

THE U.S. AUTOMOBILE INDUSTRY: MONTHLY REPORT ON SELECTED ECONOMIC INDICATORS

**Report to the Subcommittee on Trade,
Committee on Ways and Means,
on Investigation No. 332-207
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Tariff Act of 1930**

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Table 1.—New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, October 1985–September 1987

Item	(In thousands of units; thousands of employees)				
	1986–87			1985–86	
	Aug. 1987	Sept. 1987	Oct. 1986– Sept. 1987	Sept. 1986	Oct. 1985– Sept. 1986
Retail sales of domestic production:					
Subcompact.....	131	109	1,448	177	1,906
Compact.....	125	123	1,668	202	1,621
Intermediate.....	239	240	2,590	322	2,714
Standard.....	99	87	1,033	139	990
Luxury.....	60	55	602	84	787
Total.....	654	613	7,340	924	8,019
Production:					
Subcompact.....	76	93	1,350	123	1,563
Compact.....	88	128	1,730	170	2,021
Intermediate.....	162	211	2,853	199	2,741
Standard.....	50	78	867	83	609
Luxury.....	36	61	682	65	754
Total.....	413	572	7,484	640	7,689
Inventory:					
Subcompact.....	275	234	1/	293	1/
Compact.....	293	261	1/	317	1/
Intermediate.....	719	637	1/	542	1/
Standard.....	206	167	1/	222	1/
Luxury.....	165	139	1/	183	1/
Total.....	1,658	1,437	1/	1,557	1/
Days' supply: 2/					
Subcompact.....	59	46	1/	51	1/
Compact.....	56	54	1/	64	1/
Intermediate.....	85	69	1/	59	1/
Standard.....	62	44	1/	65	1/
Luxury.....	89	60	1/	71	1/
Average.....	71	57	1/	62	1/
Employment: 3/					
Total employees.....	4/ 804	5/ 818	1/	6/ 804	1/
Production workers...	4/ 616	5/ 630	1/	6/ 601	1/

1/ Not applicable.

2/ Days' supply is an average for each class size which is determined by the previous month's retail sales.

3/ Employment data are for SIC 371 (motor vehicles and motor vehicle equipment).

4/ Data are for July 1987, revised.

5/ Data are for August 1987.

6/ Data are for August 1986.

Source: Retail sales and production, Data Resources, Inc. Auto Information Bank; days' supply and inventory, Automotive News; and employment, U.S. Department of Labor.

Note.—Because of rounding, figures may not add to the totals shown.

Table 2.—New passenger automobiles: U.S. imports for consumption, by principal sources and by specified periods, September 1985–August 1987 ^{1/}

Source	1986–87		Sept. 1986– August 1987	1985–86	
	July 1987	August 1987		August 1986	Sept. 1985– August 1986
	Quantity (units)				
Japan.....	220,825	220,229	2,423,459	203,583	2,714,735
Canada.....	51,807	34,791	988,851	60,004	1,169,768
West Germany....	28,746	22,780	400,324	32,265	447,814
Korea.....	51,392	37,292	337,281	18,404	99,749
Sweden.....	10,653	5,486	145,977	3,626	148,298
Mexico.....	11,827	10,426	78,494	1,980	29,118
Yugoslavia.....	5,336	3,400	52,894	3,230	29,016
United Kingdom...	5,968	2,660	40,866	2,054	27,373
Italy.....	661	557	21,903	1,569	12,415
France.....	866	48	26,651	1,630	13,716
Brazil.....	3,535	4,322	21,178	2	83
All other.....	1,490	720	15,609	689	11,853
Total.....	393,106	342,711	4,553,587	329,036	4,703,851
	Value (1,000 dollars)				
Japan.....	1,953,303	1,956,249	21,160,857	1,735,321	19,943,051
Canada.....	556,461	375,836	10,523,735	632,506	11,623,850
West Germany....	727,330	642,506	8,864,260	659,376	7,336,596
Korea.....	262,846	197,248	1,698,308	84,565	450,191
Sweden.....	150,060	75,614	1,944,876	43,974	1,763,896
Mexico.....	113,843	88,912	776,632	21,991	281,194
Yugoslavia.....	13,071	8,330	288,763	8,120	71,895
United Kingdom...	138,116	57,721	859,419	54,005	695,645
Italy.....	16,059	12,900	278,811	17,961	175,686
France.....	7,996	663	187,237	19,556	147,692
Brazil.....	16,939	21,090	100,587	20	364
All other.....	22,282	12,111	234,759	9,128	109,501
Total.....	3,978,306	3,449,180	46,918,244	3,286,523	42,675,843

^{1/} Data include imports into Puerto Rico and TSUSA items 692.1005–692.1008; data do not include automobiles assembled in U.S. foreign trade zones.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Note.—Because of rounding, figures may not add to the totals shown.

Table 3.—Lightweight automobile trucks 1/ and bodies and cab/chassis for lightweight automobile trucks: U.S. imports for consumption, by principal sources and by specified periods, September 1985–August 1987 2/

Source	1986–87		Sept. 1986– August 1987	1985–86	
	July 1987	August 1987		August 1986	Sept. 1985– August 1986
	Quantity (units) <u>3/</u>				
Japan.....	60,034	50,664	859,175	79,966	970,667
Canada.....	8,141	13,550	174,201	31,248	329,399
Mexico.....	1,936	1,094	16,152	1,995	22,814
All other.....	4	99	1,103	3	1,225
Total.....	70,115	65,407	1,050,631	113,212	1,324,105
	Value (1,000 dollars)				
Japan.....	333,995	273,247	4,663,066	411,065	4,604,875
Canada.....	77,749	121,513	1,603,149	290,909	2,715,210
Mexico.....	15,661	9,202	126,115	14,904	164,686
All other.....	2,887	2,500	49,195	4,518	72,854
Total.....	430,292	406,462	6,441,525	721,396	7,557,625

1/ Defined as not over 10,000 pounds gwv.

2/ Partially estimated, all data include imports into Puerto Rico.

3/ Quantity data include complete trucks and cab/chassis, but exclude bodies.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

Note.—Because of rounding, figures may not add to the totals shown.

Table 4.—New passenger automobiles: U.S. exports of domestic merchandise, by principal markets and by specified periods, September 1985–August 1987

Market	1986–87		Sept. 1985– August 1987	1985–86	
	July 1987	August 1987		August 1986	Sept. August 1986
	Quantity (units)				
Canada.....	20,113	29,018	563,927	18,916	657,855
Japan.....	261	193	3,359	153	2,091
All other.....	5,466	2,795	52,353	1,708	25,857
Total.....	25,840	32,006	619,639	20,777	685,803
	Value (1,000 dollars)				
Canada.....	208,826	335,635	5,469,017	183,199	5,873,408
Japan.....	3,988	3,039	54,027	1,999	33,394
All other.....	74,170	36,295	697,818	22,379	343,434
Total.....	286,984	374,969	6,220,862	207,577	6,250,236

Source: Compiled from official statistics of the U.S. Department of Commerce.

Note.—Because of rounding, figures may not add to the totals shown.

Table 5.—Lightweight automobile trucks 1/ and bodies and cab/chassis for lightweight automobile trucks: U.S. exports of domestic merchandise, by principal markets and by specified periods, September 1985–August 1987 2/

Market	1986–87			1985–86	
	July 1987	August 1987	Sept. 1986– August 1987	August 1986	Sept. 1985– August 1986
	Quantity (units) <u>3/</u>				
Canada.....	9,974	8,455	158,631	4,941	160,073
All other.....	1,521	576	14,054	374	8,695
Total.....	11,495	9,031	172,685	5,315	168,768
	Value (1,000 dollars)				
Canada.....	97,170	78,756	1,475,454	43,026	1,416,951
All other.....	19,203	6,256	167,448	2,995	93,133
Total.....	116,373	85,013	1,642,903	46,021	1,510,084

1/ Defined as not over 10,000 pounds gwv.

2/ Partially estimated.

3/ Quantity data include complete trucks and cab/chassis, but exclude bodies.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

Note.—Because of rounding, figures may not add to the totals shown.

Table 6.—New passenger automobiles: Sales of domestic and imported passenger automobiles and sales of imported passenger automobiles as a percent of total U.S. sales, by specified periods, 1986 and 1987

Period	Sales of—		Imported		Total U.S.		Ratio of im-	
	Domestic automobiles 1/ 1987	1986	automobiles 2/ 1987	1986	sales 1987	1986	port sales to total sales 1987	1986
	—Percent—							
January..	427,678	635,904	197,941	237,281	625,619	873,185	31.6	27.2
February.	556,953	613,371	220,162	218,096	777,115	832,467	28.3	26.3
Jan-Feb..	984,631	1,249,275	418,103	456,377	1,402,734	1,705,652	29.8	26.8
March....	682,117	649,351	247,966	247,487	930,083	896,838	26.7	27.6
Jan-Mar..	1,666,748	1,898,626	666,069	703,864	2,332,817	2,602,490	28.6	27.0
April....	691,803	719,563	242,374	252,607	934,197	972,172	25.9	26.0
Jan-Apr..	2,358,551	2,618,189	908,463	956,473	3,267,014	3,574,662	27.8	26.8
May.....	622,303	786,268	260,514	286,194	882,817	1,072,462	29.6	26.7
Jan-May..	2,980,854	3,404,457	1,168,977	1,242,667	4,149,831	4,647,124	28.2	26.7
June....	656,727	736,261	281,555	264,954	938,282	1,001,215	30.0	26.5
Jan-June.	3,637,581	4,140,718	1,450,532	1,507,621	5,088,113	5,648,339	28.5	26.7
July.....	611,035	648,667	304,795	305,188	915,830	953,855	33.3	32.0
Jan-July.	4,248,616	4,789,385	1,755,327	1,812,809	6,003,943	6,602,194	29.2	27.5
August...	653,974	673,311	308,641	278,951	962,615	952,262	32.1	29.3
Jan-Aug..	4,902,590	5,462,696	2,063,968	2,091,760	6,966,558	7,554,456	29.6	27.7
September	613,208	924,829	286,756	291,952	899,964	1,216,781	31.9	24.0
Jan-Sept.	5,515,798	6,387,525	2,350,724	2,383,712	7,866,522	8,771,237	29.9	27.2

1/ Domestic automobile sales include U.S. and Canadian-built automobiles sold in the United States.

2/ Does not include automobiles imported from Canada.

Source: Automotive News.

Table 7.—New passenger automobiles: Price indexes, by specified periods, 1986 and 1987

Item	(1967 = 100)			1986 and 1987		
	1987 July 1987	August 1987	Percent change	August 1986	August 1987	Percent change
Consumer Price Index:						
Unadjusted....	232.7	232.1	-0.3	224.7	232.1	+3.3
Seasonally adjusted....	233.2	233.3	-	225.8	233.3	+3.3
Producer Price Index:						
Unadjusted....	239.7	234.7	-2.1	232.5	234.7	+0.9
Seasonally adjusted....	239.5	235.2	-1.8	233.2	235.2	+0.9

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during September 1987 ^{1/}

Country source/make	Retail price changes in dollars, September 1987 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Honda.....	+307
Nissan.....	+178
Mitsubishi.....	+332
Toyota.....	+160
European producers:	
Volvo.....	+900
Jaguar.....	+3,000
Peugeot.....	+988
Korean producers.....	No change.

^{1/} Average retail price change for all models.

Source: Automotive News, September 1987.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-October 1987 1/

Company, model, and options 2/	April 1, 1981		October 1987		Percent change in optionally equipped model	
	Base model 3/	Optionally equipped model 4/	Base model 3/	Optionally equipped model 4/	Sept. 1987- Oct. 1987	April 1981- Oct. 1987
General Motors:						
Cavalier, 2 door	4/ \$6,966	4/ \$6,966	\$7,255	\$7,255	0.0	+4.1
Cimarron, 4 door (AT)	4/ 12,131	4/ 12,501	15,032	15,447	0.0	+23.6
Ford:						
Escort GL 2 door HB (PB, RMD, TG)	5,556	5,857	6,949	7,199	0.0	+22.9
Tempo GL 4 door (RMD, AT, TG) 5/	6,421	6,953	8,310	9,057	0.0	+30.3
LTD Crown Victoria, 4 door (RMD, TG, ILG, AC)	8,519	10,102	15,410	15,555	0.0	+54.0
Chrysler:						
Plymouth Turismo, 2 door HB (RMD)	5,938	6,188	7,199	7,199	0.0	+16.3
Reliant, 4 door (RMD, TG, R; AT)	5,980	6,680	8,364	9,161	0.0	+37.1
Dodge 600, 4 door (RMD, AC) 6/	6,672	7,502	10,672	11,646	0.0	+55.2
Toyota:						
Corolla, Deluxe, 4 door (R)	5,688	5,793	8,898	9,228	+5.1	+59.3
Cressida, 4 door	11,599	11,599	20,250	20,250	0.0	+74.6
Nissan (Datsun):						
Sentra E, 2 door Z/	5,369	5,369	7,299	7,299	-3.9	+35.9
Stanza GXE, 4 door (AT) 7/	6,839	7,749	12,899	13,594	0.0	+75.4
Maxima GXE, 4 door	10,379	10,379	16,949	16,949	+0.9	+63.3
Honda:						
Civic 1500, 2 door HB (R) 8/	4,599	4,694	6,095	6,320	+5.9	+34.6
Accord DX, 4 door (R, AT)	7,645	7,950	11,175	11,970	+6.1	+50.6

1/ Suggested retail prices do not include any dealer incentives, below-market financing or rebates offered by manufacturers or importers.

2/ The following codes apply: PB = power brakes; RMD = rear window defroster; TG = tinted glass; HB = hatchback; AT = automatic transmission; AC = air conditioning; R = radio; ILG = interior luxury group.

3/ Base models are 2 door or 2 door hatchback and 4 door or 4 door hatchback models. Optionally equipped models are base models which have been equipped with the options listed in parenthesis.

4/ Cavalier and Cimarron not sold until May 21, 1981.

5/ Tempo replaced the Fairmont Futura.

6/ Dodge 600 replaced the Diplomat.

7/ Sentra replaced the 210; Stanza replaced the 510.

8/ Civic 1500 replaced the Civic 1300.

Source: Compiled from data supplied by U.S. manufacturers, Japanese importers, and Automotive News.

Note: Some 1981-86 models have been discontinued; these models have been replaced by comparable models where possible. In addition, some equipment that was optional on prior models is now included in the base price or equipment that was standard has been deleted, making price comparisons of prior-year models difficult.