

# **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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Table 1

New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, September 1988-August 1990

(In thousands of units; thousands of employees)

Item	1989-90			1988-89	
	July 1990	Aug. 1990	Sept. 1989-Aug. 1990	Aug. 1989	Sept. 1988-Aug. 1989
<b>Retail sales of domestic production:</b>					
Subcompact.....	83	<u>1/</u> 79	<u>1/</u> 1,157	133	1,372
Compact.....	144	<u>1/</u> 138	<u>1/</u> 1,738	185	2,003
Intermediate.....	203	<u>1/</u> 194	<u>1/</u> 2,415	237	2,798
Standard.....	104	<u>1/</u> 99	<u>1/</u> 1,266	94	1,019
Luxury.....	55	<u>1/</u> 53	<u>1/</u> 680	36	692
Total.....	590	564	7,258	685	7,884
<b>Production:</b>					
Subcompact.....	49	91	1,016	110	1,251
Compact.....	100	156	1,795	132	1,967
Intermediate.....	139	172	2,326	189	2,597
Standard.....	46	54	1,557	56	840
Luxury.....	34	50	754	50	782
Total.....	368	524	6,453	537	7,436
<b>Inventory</b>					
Subcompact.....	224	227	<u>2/</u>	246	<u>2/</u>
Compact.....	244	247	<u>2/</u>	269	<u>2/</u>
Intermediate.....	576	584	<u>2/</u>	634	<u>2/</u>
Standard.....	162	164	<u>2/</u>	178	<u>2/</u>
Luxury.....	111	112	<u>2/</u>	121	<u>2/</u>
Total.....	1,318	1,337	<u>2/</u>	1,449	<u>2/</u>
<b>Days' supply: <u>3/</u></b>					
Subcompact.....	70	81	<u>2/</u>	50	<u>2/</u>
Compact.....	44	51	<u>2/</u>	39	<u>2/</u>
Intermediate.....	74	84	<u>2/</u>	72	<u>2/</u>
Standard.....	41	46	<u>2/</u>	51	<u>2/</u>
Luxury.....	53	59	<u>2/</u>	91	<u>2/</u>
Average.....	58	66	<u>2/</u>	57	<u>2/</u>
<b>Employment: <u>4/</u></b>					
Total employees.....	<u>5/</u> 835	<u>6/</u> 804	<u>2/</u>	<u>7/</u> 833	<u>2/</u>
Production workers...	<u>5/</u> 641	<u>6/</u> 612	<u>2/</u>	<u>7/</u> 636	<u>2/</u>

1/ Estimated by the staff of the U.S. International Trade Commission.

2/ Not applicable.

3/ Days' supply is an average for each class size which is determined by the previous month's retail sales.

4/ Employment data are for SIC 371 (motor vehicles and motor vehicle equipment).

5/ Data are for June 1989, revised.

6/ Data are for July 1990.

7/ Data are for July 1989.

Source: Production and retail sales (except as noted), 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, August 1988-July 1990 1/

Source	1989-90			1988-89	
	June 1990	July 1990	Aug. 1989- July 1990	July 1989	Aug. 1988- July 1989
Quantity (units)					
Japan.....	137,513	128,769	1,889,206	166,916	2,153,084
Canada.....	128,116	84,625	1,208,421	63,630	1,140,034
West Germany.....	21,161	22,698	246,968	15,597	251,224
Korea.....	10,695	12,014	181,735	13,640	387,309
Sweden.....	7,745	6,817	96,147	9,821	112,958
Mexico.....	23,673	20,408	124,008	18,795	162,856
Yugoslavia.....	584	0	1,132	2	6,862
United Kingdom...	1,727	1,587	28,030	1,416	28,790
Italy.....	785	1,543	10,724	1,006	7,760
France.....	269	593	1,223	68	10,199
Brazil.....	0	2,620	28,473	4,976	45,960
All other.....	3,282	6,608	32,424	2,529	24,463
Total.....	335,550	288,282	3,848,491	298,396	4,331,499
Value (1,000 dollars)					
Japan.....	1,452,541	1,311,880	19,186,768	1,642,808	20,608,045
Canada.....	1,429,945	985,385	13,483,721	682,370	12,769,594
West Germany.....	496,634	503,606	5,523,334	405,042	5,828,455
Korea.....	60,596	65,377	1,047,083	88,671	2,228,915
Sweden.....	128,033	113,008	1,585,270	155,233	1,810,095
Mexico.....	233,803	208,533	1,210,316	155,264	1,411,292
Yugoslavia.....	1,694	0	3,891	10	17,903
United Kingdom...	58,444	51,871	897,384	51,343	941,951
Italy.....	16,643	29,933	274,641	30,664	217,388
France.....	3,347	7,328	15,595	797	117,438
Brazil.....	0	16,246	176,200	30,518	275,255
All other.....	48,187	86,080	494,409	39,312	380,107
Total.....	3,902,867	3,379,246	43,898,613	3,282,032	46,606,440

1/ 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,  
 August 1988-July 1990 2/

Source	1989-90			1988-89	
	June 1990	July 1990	Aug. 1989- July 1990	July 1989	Aug. 1988- July 1989
	Quantity (units) <u>3/</u>				
Japan.....	27,528	27,257	324,037	37,861	481,765
Canada.....	40,742	33,014	447,141	28,621	386,647
Mexico.....	2,256	1,883	22,785	415	423
All other.....	47	61	748	75	1,596
Total.....	70,573	62,216	797,711	66,972	870,431
	Value (1,000 dollars)				
Japan.....	151,458	149,413	1,849,116	217,120	3,034,703
Canada.....	511,494	433,579	5,731,230	388,187	4,677,248
Mexico.....	27,661	23,168	280,418	4,809	10,766
All other.....	5,574	8,651	50,323	4,453	72,188
Total.....	696,187	614,811	7,911,087	614,569	7,794,907

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 1988-July 1990 <sup>1/</sup>

Market	1989-90			1988-89	
	June 1990	July 1990	Aug. 1989- July 1990	July 1989	Aug. 1988- July 1989
	Quantity (units)				
Canada.....	54,823	22,906	560,256	26,879	593,804
Japan.....	2,041	1,247	27,831	822	26,003
All other.....	20,024	11,819	213,977	12,130	172,509
Total.....	76,888	35,972	802,084	39,831	792,316
	Value (1,000 dollars)				
Canada.....	624,774	281,329	6,433,663	262,370	6,210,750
Japan.....	36,785	23,171	465,545	13,048	349,750
All other.....	244,110	138,443	2,645,868	152,131	2,186,647
Total.....	905,668	442,942	9,545,076	427,549	8,747,147

<sup>1/</sup> 1989 data revised.

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 1988-July 1990 2/

Market	1989-90			1988-89	
	June 1990	July 1990	Aug. 1989- July 1990	July 1989	Aug. 1988- July 1989
	Quantity (units) <u>3/</u>				
Canada.....	11,329	6,184	134,423	6,427	140,442
All other.....	1,199	1,926	15,163	867	22,707
Total.....	12,528	8,110	149,586	7,294	163,148
	Value (1,000 dollars)				
Canada.....	140,287	71,458	1,605,835	81,686	1,547,960
All other.....	14,679	25,100	160,286	11,262	277,091
Total.....	154,966	96,558	1,766,121	92,948	1,825,051

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, 1989 and 1990 1/

Period	Sales of- Domestic automobiles 2/		Imported automobiles 3/		Total U.S. sales 2/ 3/		Ratio of import sales to total sales 2/ 3/	
	1990	1989	1990	1989	1990	1989	1990	1989
	Quantity (units)						--Percent--	
January....	544,605	509,760	208,694	208,856	753,299	718,616	27.7	29.1
February...	531,546	552,042	193,912	198,825	725,458	750,867	26.7	26.5
Jan.-Feb...1,	1,076,151	1,061,802	402,606	407,681	1,478,757	1,469,483	27.2	27.7
March.....	622,949	639,631	228,221	245,161	851,170	884,792	26.8	27.7
Jan.-Mar...1,	1,699,100	1,701,433	630,827	652,842	2,329,927	2,354,275	27.1	27.7
April.....	596,428	667,444	242,661	242,555	839,089	909,999	28.9	26.7
Jan.-Apr...2,	2,295,528	2,368,877	873,488	895,395	3,169,016	3,264,274	27.6	27.4
May.....	641,749	710,478	230,273	259,737	872,022	970,215	26.4	26.8
Jan.-May...2,	2,937,277	3,079,355	1,103,761	1,154,132	4,041,038	4,234,489	27.3	27.3
June.....	628,781	640,673	227,891	258,179	856,672	898,852	25.4	28.7
Jan.-June..3,	3,566,058	3,720,028	1,331,652	1,413,313	4,897,716	5,133,341	27.2	27.5
July.....	590,476	596,725	218,643	239,774	809,119	836,499	27.0	28.7
Jan.-July..4,	4,156,534	4,316,753	1,550,295	1,653,087	5,706,835	5,969,840	27.2	27.7
August.....	564,411	678,948	221,546	282,964	785,957	961,912	28.2	29.4
Jan.-Aug...4,	4,720,964	4,964,088	1,714,794	1,928,589	6,435,758	6,892,677	26.6	28.0

1/ Monthly totals may not sum to the year-to-date totals because Automotive News may make revisions to its monthly totals.

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

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

Source: Automotive News.

Table 7

New passenger automobiles: Price indexes, by specified periods, 1989 and 1990 1/

Item	1989-90			1989-90		
	June 1990	July 1990	Percent change	July 1989	July 1990	Percent change
Consumer Price Index:						
Unadjusted..	120.3	120.2	-0.1	118.6	120.2	+1.3
Seasonally adjusted..	120.5	120.7	+0.2	118.8	120.7	+1.6
Producer Price Index:						
Unadjusted..	118.0	116.9	-0.9	112.5	116.9	+3.9
Seasonally adjusted..	118.1	117.5	-0.5	113.2	117.5	+3.8

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 1990 <sup>1/</sup>

Country source/make	Retail price changes August 1990 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Toyota Motors.....	No change.
Mazda.....	No change.
American Honda.....	No change.
Acura Division.....	No change.
Subaru.....	No change.
European producers:	
Volkswagen.....	No change.
BMW.....	No change.
Audi.....	No change.
Porsche.....	No change.
Mercedes-Benz.....	No change.
Korean producer:	
Hyundai.....	No change.

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

Source: Automotive News, August 1990.

Table 9

Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-September 1990 1/

Company, model, and options 2/	April 1, 1981		Aug. 1, 1990		Percent change in optionally	
	Option-ally Base model 3/	Option-ally equipped model 3/	Option-ally Base model 3/	Option-ally equipped model 3/	Jan. 1990-Sept. 1990	Apr. 1981-Sept. 1990
<b>General Motors:</b>						
Cavalier, 2 door..... 4/	\$6,966	\$6,966	\$8,002	\$8,052	0.0	+15.6
De Ville, 4 door.....	14,198	14,198	26,310	26,310	0.0	+85.3
<b>Ford:</b>						
Escort Pony 2 door HB (RWD, TG).....	5,556	5,857	7,742	8,550	0.0	+46.0
Tempo GL 4 door (RWD, AT, TG) 5/.....	6,421	6,953	10,063	10,888	0.0	+56.6
LTD Crown Victoria, 4 door.....	8,519	10,102	17,767	17,937	0.0	+77.6
<b>Chrysler:</b>						
Dynasty, 4 door (RWD, AC) 6/.....	6,672	7,502	12,800	14,475	0.0	+92.9
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	9,488	11,100	0.0	+91.6
Cressida, 4 door.....	11,599	11,599	21,498	21,498	0.0	+85.3
<b>Nissan (Datsun):</b>						
Sentra B, 2 door 7/.....	5,369	5,369	7,299	8,124	0.0	+51.3
Stanza GXE, 4 door (AT) 7/.....	6,839	7,749	15,575	16,109	0.0	+107.9
Maxima GXE, 4 door.....	10,379	10,379	17,959	18,584	0.0	+71.1
<b>Honda:</b>						
Civic 1500, 2 door HB (R) 8/.....	4,599	4,694	6,635	6,866	0.0	+46.3
Accord DX, 4 door (R).....	7,645	7,950	12,345	12,595	0.0	+58.5

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 1981-90 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.