

# THE U.S. AUTOMOTIVE INDUSTRY: MONTHLY REPORT ON SELECTED ECONOMIC INDICATORS

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Committee on Ways and Means,  
on Investigation No. 332-207  
Under Section 332 of the  
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*This report was prepared principally by*

**Juanita S. Kavalauskas**

**Transportation Branch**

**Machinery and Equipment Division**

**Address all communications to**  
**Kenneth R. Mason, Secretary to the Commission**  
**United States International Trade Commission**  
**Washington, DC 20436**

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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, September 1986-August 1988

Item	(In thousands of units; thousands of employees)				
	1987-88 July 1988	August 1988	Sept. 1987- August 1988	1986-87 August 1987	Sept. 1986- August 1987
Retail sales of domestic production:					
Subcompact.....	97	120	1,267	131	1,516
Compact.....	141	137	1,679	125	1,747
Intermediate.....	242	231	2,853	239	2,672
Standard.....	78	57	1,024	99	1,085
Luxury.....	45	55	602	60	631
Total.....	603	600	7,425	654	7,651
Production:					
Subcompact.....	69	96	1,180	76	1,380
Compact.....	84	121	1,681	88	1,772
Intermediate.....	145	184	2,746	162	2,841
Standard.....	35	61	740	50	872
Luxury.....	34	36	705	36	686
Total.....	367	498	7,053	413	7,552
Inventory:					
Subcompact.....	241	225	1/	275	1/
Compact.....	261	244	1/	293	1/
Intermediate.....	615	575	1/	719	1/
Standard.....	173	162	1/	206	1/
Luxury.....	118	110	1/	165	1/
Total.....	1,407	1,316	1/	1,658	1/
Days' supply: 2/					
Subcompact.....	62	51	1/	59	1/
Compact.....	47	48	1/	56	1/
Intermediate.....	64	67	1/	85	1/
Standard.....	56	76	1/	62	1/
Luxury.....	66	54	1/	89	1/
Average.....	59	59	1/	71	1/
Employment: 3/					
Total employees.....	4/ 857	5/ 841	1/	6/ 803	1/
Production workers...	4/ 668	5/ 651	1/	6/ 615	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 June 1988, revised.

5/ Data are for July 1988.

6/ Data are for July 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, August 1986-July 1988 <sup>1/</sup>

Source	1987-88			1986-87	
	June 1988	July 1988	Aug. 1987- July 1988	July 1987	Aug. 1986- July 1987
	Quantity (units)				
Japan.....	167,077	169,714	2,215,831	220,825	2,406,813
Canada.....	121,302	58,937	1,094,652	51,807	1,014,064
West Germany.....	16,165	18,147	283,695	28,746	409,809
Korea.....	20,793	25,949	427,933	51,392	318,393
Sweden.....	10,505	9,783	109,221	10,653	144,117
Mexico.....	12,380	10,141	145,103	11,827	70,048
Yugoslavia.....	1,177	1	41,575	5,336	52,724
United Kingdom...	2,581	1,990	40,054	5,968	40,260
Italy.....	199	414	7,133	661	22,915
France.....	763	2,029	15,578	866	28,233
Brazil.....	3,198	5,226	69,870	3,535	16,858
All other.....	1,792	2,388	19,225	1,490	15,578
Total.....	357,932	304,719	4,469,870	393,106	4,539,812
	Value (1,000 dollars)				
Japan.....	1,536,215	1,618,138	20,204,554	1,953,303	20,939,929
Canada.....	1,344,378	670,142	12,184,178	556,461	10,780,405
West Germany.....	467,345	446,692	7,083,424	727,330	8,881,130
Korea.....	111,455	138,950	2,270,217	262,846	1,585,625
Sweden.....	164,106	151,604	1,673,219	150,060	1,913,236
Mexico.....	105,952	86,219	1,248,224	113,843	709,711
Yugoslavia.....	3,914	7	109,219	13,071	288,553
United Kingdom...	78,872	58,154	1,077,055	138,116	855,703
Italy.....	10,336	10,166	166,013	16,059	283,872
France.....	7,165	21,193	167,080	7,996	206,130
Brazil.....	19,103	30,931	380,363	16,939	79,517
All other.....	30,406	35,293	304,124	22,282	231,776
Total.....	3,879,246	3,267,488	46,867,680	3,978,306	46,755,587

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

Source	1987-88			1986-87	
	June 1988	July 1988	Aug. 1987- July 1988	July 1987	Aug. 1986- July 1987
	Quantity (units) <u>3/</u>				
Japan.....	46,025	38,880	583,725	60,034	888,477
Canada.....	29,584	19,340	253,868	8,141	191,899
Mexico.....	5	3	1,160	1,936	17,053
All other.....	16	2	1,725	4	1,007
Total.....	75,630	58,225	840,478	70,115	1,098,436
	Value (1,000 dollars)				
Japan.....	261,115	228,884	3,285,881	333,995	4,800,884
Canada.....	337,502	229,410	2,773,186	77,749	1,772,545
Mexico.....	1,492	1,457	14,815	15,661	131,817
All other.....	12,016	11,935	143,578	2,887	51,213
Total.....	612,124	471,685	6,217,459	430,292	6,756,459

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, August 1986-July 1988

Market	1987-88			1986-87	
	June 1988	July 1988	Aug. 1987- July 1988	July 1987	Aug. 1986- July 1987
	Quantity (units)				
Canada.....	52,471	32,931	591,542	20,113	553,825
Japan.....	1,167	1,558	11,317	261	51,266
All other.....	15,163	10,952	107,095	5,466	3,319
Total.....	68,801	45,441	709,954	25,840	608,410
	Value (1,000 dollars)				
Canada.....	518,305	301,090	6,092,479	208,826	5,316,581
Japan.....	14,533	16,928	146,549	3,988	52,987
All other.....	194,103	137,956	1,392,188	74,170	683,902
Total.....	726,941	455,974	7,631,215	286,984	6,053,470

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, August 1986-July 1988 2/

Market	1987-88			1986-87	
	June 1988	July 1988	Aug. 1987- July 1988	July 1987	Aug. 1986- July 1987
	Quantity (units) <u>3/</u>				
Canada.....	13,685	7,001	167,399	9,974	155,117
All other.....	3,226	2,635	26,000	1,521	13,852
Total.....	16,911	9,637	193,398	11,495	168,969
	Value (1,000 dollars)				
Canada.....	128,797	73,802	1,680,770	97,170	1,439,724
All other.....	40,561	32,299	328,364	19,203	164,187
Total.....	169,358	106,101	2,009,314	116,373	1,603,911

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 automobile and sales of imported passenger automobiles as a percent of total U.S. sales, by specified periods, 1987 and 1988

Period	Sales of-		Imported		Total U.S.		Ratio of im	
	Domestic automobiles 1/ 1988	1987	automobiles 2/ 1988	1987	sales 1988	1987	port sales total sales 1988	1987
Quantity (units)								
--Percent--								
January....	531,225	427,678	229,459	197,941	760,684	625,619	30.2	31.
February...	649,059	556,953	235,212	220,162	884,271	777,115	26.6	28.
Jan.-Feb...	1,180,284	984,631	464,671	418,103	1,644,955	1,402,734	28.2	29.
March.....	733,738	682,117	269,433	247,966	1,003,171	930,083	26.9	26.
Jan.-Mar...	1,914,022	1,666,748	734,104	666,069	2,648,126	2,332,817	27.7	28.
April.....	651,560	691,803	247,020	242,374	898,580	934,197	27.5	25.
Jan.-Apr...	2,565,582	2,358,551	981,124	908,443	3,546,706	3,267,014	27.7	27.
May.....	701,987	622,303	268,906	260,514	970,893	882,817	27.7	29.
Jan.-May...	3,267,569	2,980,854	1,250,030	1,168,977	4,517,599	4,149,831	27.7	28.
June.....	722,364	656,727	284,200	281,555	1,006,564	938,282	28.2	30.
Jan.-June..	3,989,933	3,637,581	1,534,230	1,450,532	5,524,163	5,088,113	27.8	28.
July.....	602,546	611,035	257,509	304,795	860,055	915,830	29.9	33.
Jan.-July..	4,592,479	4,248,616	1,791,739	1,755,327	6,384,218	6,003,943	28.1	29.
August.....	600,026	653,974	281,989	308,641	882,015	962,615	32.0	32.
Jan.-Aug...	5,192,505	4,902,590	2,073,728	2,063,968	7,266,233	6,966,558	28.5	29.

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	1988			1987 and 1988		
	June 1988	July 1988	Percent change	July 1987	July 1988	Percent change
Consumer Price Index:						
Unadjusted....	116.5	116.5	0	114.7	116.5	+1.6
Seasonally adjusted....	116.6	116.6	0	114.8	116.6	+1.6
Producer Price Index:						
Unadjusted....	112.5	112.8	+0.3	112.4	112.8	+0.4
Seasonally adjusted....	112.8	113.4	+0.5	113.0	113.4	+0.4

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

Source: U.S. Department of Labor.

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

Country source/make	Retail price changes in dollars, Aug. 1988 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers.....	No change.
European producers:	
Audi.....	+945
Quattro.....	+755
Korean producers.....	No change.

Source: Automotive News, August 1988.

Table 9.--Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-September 1988 1/

Company, model, and options 2/	April 1, 1981		September 1, 1988		Percent change in optionally equipped model	
	Base model 3/	Optionally equipped model 3/	Base model 3/	Optionally equipped model 3/	Aug. 1988-Sept. 1988	April 1981-Sept. 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).....	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	20,998	20,998	0.0	+81.0
<b>Nissan (Datsun):</b>						
Sentra E, 2 door 7/.....	5,369	5,369	7,599	7,599	0.0	+41.5
Stanza GXE, 4 door (AT) 7/.....	6,839	7,749	13,449	14,164	0.0	+82.8
Maxima GXE, 4 door.....	10,379	10,379	17,499	17,499	0.0	+68.6
<b>Honda:</b>						
Civic 1500, 2 door HB (R) 8/.....	4,599	4,694	6,285	6,454	0.0	+37.5
Accord DX, 4 door (R).....	7,645	7,950	11,570	11,739	0.0	+47.7

1/ Suggested retail prices do not include any dealer incentives, below-market financing or rebates.

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

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.