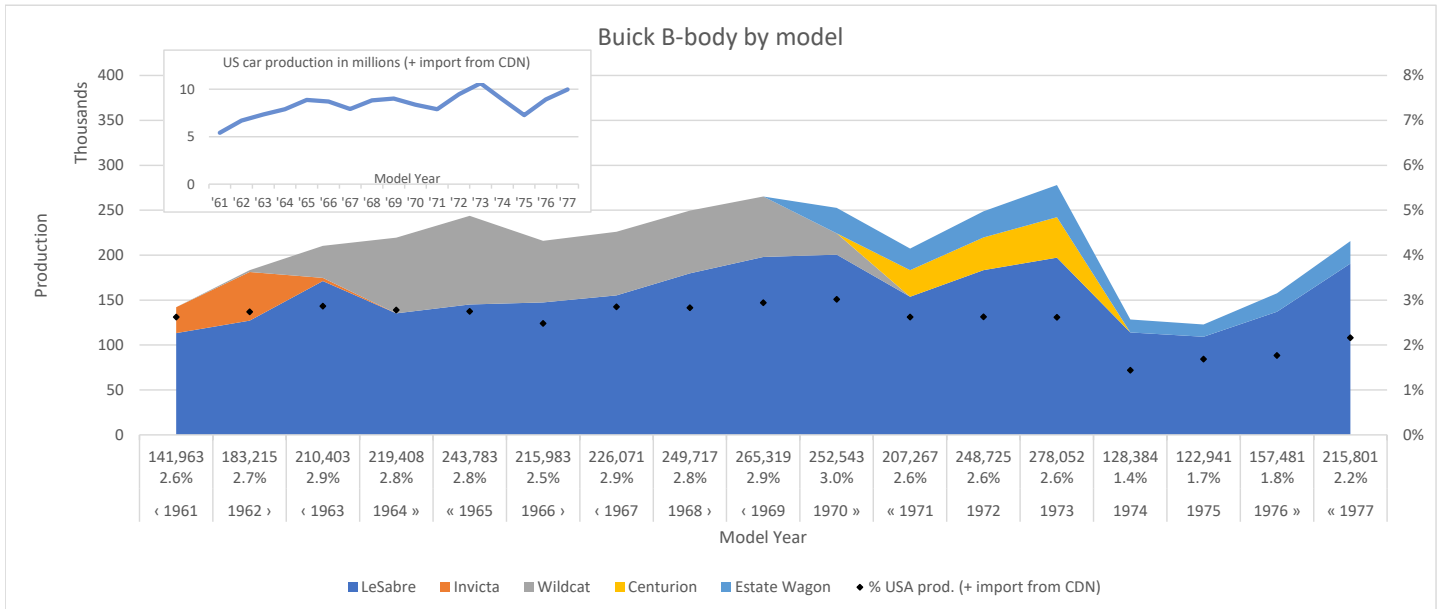
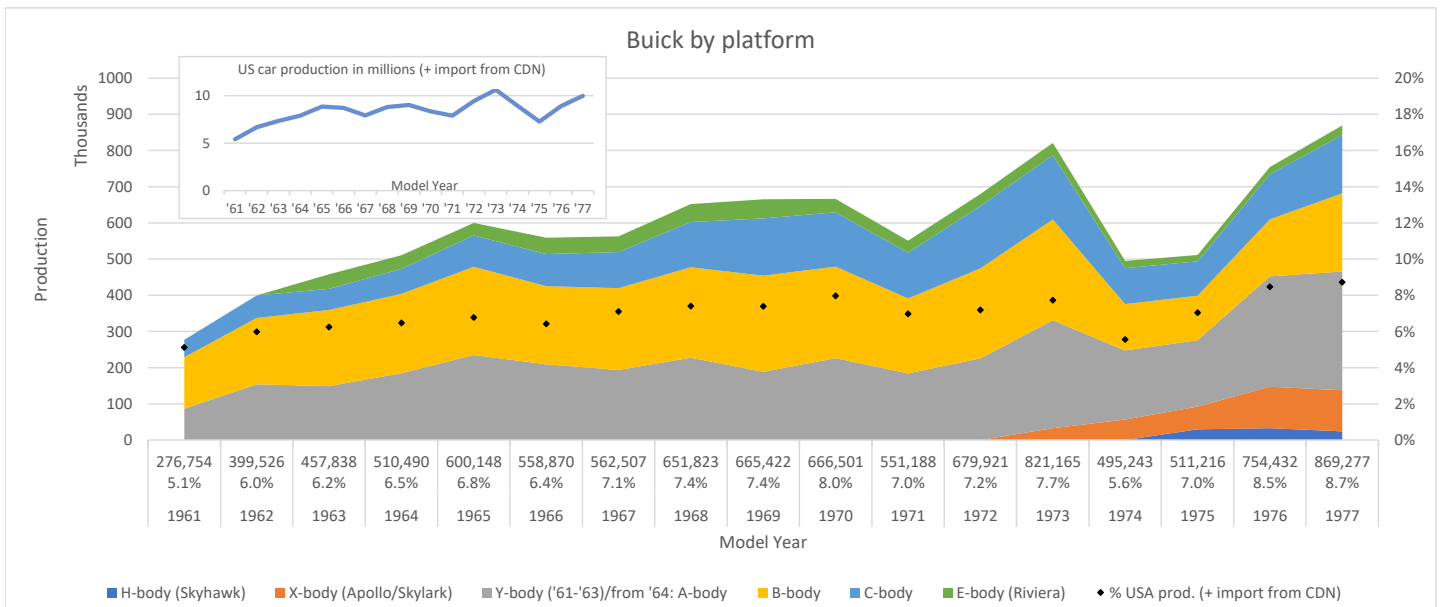


The 1962 increase was partly because of the introduction of the V6 engine. The Sportwagon arrived in February 1964; the Skylark GS (Gran Sport) came as an option pack in May 1965 and sold nearly half of the 2-door models over that period. 1967 Special and 1968-69 Special Deluxe includes California GS (over one out of five Coupes). From 1973 to 1975 Gran Sport was an option pack on the Century. Buick had started building A-bodies in Canada by 1965, and exported some of these to the US in 1968 and 1969. Those for Canada on an average of less than 10,000 per year are not shown. Buick Canada also built Y-bodies, of which over 3,000 were sold incl. body styles imported from the United States.

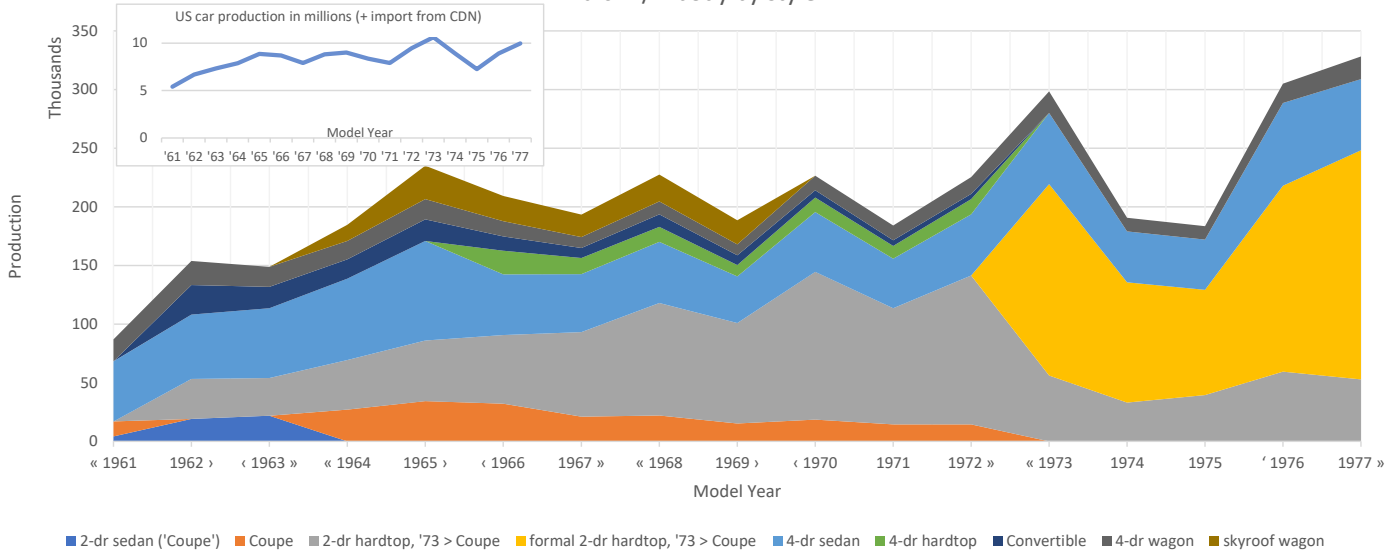


The 1971 dip was caused by a strike, which delayed the release of the new generation of full size cars for more than 2 months. The dip of 1974/1975 was of course due to the oil crisis. The 1977 models were downsized. Up to 1966, models built for Canada are not included (less than 10,000 per year).



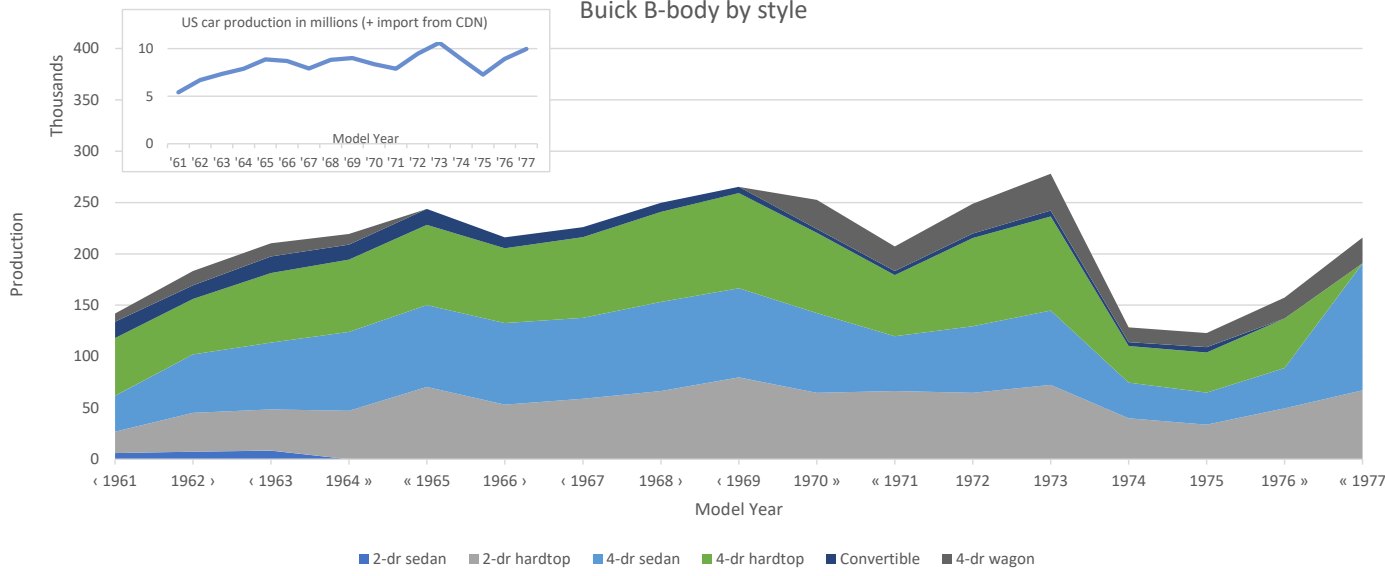
H-body Skyhawks were built near Montreal, Canada, and most were shipped to the US. 1976 Skyhawks were also built in California. An estimated 12,000 Skyhawks were built for own use. 9,000 1976-77 Skylarks/Apollons were made in Oshawa, Canada, of which an estimated 1,500 1977 units were shipped to the USA.

Buick Y/A-body by style



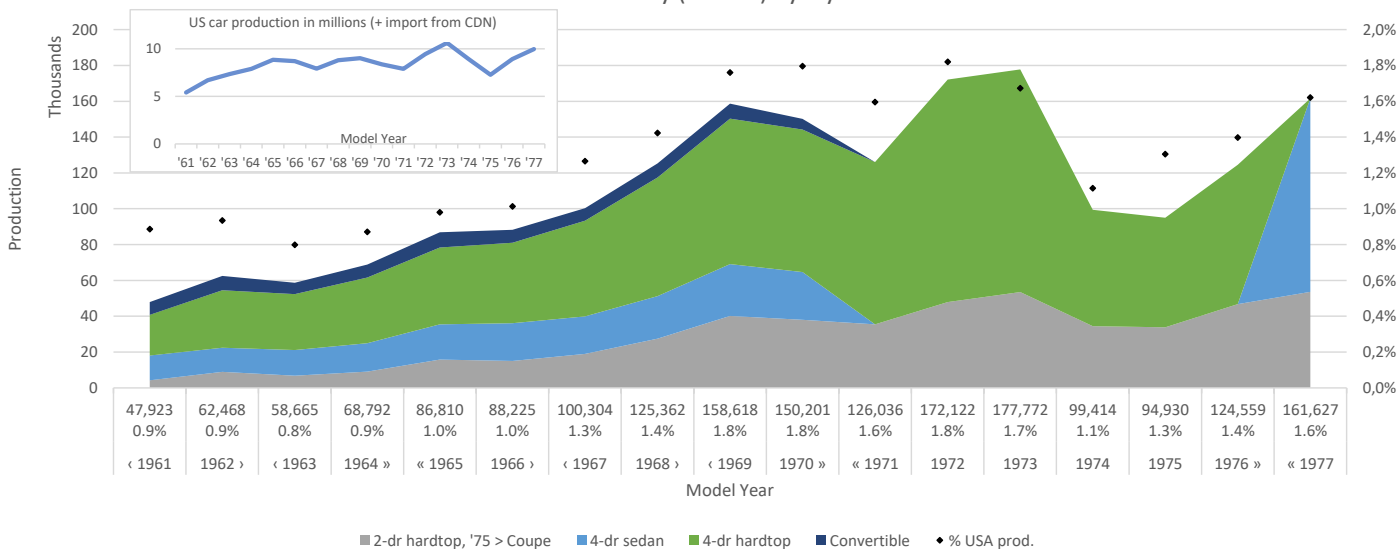
The 1971 dip was caused by a strike, which delayed the release of the new generation of intermediate cars with a year until 1973.
 The 1968, 1973 and 1976 (2-door) rises were because of the new models for those years.
 The Coupe (Cp) was called a Sedan in 1969 (Special Deluxe; not the California GS), and 1970 & 1971 (USA Skylark).
 The 1976-77 Coupe shared doors with the Oldsmobile Cutlass.
 The formal roof models include Century Luxus/Custom and Regal.

Buick B-body by style



The 1962 sales increase is consistent with the industry. New roofs with less showy back windows for sedan and two-door hardtop models saw a slight sales realignment by 1962.

Buick C-body (Electra) by style



The 1971 dip was caused by a strike, which delayed the release of the new generation of full size cars for more than 2 months. The dip of 1974/1975 was of course due to the oil crisis.
 The increase in 1967 is due to the return of the sweepspear, and that in 1969 is due to the less pronounced belt line rise.
 That of 1972 is a combination of the late 1970 GM strike and a 20% industry growth. The 1977 models were downsized. Most other fluctuations follow the market.