

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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Table 1.—New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, October 1984–September 1986

(In thousands of units; thousands of employees)					
Item	1985–86			1984–85	
	Aug. 1986	Sept. 1986	Oct. 1985– Sept. 1986	Sept. 1985	Oct. 1984– Sept. 1985
Retail sales of domestic production:					
Subcompact.....	129	177	1,906	228	2,250
Compact.....	150	202	1,621	138	1,547
Intermediate.....	233	322	2,714	278	2,637
Standard.....	105	139	990	95	1,021
Luxury.....	56	84	787	116	1,026
Total.....	673	924	8,019	854	8,481
Production:					
Subcompact.....	113	123	1,563	126	1,535
Compact.....	120	170	2,021	162	1,950
Intermediate.....	127	199	2,741	236	3,064
Standard.....	66	83	609	44	830
Luxury.....	51	65	754	63	886
Total.....	477	640	7,689	630	8,266
Inventory:					
Subcompact.....	305	293	1/	239	1/
Compact.....	342	317	1/	257	1/
Intermediate.....	651	542	1/	443	1/
Standard.....	233	222	1/	161	1/
Luxury.....	186	183	1/	178	1/
Total.....	1,726	1,557	1/	1,277	1/
Days' supply: 2/					
Subcompact.....	61	51	1/	51	1/
Compact.....	62	64	1/	45	1/
Intermediate.....	73	59	1/	49	1/
Standard.....	74	65	1/	58	1/
Luxury.....	80	71	1/	64	1/
Average.....	69	62	1/	51	1/
Employment: 3/					
Total employees.....	4/ 817	5/ 804	1/	6/ 856	1/
Production workers...	4/ 619	5/ 601	1/	6/ 657	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 July 1986, revised.

5/ Data are for August 1986.

6/ Data are for August 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, September 1984–August 1986 ^{1/}

Source	1985–86		Sept. 1985– Aug. 1986	1984–85	
	July 1986	Aug. 1986		Aug. 1985	Sept. 1984– Aug. 1985
Quantity (units)					
Japan.....	289,263	203,583	2,714,735	208,899	2,212,347
Canada.....	52,189	60,004	1,169,768	75,551	1,067,903
West Germany....	37,142	32,265	447,814	27,430	444,660
Sweden.....	16,648	3,626	148,298	5,747	128,640
Italy.....	1,706	1,569	12,415	664	7,016
United Kingdom...	2,467	2,054	27,373	1,209	22,641
France.....	695	1,630	13,716	501	46,297
Mexico.....	5,109	1,980	29,118	1,015	12,011
Yugoslavia.....	6,424	3,230	29,016	6	6
Korea.....	22,066	18,404	99,749	0	0
All other.....	1,976	691	11,855	575	10,156
Total.....	435,685	328,936	4,703,851	321,597	3,951,677
Value (1,000 dollars)					
Japan.....	2,391,467	1,735,321	19,943,051	1,339,443	14,056,962
Canada.....	527,936	632,506	11,623,850	750,414	10,247,796
West Germany....	716,709	659,376	7,336,596	368,988	5,704,899
Sweden.....	200,636	43,974	1,763,896	67,743	1,464,835
Italy.....	20,975	17,961	175,686	9,506	106,306
United Kingdom...	66,155	54,005	695,645	30,663	546,265
France.....	7,695	19,556	147,692	3,660	262,443
Mexico.....	53,631	21,991	281,194	6,505	77,693
Yugoslavia.....	16,237	8,120	71,895	15	15
Korea.....	103,816	84,565	450,191	—	—
All other.....	26,631	9,148	156,147	4,548	102,010
Total.....	4,131,888	3,286,573	42,675,843	2,581,485	32,569,224

^{1/} Data include imports into Puerto Rico and TSUSA item 692.1005; 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, September 1984–August 1986 2/

Source	1985–86		Sept. 1985– Aug. 1986	1984–85	
	July 1986	Aug. 1986		Aug. 1985	Sept. 1984– Aug. 1985
	Quantity (units) <u>3/</u>				
Japan.....	110,675	79,966	970,667	62,304	725,562
Canada.....	17,917	31,248	329,399	17,428	322,805
Mexico.....	2,145	1,995	22,814	2,430	22,689
All other.....	6	3	1,225	8	3,735
Total.....	130,743	113,212	1,324,105	82,170	1,074,791
	Value (1,000 dollars)				
Japan.....	567,649	411,065	4,604,875	271,808	3,076,815
Canada.....	161,113	290,909	2,715,210	161,563	2,895,635
Mexico.....	16,123	14,904	164,686	17,874	166,723
All other.....	2,793	4,518	72,854	268	28,084
Total.....	747,678	721,396	7,557,625	451,513	6,167,257

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, September 1984–August 1986

Market	1985–86		Sept. 1985– Aug. 1986	1984–85	
	July 1986	Aug. 1986		Aug. 1985	Sept. 1984– Aug. 1985
Quantity (units)					
Canada.....	36,663	18,916	657,855	32,911	641,277
Japan.....	249	153	2,091	11	1,524
All other.....	2,510	1,708	25,857	647	23,606
Total.....	39,392	20,777	685,803	33,569	666,407
Value (1,000 dollars)					
Canada.....	352,124	183,199	5,873,408	274,696	5,340,161
Japan.....	3,555	1,999	33,394	146	20,806
All other.....	31,704	22,379	343,434	7,907	278,218
Total.....	387,383	207,577	6,250,236	282,749	5,639,185

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, September 1984–August 1986 2/

Market	1985–86			1984–85	
	July 1986	Aug. 1986	Sept. 1985– Aug. 1986	Aug. 1985	Sept. 1984– Aug. 1985
	Quantity (units) <u>3/</u>				
Canada.....	10,743	4,941	160,073	9,554	135,248
All other.....	567	374	8,695	305	14,657
Total.....	11,310	5,315	168,768	9,859	149,905
	Value (1,000 dollars)				
Canada.....	100,779	43,026	1,416,951	80,529	992,036
All other.....	6,631	2,995	93,133	3,327	171,557
Total.....	107,410	46,021	1,510,084	83,856	1,163,593

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, 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				
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
May.....	786,268	807,590	286,194	262,344	1,072,462	1,069,934	26.7	24.5
Jan-May....	3,404,457	3,638,153	1,242,667	1,063,400	4,647,124	4,701,553	26.7	22.6
June.....	736,261	676,675	264,954	248,659	1,001,215	925,334	26.5	26.9
Jan-June...	4,140,718	4,314,828	1,507,621	1,312,059	5,648,339	5,623,887	26.7	23.3
July.....	648,667	633,527	305,188	266,803	953,855	900,330	32.0	29.6
Jan-July...	4,789,385	4,948,355	1,812,809	1,578,862	6,602,194	6,524,217	27.5	24.2
August....	673,311	1,000,695	278,951	255,931	952,262	1,256,626	29.3	20.4
Jan-Aug....	5,462,696	5,949,050	2,091,760	1,834,793	7,554,456	7,780,843	27.7	23.6
September..	924,829	839,382	291,952	236,669	1,216,781	1,076,051	24.0	22.0
Jan-Sept...	6,387,525	6,788,432	2,383,712	2,071,462	8,771,237	8,856,894	27.2	23.4

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, 1985 and 1986

(1967 = 100)

Item	1986			1985 and 1986		
	July	August	Percent	August	August	Percent
	1986	1986	change	1985	1986	change
Consumer Price Index:						
Unadjusted....	224.7	224.7	0	214.6	224.7	+4.7
Seasonally adjusted....	225.2	225.8	+0.3	215.7	225.8	+4.7
Producer Price Index:						
Unadjusted....	233.9	232.5	-0.6	227.9	232.5	+2.0
Seasonally adjusted....	233.9	233.2	-0.3	228.6	233.2	+2.0

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during September 1986 ^{1/}

Source	Retail price changes in dollars, September 1986 (+ or -)	Percent change
U.S. producers:		
General Motors.....	+368	+2.6
Ford.....	+295	+2.3
Chrysler.....	+200	+1.6
European Community producers:		
Volkswagen.....	+438	+4.2
Volvo.....	+777	+3.9
Mercedes-Benz.....	+1,735	+4.0
BMW.....	+1,148	+5.3
Audi.....	+618	+3.1
Jaguar.....	+1,488	+3.8
Japanese producers:		
Toyota.....	+381	+3.3
Nissan.....	+452	+3.9
Honda.....	+372	+3.5
Mitsubishi.....	+163	+1.5
Mazda.....	NA	+1.6
Korean producers:		
Hyundai.....	+279	+3.9

^{1/} Nonweighted average price changes, including optional equipment for entire 1987 model line, adjusted to reflect equipment additions or deletions.

Source: Automotive News, September 1986.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–October 1986 1/

Company, model, and options 2/	April 1, 1981		October 1, 1986		Percent change in optionally equipped model	
	Base model 3/	Optionally equipped model 3/	Base model 3/	Optionally equipped model 3/	Sept. 1986–Oct. 1986	April 1981–Oct. 1986
General Motors:						
Chevette CS, 2 door HB (PB, RWD, TG).....	\$5,155	\$5,405	\$4,995	\$5,350	-12.7	-1.0
Cimarron, 4 door (AT).....	4/ 12,131	4/ 12,501	15,032	15,447	+10.7	+23.6
Ford:						
Escort GL 2 door HB (PB, RWD, TG).....	5,556	5,857	6,949	7,199	+6.4	+22.9
Tempo GL 4 door (RWD, AT, TG) 5/.....	6,421	6,953	8,310	9,057	+4.6	+30.3
LTD Crown Victoria, 4 door (RWD, TG, ILG, AC).....	8,519	10,102	15,410	15,555	+3.6	+54.0
Chrysler:						
Plymouth Turismo, 2 door HB (RWD).....	5,938	6,188	7,199	7,199	+4.6	+16.3
Reliant, 4 door (RWD, TG, R, AT).....	5,980	6,680	8,364	9,161	+15.0	+37.1
Dodge 600, 4 door (RWD, AC) 6/.....	6,672	7,502	10,672	11,646	+10.9	+55.2
Toyota:						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	8,178	8,454	+4.7	+45.9
Cressida, 4 door.....	11,599	11,599	19,350	19,350	+5.9	+66.8
Nissan (Datsun):						
Sentra E, 2 door Z/.....	5,369	5,369	7,499	7,499	+4.9	+39.7
Stanza GXE, 4 door (AT) Z/.....	6,839	7,749	11,849	12,549	+5.0	+61.9
Maxima GXE, 4 door.....	10,379	10,379	16,099	16,099	+5.9	+55.1
Honda:						
Civic 1300, 2 door HB (R).....	4,599	4,694	5,799	5,966	+0.5	+27.1
Accord DX, 4 door (R, AT).....	7,645	7,950	10,625	11,283	+3.6	+41.9
Mazda:						
323 Deluxe, 2 door HB (R) 8/.....	5,495	5,650	7,649	8,029	+1.5	+42.1

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/ Cimarron not sold until May 21, 1981.

5/ Tempo replaced the Fairmont Futura.

6/ Dodge 600 replaced the Diplomat.

7/ Sentra replaced the 210; Stanza replaced the 510. (Both are 1987 models.)

8/ 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.