

# 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



USITC PUBLICATION 2191

MAY 1989

United States International Trade Commission  
Washington, DC 20436

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

**COMMISSIONERS**

**Anne E. Brunsdale, Chairman**  
**Ronald A. Cass, Vice Chairman**  
**Alfred E. Eckes**  
**Seeley G. Lodwick**  
**David B. Rohr**  
**Don E. Newquist**

---

Office of Industries  
Vern Simpson, Acting Director

---

*This report was prepared principally by*

Juanita S. Kavalaukas  
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**

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, May 1987-April 1989.....	1
2. New passenger automobiles: U.S. imports, by principal sources and by specified periods, April 1987-March 1989.....	2
3. Lightweight automobile trucks and bodies and cab/chassis for lightweight automobile trucks: U.S. imports, by principal sources and by specified periods, April 1987-March 1989.....	3
4. New passenger automobiles: U.S. exports of domestic merchandise, by principal markets and by specified periods, April 1987-March 1989.....	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, April 1987-March 1989.....	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, 1988 and 1989.....	6
7. New passenger automobiles: Price indexes, by specified periods, 1988 and 1989.....	6
8. New passenger automobiles: Retail price changes in the U.S. market during April 1989.....	7
9. Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1988 and 1989.....	7
10. Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-May 1989.....	8



Table 1.--New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, May 1987-April 1989

(In thousands of units; thousands of employees)

Item	1988-89			1987-88	
	Mar. 1989	Apr. 1989	May 1988-Apr. 1989	Apr. 1988	May 1987-Apr. 1988
<b>Retail sales of domestic production:</b>					
Subcompact.....	98	101	1,384	108	1,332
Compact.....	151	205	1,925	155	1,627
Intermediate.....	246	254	3,019	248	2,707
Standard.....	82	86	981	84	1,020
Luxury.....	62	63	696	56	598
Total.....	640	667	8,005	652	7,288
<b>Production:</b>					
Subcompact.....	99	113	1,289	110	1,130
Compact.....	176	146	1,956	136	1,655
Intermediate.....	245	234	2,777	233	2,678
Standard.....	62	72	803	67	761
Luxury.....	70	71	795	64	663
Total.....	652	637	7,620	610	6,889
<b>Inventory:</b>					
Subcompact.....	310	312	1/	270	1/
Compact.....	337	340	1/	292	1/
Intermediate.....	796	802	1/	685	1/
Standard.....	224	226	1/	192	1/
Luxury.....	153	154	1/	132	1/
Total.....	1,822	1,836	1/	1,571	1/
<b>Days' supply: 2/</b>					
Subcompact.....	82	74	1/	65	1/
Compact.....	58	40	1/	49	1/
Intermediate.....	84	76	1/	72	1/
Standard.....	71	63	1/	59	1/
Luxury.....	64	59	1/	61	1/
Average.....	74	66	1/	63	1/
<b>Employment: 3/</b>					
Total employees.....	4/ 859	5/ 854	1/	6/ 823	1/
Production workers...	4/ 669	5/ 665	1/	6/ 643	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 1989, revised.

5/ Data are for Mar. 1989.

6/ Data are for Mar. 1988.

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, by principal sources and by specified periods, April 1987-March 1989 <sup>1/</sup>

Source	1988-89			1987-88	
	Feb. 1989	Mar. 1989	Apr. 1988-Mar. 1989	Mar. 1988	Apr. 1987-Mar. 1988
	Quantity (units)				
Japan.....	170,600	178,420	2,148,389	145,343	2,377,383
Canada.....	112,382	99,875	1,177,313	113,957	975,247
West Germany.....	20,537	24,004	252,509	27,757	348,927
Korea.....	31,894	37,966	437,882	30,037	469,262
Sweden.....	10,979	10,372	118,794	8,841	121,988
Mexico.....	13,710	13,274	142,946	11,368	144,739
Yugoslavia.....	2,327	0	14,826	5,386	54,002
United Kingdom...	3,237	3,572	30,325	4,962	49,347
Italy.....	640	956	5,174	1,194	8,964
France.....	539	532	14,638	2,149	21,207
Brazil.....	3,261	2,358	54,183	3,168	59,017
All other.....	2,479	3,359	21,054	1,061	19,337
Total.....	372,585	374,688	4,418,033	355,223	4,649,420
	Value (1,000 dollars)				
Japan.....	1,642,611	1,744,853	20,331,224	1,352,140	21,232,893
Canada.....	1,252,188	1,143,554	13,185,134	1,265,418	10,691,621
West Germany.....	478,998	559,172	6,134,446	653,077	8,409,345
Korea.....	185,972	216,599	2,449,423	164,627	2,442,955
Sweden.....	171,959	165,353	1,884,056	137,378	1,773,397
Mexico.....	118,196	119,622	1,234,797	102,775	1,310,926
Yugoslavia.....	6,928	0	41,572	14,074	137,999
United Kingdom...	97,627	111,783	937,812	129,886	1,231,585
Italy.....	17,416	24,464	149,290	23,171	192,545
France.....	6,347	6,817	158,534	19,794	207,833
Brazil.....	19,602	14,384	316,906	17,921	301,592
All other.....	30,479	54,240	327,978	17,318	299,439
Total.....	4,028,324	4,160,840	47,151,171	3,897,579	48,232,130

<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 <sup>1/</sup> and bodies and cab/chassis for lightweight automobile trucks: U.S. imports, by principal sources and by specified periods, April 1987-March 1989 <sup>2/</sup>

Source	1988-89			1987-88	
	Feb. 1989	Mar. 1989	Apr. 1988- Mar. 1989	Mar. 1988	Apr. 1987- Mar. 1988
	Quantity (units) <sup>3/</sup>				
Japan.....	38,066	50,086	516,156	62,901	694,346
Canada.....	39,622	36,071	345,331	24,566	210,632
Mexico.....	0	17	43	2	7,399
All other.....	0	489	6,270	173	814
Total.....	77,688	86,663	867,800	87,642	913,191
	Value (1,000 dollars)				
Japan.....	240,396	320,089	3,160,641	350,059	3,866,948
Canada.....	504,296	456,998	3,988,934	287,772	2,136,493
Mexico.....	64	68	2,816	230	60,684
All other.....	6,119	10,536	130,156	20,446	98,548
Total.....	750,875	787,691	7,282,548	658,506	6,162,673

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

<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, April 1987-March 1989

Market	1988-89			1987-88	
	Feb. 1989	Mar. 1989	Apr. 1988- Mar. 1989	Mar. 1988	Apr. 1987- Mar. 1988
	Quantity (units)				
Canada.....	35,943	43,359	550,989	70,483	589,251
Japan.....	1,729	1,141	22,605	2,150	7,551
All other.....	11,327	12,904	147,013	11,881	81,305
Total.....	48,999	57,404	720,607	84,514	678,107
	Value (1,000 dollars)				
Canada.....	434,780	518,254	5,783,141	719,892	6,085,013
Japan.....	25,195	18,288	291,277	24,367	106,686
All other.....	150,044	164,125	1,852,928	154,713	1,082,415
Total.....	610,019	700,667	7,927,346	898,972	7,274,114

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 1987-March 1989 2/

Market	1988-89			1987-88	
	Feb. 1989	Mar. 1989	Apr. 1988- Mar. 1989	Mar. 1988	Apr. 1987- Mar. 1988
	Quantity (units) <u>3/</u>				
Canada.....	16,074	16,401	152,250	18,432	173,930
All other.....	1,441	1,988	30,574	3,133	19,481
Total.....	17,515	18,389	182,824	21,565	193,411
	Value (1,000 dollars)				
Canada.....	179,950	174,985	1,585,881	183,606	1,718,451
All other.....	19,036	24,715	371,489	43,105	245,604
Total.....	198,986	199,700	1,957,370	226,711	1,965,055

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, 1988 and 1989

Period	Sales of- Domestic automobiles 1/		Imported automobiles 2/		Total U.S. sales 1/ 2/		Ratio of import sales to total sales 1/ 2/	
	1989	1988	1989	1988	1989	1988	1989	1988
Quantity (units)							--Percent--	
January....	509,760	531,225	208,856	229,459	718,616	760,684	29.1	30.2
February...	552,042	649,059	198,825	235,212	750,867	884,271	26.5	26.6
Jan.-Feb...	1,061,802	1,180,284	407,681	464,671	1,469,483	1,644,955	27.7	28.2
March.....	639,631	733,738	245,161	269,433	884,792	1,003,171	27.7	26.9
Jan.-Mar...	1,701,433	1,914,022	652,842	734,104	2,354,275	2,648,126	27.7	27.7
April.....	667,444	651,560	242,555	247,020	909,999	898,580	26.7	27.5
Jan.-Apr...	2,368,877	2,565,582	895,397	981,124	3,264,274	3,546,706	27.4	27.7

1/ Domestic automobile sales include U.S.-, Canadian- and Mexican-built automobiles sold in the United States.

2/ Does not include automobiles imported from Canada and Mexico.

Source: Automotive News.

Table 7.--New passenger automobiles: Price indexes, by specified periods, 1988 and 1989 1/

Item	1988-89			1988 and 1989		
	Feb. 1989	Mar. 1989	Percent change	Mar. 1988	Mar. 1989	Percent change
Consumer Price Index:						
Unadjusted...	119.6	119.6	0	116.0	119.6	+3.1
Seasonally adjusted...	119.3	119.7	+0.3	116.2	119.7	+3.0
Producer Price Index:						
Unadjusted...	116.0	115.8	-0.2	111.5	115.8	+3.9
Seasonally adjusted...	115.7	116.6	+0.8	112.1	116.6	+4.0

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 April 1989 1/

Country source/make	Retail price changes in dollars, Apr. 1989 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Toyota Motors.....	No change.
American Honda.....	No change.
Acura Division.....	No change.
Nissan.....	No change.
Mazda.....	No change.
European producers:	
Volvo.....	No change.
Volkswagen.....	No change.

1/ Average retail price change for all models.

Source: Automotive News, April 1989.

Table 9.--Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1988 and 1989 1/

Item and firm	(In millions of dollars)	
	<u>1989</u>	<u>1988</u>
	January-March	January-March
Sales:		
General Motors.....	33,311	29,811
Ford.....	25,869	23,197
Chrysler.....	9,954	8,562
Total.....	69,134	61,570
Profits:		
General Motors.....	1,553	1,092
Ford.....	1,637	1,623
Chrysler.....	351	184
Total.....	3,541	2,899

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 1989 1/

Company, model, and options 2/	April 1, 1981		May 1, 1989		Percent change in optionally equipped model	
	Base model 3/	Option-ally equipped model 3/	Base model 3/	Option-ally equipped model 3/	Jan. 1989-May 1989	Apr. 1981-May 1989
<b>General Motors:</b>						
Cavalier, 2 door .....	4/ \$6,966	4/ \$6,966	\$7,375	\$7,420	+0.6	+6.5
De Ville, 4 door .....	14,198	14,198	25,435	25,435	0.0	+90.2
<b>Ford:</b>						
Escort Pony 2 door HB (RWD, TG).....	5,556	5,857	6,964	7,660	0.0	+30.8
Tempo GL 4 door (RWD, AT, TG) 5/.....	6,421	6,953	9,207	9,834	0.0	+41.1
LTD Crown Victoria, 4 door .....	8,519	10,102	16,767	16,767	0.0	+66.0
<b>Chrysler:</b>						
Reliant America, 4 door (RWD, R, AT).....	5,980	6,680	7,595	9,034	0.0	+35.2
Dynasty, 4 door (RWD, AC) 6/.....	6,672	7,502	12,350	13,310	0.0	+77.4
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	9,198	9,528	0.0	+64.5
Cressida, 4 door.....	11,599	11,599	21,498	21,498	0.0	+85.3
<b>Nissan (Datsun):</b>						
Sentra E, 2 door 7/.....	5,369	5,369	7,999	7,999	0.0	+49.0
Stanza GXE, 4 door (AT) 7/.....	6,839	7,749	13,799	14,549	+0.2	+87.8
Maxima GXE, 4 door.....	10,379	10,379	17,759	17,759	-0.6	+71.1
<b>Honda:</b>						
Civic 1500, 2 door HB (R) 8/.....	4,599	4,694	6,385	6,880	+5.0	+46.6
Accord DX, 4 door (R).....	7,645	7,950	11,770	12,265	+2.7	+54.3

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 not sold until May 21, 1981.

5/ Tempo replaced the Fairmont Futura.

6/ Dynasty 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 1981-89 models have been discontinued; these models have been replaced by comparable models where possible.