

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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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, May 1984–April 1986

Item	(In thousands of units; thousands of employees)				
	1985–86			1984–85	
	Mar. 1986	Apr. 1986	May 1985– Apr. 1986	Apr. 1985	May 1984– Apr. 1985
Retail sales of domestic production:					
Subcompact.....	123	180	2,110	228	2,226
Compact.....	136	132	1,417	160	1,427
Intermediate.....	233	238	2,661	236	2,421
Standard.....	84	91	883	92	1,073
Luxury.....	74	78	994	78	984
Total.....	650	720	8,065	794	8,176
Production:					
Subcompact.....	140	173	1,581	135	1,529
Compact.....	193	128	2,011	182	1,916
Intermediate.....	227	179	2,874	290	2,857
Standard.....	40	26	587	67	902
Luxury.....	67	68	826	78	844
Total.....	667	574	7,879	751	8,049
Inventory:					
Subcompact.....	317	324	1/	264	1/
Compact.....	414	421	1/	347	1/
Intermediate.....	695	726	1/	523	1/
Standard.....	248	249	1/	255	1/
Luxury.....	193	187	1/	184	1/
Total.....	1,867	1,907	1/	1,573	1/
Days' supply: 2/					
Subcompact.....	65	69	1/	49	1/
Compact.....	72	80	1/	42	1/
Intermediate.....	72	81	1/	53	1/
Standard.....	100	77	1/	72	1/
Luxury.....	72	66	1/	65	1/
Average.....	72	76	1/	53	1/
Employment: 3/					
Total employees.....	4/ 858	5/ 851	1/	6/ 863	1/
Production workers....	4/ 662	5/ 655	1/	6/ 669	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 February 1986, revised.

5/ Data are for March 1986.

6/ Data are for March 1985.

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, April 1984–March 1986 ^{1/}

Source	1985–86			1984–85	
	February 1986	March 1986	April 1985– March 1986	March 1985	April 1984– March 1985
Quantity (units)					
Japan.....	182,827	193,592	2,605,407	161,622	2,031,250
Canada.....	95,422	104,276	1,169,322	95,623	1,073,029
West Germany.....	41,600	42,211	457,652	49,680	361,119
Sweden.....	16,148	14,919	144,677	11,906	118,883
Italy.....	601	1,231	9,570	866	8,769
United Kingdom...	1,822	2,438	25,653	2,925	20,054
France.....	650	1,222	17,123	2,395	53,789
Mexico.....	4,303	3,407	23,013	1,395	7,993
Yugoslavia.....	1,474	2,862	14,217	—	—
Korea.....	5,934	13,652	19,586	—	—
All other.....	695	1,180	12,588	709	15,345
Total.....	351,476	380,990	4,498,808	327,121	3,690,231
Value (1,000 dollars)					
Japan.....	1,318,022	1,426,154	17,264,830	1,033,732	12,852,520
Canada.....	941,367	1,032,755	11,487,671	922,661	10,146,528
West Germany.....	631,454	686,515	6,421,609	675,686	4,901,839
Sweden.....	194,254	175,770	1,697,474	133,765	1,310,971
Italy.....	12,482	19,372	141,622	11,983	129,811
United Kingdom...	46,535	60,284	633,417	65,766	481,906
France.....	7,059	13,202	171,527	23,823	325,399
Mexico.....	44,904	32,620	187,668	9,279	51,645
Yugoslavia.....	2,784	7,165	34,622	—	—
Korea.....	25,996	61,058	77,775	—	—
All other.....	9,223	13,674	160,843	8,540	92,518
Total.....	3,234,080	3,528,569	38,279,058	2,885,235	30,266,137

^{1/} 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, April 1984–March 1986 2/

Source	1985–86		April 1985– March 1986	1984–85	
	February 1986	March 1986		March 1985	April 1984– March 1985
<u>Quantity (units) ^{3/}</u>					
Japan.....	68,289	94,025	876,818	60,582	639,512
Canada.....	27,712	26,866	320,376	31,251	349,973
Mexico.....	885	1,350	27,600	1,725	8,801
All other.....	1	24	1,732	230	3,966
Total.....	96,887	122,265	1,226,526	93,788	1,002,252
<u>Value (1,000 dollars)</u>					
Japan.....	321,646	443,105	3,871,996	257,926	2,674,648
Canada.....	252,438	247,273	2,621,491	269,171	2,838,770
Mexico.....	6,528	10,267	198,049	12,079	64,799
All other.....	5,390	8,149	52,213	956	32,522
Total.....	586,002	708,794	6,743,749	540,132	5,610,739

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, April 1984–March 1986

Market	1985–86		1984–85		
	February 1986	March 1986	April 1985– March 1986	March 1985	April 1984– March 1985
Quantity (units)					
Canada.....	61,882	66,442	682,550	71,154	606,926
Japan.....	181	396	1,313	206	2,183
All other.....	1,521	2,918	22,481	1,990	23,976
Total.....	63,584	69,756	706,344	73,350	633,085
Value (1,000 dollars)					
Canada.....	560,295	566,701	5,875,572	590,247	4,823,178
Japan.....	3,295	5,948	21,397	2,715	29,458
All other.....	18,561	56,225	292,368	23,071	280,770
Total.....	582,151	628,874	6,189,337	616,033	5,133,406

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, April 1984–March 1986 2/

Market	1985–86		April 1985– March 1986	1984–85	
	February 1986	March 1986		March 1985	April 1984– March 1985
Quantity (units) <u>3/</u>					
Canada.....	11,877	12,162	143,836	10,849	119,985
All other.....	378	1,390	9,741	1,151	14,956
Total.....	12,255	13,552	153,577	12,000	134,941
Value (1,000 dollars)					
Canada.....	108,600	108,231	1,236,055	90,418	835,103
All other.....	3,365	14,277	100,198	13,292	184,876
Total.....	111,965	122,508	1,336,253	103,710	1,019,979

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, 1985 and 1986

Period	Sales of—				Total U.S. sales		Ratio of im- port sales to total sales	
	Domestic automobiles 1/		Imported automobiles 2/		1986	1985	1986	1985
	1986	1985	1986	1985	—Percent—			
January...	635,904	628,037	237,281	208,184	873,185	836,221	27.2	24.9
February..	613,371	645,317	219,096	193,290	832,467	838,607	26.3	23.0
Jan-Feb...	1,249,275	1,273,354	456,377	401,474	1,705,652	1,674,828	26.8	24.0
March.....	649,351	768,927	247,487	201,341	896,838	970,268	27.6	20.8
Jan-Mar...	1,898,626	2,042,281	703,864	602,815	2,602,490	2,645,096	27.0	22.8
April.....	719,563	788,282	252,609	198,241	972,172	986,523	26.0	20.1
Jan-Apr...	2,618,189	2,830,563	956,473	801,056	3,574,662	3,631,619	26.8	22.1

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, 1985 and 1986

(1967 = 100)

Item	1986			1985 and 1986		
	Feb. 1986	Mar. 1986	Percent change	Mar. 1985	Mar. 1986	Percent change
Consumer Price Index:						
Unadjusted....	220.4	220.3	-0.1	214.1	220.3	+2.9
Seasonally adjusted....	219.5	219.9	+0.2	214.3	219.9	+2.6
Producer Price Index:						
Unadjusted....	229.6	229.1	-0.2	227.0	229.1	+0.9
Seasonally adjusted....	228.7	229.1	+0.2	227.9	229.1	+0.5

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during April 1986

Source and size of category	Retail price changes, in dollars, April 1986 (+ or -)
U.S. producers:	
General Motors ^{1/}	+400
Ford.....	No change.
Chrysler.....	No change.
European Community producers:	
Subcompact.....	+360 to 650
Compact.....	+700
Luxury.....	No change.
Japanese producers:	
Subcompact.....	+97 to 422
Compact.....	No change.
Luxury.....	No change.
Korean producers:	
Subcompact.....	+200

^{1/} Nonweighted average price changes including optional equipment for entire 1986 model line (adjusted to reflect equipment additions or deletions).

Source: Automotive News, April 1986.

Table 9.—Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1985 and 1986 ^{1/}

Item and firm	(In millions of dollars)	
	1986 January-March	1985 January-March
Sales:		
General Motors.....	26,820	24,183
Ford.....	14,785	13,246
Chrysler.....	5,778	5,408
American Motors.....	918	919
Total.....	48,301	43,756
Profits:		
General Motors.....	1,064	1,072
Ford.....	728	783
Chrysler.....	357	508
American Motors.....	(19)	(29)
Total.....	2,130	2,334

^{1/} Data are for world operations.

Source: Automotive News.

Table 10.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–May 1986 ^{1/}

Company, model, and options ^{2/}	April 1, 1981		May 1, 1986		Percent change in optionally equipped model	
	Base model ^{3/}	Optionally equipped model ^{3/}	Base model ^{3/}	Optionally equipped model ^{3/}	April 1986–May 1986	April 1981–May 1986
General Motors:						
Chevette CS, 2 door HB (PB, RWD, TG).....	\$5,155	\$5,405	\$5,775	\$6,130	+2.5	+13.4
Citation, 4 door HB (PB, RWD, TG, AT) ^{4/}	6,404	7,014	7,232	8,042	NA	+14.7
Cimarron, 4 door (AT).....	^{5/} 12,131	^{5/} 12,501	13,559	13,949	+3.2	+11.6
Ford:						
Escort L 2 door HB (PB, RWD, TG).....	5,556	5,857	6,327	6,561	0	+12.0
Tempo GL 4 door (RWD, AT, TG) ^{6/}	6,421	6,953	7,508	8,214	0	+18.1
LTD Crown Victoria, 4 door (RWD, TG, ILG, AC).....	8,519	10,102	13,784	14,691	0	+45.4
Chrysler:						
Plymouth Turismo, 2 door HB (RWD).....	5,938	6,188	6,741	6,882	0	+11.2
Reliant, 4 door (RWD, TG, R, AT).....	5,980	6,600	7,179	7,967	0	+19.3
Dodge 600, 4 door (RWD, AC) ^{7/}	6,672	7,502	10,022	10,500	0	+40.0
Toyota:						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	7,648	7,908	+3.9	+36.5
Cressida, 4 door.....	11,599	11,599	17,480	17,480	+5.1	+50.7
Nissan (Datsun):						
Sentra Deluxe 2 door ^{8/}	5,369	5,369	6,999	6,999	+0.4	+30.4
Stanza GL, 4 door (AT) ^{8/}	6,839	7,749	10,069	10,619	0	+37.0
Maxima GXE, 4 door.....	10,379	10,379	15,199	15,199	+5.1	+46.4
Honda:						
Civic 1300, 2 door HB (R).....	4,599	4,694	5,698	5,886	+0.8	+25.4
Accord DX, 4 door (R, AT).....	7,645	7,950	9,998	10,656	+3.1	+34.3
Mazda:						
323 Deluxe, 2 door HB (R) ^{9/}	5,495	5,650	7,395	7,770	+5.4	+37.5

^{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/} Citation discontinued after 1985 model year.

^{5/} Cimarron not sold until May 21, 1981.

^{6/} Tempo replaced the Fairmont Futura.

^{7/} Dodge 600 replaced the Diplomat.

^{8/} Sentra replaced the 210; Stanza replaced the 510.

^{9/} 323 replaced the GLC.

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.