

# **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. 332-177  
Under Section 332  
of the Tariff Act of 1930**

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# UNITED STATES INTERNATIONAL TRADE COMMISSION

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C O N T E N T S

Page

Tables

1.	New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, 1982, 1983, and 1984-----	1
2.	New passenger automobiles: U.S. imports for consumption, by principal sources and specified periods, 1982, 1983, and 1984-----	2
3.	Lightweight automobile trucks and bodies and cab/chassis for lightweight automobile trucks: U.S. imports for consumption, by principal sources and specified periods, 1982, 1983, and 1984-----	3
4.	New passenger automobiles: U.S. exports of domestic merchandise, by principal markets and specified periods, 1982, 1983, and 1984---	4
5.	Lightweight automobile trucks and bodies and cab/chassis for lightweight automobile trucks: U.S. exports of domestic merchandise, by principal markets and specified periods, 1982, 1983, and 1984---	5
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, 1983 and 1984-----	6
7.	New passenger automobiles: Price indexes, by specified periods, 1983 and 1984-----	6
8.	New passenger automobiles: Retail price changes in the U.S. market, during February 1984-----	7
9.	Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified period, 1982 and 1983-----	7
10.	Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-March 1984-----	8



Table 1.--New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, 1982, 1983, and 1984

(In thousands of units; thousands of employees)

Item	1983 and 1984			1982 and 1983	
	January : 1984	February : 1984	Mar. 1983- Feb. 1984	February: 1983	Mar. 1982- Feb. 1983
Retail sales of domestic production:					
Subcompact-----	186	213	2,187	127	1,757
Compact-----	73	82	953	64	1,017
Intermediate-----	189	213	2,378	142	1,677
Standard-----	99	107	1,207	82	964
Luxury-----	36	40	452	28	372
Total-----	583	655	7,177	442	5,788
Production:					
Subcompact-----	229	233	2,293	140	1,671
Compact-----	87	94	1,095	96	1,154
Intermediate-----	207	222	2,372	157	1,568
Standard-----	85	100	1,043	72	734
Luxury-----	74	45	489	36	386
Total-----	682	694	7,291	500	5,513
Inventory:					
Subcompact-----	275	284	1/	222	1/
Compact-----	357	404	1/	271	1/
Intermediate-----	485	510	1/	407	1/
Standard-----	137	167	1/	197	1/
Luxury-----	105	112	1/	83	1/
Total-----	1,358	1,477	1/	1,180	1/
Days' supply: 2/					
Subcompact-----	82	76	1/	89	1/
Compact-----	77	87	1/	88	1/
Intermediate-----	65	61	1/	67	1/
Standard-----	55	62	1/	64	1/
Luxury-----	52	51	1/	74	1/
Total-----	63	63	1/	68	1/
Employment: 3/					
Total employees-----	4/ 849	5/ 846	1/	6/ 667	1/
Production workers---	4/ 656	5/ 652	1/	6/ 488	1/
Layoffs 7/-----	106	107	1/	254	1/

1/ Not applicable.

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

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

4/ Data are for December 1983, revised.

5/ Data are for January 1984.

6/ Data are for January 1983, revised.

7/ Layoffs are the number of UAW members on indefinite layoff as of the end of each specified period.

Source: Retail sales, production, and days' supply, Ward's Auto Information Bank; 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 specified periods, 1982, 1983, and 1984 and 1/ 2/

Source	1983-1984			1982-1983	
	Dec. 1983	Jan. 1984	Feb. 1983- Jan. 1984	Jan. 1983	Feb. 1982- Jan. 1983
	Quantity (units)				
Japan-----	159,484	167,047	1,877,215	161,024	1,789,917
Canada-----	98,410	83,542	860,149	59,058	724,488
West Germany-----	26,150	49,246	272,759	16,294	251,614
Sweden-----	8,051	11,405	117,545	8,586	87,556
Italy-----	1,019	373	5,615	200	8,044
United Kingdom-----	1,434	1,378	17,110	1,529	13,299
France-----	1,887	2,838	36,504	7,157	54,128
All other-----	657	751	9,377	294	1,089
Total-----	297,092	316,580	3,196,274	254,142	2,930,135
	Value (1,000 dollars)				
Japan-----	992,184	1,033,493	10,922,883	866,867	9,546,571
Canada-----	892,889	779,320	7,522,089	520,368	5,998,593
West Germany-----	328,934	611,996	3,799,133	240,920	3,156,367
Sweden-----	84,757	119,050	1,133,702	84,887	824,630
Italy-----	10,903	5,038	74,221	2,789	88,899
United Kingdom-----	34,537	35,728	408,110	31,124	327,070
France-----	17,790	26,162	280,854	47,065	350,855
All other-----	5,906	7,391	74,868	2,715	11,330
Total-----	2,367,900	2,618,178	24,215,860	1,796,735	20,304,315

1/ Data include imports into Puerto Rico and TSUSA number 692.1005.

2/ Data do not include automobiles assembled in 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 specified periods, 1982, 1983, and 1984 2/

Source	1983-1984			1982-1983	
	Dec. : 1983	Jan. : 1984	Feb. 1983- : Jan. 1984	Jan. : 1983	Feb. 1982- : Jan. 1983
	Quantity (units) <u>3/</u>				
Japan-----	49,954	43,460	442,714	22,380	328,178
Canada-----	31,436	27,403	280,591	15,445	262,444
All other-----	9	279	2,139	97	1,609
Total-----	81,399	71,142	725,444	37,992	592,231
	Value (1,000 dollars)				
Japan-----	211,701	180,950	1,806,965	90,267	1,374,325
Canada-----	268,367	235,441	2,397,664	124,628	2,101,549
All other-----	249	5,344	23,568	11,252	34,286
Total-----	480,317	421,735	4,228,197	226,147	3,510,160

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.

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 specified periods, 1982, 1983, and 1984

Market	1983-1984			1982-1983	
	Dec. 1983	Jan. 1984	Feb. 1983- Jan. 1984	Jan. 1983	Feb. 1982- Jan. 1983
	Quantity (units)				
Canada-----	36,002	38,682	536,389	24,611	327,590
Saudi Arabia-----	624	822	10,282	669	11,718
Kuwait-----	240	148	2,228	183	5,178
Japan-----	324	172	2,191	303	2,907
West Germany-----	235	197	2,791	209	2,466
Venezuela-----	8	12	205	119	3,394
All other-----	944	694	10,500	839	18,800
Total-----	38,377	40,727	564,586	26,933	372,053
	Value (1,000 dollars)				
Canada-----	277,590	298,639	3,976,326	178,142	2,310,313
Saudi Arabia-----	8,850	10,724	130,688	9,194	162,011
Kuwait-----	3,099	1,899	28,908	2,543	65,629
Japan-----	4,825	2,696	29,824	4,018	40,873
West Germany-----	2,918	2,012	29,698	1,820	25,191
Venezuela-----	94	200	2,071	1,407	36,905
All other-----	11,159	8,213	119,348	9,887	197,653
Total-----	308,535	324,383	4,316,863	207,011	2,838,575

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 specified periods, 1982, 1983, and 1984 2/

Market	1983-1984			1982-1983	
	Dec. 1983	Jan. 1984	Feb. 1983- Jan. 1984	Jan. 1983	Feb. 1982- Jan. 1983
	Quantity (units) <u>3/</u>				
Canada-----	6,287	7,168	87,976	3,936	57,306
Saudi Arabia-----	1,391	454	14,890	1,134	10,022
Kuwait-----	125	64	1,457	77	3,299
Venezuela-----	1	1	119	28	1,884
All other-----	548	683	8,992	709	16,479
Total-----	8,452	8,370	113,434	5,884	97,990
	Value (1,000 dollars)				
Canada-----	49,722	54,811	664,815	29,789	373,156
Saudi Arabia-----	18,452	5,799	190,121	14,871	238,816
Kuwait-----	1,599	803	17,257	715	39,714
Venezuela-----	8	3	1,543	248	19,224
All other-----	5,878	6,139	90,071	6,812	158,371
Total-----	75,659	67,555	963,807	52,435	829,651

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

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.

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, 1983 and 1984

Period	Sales of--				Total U.S. sales		Ratio of import sales to total sales	
	Domestic automobiles 1/		Imported automobiles 2/		1984	1983	1984	1983
	1984	1983	1984	1983				
								----Percent----
January---	583,429	412,893	195,129	182,853	778,558	595,746	25.1	30.7
February--	655,016	442,479	186,218	184,897	841,234	627,376	22.1	29.5
Jan-Feb.---	1,238,445	855,372	381,347	367,750	1,619,792	1,223,122	23.5	30.0

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, 1983 and 1984

(1967 = 100)

Item	1983 and 1984			1983 and 1984		
	December 1983	January 1984	Percent change	January 1983	January 1984	Percent change
Consumer Price Index:						
Unadjusted-----	207.0	207.2	+0.1	201.0	207.2	+3.1
Seasonally adjusted-----	206.2	205.6	-0.3	199.5	205.6	+3.1
Producer Price Index:						
Unadjusted-----	222.0	221.9	0	217.5	221.9	+2.0
Seasonally adjusted-----	219.8	219.3	-0.2	214.9	219.3	+2.0

Source: U.S. Department of Labor.

Table 8.--New passenger automobiles: Retail price changes in the U.S. market, during February 1984

Source and size category	Retail price changes, in dollars, February 1984 (+ or -)
U.S. producers:	
General Motors	No change.
Ford	No change.
Chrysler	No change.
European Community producers:	
Subcompact	No change.
Compact	No change.
Luxury	No change.
Japanese producers:	
Subcompact	No change.
Compact	No change.
Luxury	No change.

Source: Automotive News, February 1984.

Table 9.--Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1982 and 1983 <sup>1/</sup>

(In millions of dollars)

Item and firm	1983		1982	
	October-December	January-December	October-December	January-December
Sales:				
General Motors	20,820	60,030	13,880	60,030
Ford	12,400	37,070	9,170	37,070
Chrysler	3,780	10,400	2,210	10,400
American Motors	1,100	3,560	857	2,900
Total	38,100	135,837	26,229	110,400
Profits:				
General Motors	1,300	3,730	145	963
Ford	781	1,867	(236)	(658)
Chrysler	214	701	(96)	170
American Motors	7	(147)	(3)	(154)
Total	2,302	6,151	190	321

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

Source: Automotive News, Wall Street Journal and Ward's Automotive Reports.

Table 10.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-March 1984 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		March 1, 1984		Percent change in optionally equipped model	
	Base model <sup>3/</sup>	Option-ally equipped model <sup>3/</sup>	Base model <sup>3/</sup>	Option-ally equipped model <sup>3/</sup>	February-March 1984	April 1981-March 1984
<b>General Motors:</b>						
Chevette, 2 door HB (PB, RWD, TG)-----	5,155	5,405	5,469	5,779	0	+6.9
Citation, 4 door HB (PB, RWD, TG, AT)-----	6,404	7,014	7,046	7,821	0	+11.5
Cimarron, 4 door (AT)----- <sup>4/</sup>	12,131	12,501	12,215	12,535	0	+0.3
<b>Ford:</b>						
Escort L 2 door HB (PB, RWD, TG)-----	5,556	5,857	5,629	5,949	0	+1.6
Tempo GL 4 door (RWD, At TG) <sup>5/</sup> -----	6,421	6,953	7,557	7,807	0	+12.3
LTD Crown Victoria, 4 door (RWD, TG, AC, R)-----	8,519	10,102	11,434	12,539	0	+24.1
<b>Chrysler:</b>						
Plymouth Turismo, 2 door HB (RWD)-----	5,938	6,188	6,494	6,626	0	+7.1
Reliant, 4 door (RWD, TG, R, AT)-----	5,980	6,680	6,949	7,754	0	+16.1
Dodge 600, 2 door (RWD, AC) <sup>6/</sup> -----	6,672	7,502	8,376	9,256	0	+23.4
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R)-----	5,688	5,793	6,498	6,758	0	+16.7
Cressida, 4 door-----	11,599	11,599	14,195	14,195	0	+22.4
<b>Nissan (Datsun):</b>						
Sentra Deluxe 2 door <sup>7/</sup> -----	5,369	5,494	6,349	6,349	0	+15.6
Stanza GL, 4 door (AT) <sup>7/</sup> -----	6,839	7,749	9,099	9,449	0	+21.9
Maxima, 4 door-----	10,379	10,379	11,399	11,399	0	+9.8
<b>Honda:</b>						
Civic 1300, 2 door HB (R)-----	4,599	4,694	5,249	5,343	0	+13.8
Accord, 4 door (R, AT)-----	7,645	7,950	8,549	9,042	0	+13.7
<b>Mazda:</b>						
GLC Custom, 2 door HB (R)-----	5,495	5,650	5,895	6,055	0	+7.2

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

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

<sup>3/</sup> 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.

<sup>4/</sup> Cimarron not sold until May 21, 1981.

<sup>5/</sup> Tempo replaced the Fairmont Futura.

<sup>6/</sup> Dodge 600 replaced the Diplomat.

<sup>7/</sup> Sentra replaced the 210; Stanza replaced the 510.

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

Note: Some 1981, 1982, and 1983 models have been discontinued; these models have been replaced by comparable models. In addition, some equipment that was optional on prior models is now included in the base price, making price comparisons of prior-year models difficult.