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[21139002]

" People are waiting for [new] factory giveaways , " said Ben Kaye , sales manager of Bob Brest Auto World in Lynn , Mass. , whose sales are slow .

[21139003]

This trend appears to be especially true at General Motors Corp. , which used both dealer and consumer incentives to ignite sales in August and September .

[21139004]

Since then , deliveries have slumped .

[21139005]

GM 's car sales dropped 24.8 % in mid-October to 69,980 , while truck sales fell 26 % to 37,860 .

[21139006]

GM also had dismal results in the first 10 days of the month , while other auto makers reported mixed results .

[21139009]

Sales of domestically made trucks also continued to be sluggish in mid-October , dropping 22.8 % to 94,543 from a year ago .

[21139010]

The Big Three auto makers already have slashed fourth-quarter production plans 10.4 % below year-ago levels , but that may not be enough to prevent inventories from ballooning if sales do n't improve .

[21139011]

Industry analyst John H. Qualls , a vice president with Hill & Knowlton in St. Louis , forecasts that domestic auto makers will have a 93-day supply of cars at the end of the year , even if car sales improve to a 6.5 million vehicle rate for the quarter .

[21139012]

Ford Motor Co. reported a 21.2 % drop in sales of domestic-made cars to 46,995 and a 24.2 % drop in domestic trucks to 31,143 .

[21139013]

The sales are being dragged down by a glut of 1989 vehicles , said Joel Piteoff , a Ford analyst .

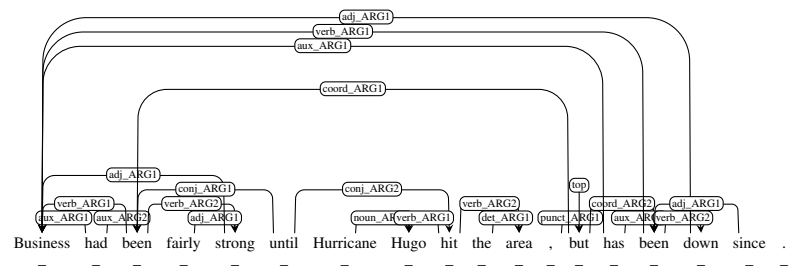
[21139014]

The earlier use of incentives depleted the market of " scavengers " for bargain-basement 1989 cars , he said .

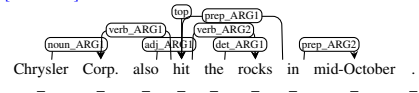
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Town & Country Ford in Charlotte , N.C. , still needs to move about 850 1989 cars and trucks .

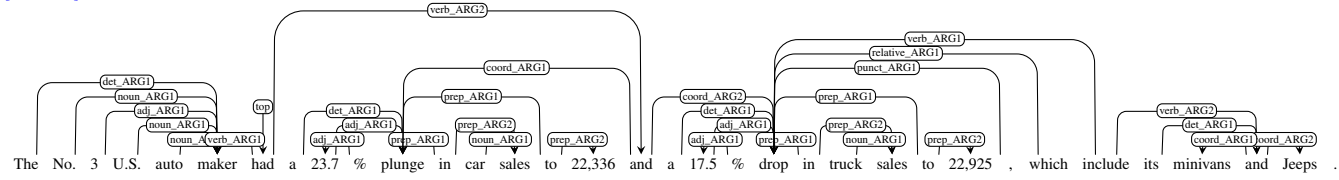
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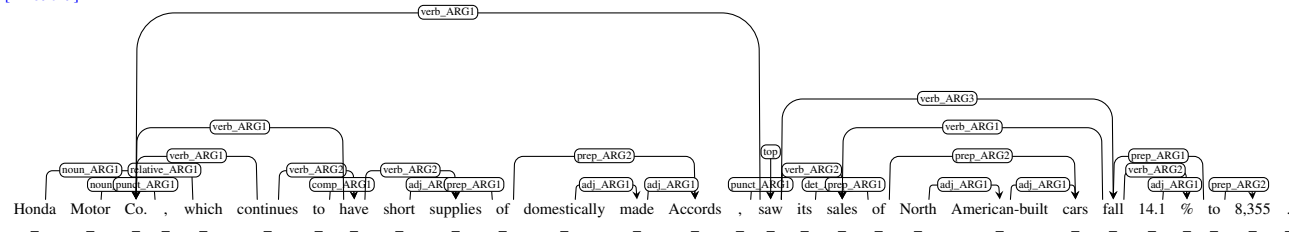
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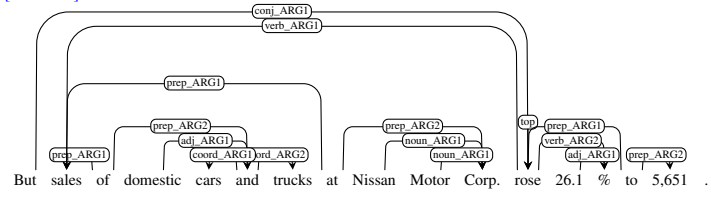
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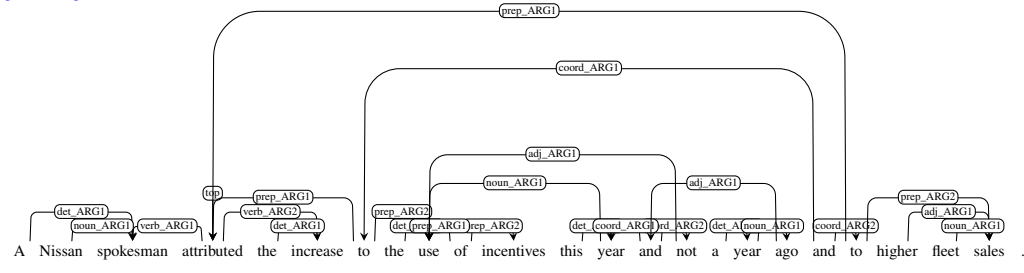
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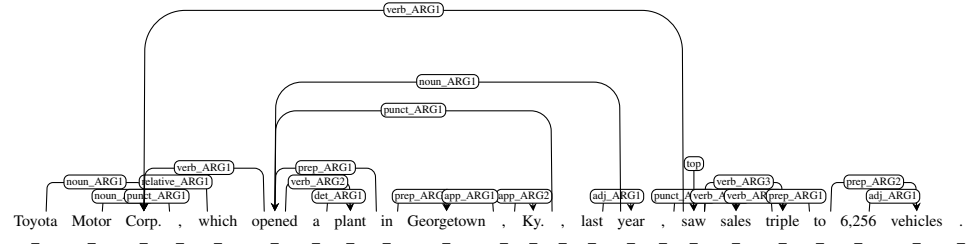
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[21139021]



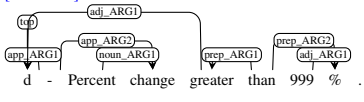
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[21139024]



[21139025]



[21139027]

