

# **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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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, March 1986-February 1988-	1
2.	New passenger automobiles: U.S. imports for consumption, by principal sources and by specified periods, February 1986-January 1988	2
3.	Lightweight automobile trucks and bodies and cab/chassis for lightweight automobile trucks: U.S. imports for consumption, by principal sources and by specified periods, February 1986-January 1988	3
4.	New passenger automobiles: U.S. exports of domestic merchandise, by principal markets and by specified periods, February 1986-January 1988--	4
5.	Lightweight automobile trucks and bodies and cab/chassis for lightweight automobile trucks: U.S. exports of domestic merchandise, by principal markets and by specified periods, February 1986-January 1988---	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, 1987 and 1988	6
7.	New passenger automobiles: Price indexes, by specified periods, 1987 and 1988	6
8.	New passenger automobiles: Retail price changes in the U.S. market during February 1988-	7
9.	Sales and profits (loss) on major automobile manufacturers' operations, by specified periods, 1986 and 1987	7
10.	Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-March 1988 --	8

Table 1. --New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, March 1986-February 1988

Item	(In thousands of units; thousands of employees)					
	1987-88			1986-87		
	Jan. 1988	Feb. 1988	Mar. 1987- Feb. 1988	Feb. 1987	Mar. 1986- Feb. 1987	
Retail sales of domestic production.						
Subcompact..	81	98	1,375	105	1,588	
Compact.....	120	146	1,631	160	1,781	
Intermediate.....	206	260	2,659	179	2,752	
Standard .....	76	93	1,019	70	1,125	
Luxury.....	49	53	590	44	698	
Total.....	531	649	7,276	557	7,944	
Production:						
Subcompact....	94	104	1,143	138	1,604	
Compact.....	125	132	1,691	156	1,918	
Intermediate.....	153	213	2,718	260	2,745	
Standard.....	57	55	808	78	747	
Luxury.....	49	60	657	65	746	
Total.....	477	564	7,018	696	7,759	
Inventory:						
Subcompact..	285	277	1/	346	1/	
Compact.....	336	299	1/	397	1/	
Intermediate ..	717	701	1/	611	1/	
Standard.....	213	196	1/	211	1/	
Luxury.....	126	135	1/	168	1/	
Total.....	1,677	1,608	1/	1,734	1/	
Days' supply: 2/						
Subcompact..	88	71	1/	117	1/	
Compact.....	70	51	1/	103	1/	
Intermediate ..	87	67	1/	105	1/	
Standard.....	70	53	1/	98	1/	
Luxury.....	64	64	1/	102	1/	
Average...	79	62	1/	105	1/	
Employment: 3/						
Total employees. . . .	4/ 845	5/ 816	1/	6/ 819	1/	
Production workers... 4/	662	5/ 634	1/	6/ 628	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 December 1987, revised.

5/ Data are for January 1988.

6/ Data are for January 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, February 1986-January 1988 1/

Source	1987--88		1986 87		
	Dec. 1987	Jan. 1988	Feb. 1987-- Jan. 1988	Jan 1987	Feb. 1986 - Jan. 1986
	Quantity (units)				
Japan.....	219,217	171,923	2,392,194	197,238	2,578,173
Canada.....	92,719	90,998	964,160	53,765	1,126,240
West Germany...	37,410	25,634	377,016	26,160	435,456
Korea.....	46,721	54,307	433,338	20,825	190,134
Sweden.....	11,422	9,423	136,248	11,740	147,191
Mexico.....	10,116	12,932	134,563	4,635	40,248
Yugoslavia.....	4,027	4,489	50,311	3,623	39,828
United Kingdom...	4,575	1,845	49,174	2,730	27,737
Italy.....	253	725	8,740	633	11,238
France.....	636	566	26,327	946	10,708
Brazil.....	7,900	5,933	54,082	20	206
All other.....	2,543	1,004	19,784	537	11,812
Total.....	437,539	379,779	4,645,937	322,852	4,618,971
Value (1,000 dollars)					
Japan.....	1,923,355	1,556,264	21,150,664	1,710,337	21,096,931
Canada.....	1,023,194	989,328	10,590,784	583,897	11,519,207
West Germany...	778,168	622,604	8,952,616	571,838	8,010,987
Korea.....	244,498	271,932	2,230,323	103,066	891,071
Sweden.....	179,238	142,522	1,932,254	151,756	1,821,998
Mexico.....	86,475	109,093	1,239,446	46,021	407,671
Yugoslavia.....	10,210	11,431	128,748	8,925	99,078
United Kingdom...	136,609	54,027	1,177,464	70,400	728,224
Italy.....	10,899	14,943	183,485	9,423	161,996
France.....	8,473	8,110	253,624	10,484	121,917
Brazil.....	41,511	31,464	270,465	200	825
All other.....	35,074	15,921	301,728	7,694	165,164
Total.....	4,477,704	3,827,639	48,411,601	3,272,041	45,025,069

1/ Data include imports into Puerto Rico and ISUSA 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 <sup>1/</sup> and bodies and cab/chassis for  
lightweight automobile trucks: U.S. imports for consumption, by principal  
sources and by specified periods, February 1986-January 1988 <sup>2/</sup>

Source	1987-88		1986-87		
	Dec. 1987	Jan. 1988	Feb. 1987-- Jan. 1988	Jan. 1987	Feb. 1986- Jan. 1987
	Quantity (units) <sup>3/</sup>				
Japan.....	55,129	49,685	743,404	79,039	957,414
Canada.....	25,918	21,934	234,782	13,690	252,599
Mexico.....	0	0	9,976	1,320	17,276
All other.....	52	147	632	1	958
Total.....	81,099	71,766	988,794	94,050	1,228,247
	Value (1,000 dollars)				
Japan.....	326,419	280,252	4,127,200	431,177	4,875,626
Canada.....	228,476	235,279	2,318,019	148,280	2,328,591
Mexico.....	212	141	80,144	10,086	130,292
All other.....	11,393	10,917	81,197	1,666	63,109
Total.....	626,500	526,589	6,606,561	591,209	7,397,618

<sup>1/</sup> Defined as not over 10,000 pounds gvw.

<sup>2/</sup> Partially estimated, all data include imports into Puerto Rico.

<sup>3/</sup> 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, February 1986-January 1988

Market	1987-88			1986-87	
	Dec. 1987	Jan. 1988	Feb. 1987- Jan. 1988	Jan. 1987	Feb. 1986- Jan. 1987
	Quantity (units)				
Canada.....	41,637	33,949	566,293	28,109	611,499
Japan.....	656	685	5,203	203	2,765
All other.....	6,882	9,936	70,496	5,675	33,981
Total.....	49,175	44,570	641,992	33,987	648,245
	Value (1,000 dollars)				
Canada.....	427,401	352,234	5,799,083	280,303	5,591,363
Japan.....	8,973	9,805	79,200	2,895	43,541
All other.....	90,168	136,772	949,200	77,344	457,448
Total.....	526,542	498,811	6,827,483	360,542	6,093,682

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 <sup>1/</sup> and bodies and cab/chassis for lightweight automobile trucks U.S. exports of domestic merchandise, by principal markets and by specified periods, February 1986-January 1988 <sup>2/</sup>

Market	1987-88		1986-87		
	Dec. 1987	Jan. 1988	Feb. 1987 - Jan. 1988	Jan. 1987	Feb. 1986 - Jan. 1987
	Quantity (units) <sup>3/</sup>				
Canada... ..	14,975	11,544	162,041	13,345	167,478
All other.....	1,362	2,585	17,809	1,393	10,312
total.... .	16,337	14,129	179,851	14,738	177,790
	Value (1,000 dollars)				
Canada... ..	156,005	116,475	1,579,825	132,251	1,521,240
All other... ..	14,548	37,243	224,433	19,923	117,971
total.... .	170,553	153,700	1,804,258	152,174	1,639,211

<sup>1/</sup> Defined as not over 10,000 pounds gvw

<sup>2/</sup> Partially estimated.

<sup>3/</sup> 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 Domestic automobiles 1/		Imported automobiles 2/		Total U S. sales		Ratio of import sales to total sales	
	1988	1987	1988	1987	1988	1987	1988	1987
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

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	1987 and 1988		Percent change	1987 and 1988		Percent change
	Dec. 1987	Jan. 1988		Jan. 1987	Jan. 1988	
Consumer Price Index						
Unadjusted...	116.6	116.2	-0.3	114.8	116.2	+1.2
Seasonally adjusted ...	115.7	115.5	-0.2	114.3	115.5	+1.0
Producer Price Index						
Unadjusted .	112.7	112.3	-0.4	116.0	112.3	-3.2
Seasonally adjusted .	111.0	111.2	+0.2	115.2	111.2	-3.5

Source: U S. Department of Labor.

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

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

Country source/make	Retail price changes in dollars, February 1988 (+ or -)
U.S. producers:	
General Motors...	No change
Ford.....	No change.
Chrysler.....	-7 to +678
Japanese producers: <u>1/</u>	
Nissan..	+224
Mazda .....	+323
Subaru.....	+414
Isuzu.....	+275
Mitsubishi.....	+150
European producers: <u>1/</u>	
BMW.....	+686
Korean producers..... No change.	

1/ Average retail price change for all models.

Source: Automotive News, February 1988.

Table 9.--Sales and profits (loss) on major U.S. automobile manufacturers'  
operations, by specified periods, 1986 and 1987 1/

Item and firm	(In millions of dollars)			
	1987		1986	
	October-- December	January-- December	October-- December	January-- December
Sales:				
General Motors .....	23,378	101,782	25,527	102,814
Ford.....	18,758	71,643	16,272	62,716
Chrysler .....	7,755	26,632	6,048	22,977
Total.....	49,891	200,057	47,848	188,507
Profits:				
General Motors.. .....	836	3,551	382	2,945
Ford .....	932	4,625	785	3,285
Chrysler.....	351	1,290	324	1,389
Total.....	2,119	9,466	1,491	7,619

1/ Data are for world operations.

Source: Automotive News.

Note.- Because of rounding, figures may not add to the totals shown.

Table 10 —Manufacturers' suggested retail prices of selected U S and Japanese automobiles, April 1981-March 1988 1/

Company, model, and options 2/	April 1, 1981		March 1, 1988		Percent change in optionally equipped model	
	Base model 3/	Option-ally equipped model 3/	Base model 3/	Option-ally equipped model 3/	Feb 1988	Mar 1988
<b>General Motors</b>						
Cavalier, 2 door	4/ \$6,966	4/ \$6,966	\$6,995	\$6,995	0 0	+0 4
Cimarron, 4 door (AT)	4/ 12,131	4/ 12,501	16,071	16,486	0 0	+31 9
<b>Ford</b>						
Escort GL 2 door HB (RWD, TG)	5,556	5,857	6,949	7,199	0 0	+22 9
Tempo GL 4 door (RWD, AT, TG) 5/	6,421	6,953	8,808	9,435	0 0	+35 7
LTD Crown Victoria, 4 door (RWD), Chrysler	8,519	10,102	16,157	16,302	0.0	+61 4
<b>Chrysler</b>						
Reliant, 4 door (RWD, R, AT)	5,980	6,680	6,995	8,434	0 0	+26 3
Dodge 600, 4 door (RWD, AC) 6/	6,672	7,502	10,659	11,619	0 0	+54 9
<b>Toyota</b>						
Corolla, Deluxe, 4 door (R)	5,688	5,793	8,998	9,328	0 0	+61 0
Cressida, 4 door	11,599	11,599	20,650	20,650	0.0	+78 0
<b>Nissan (Datsun)</b>						
Sentra E, 2 door 7/	5,369	5,369	7,299	7,299	0 0	+35 9
Stanza GXE, 4 door (AT) 7/	6,839	7,749	12,899	13,594	0 0	+75 4
Maxima GXE, 4 door	10,379	10,379	16,949	16,949	0 0	+63.3
<b>Honda</b>						
Civic 1500, 2 door HB (R) 8/	4,599	4,694	6,195	6,364	0 0	+35 6
Accord DX, 4 door (R)	7,645	7,950	11,455	11,624	0 0	+46.2

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/ Cavalier and 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  
8/ Civic 1500 replaced the Civic 1300

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