

# **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  
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, June 1983–May 1985

(In thousands of units; thousands of employees)						
Item	1984 and 1985			1983 and 1984		
	Apr. 1985	May 1985	June 1984– May 1985	May 1984	June 1983– May 1984	
Retail sales of domestic production:						
Subcompact	228	223	2,229	219	1,991	
Compact	160	153	1,495	130	1,267	
Intermediate	236	261	2,422	259	2,510	
Standard	92	91	1,050	114	1,037	
Luxury	78	86	975	96	1,001	
Total	794	814	8,171	819	7,806	
Production:						
Subcompact	135	150	1,524	156	1,582	
Compact	182	193	1,920	191	1,914	
Intermediate	290	284	2,917	238	2,784	
Standard	67	69	889	81	487	
Luxury	78	76	852	67	600	
Total	751	772	8,103	734	7,366	
Inventory:						
Subcompact	264	299	1/	301	1/	
Compact	347	200	1/	429	1/	
Intermediate	523	283	1/	489	1/	
Standard	255	366	1/	193	1/	
Luxury	184	416	1/	130	1/	
Total	1,573	1,563	1/	1,542	1/	
Days' supply: <u>2/</u>						
Subcompact	49	54	1/	59	1/	
Compact	42	36	1/	66	1/	
Intermediate	53	51	1/	48	1/	
Standard	72	66	1/	48	1/	
Luxury	65	75	1/	44	1/	
Total	53	52	1/	53	1/	
Employment: <u>3/</u>						
Total employees	4/ 873	5/ 875	1/	6/ 850	1/	
Production workers	4/ 678	5/ 680	1/	6/ 654	1/	
Layoffs <u>7/</u>	49	46	1/	87	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 March 1985, revised.

5/ Data are for April 1985.

6/ Data are for April 1984, revised.

7/ Layoffs are the number of UAW members on indefinite layoff from U.S. auto plants as of the end of each specified period.

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, May 1983–April 1985 <sup>1/</sup>

Source	1984–85			1983–84	
	Mar. 1985	Apr. 1985	May 1984–Apr. 1985	Apr. 1984	May 1983–Apr. 1984
	Quantity (units)				
Japan	161,622	176,863	2,071,414	136,699	1,867,050
Canada	95,623	92,488	1,056,086	109,396	935,528
West Germany	49,680	52,430	374,662	38,887	327,680
Sweden	11,906	14,647	121,563	11,967	122,779
Italy	866	666	8,402	1,128	7,713
United Kingdom	2,925	2,817	20,864	1,957	18,071
France	2,395	2,080	52,039	3,829	34,202
All other	2,104	1,643	23,544	1,378	10,139
Total	327,121	343,634	3,728,574	305,241	3,323,162
	Value (1,000 dollars)				
Japan	1,033,732	1,118,857	13,092,324	852,053	11,146,059
Canada	922,661	897,337	10,032,285	1,011,588	8,342,121
West Germany	675,686	634,900	4,996,397	540,342	4,370,259
Sweden	133,765	167,878	1,351,032	127,817	1,211,580
Italy	11,983	9,987	123,616	16,182	102,709
United Kingdom	65,766	68,126	501,825	48,207	423,119
France	23,823	19,174	310,150	34,423	281,553
All other	17,819	13,817	144,799	13,181	91,374
Total	2,885,235	2,930,076	30,552,428	2,643,793	25,968,774

<sup>1/</sup> Data include imports into Puerto Rico and TSUSA item 692.1005; 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 by specified periods, May 1983–April 1985 2/

Source	1984–85			1983–84	
	Mar. 1985	Apr. 1985	May 1984–Apr. 1985	Apr. 1984	May 1983–Apr. 1984
	Quantity (units) <u>3/</u>				
Japan	60,582	74,629	664,817	49,324	469,657
Canada	31,251	30,105	340,815	39,263	318,572
All other	1,955	4,372	17,124	15	1,215
Total	93,788	109,106	1,022,756	88,602	789,444
	Value (1,000 dollars)				
Japan	257,926	312,892	2,787,434	200,106	1,921,332
Canada	269,171	266,748	2,774,266	331,252	2,760,837
All other	13,035	31,351	128,028	644	17,684
Total	540,132	610,991	5,689,728	532,002	4,699,853

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, May 1983–April 1985

Market	1984–85			1983–84	
	Mar. 1985	Apr. 1985	May 1984–Apr. 1985	Apr. 1984	May 1983–Apr. 1984
	Quantity (units)				
Canada	71,154	69,708	613,477	63,157	569,763
Japan	206	59	1,831	411	2,330
All other	1,990	2,533	24,747	1,762	27,220
Total	73,350	72,300	640,055	65,330	599,313
	Value (1,000 dollars)				
Canada	590,247	578,931	4,932,294	469,823	4,283,518
Japan	2,715	784	25,899	5,644	32,575
All other	23,071	29,318	287,681	21,160	323,366
Total	616,033	609,033	5,245,874	496,627	4,639,459

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, May 1983–April 1985 2/

Market	1984–85			1983–84	
	Mar. 1985	Apr. 1985	May 1984–Apr. 1985	Apr. 1984	May 1983–Apr. 1984
	Quantity (units) <u>3/</u>				
Canada	10,849	12,523	106,860	10,692	99,052
All other	1,151	1,034	15,076	914	22,268
Total	12,000	13,557	121,936	11,606	121,320
	Value (1,000 dollars)				
Canada	90,418	103,323	859,805	78,621	750,849
All other	13,292	11,887	176,347	10,416	262,434
Total	103,710	115,210	1,036,152	89,037	1,013,283

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, 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, 1984 and 1985

Period	Sales of—				Total U.S. sales		Ratio of import sales to total sales	
	Domestic automobiles 1/		Imported automobiles 2/		1985	1984	1985	1984
	1985	1984	1985	1984				
	-----Percent-----							
January—	628,037	583,429	208,184	195,129	836,221	778,558	24.9	25.1
February—	645,317	655,016	193,290	186,218	838,607	841,234	23.0	22.1
Jan-Feb.—	1,273,354	1,238,445	401,474	381,347	1,674,828	1,619,792	24.0	23.5
March—	768,927	756,164	201,341	205,947	970,268	962,111	20.8	21.4
Jan.-Mar.—	2,042,281	1,994,609	602,815	587,294	2,645,096	2,581,903	22.8	22.7
April—	788,282	721,091	198,241	174,311	986,523	895,402	20.1	19.5
Jan.-Apr.—	2,830,563	2,715,700	801,056	761,605	3,631,619	3,477,305	22.1	21.9
May—	807,590	803,273	262,344	243,326	1,066,934	1,046,599	24.6	23.2
Jan.-May—	3,638,153	3,518,973	1,063,400	1,004,931	4,698,553	4,523,904	22.6	22.2

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, 1984 and 1985

(1967 = 100)

Item	1985			1984 and 1985		
	Mar. 1985	Apr. 1985	Percent change	Apr. 1984	Apr. 1985	Percent change
Consumer Price Index:						
Unadjusted—	214.1	214.1	0	207.4	214.1	+3.2
Seasonally adjusted—	214.3	214.3	0	207.6	214.3	+3.2
Producer Price Index:						
Unadjusted—	227.0	226.9	0	222.0	226.9	+2.2
Seasonally adjusted—	227.9	227.4	-0.2	223.1	227.4	+1.9

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the  
U.S. market during May 1985

Source and size category	Retail price changes, in dollars, May 1985 (+ 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, April 1985.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–June 1985 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		June 1, 1985		Percent change in optionally equipped model	
	Base model <sup>3/</sup>	Optionally equipped model <sup>3/</sup>	Base model <sup>3/</sup>	Optionally equipped model <sup>3/</sup>	May 1985–June 1985	April 1981–June 1985
<b>General Motors:</b>						
Chevette CS, 2 door HB (PB, RWD, TG)——	\$5,155	\$5,405	\$5,470	\$5,804	0	+7.4
Citation, 4 door HB (PB, RWD, TG, AT)——	6,404	7,014	7,232	8,042	0	+14.7
Cimarron, 4 door (AT)—— <sup>4/</sup>	12,131	12,501	12,962	12,962	0	+3.7
<b>Ford:</b>						
Escort L 2 door HB (PB, RWD, TG)——	5,556	5,857	5,876	6,196	0	+5.7
Tempo GL 4 door (RWD, AT, TG) <sup>5/</sup> ——	6,421	6,953	7,160	7,773	0	+11.8
LTD Crown Victoria, 4 door (RWD, TG, ILG, AC)——	8,519	10,102	11,912	13,966	0	+38.2
<b>Chrysler:</b>						
Plymouth Turismo, 2 door HB (RWD)——	5,938	6,188	6,584	6,716	0	+8.5
Reliant, 4 door (RWD, TG, R, AT)——	5,980	6,680	7,039	7,844	0	+17.4
Dodge 600, 4 door (RWD, AC) <sup>6/</sup> ——	6,672	7,502	9,081	9,986	0	+33.1
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R)——	5,688	5,793	6,938	7,163	0	+23.6
Cressida, 4 door——	11,599	11,599	15,690	15,690	0	+35.3
<b>Nissan (Datsun):</b>						
Sentra Deluxe 2 door <sup>7/</sup> ——	5,369	5,494	6,649	6,649	0	+21.0
Stanza GL, 4 door (AT) <sup>7/</sup> ——	6,839	7,749	9,549	10,049	0	+29.7
Maxima, 4 door——	10,379	10,379	13,499	13,499	0	+30.1
<b>Honda:</b>						
Civic 1300, 2 door HB (R)——	4,599	4,694	5,399	5,495	0	+17.1
Accord, 4 door (R, AT)——	7,645	7,950	8,845	9,338	0	+17.5
<b>Mazda:</b>						
GLC Deluxe, 2 door HB (R)——	5,495	5,650	6,095	6,265	0	+10.9

<sup>1/</sup> Suggested retail prices 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; ILG = interior luxury group.

<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 1981–84 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.