

Sales Of Domestic Cars Increase In March

DETROIT — Sales of domestically produced cars and trucks rose 11.9 percent in late March, an uptum which some observers say reflected pent-up demand from earlier in the year when bitter winter weather kept shoppers out of the showrooms.

Ford Motor Company made sharp gains against Japanese competitors during the sales period.

North American built cars showed a sales increase of 8 percent in mid-March while sales of light trucks, minivans and sport-utility vehicles jumped 17.8 percent.

Ford, General Motors and Chrysler together accounted for 66 percent of car sales in March, up from 61.5 percent a year earlier and 88.3 percent of light truck sales, up from 86.1 percent.

Ford and Chrysler provided most of the gain. GM's sales were down 2.1 percent for the month, while Ford's car sales rose 7.5 percent and Chrysler's were up 38.9 percent.

Despite Chrysler's performance, the company will take a one-time \$4.7 billion charge in the first quarter to cover accounting for retiree health costs. That will result in an after-tax loss in the first quarter and for all of 1993, Chrysler said.

Severe winter weather, including the worst blizzard to hit the Northeastern U.S. in a century, kept showrooms at auto dealers empty during early 1993.

David McCammon, vice president and treasurer of Ford Motor Company, said Ford's performance in 1993 will be better than 1992.

Members With Expired Hertz Discount Cards Should Contact MCA

MCA members who have Hertz Discount Club cards with an expiration date of December 31, 1992 can obtain a current card by sending a stamped, self-addressed envelope to MCA National Headquarters, P.O. Box 447, Lithonia, GA 30058.

Many members are currently holding expired cards, since all cards issued by Hertz last year were dated with the 1992 expiration date. If you membership has not been renewed since December, you are probably holding an expired Hertz card.

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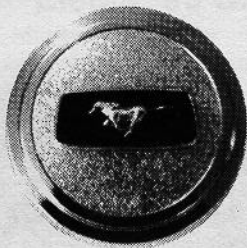
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