

# **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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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, October 1987-September 1989

(In thousands of units; thousands of employees)

Item	1988-89			1987-88	
	August 1989	Sept. 1989	Oct. 1988-Sept. 1989	September 1988	Oct. 1987-Sept. 1988
<b>Retail sales of domestic production:</b>					
Subcompact.....	133	97	1,355	114	1,272
Compact.....	185	126	2,002	127	1,683
Intermediate.....	237	222	2,802	218	2,831
Standard.....	94	103	1,060	62	999
Luxury.....	36	62	698	56	603
Total.....	685	610	7,917	577	7,389
<b>Production:</b>					
Subcompact.....	110	113	1,200	103	1,190
Compact.....	132	135	1,942	160	1,713
Intermediate.....	189	199	2,556	240	2,719
Standard.....	56	71	847	64	726
Luxury.....	50	58	784	56	700
Total.....	537	576	7,389	623	7,104
<b>Inventory:</b>					
Subcompact.....	246	244	1/	236	1/
Compact.....	269	267	1/	257	1/
Intermediate.....	634	631	1/	606	1/
Standard.....	178	177	1/	171	1/
Luxury.....	121	120	1/	116	1/
Total.....	1,449	1,439	1/	1,386	1/
<b>Days' supply: 2/</b>					
Subcompact.....	50	65	1/	53	1/
Compact.....	39	55	1/	52	1/
Intermediate.....	72	74	1/	73	1/
Standard.....	51	45	1/	71	1/
Luxury.....	91	50	1/	53	1/
Average.....	57	59	1/	60	1/
<b>Employment: 3/</b>					
Total employees.....	4/ 828	5/ 847	1/	6/ 827	1/
Production workers...	4/ 632	5/ 649	1/	6/ 639	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 1989, revised.

5/ Data are for August 1989.

6/ Data are for August 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, September 1987-August 1989 <sup>1/</sup>

Source	1988-89			1987-88	
	July 1989	August 1989	Sept. 1988-August 1989	August 1988	Sept. 1987-August 1988
Quantity (units)					
Japan.....	166,916	161,584	2,136,193	178,475	2,174,077
Canada.....	63,630	70,629	1,136,495	74,168	1,134,029
West Germany.....	15,597	14,684	251,270	14,638	275,553
Korea.....	13,640	9,741	356,756	40,294	430,935
Sweden.....	9,821	2,134	111,257	3,835	107,561
Mexico.....	18,795	9,481	159,007	13,330	148,007
Yugoslavia.....	2	0	5,862	1,000	39,175
United Kingdom...	1,416	1,638	28,946	1,482	38,876
Italy.....	1,006	1,165	8,385	540	6,945
France.....	68	77	8,315	1,961	17,491
Brazil.....	4,976	6,952	47,282	5,630	71,178
All other.....	2,529	887	24,728	622	19,307
Total.....	298,396	278,972	4,274,496	335,975	4,463,134
Value (1,000 dollars)					
Japan.....	1,642,808	1,595,741	2,290,066	1,665,416	19,913,720
Canada.....	682,370	781,769	12,721,385	829,978	12,638,320
West Germany.....	405,042	333,157	5,531,324	330,288	6,771,205
Korea.....	88,671	63,756	20,075,642	217,029	2,289,998
Sweden.....	155,233	35,183	1,785,737	59,541	1,657,014
Mexico.....	155,264	77,124	1,377,353	111,063	1,270,374
Yugoslavia.....	10	0	14,905	2,998	103,887
United Kingdom...	51,343	58,301	949,195	51,057	1,070,391
Italy.....	30,664	31,647	238,315	10,720	160,193
France.....	797	881	98,509	19,810	186,228
Brazil.....	30,518	42,784	284,913	33,126	392,398
All other.....	39,312	12,787	383,238	9,656	305,451
Total.....	3,282,032	3,033,127	46,298,887	3,340,680	46,759,180

<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, by principal sources and by specified periods, September 1987-August 1989 2/

Source	1988-89			1987-88	
	July 1989	August 1989	Sept. 1988-August 1989	August 1988	Sept. 1987-August 1988
	Quantity (units) <u>3/</u>				
Japan.....	37,861	34,234	476,403	39,596	572,657
Canada.....	28,621	24,527	393,705	17,469	257,786
Mexico.....	415	1,125	1,542	6	72
All other.....	75	64	1,593	67	1,693
Total.....	66,972	59,950	873,243	57,138	832,208
	Value (1,000 dollars)				
Japan.....	217,120	196,287	2,992,505	238,485	3,251,119
Canada.....	388,187	297,323	4,794,013	180,558	2,831,960
Mexico.....	4,809	13,768	23,504	1,030	6,643
All other.....	4,453	1,537	66,924	6,802	147,880
Total.....	614,569	508,915	7,876,946	426,876	6,237,602

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 1987-August 1989

Market	1988-89			1987-88	
	July 1989	August 1989	Sept. 1988-August 1989	August 1988	Sept. 1987-August 1988
	Quantity (units)				
Canada.....	7,926	20,967	418,574	39,927	602,451
Japan.....	787	497	21,058	950	12,074
All other.....	8,874	7,712	144,791	6,947	111,247
Total.....	17,587	29,176	584,423	47,824	725,772
	Value (1,000 dollars)				
Canada.....	100,171	261,560	4,766,588	396,102	6,152,946
Japan.....	12,666	9,783	289,572	12,223	155,732
All other.....	117,979	85,749	1,851,852	78,343	1,434,235
Total.....	230,816	357,092	6,908,012	486,668	7,742,914

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 1987-August 1989 2/

Market	1988-89			1987-88	
	July 1989	August 1989	Sept. 1988-August 1989	August 1988	Sept. 1987-August 1989
	Quantity (units) <u>3/</u>				
Canada.....	6,427	10,750	141,041	10,151	169,092
All other.....	867	292	21,688	1,311	26,687
Total.....	7,294	11,458	163,154	11,462	195,780
	Value (1,000 dollars)				
Canada.....	81,686	131,889	1,579,405	100,444	1,702,412
All other.....	11,262	11,821	276,636	12,276	334,145
Total.....	92,948	143,710	1,856,042	112,719	2,036,557

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-		Imported		Total U.S.		Ratio of	
	Domestic		automobiles 2/		sales 1/ 2/		import sales	
	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
May.....	710,478	701,987	259,737	268,906	970,215	970,893	26.8	27.7
Jan.-May...	3,079,355	3,267,569	1,155,134	1,250,030	4,234,489	4,517,599	27.3	27.7
June.....	640,673	722,364	258,179	284,200	898,852	1,006,564	28.7	28.2
Jan.-June..	3,720,028	3,989,933	1,413,313	1,534,230	5,133,341	5,524,163	27.5	27.8
July.....	603,409	602,546	242,762	257,590	846,171	860,055	28.7	29.9
Jan.-July..	4,323,437	4,592,479	1,656,075	1,791,820	5,979,512	6,384,218	27.7	28.1
August.....	685,365	600,026	287,978	281,989	973,343	882,015	29.6	32.0
Jan.-Aug...	5,008,802	5,192,505	1,944,053	2,073,728	6,952,855	7,266,233	28.0	28.5
September..	609,742	576,535	249,300	248,727	859,042	825,262	27.7	30.1
Jan.-Sept..	5,618,544	5,769,040	2,193,353	2,322,455	7,811,897	8,091,495	27.9	28.7

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	1989			1988 and 1989		
	July 1989	August 1989	Percent change	August 1988	August 1989	Percent change
Consumer Price Index:						
Unadjusted...	118.6	117.7	-0.8	116.3	117.7	+1.2
Seasonally adjusted...						
	118.8	118.5	-0.3	116.9	118.5	+1.4
Producer Price Index:						
Unadjusted...	112.5	112.1	-0.4	112.2	112.1	-0.1
Seasonally adjusted...						
	113.2	113.8	+0.5	113.7	113.8	+0.1

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 September 1989 <sup>1/</sup>

Country source/make	Retail price changes in dollars, September 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.

<sup>1/</sup> Average retail price change for all models.

Source: Automotive News, September 1989.

Table 9.--Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-October 1989 1/

Company, model, and options 2/	April 1, 1981		October 1, 1989		Percent change in optionally equipped model	
	Base model 3/	Optionally equipped model 3/	Base model 3/	Optionally equipped model 3/	Jan. 1989- Oct. 1989	Apr. 1981- Oct. 1989
<b>General Motors:</b>						
Cavalier, 2 door ..... 4/	\$6,966	\$6,966	\$8,002	\$8,052	+9.2	+15.6
De Ville, 4 door .....	14,198	14,198	26,310	26,310	+3.4	+85.3
<b>Ford:</b>						
Escort Pony 2 door HB (RWD, TG).....	5,556	5,857	8,082	8,890	+16.1	+51.8
Tempo GL 4 door (RWD, AT, TG) 5/.....	6,421	6,953	10,493	11,228	+14.2	+61.5
LTD Crown Victoria, 4 door .....	8,519	10,102	18,277	18,277	+9.0	+80.9
<b>Chrysler:</b>						
Reliant America, 4 door (RWD, R, AT).....	5,980	6,680	8,049	9,549	+5.7	+42.9
Dynasty, 4 door (RWD, AC) 6/.....	6,672	7,502	12,800	14,475	+8.8	+92.9
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	9,863	11,475	+20.4	+98.1
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	8,509	8,509	+6.4	+58.4
Stanza GXE, 4 door (AT) 7/.....	6,839	7,749	14,509	15,284	+0.2	+97.2
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	8,690	9,190	+40.2	+95.8
Accord DX, 4 door (R).....	7,645	7,950	11,945	12,440	+4.2	+56.5

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.