

STATISTICAL RELEASE**Reporting Period**October 1, 1990 to
September 30, 1991**Date Issued**

April 6, 1992

AMENDED

Report Symbol

ATF R A:I 5130-2

ALCOHOL AND TOBACCO TAX COLLECTIONS**FISCAL YEAR TOTAL 1991**

Source of Revenue	Rate	Amount (000's)	
		FY 1991	FY 1990
EXCISE TAX, TOTAL		\$12,008,622	\$10,089,841
ALCOHOL TAX, TOTAL		\$7,226,685	\$5,819,125
Distilled Spirits Taxes, Total		\$3,763,058	\$3,850,266
Domestic	\$13.50 per pg*	\$3,157,108	\$3,186,700
Imported	\$13.50 per pg*	\$605,950	\$663,566
Wine Taxes, Total		\$499,037	\$259,969
Domestic	Various	\$408,498	\$182,994
Imported	Various	\$90,539	\$76,975
Beer Taxes, Total		\$2,964,591	\$1,708,890
Domestic	\$18 or \$7 per bbl**	\$2,850,768	\$1,634,744
Imported	\$18 per bbl**	\$113,822	\$74,146
TOBACCO TAX, TOTAL		\$4,781,936	\$4,270,717
Domestic	Various	\$4,749,568	\$4,255,468
Imported	Various	\$32,368	\$15,249
SPECIAL (OCCUPATIONAL) TAX TOTAL ***		\$117,278	\$130,081
TOTAL TAX COLLECTIONS		\$12,125,900	\$10,219,922

Notes: All "Imported" figures obtained from U.S. Customs data.
Report has been amended to reflect the most current, accurate data.
Report does NOT include Floor Stocks Taxes: \$477,362,382
* Prior to January 1, 1991 rate was \$12.50 per pg
** Prior to January 1, 1991 rate was \$9 per bbl instead of \$18
*** Special Occupational Tax for Alcohol and Tobacco establishments only.

ANALYSIS: It is evident that the increased sales of distilled spirits in the second quarter were not sufficient to offset the decrease after the excise tax increase went into effect. Industry publications confirm: the consumer rush to purchase before the increase; the across-the-board slow down after; the increase in markup by the producer and wholesaler (and presumably by the retailer too); and the consumer trend to buy lower priced products hit the spirits market especially hard. They have not addressed the fact that in order for a wholesaler or retailer to keep the COST of his inventory constant he must reduce the QUANTITY of that inventory. Either this is felt to be self-evident or no one in the industry wants to admit that increases at all three levels (blamed on the tax increase) may have been more than wholesaler, retailer or customer was willing to pay. Beer industry publications noted that the volume business is moving from the premium brands to lower cost beers and the beer volume does not seem to have suffered the impact. Beer revenue went up about half the rate of the increase. Wine seems to have been relatively unaffected. The increase in revenue is roughly equal to the tax increase indicating no change in volume.