

# 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 1987-August 1989

(In thousands of units; thousands of employees)

Item	1988-89			1987-88	
	July 1989	August 1989	September 1988-August 1989	August 1988	September 1987-August 1988
<b>Retail sales of domestic production:</b>					
Subcompact.....	98	133	1,372	120	1,267
Compact.....	141	185	2,003	137	1,679
Intermediate.....	224	237	2,798	231	2,853
Standard.....	87	94	1,019	57	1,024
Luxury.....	53	36	692	55	602
Total.....	603	685	7,884	600	7,425
<b>Production:</b>					
Subcompact.....	62	110	1,251	96	1,180
Compact.....	82	132	1,967	121	1,681
Intermediate.....	51	189	2,597	184	2,746
Standard.....	69	56	840	61	740
Luxury.....	17	50	782	36	705
Total.....	280	537	7,436	498	7,053
<b>Inventory:</b>					
Subcompact.....	266	246	1/	225	1/
Compact.....	290	269	1/	244	1/
Intermediate.....	685	634	1/	575	1/
Standard.....	192	178	1/	162	1/
Luxury.....	131	121	1/	110	1/
Total.....	1,565	1,449	1/	1,316	1/
<b>Days' supply: 2/</b>					
Subcompact.....	73	50	1/	51	1/
Compact.....	56	39	1/	48	1/
Intermediate.....	83	72	1/	67	1/
Standard.....	60	51	1/	76	1/
Luxury.....	67	91	1/	54	1/
Average.....	65	57	1/	59	1/
<b>Employment: 3/</b>					
Total employees.....	4/ 869	5/ 833	1/	6/ 841	1/
Production workers...	4/ 674	5/ 636	1/	6/ 651	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 1989, revised.

5/ Data are for July 1989.

6/ Data are for July 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.

Some 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 1987-July 1989 <sup>1/</sup>

Source	1988-89			1987-88	
	June 1989	July 1989	August 1988- July 1989	July 1988	August 1987- July 1988
	Quantity (units)				
Japan.....	168,631	166,916	2,153,084	169,714	2,215,831
Canada.....	100,496	63,630	1,140,034	58,937	1,094,652
West Germany.....	11,395	15,597	251,224	18,147	283,695
Korea.....	22,907	13,640	387,309	25,949	427,933
Sweden.....	7,409	9,821	112,958	9,783	109,221
Mexico.....	17,202	18,795	162,856	10,141	145,103
Yugoslavia.....	0	2	6,862	1	41,575
United Kingdom...	1,717	1,416	28,790	1,990	40,054
Italy.....	921	1,006	7,760	414	7,133
France.....	655	68	10,199	2,029	15,578
Brazil.....	6,437	4,976	45,960	5,226	69,870
All other.....	1,346	2,529	24,463	2,388	19,225
Total.....	339,116	298,396	4,331,499	304,719	4,469,870
	Value (1,000 dollars)				
Japan.....	1,725,948	1,642,808	20,608,045	1,618,138	20,204,554
Canada.....	1,136,571	682,370	12,769,594	670,142	12,184,178
West Germany.....	265,897	405,042	5,828,455	446,692	7,083,424
Korea.....	128,258	88,671	2,228,915	138,950	2,270,217
Sweden.....	119,601	155,233	1,810,095	151,604	1,673,219
Mexico.....	150,120	155,264	1,411,292	86,219	1,248,224
Yugoslavia.....	0	10	17,903	7	109,219
United Kingdom...	59,502	51,343	941,951	58,154	1,077,055
Italy.....	25,365	30,664	217,388	10,166	166,013
France.....	7,598	797	117,438	21,193	167,080
Brazil.....	39,524	30,518	275,255	30,931	380,363
All other.....	19,227	39,312	380,107	35,293	304,124
Total.....	3,677,610	3,282,032	46,606,440	3,267,488	46,867,680

<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, August 1987-July 1989 <sup>2/</sup>

Source	1988-89			1987-88	
	June 1989	July 1989	August 1988- July 1989	July 1988	August 1987- July 1988
	Quantity (units) <sup>3/</sup>				
Japan.....	35,493	37,861	481,765	38,880	583,725
Canada.....	40,570	28,621	386,647	19,340	253,868
Mexico.....	0	415	423	3	1,160
All other.....	12	75	1,596	2	1,725
Total.....	76,075	66,972	870,431	58,225	840,478
	Value (1,000 dollars)				
Japan.....	206,425	217,120	3,034,703	228,884	3,285,881
Canada.....	524,493	388,187	4,677,248	229,410	2,773,186
Mexico.....	104	4,809	10,766	1,457	14,815
All other.....	2,461	4,453	72,188	11,935	143,578
Total.....	733,483	614,569	7,794,907	471,685	6,217,459

<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, August 1987-July 1989

Market	1988-89			1987-88	
	June 1989	July 1989	August 1988- July 1989	July 1988	August 1987- July 1988
	Quantity (units)				
Canada.....	20,891	7,926	437,534	32,931	591,542
Japan.....	932	787	21,511	1,558	11,317
All other.....	9,461	8,874	144,026	10,952	107,095
Total.....	31,284	17,587	603,071	45,441	709,954
	Value (1,000 dollars)				
Canada.....	277,139	100,171	4,901,130	301,090	6,092,479
Japan.....	14,856	12,666	292,012	16,928	146,549
All other.....	130,272	117,979	1,844,446	137,956	1,392,188
Total.....	422,267	230,816	7,037,588	455,974	7,631,215

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 1987-July 1989 2/

Market	1988-89			1987-88	
	June 1989	July 1989	August 1988- July 1989	July 1988	August 1987- July 1989
	Quantity (units) <u>3/</u>				
Canada.....	9,517	6,427	140,442	7,001	167,399
All other.....	1,027	867	22,707	2,635	26,000
Total.....	10,544	7,294	163,148	9,637	193,398
	Value (1,000 dollars)				
Canada.....	105,939	81,686	1,547,960	73,802	1,680,770
All other.....	11,502	11,262	277,091	32,299	328,364
Total.....	117,441	92,948	1,825,051	106,101	2,009,314

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 1/		automobiles 2/		sales 1/ 2/		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
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

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		
	June 1989	July 1989	Percent change	July 1988	July 1989	Percent change
Consumer Price Index:						
Unadjusted...	119.1	118.6	-0.4	116.5	118.6	+1.8
Seasonally adjusted...	119.3	118.8	-0.4	116.6	118.8	+1.9
Producer Price Index:						
Unadjusted...	114.8	112.5	-2.0	112.8	112.5	-0.3
Seasonally adjusted...	115.4	113.2	-1.9	113.4	113.2	-0.2

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 1989 <sup>1/</sup>

Country source/make	Retail price changes in dollars, August 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, August 1989.

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

Company, model, and options <sup>2/</sup>	April 1, 1981		September 1, 1989		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. 1989-Sept. 1989	Apr. 1981-Sept. 1989
General Motors:						
Cavalier, 2 door .....	<sup>4/</sup> \$6,966	<sup>4/</sup> \$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
Ford:						
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) <sup>5/</sup> .....	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
Chrysler:						
Reliant America, 4 door (RWD, R, AT).....	5,980	6,680	7,595	9,034	0.0	+35.2
Dynasty, 4 door (RWD, AC) <sup>6/</sup> .....	6,672	7,502	12,350	13,310	0.0	+77.4
Toyota:						
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
Nissan (Datsun):						
Sentra E, 2 door <sup>7/</sup> .....	5,369	5,369	7,999	7,999	0.0	+49.0
Stanza GXE, 4 door (AT) <sup>7/</sup> .....	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
Honda:						
Civic 1500, 2 door HB (R) <sup>8/</sup> .....	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

<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 1981-89 models have been discontinued; these models have been replaced by comparable models where possible.

