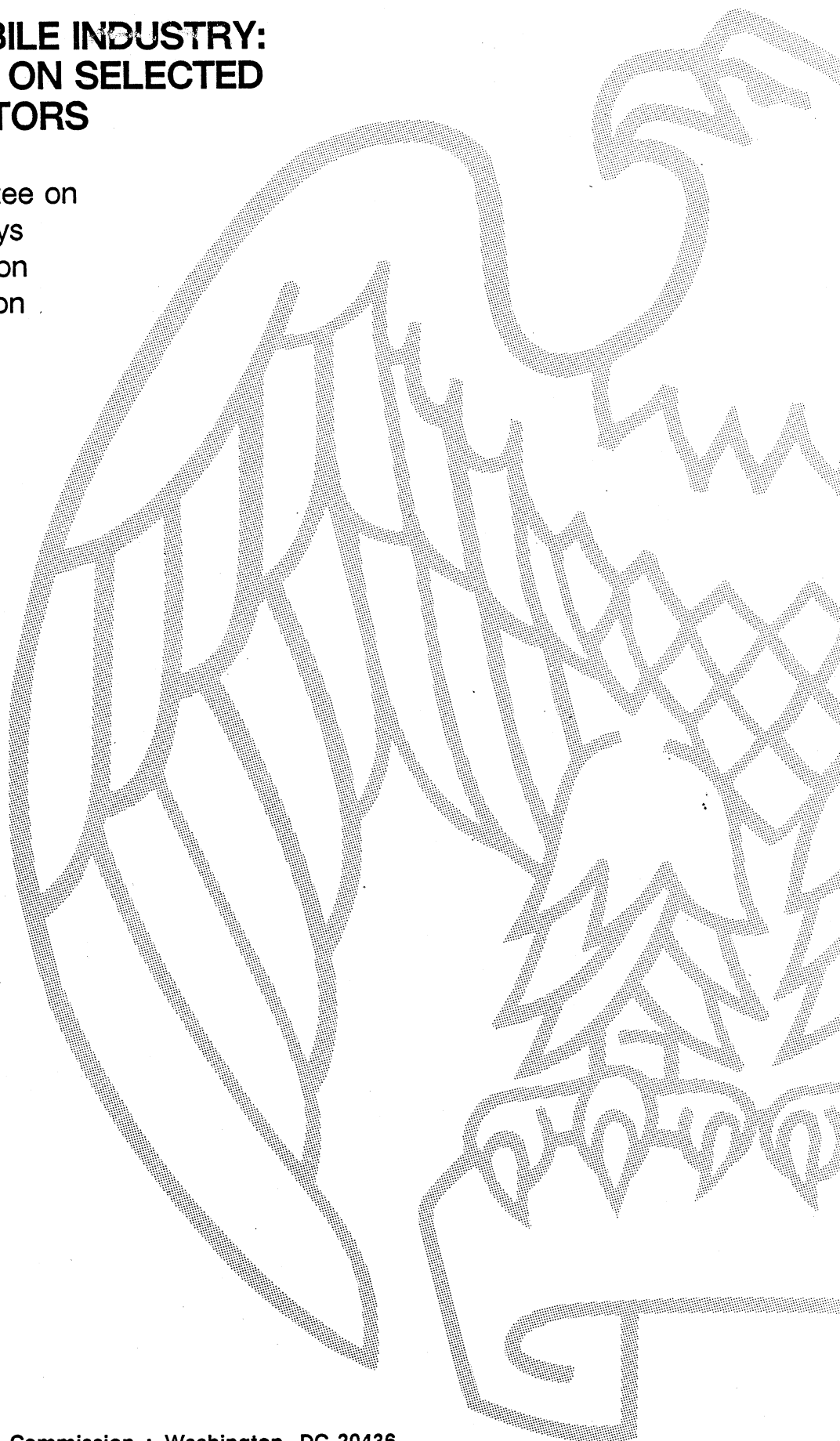


# THE U.S. AUTOMOBILE INDUSTRY: MONTHLY REPORT ON SELECTED ECONOMIC INDICATORS

Report to the Subcommittee on  
Trade, Committee on Ways  
and Means, on Investigation  
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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, January 1987-December 1988

(In thousands of units; thousands of employees)					
Item	1988 <sup>1</sup>			1987	
	Nov. 1988	Dec. 1988	Jan. 1988- Dec. 1988	Dec. 1987	Jan. 1987- Dec. 1987
Retail sales of domestic production:					
Subcompact.....	90	92	1,398	86	1,378
Compact.....	131	145	1,868	133	1,625
Intermediate.....	208	218	3,100	202	2,523
Standard.....	64	49	1,040	73	976
Luxury.....	54	63	674	57	575
Total.....	548	567	8,081	551	7,081
Production:					
Subcompact.....	100	100	1,292	91	1,217
Compact.....	164	146	1,884	130	1,730
Intermediate.....	249	243	2,999	154	2,848
Standard.....	61	60	779	55	836
Luxury.....	72	66	767	53	680
Total.....	646	615	7,720	483	7,312
Inventory:					
Subcompact.....	275	271	1/	269	1/
Compact.....	297	292	1/	303	1/
Intermediate.....	707	696	1/	740	1/
Standard.....	198	195	1/	202	1/
Luxury.....	135	133	1/	169	1/
Total.....	1,612	1,586	1/	1,683	1/
Days' supply: 2/					
Subcompact.....	55	77	1/	81	1/
Compact.....	53	52	1/	59	1/
Intermediate.....	74	83	1/	95	1/
Standard.....	70	104	1/	72	1/
Luxury.....	60	55	1/	77	1/
Average.....	73	73	1/	79	1/
Employment: 3/					
Total employees.....	4/ 862	5/ 869	1/	6/ 842	1/
Production workers...	4/ 675	5/ 682	1/	6/ 648	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 October 1988, revised.

5/ Data are for Nov. 1988.

6/ Data are for Nov. 1987.

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, December 1986-November 1988 <sup>1/</sup>

Source	1987-88			1986-87	
	Oct. 1988	Nov. 1988	Dec. 1987- Nov. 1988	Nov. 1987	Dec. 1986- Nov. 1987
Quantity (units)					
Japan.....	216,155	212,784	2,125,551	219,950	2,416,435
Canada.....	101,543	101,018	1,195,189	103,073	908,060
West Germany....	20,193	28,013	267,534	37,340	374,924
Korea.....	27,679	34,136	458,028	29,254	367,111
Sweden.....	12,285	9,800	108,959	9,756	142,685
Mexico.....	15,113	9,725	146,112	11,635	106,403
Yugoslavia.....	1,001	2,493	32,458	3,582	49,851
United Kingdom...	3,238	2,147	33,357	3,148	47,210
Italy.....	123	426	5,668	1,072	21,538
France.....	849	1,073	16,010	647	28,455
Brazil.....	0	4,903	64,379	6,045	38,996
All other.....	1,952	2,698	18,836	2,278	19,247
Total.....	400,131	409,216	4,472,780	427,780	4,520,915
Value (1,000 dollars)					
Japan.....	2,032,008	2,005,280	19,755,889	1,886,901	21,294,851
Canada.....	1,149,601	1,129,208	13,280,890	1,151,667	9,873,681
West Germany....	497,553	602,957	6,429,322	866,041	8,807,129
Korea.....	152,720	189,661	2,464,078	155,139	1,875,241
Sweden.....	198,401	160,649	1,710,389	148,671	1,965,089
Mexico.....	131,584	85,217	1,253,792	99,785	1,000,097
Yugoslavia.....	2,237	5,618	86,005	9,025	281,012
United Kingdom...	106,720	78,216	980,912	92,426	1,017,482
Italy.....	6,962	12,466	143,339	20,455	287,134
France.....	9,757	12,667	172,401	8,464	203,201
Brazil.....	0	28,672	365,751	31,066	192,052
All other.....	29,612	44,233	295,501	36,812	299,611
Total.....	4,316,941	4,354,842	46,938,267	4,506,450	47,096,580

<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, December 1986-November 1988 2/

Source	1987-88			1986-87	
	Oct. 1988	Nov. 1988	Dec. 1987- Nov. 1988	Nov. 1987	Dec. 1986- Nov. 1987
	Quantity (units) <u>3/</u>				
Japan.....	45,569	46,697	557,104	54,991	782,951
Canada.....	26,694	21,131	291,029	13,067	170,583
Mexico.....	0	0	29	57	12,298
All other.....	11	5	2,582	414	2,346
Total.....	72,274	67,833	850,744	68,529	968,178
	Value (1,000 dollars)				
Japan.....	297,788	296,737	3,265,462	302,520	4,268,449
Canada.....	307,120	224,024	3,276,980	124,759	1,592,865
Mexico.....	505	1,333	9,023	139	95,936
All other.....	5,933	5,299	152,127	6,474	60,540
Total.....	611,346	527,393	6,703,593	433,892	6,017,790

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

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, December 1986–November 1988

Market	1987-88			1986-87	
	Oct. 1988	Nov. 1988	Dec. 1987- Nov. 1988	Nov. 1987	Dec. 1986- Nov. 1987
	Quantity (units)				
Canada.....	50,084	48,983	618,054	58,596	558,993
Japan.....	2,216	2,768	19,936	747	4,256
All other.....	13,955	18,036	130,670	10,735	62,633
Total.....	66,255	69,735	768,660	70,078	625,882
	Value (1,000 dollars)				
Canada.....	675,773	536,369	6,254,147	666,312	5,650,878
Japan.....	52,236	39,169	249,785	12,596	68,514
All other.....	89,054	234,688	1,669,571	146,364	814,752
Total.....	817,063	810,227	8,173,503	825,271	6,561,143

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, December 1986-November 1988 2/

Market	1987-88 <sup>1</sup>			1986-87	
	Oct. 1988	Nov. 1988	Dec. 1987- Nov. 1988	Nov. 1987	Dec. 1986- Nov. 1987
	Quantity (units) <sup>3/</sup>				
Canada.....	12,809	7,954	157,461	16,783	160,390
All other.....	3,289	3,681	30,178	2,232	15,464
Total.....	16,098	11,634	187,639	19,015	175,855
	Value (1,000 dollars)				
Canada.....	136,238	84,732	1,590,764	169,646	1,535,724
All other.....	43,184	46,626	374,107	30,848	185,223
Total.....	179,422	131,358	1,964,871	200,494	1,720,947

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, 1987 and 1988

Period	Sales of-				Total U.S.		Ratio of im-	
	Domestic automobiles 1/		Imported automobiles 2/		sales		port sales to total sales	
	1988	1987	1988	1987	1988	1987	1988	1987
	Quantity (units)						--Percent--	
January....	531,225	427,678	229,459	197,941	760,684	625,619	30.2	31.6
February...	649,059	556,953	235,212	220,162	884,271	777,115	26.6	28.3
Jan.-Feb...	1,180,284	984,631	464,671	418,103	1,644,955	1,402,734	28.2	29.8
March.....	733,738	682,117	269,433	247,966	1,003,171	930,083	26.9	26.7
Jan.-Mar...	1,914,022	1,666,748	734,104	666,069	2,648,126	2,332,817	27.7	28.6
April.....	651,560	691,803	247,020	242,374	898,580	934,197	27.5	25.9
Jan.-Apr...	2,565,582	2,358,551	981,124	908,443	3,546,706	3,267,014	27.7	27.8
May.....	701,987	622,303	268,906	260,514	970,893	882,817	27.7	29.6
Jan.-May...	3,267,569	2,980,854	1,250,030	1,168,977	4,517,599	4,149,831	27.7	28.2
June.....	722,364	656,727	284,200	281,555	1,006,564	938,282	28.2	30.0
Jan.-June..	3,989,933	3,637,581	1,534,230	1,450,532	5,524,163	5,088,113	27.8	28.5
July.....	602,546	611,035	257,509	304,795	860,055	915,830	29.9	33.3
Jan.-July..	4,592,479	4,248,616	1,791,739	1,755,327	6,384,218	6,003,943	28.1	29.2
August.....	600,026	653,974	281,989	308,641	882,015	962,615	32.0	32.1
Jan.-Aug...	5,192,505	4,902,590	2,073,728	2,063,968	7,266,233	6,966,558	28.5	29.6
September..	576,535	613,208	248,727	286,756	825,262	899,964	30.1	31.9
Jan.-Sept..	5,769,040	5,515,798	2,322,455	2,350,724	8,091,495	7,866,522	28.7	29.9
October....	589,815	523,872	242,448	273,607	832,263	797,479	29.1	34.3
Jan.-Oct...	6,358,855	6,039,670	2,564,903	2,624,331	8,923,758	8,664,001	29.6	30.3
November...	552,049	485,968	238,722	246,084	790,711	732,052	30.2	33.6
Jan.-Nov...	6,910,904	6,525,638	2,803,625	2,870,415	9,714,469	9,396,053	28.9	30.5
December...	615,130	550,676	261,635	289,099	876,765	839,775	29.8	34.4
Jan.-Dec...	7,526,034	7,081,262	3,065,260	3,145,326	10,591,234	10,226,588	28.9	30.8

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, 1987 and 1988 1/

Item	1988			1987 and 1988		
	Oct. 1988	Nov. 1988	Percent change	Nov. 1987	Nov. 1988	Percent change
Consumer Price Index:						
Unadjusted...	117.7	118.4	+0.6	116.3	118.4	+1.8
Seasonally adjusted...	118.0	117.5	-0.4	115.5	117.5	+1.7
Producer Price Index:						
Unadjusted...	117.3	116.1	-1.0	115.5	116.1	+0.5
Seasonally adjusted...	113.7	113.6	-0.1	113.0	113.6	+0.4

1/ Consumer price index, 1982-1984 = 100. Producer price index, 1982 = 100.

Source: U.S. Department of Labor.

Table 8.--New passenger automobiles: Retail price changes in the U.S. market during December 1988 1/

Country source/make	Retail price changes in dollars, Dec. 1988 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Toyota Motors.....	No change.
American Honda.....	No change.
Acura Division.....	No change.
Nissan.....	No change.
Mazda.....	No change.
European producers:	
Volvo.....	No change.
Volkswagen.....	No change.

1/ Average retail price change for all models.

Source: Automotive News, December 1988.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-January 1989 1/

Company, model, and options 2/	April 1, 1981		January 1, 1989		Percent change in optionally equipped model	April 1981- Jan. 1989
	Base model 3/	Option-ally equipped model 3/	Base model 3/	Option-ally equipped model 3/		
<b>General Motors:</b>						
Cavalier, 2 door .....	4/ \$6,966	\$6,966	\$7,375	\$7,375	0.0	+5.9
De Ville, 4 door .....	14,198	14,198	25,435	25,435	0.0	+90.2
<b>Ford:</b>						
Escort Pony 2 door HB (RWD, TG) .....	5,556	5,857	6,964	7,660	0.0	+30.8
Tempo GL 4 door (RWD, AT, TG) 5/ .....	6,421	6,953	9,207	9,834	0.0	+41.1
LTD Crown Victoria, 4 door .....	8,519	10,102	16,767	16,767	0.0	+66.0
<b>Chrysler:</b>						
Reliant America, 4 door (RWD, R, AT) .....	5,980	6,680	7,595	9,034	0.0	+35.2
Dynasty, 4 door (RWD, AC) 5/ .....	6,672	7,502	12,350	13,310	0.0	+77.4
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R) .....	5,688	5,793	9,198	9,528	0.0	+64.5
Cressida, 4 door .....	11,599	11,599	21,498	21,498	0.0	+85.3
<b>Nissan (Datsun):</b>						
Sentra E, 2 door 1/ .....	5,369	5,369	7,999	7,999	0.0	+49.0
Stanza GXE, 4 door (AT) 1/ .....	6,839	7,749	13,799	14,514	0.0	+87.3
Maxima GXE, 4 door .....	10,379	10,379	17,859	17,859	0.0	+72.1
<b>Honda:</b>						
Civic 1500, 2 door HB (R) 8/ .....	4,599	4,694	6,385	6,554	0.0	+39.6
Accord DX, 4 door (R) .....	7,645	7,950	11,770	11,939	0.0	+50.2

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

2/ The following codes apply: RWD = rear window defroster; TG = tinted glass; HB = hatchback; AT = automatic transmission; AC = air conditioning; R = radio.

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 not sold until May 21, 1981.

5/ Tempo replaced the Fairmont Futura.

6/ Dynasty 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 1981-88 models have been discontinued; these models have been replaced by comparable models where possible.