DIFFERENCE	-0,021	-0,009	0,004	0,014	0,019	0,021
171	% DIFFERENCE	-0,16	-0,06	0,03	0,11	0,14	0,15
181							
191	VEHICLE MILES PER AUTO						
201	ALTERNATE	10,344	10,460	10,544	10,563	10,564	10,536
211	BASELINE	10,338	10,442	10,519	10,532	10,532	10,505
221	DIFFERENCE	0,007	0,018	0,025	0,031	0,032	0,031
231	% DIFFERENCE	0,07	0,17	0,24	0,29	0,30	0,29
241							
251	RATIO-NEW REGIS. TO BEGIN, STOCK						
261	ALTERNATE	0,1196	0,1155	0,1110	0,1100	0,1081	0,1044
271	BASELINE	0,1188	0,1148	0,1106	0,1097	0,1080	0,1045
281	DIFFERENCE	0,0008	0,0006	0,0004	0,0002	0,0001	-0,0001
291	% DIFFERENCE	0,65	0,56	0,39	0,22	0,06	-0,08
301							
311	RATIO-SCRAPPAGE TO BEGIN, STOCK						
321	ALTERNATE	0,1071	0,0975	0,0930	0,0919	0,0885	0,0878
331	BASELINE	0,1059	0,0970	0,0929	0,0919	0,0887	0,0881
341	DIFFERENCE	0,0011	0,0005	0,0002	0,0000	-0,0002	-0,0004
351	% DIFFERENCE	1,08	0,47	0,17	0,01	-0,22	-0,42
361							
371	REAL DISP. INCOME PER FAMILY THOU 172 \$						
381	ALTERNATE	10,241	10,324	10,385	10,503	10,647	10,789
391	BASELINE	10,241	10,324	10,385	10,503	10,647	10,789
401	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
411	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
421							
431	FAMILIES WITH INCOME OVER \$15,000						
441	ALTERNATE	23,94	24,87	25,64	26,57	27,65	28,78
451	BASELINE	23,94	24,87	25,64	26,57	27,65	28,78
461	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
471	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.09 MISCELLANEOUS

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	DESIRED STOCK PER FAMILY						
2	ALTERNATE	1,324	1,325	1,323	1,323	1,324	1,326
3	BASELINE	1,326	1,326	1,325	1,324	1,326	1,327
4	DIFFERENCE	-0,002	-0,002	-0,002	-0,002	-0,002	-0,002
5	% DIFFERENCE	-0,14	-0,14	-0,14	-0,14	-0,14	-0,14
6							
7	YEAR-END STOCK PER FAMILY						
8	ALTERNATE	1,320	1,319	1,314	1,308	1,305	1,303
9	BASELINE	1,322	1,320	1,315	1,309	1,306	1,305
10	DIFFERENCE	-0,001	-0,001	-0,001	-0,001	-0,001	-0,002
11	% DIFFERENCE	-0,10	-0,09	-0,09	-0,10	-0,11	-0,14
12							
13	VEHICLE MILES PER FAMILY						
14	ALTERNATE	13,769	13,733	13,685	13,651	13,634	13,656
15	BASELINE	13,749	13,716	13,675	13,646	13,635	13,661
16	DIFFERENCE	0,020	0,017	0,010	0,004	-0,001	-0,005
17	% DIFFERENCE	0,15	0,12	0,07	0,03	-0,01	-0,03
18							
19	VEHICLE MILES PER AUTO						
20	ALTERNATE	10,499	10,469	10,459	10,472	10,487	10,515
21	BASELINE	10,472	10,447	10,442	10,460	10,477	10,505
22	DIFFERENCE	0,027	0,023	0,017	0,013	0,010	0,010
23	% DIFFERENCE	0,26	0,22	0,16	0,12	0,10	0,09
24							
25	RATIO-NEW REGIS. TO BEGIN, STOCK						
26	ALTERNATE	0,1035	0,1040	0,1054	0,1076	0,1076	0,1074
27	BASELINE	0,1037	0,1043	0,1058	0,1079	0,1077	0,1074
28	DIFFERENCE	-0,0002	-0,0003	-0,0003	-0,0003	-0,0002	-0,0000
29	% DIFFERENCE	-0,22	-0,29	-0,31	-0,26	-0,17	-0,05
30							
31	RATIO-SCHAPPAGE TO BEGIN, STOCK						
32	ALTERNATE	0,0900	0,0936	0,0976	0,1011	0,0999	0,1004
33	BASELINE	0,0905	0,0940	0,0979	0,1013	0,0999	0,1002
34	DIFFERENCE	-0,0005	-0,0004	-0,0003	-0,0002	-0,0000	0,0002
35	% DIFFERENCE	-0,52	-0,45	-0,34	-0,19	-0,00	0,17
36							
37	REAL DISP. INCOME PER FAMILY THOU 1/2 \$						
38	ALTERNATE	10,942	11,106	11,270	11,443	11,634	11,846
39	BASELINE	10,942	11,106	11,270	11,443	11,634	11,846
40	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
41	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
42							
43	FAMILIES WITH INCOME OVER \$15,000						
44	ALTERNATE	30,10	31,59	33,18	34,86	36,65	38,58
45	BASELINE	30,10	31,59	33,18	34,86	36,65	38,58
46	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
47	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.09 MISCELLANEOUS

LINE	I T E M	1993	1994	1995	1996	1997	1998
11	DESIRED STOCK PER FAMILY						
21	ALTERNATE	1,326	1,326	1,325	1,325	1,326	1,326
31	BASELINE	1,328	1,327	1,327	1,327	1,328	1,328
41	DIFFERENCE	-0,002	-0,002	-0,002	-0,002	-0,002	-0,002
51	% DIFFERENCE	-0,14	-0,14	-0,14	-0,14	-0,14	-0,14
61							
71	YEAR-END STOCK PER FAMILY						
81	ALTERNATE	1,302	1,301	1,301	1,302	1,303	1,304
91	BASELINE	1,304	1,303	1,303	1,304	1,305	1,306
101	DIFFERENCE	-0,002	-0,002	-0,002	-0,002	-0,002	-0,002
111	% DIFFERENCE	-0,15	-0,16	-0,17	-0,16	-0,15	-0,14
121							
131	VEHICLE MILES PER FAMILY						
141	ALTERNATE	13,689	13,725	13,768	13,807	13,849	13,877
151	BASELINE	13,695	13,730	13,771	13,808	13,847	13,873
161	DIFFERENCE	-0,006	-0,005	-0,003	-0,000	0,002	0,005
171	% DIFFERENCE	-0,04	-0,04	-0,02	-0,00	0,02	0,03
181							
191	VEHICLE MILES PER AUTO						
201	ALTERNATE	10,550	10,585	10,620	10,647	10,667	10,677
211	BASELINE	10,539	10,572	10,605	10,630	10,648	10,657
221	DIFFERENCE	0,011	0,013	0,015	0,017	0,019	0,020
231	% DIFFERENCE	0,10	0,12	0,14	0,16	0,18	0,18
241							
251	RATIO-NEW REGIS. TO BEGIN, STOCK						
261	ALTERNATE	0,1076	0,1080	0,1079	0,1083	0,1074	0,1070
271	BASELINE	0,1076	0,1079	0,1078	0,1081	0,1073	0,1070
281	DIFFERENCE	0,0001	0,0001	0,0002	0,0001	0,0001	0,0000
291	% DIFFERENCE	0,06	0,13	0,15	0,13	0,09	0,03
301							
311	RATIO-SCRAPAGE TO BEGIN, STOCK						
321	ALTERNATE	0,1007	0,1011	0,1010	0,1009	0,0998	0,1001
331	BASELINE	0,1004	0,1009	0,1008	0,1008	0,0998	0,1002
341	DIFFERENCE	0,0002	0,0002	0,0002	0,0001	0,0000	-0,0001
351	% DIFFERENCE	0,24	0,24	0,19	0,10	0,01	-0,08
361							
371	REAL DISP. INCOME PER FAMILY THOU						
381	ALTERNATE	12,062	12,292	12,530	12,778	13,034	13,302
391	BASELINE	12,062	12,292	12,530	12,778	13,034	13,302
401	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
411	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
421							
431	FAMILIES WITH INCOME OVER \$15,000						
441	ALTERNATE	40,64	42,64	45,16	47,56	50,03	52,54
451	BASELINE	40,64	42,64	45,16	47,56	50,03	52,54
461	DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0
471	% DIFFERENCE	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 3.09 MISCELLANEOUS

LINE	I T E M	1999	2000
1	DESIRED STOCK PER FAMILY		
2	ALTERNATE	1,326	1,329
3	BASELINE	1,328	1,331
4	DIFFERENCE	-0,002	-0,002
5	% DIFFERENCE	-0,14	-0,14
6			
7	YEAR-END STOCK PER FAMILY		
8	ALTERNATE	1,305	1,308
9	BASELINE	1,307	1,310
10	DIFFERENCE	-0,002	-0,002
11	% DIFFERENCE	-0,14	-0,13
12			
13	VEHICLE MILES PER FAMILY		
14	ALTERNATE	13,895	13,928
15	BASELINE	13,889	13,923
16	DIFFERENCE	0,005	0,005
17	% DIFFERENCE	0,04	0,04
18			
19	VEHICLE MILES PER AUTO		
20	ALTERNATE	10,682	10,677
21	BASELINE	10,663	10,659
22	DIFFERENCE	0,019	0,018
23	% DIFFERENCE	0,18	0,17
24			
25	RATIO-NEW REGIS, TO BGIN, STOCK		
26	ALTERNATE	0,1069	0,1066
27	BASELINE	0,1069	0,1067
28	DIFFERENCE	-0,0000	-0,0001
29	% DIFFERENCE	-0,02	-0,06
30			
31	RATIO-SCRAPAGE TO BEGIN, STOCK		
32	ALTERNATE	0,1006	0,1012
33	BASELINE	0,1007	0,1013
34	DIFFERENCE	-0,0001	-0,0001
35	% DIFFERENCE	-0,09	-0,13
36			
37	REAL DISP, INCOME PER FAMILY THOU 172 \$		
38	ALTERNATE	13,576	13,899
39	BASELINE	13,576	13,899
40	DIFFERENCE	0,0	0,0
41	% DIFFERENCE	0,0	0,0
42			
43	FAMILIES WITH INCOME OVER \$15,000		
44	ALTERNATE	55,09	57,72
45	BASELINE	55,09	57,72
46	DIFFERENCE	0,0	0,0
47	% DIFFERENCE	0,0	0,0

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.10 MILES PER GALLON

LINE	I T E M	1975	1976	1977	1978	1979	1980
11	OVERALL FLEET MILES PER GALLON - WEFA						
21	31ALTERNATE	12.69	12.71	12.79	12.97	13.24	13.57
31	41BASELINE	12.69	12.71	12.78	12.95	13.19	13.50
41	51DIFFERENCE	0.0	0.0	0.00	0.02	0.05	0.07
51	61% DIFFERENCE	0.0	0.0	0.03	0.18	0.37	0.54
71	81NEW AUTO MILES PER GALLON (WEFA)†						
91	TOTAL						
101	ALTERNATE	13.29	13.52	14.27	14.87	15.38	15.96
111	BASELINE	13.29	13.52	14.07	14.68	15.19	15.77
121	DIFFERENCE	0.0	0.0	0.20	0.19	0.19	0.19
131	% DIFFERENCE	0.0	0.0	1.45	1.31	1.25	1.19
141	SUBCOMPACT						
151	ALTERNATE	18.74	19.56	20.30	21.16	21.66	22.12
161	BASELINE	18.74	19.56	20.30	21.16	21.66	22.12
171	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
181	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201	COMPACT						
211	ALTERNATE	13.94	14.48	15.07	15.65	16.43	17.29
221	BASELINE	13.94	14.48	15.07	15.65	16.43	17.29
231	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
241	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261	MID-SIZE						
271	ALTERNATE	11.70	12.20	12.79	13.49	14.05	14.64
281	BASELINE	11.70	12.20	12.79	13.49	14.05	14.64
291	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
301	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321	FULL SIZE						
331	ALTERNATE	10.80	11.51	12.25	12.92	13.31	13.74
341	BASELINE	10.80	11.51	12.25	12.92	13.31	13.74
351	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
361	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381	LUXURY						
391	ALTERNATE	10.51	11.19	11.88	12.44	12.79	13.16
401	BASELINE	10.51	11.19	11.88	12.44	12.79	13.16
411	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
421	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.10 MILES PER GALLON

LINE	I T E M	1981	1982	1983	1984	1985	1986
11							
21	OVERALL FLEET MILES PER GALLON - WEFA						
31	ALTERNATE	13.96	14.39	14.83	15.26	15.70	16.13
41	BASELINE	13.86	14.28	14.70	15.12	15.55	15.97
51	DIFFERENCE	0.10	0.12	0.13	0.14	0.15	0.15
61	% DIFFERENCE	0.69	0.82	0.91	0.95	0.96	0.95
71							
81	NEW AUTO MILES PER GALLON (WEFA):						
91	TOTAL						
101	ALTERNATE	16.36	16.80	17.24	17.70	18.09	18.36
111	BASELINE	16.18	16.63	17.09	17.56	17.96	18.23
121	DIFFERENCE	0.18	0.17	0.15	0.14	0.13	0.13
131	% DIFFERENCE	1.11	1.00	0.91	0.81	0.74	0.73
141							
151	SUBCOMPACT						
161	ALTERNATE	22.80	23.29	23.70	24.12	24.46	24.85
171	BASELINE	22.80	23.29	23.70	24.12	24.46	24.85
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	COMPACT						
221	ALTERNATE	18.09	18.60	19.14	19.69	20.14	20.45
231	BASELINE	18.09	18.60	19.14	19.69	20.14	20.45
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	MID-SIZE						
281	ALTERNATE	15.14	15.60	16.08	16.58	16.99	17.23
291	BASELINE	15.14	15.60	16.08	16.58	16.99	17.23
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	FULL SIZE						
341	ALTERNATE	14.05	14.49	14.96	15.48	15.94	16.14
351	BASELINE	14.05	14.49	14.96	15.48	15.94	16.14
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	LUXURY						
401	ALTERNATE	13.44	13.88	14.34	14.81	15.24	15.42
411	BASELINE	13.44	13.88	14.34	14.81	15.24	15.42
421	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.10 MILES PER GALLON

LINE	I T E M	1987	1988	1989	1990	1991	1992
11	21OVERALL FLEET MILES PER GALLON - WEFA						
31	31ALTERNATE	16.53	16.92	17.30	17.66	18.02	18.34
41	41BASELINE	16.38	16.78	17.15	17.52	17.88	18.20
51	51DIFFERENCE	0.15	0.15	0.14	0.14	0.14	0.14
61	61% DIFFERENCE	0.91	0.87	0.84	0.81	0.79	0.77
71							
81	81NEW AUTO MILES PER GALLON (WEFA):						
91	91 TOTAL						
101	101ALTERNATE	18.61	18.90	19.16	19.45	19.58	19.70
111	111BASELINE	18.48	18.76	19.02	19.31	19.43	19.55
121	121DIFFERENCE	0.13	0.14	0.14	0.15	0.15	0.15
131	131% DIFFERENCE	0.73	0.74	0.74	0.76	0.76	0.77
141							
151	151 SUBCOMPACT						
161	161ALTERNATE	25.13	25.56	25.89	26.36	26.52	26.69
171	171BASELINE	25.13	25.56	25.89	26.36	26.52	26.69
181	181DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	191% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	211 COMPACT						
221	221ALTERNATE	20.77	21.10	21.43	21.75	21.89	22.02
231	231BASELINE	20.77	21.10	21.43	21.75	21.89	22.02
241	241DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	251% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	271 MID-SIZE						
281	281ALTERNATE	17.46	17.71	17.95	18.20	18.31	18.42
291	291BASELINE	17.46	17.71	17.95	18.20	18.31	18.42
301	301DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	311% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	331 FULL SIZE						
341	341ALTERNATE	16.36	16.58	16.80	17.02	17.13	17.23
351	351BASELINE	16.36	16.58	16.80	17.02	17.13	17.23
361	361DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	371% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	391 LUXURY						
401	401ALTERNATE	15.61	15.81	16.01	16.20	16.30	16.40
411	411BASELINE	15.61	15.81	16.01	16.20	16.30	16.40
421	421DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	431% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.10 MILES PER GALLON

LINE	I T E M	1993	1994	1995	1996	1997	1998
11	OVERALL FLEET MILES PER GALLON - WEFA						
31	ALTERNATE	18.62	18.87	19.09	19.29	19.46	19.62
41	BASELINE	18.48	18.73	18.95	19.15	19.31	19.47
51	DIFFERENCE	0.14	0.14	0.15	0.15	0.15	0.15
61	DIFFERENCE	0.77	0.77	0.77	0.77	0.77	0.77
71							
81	NEW AUTO MILES PER GALLON (WEFA):						
91	TOTAL						
101	ALTERNATE	19.81	19.92	20.03	20.13	20.23	20.35
111	BASELINE	19.66	19.77	19.87	19.98	20.08	20.20
121	DIFFERENCE	0.15	0.15	0.15	0.15	0.15	0.15
131	DIFFERENCE	0.77	0.77	0.77	0.76	0.75	0.74
141							
151	SUBCOMPACT						
161	ALTERNATE	26.86	27.03	27.19	27.37	27.54	27.72
171	BASELINE	26.86	27.03	27.19	27.37	27.54	27.72
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	COMPACT						
221	ALTERNATE	22.16	22.29	22.42	22.57	22.70	22.84
231	BASELINE	22.16	22.29	22.42	22.57	22.70	22.84
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	MID-SIZE						
281	ALTERNATE	18.53	18.64	18.75	18.87	18.98	19.10
291	BASELINE	18.53	18.64	18.75	18.87	18.98	19.10
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	FULL SIZE						
341	ALTERNATE	17.33	17.43	17.53	17.64	17.74	17.85
351	BASELINE	17.33	17.43	17.53	17.64	17.74	17.85
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	LUXURY						
401	ALTERNATE	16.50	16.59	16.69	16.80	16.89	17.00
411	BASELINE	16.50	16.59	16.69	16.80	16.89	17.00
421	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3,10 MILES PER GALLON

LINE	I T E M	1999	2000
11	21OVERALL FLEET MILES PER GALLON - WEFA		
31	31ALTERNATE	19,76	19,89
41	41BASELINE	19,61	19,74
51	51DIFFERENCE	0,15	0,15
61	61% DIFFERENCE	0,76	0,76
71			
81	81NEW AUTO MILES PER GALLON (WEFA):		
91	91 TOTAL		
101	101ALTERNATE	20,45	20,56
111	111BASELINE	20,30	20,41
121	121DIFFERENCE	0,15	0,15
131	131% DIFFERENCE	0,74	0,73
141			
151	151 SUBCOMPACT		
161	161ALTERNATE	27,88	28,06
171	171BASELINE	27,88	28,06
181	181DIFFERENCE	0,0	0,0
191	191% DIFFERENCE	0,0	0,0
201			
211	211 COMPACT		
221	221ALTERNATE	22,97	23,11
231	231BASELINE	22,97	23,11
241	241DIFFERENCE	0,0	0,0
251	251% DIFFERENCE	0,0	0,0
261			
271	271 MID-SIZE		
281	281ALTERNATE	19,20	19,32
291	291BASELINE	19,20	19,32
301	301DIFFERENCE	0,0	0,0
311	311% DIFFERENCE	0,0	0,0
321			
331	331 FULL SIZE		
341	341ALTERNATE	17,95	18,06
351	351BASELINE	17,95	18,06
361	361DIFFERENCE	0,0	0,0
371	371% DIFFERENCE	0,0	0,0
381			
391	391 LUXURY		
401	401ALTERNATE	17,09	17,20
411	411BASELINE	17,09	17,20
421	421DIFFERENCE	0,0	0,0
431	431% DIFFERENCE	0,0	0,0

TABLE 3.11 MILES PER GALLON

LINE	I T E M	1975	1976	1977	1978	1979	1980
LINEW AUTO M.P.G. BY FOR/DOM (WEFA):							
21	TOTAL DOMESTIC						
31	41ALTERNATE		12.78	13.51	14.12	14.66	15.26
51	BASELINE	12.38	12.78	13.37	13.99	14.52	15.12
61	DIFFERENCE	0.0	0.0	0.14	0.13	0.13	0.14
71	% DIFFERENCE	0.0	0.0	1.04	0.92	0.93	0.92
81							
91	TOTAL FOREIGN						
101	41ALTERNATE	19.82	20.53	21.07	21.81	21.92	22.26
111	BASELINE	19.82	20.53	21.02	21.75	21.87	22.21
121	DIFFERENCE	0.0	0.0	0.05	0.06	0.05	0.05
131	% DIFFERENCE	0.0	0.0	0.25	0.26	0.24	0.24
141							
151	DOMESTIC SUBCOMPACT						
161	41ALTERNATE	17.13	17.95	18.83	19.72	20.52	21.41
171	BASELINE	17.13	17.95	18.83	19.72	20.52	21.41
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201							
211	FOREIGN SUBCOMPACT						
221	41ALTERNATE	20.44	21.33	21.87	22.70	22.84	23.24
231	BASELINE	20.44	21.33	21.87	22.70	22.84	23.24
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261							
271	DOMESTIC COMPACT						
281	41ALTERNATE	13.67	14.23	14.82	15.39	16.20	17.08
291	BASELINE	13.67	14.23	14.82	15.39	16.20	17.08
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321							
331	FOREIGN COMPACT						
341	41ALTERNATE	18.41	19.06	19.48	20.05	20.21	20.56
351	BASELINE	18.41	19.06	19.48	20.05	20.21	20.56
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381							
391	DOMESTIC LUXURY						
401	41ALTERNATE	10.08	10.77	11.47	12.05	12.40	12.78
411	BASELINE	10.08	10.77	11.47	12.05	12.40	12.78
421	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
441							
451	FOREIGN LUXURY						
461	41ALTERNATE	15.19	15.64	16.01	16.39	16.70	16.87
471	BASELINE	15.19	15.64	16.01	16.39	16.70	16.87
481	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
491	% DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.11 MILES PER GALLON - CONTINUED

LINE	I T F M	1981	1982	1983	1984	1985	1986
1 LINE AUTO M.P.G. BY FOR/DOM (WEFA):							
21							
31	TOTAL DOMESTIC						
41	ALTERNATE	15.71	16.16	16.63	17.11	17.52	17.78
51	BASLINE	15.57	16.03	16.51	17.00	17.42	17.67
61	DIFFERENCE	0.14	0.13	0.12	0.11	0.10	0.11
71	% DIFFERENCE	0.89	0.81	0.74	0.66	0.60	0.60
81							
91	TOTAL FOREIGN						
101	ALTERNATE	22.42	22.78	23.00	23.34	23.55	23.96
111	BASLINE	22.37	22.73	22.95	23.28	23.50	23.90
121	DIFFERENCE	0.05	0.05	0.05	0.05	0.05	0.05
131	% DIFFERENCE	0.23	0.23	0.22	0.22	0.22	0.22
141							
151	DOMESTIC SUBCOMPACT						
161	ALTERNATE	22.15	22.72	23.32	23.75	24.21	24.55
171	BASLINE	22.15	22.72	23.32	23.75	24.21	24.55
181	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
191	% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
201							
211	FOREIGN SUBCOMPACT						
221	ALTERNATE	23.43	23.85	24.06	24.47	24.69	25.13
231	BASLINE	23.43	23.85	24.06	24.47	24.69	25.13
241	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
251	% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
261							
271	DOMESTIC COMPACT						
281	ALTERNATE	17.91	18.43	18.97	19.54	19.99	20.29
291	BASLINE	17.91	18.43	18.97	19.54	19.99	20.29
301	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
311	% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
321							
331	FOREIGN COMPACT						
341	ALTERNATE	20.91	21.28	21.66	22.04	22.44	22.85
351	BASLINE	20.91	21.28	21.66	22.04	22.44	22.85
361	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
371	% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
381							
391	DOMESTIC LUXURY						
401	ALTERNATE	13.06	13.52	13.99	14.48	14.93	15.12
411	BASLINE	13.06	13.52	13.99	14.48	14.93	15.12
421	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
431	% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
441							
451	FOREIGN LUXURY						
461	ALTERNATE	17.13	17.30	17.55	17.68	17.93	18.07
471	BASLINE	17.13	17.30	17.55	17.68	17.93	18.07
481	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
491	% DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00

TABLE 3.11 MILES PER GALLON - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	NEW AUTO M.P.G. BY FOR/DOM (WEFA):						
21	TOTAL DOMESTIC						
31	ALTERNATE	18.02	18.29	18.56	18.83	18.95	19.07
51	BASELINE	17.92	18.18	18.44	18.72	18.83	18.95
61	DIFFERENCE	0.11	0.11	0.11	0.12	0.12	0.12
71	X DIFFERENCE	0.59	0.60	0.61	0.63	0.63	0.64
81	TOTAL FOREIGN						
91	ALTERNATE	24.20	24.59	24.79	25.14	25.30	25.45
101	BASELINE	24.15	24.53	24.74	25.08	25.24	25.40
121	DIFFERENCE	0.05	0.05	0.05	0.05	0.06	0.06
131	X DIFFERENCE	0.21	0.22	0.21	0.22	0.22	0.22
141	DOMESTIC SUBCOMPACT						
151	ALTERNATE	24.90	25.34	25.85	26.38	26.54	26.71
161	BASELINE	24.90	25.34	25.85	26.38	26.54	26.71
181	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
191	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
201	FOREIGN SUBCOMPACT						
211	ALTERNATE	25.35	25.76	25.92	26.34	26.51	26.68
231	BASELINE	25.35	25.76	25.92	26.34	26.51	26.68
241	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
251	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
261	DOMESTIC COMPACT						
271	ALTERNATE	20.60	20.93	21.25	21.58	21.71	21.85
291	BASELINE	20.60	20.93	21.25	21.58	21.71	21.85
301	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
311	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
321	FOREIGN COMPACT						
331	ALTERNATE	23.28	23.73	24.18	24.32	24.48	24.64
351	BASELINE	23.28	23.73	24.18	24.32	24.48	24.64
361	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
371	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
381	DOMESTIC LUXURY						
391	ALTERNATE	15.30	15.50	15.70	15.90	15.99	16.09
401	BASELINE	15.30	15.50	15.70	15.90	15.99	16.09
421	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
431	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
441	FOREIGN LUXURY						
451	ALTERNATE	18.33	18.48	18.75	18.89	19.01	19.13
461	BASELINE	18.33	18.48	18.75	18.89	19.01	19.13
481	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
491	X DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 3.11 MILES PER GALLON - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	NEW AUTO M.P.G. BY FOR/DOM (WEFA):						
2							
3	TOTAL DOMESTIC						
4	ALTERNATE						
5	BASELINE	19.18	19.28	19.39	19.50	19.60	19.71
6	DIFFERENCE	0.12	0.12	0.12	0.12	0.12	0.12
7	DIFFERENCE	0.64	0.64	0.64	0.63	0.62	0.61
8							
9	TOTAL FOREIGN						
10	ALTERNATE						
11	BASELINE	25.61	25.75	25.90	26.06	26.20	26.36
12	DIFFERENCE	0.06	0.06	0.06	0.06	0.06	0.06
13	DIFFERENCE	0.22	0.23	0.23	0.23	0.24	0.24
14							
15	DOMESTIC SUBCOMPACT						
16	ALTERNATE						
17	BASELINE	26.87	27.03	27.19	27.37	27.53	27.70
18	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
19	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
20							
21	FOREIGN SUBCOMPACT						
22	ALTERNATE						
23	BASELINE	26.85	27.02	27.19	27.38	27.55	27.73
24	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
25	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
26							
27	DOMESTIC COMPACT						
28	ALTERNATE						
29	BASELINE	21.98	22.11	22.24	22.38	22.51	22.66
30	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
31	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
32							
33	FOREIGN COMPACT						
34	ALTERNATE						
35	BASELINE	24.80	24.96	25.11	25.28	25.44	25.61
36	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
37	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
38							
39	DOMESTIC LUXURY						
40	ALTERNATE						
41	BASELINE	16.18	16.27	16.37	16.47	16.57	16.67
42	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
43	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
44							
45	FOREIGN LUXURY						
46	ALTERNATE						
47	BASELINE	19.25	19.38	19.50	19.63	19.75	19.88
48	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00
49	DIFFERENCE	0.00	0.00	0.00	0.00	0.00	0.00

TABLE 3.11 MILES PER GALLON - CONTINUED

LINE	I T E M	1999	2000
1	NEW AUTO H.P.G. BY FOR/DOM (WEFA)		
21	TOTAL DOMESTIC		
31	ALTERNATE	19.81	19.92
51	BASELINE	19.69	19.81
61	DIFFERENCE	0.12	0.12
71	% DIFFERENCE	0.61	0.60
81	TOTAL FOREIGN		
91	ALTERNATE	26.50	26.65
101	BASELINE	26.44	26.59
121	DIFFERENCE	0.06	0.06
131	% DIFFERENCE	0.24	0.24
141	DOMESTIC SUBCOMPACT		
151	ALTERNATE	27.86	28.03
171	BASELINE	27.86	28.03
181	DIFFERENCE	0.0	0.0
191	% DIFFERENCE	0.0	0.0
201	FOREIGN SUBCOMPACT		
211	ALTERNATE	27.90	28.08
231	BASELINE	27.90	28.08
241	DIFFERENCE	0.0	0.0
251	% DIFFERENCE	0.0	0.0
261	DOMESTIC COMPACT		
271	ALTERNATE	22.79	22.93
291	BASELINE	22.79	22.93
301	DIFFERENCE	0.0	0.0
311	% DIFFERENCE	0.0	0.0
321	FOREIGN COMPACT		
331	ALTERNATE	25.76	25.93
351	BASELINE	25.76	25.93
361	DIFFERENCE	0.0	0.0
371	% DIFFERENCE	0.0	0.0
381	DOMESTIC LUXURY		
391	ALTERNATE	16.76	16.86
401	BASELINE	16.76	16.86
421	DIFFERENCE	0.0	0.0
431	% DIFFERENCE	0.0	0.0
441	FOREIGN LUXURY		
451	ALTERNATE	20.00	20.12
461	BASELINE	20.00	20.12
481	DIFFERENCE	0.0	0.0
491	% DIFFERENCE	0.0	0.0

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	I T E M	1975	1976	1977	1978	1979	1980

11 TOTAL DOMESTIC AUTO PRICES:							
21	SUBCOMPACT						
31	ALTERNATE						
41	BASELINE	3744.	3922.	4175.	4479.	4757.	5008.
51	DIFFERENCE	3744.	3922.	4175.	4479.	4757.	5008.
61	DIFFERENCE	0.	0.	0.	0.	0.	0.
71	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
81							
91	COMPACT						
101	ALTERNATE	4280.	4471.	4747.	5083.	5410.	5708.
111	BASELINE	4280.	4471.	4747.	5083.	5410.	5708.
121	DIFFERENCE	0.	0.	0.	0.	0.	0.
131	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141							
151	MID-SIZE						
161	ALTERNATE	5168.	5398.	5991.	6406.	6809.	7175.
171	BASELINE	5168.	5398.	5725.	6122.	6507.	6857.
181	DIFFERENCE	0.	0.	266.	284.	302.	317.
191	DIFFERENCE	0.0	0.0	4.64	4.64	4.63	4.63
201							
211	FULL SIZE						
221	ALTERNATE	5864.	6125.	6787.	7253.	7698.	8101.
231	BASELINE	5864.	6125.	6487.	6932.	7358.	7744.
241	DIFFERENCE	0.	0.	301.	321.	340.	358.
251	DIFFERENCE	0.0	0.0	4.64	4.63	4.63	4.62
261							
271	LUXURY						
281	ALTERNATE	9021.	9416.	10423.	11135.	11795.	12393.
291	BASELINE	9021.	9416.	9957.	10638.	11269.	11841.
301	DIFFERENCE	0.	0.	466.	497.	526.	552.
311	DIFFERENCE	0.0	0.0	4.68	4.67	4.67	4.66
321							
33 TOTAL FOREIGN AUTO PRICES:							
341							
351	SUBCOMPACT						
361	ALTERNATE	3904.	4160.	4319.	4551.	4794.	5012.
371	BASELINE	3904.	4160.	4319.	4551.	4794.	5012.
381	DIFFERENCE	0.	0.	0.	0.	0.	0.
391	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
401							
411	COMPACT						
421	ALTERNATE	6432.	6921.	7203.	7655.	8150.	8604.
431	BASELINE	6432.	6921.	7203.	7655.	8150.	8604.
441	DIFFERENCE	0.	0.	0.	0.	0.	0.
451	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
461							
471	LUXURY						
481	ALTERNATE	12690.	13833.	15132.	16228.	17408.	18496.
491	BASELINE	12690.	13833.	14451.	15498.	16626.	17665.
501	DIFFERENCE	0.	0.	681.	730.	782.	830.
511	DIFFERENCE	0.0	0.0	4.71	4.71	4.70	4.70

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	I T E M	1981	1982	1983	1984	1985	1986

TOTAL DOMESTIC AUTO PRICES:							
21	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE	5198.	5406.	5649.	5873.	6101.	6352.
61	DIFFERENCE	5198.	5406.	5649.	5873.	6101.	6352.
71	DIFFERENCE	0.	0.	0.	0.	0.	0.
81	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
91	COMPACT						
101	ALTERNATE	5934.	6177.	6456.	6715.	6977.	7263.
111	BASELINE	5934.	6177.	6456.	6715.	6977.	7263.
121	DIFFERENCE	0.	0.	0.	0.	0.	0.
131	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
151	MID-SIZE						
161	ALTERNATE	7444.	7732.	8066.	8372.	8680.	9020.
171	BASELINE	7115.	7391.	7711.	8004.	8299.	8624.
181	DIFFERENCE	329.	341.	355.	368.	382.	396.
191	DIFFERENCE	4.62	4.62	4.61	4.60	4.60	4.59
201	DIFFERENCE						
211	FULL SIZE						
221	ALTERNATE	8593.	8704.	9067.	9400.	9736.	10109.
231	BASELINE	8023.	8321.	8669.	8988.	9309.	9666.
241	DIFFERENCE	370.	383.	398.	412.	427.	443.
251	DIFFERENCE	4.61	4.60	4.60	4.59	4.58	4.58
261	DIFFERENCE						
271	LUXURY						
281	ALTERNATE	12813.	13264.	13797.	14287.	14782.	15341.
291	BASELINE	12243.	12675.	13185.	13654.	14128.	14663.
301	DIFFERENCE	570.	589.	612.	633.	654.	678.
311	DIFFERENCE	4.66	4.65	4.64	4.64	4.63	4.62
321	DIFFERENCE						
TOTAL FOREIGN AUTO PRICES:							
331	SUBCOMPACT						
341	ALTERNATE						
351	BASELINE	5202.	5398.	5601.	5808.	6022.	6236.
361	DIFFERENCE	5202.	5398.	5601.	5808.	6022.	6236.
371	DIFFERENCE	0.	0.	0.	0.	0.	0.
381	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
391	DIFFERENCE						
401	DIFFERENCE						
411	COMPACT						
421	ALTERNATE	8982.	9372.	9777.	10193.	10624.	11062.
431	BASELINE	8982.	9372.	9777.	10193.	10624.	11062.
441	DIFFERENCE	0.	0.	0.	0.	0.	0.
451	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
461	DIFFERENCE						
471	LUXURY						
481	ALTERNATE	19375.	20283.	21241.	22238.	23279.	24361.
491	BASELINE	18506.	19375.	20291.	21244.	22239.	23274.
501	DIFFERENCE	869.	909.	951.	994.	1040.	1087.
511	DIFFERENCE	4.70	4.69	4.68	4.68	4.68	4.67

TABLE 3,12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	I T E M	1987	1988	1989	1990	1991	1992
11 TOTAL DOMESTIC AUTO PRICES:							
21	SUBCOMPACT						
41	ALTERNATE						
51	BASELINE						
61	DIFFERENCE						
71	DIFFERENCE						
81		6609.	6869.	7140.	7421.	7691.	7979.
		6609.	6869.	7140.	7421.	7691.	7979.
		0.	0.	0.	0.	0.	0.
		0.0	0.0	0.0	0.0	0.0	0.0
91	COMPACT						
101	ALTERNATE						
111	BASELINE						
121	DIFFERENCE						
131	DIFFERENCE						
141		7558.	7858.	8170.	8493.	8801.	9130.
		7558.	7858.	8170.	8493.	8801.	9130.
		0.	0.	0.	0.	0.	0.
		0.0	0.0	0.0	0.0	0.0	0.0
151	MID-SIZE						
161	ALTERNATE						
171	BASELINE						
181	DIFFERENCE						
191	DIFFERENCE						
201		9369.	9725.	10094.	10475.	10839.	11228.
		8958.	9299.	9652.	10017.	10366.	10738.
		411.	426.	442.	458.	473.	490.
		4.59	4.58	4.56	4.57	4.57	4.56
211	FULL SIZE						
221	ALTERNATE						
231	BASELINE						
241	DIFFERENCE						
251	DIFFERENCE						
261		10494.	10885.	11292.	11712.	12115.	12545.
		10035.	10410.	10799.	11201.	11587.	12000.
		459.	475.	493.	510.	527.	545.
		4.57	4.57	4.56	4.56	4.55	4.54
271	LUXURY						
281	ALTERNATE						
291	BASELINE						
301	DIFFERENCE						
311	DIFFERENCE						
321		15918.	16505.	17116.	17747.	18353.	19002.
		15216.	15777.	16362.	16966.	17546.	18168.
		703.	728.	754.	781.	807.	834.
		4.62	4.61	4.61	4.60	4.60	4.59
331	TOTAL FOREIGN AUTO PRICES:						
341							
351	SUBCOMPACT						
361	ALTERNATE						
371	BASELINE						
381	DIFFERENCE						
391	DIFFERENCE						
401		6456.	6681.	6913.	7154.	7380.	7611.
		6456.	6681.	6913.	7154.	7380.	7611.
		0.	0.	0.	0.	0.	0.
		0.0	0.0	0.0	0.0	0.0	0.0
411	COMPACT						
421	ALTERNATE						
431	BASELINE						
441	DIFFERENCE						
451	DIFFERENCE						
461		11521.	11995.	12487.	12998.	13478.	13970.
		11521.	11995.	12487.	12998.	13478.	13970.
		0.	0.	0.	0.	0.	0.
		0.0	0.0	0.0	0.0	0.0	0.0
471	LUXURY						
481	ALTERNATE						
491	BASELINE						
501	DIFFERENCE						
511	DIFFERENCE						
		25505.	26697.	27944.	29248.	30478.	31752.
		24368.	25507.	26700.	27947.	29124.	30343.
		1137.	1189.	1244.	1300.	1354.	1409.
		4.67	4.66	4.66	4.65	4.65	4.64

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	I T E M	1993	1994	1995	1996	1997	1998
11 TOTAL DOMESTIC AUTO PRICES:							
21	DOLLARS						
31	SUBCOMPACT						
41	ALTERNATE			8896.		9533.	9877.
51	BASELINE	8274.	8576.	8896.	9203.	9533.	9877.
61	DIFFERENCE	0.	0.	0.	0.	0.	0.
71	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
81							
91	COMPACT						
101	ALTERNATE			10176.	10522.	10891.	11273.
111	BASELINE	9468.	9812.	10176.	10522.	10891.	11273.
121	DIFFERENCE	0.	0.	0.	0.	0.	0.
131	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
141							
151	MID-SIZE						
161	ALTERNATE			12466.	12871.	13305.	13755.
171	BASELINE	11627.	12034.	11924.	12313.	12728.	13160.
181	DIFFERENCE	507.	524.	542.	559.	577.	595.
191	DIFFERENCE	4.55	4.55	4.54	4.54	4.53	4.52
201							
211	FULL SIZE						
221	ALTERNATE			13916.	14365.	14845.	15343.
231	BASELINE	12987.	13438.	13314.	13744.	14204.	14682.
241	DIFFERENCE	12424.	12856.	602.	621.	641.	661.
251	DIFFERENCE	4.54	4.53	4.52	4.52	4.51	4.50
261							
271	LUXURY						
281	ALTERNATE			21073.	21748.	22473.	23226.
291	BASELINE	18808.	19459.	20152.	20799.	21493.	22215.
301	DIFFERENCE	862.	891.	922.	950.	980.	1011.
311	DIFFERENCE	4.59	4.58	4.57	4.57	4.56	4.55
321							
33 TOTAL FOREIGN AUTO PRICES:							
341							
351	SUBCOMPACT						
361	ALTERNATE			8346.	8610.	8883.	9166.
371	BASELINE	7849.	8093.	8346.	8610.	8883.	9166.
381	DIFFERENCE	0.	0.	0.	0.	0.	0.
391	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
401							
411	COMPACT						
421	ALTERNATE			15557.	16124.	16709.	17316.
431	BASELINE	14483.	15010.	15557.	16124.	16709.	17316.
441	DIFFERENCE	0.	0.	0.	0.	0.	0.
451	DIFFERENCE	0.0	0.0	0.0	0.0	0.0	0.0
461							
471	LUXURY						
481	ALTERNATE			35922.	37427.	38993.	40632.
491	BASELINE	33089.	34476.	34333.	35774.	37272.	38841.
501	DIFFERENCE	31623.	32949.	34333.	35774.	37272.	38841.
511	DIFFERENCE	1467.	1527.	1589.	1654.	1721.	1791.
		4.64	4.63	4.63	4.62	4.62	4.61

TABLE 3,12 DOMESTIC AND FOREIGN AUTO PRICES

LINE	I T E M	1999	2000
1	TOTAL DOMESTIC AUTO PRICES:		
2			
3	SUBCOMPACT		
4	ALTERNATE	10228.	10601.
5	BASELINE	10228.	10601.
6	DIFFERENCE	0.	0.
7	1% DIFFERENCE	0.0	0.0
8			
9	COMPACT		
10	ALTERNATE	11662.	12068.
11	BASELINE	11662.	12068.
12	DIFFERENCE	0.	0.
13	1% DIFFERENCE	0.0	0.0
14			
15	MID-SIZE		
16	ALTERNATE	14212.	14689.
17	BASELINE	13597.	14054.
18	DIFFERENCE	614.	634.
19	1% DIFFERENCE	4.52	4.51
20			
21	FULL SIZE		
22	ALTERNATE	15849.	16376.
23	BASELINE	15167.	15673.
24	DIFFERENCE	682.	703.
25	1% DIFFERENCE	4.49	4.49
26			
27	LUXURY		
28	ALTERNATE	23989.	24787.
29	BASELINE	22946.	23711.
30	DIFFERENCE	1043.	1076.
31	1% DIFFERENCE	4.55	4.54
32			
33	TOTAL FOREIGN AUTO PRICES:		
34			
35	SUBCOMPACT		
36	ALTERNATE	9460.	9768.
37	BASELINE	9460.	9768.
38	DIFFERENCE	0.	0.
39	1% DIFFERENCE	0.0	0.0
40			
41	COMPACT		
42	ALTERNATE	17944.	18596.
43	BASELINE	17944.	18596.
44	DIFFERENCE	0.	0.
45	1% DIFFERENCE	0.0	0.0
46			
47	LUXURY		
48	ALTERNATE	42337.	44118.
49	BASELINE	40473.	42178.
50	DIFFERENCE	1864.	1940.
51	1% DIFFERENCE	4.61	4.60

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.13 USED CAR MARKET

LINE	I T E M	1975	1976	1977	1978	1979	1980
	DOLLARS						
1	AVERAGE WHOLESALE PRICE						
2	ALTERNATE	2009.33	2150.65	2211.73	2364.08	2505.19	2742.45
3	BASLINE	2009.33	2150.65	2200.92	2367.88	2576.64	2752.71
4	DIFFERENCE	0.0	0.0	10.81	-5.80	-11.45	-10.26
5	% DIFFERENCE	0.0	0.0	0.49	-0.16	-0.44	-0.37
6							
7							
8	PRICE OF 1 YR OLD CAR/NEW CAR						
9							
10	SUBCOMPACT						
11	ALTERNATE	0.874	0.856	0.795	0.782	0.791	0.802
12	BASLINE	0.874	0.856	0.786	0.776	0.798	0.806
13	DIFFERENCE	0.0	0.0	0.009	0.006	-0.006	-0.004
14	% DIFFERENCE	0.0	0.0	1.18	0.81	-0.79	-0.54
15							
16	COMPACT						
17	ALTERNATE	0.825	0.746	0.719	0.709	0.720	0.719
18	BASLINE	0.825	0.746	0.705	0.704	0.724	0.723
19	DIFFERENCE	0.0	0.0	0.014	0.004	-0.005	-0.004
20	% DIFFERENCE	0.0	0.0	1.96	0.59	-0.68	-0.51
21							
22	MID-SIZE						
23	ALTERNATE	0.636	0.697	0.634	0.632	0.640	0.651
24	BASLINE	0.636	0.697	0.629	0.631	0.643	0.653
25	DIFFERENCE	0.0	0.0	0.004	0.002	-0.002	-0.002
26	% DIFFERENCE	0.0	0.0	0.67	0.29	-0.35	-0.26
27							
28	FULL SIZE						
29	ALTERNATE	0.648	0.691	0.602	0.580	0.596	0.616
30	BASLINE	0.648	0.691	0.592	0.573	0.604	0.621
31	DIFFERENCE	0.0	0.0	0.011	0.007	-0.007	-0.005
32	% DIFFERENCE	0.0	0.0	1.83	1.24	-1.24	-0.84
33							
34	LUXURY						
35	ALTERNATE	0.716	0.738	0.695	0.681	0.690	0.700
36	BASLINE	0.716	0.738	0.689	0.678	0.694	0.703
37	DIFFERENCE	0.0	0.0	0.006	0.004	-0.004	-0.003
38	% DIFFERENCE	0.0	0.0	0.84	0.57	-0.58	-0.40
39							
40							
41	TOTAL USED CARS PURCHASED	16.89	18.95	15.33	15.88	16.20	17.09
42	ALTERNATE	16.89	18.95	15.50	15.41	16.52	17.34
43	BASLINE	16.89	18.95	15.50	15.41	16.52	17.34
44	DIFFERENCE	0.0	0.0	-0.17	-0.47	-0.33	-0.25
45	% DIFFERENCE	0.0	0.0	-1.08	3.02	-1.98	-1.44

TABLE 3,13 USED CAR MARKET

LINE	I T E M	1981	1982	1983	1984	1985	1986
	DOLLARS						
11	AVERAGE WHOLESALE PRICE						
21	ALTERNATE	2865.64	2982.66	3127.48	3252.41	3364.88	3499.74
31	BASLINE	2873.15	2989.37	3133.36	3258.97	3371.51	3506.83
41	DIFFERENCE	-7.51	-6.72	-5.88	-6.55	-6.64	-7.08
51	% DIFFERENCE	-0.26	-0.22	-0.19	-0.20	-0.20	-0.20
61							
71							
81	PRICE OF 1 YR OLD CAR/NEW CAR						
91							
101	SUBCOMPACT						
111	ALTERNATE	0.787	0.780	0.802	0.813	0.813	0.819
121	BASLINE	0.788	0.782	0.803	0.813	0.813	0.819
131	DIFFERENCE	-0.001	-0.002	-0.001	-0.000	0.000	0.001
141	% DIFFERENCE	-0.17	-0.23	-0.12	-0.03	0.02	0.06
151							
161	COMPACT						
171	ALTERNATE	0.698	0.689	0.708	0.714	0.713	0.719
181	BASLINE	0.699	0.691	0.709	0.714	0.713	0.719
191	DIFFERENCE	-0.001	-0.002	-0.001	-0.000	-0.000	0.000
201	% DIFFERENCE	-0.20	-0.24	-0.14	-0.06	-0.01	0.04
211							
221	MID-SIZE						
231	ALTERNATE	0.652	0.648	0.654	0.659	0.658	0.662
241	BASLINE	0.653	0.649	0.654	0.659	0.658	0.662
251	DIFFERENCE	-0.001	-0.001	-0.000	-0.000	0.000	0.000
261	% DIFFERENCE	-0.10	-0.10	-0.06	-0.02	0.01	0.02
271							
281	FULL SIZE						
291	ALTERNATE	0.611	0.602	0.624	0.641	0.642	0.647
301	BASLINE	0.613	0.604	0.625	0.641	0.642	0.647
311	DIFFERENCE	-0.002	-0.002	-0.001	-0.000	0.000	0.001
321	% DIFFERENCE	-0.24	-0.33	-0.18	-0.05	0.03	0.10
331							
341	LUXURY						
351	ALTERNATE	0.698	0.693	0.705	0.714	0.714	0.717
361	BASLINE	0.699	0.694	0.706	0.714	0.714	0.717
371	DIFFERENCE	-0.001	-0.001	-0.001	-0.000	0.000	0.000
381	% DIFFERENCE	-0.11	-0.15	-0.09	-0.02	0.01	0.05
391							
401							
411	TOTAL USED CARS PURCHASED						
421	ALTERNATE	17.70	16.85	17.89	18.86	18.88	19.07
431	BASLINE	17.71	16.90	17.92	18.88	18.89	19.08
441	DIFFERENCE	-0.01	-0.05	-0.04	-0.02	-0.01	-0.00
451	% DIFFERENCE	-0.04	-0.32	-0.21	-0.08	-0.05	-0.02

TABLE 3.13 USED CAR MARKET

LINE	I T E M	1987	1988	1989	1990	1991	1992
	DOLLARS						
11	AVERAGE WHOLESALE PRICE						
21	ALTERNATE	3636.97	3775.66	3923.78	4084.03	4244.66	4413.98
31	BASELINE	3644.62	3783.37	3931.39	4091.69	4251.05	4422.61
41	DIFFERENCE	-7.66	-7.71	-7.61	-7.66	-8.38	-8.63
51	% DIFFERENCE	-0.21	-0.20	-0.19	-0.19	-0.20	-0.20
61							
71	PRICE OF 1 YR OLD CAR/NEW CAR						
91	SUBCOMPACT						
101	ALTERNATE	0.824	0.821	0.814	0.807	0.806	0.809
111	BASELINE	0.823	0.820	0.813	0.806	0.805	0.809
121	DIFFERENCE	0.001	0.001	0.001	0.001	0.000	-0.000
131	% DIFFERENCE	0.09	0.11	0.11	0.09	0.04	-0.01
141							
151	COMPACT						
161	ALTERNATE	0.723	0.720	-0.715	0.709	0.706	0.709
171	BASELINE	0.722	0.719	0.714	0.709	0.706	0.709
181	DIFFERENCE	0.001	0.001	0.001	0.001	0.000	-0.000
191	% DIFFERENCE	0.08	0.10	0.10	0.08	0.04	-0.00
201							
211	MID-SIZE						
221	ALTERNATE	0.663	0.662	0.660	0.658	0.657	0.659
231	BASELINE	0.663	0.662	0.659	0.658	0.657	0.659
241	DIFFERENCE	0.000	0.000	0.000	0.000	0.000	-0.000
251	% DIFFERENCE	0.04	0.05	0.05	0.04	0.02	-0.00
261							
271	FULL SIZE						
281	ALTERNATE	0.654	0.650	0.642	0.634	0.634	0.637
291	BASELINE	0.653	0.649	0.641	0.633	0.634	0.637
301	DIFFERENCE	0.001	0.001	0.001	0.001	0.000	-0.000
311	% DIFFERENCE	0.15	0.18	0.17	0.13	0.07	-0.01
321							
331	LUXURY						
341	ALTERNATE	0.720	0.718	0.714	0.710	0.710	0.712
351	BASELINE	0.720	0.718	0.713	0.709	0.710	0.712
361	DIFFERENCE	0.001	0.001	0.001	0.000	0.000	-0.000
371	% DIFFERENCE	0.07	0.09	0.08	0.06	0.03	-0.00
381							
391							
401	TOTAL USED CARS PURCHASED						
411	ALTERNATE	19.61	19.68	19.62	19.64	19.64	20.00
421	BASELINE	19.61	19.69	19.63	19.65	19.67	20.04
431	DIFFERENCE	-0.00	-0.00	-0.01	-0.01	-0.02	-0.04
441	% DIFFERENCE	-0.01	-0.00	-0.03	-0.07	-0.12	-0.18
451							

TABLE 3.13 USED CAR MARKET

LINE	I T E M	1993	1994	1995	1996	1997	1998
	DOLLARS						
11	AVERAGE WHOLESALE PRICE						
21	ALTERNATE	4579.64	4746.04	4921.43	5094.85	5275.26	5464.27
31	BASLINE	4588.36	4754.64	4929.76	5103.71	5284.11	5473.54
41	DIFFERENCE	-8.73	-8.61	-8.33	-8.86	-8.85	-9.27
51	% DIFFERENCE	-0.19	-0.18	-0.17	-0.17	-0.17	-0.17
61							
71							
81	PRICE OF 1 YR OLD CAR/NEW CAR						
91							
101	SUBCOMPACT						
111	ALTERNATE	0.810	0.808	0.808	0.808	0.809	0.812
121	BASLINE	0.810	0.809	0.809	0.809	0.810	0.812
131	DIFFERENCE	-0.000	-0.001	-0.001	-0.000	-0.000	0.000
141	% DIFFERENCE	-0.04	-0.06	-0.06	-0.05	-0.02	0.00
151							
161	COMPACT						
171	ALTERNATE	0.709	0.708	0.708	0.706	0.708	0.710
181	BASLINE	0.710	0.708	0.709	0.707	0.708	0.710
191	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
201	% DIFFERENCE	-0.04	-0.05	-0.05	-0.04	-0.02	-0.00
211	MID-SIZE						
221	ALTERNATE	0.659	0.658	0.658	0.659	0.659	0.659
231	BASLINE	0.659	0.659	0.658	0.659	0.659	0.659
241	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	-0.000
251	% DIFFERENCE	-0.01	-0.02	-0.02	-0.02	-0.01	-0.00
261							
271	FULL SIZE						
281	ALTERNATE	0.638	0.637	0.636	0.639	0.639	0.642
291	BASLINE	0.639	0.638	0.637	0.639	0.640	0.642
301	DIFFERENCE	-0.000	-0.001	-0.001	-0.000	-0.000	0.000
311	% DIFFERENCE	-0.07	-0.10	-0.10	-0.07	-0.03	0.00
321							
331	LUXURY						
341	ALTERNATE	0.712	0.712	0.711	0.712	0.713	0.714
351	BASLINE	0.713	0.712	0.711	0.713	0.713	0.714
361	DIFFERENCE	-0.000	-0.000	-0.000	-0.000	-0.000	0.000
371	% DIFFERENCE	-0.03	-0.05	-0.05	-0.03	-0.02	0.00
381							
391							
401							
411	TOTAL USED CARS PURCHASED						
421	ALTERNATE	20.28	20.38	20.47	20.69	20.79	21.04
431	BASLINE	20.32	20.43	20.51	20.72	20.82	21.06
441	DIFFERENCE	-0.05	-0.05	-0.04	-0.04	-0.03	-0.03
451	% DIFFERENCE	-0.22	-0.23	-0.22	-0.19	-0.15	-0.12

TABLE 3,13 USED CAR MARKET

LINE	I T E M	1999	2000
	DOLLARS		
11	AVERAGE WHOLESALE PRICE		
21	ALTERNATE	5656.44	5857.63
31	BASELINE	5666.34	5867.92
41	DIFFERENCE	-9.91	-10.29
51	% DIFFERENCE	-0.17	-0.18
61			
71			
81	PRICE OF 1 YR OLD CAR/NEW CAR		
91			
101	SURCOMPACT		
111	ALTERNATE	0.812	0.812
121	BASELINE	0.812	0.812
131	DIFFERENCE	0.000	0.000
141	% DIFFERENCE	0.02	0.03
151			
161	COMPACT		
171	ALTERNATE	0.710	0.709
181	BASELINE	0.709	0.709
191	DIFFERENCE	0.000	0.000
201	% DIFFERENCE	0.01	0.02
211			
221	MID-SIZE		
231	ALTERNATE	0.660	0.660
241	BASELINE	0.660	0.660
251	DIFFERENCE	0.000	0.000
261	% DIFFERENCE	0.01	0.01
271			
281	FULL SIZE		
291	ALTERNATE	0.643	0.642
301	BASELINE	0.643	0.642
311	DIFFERENCE	0.000	0.000
321	% DIFFERENCE	0.03	0.04
331			
341	LUXURY		
351	ALTERNATE	0.715	0.714
361	BASELINE	0.714	0.714
371	DIFFERENCE	0.000	0.000
381	% DIFFERENCE	0.01	0.02
391			
401			
411	TOTAL USED CARS PURCHASED		
421	ALTERNATE	21.20	21.25
431	BASELINE	21.22	21.28
441	DIFFERENCE	-0.02	-0.02
451	% DIFFERENCE	-0.10	-0.10
	MILL AUTOS		

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESIRED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
31							
41	SUBCOMPACT & COMPACT						
51	S1ALTERNATE	0.4246	0.4080	0.4123	0.4072	0.4103	0.4149
61	B1BASELINE	0.4246	0.4080	0.3948	0.3898	0.3929	0.3975
71	D1DIFFERENCE	0.0	0.0	0.0175	0.0174	0.0174	0.0174
81	B1% DIFFERENCE	0.0	0.0	4.44	4.47	4.43	4.38
91							
101	MID-SIZE						
111	I1ALTERNATE	0.2315	0.2352	0.2310	0.2316	0.2324	0.2316
121	B1BASELINE	0.2315	0.2352	0.2358	0.2364	0.2372	0.2364
131	D1DIFFERENCE	0.0	0.0	-0.0049	-0.0048	-0.0048	-0.0048
141	B1% DIFFERENCE	0.0	0.0	-2.06	-2.02	-2.03	-2.04
151							
161	FULL SIZE						
171	I1ALTERNATE	0.2418	0.2786	0.2666	0.2732	0.2659	0.2585
181	B1BASELINE	0.2418	0.2786	0.3005	0.3071	0.2993	0.2913
191	D1DIFFERENCE	0.0	0.0	-0.0339	-0.0339	-0.0333	-0.0328
201	B1% DIFFERENCE	0.0	0.0	-11.28	-11.04	-11.13	-11.27
211							
221	LUXURY						
231	I1ALTERNATE	0.0901	0.0900	0.0892	0.0895	0.0904	0.0913
241	B1BASELINE	0.0901	0.0900	0.0900	0.0903	0.0912	0.0921
251	D1DIFFERENCE	0.0	0.0	-0.0008	-0.0008	-0.0008	-0.0008
261	B1% DIFFERENCE	0.0	0.0	-0.92	-0.91	-0.90	-0.90
271							
281	TOTAL						
291	I1ALTERNATE	0.9880	1.0118	0.9991	1.0015	0.9990	0.9962
301	B1BASELINE	0.9880	1.0118	1.0211	1.0236	1.0206	1.0173
311	D1DIFFERENCE	0.0	0.0	-0.0220	-0.0221	-0.0215	-0.0211
321	B1% DIFFERENCE	0.0	0.0	-2.16	-2.16	-2.11	-2.07

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	DESIRED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
3							
4	SURCOMPACT & COMPACT						
5	1ALTERNATE	0.4132	0.4116	0.4093	0.4054	0.4011	0.3996
6	BASELINE	0.3960	0.3946	0.3925	0.3888	0.3847	0.3833
7	DIFFERENCE	0.0172	0.0170	0.0168	0.0166	0.0164	0.0163
8	% DIFFERENCE	4.33	4.30	4.29	4.27	4.26	4.24
9							
10	MID-SIZE						
11	1ALTERNATE	0.2324	0.2325	0.2327	0.2338	0.2333	0.2335
12	BASELINE	0.2372	0.2372	0.2373	0.2382	0.2376	0.2377
13	DIFFERENCE	-0.0048	-0.0046	-0.0045	-0.0044	-0.0042	-0.0042
14	% DIFFERENCE	-2.01	-1.96	-1.91	-1.85	-1.78	-1.77
15							
16	FULL SIZE						
17	1ALTERNATE	0.2561	0.2584	0.2613	0.2661	0.2726	0.2691
18	BASELINE	0.2882	0.2900	0.2926	0.2970	0.3031	0.2993
19	DIFFERENCE	-0.0321	-0.0316	-0.0313	-0.0309	-0.0305	-0.0302
20	% DIFFERENCE	-11.13	-10.90	-10.69	-10.39	-10.08	-10.08
21							
22	LUXURY						
23	1ALTERNATE	0.0923	0.0932	0.0939	0.0948	0.0957	0.0965
24	BASELINE	0.0931	0.0940	0.0948	0.0956	0.0965	0.0973
25	DIFFERENCE	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008
26	% DIFFERENCE	-0.89	-0.87	-0.86	-0.84	-0.82	-0.82
27							
28	TOTAL						
29	1ALTERNATE	0.9940	0.9957	0.9973	1.0001	1.0027	0.9988
30	BASELINE	1.0145	1.0158	1.0171	1.0195	1.0219	1.0177
31	DIFFERENCE	-0.0205	-0.0201	-0.0198	-0.0194	-0.0192	-0.0189
32	% DIFFERENCE	-2.02	-1.98	-1.95	-1.91	-1.88	-1.86

TABLE 3,14 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	DESIRED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
3							
4	SUBCOMPACT & COMPACT						
5	ALTERNATE	0.3974	0.3954	0.3934	0.3919	0.3907	0.3886
6	BASELINE	0.3812	0.3793	0.3775	0.3761	0.3750	0.3729
7	DIFFERENCE	0.0162	0.0160	0.0159	0.0158	0.0157	0.0156
8	% DIFFERENCE	4.24	4.23	4.22	4.21	4.19	4.19
9							
10	MID-SIZE						
11	ALTERNATE	0.2333	0.2329	0.2325	0.2327	0.2316	0.2318
12	BASELINE	0.2374	0.2370	0.2366	0.2368	0.2357	0.2359
13	DIFFERENCE	-0.0042	-0.0041	-0.0041	-0.0041	-0.0041	-0.0040
14	% DIFFERENCE	-1.76	-1.75	-1.74	-1.73	-1.72	-1.71
15							
16	FULL SIZE						
17	ALTERNATE	0.2676	0.2652	0.2632	0.2597	0.2581	0.2548
18	BASELINE	0.2975	0.2948	0.2925	0.2886	0.2867	0.2832
19	DIFFERENCE	-0.0299	-0.0296	-0.0293	-0.0289	-0.0287	-0.0284
20	% DIFFERENCE	-10.04	-10.04	-10.01	-10.03	-10.00	-10.02
21							
22	LUXURY						
23	ALTERNATE	0.0974	0.0984	0.0993	0.1003	0.1013	0.1023
24	BASELINE	0.0982	0.0992	0.1001	0.1011	0.1021	0.1031
25	DIFFERENCE	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008
26	% DIFFERENCE	-0.81	-0.81	-0.81	-0.80	-0.80	-0.80
27							
28	TOTAL						
29	ALTERNATE	0.9957	0.9918	0.9884	0.9846	0.9817	0.9775
30	BASELINE	1.0144	1.0103	1.0067	1.0027	0.9995	0.9952
31	DIFFERENCE	-0.0187	-0.0185	-0.0183	-0.0180	-0.0178	-0.0176
32	% DIFFERENCE	-1.84	-1.83	-1.82	-1.80	-1.78	-1.77

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	DESIRED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
31							
41	SUBCOMPACT & COMPACT						
51	ALTERNATE	0.3859	0.3831	0.3808	0.3779	0.3755	0.3737
61	BASELINE	0.3704	0.3677	0.3655	0.3627	0.3604	0.3588
71	DIFFERENCE	0.0155	0.0154	0.0153	0.0152	0.0150	0.0149
81	DIFFERENCE	4.19	4.19	4.19	4.18	4.17	4.16
91							
101	MID-SIZE						
111	ALTERNATE	0.2315	0.2312	0.2309	0.2308	0.2306	0.2303
121	BASELINE	0.2355	0.2352	0.2349	0.2346	0.2348	0.2341
131	DIFFERENCE	-0.0040	-0.0040	-0.0039	-0.0039	-0.0038	-0.0038
141	DIFFERENCE	-1.70	-1.69	-1.68	-1.66	-1.64	-1.62
151							
161	FULL SIZE						
171	ALTERNATE	0.2531	0.2515	0.2496	0.2493	0.2486	0.2478
181	BASELINE	0.2812	0.2794	0.2772	0.2767	0.2757	0.2747
191	DIFFERENCE	-0.0282	-0.0279	-0.0277	-0.0274	-0.0271	-0.0269
201	DIFFERENCE	-10.01	-9.99	-9.98	-9.89	-9.83	-9.78
211							
221	LUXURY						
231	ALTERNATE	0.1033	0.1044	0.1054	0.1065	0.1076	0.1086
241	BASELINE	0.1042	0.1052	0.1063	0.1074	0.1084	0.1095
251	DIFFERENCE	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008
261	DIFFERENCE	-0.79	-0.79	-0.79	-0.78	-0.77	-0.77
271							
281	TOTAL						
291	ALTERNATE	0.9738	0.9702	0.9667	0.9645	0.9622	0.9605
301	BASELINE	0.9913	0.9875	0.9839	0.9814	0.9790	0.9771
311	DIFFERENCE	-0.0175	-0.0173	-0.0172	-0.0169	-0.0168	-0.0166
321	DIFFERENCE	-1.76	-1.75	-1.74	-1.73	-1.71	-1.70

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1999	2000
1	DESIRED SHARES IN STOCK		
2	BEFORE RECONCILING SUM TO 1.0		
3			
4	SUBCOMPACT & COMPACT		
5	ALTERNATE	0.3720	0.3698
6	BASELINE	0.3572	0.3551
7	DIFFERENCE	0.0148	0.0147
8	1% DIFFERENCE	4.15	4.14
9			
10	MID-SIZE		
11	ALTERNATE	0.2301	0.2306
12	BASELINE	0.2338	0.2343
13	DIFFERENCE	-0.0038	-0.0037
14	1% DIFFERENCE	-1.61	-1.58
15			
16	FULL SIZE		
17	ALTERNATE	0.2475	0.2473
18	BASELINE	0.2741	0.2736
19	DIFFERENCE	-0.0266	-0.0263
20	1% DIFFERENCE	-9.71	-9.62
21			
22	LUXURY		
23	ALTERNATE	0.1096	0.1106
24	BASELINE	0.1105	0.1115
25	DIFFERENCE	-0.0008	-0.0008
26	1% DIFFERENCE	-0.76	-0.76
27			
28	TOTAL		
29	ALTERNATE	0.9592	0.9583
30	BASELINE	0.9756	0.9744
31	DIFFERENCE	-0.0164	-0.0162
32	1% DIFFERENCE	-1.68	-1.66

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEPA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESIRED SHARES IN NEW REGISTRATIONS						
2	BEFORE RECONCILING SUM TO 1.0						
3							
4	SUBCOMPACT & COMPACT						
5	ALTERNATE	0.5085	0.4285	0.4565	0.4406	0.4410	0.4406
6	BASELINE	0.5085	0.4285	0.4172	0.4037	0.4063	0.4115
7	DIFFERENCE	0.0	0.0	0.0393	0.0369	0.0348	0.0331
8		0.0	0.0	9.42	9.13	8.56	8.03
9							
10	MID-SIZE						
11	ALTERNATE	0.2273	0.2846	0.2587	0.2421	0.2294	0.2295
12	BASELINE	0.2273	0.2846	0.2574	0.2408	0.2287	0.2292
13	DIFFERENCE	0.0	0.0	0.0013	0.0013	0.0008	0.0003
14		0.0	0.0	0.52	0.54	0.34	0.15
15							
16	FULL SIZE						
17	ALTERNATE	0.1690	0.1983	0.2133	0.2511	0.2501	0.2473
18	BASELINE	0.1690	0.1983	0.2593	0.2951	0.2903	0.2841
19	DIFFERENCE	0.0	0.0	-0.0460	-0.0440	-0.0402	-0.0367
20		0.0	0.0	-17.73	-14.92	-13.85	-12.93
21							
22	LUXURY						
23	ALTERNATE	0.0927	0.0917	0.0896	0.0899	0.0912	0.0926
24	BASELINE	0.0927	0.0917	0.0910	0.0912	0.0925	0.0938
25	DIFFERENCE	0.0	0.0	-0.0014	-0.0013	-0.0013	-0.0013
26		0.0	0.0	-1.56	-1.47	-1.40	-1.34
27							
28	TOTAL						
29	ALTERNATE	0.9975	1.0031	-1.0181	1.0236	1.0118	1.0140
30	BASELINE	0.9975	1.0031	1.0248	1.0309	1.0178	1.0186
31	DIFFERENCE	0.0	0.0	-0.0068	-0.0072	-0.0059	-0.0046
32		0.0	0.0	-0.66	-0.70	-0.58	-0.45

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	DESIRED SHARES IN NEW REGISTRATIONS						
2	BEFORE RECONCILING SUM TO 1.0						
3							
4	SURCOMPACT & COMPACT						
5	1A1ALTERNATE	0.4396	0.4337	0.4281	0.4203	0.4130	0.4144
6	1A1BASELINE	0.4088	0.4048	0.4008	0.3944	0.3883	0.3901
7	1A1DIFFERENCE	0.0308	0.0289	0.0274	0.0259	0.0247	0.0243
8	1A1% DIFFERENCE	7.55	7.14	6.83	6.56	6.37	6.24
9							
10	MID-SIZE						
11	11A1ALTERNATE	0.2323	0.2317	0.2318	0.2332	0.2321	0.2355
12	11A1BASELINE	0.2322	0.2316	0.2317	0.2330	0.2316	0.2350
13	11A1DIFFERENCE	0.0001	0.0001	0.0001	0.0003	0.0005	0.0005
14	11A1% DIFFERENCE	0.05	0.04	0.06	0.12	0.21	0.22
15							
16	FULL SIZE						
17	17A1ALTERNATE	0.2520	0.2606	0.2676	0.2754	0.2844	0.2773
18	17A1BASELINE	0.2850	0.2902	0.2946	0.3001	0.3075	0.2998
19	17A1DIFFERENCE	-0.0329	-0.0297	-0.0271	-0.0248	-0.0231	-0.0225
20	17A1% DIFFERENCE	-11.56	-10.22	-9.18	-8.25	-7.52	-7.52
21							
22	LUXURY						
23	23A1ALTERNATE	0.0940	0.0953	0.0963	0.0975	0.0987	0.0997
24	23A1BASELINE	0.0952	0.0964	0.0974	0.0984	0.0996	0.1005
25	23A1DIFFERENCE	-0.0012	-0.0011	-0.0010	-0.0009	-0.0009	-0.0008
26	23A1% DIFFERENCE	-1.25	-1.15	-1.06	-0.96	-0.88	-0.83
27							
28	TOTAL						
29	29A1ALTERNATE	1.0179	1.0213	1.0238	1.0264	1.0282	1.0269
30	29A1BASELINE	1.0211	1.0231	1.0244	1.0260	1.0270	1.0254
31	29A1DIFFERENCE	-0.0032	-0.0018	-0.0006	0.0005	0.0012	0.0015
32	29A1% DIFFERENCE	-0.31	-0.18	-0.06	0.04	0.12	0.14

TABLE 3,15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	DESIRED SHARES IN NEW REGISTRATIONS						
2	BEFORE RECONCILING SUM TO 1,0						
31							
41	SUBCOMPACT & COMPACT						
51	ALTERNATE	0.4142	0.4149	0.4152	0.4165	0.4174	0.4176
61	BASELINE	0.3901	0.3908	0.3911	0.3923	0.3932	0.3932
71	DIFFERENCE	0.0241	0.0241	0.0241	0.0242	0.0242	0.0243
81	% DIFFERENCE	6.18	6.17	6.16	6.17	6.16	6.19
91							
101	MID-SIZE						
111	ALTERNATE	0.2374	0.2390	0.2401	0.2422	0.2409	0.2428
121	BASELINE	0.2368	0.2383	0.2393	0.2414	0.2401	0.2420
131	DIFFERENCE	0.0006	0.0007	0.0008	0.0008	0.0008	0.0008
141	% DIFFERENCE	0.25	0.28	0.31	0.32	0.33	0.33
151							
161	FULL SIZE						
171	ALTERNATE	0.2737	0.2695	0.2661	0.2607	0.2591	0.2556
181	BASELINE	0.2962	0.2920	0.2889	0.2838	0.2825	0.2792
191	DIFFERENCE	-0.0224	-0.0226	-0.0228	-0.0231	-0.0234	-0.0236
201	% DIFFERENCE	-7.57	-7.73	-7.90	-8.15	-8.28	-8.45
211							
221	LUXURY						
231	ALTERNATE	0.1007	0.1017	0.1028	0.1037	0.1047	0.1057
241	BASELINE	0.1015	0.1025	0.1035	0.1045	0.1055	0.1065
251	DIFFERENCE	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008	-0.0008
261	% DIFFERENCE	-0.79	-0.76	-0.73	-0.72	-0.72	-0.72
271							
281	TOTAL						
291	ALTERNATE	1.0261	1.0250	1.0242	1.0231	1.0221	1.0217
301	BASELINE	1.0246	1.0236	1.0229	1.0220	1.0212	1.0209
311	DIFFERENCE	0.0015	0.0014	0.0013	0.0011	0.0009	0.0008
321	% DIFFERENCE	0.15	0.14	0.12	0.10	0.09	0.08

TABLE 3,15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	DESIRED SHARES IN NEW REGISTRATIONS						
2	BEFORE RECONCILING SUM TO 1,0						
3							
4	SUBCOMPACT & COMPACT						
5	ALTERNATE	0,4165	0,4150	0,4142	0,4115	0,4096	0,4085
6	BASELINE	0,3921	0,3908	0,3899	0,3875	0,3858	0,3849
7	DIFFERENCE	0,0243	0,0243	0,0242	0,0240	0,0238	0,0236
8	% DIFFERENCE	6,21	6,21	6,22	6,19	6,17	6,14
9							
10	MID-SIZE						
11	ALTERNATE	0,2433	0,2437	0,2441	0,2442	0,2444	0,2442
12	BASELINE	0,2425	0,2429	0,2433	0,2434	0,2436	0,2434
13	DIFFERENCE	0,0008	0,0008	0,0008	0,0008	0,0008	0,0008
14	% DIFFERENCE	0,34	0,34	0,33	0,33	0,33	0,33
15							
16	FULL SIZE						
17	ALTERNATE	0,2551	0,2551	0,2545	0,2564	0,2572	0,2575
18	BASELINE	0,2788	0,2787	0,2781	0,2797	0,2804	0,2804
19	DIFFERENCE	-0,0237	-0,0237	-0,0236	-0,0234	-0,0231	-0,0229
20	% DIFFERENCE	-8,50	-8,50	-8,50	-8,35	-8,25	-8,17
21							
22	LUXURY						
23	ALTERNATE	0,1067	0,1078	0,1089	0,1100	0,1110	0,1120
24	BASELINE	0,1075	0,1086	0,1097	0,1108	0,1119	0,1129
25	DIFFERENCE	-0,0008	-0,0008	-0,0008	-0,0008	-0,0008	-0,0008
26	% DIFFERENCE	-0,72	-0,73	-0,74	-0,74	-0,74	-0,74
27							
28	TOTAL						
29	ALTERNATE	1,0216	1,0217	1,0216	1,0221	1,0223	1,0223
30	BASELINE	1,0209	1,0210	1,0210	1,0214	1,0216	1,0216
31	DIFFERENCE	0,0007	0,0006	0,0006	0,0006	0,0007	0,0007
32	% DIFFERENCE	0,07	0,06	0,06	0,06	0,06	0,07

TABLE 3,15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

LINE	I T E M	1999	2000
1	DESIRED SHARES IN NEW REGISTRATIONS		
2	BEFORE RECONCILING SUM TO 1,0		
3			
4	SUBCOMPACT & COMPACT		
5	ALTERNATE	0,4071	0,4048
6	BASELINE	0,3837	0,3817
7	DIFFERENCE	0,0234	0,0232
8	DIFFERENCE	6,11	6,07
9			
10	MID-SIZE		
11	ALTERNATE	0,2440	0,2452
12	BASELINE	0,2432	0,2444
13	DIFFERENCE	0,0008	0,0008
14	DIFFERENCE	0,33	0,33
15			
16	FULL SIZE		
17	ALTERNATE	0,2582	0,2586
18	BASELINE	0,2809	0,2810
19	DIFFERENCE	-0,0227	-0,0224
20	DIFFERENCE	-8,07	-7,96
21			
22	LUXURY		
23	ALTERNATE	0,1130	0,1140
24	BASELINE	0,1139	0,1148
25	DIFFERENCE	-0,0008	-0,0008
26	DIFFERENCE	-0,73	-0,72
27			
28	TOTAL		
29	ALTERNATE	1,0223	1,0226
30	BASELINE	1,0216	1,0219
31	DIFFERENCE	0,0007	0,0008
32	DIFFERENCE	0,07	0,07

TABLE 2.02 ECONOMIC VARIABLES

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	GENERAL:						
21	PERSONAL INCOME	1249.70	1376.10	1517.30	1683.20	1820.20	1970.70
31	BILL CURR \$	8.23	10.11	10.26	10.93	8.14	8.27
41	%GROWTH						
51	PERSONAL INCOME TAXES	168.80	194.50	222.10	260.50	287.80	324.20
61	BILL CURR \$	-1.38	15.23	14.19	17.29	10.48	12.65
71	%GROWTH						
81	TRANSFER PAYMENTS	175.20	191.10	207.60	226.60	242.30	261.00
91	BILL CURR \$	24.82	9.08	8.63	9.15	6.93	7.72
101	%GROWTH						
111	EMPLOYMENT	84783.	87448.	89796.	92956.	94704.	95878.
121	THOU PERSONS	-1.34	3.14	2.68	3.52	1.88	1.24
131	%GROWTH						
141	UNEMPLOYMENT RATE	8.50	7.70	7.40	6.60	6.20	6.40
151	%GROWTH	51.79	-9.41	-3.90	-10.81	-6.06	3.23
161							
171							
181	INTEREST RATES:						
191							
201	MAXIMUM PASSBOOK SAVINGS	5.50	5.50	5.50	5.50	5.50	5.50
211	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
221	%GROWTH						
231	CONSUMER INSTALL. CREDIT RATE,						
241	PERCENT	12.19	11.82	11.36	11.03	10.83	10.76
251	NEW AUTOS	3.34	-3.04	-3.92	-2.92	-1.80	-0.61
261	%GROWTH						
271							
281	CONSUMER PRICE INDICES:						
291							
301	TOTAL	161.2	169.4	181.0	191.7	204.6	216.9
311	%GROWTH	9.14	5.10	6.85	5.91	6.74	6.01
321							
331	AUTO REPAIRS	176.6	193.5	208.2	225.2	243.1	262.8
341	%GROWTH	12.63	9.58	7.59	8.16	7.95	8.14
351							
361	AUTO INSURANCE PREMIUMS	145.9	161.6	181.3	198.5	223.4	244.6
371	%GROWTH	5.65	10.75	12.22	9.47	12.52	9.51
381							
391	TIPFS	126.3	132.0	139.9	146.9	153.5	158.9
401	%GROWTH	6.67	4.51	5.98	5.00	4.49	3.52
411							
421	MOTOR OIL	155.3	163.7	175.1	185.7	198.4	210.6
431	%GROWTH	6.74	5.42	6.98	6.01	6.87	6.12
441							
451	PARKING FEES	172.1	189.1	206.3	223.7	243.2	263.7
461	%GROWTH	8.31	9.85	9.12	8.41	8.73	8.42

TABLE 2.02 ECONOMIC VARIABLES

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	GENERAL:						
21	PERSONAL INCOME	2136.60	2303.30	2476.00	2661.80	2858.70	3044.50
31	BILL CURR \$1	8.42	7.80	7.50	7.50	7.40	6.50
41	%GROWTH						
51	PERSONAL INCOME TAXES	363.50	404.50	444.00	487.00	520.00	562.80
61	BILL CURR \$1	12.12	11.28	9.77	9.68	8.42	6.59
71	%GROWTH						
81	TRANSFER PAYMENTS	279.80	300.00	323.30	346.40	375.20	398.00
91	BILL CURR \$1	7.20	7.22	7.77	7.14	8.31	6.08
101	%GROWTH						
111	EMPLOYMENT	98771.	98771.	100191.	101938.	103587.	105244.
121	THOU PERSONS	1.19	1.81	1.44	1.74	1.62	1.60
131	%GROWTH						
141	UNEMPLOYMENT RATE	6.60	6.20	6.10	5.70	5.40	5.10
151	%GROWTH	3.13	-6.06	-1.61	-6.56	-5.26	-5.56
161	%GROWTH						
171	INTEREST RATES:						
181	%GROWTH						
191	MAXIMUM PASSBOOK SAVINGS	5.50	5.50	5.50	5.50	5.50	5.50
201	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
211	%GROWTH						
221	CONSUMER INSTALL, CREDIT RATE,						
231	PERCENT	10.63	10.56	10.43	10.23	10.10	9.97
241	NEW AUTOS	-1.23	-0.62	-1.25	-1.91	-1.30	-1.31
251	%GROWTH						
261	%GROWTH						
271	CONSUMER PRICE INDICES:						
281	%GROWTH						
291	TOTAL	227.8	236.2	245.1	254.2	263.7	273.6
301	1967=100	4.98	3.72	3.77	3.70	3.74	3.72
311	%GROWTH						
321	AUTO REPAIRS	281.3	297.1	311.1	325.8	341.1	357.2
331	1967=100	7.03	5.60	4.73	4.72	4.70	4.71
341	%GROWTH						
351	AUTO INSURANCE PREMIUMS	262.2	279.5	299.4	316.0	333.4	350.5
361	1967=100	7.17	6.63	7.10	5.56	5.49	5.14
371	%GROWTH						
381	TIRES	164.4	170.2	176.2	182.3	188.7	194.4
391	1967=100	3.46	3.53	3.53	3.46	3.51	3.02
401	%GROWTH						
411	MOTOR OIL	221.2	229.6	238.4	247.4	256.8	266.6
421	1967=100	5.07	3.79	3.84	3.77	3.81	3.79
431	%GROWTH						
441	PARKING FEES	281.5	297.4	313.6	329.2	343.9	358.3
451	1967=100	6.76	5.64	5.06	4.96	4.46	4.21
461	%GROWTH						

TABLE 2.02 ECONOMIC VARIABLES

LINE	TITLE	1987	1988	1989	1990	1991	1992
11	GENERAL:						
21	PERSONAL INCOME	3242.40	3453.20	3677.60	3916.70	4151.70	4400.80
31	%GROWTH	6.50	6.50	6.50	6.50	6.00	6.00
41	PERSONAL INCOME TAXES	600.00	639.60	681.80	726.80	771.10	818.20
51	%GROWTH	6.61	6.60	6.60	6.60	6.10	6.11
71	TRANSFER PAYMENTS	422.20	448.10	476.70	506.20	537.10	569.80
81	%GROWTH	6.08	6.13	6.18	6.19	6.10	6.09
101	EMPLOYMENT	106702.	108184.	109385.	110496.	111072.	111668.
111	%GROWTH	1.39	1.39	1.11	1.02	0.52	0.54
121	UNEMPLOYMENT RATE	4.90	4.60	4.30	4.00	4.00	3.90
131	%GROWTH	-3.92	-6.12	-6.52	-6.98	0.0	-2.50
141	INTEREST RATES:						
171	MAXIMUM PASSBOOK SAVINGS	5.50	5.50	5.50	5.50	5.50	5.50
191	%GROWTH	0.0	0.0	0.0	0.0	0.0	0.0
211	CONSUMER INSTALL. CREDIT RATE,	9.97	9.97	9.97	9.97	9.90	9.90
221	NEW AUTOS	0.0	0.0	0.0	0.0	-0.66	0.0
231	%GROWTH						
241	CONSUMER PRICE INDICES:						
251	TOTAL	283.8	294.4	305.4	316.9	327.1	337.4
261	%GROWTH	3.75	3.72	3.74	3.76	3.22	3.17
271	AUTO REPAIRS	374.1	391.7	410.2	429.6	448.7	466.8
281	%GROWTH	4.71	4.72	4.71	4.73	4.45	4.04
291	AUTO INSURANCE PREMIUMS	368.6	388.2	408.4	429.5	448.2	468.4
301	%GROWTH	5.18	5.31	5.22	5.16	4.34	4.50
311	TIRES	200.2	206.2	212.4	218.8	225.4	232.1
321	%GROWTH	2.98	3.00	3.01	3.01	3.02	2.97
331	MOTOR OIL	276.7	287.2	298.2	309.6	319.7	330.0
341	%GROWTH	3.82	3.79	3.81	3.82	3.28	3.23
351	PARKING FEES	372.9	388.3	404.3	420.7	436.5	451.9
361	%GROWTH	4.08	4.11	4.12	4.08	3.75	3.54

TABLE 2.02 ECONOMIC VARIABLES

LINE	ITEM	1993	1994	1995	1996	1997	1998
11	GENERAL						
21	PERSONAL INCOME	4664.80	4944.70	5241.40	5555.90	5889.20	6242.60
31	BILL CURR \$	6.00	6.00	6.00	6.00	6.00	6.00
41	%GROWTH						
51	PERSONAL INCOME TAXES	868.10	921.00	977.20	1036.80	1100.10	1167.20
61	BILL CURR \$	6.10	6.09	6.10	6.10	6.11	6.10
71	%GROWTH						
81	TRANSFER PAYMENTS	604.60	641.50	680.60	722.10	766.20	812.90
91	BILL CURR \$	6.11	6.10	6.10	6.10	6.11	6.09
101	%GROWTH						
111	EMPLOYMENT	112169.	112864.	113463.	114256.	114835.	115630.
121	THOU PERSONS	0.45	0.62	0.53	0.70	0.51	0.69
131	%GROWTH						
141	UNEMPLOYMENT RATE	3.80	3.70	3.60	3.50	3.50	3.40
151	%GROWTH	-2.56	-2.63	-2.70	-2.78	0.0	-2.86
161	%GROWTH						
171	%GROWTH						
181	INTEREST RATES						
191	MAXIMUM PASSBOOK SAVINGS	5.50	5.50	5.50	5.50	5.50	5.50
201	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
211	%GROWTH						
221	CONSUMER INSTALL. CREDIT RATE,						
231	NEW AUTOS	9.90	9.90	9.90	9.90	9.90	9.90
241	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
251	%GROWTH						
261	%GROWTH						
271	CONSUMER PRICE INDICES						
281	TOTAL	348.2	359.4	370.9	382.8	395.0	407.7
291	1967=100	3.21	3.19	3.22	3.21	3.18	3.20
301	%GROWTH						
311	AUTO REPAIRS	485.6	505.2	525.6	546.9	569.0	591.9
321	BILL CURR \$	4.02	4.04	4.05	4.06	4.04	4.03
331	%GROWTH						
341	AUTO INSURANCE PREMIUMS	489.3	511.1	534.1	558.0	583.0	608.9
351	BILL CURR \$	4.48	4.45	4.50	4.46	4.49	4.45
361	%GROWTH						
371	TIRES	239.1	246.3	253.6	261.3	269.1	277.2
381	BILL CURR \$	3.02	3.01	2.96	3.04	2.99	3.01
391	%GROWTH						
401	MOTOR OIL	340.8	351.9	363.4	375.3	387.5	400.1
411	BILL CURR \$	3.26	3.25	3.28	3.26	3.25	3.26
421	%GROWTH						
431	PARKING FEES	467.9	484.3	501.3	518.9	537.2	556.0
441	BILL CURR \$	3.52	3.51	3.52	3.51	3.52	3.51
451	%GROWTH						
461	%GROWTH						

TABLE 2.02 ECONOMIC VARIABLES

LINE	I T E M	1999	2000
1	GENERAL:		
21	PERSONAL INCOME	BILL CURR \$	7014,101
31		%GROWTH	6,00
41			
51	PERSONAL INCOME TAXES	BILL CURR \$	1313,901
61		%GROWTH	6,10
71			
81	TRANSFER PAYMENTS	BILL CURR \$	915,101
91		%GROWTH	6,10
101			
111	EMPLOYMENT	THOU PERSONS	117128,1
121		%GROWTH	0,60
131			
141	UNEMPLOYMENT RATE		3,30
151		%GROWTH	-2,94
161			
171			
181	INTEREST RATES:		
191			
201	MAXIMUM PASSBOOK SAVINGS	PERCENT	5,50
211		%GROWTH	0,0
221			
231	CONSUMER INSTALL. CREDIT RATE,		
241	NEW AUTOS	PERCENT	9,90
251		%GROWTH	0,0
261			
271			
281	CONSUMER PRICE INDICES:		
291			
301	TOTAL	1967=100	434,21
311		%GROWTH	3,19
321			
331	AUTO REPAIRS	1967=100	640,81
341		%GROWTH	4,04
351			
361	AUTO INSURANCE PREMIUMS	1967=100	664,71
371		%GROWTH	4,48
381			
391	TIRES	1967=100	294,01
401		%GROWTH	2,99
411			
421	MOTOR OIL	1967=100	426,61
431		%GROWTH	3,25
441			
451	PARKING FEES	1967=100	595,71
461		%GROWTH	3,50

TABLE 2.03 ECONOMIC VARIABLES

LTIME	I T E M	1975	1976	1977	1978	1979	1980
1	AUTO TAXES						
21							
31	PURCHASE TAX: ALL CLASSES						
41							
51							
61							
71	SUBCOMPACT						
81							
91	COMPACT						
101							
111							
121	MID-SIZE						
131							
141							
151	FULL SIZE						
161							
171							
181	LUXURY						
191							
201							
211	OWNERSHIP TAX: ALL CLASSES						
221							
231							
241							
251	SUBCOMPACT						
261							
271							
281	COMPACT						
291							
301							
311	MID-SIZE						
321							
331							
341	FULL SIZE						
351							
361							
371	LUXURY						
381							
391							
401							
411	AUTOMOBILE STRIKE DUMMY						

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

LINE		I T E M					1981	1982	1983	1984	1985	1986
11 AUTO TAXES:												
21		PURCHASE TAX: ALL CLASSES	PERCENT				5.07	5.16	5.25	5.35	5.45	5.55
31			%GROWTH				1.84	1.85	1.84	1.84	1.84	1.84
41												
51			RATE				0.0	0.0	0.0	0.0	0.0	0.0
61		SURCOMPACT	%GROWTH									
71												
81												
91		COMPACT	RATE				0.0	0.0	0.0	0.0	0.0	0.0
101			%GROWTH									
111												
121		MID-SIZE	RATE				0.0	0.0	0.0	0.0	0.0	0.0
131			%GROWTH									
141												
151		FULL SIZE	RATE				0.0	0.0	0.0	0.0	0.0	0.0
161			%GROWTH									
171												
181		LUXURY	RATE				0.0	0.0	0.0	0.0	0.0	0.0
191			%GROWTH									
201												
211		OWNERSHIP TAX: ALL CLASSES	RATE				0.0	0.0	0.0	0.0	0.0	0.0
221			%GROWTH									
231												
241												
251		SURCOMPACT	RATE				0.0	0.0	0.0	0.0	0.0	0.0
261			%GROWTH									
271												
281		COMPACT	RATE				0.0	0.0	0.0	0.0	0.0	0.0
291			%GROWTH									
301												
311		MID-SIZE	RATE				0.0	0.0	0.0	0.0	0.0	0.0
321			%GROWTH									
331												
341		FULL SIZE	RATE				0.0	0.0	0.0	0.0	0.0	0.0
351			%GROWTH									
361												
371		LUXURY	RATE				0.0	0.0	0.0	0.0	0.0	0.0
381			%GROWTH									
391												
401		AUTOMOBILE STRIKE DUMMY					0.0	0.0	0.0	0.0	0.0	0.0

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

I T E M		1987	1988	1989	1990	1991	1992
L I F E							
11 AUTO TAXES:							
21	PURCHASE TAX: ALL CLASSES						
31	PERCENT	5.65	5.76	5.86	5.97	6.08	6.19
41	%GROWTH	1.84	1.84	1.84	1.85	1.84	1.84
51	RATE						
61	%GROWTH	0.0	0.0	0.0	0.0	0.0	0.0
71							
81	COMPACT						
91	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
101	%GROWTH						
111							
121	MID-SIZE						
131	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
141	%GROWTH						
151	FULL SIZE						
161	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
171	%GROWTH						
181	LUXURY						
191	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
201	%GROWTH						
211	OWNERSHIP TAX: ALL CLASSES						
221	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
231	%GROWTH						
241							
251	SURCOMPACT						
261	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
271	%GROWTH						
281	COMPACT						
291	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
301	%GROWTH						
311	MID-SIZE						
321	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
331	%GROWTH						
341	FULL SIZE						
351	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
361	%GROWTH						
371	LUXURY						
381	PERCENT	0.0	0.0	0.0	0.0	0.0	0.0
391	%GROWTH						
401							
411	AUTOMOBILE STRIKE DUMMY	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

LINE	ITEM	1993	1994	1995	1996	1997	1998
1	AUTO TAXES:						
21							
31	PURCHASE TAX: ALL CLASSES						
41		6.31	6.42	6.54	6.66	6.78	6.91
51		1.84	1.84	1.84	1.84	1.84	1.84
61		0.0	0.0	0.0	0.0	0.0	0.0
71	SURCOMPACT						
81							
91		0.0	0.0	0.0	0.0	0.0	0.0
101	COMPACT						
111							
121		0.0	0.0	0.0	0.0	0.0	0.0
131	MID-SIZE						
141							
151		0.0	0.0	0.0	0.0	0.0	0.0
161	FULL SIZE						
171							
181		0.0	0.0	0.0	0.0	0.0	0.0
191	LUXURY						
201							
211		0.0	0.0	0.0	0.0	0.0	0.0
221	OWNERSHIP TAX: ALL CLASSES						
231							
241		0.0	0.0	0.0	0.0	0.0	0.0
251							
261	SURCOMPACT						
271							
281		0.0	0.0	0.0	0.0	0.0	0.0
291	COMPACT						
301							
311		0.0	0.0	0.0	0.0	0.0	0.0
321	MID-SIZE						
331							
341		0.0	0.0	0.0	0.0	0.0	0.0
351	FULL SIZE						
361							
371		0.0	0.0	0.0	0.0	0.0	0.0
381	LUXURY						
391							
401							
411	AUTOMOBILE STRIKE DURNY	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

LINE	I T E M	1999	2000
11	AUTO TAXES		
21			
31	PURCHASE TAX: ALL CLASSES		
41		7.04	7.17
51		1.84	1.84
61			
71	SURCOMPACT		
81		0.0	0.0
91			
101	COMPACT		
111		0.0	0.0
121			
131	MID-SIZE		
141		0.0	0.0
151			
161	FULL SIZE		
171		0.0	0.0
181			
191	LUXURY		
201		0.0	0.0
211			
221	OWNERSHIP TAX: ALL CLASSES		
231		0.0	0.0
241			
251			
261	SURCOMPACT		
271		0.0	0.0
281			
291	COMPACT		
301		0.0	0.0
311			
321	MID-SIZE		
331		0.0	0.0
341			
351	FULL SIZE		
361		0.0	0.0
371			
381	LUXURY		
391		0.0	0.0
401			
411	AUTOMOBILE STRIKE DUMMY		
		0.0	0.0

TABLE 2.04 ECONOMIC VARIABLES

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	OTHER COSTS AND PRICES:						
21							
31	DOM. AUTO INPUT PRICE INDEX	126.1	134.8	143.5	153.4	163.1	172.2
41	%GROWTH	13.71	6.90	6.45	6.90	6.32	5.58
51							
61	FOR. AUTO EXPORT PRICE INDEX	186.4	203.1	211.3	227.1	244.2	260.0
71	%GROWTH	12.03	8.96	4.04	7.48	7.53	6.47
81							
91	TRANSPORTATION PRICE INDEX	121.7	123.8	126.8	130.7	138.2	144.7
101	%GROWTH	7.91	1.73	2.42	3.08	5.74	4.70
111							
121	RETAIL GASOLINE PRICE	0.561	0.586	0.644	0.718	0.769	0.822
131	%GROWTH	6.21	4.46	9.98	11.49	7.10	6.84
141							
151	STEEL SCRAP PRICE	70.83	75.08	79.58	84.36	89.42	94.79
161	%GROWTH	-33.32	6.00	5.99	6.01	6.00	6.01

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

LINE	I T F M	1981	1982	1983	1984	1985	1986
1	OTHER COSTS AND PRICES:						
2							
3	DOM. AUTO INPUT PRICE INDEX 1972=100	179.3	186.1	193.6	200.9	208.3	216.1
4	%GROWTH	4.12	3.79	4.03	3.77	3.68	3.74
5							
6	FOR. AUTO EXPORT PRICE INDEX 1970=100	271.8	284.0	296.8	310.1	324.1	338.7
7	%GROWTH	4.54	4.49	4.51	4.48	4.51	4.50
8							
9	TRANSPORTATION PRICE INDEX 1972=100	150.1	155.3	160.8	165.4	169.8	174.0
10	%GROWTH	3.73	3.46	3.54	2.86	2.66	2.47
11							
12	RETAIL GASOLINE PRICE \$/GAL	0.879	0.942	1.007	1.076	1.150	1.224
13	%GROWTH	6.99	7.12	6.87	6.87	6.94	6.38
14							
15	STEEL SCRAP PRICE \$/GROSS TON	99.53	104.50	109.73	115.21	120.97	125.81
16	%GROWTH	5.00	4.99	5.00	4.99	5.00	4.00

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	OTHER COSTS AND PRICES:						
21							
31	DOM, AUTO INPUT PRICE INDEX 1972=100	224.0	232.0	240.9	249.8	258.6	267.6
41	%GROWTH	3.66	3.57	3.84	3.69	3.52	3.48
51							
61	FOR, AUTO EXPORT PRICE INDEX 1970=100	353.9	369.8	386.5	403.9	420.0	436.8
71	%GROWTH	4.49	4.49	4.52	4.50	3.99	4.00
81							
91	TRANSPORTATION PRICE INDEX 1972=100	178.3	182.8	187.4	192.1	196.9	201.8
101	%GROWTH	2.47	2.52	2.52	2.51	2.50	2.49
111							
121	RETAIL GASOLINE PRICE \$/GAL	1.297	1.374	1.457	1.545	1.628	1.707
131	%GROWTH	5.96	5.97	6.05	5.98	5.41	4.85
141							
151	STEEL SCRAP PRICE \$/GROSS TON	130.85	136.08	141.52	147.18	153.07	159.19
161	%GROWTH	4.01	4.00	4.00	4.00	4.00	4.00

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	ENTER COSTS AND PRICES:						
21							
31	DOM. AUTO INPUT PRICE INDEX 1972=100	277.0	286.7	296.7	306.5	316.6	327.1
41	%GROWTH	3.51	3.50	3.49	3.30	3.30	3.32
51							
61	FOR. AUTO EXPORT PRICE INDEX 1970=100	454.3	472.5	491.3	511.0	531.4	552.7
71	%GROWTH	4.01	4.01	3.98	4.01	3.99	4.01
81							
91	TRANSPORTATION PRICE INDEX 1972=100	206.8	212.0	217.3	222.7	228.3	234.0
101	%GROWTH	2.48	2.51	2.50	2.48	2.51	2.50
111							
121	RETAIL GASOLINE PRICE \$/GAL	1.791	1.879	1.971	2.068	2.169	2.276
131	%GROWTH	4.91	4.90	4.91	4.91	4.90	4.96
141							
151	STEEL SCRAP PRICE \$/GROSS TON	165.56	172.18	179.07	186.23	193.68	201.43
161	%GROWTH	4.00	4.00	4.00	4.00	4.00	4.00

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

LINE	I T E M	1999	2000
1	OTHER COSTS AND PRICES		
21	DOM. AUTO INPUT PRICE INDEX 1972=100		
31	%GROWTH	337.9	349.0
41		3.30	3.28
51	FOR. AUTO EXPORT PRICE INDEX 1970=100		
61	%GROWTH	574.8	597.8
71		4.00	4.00
81	TRANSPORTATION PRICE INDEX 1972=100		
91	%GROWTH	239.9	245.9
101		2.52	2.50
111	RETAIL GASOLINE PRICE \$/GAL		
121	%GROWTH	2,388	2,506
131		4.91	4.95
141	STEEL SCRAP PRICE \$/GROSS TON		
151	%GROWTH	209.49	217.87
161		4.00	4.00

TABLE 1.00 SUMMARY

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESIRED STOCK OF AUTOS	91,841	97,153	99,861	102,669	104,655	106,559
2	%GROWTH	1.43	3.53	2.79	2.81	1.93	1.82
3							
4	ACTUAL YR-END STOCK OF AUTOS	96,644	100,006	102,444	105,213	106,286	106,957
5	%GROWTH	2.90	3.48	2.44	2.70	1.02	0.63
6							
7	NEW REGISTRATIONS OF AUTOS	8,261	10,230	10,916	11,244	11,008	11,232
8	%GROWTH	-11.04	23.84	6.71	3.00	-2.10	2.03
9							
10	FORIGN NEW REGIS.	1,502	1,478	1,537	1,540	1,468	1,457
11	%GROWTH	2.83	-1.59	3.98	0.19	-4.66	-0.78
12							
13	DOMESTIC NEW REGIS.	6,759	8,752	9,380	9,705	9,541	9,776
14	%GROWTH	-13.63	29.49	7.17	3.47	-1.69	2.47
15							
16	VEHICLE MILES TRAVELED	1029.7	1027.0	1038.8	1046.2	1072.0	1088.9
17	%GROWTH	3.43	-0.26	1.15	0.71	2.47	1.58
18							
19	SCRAPPAGE OF AUTOS	5,541	6,868	8,478	8,475	9,936	10,561
20	%GROWTH	-15.63	23.94	23.44	-0.04	17.24	6.30
21							
22	NEW AUTOS FLEET M.P.G. (EPA)	17.15	17.45	18.16	18.91	19.52	20.20
23	%GROWTH	6.33	1.71	4.10	4.12	3.21	3.48
24							
25	NEW DOMESTIC EPA TEST M.P.G.	16.14	16.65	17.42	18.20	18.90	19.64
26	%GROWTH	5.87	3.18	4.60	4.51	3.81	3.95
27							
28	NEW DOMESTIC AUTOS M.P.G.	16.12	16.60	17.34	18.09	18.74	19.46
29	%GROWTH	5.66	2.99	4.42	4.32	3.63	3.81
30							
31	NEW FOREIGN AUTOS M.P.G.	24.10	24.95	25.60	26.52	26.68	27.09
32	%GROWTH	3.53	3.53	2.61	3.61	0.59	1.53
33							
34							
35	SHARE OF NEW REGISTRATIONS:						
36	SUBCOMPACT	0.291	0.230	0.225	0.219	0.210	0.202
37	%GROWTH	13.13	-20.93	-2.34	-2.67	-4.13	-3.94
38							
39	COMPACT	0.219	0.197	0.189	0.180	0.193	0.201
40	%GROWTH	16.95	-9.84	-4.07	-4.83	7.28	4.22
41							
42	MID-SIZE	0.228	0.284	0.252	0.234	0.225	0.225
43	%GROWTH	-12.22	24.51	-11.33	-6.95	-3.95	-0.03
44							
45	FULL-SIZE	0.169	0.198	0.246	0.279	0.283	0.283
46	%GROWTH	-19.67	16.62	24.45	13.56	1.26	-0.09
47							
48	LUXURY	0.093	0.091	0.089	0.088	0.090	0.090
49	%GROWTH	9.07	-1.70	-3.03	-0.85	1.94	0.51
50							

TABLE 1.00 SUMMARY

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	DESIGNED STOCK OF AUTOS	108,887	111,338	113,514	115,440	117,113	118,704
21	%GROWTH	2.18	2.25	1.95	1.70	1.45	1.36
31	ACTUAL YR-END STOCK OF AUTOS	108,408	110,536	112,778	114,809	116,589	117,940
41	%GROWTH	1.36	1.96	2.03	1.80	1.52	1.19
71	NEW REGISTRATIONS OF AUTOS	12,187	12,287	12,127	12,322	12,457	12,463
81	%GROWTH	8.50	0.81	-1.30	1.61	1.10	0.05
91	FOREIGN NEW REGIS.	1,500	1,486	1,449	1,451	1,461	1,501
111	%GROWTH	2.96	-0.93	-2.45	0.10	0.69	2.79
131	DOMESTIC NEW REGIS.	10,688	10,801	10,678	10,871	10,996	10,961
141	%GROWTH	9.33	1.06	-1.14	1.81	1.15	-0.32
161	VEHICLE MILES TRAVELED	1102.5	1121.5	1145.2	1167.7	1190.5	1211.2
171	%GROWTH	1.24	1.73	2.11	1.97	1.95	1.74
181	SCRAPPAGE OF AUTOS	10,737	10,158	9,886	10,290	10,717	11,072
201	%GROWTH	1.66	-5.39	-2.68	4.10	4.14	3.31
221	NEW AUTOS FLEET M.P.G. (EPA)	20.69	21.24	21.82	22.43	22.97	23.35
231	%GROWTH	2.46	2.63	2.73	2.83	2.39	1.67
251	NEW DOMESTIC EPA TEST M.P.G.	20.24	20.83	21.47	22.15	22.74	23.12
261	%GROWTH	3.02	2.93	3.07	3.16	2.66	1.70
271	NEW DOMESTIC AUTOS M.P.G.	20.01	20.57	21.18	21.82	22.37	22.72
281	%GROWTH	2.85	2.80	2.95	3.01	2.54	1.58
301	NEW FOREIGN AUTOS M.P.G.	27.30	27.74	28.03	28.46	28.76	29.28
321	%GROWTH	0.78	1.64	1.03	1.55	1.04	1.82
331	SHARE OF NEW REGISTRATIONS:						
361	SUBCOMPACT	0.188	0.184	0.181	0.177	0.176	0.182
371	%GROWTH	-6.85	-2.13	-1.55	-2.04	-0.72	3.32
391	COMPACT	0.208	0.206	0.206	0.205	0.205	0.204
411	%GROWTH	3.54	-0.96	-0.30	-0.19	-0.21	-0.16
421	MID-SIZE	0.227	0.226	0.226	0.228	0.226	0.230
431	%GROWTH	1.01	-0.34	0.01	0.53	-0.48	1.70
451	FULL-SIZE	0.287	0.293	0.295	0.296	0.297	0.286
461	%GROWTH	1.41	2.10	0.84	0.48	0.34	-3.70
471	LUXURY	0.090	0.091	0.092	0.094	0.095	0.097
491	%GROWTH	0.46	0.83	1.09	1.60	1.90	1.72
501							

TABLE 1.00 SUMMARY

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	DESIRED STOCK OF AUTOS	120,231	121,628	122,910	124,185	125,504	126,728
21	%GROWTH	1.29	1.16	1.05	1.04	1.09	0.94
31	ACTUAL YR-END STOCK OF AUTOS	119,237	120,465	121,582	122,705	123,905	124,966
41	%GROWTH	1.10	1.03	0.93	0.92	0.98	0.86
61	NEW REGISTRATIONS OF AUTOS	12,635	12,833	12,942	13,210	13,113	13,115
81	%GROWTH	1.38	1.57	0.85	2.07	-0.74	0.01
91	FOREIGN NEW REGIS.	1,533	1,570	1,596	1,642	1,639	1,638
101	%GROWTH	2.11	2.43	1.62	2.86	-0.17	-0.03
121	DOMESTIC NEW REGIS.	11,102	11,263	11,346	11,568	11,474	11,477
131	%GROWTH	1.28	1.45	0.74	1.96	-0.81	0.02
151	VEHICLE MILES TRAVELED	1229.0	1245.3	1260.6	1275.0	1288.3	1300.7
161	%GROWTH	1.47	1.32	1.23	1.14	1.04	0.97
181	SCRAPPAGE OF AUTOS	11,338	11,605	11,825	12,087	11,913	12,054
201	%GROWTH	2.40	2.35	1.90	2.22	-1.45	1.18
221	NEW AUTOS FLEET M.P.G. (EPA)	23.69	24.05	24.41	24.78	24.95	25.11
231	%GROWTH	1.44	1.53	1.47	1.52	0.69	0.65
241	NEW DOMESTIC EPA TEST M.P.G.	23.49	23.86	24.25	24.64	24.83	25.02
261	%GROWTH	1.57	1.58	1.63	1.62	0.77	0.75
271	NEW DOMESTIC AUTOS M.P.G.	23.05	23.40	23.75	24.11	24.27	24.43
281	%GROWTH	1.45	1.49	1.51	1.50	0.67	0.65
291	NEW FOREIGN AUTOS M.P.G.	29.61	30.09	30.37	30.81	31.02	31.23
301	%GROWTH	1.11	1.61	0.95	1.44	0.70	0.66
311	SHARE OF NEW REGISTRATIONS:						
341	SUBCOMPACT	0.183	0.185	0.186	0.188	0.189	0.189
361	%GROWTH	0.72	0.97	0.81	0.91	0.58	-0.17
371	COMPACT	0.205	0.204	0.205	0.204	0.204	0.204
381	%GROWTH	0.17	-0.28	0.23	-0.31	0.14	0.00
391	MID-SIZE	0.232	0.234	0.235	0.237	0.236	0.238
401	%GROWTH	0.84	0.65	0.51	0.87	-0.52	0.79
421	FULL-SIZE	0.281	0.277	0.273	0.269	0.268	0.266
431	%GROWTH	-1.74	-1.40	-1.52	-1.49	-0.41	-0.93
441	LUXURY	0.098	0.100	0.101	0.102	0.103	0.104
451	%GROWTH	1.44	1.24	1.05	0.93	0.96	0.91

TABLE 1.00 SUMMARY

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	DESTROYED STOCK OF AUTOS	127,754	128,691	129,582	130,471	131,344	132,170
2	%GROWTH	0.81	0.73	0.69	0.69	0.67	0.63
3							
4	ACTUAL YR-END STOCK OF AUTOS	125,898	126,718	127,481	128,253	129,101	129,886
5	%GROWTH	0.75	0.65	0.60	0.61	0.66	0.61
6							
7	NEW REGISTRATIONS OF AUTOS	13,191	13,346	13,498	13,689	13,771	13,867
8	%GROWTH	0.58	1.17	1.14	1.42	0.60	0.70
9							
10	FOREIGN NEW REGIS.	1,644	1,657	1,671	1,680	1,679	1,685
11	%GROWTH	0.33	0.82	0.83	0.55	0.04	0.36
12							
13	DOMESTIC NEW REGIS.	11,547	11,689	11,827	12,009	12,092	12,182
14	%GROWTH	0.62	1.22	1.19	1.54	0.68	0.75
15							
16	VEHICLE MILES TRAVELED	1312.1	1322.7	1332.9	1343.2	1353.7	1364.4
17	%GROWTH	0.88	0.80	0.78	0.77	0.78	0.79
18							
19	SCRAPPAGE OF AUTOS	12,259	12,525	12,735	12,917	12,923	13,082
20	%GROWTH	1.71	2.17	1.68	1.43	0.05	1.23
21							
22	NEW AUTOS FLEET M.P.G. (EPA)	25.26	25.41	25.56	25.71	25.85	26.01
23	%GROWTH	0.61	0.59	0.59	0.57	0.55	0.61
24							
25	NEW DOMESTIC EPA TEST M.P.G.	25.19	25.37	25.54	25.71	25.88	26.06
26	%GROWTH	0.71	0.70	0.70	0.65	0.67	0.68
27							
28	NEW DOMESTIC AUTOS M.P.G.	24.58	24.73	24.87	25.02	25.16	25.32
29	%GROWTH	0.61	0.60	0.60	0.59	0.57	0.62
30							
31	NEW FOREIGN AUTOS M.P.G.	31.43	31.63	31.83	32.03	32.22	32.42
32	%GROWTH	0.65	0.63	0.63	0.62	0.59	0.64
33							
34	SHARE OF NEW REGISTRATIONS:						
35							
36							
37	SUBCOMPACT	0.188	0.187	0.186	0.184	0.182	0.181
38	%GROWTH	-0.41	-0.56	-0.52	-1.24	-0.95	-0.59
39							
40	COMPACT	0.204	0.204	0.204	0.204	0.204	0.205
41	%GROWTH	-0.13	-0.07	-0.02	0.08	0.08	0.15
42							
43	MID-SIZE	0.238	0.238	0.239	0.239	0.239	0.239
44	%GROWTH	0.18	0.18	0.15	0.03	0.06	-0.05
45							
46	FULL-SIZE	0.265	0.265	0.265	0.266	0.266	0.266
47	%GROWTH	-0.14	-0.09	-0.14	0.39	0.15	-0.06
48							
49	LUXURY	0.105	0.106	0.107	0.108	0.109	0.110
50	%GROWTH	0.94	0.97	0.98	0.99	0.97	0.95

TABLE 1.00 SUMMARY

LINE	I T E M	1999		2000	
1	WANTED STOCK OF AUTOS				
21	MILL AUTOS	132,967	133,670		
31	%GROWTH	0.60	0.53		
41	ACTUAL YR-END STOCK OF AUTOS				
51	MILL AUTOS	130,636	131,332		
61	%GROWTH	0.58	0.53		
71	NEW REGISTRATIONS OF AUTOS				
81	MILL AUTOS	13,972	14,046		
91	%GROWTH	0.76	0.53		
101	FOREIGN NEW REGIS.				
111	MILL AUTOS	1,692	1,689		
121	%GROWTH	0.40	-0.17		
131	DOMESTIC NEW REGIS.				
141	MILL AUTOS	12,280	12,357		
151	%GROWTH	0.81	0.62		
161	VEHICLE MILES TRAVELED				
171	HILL MILES	1374.7	1383.3		
181	%GROWTH	0.76	0.62		
191	SCRAPPAGE OF AUTOS				
201	MILL AUTOS	13,222	13,350		
211	%GROWTH	1.07	0.97		
221	NEW AUTOS FLEET M.P.G. (EPA)				
231	%GROWTH	26.16	26.31		
241	%GROWTH	0.57	0.57		
251	NEW DOMESTIC EPA TEST M.P.G.				
261	%GROWTH	26.24	26.41		
271	%GROWTH	0.68	0.65		
281	NEW DOMESTIC AUTOS M.P.G.				
291	%GROWTH	25.46	25.61		
301	%GROWTH	0.58	0.59		
311	NEW FOREIGN AUTOS M.P.G.				
321	%GROWTH	32.62	32.82		
331	%GROWTH	0.60	0.61		
341					
351	SHARE OF NEW REGISTRATIONS				
361					
371	SUBCOMPACT	0.180	0.178		
381	%GROWTH	-0.61	-1.01		
391					
401	COMPACT	0.205	0.205		
411	%GROWTH	0.17	-0.06		
421					
431	MID-SIZE	0.239	0.240		
441	%GROWTH	-0.08	0.48		
451					
461	FULL-SIZE	0.266	0.266		
471	%GROWTH	-0.02	-0.07		
481					
491	LUXURY	0.111	0.112		
501	%GROWTH	0.90	0.89		

TABLE 1.01 SHARES BY SIZE CLASS

LINE	I	F	M	1975	1976	1977	1978	1979	1980
1	SHARES OF DESIRED STOCK:								
2									
3		SURCOMPACTS		0,232	0,210	0,206	0,206	0,202	0,200
4				14,91	-9,77	-1,74	-0,03	-1,79	-1,26
5									
6		COMPACTS		0,198	0,193	0,184	0,179	0,185	0,190
7				8,86	-2,37	-4,62	-2,98	3,27	2,84
8									
9		MID-SIZE		0,235	0,232	0,231	0,230	0,232	0,232
10				-4,76	-1,02	-0,70	-0,04	0,66	-0,02
11									
12		FULL SIZE		0,245	0,275	0,289	0,295	0,291	0,288
13				-13,72	12,22	5,22	1,95	-1,40	-1,09
14									
15		LUXURY		0,090	0,090	0,090	0,090	0,090	0,091
16				5,17	-0,14	-0,17	0,03	0,53	0,56
17									
18									
19	SHARES OF ACTUAL YR-END STOCKS:								
20									
21		SURCOMPACT		0,168	0,179	0,190	0,198	0,205	0,209
22				9,75	6,41	5,79	4,41	3,41	2,18
23									
24		COMPACT		0,175	0,179	0,181	0,182	0,184	0,187
25				2,96	1,95	1,35	0,58	1,18	1,44
26									
27		MID-SIZE		0,231	0,235	0,236	0,235	0,234	0,234
28				-0,96	1,66	0,40	-0,19	-0,37	-0,22
29									
30		FULL SIZE		0,338	0,319	0,305	0,296	0,287	0,280
31				-5,27	-5,61	-4,48	-3,04	-2,84	-2,40
32									
33		LUXURY		0,087	0,088	0,089	0,089	0,089	0,090
34				1,23	1,09	0,65	0,33	0,42	0,35
35									
36									
37	DOMESTIC SHARE OF NEW REGISTRATIONS:								
38									
39		DOMESTIC SHARE OF TOTAL		0,818	0,856	0,859	0,863	0,867	0,870
40				-2,91	4,56	0,43	0,45	0,42	0,42
41									
42		DOMESTIC SHARE OF SUBCOMPACTS		0,4694	0,4800	0,4800	0,4800	0,4800	0,4800
43				-2,68	2,26	0,0	0,0	0,0	0,0
44									
45		DOMESTIC SHARE OF COMPACTS		0,9264	0,9300	0,9300	0,9300	0,9300	0,9300
46				0,15	0,39	0,0	0,0	0,0	0,0
47									
48		DOMESTIC SHARE OF LUXURY		0,8792	0,8800	0,8800	0,8800	0,8800	0,8800
49				-0,33	0,09	0,0	0,0	0,0	0,0

TABLE 1.01 SHARES BY SIZE CLASS

LINE	I T E M	1981	1982	1983	1984	1985	1986
11	SHARES OF DESIRED STOCK:						
21	SUBCOMPACTS	0,193	0,190	0,187	0,183	0,181	0,183
31	%GROWTH	-3,60	-1,55	-1,47	-1,96	-1,34	1,06
41							
51	COMPACTS	0,195	0,195	0,195	0,196	0,196	0,197
61	%GROWTH	2,59	0,01	0,31	0,29	0,22	0,29
71							
81	MID-SIZE	0,233	0,233	0,233	0,233	0,232	0,234
91	%GROWTH	0,65	-0,09	-0,06	0,15	-0,46	0,54
101							
111	FULL SIZE	0,288	0,291	0,292	0,294	0,296	0,291
121	%GROWTH	0,09	0,89	0,56	0,59	0,64	-1,63
131							
141	LUXURY	0,091	0,092	0,093	0,094	0,095	0,096
151	%GROWTH	0,55	0,67	0,76	1,09	1,29	1,16
161							
171							
181							
191	SHARES OF ACTUAL YR-END STOCKS:						
201	SURCOMPACT	0,210	0,209	0,207	0,203	0,199	0,196
211	%GROWTH	0,49	-0,54	-1,16	-1,72	-2,01	-1,72
221							
231	COMPACT	0,190	0,193	0,195	0,197	0,199	0,200
241	%GROWTH	1,75	1,41	1,15	0,99	0,79	0,66
251							
261	MID-SIZE	0,234	0,233	0,233	0,232	0,231	0,231
271	%GROWTH	-0,03	-0,09	-0,21	-0,27	-0,40	-0,29
281							
291	FULL SIZE	0,276	0,274	0,275	0,277	0,280	0,282
301	%GROWTH	-1,59	-0,55	0,16	0,67	1,04	0,75
311							
321	LUXURY	0,090	0,090	0,090	0,091	0,091	0,092
331	%GROWTH	0,26	0,20	0,27	0,44	0,63	0,80
341							
351							
361							
371	DOMESTIC SHARE OF NEW REGISTRATIONS:						
381							
391	DOMESTIC SHARE OF TOTAL	0,877	0,879	0,880	0,882	0,883	0,880
401	%GROWTH	0,76	0,24	0,16	0,20	0,05	-0,36
411							
421	DOMESTIC SHARE OF SUBCOMPACTS	0,4800	0,4800	0,4800	0,4800	0,4800	0,4800
431	%GROWTH	0,0	0,0	0,0	0,0	0,0	0,0
441							
451	DOMESTIC SHARE OF COMPACTS	0,9300	0,9300	0,9300	0,9300	0,9300	0,9300
461	%GROWTH	0,0	0,0	0,0	0,0	0,0	0,0
471							
481	DOMESTIC SHARE OF LUXURY	0,8800	0,8800	0,8800	0,8800	0,8800	0,8800
491	%GROWTH	0,0	0,0	0,0	0,0	0,0	0,0

TABLE 1.01 SHARES BY SIZE CLASS

LINE	I T E M	1987	1988	1989	1990	1991	1992
11	SHARES OF DESIRED STOCK:						
21	SUBCOMPACTS	0,182	0,182	0,182	0,182	0,183	0,183
31		-0,29	-0,04	0,03	0,23	0,19	-0,16
41	%GROWTH						
51	COMPACTS	0,198	0,198	0,199	0,199	0,199	0,199
61		0,41	0,11	0,37	-0,01	0,17	0,04
71	%GROWTH						
81	MID-SIZE	0,234	0,235	0,235	0,237	0,236	0,238
91		0,25	0,25	0,26	0,54	-0,14	0,58
101	%GROWTH						
111	FULL SIZE	0,289	0,287	0,285	0,282	0,281	0,279
121		-0,67	-0,63	-0,84	-0,94	-0,49	-0,78
131	%GROWTH						
141	LUXURY	0,097	0,098	0,099	0,100	0,101	0,102
151		1,14	1,10	1,03	1,00	1,02	1,02
161	%GROWTH						
171							
181	SHARES OF ACTUAL YR-END STOCKS:						
191							
201	SURCOMPACT	0,192	0,190	0,188	0,187	0,186	0,186
211		-1,56	-1,29	-0,97	-0,62	-0,31	-0,13
221	%GROWTH						
231	COMPACT	0,201	0,202	0,203	0,204	0,204	0,204
241		0,60	0,49	0,42	0,26	0,16	0,11
251	%GROWTH						
261	MID-SIZE	0,230	0,230	0,230	0,231	0,232	0,233
271		-0,20	-0,04	0,10	0,29	0,26	0,37
281	%GROWTH						
291	FULL SIZE	0,283	0,284	0,283	0,282	0,281	0,279
301		0,51	0,22	-0,10	-0,39	-0,52	-0,69
311	%GROWTH						
321	LUXURY	0,093	0,094	0,095	0,096	0,097	0,098
331		0,93	1,04	1,11	1,15	1,15	1,13
341	%GROWTH						
351							
361	DOMESTIC SHARE OF NEW REGISTRATIONS:						
371							
381	DOMESTIC SHARE OF TOTAL	0,879	0,878	0,877	0,876	0,875	0,875
391		-0,10	-0,12	-0,11	-0,11	-0,08	0,01
401	%GROWTH						
411	DOMESTIC SHARE OF SUBCOMPACTS	0,4800	0,4800	0,4800	0,4800	0,4800	0,4800
421		0,0	0,0	0,0	0,0	0,0	0,0
431	%GROWTH						
441	DOMESTIC SHARE OF COMPACTS	0,9300	0,9300	0,9300	0,9300	0,9300	0,9300
451		0,0	0,0	0,0	0,0	0,0	0,0
461	%GROWTH						
471	DOMESTIC SHARE OF LUXURY	0,8800	0,8800	0,8800	0,8800	0,8800	0,8800
481		0,0	0,0	0,0	0,0	0,0	0,0
491	%GROWTH						

TABLE 1.01 SHARES BY SIZE CLASS

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	SHARES OF DESIRED STOCKS:						
21							
31	SURCOMPACTS	0.182	0.181	0.181	0.180	0.178	0.178
41	%GROWTH	-0.26	-0.32	-0.29	-0.75	-0.63	-0.45
51							
61	COMPACTS	0.199	0.199	0.199	0.199	0.199	0.199
71	%GROWTH	-0.08	-0.07	-0.04	-0.01	0.01	0.08
81							
91	MID-SIZE	0.238	0.239	0.240	0.240	0.241	0.241
101	%GROWTH	0.30	0.30	0.27	0.21	0.18	0.10
111							
121	FULL SIZE	0.277	0.276	0.275	0.275	0.275	0.274
131	%GROWTH	-0.41	-0.39	-0.41	-0.08	-0.16	-0.23
141							
151	LUXURY	0.103	0.104	0.105	0.107	0.108	0.109
161	%GROWTH	1.04	1.05	1.05	1.05	1.02	0.98
171							
181							
191	SHARES OF ACTUAL YR-END STOCKS:						
201							
211	SURCOMPACT	0.186	0.186	0.186	0.186	0.186	0.185
221	%GROWTH	-0.01	0.04	0.04	-0.08	-0.18	-0.27
231							
241	COMPACT	0.204	0.204	0.204	0.204	0.204	0.204
251	%GROWTH	0.05	0.01	-0.01	-0.01	-0.00	0.02
261							
271	MID-SIZE	0.233	0.234	0.235	0.236	0.237	0.237
281	%GROWTH	0.38	0.38	0.36	0.33	0.27	0.23
291							
301	FULL SIZE	0.277	0.275	0.273	0.271	0.270	0.269
311	%GROWTH	-0.74	-0.75	-0.73	-0.62	-0.51	-0.43
321							
331	LUXURY	0.099	0.100	0.101	0.103	0.104	0.105
341	%GROWTH	1.12	1.11	1.10	1.07	1.04	1.02
351							
361							
371	DOMESTIC SHARE OF NEW REGISTRATIONS:						
381							
391	DOMESTIC SHARE OF TOTAL	0.875	0.876	0.876	0.877	0.878	0.878
401	%GROWTH	0.04	0.05	0.04	0.12	0.09	0.05
411							
421	DOMESTIC SHARE OF SURCOMPACTS	0.4800	0.4800	0.4800	0.4800	0.4800	0.4800
431	%GROWTH	0.0	0.0	0.0	0.0	0.0	0.0
441							
451	DOMESTIC SHARE OF COMPACTS	0.9300	0.9300	0.9300	0.9300	0.9300	0.9300
461	%GROWTH	0.0	0.0	0.0	0.0	0.0	0.0
471							
481	DOMESTIC SHARE OF LUXURY	0.8800	0.8800	0.8800	0.8800	0.8800	0.8800
491	%GROWTH	0.0	0.0	0.0	0.0	0.0	0.0

TABLE 1.01 SHARES BY SIZE CLASS

LINE	I T E M	1999	2000
1	SHARES OF DESIRED STOCKS		
2			
3	SURCOMPACTS		
4	%GROWTH	0.177	0.175
5		-0.50	-0.79
6	COMPACTS		
7	%GROWTH	0.199	0.199
8		0.10	-0.05
9	MID-SIZE		
10	%GROWTH	0.241	0.242
11		0.06	0.35
12	FULL SIZE		
13	%GROWTH	0.273	0.273
14		-0.17	-0.14
15	LUXURY		
16	%GROWTH	0.110	0.111
17		0.95	0.95
18			
19	SHARES OF ACTUAL YR-END STOCKS		
20			
21	SUBCOMPACT		
22	%GROWTH	0.185	0.184
23		-0.35	-0.48
24	COMPACT		
25	%GROWTH	0.204	0.204
26		0.04	0.03
27	MID-SIZE		
28	%GROWTH	0.238	0.238
29		0.18	0.20
30	FULL SIZE		
31	%GROWTH	0.268	0.267
32		-0.34	-0.25
33	LUXURY		
34	%GROWTH	0.106	0.107
35		1.00	0.98
36			
37	DOMESTIC SHARE OF NEW REGISTRATIONS		
38			
39	DOMESTIC SHARE OF TOTAL		
40	%GROWTH	0.879	0.880
41		0.05	0.10
42	DOMESTIC SHARE OF SUBCOMPACTS		
43	%GROWTH	0.4800	0.4800
44		0.0	0.0
45	DOMESTIC SHARE OF COMPACTS		
46	%GROWTH	0.9300	0.9300
47		0.0	0.0
48	DOMESTIC SHARE OF LUXURY		
49	%GROWTH	0.8800	0.8800
		0.0	0.0

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
NEW REGISTRATIONS:							
21	SURCOMPACT	2,405	2,355	2,454	2,461	2,309	2,264
41	MILL AUTOS	0.64	-2.08	4.21	0.26	-6.15	-1.99
51	COMPACT	1,805	2,016	2,064	2,023	2,125	2,259
71	MILL AUTOS	4.04	11.66	2.37	-1.97	5.03	6.34
81	MID-SIZE	1,883	2,903	2,747	2,633	2,476	2,525
101	MILL AUTOS	-21.91	54.19	-5.38	-4.15	-5.97	2.00
111	FULL SIZE	1,400	2,021	2,685	3,140	3,113	3,173
121	MILL AUTOS	-28.54	44.42	32.81	16.98	-0.87	1.94
141	LUXURY	0,768	0,935	0,967	0,988	0,986	1,011
161	MILL AUTOS	-2.97	21.74	3.48	2.13	-0.20	2.56
UNDESIRABLE STOCKS:							
191	SURCOMPACT	22,459	20,969	21,106	21,669	21,497	21,361
201	MILL AUTOS	18.23	-6.64	0.65	2.67	-0.79	-0.63
221	COMPACT	19,120	19,316	18,872	18,805	19,618	20,303
231	MILL AUTOS	12.01	1.02	-2.30	-0.35	4.32	3.49
251	MID-SIZE	22,673	23,221	23,621	24,249	24,658	24,809
261	MILL AUTOS	-2.00	2.42	1.72	2.66	1.69	0.61
271	FULL SIZE	23,684	27,502	29,644	31,038	30,914	30,771
291	MILL AUTOS	-11.22	16.12	7.79	4.70	-0.40	-0.46
301	LUXURY	8,707	8,997	9,201	9,452	9,599	9,713
321	MILL AUTOS	8.22	3.33	2.27	2.73	1.55	1.19
331	FAR-END ACTUAL STOCKS:						
351	SURCOMPACT	16,275	17,920	19,419	20,824	21,754	22,368
361	MILL AUTOS	12.93	10.11	8.37	7.24	4.47	2.82
381	COMPACT	16,947	17,878	18,562	19,174	19,598	20,007
401	MILL AUTOS	5.94	5.50	3.82	3.30	2.21	2.09
421	MID-SIZE	22,309	23,467	24,135	24,740	24,900	25,001
431	MILL AUTOS	1.90	5.19	2.85	2.51	0.64	0.41
451	FULL SIZE	32,695	31,935	31,248	31,118	30,543	29,998
471	MILL AUTOS	-2.52	-2.33	-2.15	-0.41	-1.85	-1.79
491	LUXURY	8,418	8,806	9,079	9,356	9,490	9,584
501	MILL AUTOS	4.16	4.61	3.10	3.04	1.44	0.98

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

LINE	ITEM	1981	1982	1983	1984	1985	1986
NEW REGISTRATIONS:							
21	MILL AUTOS	2,288	2,257	2,193	2,183	2,191	2,265
31	SUBCOMPACT	1,07	-1,34	-2,83	-0,47	0,37	3,37
41	%GROWTH						
51	MILL AUTOS	2,538	2,534	2,494	2,529	2,551	2,548
61	COMPACT	12,34	-0,15	-1,60	1,41	0,89	-0,11
71	%GROWTH						
81	MID-SIZE	2,767	2,780	2,744	2,803	2,820	2,870
91	FULL SIZE	9,60	0,47	-1,30	2,14	0,61	1,75
101	%GROWTH						
111	MILL AUTOS	3,492	3,594	3,577	3,652	3,705	3,570
121	COMPACT	10,04	2,93	-0,47	2,09	1,44	-3,65
131	%GROWTH						
141	MILL AUTOS	1,102	1,120	1,118	1,154	1,189	1,210
151	LUXURY	9,00	1,65	-0,22	3,23	3,02	1,77
161	%GROWTH						
171	UNDESIRABLE STOCKS:						
191							
201	SUBCOMPACT	20,872	20,951	21,062	21,022	21,055	21,531
211	%GROWTH	-2,29	0,38	0,53	-0,19	0,16	2,26
221	COMPACT	21,112	21,529	22,034	22,497	22,888	23,227
231	MID-SIZE	3,98	1,98	2,35	2,10	1,74	1,88
241	%GROWTH						
251	MILL AUTOS	25,309	25,782	26,288	26,801	27,082	27,553
261	COMPACT	2,01	1,87	1,96	1,95	1,05	1,74
271	%GROWTH						
281	MILL AUTOS	31,216	32,113	32,947	33,739	34,471	34,313
291	FULL SIZE	1,45	2,87	2,60	2,40	2,17	-0,46
301	%GROWTH						
311	MILL AUTOS	9,899	10,161	10,446	10,751	11,054	11,315
321	LUXURY	1,91	2,64	2,81	2,91	2,82	2,37
331	%GROWTH						
341	YEAR-END ACTUAL STOCKS:						
351							
361	SUBCOMPACT	22,783	23,104	23,298	23,310	23,188	23,062
371	%GROWTH	1,86	1,41	0,84	0,05	-0,52	-0,54
381	COMPACT	20,633	21,335	22,019	22,637	23,162	23,594
391	MID-SIZE	3,13	3,41	3,20	2,81	2,32	1,87
401	%GROWTH						
411	MILL AUTOS	25,332	25,806	26,275	26,676	26,972	27,214
421	FULL SIZE	1,33	1,87	1,82	1,53	1,11	0,90
431	%GROWTH						
441	MILL AUTOS	29,921	30,341	31,006	31,777	32,594	33,225
451	COMPACT	-0,26	1,40	2,19	2,49	2,57	1,93
461	%GROWTH						
471	MILL AUTOS	9,739	9,950	10,179	10,408	10,632	10,845
481	LUXURY	1,62	2,17	2,30	2,25	2,16	2,00
491	%GROWTH						
501							

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

LINE	I T E M	1987	1988	1989	1990	1991	1992
NEW REGISTRATIONS:							
1	MILL AUTOS	2,313	2,372	2,411	2,484	2,480	2,476
21	%GROWTH	2.11	2.55	1.66	3.00	-0.16	-0.16
3	MILL AUTOS	2,588	2,621	2,650	2,696	2,680	2,681
31	%GROWTH	1.55	1.29	1.08	1.76	-0.59	0.02
5	MILL AUTOS	2,934	2,999	3,040	3,130	3,091	3,116
51	%GROWTH	2.24	2.23	1.36	2.96	-1.25	0.81
7	MILL AUTOS	3,556	3,561	3,537	3,556	3,516	3,484
71	%GROWTH	0.38	0.14	-0.68	0.56	-1.14	-0.91
9	MILL AUTOS	1,244	1,279	1,304	1,343	1,346	1,358
91	%GROWTH	2.84	2.83	1.91	3.02	0.21	0.92
UNDESIRABLE STOCKS:							
11	MILL AUTOS	21,705	21,921	22,132	22,388	22,651	22,808
111	%GROWTH	0.81	0.99	0.96	1.16	1.17	0.69
13	MILL AUTOS	23,579	23,848	24,158	24,378	24,659	24,881
131	%GROWTH	1.51	1.14	1.30	0.91	1.15	0.90
15	MILL AUTOS	27,924	28,283	28,618	29,039	29,281	29,702
151	%GROWTH	1.35	1.28	1.19	1.47	0.83	1.44
17	MILL AUTOS	34,458	34,595	34,623	34,614	34,783	34,807
171	%GROWTH	0.42	0.40	0.08	-0.02	0.49	0.07
19	MILL AUTOS	11,571	11,819	12,051	12,285	12,531	12,768
191	%GROWTH	2.26	2.14	1.97	1.94	2.01	1.88
35 YEAR-END ACTUAL STOCKS:							
35	MILL AUTOS	22,953	22,890	22,877	22,945	23,099	23,266
351	%GROWTH	-0.47	-0.27	-0.05	0.30	0.67	0.72
37	MILL AUTOS	23,998	24,363	24,693	24,986	25,270	25,514
371	%GROWTH	1.71	1.52	1.35	1.19	1.14	0.96
39	MILL AUTOS	27,457	27,729	28,015	28,355	28,707	29,061
391	%GROWTH	0.89	0.99	1.03	1.21	1.24	1.23
41	MILL AUTOS	33,763	34,186	34,468	34,650	34,808	34,865
411	%GROWTH	1.62	1.25	0.82	0.53	0.46	0.16
43	MILL AUTOS	11,066	11,297	11,528	11,768	12,021	12,261
431	%GROWTH	2.04	2.08	2.05	2.08	2.14	2.00

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

LINE	ITEM	1993	1994	1995	1996	1997	1998
NEW REGISTRATIONS:							
21	SURCOMPACT						
31	MILL AUTOS	2,480	2,495	2,510	2,514	2,505	2,508
41	%GROWTH	0.16	0.60	0.62	0.16	-0.36	0.11
51							
61	COMPACT						
71	MILL AUTOS	2,693	2,722	2,753	2,794	2,813	2,837
81	%GROWTH	0.45	1.10	1.12	1.50	0.68	0.86
91	MID-SIZE						
101	MILL AUTOS	3,140	3,183	3,224	3,270	3,292	3,313
111	%GROWTH	0.77	1.36	1.29	1.45	0.65	0.65
121	FULL SIZE						
131	MILL AUTOS	3,499	3,537	3,572	3,637	3,664	3,687
141	%GROWTH	0.44	1.08	1.00	1.81	0.75	0.64
151	LUXURY						
161	MILL AUTOS	1,379	1,409	1,439	1,474	1,497	1,522
171	%GROWTH	1.53	2.16	2.14	2.42	1.57	1.65
UNDESIRE STOCKS:							
191							
201	SURCOMPACT						
211	MILL AUTOS	22,919	22,995	23,066	23,031	23,038	23,073
221	%GROWTH	0.49	0.33	0.31	-0.15	0.03	0.15
231	COMPACT						
241	MILL AUTOS	25,048	25,194	25,335	25,487	25,659	25,836
251	%GROWTH	0.67	0.58	0.56	0.60	0.68	0.69
261	MID-SIZE						
271	MILL AUTOS	30,013	30,298	30,562	30,812	31,072	31,291
281	%GROWTH	1.04	0.95	0.87	0.82	0.85	0.71
291	FULL SIZE						
301	MILL AUTOS	34,922	35,012	35,080	35,262	35,440	35,573
311	%GROWTH	0.33	0.26	0.19	0.52	0.50	0.37
321	LUXURY						
331	MILL AUTOS	12,996	13,219	13,438	13,661	13,891	14,113
341	%GROWTH	1.79	1.71	1.66	1.66	1.69	1.60
5-YEAR-END ACTUAL STOCKS:							
361							
371	SURCOMPACT						
381	MILL AUTOS	23,437	23,598	23,750	23,874	23,989	24,071
391	%GROWTH	0.73	0.69	0.64	0.52	0.48	0.34
401	COMPACT						
411	MILL AUTOS	25,717	25,887	26,041	26,195	26,368	26,533
421	%GROWTH	0.80	0.66	0.59	0.59	0.66	0.63
431	MID-SIZE						
441	MILL AUTOS	29,388	29,692	29,978	30,259	30,543	30,800
451	%GROWTH	1.13	1.03	0.96	0.94	0.94	0.84
461	FULL SIZE						
471	MILL AUTOS	34,864	34,828	34,783	34,777	34,828	34,890
481	%GROWTH	-0.00	-0.10	-0.13	-0.02	0.15	0.18
491	LUXURY						
501	MILL AUTOS	12,491	12,712	12,929	13,147	13,372	13,591
	%GROWTH	1.88	1.77	1.71	1.69	1.71	1.64

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

LINE	I T E M		1999	2000

NEW REGISTRATIONS:				
1	MILL AUTOS			
21	%GROWTH		2,511	2,499
31	SURCOMPACT		0.14	-0.49
41				
51				
61	MILL AUTOS		2,864	2,877
71	%GROWTH		0.93	0.47
81				
91	MID-SIZE		3,336	3,369
101	%GROWTH		0.68	1.01
111				
121	FULL SIZE		3,715	3,732
131	%GROWTH		0.74	0.46
141				
151	LUXURY		1,547	1,569
161	%GROWTH		1.67	1.42
171				
UNDESIREED STOCKS:				
191				
201	SURCOMPACT		23,090	23,029
211	%GROWTH		0.07	-0.27
221				
231	COMPACT		26,010	26,137
241	%GROWTH		0.68	0.49
251				
261	MID-SIZE		31,490	31,768
271	%GROWTH		0.64	0.88
281				
291	FULL SIZE		35,717	35,856
301	%GROWTH		0.40	0.39
311				
321	LUXURY		14,329	14,542
331	%GROWTH		1.53	1.48
341				
151 YEAR-END ACTUAL STOCKS:				
361				
371	SURCOMPACT		24,125	24,137
381	%GROWTH		0.22	0.05
391				
401	COMPACT		26,696	26,845
411	%GROWTH		0.61	0.56
421				
431	MID-SIZE		31,036	31,263
441	%GROWTH		0.76	0.73
451				
461	FULL SIZE		34,973	35,070
471	%GROWTH		0.24	0.28
481				
491	LUXURY		13,807	14,016
501	%GROWTH		1.59	1.52

TABLE 1.03 CAPITALIZED COSTS PER MILE

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	11AVG NOMINAL CAP, COST PER MILE	\$/MILE	0,206	0,220	0,236	0,251	0,266
2		%GROWTH	8,49	6,75	7,14	6,58	5,98
3	41AVG REAL CAP, COST PER MILE	1972 \$	0,152	0,152	0,154	0,154	0,154
5		%GROWTH	-0,598	0,558	1,168	-0,153	-0,033
6	71CAPITALIZED COST PER MILE BY SIZE						
8	91 SURCOMPACTS	\$/MILE	0,152	0,161	0,171	0,196	0,209
10		%GROWTH	7,81	5,78	7,12	6,94	6,25
11	121 COMPACTS	\$/MILE	0,175	0,184	0,197	0,225	0,239
13		%GROWTH	8,93	5,11	7,40	6,43	5,85
14	151 MID-SIZE	\$/MILE	0,198	0,208	0,221	0,252	0,267
16		%GROWTH	10,06	4,75	6,93	6,44	5,88
17	181 FULL SIZE	\$/MILE	0,217	0,226	0,239	0,273	0,289
19		%GROWTH	9,99	4,18	6,16	6,58	5,99
20	201 LUXURY	\$/MILE	0,281	0,294	0,311	0,354	0,375
22		%GROWTH	11,40	4,50	6,95	6,55	5,98
23							
24	251CAP, COST PER MILE BY FOR/DOM						
26	261 TOTAL DOMESTIC	\$/MILE	0,196	0,208	0,223	0,239	0,270
28		%GROWTH	8,96	5,93	7,10	7,54	5,92
29	291 TOTAL FOREIGN	\$/MILE	0,165	0,179	0,190	0,203	0,234
31		%GROWTH	6,48	8,27	5,92	7,10	6,99
32	321 DOMESTIC SUBCOMPACT	\$/MILE	0,153	0,162	0,173	0,186	0,210
34		%GROWTH	10,18	5,23	7,02	7,39	6,12
35	351 FOREIGN SUBCOMPACT	\$/MILE	0,151	0,160	0,170	0,182	0,207
37		%GROWTH	5,70	6,26	6,19	6,87	6,37
38	381 DOMESTIC COMPACT	\$/MILE	0,174	0,182	0,195	0,210	0,236
39		%GROWTH	8,96	5,02	6,99	7,42	5,78
40	401 FOREIGN COMPACT	\$/MILE	0,199	0,212	0,224	0,240	0,275
42		%GROWTH	8,94	6,80	5,76	7,14	6,56
43	431 DOMESTIC LUXURY	\$/MILE	0,276	0,287	0,304	0,325	0,366
44		%GROWTH	11,32	4,01	5,93	6,85	5,82
45	451 FOREIGN LUXURY	\$/MILE	0,318	0,343	0,361	0,388	0,446
47		%GROWTH	11,60	7,77	5,26	7,57	6,91
48							
49							

TABLE 1.03 CAPITALIZED COSTS PER MILE

LINE	ITEM	1981	1982	1983	1984	1985	1986
1	AVG NOMINAL CAP. COST PER MILE						
2	%GROWTH	0.280	0.293	0.306	0.319	0.333	0.347
3		5.06	4.69	4.62	4.22	4.29	4.20
4	AVG REAL CAP. COST PER MILE						
5	%GROWTH	0.154	0.155	0.157	0.157	0.158	0.159
6		0.075	0.091	0.0814	0.094	0.026	0.062
7	CAPITALIZED COST PER MILE BY SIZE:						
8							
9	SURCOMPACTS						
10	%MILE	0.220	0.230	0.241	0.252	0.263	0.274
11	%GROWTH	5.28	4.83	4.76	4.35	4.38	4.16
12	COMPACTS						
13	%MILE	0.250	0.262	0.274	0.285	0.298	0.311
14	%GROWTH	4.77	4.73	4.65	4.23	4.33	4.32
15	MID-SIZE						
16	%MILE	0.280	0.293	0.306	0.318	0.332	0.346
17	%GROWTH	4.05	4.57	4.50	4.08	4.19	4.27
18	FULL SIZE						
19	%MILE	0.304	0.317	0.331	0.344	0.358	0.373
20	%GROWTH	4.98	4.47	4.42	3.95	4.05	4.24
21	LUXURY						
22	%MILE	0.393	0.410	0.428	0.445	0.463	0.482
23	%GROWTH	4.74	4.35	4.34	3.93	4.01	4.19
24							
25	CAP. COST PER MILE BY FOR/DOM:						
26							
27	TOTAL DOMESTIC	0.284	0.297	0.311	0.323	0.337	0.351
28	%GROWTH	4.99	4.70	4.59	4.16	4.23	4.16
29							
30	TOTAL FOREIGN	0.249	0.262	0.275	0.288	0.301	0.313
31	%GROWTH	6.20	5.13	5.00	4.71	4.68	3.96
32							
33	DOMESTIC SURCOMPACT	0.221	0.232	0.243	0.253	0.264	0.276
34	%GROWTH	5.09	4.85	4.76	4.42	4.36	4.30
35							
36	FOREIGN SUBCOMPACT	0.219	0.229	0.240	0.250	0.261	0.272
37	%GROWTH	5.45	4.82	4.75	4.28	4.40	4.04
38							
39	DOMESTIC COMPACT	0.247	0.259	0.271	0.282	0.294	0.307
40	%GROWTH	4.73	4.73	4.65	4.22	4.33	4.33
41							
42	FOREIGN COMPACT	0.289	0.303	0.317	0.331	0.346	0.360
43	%GROWTH	5.23	4.83	4.64	4.38	4.38	4.22
44							
45	DOMESTIC LUXURY	0.383	0.399	0.416	0.432	0.449	0.467
46	%GROWTH	4.67	4.24	4.26	3.81	3.90	4.13
47							
48	FOREIGN LUXURY	0.469	0.493	0.516	0.540	0.565	0.591
49	%GROWTH	5.18	5.02	4.81	4.65	4.63	4.59

TABLE 1.03 CAPITALIZED COSTS PER MILE

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	11 AVG NOMINAL CAP. COST PER MILE	\$/MILE					
2	%GROWTH						
3	11 AVG REAL CAP. COST PER MILE	1972 \$					
4	%GROWTH						
5	7 CAPITALIZED COST PER MILE BY SIZE:						
6							
8	9 SUBCOMPACTS						
9	\$/MILE	0.285	0.297	0.310	0.323	0.335	0.348
10	%GROWTH	4.24	4.16	4.29	4.14	3.92	3.78
11							
12	11 COMPACTS						
13	\$/MILE	0.324	0.338	0.353	0.368	0.382	0.397
14	%GROWTH	4.28	4.26	4.38	4.28	4.02	3.89
15							
16	11 MID-SIZE						
17	\$/MILE	0.360	0.375	0.392	0.408	0.425	0.441
18	%GROWTH	4.23	4.20	4.35	4.23	3.97	3.84
19							
20	11 FULL SIZE						
21	\$/MILE	0.389	0.405	0.423	0.441	0.458	0.475
22	%GROWTH	4.19	4.17	4.33	4.20	3.95	3.82
23							
24	11 LUXURY						
25	\$/MILE	0.502	0.523	0.546	0.569	0.591	0.614
26	%GROWTH	4.18	4.17	4.33	4.21	3.90	3.82
27							
28	25 CAP. COST PER MILE BY FOR/DOM:						
29							
30	26 TOTAL DOMESTIC						
31	\$/MILE	0.366	0.381	0.390	0.414	0.431	0.447
32	%GROWTH	4.20	4.18	4.31	4.19	3.97	3.85
33							
34	26 TOTAL FOREIGN						
35	\$/MILE	0.327	0.341	0.356	0.371	0.385	0.400
36	%GROWTH	4.35	4.24	4.38	4.25	3.93	3.90
37							
38	26 DOMESTIC SUBCOMPACT						
39	\$/MILE	0.288	0.300	0.313	0.326	0.339	0.352
40	%GROWTH	4.26	4.20	4.28	4.17	4.02	3.88
41							
42	26 FOREIGN SUBCOMPACT						
43	\$/MILE	0.283	0.295	0.308	0.320	0.332	0.345
44	%GROWTH	4.22	4.11	4.30	4.12	3.82	3.69
45							
46	26 DOMESTIC COMPACT						
47	\$/MILE	0.320	0.334	0.348	0.363	0.378	0.393
48	%GROWTH	4.28	4.26	4.38	4.27	4.03	3.89
49							
50	26 FOREIGN COMPACT						
51	\$/MILE	0.376	0.392	0.408	0.427	0.443	0.460
52	%GROWTH	4.26	4.26	4.27	4.45	3.92	3.84
53							
54	26 DOMESTIC LUXURY						
55	\$/MILE	0.486	0.506	0.528	0.550	0.571	0.592
56	%GROWTH	4.11	4.07	4.28	4.12	3.86	3.77
57							
58	26 FOREIGN LUXURY						
59	\$/MILE	0.618	0.648	0.678	0.710	0.739	0.770
60	%GROWTH	4.61	4.70	4.65	4.71	4.16	4.13

TABLE 1.03 CAPITALIZED COSTS PER MILE

LINE	ITEM	1993	1994	1995	1996	1997	1998
1	AVG NOMINAL CAP. COST PER MILE						
2	\$/MILE	0.480	0.478	0.496	0.515	0.535	0.556
3	%GROWTH	3.90	3.89	3.90	3.83	3.86	3.85
4	AVG REAL CAP. COST PER MILE						
5	1972 \$	0.165	0.167	0.168	0.169	0.170	0.171
6	%GROWTH	0.673	0.679	0.653	0.609	0.653	0.627
7	CAPITALIZED COST PER MILE BY SIZE:						
8							
9	SURCOMPACTS						
10	\$/MILE	0.361	0.375	0.389	0.404	0.419	0.435
11	%GROWTH	3.79	3.79	3.80	3.76	3.79	3.80
12	COMPACTS						
13	\$/MILE	0.413	0.429	0.446	0.463	0.480	0.499
14	%GROWTH	3.91	3.90	3.90	3.82	3.84	3.84
15	MID-SIZE						
16	\$/MILE	0.458	0.475	0.494	0.512	0.532	0.552
17	%GROWTH	3.86	3.85	3.86	3.76	3.79	3.80
18	FULL SIZE						
19	\$/MILE	0.494	0.513	0.532	0.552	0.573	0.595
20	%GROWTH	3.85	3.84	3.84	3.74	3.77	3.78
21	LUXURY						
22	\$/MILE	0.637	0.662	0.687	0.713	0.740	0.768
23	%GROWTH	3.85	3.84	3.84	3.74	3.77	3.78
24							
25	CAP. COST PER MILE BY FOR/DOM:						
26							
27	TOTAL DOMESTIC						
28	\$/MILE	0.465	0.483	0.502	0.521	0.541	0.562
29	%GROWTH	3.91	3.90	3.90	3.82	3.85	3.84
30	TOTAL FOREIGN						
31	\$/MILE	0.416	0.432	0.450	0.468	0.487	0.506
32	%GROWTH	3.93	3.96	3.96	4.06	4.04	4.00
33	DOMESTIC SURCOMPACT						
34	\$/MILE	0.366	0.380	0.395	0.410	0.425	0.442
35	%GROWTH	3.90	3.89	3.90	3.82	3.86	3.87
36	FOREIGN SURCOMPACT						
37	\$/MILE	0.357	0.371	0.384	0.399	0.413	0.429
38	%GROWTH	3.69	3.69	3.70	3.71	3.73	3.73
39	DOMESTIC COMPACT						
40	\$/MILE	0.408	0.424	0.440	0.457	0.475	0.493
41	%GROWTH	3.92	3.90	3.91	3.81	3.84	3.85
42	FOREIGN COMPACT						
43	\$/MILE	0.478	0.496	0.515	0.535	0.556	0.577
44	%GROWTH	3.85	3.84	3.84	3.84	3.84	3.84
45	DOMESTIC LUXURY						
46	\$/MILE	0.615	0.638	0.662	0.687	0.712	0.739
47	%GROWTH	3.80	3.79	3.79	3.67	3.71	3.72
48	FOREIGN LUXURY						
49	\$/MILE	0.801	0.835	0.869	0.905	0.943	0.982
50	%GROWTH	4.14	4.15	4.14	4.14	4.14	4.15

TABLE 1.03 CAPITALIZED COSTS PER MILE

LINE	I T E M	1999	2000
1	AVG NOMINAL CAP, COST PER MILE	\$/MILE	\$/MILE
2		%GROWTH	%GROWTH
3	AVG REAL CAP, COST PER MILE	1972 \$	1972 \$
4		%GROWTH	%GROWTH
5			
6			
7	CAPITALIZED COST PER MILE BY SIZE		
8			
9	SURCOMPACTS		
10		\$/MILE	\$/MILE
11		%GROWTH	%GROWTH
12	COMPACTS		
13		\$/MILE	\$/MILE
14		%GROWTH	%GROWTH
15	MID-SIZE		
16		\$/MILE	\$/MILE
17		%GROWTH	%GROWTH
18	FULL SIZE		
19		\$/MILE	\$/MILE
20		%GROWTH	%GROWTH
21	LUXURY		
22		\$/MILE	\$/MILE
23		%GROWTH	%GROWTH
24			
25	CAP, COST PER MILE BY FOR/DOM		
26			
27	TOTAL DOMESTIC		
28		\$/MILE	\$/MILE
29		%GROWTH	%GROWTH
30	TOTAL FOREIGN		
31		\$/MILE	\$/MILE
32		%GROWTH	%GROWTH
33	DOMESTIC SURCOMPACT		
34		\$/MILE	\$/MILE
35		%GROWTH	%GROWTH
36	FOREIGN SURCOMPACT		
37		\$/MILE	\$/MILE
38		%GROWTH	%GROWTH
39	DOMESTIC COMPACT		
40		\$/MILE	\$/MILE
41		%GROWTH	%GROWTH
42	FOREIGN COMPACT		
43		\$/MILE	\$/MILE
44		%GROWTH	%GROWTH
45	DOMESTIC LUXURY		
46		\$/MILE	\$/MILE
47		%GROWTH	%GROWTH
48	FOREIGN LUXURY		
49		\$/MILE	\$/MILE
50		%GROWTH	%GROWTH

AUTO MODEL FORECAST 1975 - 2000

TABLE 1.04 MISCELLANEOUS

LINE	I T E M	1975	1976	1977	1978	1979	1980
11	DESIRED STOCK PER FAMILY						
21	AUTOS	1,246	1,268	1,280	1,293	1,296	1,298
31	%GROWTH	-0.81	1.75	0.97	1.03	0.19	0.13
41	4 YEAR-END STOCK PER FAMILY						
51	AUTOS	1,283	1,305	1,313	1,326	1,316	1,303
61	%GROWTH	0.62	1.70	0.62	0.93	-0.71	-1.04
71	VEHICLE MILES PER FAMILY						
81	THOU MILES	13,674	13,404	13,318	13,180	13,275	13,261
91	%GROWTH	1.14	-1.97	-0.64	-1.03	0.72	-0.11
101	VEHICLE MILES PER AUTO						
111	THOU MILES	10,806	10,445	10,263	10,076	10,137	10,213
121	%GROWTH	0.47	-3.34	-1.75	-1.82	0.61	0.75
131	RATIO-NEW REGIS. TO BEGIN, STOCK						
141	RATIO	0.0880	0.1059	0.1092	0.1098	0.1046	0.1057
151	%GROWTH		20.35	3.12	0.55	4.68	1.00
161	RATIO-SCRAPPAGE TO BEGIN, STOCK						
171	RATIO	0.0590	0.0711	0.0848	0.0827	0.0944	0.0994
181	%GROWTH		20.45	19.29	2.42	14.15	5.22
191	REAL DISP. INCOME PER FAMILY THOU \$	9,349	9,561	9,651	9,848	9,781	9,745
201	%GROWTH	-3.75	2.27	0.94	2.05	-0.68	-0.37
211	FAMILY INCOME OVER \$15,000						
221	%	21.93	20.98	20.22	20.07	20.53	21.07
231	%GROWTH	-1.20	4.36	3.59	0.76	2.31	2.64
241	AVG AGE OF AUTO STOCK						
251	YEARS	5,457	5,650	5,722	5,744	5,755	5,725
261	%GROWTH	4.32	3.53	1.28	0.39	0.19	-0.53

TABLE 1.04 MISCELLANEOUS

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	UNDESIRED STOCK PER FAMILY						
21	AUTOS	1,304	1,312	1,318	1,320	1,321	1,322
31	%GROWTH	0,51	0,62	0,40	0,22	0,07	0,07
41	YEAR-END STOCK PER FAMILY						
51	AUTOS	1,299	1,303	1,309	1,313	1,315	1,314
61	%GROWTH	-0,30	0,33	0,47	0,32	0,13	-0,09
71	VEHICLE MILES PER FAMILY						
81	THOU MILES	13,206	13,219	13,292	13,357	13,432	13,493
91	%GROWTH	-0,41	0,10	0,55	0,49	0,56	0,45
101	VEHICLE MILES PER AUTO						
111	THOU MILES	10,238	10,245	10,256	10,262	10,291	10,331
121	%GROWTH	0,25	0,06	0,11	0,06	0,29	0,38
131	RATIO-NEW REGIS. TO BEGIN. STOCK						
141	RATIO	0,1139	0,1133	0,1097	0,1093	0,1085	0,1069
151	%GROWTH	7,82	-0,54	-3,20	-0,41	-0,69	-1,44
161	RATIO-SCRAPPAGE TO BEGIN. STOCK						
171	RATIO	0,1004	0,0937	0,0894	0,0912	0,0933	0,0950
181	%GROWTH	1,03	-6,66	-4,56	2,03	2,30	1,77
191	REAL DISP. INCOME PER FAMILY THOU \$1	9,841	9,996	10,137	10,308	10,482	10,632
201	%GROWTH	0,98	1,57	1,42	1,69	1,69	1,43
211	FAMILIES WITH INCOME OVER \$15,000						
221	%GROWTH	21,46	21,99	22,68	23,80	25,24	26,77
231	%GROWTH	1,84	2,43	3,16	4,94	6,04	6,07
241	AVG AGE OF AUTO STOCK						
251	YEARS	5,652	5,580	5,547	5,531	5,512	5,495
261	%GROWTH	-1,26	-1,28	-0,59	-0,28	-0,35	-0,32

TABLE 1.04 MISCELLANEOUS

LINE	I T F M	1987	1988	1989	1990	1991	1992
1	UNDESIRED STOCK PER FAMILY	1,323	1,323	1,321	1,321	1,322	1,324
2	%GROWTH	0.06	-0.01	-0.11	-0.07	0.12	0.11
3							
4	4 YEAR-END STOCK PER FAMILY	1,312	1,310	1,307	1,305	1,305	1,305
5	%GROWTH	-0.12	-0.14	-0.24	-0.18	0.00	0.03
6							
7	VEHICLE MILES PER FAMILY	13,525	13,545	13,554	13,559	13,568	13,586
8	%GROWTH	0.24	0.15	0.07	0.04	0.06	0.14
9							
10	VEHICLE MILES PER AUTO	10,363	10,390	10,416	10,439	10,448	10,453
11	%GROWTH	0.32	0.26	0.25	0.21	0.09	0.05
12							
13	RATIO-NEW REGIS. TO REGIN. STOCK	0.1071	0.1076	0.1074	0.1087	0.1069	0.1058
14	%GROWTH	0.19	0.46	-0.18	1.13	-1.64	-0.95
15							
16	RATIO-SCRAPPAGE TO REGIN. STOCK	0.0961	0.0973	0.0982	0.0994	0.0971	0.0973
17	%GROWTH	1.19	1.24	0.86	1.28	-2.35	0.20
18							
19	IRFAL DISP. INCOME PER FAMILY THOU \$	10,787	10,952	11,113	11,286	11,473	11,685
20	%GROWTH	1.46	1.53	1.47	1.56	1.65	1.85
21							
22	FAMILIES WITH INCOME OVER \$15,000	28,34	29,95	31,57	33,24	35,00	36,91
23	%GROWTH	5.85	5.69	5.42	5.28	5.30	5.45
24							
25	AVG AGE OF AUTO STOCK	5,483	5,472	5,459	5,444	5,439	5,445
26	%GROWTH	-0.21	-0.20	-0.23	-0.28	-0.11	0.11

TABLE 1.04 MISCELLANEOUS

LINE	I T F M	1993	1994	1995	1996	1997	1998
1	DESIRE STOCK PER FAMILY	1,324	1,324	1,323	1,323	1,324	1,324
2	%GROWTH	0,02	-0,03	-0,02	0,00	0,03	0,02
3	4YEAR-END STOCK PER FAMILY	1,305	1,303	1,302	1,301	1,301	1,301
4	%GROWTH	-0,05	-0,11	-0,11	-0,08	0,03	-0,00
5	7IVEHICLE MILES PER FAMILY	13,597	13,603	13,612	13,623	13,644	13,668
6	%GROWTH	0,08	0,04	0,06	0,09	0,15	0,18
7	10IVEHICLE MILES PER AUTO	10,461	10,472	10,487	10,505	10,520	10,536
8	%GROWTH	0,07	0,10	0,15	0,16	0,15	0,15
9	13RATIO-NEW REGIS, TO BEGIN, STOCK	0,1056	0,1060	0,1065	0,1074	0,1074	0,1074
10	%GROWTH	-0,27	0,42	0,49	0,81	-0,01	0,04
11	16RATIO-SCRAPPAGE TO BEGIN, STOCK	0,0981	0,0995	0,1005	0,1013	0,1008	0,1013
12	%GROWTH	0,84	1,41	1,02	0,82	-0,56	0,56
13	19REAL DISP, INCOME PER FAMILY THOU 172 \$	11,902	12,128	12,361	12,604	12,861	13,123
14	%GROWTH	1,85	1,90	1,92	1,97	2,03	2,04
15	22IFAMILIFS WITH INCOME OVER \$15,000	38,95	41,14	43,44	45,83	48,29	50,81
16	%GROWTH	5,54	5,61	5,60	5,51	5,37	5,21
17	25IAVG AGE OF AUTO STOCK	5,452	5,454	5,451	5,442	5,429	5,418
18	%GROWTH	0,13	0,03	-0,05	-0,16	-0,23	-0,20

TABLE 1,04 MISCELLANEOUS

LINE	I T E M	1999	2000
21	10 DESIRED STOCK PER FAMILY	1,324	1,327
31	%GROWTH	0,01	0,24
41	4 YEAR-END STOCK PER FAMILY		
51	AUTOS	1,301	1,304
61	%GROWTH	-0,01	0,24
71	7 VEHICLE MILES PER FAMILY		
81	THOU MILES	13,690	13,736
91	%GROWTH	0,17	0,53
101	10 VEHICLE MILES PER AUTO		
111	THOU MILES	10,553	10,561
121	%GROWTH	0,16	0,07
131	13 RATIO-NEW REGIS, TO BEGIN, STOCK		
141	RATIO	0,1076	0,1075
151	%GROWTH	0,15	-0,05
161	16 RATIO-SCRAPPAGE TO BEGIN, STOCK		
171	RATIO	0,1018	0,1022
181	%GROWTH	0,46	0,39
191	19 REAL DISP, INCOME PER FAMILY THOU 172 \$		
201	%GROWTH	13,392	13,711
211		2,05	2,38
221	22 IF FAMILIES WITH INCOME OVER \$15,000		
231	%GROWTH	53,36	56,02
241		5,02	4,97
251	25 AVG AGE OF AUTO STOCK		
261	%GROWTH	5,406	5,393
		-0,23	-0,24

TABLE 1.05 MILES PER GALLON

LINE	I T F M	1975	1976	1977	1978	1979	1980
11	OVERALL FLEET MILES PER GALLON - WEFA	12.69	12.71	12.79	12.95	13.19	13.49
21	%GROWTH	-0.70	0.12	0.62	1.29	1.86	2.28
31	NEW AUTO MILES PER GALLON (WEFA)						
51	TOTAL	13.29	13.52	14.12	14.73	15.22	15.77
61	%GROWTH	6.46	1.72	4.43	4.36	3.31	3.59
71							
81							
91	SUBCOMPACT	18.74	19.56	20.30	21.16	21.66	22.32
101	%GROWTH	1.89	4.38	3.78	4.27	2.36	3.05
111							
121	COMPACT	13.94	14.48	15.07	15.65	16.43	17.29
131	%GROWTH	5.91	3.91	4.05	3.85	4.97	5.23
141							
151	MID-SIZE	11.70	12.20	12.79	13.49	14.05	14.64
161	%GROWTH	3.87	4.34	4.80	5.52	4.12	4.22
171							
181	FULL SIZE	10.80	11.51	12.25	12.92	13.31	13.74
191	%GROWTH	4.54	6.55	6.45	5.42	3.03	3.26
201							
211	LUXURY	10.51	11.19	11.88	12.44	12.79	13.16
221	%GROWTH	3.95	6.45	6.16	4.77	2.79	2.91
231							
241	NEW AUTO M.P.G. BY FOR/DOM (WEFA)						
251	TOTAL DOMESTIC	12.38	12.78	13.40	14.01	14.54	15.11
261	%GROWTH	5.65	3.21	4.80	4.62	3.75	3.95
271							
281	TOTAL FOREIGN	19.82	20.53	21.04	21.79	21.90	22.23
291	%GROWTH	3.41	3.55	2.51	3.53	0.52	1.49
301							
311	DOMESTIC SUBCOMPACT	17.13	17.95	18.83	19.72	20.52	21.41
321	%GROWTH	0.15	4.78	4.95	4.72	4.04	4.33
331							
341	FOREIGN SUBCOMPACT	20.44	21.33	21.87	22.70	22.84	23.24
351	%GROWTH	3.34	4.35	2.52	3.80	0.63	1.76
361							
371	DOMESTIC COMPACT	13.67	14.23	14.82	15.39	16.20	17.08
381	%GROWTH	6.12	4.04	4.15	3.90	5.22	5.45
391							
401	FOREIGN COMPACT	18.41	19.06	19.48	20.05	20.21	20.56
411	%GROWTH	3.07	3.50	2.23	2.91	0.78	1.74
421							
431	DOMESTIC LUXURY	10.08	10.77	11.47	12.05	12.40	12.78
441	%GROWTH	3.88	6.81	6.53	5.02	2.88	3.10
451							
461	FOREIGN LUXURY	15.19	15.64	16.01	16.39	16.70	16.87
471	%GROWTH	3.47	2.95	2.40	2.36	1.88	1.01
481							

TABLE 1,05 MILES PER GALLON

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	OVERALL FLEET MILES PER GALLON - WEFA	13.84	14.24	14.66	15.08	15.52	15.96
2	%GROWTH	2.60	2.90	2.94	2.86	2.92	2.85
3	NEW AUTO MILES PER GALLON (WEFA):						
5	TOTAL	16.16	16.60	17.07	17.56	17.98	18.28
6	%GROWTH	2.51	2.70	2.80	2.87	2.43	1.64
7	SURCOMPACT	22.80	23.29	23.70	24.12	24.46	24.85
8	%GROWTH	2.13	2.17	1.73	1.80	1.39	1.61
9	COMPACT	18.09	18.60	19.14	19.69	20.14	20.45
10	%GROWTH	4.65	2.83	2.89	2.90	2.27	1.54
11	MID-SIZE	15.14	15.60	16.08	16.58	16.99	17.23
12	%GROWTH	3.40	3.02	3.09	3.11	2.51	1.36
13	FULL SIZE	14.05	14.49	14.96	15.48	15.94	16.14
14	%GROWTH	2.24	3.17	3.24	3.46	2.93	1.31
15	LUXURY	13.44	13.88	14.34	14.81	15.24	15.42
16	%GROWTH	2.13	3.27	3.29	3.25	2.91	1.20
17	NEW AUTO M.P.G. BY FOR/DOM (WEFA):						
24	TOTAL DOMESTIC	15.56	16.01	16.49	17.00	17.44	17.70
25	%GROWTH	2.93	2.89	3.03	3.06	2.58	1.53
26	TOTAL FOREIGN	22.39	22.74	22.96	23.30	23.53	23.94
27	%GROWTH	0.72	1.59	0.97	1.49	0.98	1.75
28	DOMESTIC SUBCOMPACT	22.15	22.72	23.32	23.75	24.21	24.55
29	%GROWTH	3.46	2.58	2.63	1.86	1.94	1.41
30	FOREIGN SUBCOMPACT	23.43	23.85	24.06	24.47	24.69	25.13
31	%GROWTH	0.83	1.78	0.87	1.73	0.87	1.00
32	DOMESTIC COMPACT	17.91	18.43	18.97	19.54	19.99	20.29
33	%GROWTH	4.84	2.90	2.96	2.97	2.30	1.52
34	FOREIGN COMPACT	20.91	21.28	21.66	22.04	22.44	22.85
35	%GROWTH	1.70	1.77	1.79	1.75	1.82	1.84
36	DOMESTIC LUXURY	13.06	13.52	13.99	14.48	14.93	15.12
37	%GROWTH	2.19	3.51	3.49	3.53	3.07	1.24
38	FOREIGN LUXURY	17.13	17.30	17.55	17.68	17.93	18.07
39	%GROWTH	1.55	1.00	1.43	0.73	1.43	0.78

TABLE 1,05 MILES PER GALLON

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	OVERALL FLEET MILES PER GALLON - WEFA	16,39	16,81	17,21	17,58	17,93	18,25
2	%GROWTH	2,69	2,56	2,33	2,16	2,03	1,76
3							
4	NEW AUTO MILES PER GALLON (WEFA):						
5		18,53	18,81	19,09	19,37	19,50	19,61
6	TOTAL	1,41	1,52	1,45	1,49	0,65	0,60
7							
8	SUBCOMPACT						
9		25,13	25,56	25,89	26,36	26,52	26,69
10	%GROWTH	1,13	1,70	1,29	1,81	0,64	0,63
11							
12	COMPACT						
13		20,77	21,10	21,43	21,75	21,89	22,02
14	%GROWTH	1,55	1,61	1,57	1,50	0,62	0,61
15							
16	MID-SIZE						
17		17,46	17,71	17,95	18,20	18,31	18,42
18	%GROWTH	1,37	1,43	1,38	1,38	0,61	0,60
19							
20	FULL SIZE						
21		16,36	16,58	16,80	17,02	17,13	17,23
22	%GROWTH	1,31	1,38	1,32	1,33	0,60	0,60
23							
24	LUXURY						
25		15,61	15,81	16,01	16,20	16,30	16,40
26	%GROWTH	1,27	1,26	1,27	1,21	0,60	0,60
27							
28	NEW AUTO M.P.G. BY FOR/DOM (WEFA):						
29		17,95	18,22	18,49	18,76	18,88	18,99
30	TOTAL DOMESTIC	1,42	1,49	1,48	1,47	0,63	0,60
31							
32	TOTAL FOREIGN	24,19	24,57	24,78	25,12	25,29	25,44
33	%GROWTH	1,04	1,57	0,87	1,37	0,64	0,61
34							
35	DOMESTIC SUBCOMPACT						
36		24,90	25,34	25,85	26,38	26,54	26,71
37	%GROWTH	1,42	1,76	2,01	2,05	0,62	0,61
38							
39	FOREIGN SUBCOMPACT						
40		25,35	25,76	25,92	26,34	26,51	26,68
41	%GROWTH	0,86	1,64	0,62	1,60	0,66	0,65
42							
43	DOMESTIC COMPACT						
44		20,60	20,93	21,25	21,50	21,71	21,85
45	%GROWTH	1,53	1,59	1,55	1,56	0,62	0,61
46							
47	FOREIGN COMPACT						
48		23,28	23,73	24,18	24,32	24,48	24,64
49	%GROWTH	1,86	1,93	1,90	0,61	0,65	0,65
50							
51	DOMESTIC LUXURY						
52		15,30	15,50	15,70	15,90	15,99	16,09
53	%GROWTH	1,25	1,31	1,25	1,26	0,60	0,59
54							
55	FOREIGN LUXURY						
56		18,33	18,48	18,75	18,89	19,01	19,13
57	%GROWTH	1,43	0,83	1,44	0,76	0,65	0,64

TABLE 1.05 MILES PER GALLON

LINE	ITEM	1993	1994	1995	1996	1997	1998
1	OVERALL FLEET MILES PER GALLON - WEFA	18.53	18.78	19.00	19.20	19.37	19.53
21	%GROWTH	1.53	1.34	1.16	1.07	0.89	0.84
31	NEW AUTO MILES PER GALLON (WEFA):						
51	TOTAL	19.72	19.83	19.94	20.05	20.15	20.27
61	%GROWTH	0.56	0.55	0.55	0.54	0.51	0.59
71							
81	SUBCOMPACT	26.86	27.03	27.19	27.37	27.54	27.72
91	%GROWTH	0.63	0.62	0.62	0.66	0.60	0.65
101							
111	COMPACT	22.16	22.29	22.42	22.57	22.70	22.84
121	%GROWTH	0.61	0.60	0.60	0.64	0.58	0.63
131							
141	MID-SIZE	18.53	18.64	18.75	18.87	18.98	19.10
151	%GROWTH	0.60	0.59	0.58	0.63	0.57	0.62
161							
171	FULL SIZE	17.33	17.43	17.53	17.64	17.74	17.85
181	%GROWTH	0.59	0.59	0.58	0.63	0.57	0.62
191							
201	LUXURY	16.50	16.59	16.69	16.80	16.89	17.00
211	%GROWTH	0.59	0.59	0.58	0.63	0.57	0.62
221							
231	NEW AUTO M.P.G. BY FOR/DOM (WEFA):						
251	TOTAL DOMESTIC	19.10	19.21	19.31	19.42	19.52	19.64
261	%GROWTH	0.56	0.55	0.55	0.57	0.52	0.60
271							
281	TOTAL FOREIGN	25.59	25.74	25.89	26.04	26.19	26.35
291	%GROWTH	0.60	0.58	0.58	0.60	0.55	0.61
301							
311	DOMESTIC SUBCOMPACT	26.87	27.03	27.19	27.37	27.53	27.70
321	%GROWTH	0.61	0.60	0.60	0.64	0.59	0.63
331							
341	FOREIGN SUBCOMPACT	26.85	27.02	27.19	27.38	27.55	27.73
351	%GROWTH	0.64	0.64	0.63	0.68	0.62	0.67
361							
371	DOMESTIC COMPACT	21.98	22.11	22.24	22.38	22.51	22.66
381	%GROWTH	0.60	0.60	0.59	0.64	0.58	0.63
391							
401	FOREIGN COMPACT	24.80	24.96	25.11	25.28	25.44	25.61
411	%GROWTH	0.64	0.63	0.63	0.68	0.62	0.66
421							
431	DOMESTIC LUXURY	16.18	16.27	16.37	16.47	16.57	16.67
441	%GROWTH	0.59	0.58	0.58	0.63	0.57	0.62
451							
461	FOREIGN LUXURY	19.25	19.38	19.50	19.63	19.75	19.88
471	%GROWTH	0.63	0.63	0.62	0.67	0.61	0.66
481							

TABLE 1.05 MILES PER GALLON

LINE	ITEM	1999	2000
1	OVERALL FLEET MILES PER GALLON - WEFA	19.67	19.81
2	%GROWTH	0.71	0.70
3	NEW AUTO MILES PER GALLON (WEFA):		
5	TOTAL	20.37	20.48
6	%GROWTH	0.52	0.54
7			
8	SURCOMPACT	27.88	28.06
9	%GROWTH	0.59	0.64
10			
11	COMPACT	22.97	23.11
12	%GROWTH	0.57	0.62
13			
14	MID-SIZE	19.20	19.32
15	%GROWTH	0.56	0.61
16			
17	FULL SIZE	17.95	18.06
18	%GROWTH	0.56	0.61
19			
20	LUXURY	17.09	17.20
21	%GROWTH	0.56	0.61
22			
23	NEW AUTO M.P.G. BY FOR/DOM (WEFA):		
24	TOTAL DOMESTIC	19.74	19.86
25	%GROWTH	0.53	0.56
26			
27	TOTAL FOREIGN	26.49	26.65
28	%GROWTH	0.55	0.58
29			
30	DOMESTIC SUBCOMPACT	27.86	28.03
31	%GROWTH	0.58	0.62
32			
33	FOREIGN SUBCOMPACT	27.90	28.08
34	%GROWTH	0.61	0.65
35			
36	DOMESTIC COMPACT	22.79	22.93
37	%GROWTH	0.57	0.62
38			
39	FOREIGN COMPACT	25.76	25.93
40	%GROWTH	0.60	0.65
41			
42	DOMESTIC LUXURY	16.76	16.86
43	%GROWTH	0.56	0.61
44			
45	FOREIGN LUXURY	20.00	20.12
46	%GROWTH	0.60	0.65
47			
48			

TABLE 1,06 DOMESTIC AUTO PRICES

LINE	I T F M	1975	1976	1977	1978	1979	1980
TOTAL AUTO PRICES:							
21	SURCOMPACT	3744,	3922,	4197,	4513,	4810,	5086,
31		12,84	4,75	7,02	7,52	6,59	5,72
41							
51	COMPACT	4280,	4471,	4773,	5120,	5464,	5784,
61		13,92	4,45	6,77	7,27	6,71	5,85
71							
81	MID-SIZE	5168,	5398,	5758,	6168,	6574,	6950,
91		14,91	4,44	6,67	7,12	6,59	5,71
101							
111	FULL SIZE	5864,	6125,	6520,	6978,	7426,	7839,
121		14,74	4,45	6,46	7,03	6,41	5,56
131							
141	LUXURY	9021,	9416,	10005,	10702,	11363,	11973,
151		15,36	4,38	6,26	6,96	6,18	5,36
161							
171	STATE AND LOCAL TAXES:						
181							
191	SURCOMPACT	158,24	168,79	184,01	201,51	218,55	235,11
201		14,63	6,67	9,02	9,51	8,45	7,58
211							
221	COMPACT	180,05	191,48	208,26	227,52	246,98	265,95
231		15,70	6,35	8,77	9,25	8,55	7,68
241							
251	MID-SIZE	218,04	231,83	251,00	274,60	297,57	319,87
261		16,70	6,32	8,62	9,05	8,36	7,49
271							
281	FULL SIZE	247,02	262,64	284,70	310,17	335,46	359,99
291		16,51	6,33	8,40	8,95	8,15	7,31
301							
311	LUXURY	383,48	407,42	440,72	479,82	518,03	555,06
321		17,12	6,24	8,17	8,87	7,96	7,15
331							
341	TRANSPORTATION CHARGES:						
351							
361	SURCOMPACT	100,60	102,71	105,73	109,67	117,32	124,02
371		9,43	2,09	2,94	3,73	6,97	5,71
381							
391	COMPACT	134,40	137,80	142,40	148,60	160,40	171,00
401		11,53	2,53	3,34	4,35	7,94	6,61
411							
421	MID-SIZE	147,77	152,24	158,72	167,27	184,18	199,30
431		12,59	3,03	4,25	5,39	10,11	8,21
441							
451	FULL SIZE	175,93	181,59	189,79	200,66	222,21	241,57
461		15,21	3,22	4,52	5,73	10,74	8,71
471							
481	LUXURY	190,75	196,93	205,44	216,90	239,15	259,39
491		15,99	3,24	4,32	5,58	10,26	8,46
501							

TABLE 1.06 DOMESTIC AUTO PRICES

LINE	I T E M					1981	1982	1983	1984	1985	1986
11	TOTAL AUTO PRICES:										
21	SUBCOMPACT	DOLLARS				5303.	5525.	5772.	6002.	6236.	6484.
31		%GROWTH				4.28	4.18	4.48	3.97	3.91	3.98
41											
51											
61											
71	COMPACT	DOLLARS				6032.	6281.	6522.	6828.	7104.	7396.
81		%GROWTH				4.30	4.13	4.47	4.06	4.04	4.10
91											
101											
111											
121	MID-SIZE	DOLLARS				7235.	7521.	7846.	8150.	8465.	8796.
131		%GROWTH				4.11	3.96	4.31	3.09	3.85	3.92
141											
151											
161											
171	FULL SIZE	DOLLARS				8148.	8463.	8822.	9158.	9503.	9869.
181		%GROWTH				3.94	3.87	4.24	3.81	3.77	3.84
191											
201											
211											
221	LUXURY	DOLLARS				12419.	12886.	13422.	13922.	14436.	14982.
231		%GROWTH				3.73	3.76	4.16	3.72	3.69	3.79
241											
251											
261											
271	STATE AND LOCAL TAXES:	DOLLARS				249.46	264.45	281.14	297.46	314.54	332.84
281		%GROWTH				6.10	6.01	6.31	5.80	5.74	5.82
291											
301											
311											
321	COMPACT	DOLLARS				282.18	298.92	317.70	336.39	356.14	377.28
331		%GROWTH				6.10	5.93	6.28	5.88	5.87	5.94
341											
351											
361											
371	MID-SIZE	DOLLARS				338.63	357.99	379.76	401.30	423.97	448.24
381		%GROWTH				5.86	5.72	6.08	5.67	5.65	5.72
391											
401											
411											
421	FULL SIZE	DOLLARS				380.42	401.77	425.85	449.59	474.53	501.27
431		%GROWTH				5.67	5.61	5.99	5.58	5.55	5.63
441											
451											
461											
471	LUXURY	DOLLARS				585.45	617.76	654.44	690.45	728.28	768.93
481		%GROWTH				5.48	5.52	5.94	5.50	5.48	5.58
491											
501											
511											
521	TRANSPORTATION CHARGES:										
531	SUBCOMPACT	DOLLARS				129.62	135.05	140.84	145.70	150.38	154.87
541		%GROWTH				4.52	4.19	4.28	3.46	3.21	2.98
551											
561											
571											
581	COMPACT	DOLLARS				180.10	188.90	198.20	206.20	213.70	221.18
591		%GROWTH				5.32	4.89	4.92	4.04	3.64	3.50
601											
611											
621											
631	MID-SIZE	DOLLARS				212.18	224.86	238.57	250.25	261.62	272.64
641		%GROWTH				6.47	5.98	6.09	4.90	4.54	4.21
651											
661											
671											
681	FULL SIZE	DOLLARS				258.14	274.49	292.22	307.38	322.17	336.54
691		%GROWTH				6.86	6.34	6.46	5.19	4.81	4.46
701											
711											
721											
731	LUXURY	DOLLARS				277.13	294.59	313.15	329.49	344.91	360.43
741		%GROWTH				6.84	6.30	6.30	5.22	4.68	4.50
751											
761											
771											

TABLE 1.06 DOMESTIC AUTO PRICES

LINE	I T F M	1987					1990					1991					1992				
		TOTAL AUTO PRICES																			
1		TOTAL AUTO PRICES																			
21		DOLLARS																			
31	SURCOMPACT	6735,					6991,					7279,					7562,				
41		3,86					3,80					4,12					3,89				
51																					
61	COMPACT	7689,					7988,					8321,					8648,				
71		3,97					3,88					4,18					3,93				
81																					
91	MID-SIZE	9129,					9467,					9847,					10216,				
101		3,78					3,70					4,01					3,76				
111																					
121	FULL SIZE	10234,					10605,					11025,					11432,				
131		3,71					3,63					3,96					3,70				
141																					
151	LUXURY	15529,					16083,					16715,					17326,				
161		3,65					3,57					3,93					3,65				
171																					
181	STATE AND LOCAL TAXES																				
191																					
201	SURCOMPACT	351,80					371,62					393,77					416,31				
211		5,70					5,63					5,96					5,72				
221																					
231	COMPACT	399,15					421,94					447,31					473,03				
241		5,80					5,71					6,01					5,75				
251																					
261	MID-SIZE	473,25					499,23					528,26					557,56				
271		5,58					5,49					5,82					5,55				
281																					
291	FULL SIZE	528,78					557,34					589,37					621,62				
301		5,49					5,40					5,75					5,47				
311																					
321	LUXURY	810,71					854,10					902,99					952,09				
331		5,43					5,35					5,72					5,44				
341																					
351	TRANSPORTATION CHARGES																				
361																					
371	SURCOMPACT	159,48					164,34					169,32					174,44				
381		2,98					3,04					3,03					3,02				
391																					
401	COMPACT	228,92					236,93					245,23					253,81				
411		3,50					3,50					3,50					3,50				
421																					
431	MID-SIZE	284,10					296,28					308,92					322,03				
441		4,20					4,29					4,27					4,25				
451																					
461	FULL SIZE	351,51					367,46					384,05					401,30				
471		4,45					4,54					4,51					4,49				
481																					
491	LUXURY	376,65					393,60					411,31					429,82				
501		4,50					4,50					4,50					4,50				

TABLE 1.06 DOMESTIC AUTO PRICES

LINE	TYPE	1993	1994	1995	1996	1997	1998
1	TOTAL AUTO PRICES:						
21							
31	SUBCOMPACT						
41		8429, 3,70	8739, 3,67	9060, 3,67	9376, 3,49	9709, 3,56	10058, 3,59
51							
61	COMPACT						
71		9643, 3,72	9990, 3,68	10365, 3,67	10723, 3,46	11098, 3,50	11488, 3,52
81							
91	MID-SIZE						
101		11344, 3,58	11747, 3,55	12163, 3,54	12566, 3,32	12989, 3,36	13429, 3,39
111							
121	FULL SIZE						
131		12682, 3,55	13128, 3,52	13589, 3,51	14035, 3,29	14503, 3,34	14991, 3,36
141							
151	LUXURY						
161		19208, 3,54	19882, 3,51	20577, 3,50	21248, 3,27	21954, 3,32	22690, 3,35
171							
181	STATE AND LOCAL TAXES:						
191							
201	SUBCOMPACT						
211		488,80 5,52	515,59 5,48	543,84 5,48	572,57 5,28	603,22 5,35	635,74 5,39
221							
231	COMPACT						
241		555,43 5,52	585,87 5,48	617,87 5,46	650,24 5,24	684,59 5,28	720,86 5,30
251							
261	MID-SIZE						
271		651,45 5,35	686,11 5,32	722,49 5,30	759,11 5,07	797,95 5,12	838,96 5,14
281							
291	FULL SIZE						
301		725,28 5,31	763,55 5,28	803,71 5,26	844,08 5,02	886,89 5,07	932,11 5,10
311							
321	LUXURY						
331		1110,50 5,30	1169,05 5,27	1230,50 5,26	1292,17 5,01	1357,67 5,07	1426,89 5,10
341							
351	TRANSPORTATION CHARGES:						
361							
371	SUBCOMPACT						
381		190,59 2,98	196,36 3,03	202,26 3,01	208,31 2,99	214,61 3,02	221,05 3,00
391							
401	COMPACT						
411		281,40 3,50	291,25 3,50	301,44 3,50	311,99 3,50	322,91 3,50	334,22 3,50
421							
431	MID-SIZE						
441		364,34 4,18	379,77 4,23	395,73 4,20	412,25 4,17	429,64 4,22	447,61 4,18
451							
461	FULL SIZE						
471		457,20 4,42	477,67 4,48	498,91 4,45	520,93 4,41	544,16 4,46	568,24 4,42
481							
491	LUXURY						
501		490,49 4,50	512,56 4,50	535,63 4,50	559,73 4,50	584,92 4,50	611,24 4,50

TABLE 1,06 DOMESTIC AUTO PRICES

LINE	I T F M		1999	2000
TOTAL AUTO PRICES:				
1	TOTAL AUTO PRICES:			
2				
3	SURCOMPACT	DOLLARS	10418,	10795,
4		%GROWTH	3,58	3,62
5				
6	COMPACT	DOLLARS	11888,	12301,
7		%GROWTH	3,48	3,47
8				
9	MID-SIZE	DOLLARS	13880,	14344,
10		%GROWTH	3,36	3,34
11				
12	FULL SIZE	DOLLARS	15491,	16005,
13		%GROWTH	3,34	3,32
14				
15	LUXURY	DOLLARS	23444,	24220,
16		%GROWTH	3,32	3,31
17				
STATE AND LOCAL TAXES:				
18	STATE AND LOCAL TAXES:			
19				
20	SURCOMPACT	DOLLARS	669,91	706,16
21		%GROWTH	5,37	5,41
22				
23	COMPACT	DOLLARS	758,78	798,59
24		%GROWTH	5,26	5,25
25				
26	MID-SIZE	DOLLARS	881,79	926,65
27		%GROWTH	5,11	5,09
28				
29	FULL SIZE	DOLLARS	979,33	1028,77
30		%GROWTH	5,07	5,05
31				
32	LUXURY	DOLLARS	1499,19	1574,91
33		%GROWTH	5,07	5,05
34				
TRANSPORTATION CHARGES:				
35	TRANSPORTATION CHARGES:			
36				
37	SURCOMPACT	DOLLARS	227,75	234,59
38		%GROWTH	3,03	3,01
39				
40	COMPACT	DOLLARS	345,91	358,02
41		%GROWTH	3,50	3,50
42				
43	MID-SIZE	DOLLARS	466,51	486,02
44		%GROWTH	4,22	4,18
45				
46	FULL SIZE	DOLLARS	593,60	619,85
47		%GROWTH	4,46	4,42
48				
49	LUXURY	DOLLARS	638,74	667,49
50		%GROWTH	4,50	4,50

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	BASE PRICE: FIXED-WTD AVG TOT						
21	DOLLARS	4251.	4425.	4702.	5035.	5340.	5620.
31	%GROWTH	14.99	4.08	6.26	7.08	6.06	5.24
41	SURCOMPACT						
51	DOLLARS	3163.	3291.	3498.	3705.	3972.	4180.
61	%GROWTH	14.99	4.08	6.26	7.08	6.06	5.24
71	COMPACT						
81	DOLLARS	3367.	3504.	3723.	3987.	4229.	4450.
91	%GROWTH	14.93	4.08	6.26	7.08	6.06	5.24
101	MID-SIZE						
111	DOLLARS	3898.	4057.	4311.	4616.	4896.	5152.
121	%GROWTH	14.98	4.08	6.26	7.08	6.06	5.24
131	FULL SIZE						
141	DOLLARS	4378.	4557.	4842.	5185.	5499.	5787.
151	%GROWTH	15.02	4.08	6.26	7.08	6.06	5.24
161	LUXURY						
171	DOLLARS	7094.	7384.	7846.	8402.	8911.	9378.
181	%GROWTH	15.00	4.08	6.26	7.08	6.06	5.24
191	MAX OPT PRICE: FIXED-WTD AVG						
201	DOLLARS	1305.73	1374.94	1443.07	1519.39	1593.02	1661.14
211	%GROWTH	10.46	5.30	4.96	5.29	4.85	4.28
221	SURCOMPACT						
231	DOLLARS	1169.61	1231.61	1292.64	1361.00	1426.96	1487.97
241	%GROWTH	6.34	5.30	4.96	5.29	4.85	4.28
251	COMPACT						
261	DOLLARS	1234.59	1300.03	1364.45	1436.61	1506.23	1570.64
271	%GROWTH	8.50	5.30	4.96	5.29	4.85	4.28
281	MID-SIZE						
291	DOLLARS	1286.57	1354.77	1421.90	1497.10	1569.65	1636.77
301	%GROWTH	9.97	5.30	4.96	5.29	4.85	4.28
311	FULL SIZE						
321	DOLLARS	1325.56	1395.82	1464.99	1542.47	1617.22	1686.37
331	%GROWTH	10.51	5.30	4.96	5.29	4.85	4.28
341	LUXURY						
351	DOLLARS	1520.49	1601.09	1680.43	1769.30	1855.04	1934.36
361	%GROWTH	17.41	5.30	4.96	5.29	4.85	4.28
371	VALUE OF OPTIONS INSTALLED:						
381	SURCOMPACT						
391	DOLLARS	322.83	359.14	410.05	456.52	502.31	546.16
401	%GROWTH	14.41	11.25	14.17	11.33	10.03	8.73
411	COMPACT						
421	DOLLARS	599.21	637.49	699.50	757.25	828.10	896.43
431	%GROWTH	8.57	6.39	9.73	8.26	9.36	8.25
441	MID-SIZE						
451	DOLLARS	904.71	957.13	1036.48	1109.70	1196.50	1277.90
461	%GROWTH	14.58	5.79	8.29	7.06	7.82	6.80
471	FULL SIZE						
481	DOLLARS	1062.69	1123.71	1203.77	1282.44	1369.04	1449.61
491	%GROWTH	13.45	5.74	7.12	6.54	6.75	5.89
501	LUXURY						
511	DOLLARS	1352.19	1427.92	1513.09	1603.16	1695.22	1780.70
	%GROWTH	17.03	5.60	5.96	5.95	5.74	5.04

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	BASE PRICE: FIXED-WTD AVG TOT						
21	DOLLARS	5815.	6027.	6274.	6503.	6738.	6990.
31	%GROWTH	3.48	3.63	4.11	3.64	3.62	3.74
41	SURCOMPACT						
51	DOLLARS	4326.	4403.	4667.	4837.	5012.	5200.
61	%GROWTH	3.48	3.63	4.11	3.64	3.62	3.74
71	COMPACT						
81	DOLLARS	4605.	4772.	4969.	5149.	5336.	5535.
91	%GROWTH	3.48	3.63	4.11	3.64	3.62	3.74
101	MID-SIZE						
111	DOLLARS	5332.	5526.	5753.	5962.	6178.	6409.
121	%GROWTH	3.48	3.63	4.11	3.64	3.62	3.74
131	FULL SIZE						
141	DOLLARS	5989.	6206.	6462.	6697.	6939.	7199.
151	%GROWTH	3.48	3.63	4.11	3.64	3.62	3.74
161	LUXURY						
171	DOLLARS	9704.	10057.	10470.	10851.	11244.	11665.
181	%GROWTH	3.48	3.63	4.11	3.64	3.62	3.74
191	MAX OPT PRICE: FIXED-WTD AVG						
201	DOLLARS	1713.67	1763.52	1817.98	1870.51	1923.28	1978.42
211	%GROWTH	3.16	2.91	3.09	2.89	2.82	2.87
221	SURCOMPACT						
231	DOLLARS	1535.03	1579.69	1628.47	1675.52	1722.79	1772.17
241	%GROWTH	3.16	2.91	3.09	2.89	2.82	2.87
251	COMPACT						
261	DOLLARS	1620.31	1667.44	1718.94	1768.60	1818.50	1870.63
271	%GROWTH	3.16	2.91	3.09	2.89	2.82	2.87
281	MID-SIZE						
291	DOLLARS	1688.53	1737.65	1791.31	1843.07	1895.07	1949.39
301	%GROWTH	3.16	2.91	3.09	2.89	2.82	2.87
311	FULL SIZE						
321	DOLLARS	1739.70	1790.30	1845.60	1898.92	1952.49	2008.46
331	%GROWTH	3.16	2.91	3.09	2.89	2.82	2.87
341	LUXURY						
351	DOLLARS	1995.54	2053.58	2117.01	2178.17	2239.62	2303.83
361	%GROWTH	3.16	2.91	3.09	2.89	2.82	2.87
371	VALUE OF OPTIONS INSTALLED:						
381	SURCOMPACT						
391	DOLLARS	598.21	642.45	683.06	721.36	758.92	796.39
401	%GROWTH	9.53	7.40	6.32	5.61	5.21	4.94
411	COMPACT						
421	DOLLARS	964.92	1021.31	1077.61	1136.66	1198.69	1261.60
431	%GROWTH	7.64	5.84	5.51	5.48	5.46	5.25
441	MID-SIZE						
451	DOLLARS	1352.41	1412.97	1474.54	1536.99	1601.16	1666.21
461	%GROWTH	5.83	4.48	4.36	4.23	4.18	4.06
471	FULL SIZE						
481	DOLLARS	1520.29	1580.50	1642.68	1704.62	1767.61	1831.83
491	%GROWTH	4.88	3.96	3.93	3.77	3.70	3.63
501	LUXURY						
511	DOLLARS	1852.08	1916.43	1984.36	2051.05	2118.42	2187.81
	%GROWTH	4.01	3.47	3.54	3.36	3.28	3.28

TABLE 1,07 DOMESTIC AUTO PRICES - CONTINUED

LINE	I T E M	1987	1988	1989	1990	1991	1992
1	BASE PRICE: FIXED-WTD AVG INT	DOLLARS	7241,	7789,	8069,	8345,	8631,
21	%GROWTH	3,59	3,51	3,92	3,60	3,42	3,43
31							
41	SURCOMPACT	DOLLARS	5387,	5794,	6003,	6208,	6420,
51	%GROWTH	3,59	3,51	3,92	3,60	3,42	3,43
61							
71	COMPACT	DOLLARS	5734,	6168,	6390,	6608,	6835,
81	%GROWTH	3,59	3,51	3,92	3,60	3,42	3,43
91							
101	MID-SIZE	DOLLARS	6639,	7141,	7398,	7651,	7913,
111	%GROWTH	3,59	3,51	3,92	3,60	3,42	3,43
121							
131	FULL SIZE	DOLLARS	7457,	8021,	8310,	8594,	8888,
141	%GROWTH	3,59	3,51	3,92	3,60	3,42	3,43
151							
161	LUXURY	DOLLARS	12084,	12997,	13465,	13925,	14403,
171	%GROWTH	3,59	3,51	3,92	3,60	3,42	3,43
181							
191	MAX OPT PRICE: FIXED-WTD AVG	DOLLARS	2033,77	2150,62	2211,35	2270,88	2331,26
201	%GROWTH	2,80	2,73	2,93	2,82	2,69	2,66
211							
221	SURCOMPACT	DOLLARS	1821,75	1926,42	1980,82	2034,15	2088,24
231	%GROWTH	2,80	2,73	2,93	2,82	2,69	2,66
241							
251	COMPACT	DOLLARS	1922,96	2033,45	2090,87	2147,16	2204,25
261	%GROWTH	2,80	2,73	2,93	2,82	2,69	2,66
271							
281	MID-SIZE	DOLLARS	2003,93	2119,07	2178,91	2237,57	2297,06
291	%GROWTH	2,80	2,73	2,93	2,82	2,69	2,66
301							
311	FULL SIZE	DOLLARS	2064,66	2121,07	2244,93	2305,37	2366,67
321	%GROWTH	2,80	2,73	2,93	2,82	2,69	2,66
331							
341	LUXURY	DOLLARS	2368,28	2432,99	2504,35	2644,40	2714,71
351	%GROWTH	2,80	2,73	2,93	2,82	2,69	2,66
361							
371	VALUE OF OPTIONS INSTALLED:						
381	SURCOMPACT	DOLLARS	836,61	879,31	969,02	1013,79	1059,46
391	%GROWTH	5,05	5,10	4,83	5,12	4,62	4,50
401							
411	COMPACT	DOLLARS	1326,78	1393,60	1531,63	1597,51	1664,48
421	%GROWTH	5,17	5,04	4,84	4,83	4,30	4,19
431							
441	MID-SIZE	DOLLARS	1732,45	1799,27	1938,65	2004,44	2070,91
451	%GROWTH	3,98	3,86	3,84	3,76	3,39	3,32
461							
471	FULL SIZE	DOLLARS	1896,70	1961,86	2099,63	2165,52	2232,11
481	%GROWTH	3,54	3,44	3,50	3,40	3,14	3,07
491							
501	LUXURY	DOLLARS	2257,62	2327,71	2478,37	2551,35	2625,20
511	%GROWTH	3,19	3,10	3,24	3,13	2,94	2,89

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

LINE	I T F M		1993	1994	1995	1996	1997	1998
1	BASE PRICE: FIXED-WTD AVG TOT	DOLLARS	8932,	9241,	9559,	9864,	10105,	10520,
2		%GROWTH	3,49	3,46	3,44	3,19	3,25	3,29
3								
4	SURCOMPACT	DOLLARS	6644,	6874,	7111,	7338,	7576,	7825,
5		%GROWTH	3,49	3,46	3,44	3,19	3,25	3,29
6								
7	COMPACT	DOLLARS	7073,	7318,	7570,	7811,	8065,	8330,
8		%GROWTH	3,49	3,46	3,44	3,19	3,25	3,29
9								
10	MID-SIZE	DOLLARS	8189,	8473,	8765,	9044,	9338,	9645,
11		%GROWTH	3,49	3,46	3,44	3,19	3,25	3,29
12								
13	FULL SIZE	DOLLARS	9199,	9517,	9845,	10158,	10489,	10833,
14		%GROWTH	3,49	3,46	3,44	3,19	3,25	3,29
15								
16	LUXURY	DOLLARS	14905,	15421,	15952,	16460,	16996,	17554,
17		%GROWTH	3,49	3,46	3,44	3,19	3,25	3,29
18								
19	MAX OPT PRICE: FIXED-WTD AVG	DOLLARS	2393,80	2457,80	2523,23	2586,83	2651,87	2718,95
20		%GROWTH	2,68	2,67	2,66	2,52	2,51	2,53
21								
22	SURCOMPACT	DOLLARS	2144,26	2201,58	2260,19	2317,17	2375,42	2435,51
23		%GROWTH	2,68	2,67	2,66	2,52	2,51	2,53
24								
25	COMPACT	DOLLARS	2263,38	2323,89	2385,76	2445,90	2507,39	2570,82
26		%GROWTH	2,68	2,67	2,66	2,52	2,51	2,53
27								
28	MID-SIZE	DOLLARS	2358,68	2421,74	2486,21	2548,88	2612,97	2679,06
29		%GROWTH	2,68	2,67	2,66	2,52	2,51	2,53
30								
31	FULL SIZE	DOLLARS	2430,16	2495,13	2561,55	2626,12	2692,15	2760,24
32		%GROWTH	2,68	2,67	2,66	2,52	2,51	2,53
33								
34	LUXURY	DOLLARS	2707,54	2862,06	2938,25	3012,32	3088,05	3166,16
35		%GROWTH	2,68	2,67	2,66	2,52	2,51	2,53
36								
37	VALUE OF OPTIONS INSTALLED:							
38	SURCOMPACT	DOLLARS	1105,41	1152,44	1202,51	1257,10	1314,89	1375,84
39		%GROWTH	4,34	4,25	4,34	4,54	4,60	4,64
40								
41	COMPACT	DOLLARS	1733,03	1803,05	1875,52	1949,65	2025,32	2102,90
42		%GROWTH	4,12	4,04	4,02	3,95	3,88	3,83
43								
44	MID-SIZE	DOLLARS	2139,14	2208,63	2279,96	2351,07	2423,37	2497,45
45		%GROWTH	3,29	3,25	3,23	3,12	3,08	3,06
46								
47	FULL SIZE	DOLLARS	2300,53	2370,26	2441,62	2511,99	2583,62	2657,10
48		%GROWTH	3,07	3,03	3,01	2,88	2,85	2,84
49								
50	LUXURY	DOLLARS	2701,30	2778,97	2858,40	2936,20	3015,57	3097,16
51		%GROWTH	2,90	2,88	2,86	2,72	2,70	2,71

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

LINE	I T E M	1999	2000
1	BASE PRICE: FIXED-WTD AVG TOT	DOLLARS	11213.1
2		%GROWTH	3.24
3			
4	SUBCOMPACT	DOLLARS	8341.1
5		%GROWTH	3.24
6			
7	COMPACT	DOLLARS	8880.1
8		%GROWTH	3.24
9			
10	MID-SIZE	DOLLARS	10281.1
11		%GROWTH	3.24
12			
13	FULL SIZE	DOLLARS	11186.1
14		%GROWTH	3.25
15			
16	LUXURY	DOLLARS	18126.1
17		%GROWTH	3.25
18			
19	MAX OPT PRICE: FIXED-WTD AVG	DOLLARS	2787.40
20		%GROWTH	2.52
21			
22	SUBCOMPACT	DOLLARS	2496.83
23		%GROWTH	2.52
24			
25	COMPACT	DOLLARS	2635.54
26		%GROWTH	2.52
27			
28	MID-SIZE	DOLLARS	2746.51
29		%GROWTH	2.52
30			
31	FULL SIZE	DOLLARS	2829.74
32		%GROWTH	2.52
33			
34	LUXURY	DOLLARS	3245.87
35		%GROWTH	2.52
36			
37	VALUE OF OPTIONS INSTALLED:		
38	SUBCOMPACT	DOLLARS	1440.49
39		%GROWTH	4.70
40			
41	COMPACT	DOLLARS	2182.20
42		%GROWTH	3.77
43			
44	MID-SIZE	DOLLARS	2572.87
45		%GROWTH	3.02
46			
47	FULL SIZE	DOLLARS	2731.88
48		%GROWTH	2.81
49			
50	LUXURY	DOLLARS	3180.28
51		%GROWTH	2.68
52			

TABLE 1.08 FOREIGN AUTO PRICES

LINF	I T E M	1975	1976	1977	1978	1979	1980
11	TOTAL AUTO PRICES:						
21							
31	SUBCOMPACT	3904,	4160,	4323,	4574,	4840,	5084,
41	%GROWTH	3,30	6,57	3,91	5,81	5,82	5,04
51							
61	COMPACT	6432,	6921,	7210,	7694,	8227,	8720,
71	%GROWTH	9,87	7,60	4,19	6,70	6,93	6,00
81							
91	LUXURY	12690,	13833,	14057,	15573,	16789,	17919,
101	%GROWTH	13,37	9,00	4,52	7,72	7,81	6,73
111							
121							
131	STATE AND LOCAL TAXES:						
141							
151	SUBCOMPACT	165,40	179,56	189,89	204,55	220,18	235,30
161	%GROWTH	4,71	8,56	5,76	7,72	7,64	6,86
171							
181	COMPACT	273,63	299,90	319,01	345,45	375,82	405,31
191	%GROWTH	11,49	9,60	6,04	8,63	8,79	7,85
201							
211	LUXURY	543,42	603,24	641,61	703,46	771,49	837,72
221	%GROWTH	15,05	11,01	6,36	9,64	9,67	8,58
231							
241							
251	TRANSPORTATION CHARGES:						
261							
271	SUBCOMPACT	95,18	97,30	100,34	104,31	112,01	118,75
281	%GROWTH	9,26	2,23	3,12	3,96	7,38	6,02
291							
301	COMPACT	131,10	134,40	138,90	144,90	156,50	166,80
311	%GROWTH	11,10	2,52	3,35	4,32	8,01	6,58
321							
331	LUXURY	177,00	182,70	190,60	201,30	221,90	240,70
341	%GROWTH	14,46	3,22	4,32	5,61	10,23	8,47
351							
361							
371	BASE PRICES:						
381							
391	SUBCOMPACT	3320,	3524,	3623,	3809,	4006,	4184,
401	%GROWTH	3,88	6,14	2,79	5,14	5,17	4,45
411							
421	COMPACT	5428,	5849,	6054,	6446,	6867,	7252,
431	%GROWTH	9,91	7,76	3,51	6,48	6,52	5,61
441							
451	LUXURY	10617,	11619,	12112,	13065,	14100,	15060,
461	%GROWTH	12,81	9,43	4,25	7,87	7,92	6,81

TABLE 1.08 FOREIGN AUTO PRICES

LINE	ITEM	1981	1982	1983	1984	1985	1986
TOTAL AUTO PRICES:							
21							
31	SUBCOMPACT	5287, 3.98	5484, 5.73	5681, 3.63	5883, 3.52	6088, 3.49	6297, 3.45
41							
51							
61	COMPACT	9109, 4.45	9493, 4.22	9893, 4.20	10305, 4.17	10737, 4.19	11183, 4.16
71							
81							
91	LUXURY	18781, 4.81	19665, 4.70	20586, 4.73	21559, 4.68	22572, 4.70	23630, 4.69
101							
111							
121							
131	STATE AND LOCAL TAXES:						
141							
151	SUBCOMPACT	248.91 5.79	262.68 5.53	276.93 5.42	291.68 5.33	307.14 5.30	323.29 5.26
161							
171							
181	COMPACT	430.72 6.27	456.74 6.04	484.21 6.02	513.24 6.00	544.14 6.02	576.74 5.99
191							
201							
211	LUXURY	893.20 6.62	951.43 6.52	1013.69 6.54	1079.60 6.50	1150.08 6.53	1225.05 6.52
221							
231							
241							
251	TRANSPORTATION CHARGES:						
261							
271	SUBCOMPACT	124.39 4.75	129.86 4.40	135.68 4.48	140.58 3.61	145.29 3.35	149.81 3.11
281							
291							
301	COMPACT	175.70 5.34	184.30 4.89	193.30 4.88	201.20 4.09	208.50 3.63	215.80 3.50
311							
321							
331	LUXURY	257.10 6.81	273.30 6.30	290.60 6.33	305.70 5.20	320.00 4.68	334.40 4.50
341							
351							
361							
371	BASE PRICES:						
381							
391	SUBCOMPACT	4315, 3.13	4449, 3.10	4587, 3.11	4729, 3.09	4876, 3.12	5028, 3.11
401							
411							
421	COMPACT	7537, 3.94	7831, 3.90	8137, 3.91	8454, 3.89	8785, 3.92	9129, 3.91
431							
441							
451	LUXURY	15779, 4.77	16524, 4.72	17307, 4.74	18123, 4.71	18983, 4.75	19882, 4.74
461							

TABLE 1.08 FOREIGN AUTO PRICES

LINE	I T E M	1987	1988	1989	1990	1991	1992
TOTAL AUTO PRICES:							
21							
31	SURCOMPACT						
41		6515.	6741.	6974.	7218.	7444.	7677.
51		3.46	3.47	3.45	3.49	3.13	3.13
61	COMPACT						
71		11646.	12127.	12627.	13147.	13629.	14130.
81		4.14	4.13	4.13	4.12	3.67	3.67
91	LUXURY						
101		24732.	25887.	27105.	28375.	29563.	30804.
111		4.67	4.67	4.71	4.69	4.19	4.20
121							
STATE AND LOCAL TAXES:							
141							
151	SURCOMPACT						
161		340.33	358.32	377.18	397.19	416.73	437.22
171		5.27	5.29	5.26	5.30	4.92	4.92
181	COMPACT						
191		611.15	647.57	686.11	726.88	766.67	808.60
201		5.97	5.96	5.95	5.94	5.47	5.47
211	LUXURY						
221		1304.62	1389.36	1480.10	1576.49	1670.91	1771.16
231		6.49	6.50	6.53	6.51	5.99	6.00
241							
TRANSPORTATION CHARGES:							
261							
271	SURCOMPACT						
281		154.45	159.34	164.35	169.51	174.79	180.21
291		3.10	3.16	3.15	3.13	3.12	3.10
301	COMPACT						
311		223.35	231.17	239.26	247.63	256.30	265.27
321		3.50	3.50	3.50	3.50	3.50	3.50
331	LUXURY						
341		349.45	365.17	381.60	398.78	416.72	435.47
351		4.50	4.50	4.50	4.50	4.50	4.50
361							
LEASE PRICES:							
371							
381							
391	SURCOMPACT						
401		5184.	5344.	5511.	5682.	5839.	6000.
411		3.10	3.10	3.12	3.11	2.75	2.76
421	COMPACT						
431		9484.	9854.	10241.	10641.	11009.	11391.
441		3.90	3.90	3.92	3.91	3.46	3.47
451	LUXURY						
461		20821.	21805.	22840.	23921.	24924.	25972.
		4.72	4.72	4.75	4.73	4.19	4.21

TABLE 1.08 FOREIGN AUTO PRICES

LINE	ITEM	1993	1994	1995	1996	1997	1998
1	TOTAL AUTO PRICES:						
2							
3	SUBCOMPACT						
4							
5							
6	COMPACT						
7							
8							
9	LUXURY						
10							
11							
12							
13	STATE AND LOCAL TAXES:						
14							
15	SUBCOMPACT						
16							
17							
18	COMPACT						
19							
20							
21	LUXURY						
22							
23							
24							
25	TRANSPORTATION CHARGES:						
26							
27	SUBCOMPACT						
28							
29							
30	COMPACT						
31							
32							
33	LUXURY						
34							
35							
36							
37	BASE PRICES:						
38							
39	SUBCOMPACT						
40							
41							
42	COMPACT						
43							
44							
45	LUXURY						
46							

TABLE 1.08 FOREIGN AUTO PRICES

LINE	I T E M	1999	2000
11	TOTAL AUTO PRICES:		
21	SUBCOMPACT		
31		DOLLARS	9848.
41		%GROWTH	3.26
51	COMPACT		
61		DOLLARS	18818.
71		%GROWTH	3.64
81	LUXURY		
91		DOLLARS	42819.
101		%GROWTH	4.21
111			
121			
131	STATE AND LOCAL TAXES:		
141			
151	SUBCOMPACT		
161		DOLLARS	643.12
171		%GROWTH	5.04
181	COMPACT		
191		DOLLARS	1234.99
201		%GROWTH	5.42
211	LUXURY		
221		DOLLARS	2821.81
231		%GROWTH	5.99
241			
251	TRANSPORTATION CHARGES:		
261			
271	SUBCOMPACT		
281		DOLLARS	223.17
291		%GROWTH	3.09
301	COMPACT		
311		DOLLARS	349.31
321		%GROWTH	3.50
331	LUXURY		
341		DOLLARS	619.28
351		%GROWTH	4.50
361			
371	BASE PRICES:		
381			
391	SUBCOMPACT		
401		DOLLARS	7462.
411		%GROWTH	2.76
421	COMPACT		
431		DOLLARS	14467.
441		%GROWTH	3.47
451	LUXURY		
461		DOLLARS	34655.
		%GROWTH	4.20

AUTO MODEL FORECAST 1975 - 2000

TABLE 1.09 USED CAR MARKET

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	AVERAGE WHOLESALE PRICE	2009.33	2150.66	2211.07	2305.62	2597.79	2778.77
2	%GROWTH	5.23	7.03	2.81	7.89	8.89	6.97
3							
4							
5	PRICE OF 1 YR OLD CAR/NEW CAR						
6							
7	SUBCOMPACT						
8	RATIO	0.874	0.856	0.792	0.788	0.809	0.817
9	%GROWTH	3.18	-2.14	-7.44	-0.52	2.69	0.93
10	COMPACT						
11	RATIO	0.825	0.746	0.713	0.714	0.735	0.733
12	%GROWTH	3.40	-9.57	-4.42	0.18	2.90	-0.30
13	MID-SIZE						
14	RATIO	0.636	0.697	0.630	0.633	0.645	0.655
15	%GROWTH	-10.24	9.59	-9.67	0.59	1.84	1.49
16	FULL SIZE						
17	RATIO	0.648	0.691	0.595	0.585	0.615	0.631
18	%GROWTH	0.61	6.58	-13.93	-1.54	5.13	2.57
19	LUXURY						
20	RATIO	0.716	0.730	0.691	0.684	0.700	0.709
21	%GROWTH	4.79	3.12	-6.38	-1.05	2.37	1.21
22							
23	TOTAL USED CARS PURCHASED	16.89	18.95	15.39	15.61	16.50	17.44
24	MILL AUTOS	22.41	12.17	-18.77	1.45	6.18	5.18
25	%GROWTH						

TABLE 1.09 USED CAR MARKET

LTNE	I T E M	1981	1982	1983	1984	1985	1986
1	AVERAGE WHOLESALE PRICE	2908.94	3026.67	3171.55	3305.29	3429.64	3571.92
2		4.68	4.05	4.79	4.22	3.76	4.15
3							
4							
5	PRICE OF 1 YR OLD CAR/NEW CAR						
6	SURCOMPACT						
7		0.800	0.788	0.802	0.812	0.810	0.811
8		-2.08	-1.50	1.81	1.20	-0.21	0.14
9							
10	COMPACT						
11		0.709	0.696	0.709	0.713	0.712	0.713
12		-3.21	-1.90	1.80	0.67	-0.20	0.17
13	MIN-SIZE						
14		0.655	0.650	0.654	0.659	0.657	0.660
15		0.06	-0.72	0.55	0.72	-0.25	0.43
16	FULL SIZE						
17		0.623	0.610	0.623	0.638	0.637	0.637
18		-1.32	-2.15	2.25	2.40	-0.28	0.13
19	LUXURY						
20		0.705	0.697	0.705	0.712	0.711	0.712
21		-0.58	-1.06	1.07	1.10	-0.14	0.06
22							
23	TOTAL USED CARS PURCHASED	17.68	17.04	17.75	18.73	18.81	18.90
24	MILL AUTOS	1.40	-3.65	4.16	5.55	0.41	0.50
25							

TABLE 1.09 USED CAR MARKET

LINE	I T F M	1987	1988	1989	1990	1991	1992
1	AVERAGE WHOLESALE PRICE	3713.32	3855.27	4012.96	4176.95	4338.10	4504.66
2	%GROWTH	3.96	3.82	4.09	4.09	3.86	3.84
3							
4							
5	PRICE OF 1 YR OLD CAR/NEW CAR						
6							
7	SUBCOMPACT						
8	RATIO	0.813	0.810	0.809	0.807	0.809	0.815
9	%GROWTH	0.20	-0.29	-0.15	-0.19	0.25	0.66
10							
11	COMPACT						
12	RATIO	0.714	0.711	0.712	0.709	0.709	0.713
13	%GROWTH	0.09	-0.37	0.17	-0.44	0.01	0.56
14							
15	MID-SIZE						
16	RATIO	0.660	0.659	0.658	0.658	0.658	0.661
17	%GROWTH	-0.03	-0.11	-0.21	0.10	-0.08	0.50
18							
19	FULL SIZE						
20	RATIO	0.640	0.638	0.634	0.634	0.638	0.645
21	%GROWTH	0.47	-0.35	-0.63	0.03	0.62	1.02
22							
23	LUXURY						
24	RATIO	0.713	0.712	0.710	0.710	0.712	0.716
25	%GROWTH	0.21	-0.18	-0.29	-0.00	0.32	0.49
26							
27							
28							
29	TOTAL USED CARS PURCHASED	19,29	19,40	19,47	19,76	19,77	20,20
30	MILL AUTOS	2,04	0,61	0,35	1,46	0,06	2,21
31	%GROWTH						

TABLE 1.09 USED CAR MARKET

LINE	I T E M	1993	1994	1995	1996	1997	1998
1	AVERAGE WHOLESALE PRICE	4667.75	4835.09	5011.41	5190.92	5378.16	5574.31
2							
3		3.62	3.59	3.65	3.58	3.61	3.65
4							
5	PRICE OF 1 YR OLD CAR/NEW CAR						
6							
7	SUBCOMPACT						
8		0.816	0.814	0.811	0.809	0.809	0.809
9		0.18	-0.28	-0.31	-0.28	-0.06	0.09
10	COMPACT						
11		0.715	0.713	0.710	0.707	0.707	0.708
12		0.18	-0.28	-0.28	-0.42	-0.02	0.10
13	MID-SIZE						
14		0.661	0.660	0.659	0.659	0.659	0.659
15		-0.06	-0.10	-0.12	-0.04	-0.04	0.01
16	FULL SIZE						
17		0.646	0.644	0.641	0.640	0.639	0.639
18		0.23	-0.40	-0.46	-0.16	-0.15	0.11
19	LUXURY						
20		0.716	0.715	0.714	0.713	0.712	0.713
21		0.11	-0.20	-0.22	-0.10	-0.07	0.05
22							
23	TOTAL USED CARS PURCHASED	20.44	20.49	20.51	20.62	20.70	20.90
24	MILL AUTOS	1.19	0.22	0.12	0.50	0.39	1.00
	%GROWTH						

TABLE 1,09 USED CAR MARKET

LINE	I T F M	1999	2000
1	AVERAGE WHOLESALE PRICE	DOLLARS	
2		5774,95	5982,30
3		3,60	3,59
4			
5	PRICE OF 1 YR OLD CAR/NEW CAR		
6			
7	SUBCOMPACT	RATIO	0,809
8		%GROWTH	=0,03
9			
10	COMPACT	RATIO	0,708
11		%GROWTH	=0,03
12			
13	MID-SIZE	RATIO	0,659
14		%GROWTH	0,01
15			
16	FULL SIZE	RATIO	0,640
17		%GROWTH	0,03
18			
19	LUXURY	RATIO	0,713
20		%GROWTH	=0,01
21			
22			
23	TOTAL USED CARS PURCHASED	MILL AUTOS	21,06
24		%GROWTH	0,75
25			21,15
26			0,44

AUTO MODEL FORECAST 1975 - 2000

TABLE 1,10 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1975	1976	1977	1978	1979	1980
1	DESIRED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
3							
4	SURCOMPACT & COMPACT	0.4246	0.4080	0.3981	0.3935	0.3952	0.3974
5							
6	MID-SIZE	0.2315	0.2352	0.2352	0.2357	0.2370	0.2367
7							
8	FULL SIZE	0.2418	0.2785	0.2952	0.3017	0.2971	0.2935
9							
10	LUXURY	0.0901	0.0900	0.0898	0.0898	0.0903	0.0908
11							
12	TOTAL	0.9880	1.0117	1.0183	1.0208	1.0196	1.0184
13							
14							
15	DESIRED SHARES IN NEW REGISTRATIONS						
16	BEFORE RECONCILING SUM TO 1.0						
17							
18	SURCOMPACT & COMPACT	0.5085	0.4286	0.4236	0.4104	0.4097	0.4104
19							
20	MID-SIZE	0.2273	0.2846	0.2575	0.2410	0.2287	0.2291
21							
22	FULL SIZE	0.1690	0.1982	0.2517	0.2875	0.2876	0.2880
23							
24	LUXURY	0.0927	0.0917	0.0907	0.0904	0.0911	0.0917
25							
26	TOTAL	0.9975	1.0031	1.0235	1.0293	1.0172	1.0193

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1981	1982	1983	1984	1985	1986
1	DESIRED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
3							
4	SURCOMPACT & COMPACT	0,3943	0,3919	0,3900	0,3874	0,3856	0,3859
5							
6	MID-SIZE	0,2377	0,2379	0,2379	0,2386	0,2377	0,2376
7							
8	FULL SIZE	0,2932	0,2963	0,2982	0,3003	0,3025	0,2959
9							
10	LUXURY	0,0913	0,0919	0,0926	0,0936	0,0948	0,0959
11							
12	TOTAL	1,0166	1,0180	1,0187	1,0200	1,0207	1,0153
13							
14							
15	DESIRED SHARES IN NEW REGISTRATIONS						
16	BEFORE RECONCILING SUM TO 1.0						
17							
18	SURCOMPACT & COMPACT	0,4049	0,3997	0,3965	0,3925	0,3906	0,3954
19							
20	MID-SIZE	0,2322	0,2319	0,2321	0,2335	0,2323	0,2357
21							
22	FULL SIZE	0,2930	0,2998	0,3026	0,3042	0,3052	0,2932
23							
24	LUXURY	0,0925	0,0934	0,0945	0,0961	0,0979	0,0994
25							
26	TOTAL	1,0225	1,0248	1,0257	1,0264	1,0260	1,0237

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T E M	1987	1988	1989	1990	1991	1992
11	DESIR'D SHARES IN STOCK						
21	BEFORE RECONCILING SUM TO 1.0						
31							
41	SURCOMPACT & COMPACT	0,3847	0,3831	0,3821	0,3807	0,3800	0,3779
51							
61	MID-SIZE	0,2372	0,2367	0,2362	0,2364	0,2352	0,2354
71							
81	FULL SIZE	0,2927	0,2896	0,2858	0,2818	0,2794	0,2758
91							
101	LUXURY	0,0970	0,0981	0,0991	0,1001	0,1011	0,1022
111							
121	TOTAL	1,0116	1,0075	1,0032	0,9991	0,9956	0,9913
131							
141							
151	DESIR'D SHARES IN NEW REGISTRATIONS						
161	BEFORE RECONCILING SUM TO 1.0						
171							
181	SURCOMPACT & COMPACT	0,3967	0,3976	0,3993	0,4002	0,4014	0,4011
191							
201	MID-SIZE	0,2375	0,2389	0,2399	0,2419	0,2405	0,2424
211							
221	FULL SIZE	0,2878	0,2836	0,2791	0,2748	0,2735	0,2710
231							
241	LUXURY	0,1007	0,1019	0,1029	0,1038	0,1047	0,1057
251							
261	TOTAL	1,0227	1,0220	1,0211	1,0207	1,0201	1,0202

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

LINE	I T F M	1993	1994	1995	1996	1997	1998
1	DESIRED SHARES IN STOCK						
2	BEFORE RECONCILING SUM TO 1.0						
3							
4	SUBCOMPACT & COMPACT	0.3756	0.3732	0.3710	0.3685	0.3664	0.3649
5							
6	MID-SIZE	0.2350	0.2346	0.2343	0.2340	0.2338	0.2334
7							
8	FULL SIZE	0.2735	0.2711	0.2689	0.2678	0.2666	0.2654
9							
10	LUXURY	0.1032	0.1043	0.1054	0.1065	0.1076	0.1087
11							
12	TOTAL	0.9873	0.9833	0.9796	0.9769	0.9744	0.9724
13							
14							
15	DESIRED SHARES IN NEW REGISTRATIONS						
16	BEFORE RECONCILING SUM TO 1.0						
17							
18	SUBCOMPACT & COMPACT	0.4001	0.3990	0.3981	0.3960	0.3945	0.3938
19							
20	MID-SIZE	0.2429	0.2434	0.2438	0.2440	0.2442	0.2441
21							
22	FULL SIZE	0.2707	0.2705	0.2702	0.2713	0.2718	0.2716
23							
24	LUXURY	0.1067	0.1077	0.1088	0.1099	0.1110	0.1121
25							
26	TOTAL	1.0204	1.0206	1.0209	1.0213	1.0216	1.0216

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

	1999	2000
HE 18.5 .A.	5120'1	8120'1
NHTSA-79-2	1311'0	1411'0
Schink, Gec	9142'0	5142'0
An analysis	6142'0	1542'0
automobile	0563'0	1163'0
modeling o	4067'0	5667'0
	4601'0	4011'0
	7792'0	4392'0
	1333'0	9333'0
	0.3635	0.3615

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SHARES IN STOCK
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