

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

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Committee on Ways and Means,  
on Investigation No. 332-207  
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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 1989-September 1991

(In thousands of units; thousands of employees)

Item	1990-91			1989-90	
	Aug. 1991	Sept. 1991	Oct. 1990-Sept. 1991	Sept. 1990	Oct. 1989-Sept. 1990
Retail sales of domestic production:					
Subcompact.....	80	94	1,150	87	1,164
Compact.....	133	117	1,687	139	1,743
Intermediate.....	161	141	2,127	192	2,384
Standard.....	72	85	1,114	104	1,261
Luxury.....	52	57	663	56	669
Total.....	497	493	6,741	579	7,204
Production:					
Subcompact.....	76	72	889	89	994
Compact.....	126	150	1,781	154	1,814
Intermediate.....	100	137	1,966	176	2,303
Standard.....	50	59	1,383	59	1,545
Luxury.....	62	62	744	58	754
Total.....	413	481	6,763	536	6,413
Inventory					
Subcompact.....	181	174	1/	228	1/
Compact.....	239	289	1/	248	1/
Intermediate.....	372	350	1/	586	1/
Standard.....	178	157	1/	165	1/
Luxury.....	110	113	1/	113	1/
Total.....	1,083	1,081	1/	1,340	1/
Days' supply: 2/					
Subcompact.....	61	44	1/	66	1/
Compact.....	49	59	1/	45	1/
Intermediate.....	62	60	1/	76	1/
Standard.....	67	44	1/	40	1/
Luxury.....	57	48	1/	50	1/
Average.....	59	53	1/	58	1/
Employment: 3/					
Total employees.....	4/ 778	5/ 788	1/	6/ 798	1/
Production workers...	4/ 597	5/ 606	1/	6/ 606	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 1991, revised.

5/ Data are for August 1991.

6/ Data are for August 1990.

Source: Production and retail sales, 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 1989-August 1991 <sup>1/</sup>

Source	1990-91			1989-90	
	July 1991	Aug. 1991	Sept. 1990- Aug. 1991	Aug. 1990	Sept. 1989- Aug. 1990
Quantity (units)					
Japan.....	132,130	155,661	1,831,029	161,876	1,889,498
Canada.....	77,930	105,187	1,203,579	63,224	1,201,016
West Germany.....	12,178	14,406	171,356	20,860	253,144
Korea.....	17,043	11,340	208,248	17,004	188,998
Sweden.....	3,343	178	66,333	1,544	95,557
Mexico.....	19,922	20,663	256,961	25,445	139,972
Yugoslavia.....	0	965	3,603	0	1,132
United Kingdom...	1,378	917	20,849	1,211	27,603
Italy.....	84	55	5,112	779	10,338
France.....	3	12	2,218	73	1,219
Brazil.....	741	2	9,851	3	21,524
All other.....	5,776	3,315	52,148	5,974	37,511
Total.....	270,528	312,701	3,831,287	297,993	3,867,512
Value (1,000 dollars)					
Japan.....	1,541,582	1,852,540	20,494,695	1,667,106	19,268,134
Canada.....	934,578	1,279,043	13,831,754	769,252	13,471,205
West Germany.....	310,130	368,365	4,654,263	488,526	5,678,703
Korea.....	94,377	63,604	1,154,907	87,066	1,070,393
Sweden.....	64,304	2,853	1,138,078	25,407	1,575,495
Mexico.....	203,198	216,503	2,601,084	252,116	1,385,309
Yugoslavia.....	0	2,316	8,754	0	3,891
United Kingdom...	48,630	33,645	725,213	35,009	874,092
Italy.....	8,681	6,401	199,532	21,519	264,513
France.....	58	146	26,592	1,028	15,742
Brazil.....	4,817	18	60,512	24	133,441
All other.....	59,177	23,762	622,196	61,749	543,372
Total.....	3,269,533	3,849,197	45,517,579	3,481,804	44,284,290

<sup>1/</sup> Data include imports into Puerto Rico; 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 1989-August 1991 2/

Source	1990-91			1989-90	
	July 1991	Aug. 1991	Sept. 1990-Aug. 1991	Aug. 1990	Sept. 1989-Aug. 1990
	Quantity (units) <u>3/</u>				
Japan.....	28,559	27,092	296,674	29,857	319,692
Canada.....	28,221	27,233	369,599	22,896	445,570
Mexico.....	616	977	8,952	444	22,110
All other.....	9	5	113	100	789
Total.....	57,411	55,306	675,338	53,298	788,161
	Value (1,000 dollars)				
Japan.....	168,038	161,174	1,744,619	163,974	1,817,325
Canada.....	391,847	388,481	4,992,022	321,286	5,758,204
Mexico.....	10,037	17,959	122,456	5,422	272,158
All other.....	1,803	735	30,091	5,443	54,379
Total.....	571,725	568,349	6,889,188	496,125	7,902,057

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 1989-August 1991

Market	1990-91			1989-90	
	July 1991	Aug. 1991	Sept. 1990- Aug. 1991	Aug. 1990	Sept. 1989- Aug. 1990
	Quantity (units)				
Canada.....	32,414	22,373	452,862	38,258	558,931
Japan.....	1,652	2,009	32,953	2,107	29,390
All other.....	21,590	11,125	214,313	11,892	216,995
Total.....	55,656	35,507	700,128	52,257	805,316
	Value (1,000 dollars)				
Canada.....	386,645	316,563	5,472,522	436,144	6,440,707
Japan.....	29,463	34,670	585,503	34,915	490,119
All other.....	299,861	150,758	2,827,040	115,237	2,663,266
Total.....	715,970	501,991	8,885,066	586,295	9,594,092

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 1989-August 1991 2/

Market	1990-91			1989-90	
	July 1991	Aug. 1991	Sept. 1990- Aug. 1991	Aug. 1990	Sept. 1989- Aug. 1990
	Quantity (units) <u>3/</u>				
Canada.....	5,719	6,819	111,317	6,026	129,383
All other.....	3,335	15,591	48,833	1,132	15,061
Total.....	9,054	22,409	160,149	7,159	144,444
	Value (1,000 dollars)				
Canada.....	75,952	92,918	1,417,619	66,489	1,540,506
All other.....	54,155	41,121	578,580	17,485	166,294
Total.....	130,108	134,039	1,996,200	83,974	1,706,800

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, 1990 and 1991

Period	Sales of-				Total U.S.		Ratio of import	
	Domestic automobiles 1/		Imported automobiles 2/		sales 1/ 2/		sale to total sales 1/ 2/	
	1991	1990	1991	1990	1991	1990	1991	1990
	Quantity (units)						--Percent--	
January....	416,644	544,655	137,814	198,813	554,458	743,468	24.9	26.7
February...	472,524	531,528	149,329	188,630	621,853	720,155	24.0	26.2
Jan.-Feb...	889,169	1,076,180	287,143	387,443	1,176,312	1,463,623	24.4	26.5
March.....	538,887	622,949	191,438	226,813	730,325	851,170	26.2	26.6
Jan.-Mar...	1,428,061	1,699,129	478,586	613,027	1,906,647	2,312,156	25.1	26.5
April.....	504,998	596,418	186,103	205,320	691,101	801,738	26.9	25.6
Jan.-Apr...	1,933,059	2,295,547	664,689	818,347	2,597,748	3,113,894	25.6	26.3
May.....	576,453	641,749	193,047	230,271	769,500	872,020	25.1	26.4
Jan.-May...	2,509,318	2,937,296	857,448	1,035,943	3,366,766	3,973,239	25.5	26.1
June.....	587,631	628,781	183,907	228,109	771,538	856,890	23.8	26.6
Jan.-June..	3,097,247	3,566,077	1,041,226	1,274,064	4,138,473	4,840,141	25.2	26.3
July.....	578,721	590,476	194,656	213,440	773,377	803,916	25.2	26.6
Jan.-July..	3,675,968	4,156,553	1,235,874	1,487,407	4,911,942	5,643,960	25.2	26.4
August.....	497,238	564,411	193,325	221,483	690,563	785,894	28.0	28.2
Jan.-Aug...	4,173,216	4,720,964	1,429,199	1,708,890	5,602,415	6,429,854	25.5	26.6
Sept.....	493,383	578,958	179,211	189,518	622,654	768,476	26.6	24.7
Jan.-Sept..	4,666,599	5,299,922	1,608,471	1,896,649	6,275,070	7,196,571	25.6	26.4

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.

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

Table 7

New passenger automobiles: Price indexes, by specified periods, 1990 and 1991 1/

Item	1991			1990-91		
	May 1991	June 1991	Percent change	June 1990	June 1991	Percent change
Consumer Price Index:						
Unadjusted..	125.3	125.3	0.0	120.3	125.3	+4.2
Seasonally adjusted..	125.4	125.6	+0.2	120.5	125.6	+4.2
Producer Priced Index:						
Unadjusted..	122.3	121.9	-0.3	118.0	121.9	+3.3
Seasonally adjusted..	123.0	121.9	-0.9	118.1	121.9	+3.2

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 September 1991 1/

Country source/make	Retail price changes September 1991 (+ 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.

1/ Average retail price change for all models.

Source: Automotive News, September 1991.

Table 9

Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1990 and 1991 1/

Item and firm	(In millions of dollars)			
	1991		1990	
	January- September	July- Sept.	January- Sept.	July- Sept.
<b>Sales:</b>				
General Motors.....	89,400	28,900	94,800	30,800
Ford.....	63,500	21,100	73,500	23,000
Chrysler.....	20,900	7,500	22,800	6,500
Total.....	173,800	57,500	191,100	60,300
<b>Profits:</b>				
General Motors.....	(2,222)	(1,060)	(390)	(2,000)
Ford.....	(1,782)	(574)	1,379	102
Chrysler.....	(635)	(82)	37	(214)
Total.....	(4,639)	(1,716)	952	(2,112)

1/ Data are for world operations.

Source: Wall Street Journal.

Table 10

Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-October 1991 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		October 1, 1991		Percent change in optionally equipped model	
	Base model <sup>3/</sup>	Optionally equipped model <sup>3/</sup>	Base model <sup>3/</sup>	Optionally equipped model <sup>3/</sup>	Jan. 1991- Oct. 1991	Apr. 1981- Oct. 1991
General Motors:						
Cavalier, 2 door..... <sup>4/</sup>	\$6,966	\$6,966	\$8,899	\$8,899	+11.2	+27.7
De Ville, 4 door.....	14,198	14,198	31,740	31,740	+6.0	+123.6
Ford:						
Escort Pony 2 door HB (RWD, TG).....	5,556	5,857	8,720	8,840	+4.0	+50.9
Tempo GL 4 door (RWD, AT, TG) <sup>5/</sup> .....	6,421	6,953	10,589	11,441	+3.6	+64.5
LTD Crown Victoria, 4 door .....	8,519	10,102	19,563	19,563	+7.4	+93.7
Chrysler:						
Dynasty, 4 door (AC) <sup>6/</sup> .....	6,672	7,502	14,477	15,277	+5.6	+103.6
Toyota:						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	10,408	10,632	+4.2	+83.5
Cressida, 4 door.....	11,599	11,599	22,975	22,975	+3.5	+98.1
Nissan (Datsun):						
Sentra E, 2 door <sup>7/</sup> .....	5,369	5,369	8,495	8,495	+6.2	+58.2
Stanza GXE, 4 door (AT) <sup>7/</sup> .....	6,839	7,749	16,255	17,070	+6.5	+120.3
Maxima GXE, 4 door.....	10,379	10,379	19,695	19,695	+3.2	+89.8
Honda:						
Civic 1500, 2 door HB (R) <sup>8/</sup> .....	4,599	4,694	7,095	7,347	0.0	+56.5
Accord DX, 4 door (R).....	7,645	7,950	13,225	13,605	+3.0	+71.1

<sup>1/</sup> Suggested retail prices do not include any dealer incentives, below-market financing or rebates.<sup>2/</sup> The following codes apply: RWD = rear window defroster; TG = tinted glass; HB = hatchback; AT = automatic transmission; AC = air conditioning; R = radio.<sup>3/</sup> 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.<sup>4/</sup> Cavalier not sold until May 21, 1981.<sup>5/</sup> Tempo replaced the Fairmont Futura.<sup>6/</sup> Dynasty replaced the Diplomat.<sup>7/</sup> Sentra replaced the 210; Stanza replaced the 510.<sup>8/</sup> Civic 1500 replaced the Civic 1300.Source: Compiled from data supplied by U.S. manufacturers, Japanese importers, and Automotive News.

Note: Some 1981-92 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.