

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

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Committee on Ways and Means,  
on Investigation No. 332-207  
Under Section 332 of the  
Tariff Act of 1930**

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# UNITED STATES INTERNATIONAL TRADE COMMISSION

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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, November 1985–October 1987

(In thousands of units; thousands of employees)

Item	1986–87			1985–86	
	Sept. 1987	Oct. 1987	Nov. 1986– Oct. 1987	Oct. 1986	Nov. 1985– Oct. 1986
<b>Retail sales of domestic production:</b>					
Subcompact.....	109	80	1,423	105	1,849
Compact.....	123	117	1,644	141	1,654
Intermediate.....	240	196	2,558	228	2,748
Standard.....	87	75	1,015	93	1,028
Luxury.....	55	56	593	65	767
Total.....	613	524	7,233	633	8,046
<b>Production:</b>					
Subcompact.....	93	110	1,294	166	1,588
Compact.....	128	164	1,726	168	2,009
Intermediate.....	211	246	2,877	222	2,683
Standard.....	78	81	846	102	653
Luxury.....	61	70	677	75	752
Total.....	572	672	7,420	733	7,685
<b>Inventory:</b>					
Subcompact.....	234	223	1/	269	1/
Compact.....	261	251	1/	313	1/
Intermediate.....	637	614	1/	477	1/
Standard.....	167	168	1/	189	1/
Luxury.....	139	140	1/	164	1/
Total.....	1,437	1,396	1/	1,413	1/
<b>Days' supply: 2/</b>					
Subcompact.....	46	51	1/	55	1/
Compact.....	54	51	1/	74	1/
Intermediate.....	69	64	1/	55	1/
Standard.....	44	48	1/	68	1/
Luxury.....	60	64	1/	59	1/
Average.....	57	57	1/	60	1/
<b>Employment: 3/</b>					
Total employees.....	4/ 819	5/ 848	1/	6/ 812	1/
Production workers...	4/ 631	5/ 662	1/	6/ 610	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 August 1987, revised.

5/ Data are for September 1987.

6/ Data are for September 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, October 1985–September 1987 <sup>1/</sup>

Source	1986–87		Oct. 1986– Sept. 1987	1985–86	
	Aug. 1987	Sept. 1987		Sept. 1986	Oct. 1985– Sept. 1986
	Quantity (units)				
Japan.....	220,229	171,722	2,428,939	166,242	2,640,192
Canada.....	34,791	57,368	948,672	97,547	1,156,960
West Germany.....	22,780	15,476	388,392	27,408	447,222
Korea.....	37,292	18,651	340,790	15,142	114,891
Sweden.....	5,495	7,410	146,713	6,674	148,665
Mexico.....	10,426	13,077	89,832	1,739	30,733
Yugoslavia.....	3,400	1,186	50,427	3,653	32,157
United Kingdom...	2,660	5,628	44,606	1,888	27,701
Italy.....	728	394	21,906	391	11,385
France.....	48	1,863	27,413	1,101	13,278
Brazil.....	4,332	3,324	24,499	3	86
All other.....	540	1,742	16,626	725	12,244
Total.....	342,711	297,841	4,528,815	322,513	4,635,431
	Value (1,000 dollars)				
Japan.....	1,956,249	1,570,554	21,320,635	1,410,776	19,845,288
Canada.....	375,836	693,230	10,201,754	1,015,211	11,551,564
West Germany.....	642,506	426,146	8,786,628	503,778	7,474,520
Korea.....	197,248	96,945	1,725,637	69,616	519,807
Sweden.....	75,746	110,050	1,967,784	87,142	1,780,351
Mexico.....	88,912	113,892	869,289	21,235	301,775
Yugoslavia.....	8,330	3,112	282,673	9,202	79,832
United Kingdom...	57,721	137,996	945,859	51,556	708,658
Italy.....	16,540	8,389	281,238	5,962	162,468
France.....	663	19,908	193,820	13,325	146,597
Brazil.....	21,090	17,000	117,557	30	384
All other.....	8,339	28,019	253,200	9,578	161,175
Total.....	3,449,180	3,225,240	46,946,073	3,197,411	42,732,055

<sup>1/</sup> 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, October 1985–September 1987 2/

Source	1986–87			1985–86	
	Aug. 1987	Sept. 1987	Oct. 1986– Sept. 1987	Sept. 1986	Oct. 1985– Sept. 1986
Quantity (units) <u>3/</u>					
Japan.....	50,664	34,550	840,582	53,143	953,964
Canada.....	13,550	16,557	172,327	18,431	318,389
Mexico.....	1,094	140	15,242	1,050	21,628
All other.....	99	216	1,316	3	1,219
Total.....	65,407	51,463	1,029,467	72,627	1,295,200
Value (1,000 dollars)					
Japan.....	273,247	188,905	4,574,923	277,048	4,589,809
Canada.....	121,513	158,078	1,594,979	166,248	2,605,924
Mexico.....	9,202	430	118,709	7,836	156,336
All other.....	2,500	4,697	47,563	6,329	78,924
Total.....	406,462	352,110	6,336,174	457,461	7,430,993

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

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, October 1985–September 1987

Market	1986–87		Oct. 1986– Sept. 1987	1985–86	
	Aug. 1987	Sept. 1987		Sept. 1986	Oct. 1985– Sept. 1986
	Quantity (units)				
Canada.....	29,018	47,058	552,114	58,871	659,262
Japan.....	193	193	3,507	45	2,098
All other.....	2,795	2,287	53,850	790	25,137
Total.....	32,006	49,538	609,471	59,706	686,497
	Value (1,000 dollars)				
Canada.....	335,635	486,570	5,399,388	556,199	5,942,276
Japan.....	3,039	2,808	56,169	666	33,646
All other.....	36,295	29,993	718,339	9,472	334,548
Total.....	374,969	519,372	6,173,897	566,337	6,310,470

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, October 1985–September 1987 2/

Market	1986–87			1985–86	
	Aug. 1987	Sept. 1987	Oct. 1986– Sept. 1987	Sept. 1986	Oct. 1985– Sept. 1986
	Quantity (units) <u>3/</u>				
Canada.....	8,455	16,741	155,378	19,994	168,108
All other.....	576	442	14,087	409	8,042
Total.....	9,031	17,183	169,465	20,403	176,150
	Value (1,000 dollars)				
Canada.....	78,756	178,571	1,466,725	187,300	1,495,780
All other.....	6,256	4,017	168,171	3,294	81,428
Total.....	85,013	182,588	1,634,897	190,594	1,577,208

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

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/	1986	automobiles 2/	1986	sales	1986	port sales to total sales	1986
	1987		1987		1987		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
October..	523,872	632,546	273,607	272,552	797,479	905,098	34.3	30.1
Jan—Oct..	6,039,670	7,020,071	2,624,331	2,656,264	8,664,001	9,676,335	30.3	27.4

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					
	Aug. 1987	Sept. 1987	Percent change	Sept. 1986	Sept. 1987	Percent change
Consumer Price Index:						
Unadjusted....	232.1	231.6	-0.2	224.5	231.6	+3.2
Seasonally adjusted....	233.3	233.5	+0.1	226.3	233.5	+3.2
Producer Price Index:						
Unadjusted....	234.7	229.5	-2.2	223.1	229.5	+2.9
Seasonally adjusted....	235.2	243.6	+3.6	235.1	243.6	+3.6

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during October 1987 <sup>1/</sup>

Country source/make	Retail price changes in dollars, October 1987 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Nissan.....	+198
European producers:	
Audi.....	+1,055
Yugo.....	+209
Austin Rover.....	+1,168
Korean producers.....	
	No change.

<sup>1/</sup> Average retail price change for all models.

Source: Automotive News, October 1987.

Table 9.—Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1986 and 1987 <sup>1/</sup>

Item and firm	(In millions of dollars)			
	1987		1986	
	July- September	January- September	July- September	January- September
Sales:				
General Motors.....	22,607	75,404	22,841	77,286
Ford.....	15,247	52,885	14,365	46,453
Chrysler.....	6,169	18,610	5,169	16,648
American Motors.....	2/	2/	805	2,524
Total.....	44,022	146,899	43,181	142,911
Profits:				
General Motors.....	812	2,715	345	2,562
Ford.....	703	3,693	693	2,500
Chrysler.....	253	951	235	1,080
American Motors.....	2/	2/	(40)	(111)
Total.....	1,768	7,359	1,233	6,031

<sup>1/</sup> Data are for world operations.

<sup>2/</sup> American Motors was purchased by Chrysler Corporation August 5, 1987.

Source: Automotive News.

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

Table 10.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–November 1987 1/

Company, model, and options 2/	April 1, 1981		November 1987		Percent change in optionally equipped model	
	Base model 3/	Optionally equipped model 3/	Base model 3/	Optionally equipped model 3/	Oct. 1987–Nov. 1987	April 1981–Nov. 1987
<b>General Motors:</b>						
Cavalier, 2 door	4/ \$6,966	4/ \$6,966	\$6,995	\$6,995	-3.6	+0.4
Cimarron, 4 door (AT)	4/ 12,131	4/ 12,501	16,071	16,486	+6.7	+31.9
<b>Ford:</b>						
Escort GL 2 door HB (PB, RWD, TG)	5,556	5,857	6,949	7,199	0.0	+22.9
Tempo GL 4 door (RWD, AT, TG) 5/	6,421	6,953	8,310	9,057	0.0	+30.3
<b>LTD Crown Victoria, 4 door (RWD, TG, ILG, AC):</b>						
	8,519	10,102	15,410	15,555	0.0	+54.0
<b>Chrysler:</b>						
Plymouth Turismo, 2 door HB (RWD)	5,938	6,188	7,199	7,199	0.0	+16.3
Reliant, 4 door (RWD, TG, R, AT)	5,980	6,680	8,364	9,161	0.0	+37.1
Dodge 600, 4 door (RWD, AC) 6/	6,672	7,502	10,672	11,646	0.0	+55.2
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R)	5,688	5,793	8,898	9,228	0.0	+59.3
Cressida, 4 door	11,599	11,599	20,250	20,250	0.0	+74.6
<b>Nissan (Datsun):</b>						
Sentra E, 2 door Z/	5,369	5,369	7,299	7,299	0.0	+35.9
Stanza GXE, 4 door (AT) Z/	6,839	7,749	12,899	13,594	0.0	+75.4
Maxima GXE, 4 door	10,379	10,379	16,949	16,949	0.0	+63.3
<b>Honda:</b>						
Civic 1500, 2 door HB (R) 8/	4,599	4,694	6,095	6,320	0.0	+34.6
Accord DX, 4 door (R, AT)	7,645	7,950	11,175	11,970	0.0	+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; RWD = 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/ Stanza 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.