

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. 332-177
Under Section 332
of the Tariff Act of 1930**

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UNITED STATES INTERNATIONAL TRADE COMMISSION

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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, December 1982-November 1984

(In thousands of units; thousands of employees)

| Item | 1983 and 1984 | | | 1982 and 1983 | |
|--------------------------------------|---------------|-----------|-------------------------|---------------|-------------------------|
| | Oct. 1984 | Nov. 1984 | Dec. 1983- Nov. 1984 | Nov. 1983 | Dec. 1982- Nov. 1983 |
| Retail sales of domestic production: | | | | | |
| Subcompact----- | 172 | 164 | 2,179 | 183 | 1,990 |
| Compact----- | 107 | 97 | 1,293 | 75 | 929 |
| Intermediate----- | 225 | 193 | 2,500 | 192 | 2,195 |
| Standard----- | 99 | 75 | 1,110 | 100 | 1,140 |
| Luxury----- | 92 | 77 | 1,009 | 40 | 430 |
| Total----- | 696 | 607 | 8,091 | 591 | 6,684 |
| Production: | | | | | |
| Subcompact----- | 149 | 123 | 1,629 | 214 | 2,005 |
| Compact----- | 152 | 151 | 1,912 | 101 | 1,078 |
| Intermediate----- | 236 | 217 | 2,656 | 196 | 2,175 |
| Standard----- | 87 | 91 | 774 | 90 | 976 |
| Luxury----- | 67 | 72 | 668 | 40 | 437 |
| Total----- | 691 | 655 | 7,639 | 641 | 6,671 |
| Inventory: | | | | | |
| Subcompact----- | 270 | 294 | 1/ | 241 | 1/ |
| Compact----- | 319 | 326 | 1/ | 307 | 1/ |
| Intermediate----- | 362 | 357 | 1/ | 435 | 1/ |
| Standard----- | 196 | 204 | 1/ | 111 | 1/ |
| Luxury----- | 119 | 116 | 1/ | 130 | 1/ |
| Total----- | 1,266 | 1,296 | 1/ | 1,224 | 1/ |
| Days' supply: 2/ | | | | | |
| Subcompact----- | 58 | 65 | 1/ | 66 | 1/ |
| Compact----- | 53 | 59 | 1/ | 61 | 1/ |
| Intermediate----- | 50 | 41 | 1/ | 45 | 1/ |
| Standard----- | 62 | 54 | 1/ | 43 | 1/ |
| Luxury----- | 46 | 37 | 1/ | 53 | 1/ |
| Total----- | 54 | 51 | 1/ | 48 | 1/ |
| Employment: 3/ | | | | | |
| Total employees----- | 4/ 885 | 5/ 881 | 1/ | 6/ 839 | 1/ |
| Production workers--- | 4/ 681 | 5/ 678 | 1/ | 6/ 644 | 1/ |
| Layoffs 7/----- | 52 | 56 | 1/ | 113 | 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 September 1984, revised.

5/ Data are for October 1984.

6/ Data are for October 1983, revised.

7/ Layoffs are the number of UAW members on indefinite layoff from U.S. auto plants as of the end of each specified period.

Source: Retail sales and production, Data Resources, Inc. Auto Information Bank; days' supply and inventory, Automotive News; and employment, U.S. Department of Labor.

Table 2.--New passenger automobiles: U.S. imports for consumption, by principal sources and by specified periods, November 1982-October 1984 1/

| Source | 1983 and 1984 | | | 1982 and 1983 | |
|---------------------|-----------------------|-----------|-------------------------|---------------|-------------------------|
| | Sept. 1984 | Oct. 1984 | Nov. 1983- Oct. 1984 | Oct. 1983 | Nov. 1982- Oct. 1983 |
| | Quantity (units) | | | | |
| Japan----- | 154,630 | 156,524 | 1,976,897 | 166,616 | 1,818,464 |
| Canada----- | 79,792 | 92,079 | 1,065,650 | 66,968 | 772,962 |
| West Germany----- | 25,654 | 24,508 | 335,058 | 24,854 | 216,716 |
| Sweden----- | 5,689 | 9,862 | 121,647 | 8,994 | 106,394 |
| Italy----- | 572 | 417 | 9,792 | 194 | 3,766 |
| United Kingdom----- | 1,211 | 1,300 | 19,873 | 1,358 | 15,958 |
| France----- | 1,856 | 1,840 | 32,654 | 2,560 | 47,494 |
| All other----- | 233 | 383 | 18,580 | 1,478 | 8,047 |
| Total----- | 269,637 | 286,913 | 3,580,151 | 273,022 | 2,989,801 |
| | Value (1,000 dollars) | | | | |
| Japan----- | 975,879 | 997,382 | 12,428,198 | 985,288 | 10,202,092 |
| Canada----- | 793,577 | 881,016 | 9,972,051 | 592,050 | 6,610,464 |
| West Germany----- | 360,156 | 348,464 | 4,501,155 | 314,476 | 3,192,957 |
| Sweden----- | 59,585 | 107,912 | 1,294,925 | 91,861 | 1,002,970 |
| Italy----- | 9,772 | 6,846 | 134,376 | 2,958 | 53,930 |
| United Kingdom----- | 29,413 | 31,505 | 462,766 | 31,268 | 376,457 |
| France----- | 18,185 | 18,152 | 292,195 | 24,778 | 341,838 |
| All other----- | 1,988 | 3,688 | 120,337 | 13,081 | 63,036 |
| Total----- | 2,248,555 | 2,394,965 | 29,206,003 | 2,055,760 | 21,843,744 |

1/ Data include imports into Puerto Rico and TSUSA item 692.1005; data do not include automobiles assembled in 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 for consumption, by principal sources and by specified periods, November 1982-October 1984 2/

| Source | 1983 and 1984 | | | 1982 and 1983 | |
|----------------|----------------------------|-----------|-------------------------|---------------|-------------------------|
| | Sept. 1984 | Oct. 1984 | Nov. 1983- Oct. 1984 | Oct. 1983 | Nov. 1982- Oct. 1983 |
| | Quantity (units) <u>3/</u> | | | | |
| Japan----- | 49,133 | 42,682 | 558,827 | 36,349 | 368,389 |
| Canada----- | 32,589 | 26,996 | 349,162 | 28,282 | 244,982 |
| All other----- | 598 | 2,485 | 4,149 | 49 | 2,279 |
| Total----- | 82,320 | 72,163 | 912,138 | 64,680 | 615,650 |
| | Value (1,000 dollars) | | | | |
| Japan----- | 206,415 | 177,566 | 2,315,989 | 146,530 | 1,486,101 |
| Canada----- | 290,272 | 236,601 | 2,799,301 | 239,460 | 2,063,048 |
| All other----- | 3,327 | 17,219 | 37,829 | 510 | 32,620 |
| Total----- | 500,014 | 431,386 | 5,153,119 | 386,500 | 3,581,769 |

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.

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, November 1982-October 1984

| Market | 1983 and 1984 | | | 1982 and 1983 | |
|-------------------|-----------------------|-----------|-------------------------|---------------|-------------------------|
| | Sept. 1984 | Oct. 1984 | Nov. 1983- Oct. 1984 | Oct. 1983 | Nov. 1982- Oct. 1983 |
| | Quantity (units) | | | | |
| Canada----- | 46,745 | 40,088 | 576,432 | 54,519 | 467,550 |
| Saudi Arabia----- | 325 | 491 | 7,724 | 1,180 | 12,599 |
| Kuwait----- | 109 | 19 | 2,410 | 227 | 3,206 |
| Japan----- | 37 | 251 | 2,347 | 145 | 1,813 |
| West Germany----- | 176 | 459 | 3,880 | 251 | 2,479 |
| Venezuela----- | 5 | 15 | 112 | 3 | 716 |
| All other----- | 520 | 691 | 8,861 | 924 | 12,157 |
| Total----- | 47,917 | 42,014 | 601,766 | 57,249 | 500,520 |
| | Value (1,000 dollars) | | | | |
| Canada----- | 349,702 | 329,327 | 4,393,217 | 417,865 | 3,445,880 |
| Saudi Arabia----- | 4,953 | 7,325 | 96,300 | 14,918 | 166,216 |
| Kuwait----- | 1,509 | 253 | 29,383 | 3,090 | 40,539 |
| Japan----- | 553 | 4,460 | 33,274 | 2,412 | 23,992 |
| West Germany----- | 1,917 | 5,092 | 40,304 | 2,699 | 25,885 |
| Venezuela----- | 52 | 190 | 1,365 | 30 | 7,573 |
| All other----- | 5,486 | 7,777 | 102,538 | 10,495 | 136,065 |
| Total----- | 364,172 | 354,424 | 4,696,381 | 451,509 | 3,846,150 |

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, November 1982-October 1984 2/

| Market | 1983 and 1984 | | | 1982 and 1983 | |
|-------------------|----------------------------|-----------|-------------------------|---------------|-------------------------|
| | Sept. 1984 | Oct. 1984 | Nov. 1983- Oct. 1984 | Oct. 1983 | Nov. 1982- Oct. 1983 |
| | Quantity (units) <u>3/</u> | | | | |
| Canada----- | 7,814 | 7,056 | 102,724 | 8,866 | 76,795 |
| Saudi Arabia----- | 383 | 597 | 6,958 | 907 | 19,576 |
| Kuwait----- | 241 | 213 | 1,648 | 155 | 1,881 |
| Venezuela----- | 1 | 1 | 57 | - | 239 |
| All other----- | 1,026 | 957 | 8,043 | 617 | 10,913 |
| Total----- | 9,465 | 8,824 | 119,430 | 10,545 | 109,404 |
| | Value (1,000 dollars) | | | | |
| Canada----- | 67,462 | 56,638 | 793,988 | 69,087 | 562,970 |
| Saudi Arabia----- | 5,308 | 8,599 | 93,640 | 11,919 | 247,132 |
| Kuwait----- | 3,420 | 3,105 | 21,780 | 2,031 | 24,036 |
| Venezuela----- | 8 | 7 | 836 | - | 1,947 |
| All other----- | 11,679 | 12,428 | 84,740 | 5,130 | 107,314 |
| Total----- | 87,877 | 80,777 | 994,984 | 88,167 | 943,399 |

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.

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, 1983 and 1984

| Period | Sales of-- | | | | Total U.S. sales | | Ratio of import sales to total sales | |
|-------------|-------------------------|-----------|-------------------------|-----------|------------------|-----------|--------------------------------------|-----------------|
| | Domestic automobiles 1/ | | Imported automobiles 2/ | | 1984 | 1983 | 1984 | 1983 |
| | 1984 | 1983 | 1984 | 1983 | | | | |
| | | | | | | | | ----Percent---- |
| January--- | 583,429 | 412,893 | 195,129 | 182,853 | 778,558 | 595,746 | 25.1 | 30.7 |
| February-- | 655,016 | 442,479 | 186,218 | 186,374 | 841,234 | 628,853 | 22.1 | 29.6 |
| Jan-Feb.--- | 1,238,445 | 855,372 | 381,347 | 369,227 | 1,619,792 | 1,224,599 | 23.5 | 30.2 |
| March----- | 756,164 | 600,303 | 205,947 | 220,479 | 962,111 | 820,782 | 21.4 | 26.9 |
| Jan-Mar---- | 1,994,609 | 1,455,675 | 587,294 | 589,706 | 2,581,903 | 2,045,381 | 22.7 | 28.8 |
| April----- | 721,091 | 579,991 | 174,311 | 183,464 | 895,402 | 763,455 | 19.5 | 24.0 |
| Jan-Apr---- | 2,715,700 | 2,035,666 | 761,605 | 773,170 | 3,477,305 | 2,808,836 | 21.9 | 27.5 |
| May----- | 803,273 | 630,044 | 243,326 | 206,457 | 1,046,599 | 836,501 | 23.2 | 24.7 |
| Jan-May---- | 3,518,973 | 2,665,710 | 1,004,931 | 979,627 | 4,523,904 | 3,645,337 | 22.2 | 26.9 |
| June----- | 727,370 | 668,145 | 223,688 | 235,282 | 951,058 | 903,427 | 23.5 | 26.0 |
| Jan-June-- | 4,246,343 | 3,333,855 | 1,228,619 | 1,214,909 | 5,474,962 | 4,548,764 | 22.4 | 26.7 |
| July----- | 684,112 | 576,864 | 205,617 | 214,356 | 889,729 | 791,220 | 23.1 | 27.1 |
| Jan-July-- | 4,930,455 | 3,910,719 | 1,434,236 | 1,429,265 | 6,364,691 | 5,339,984 | 22.5 | 26.8 |
| August---- | 630,469 | 530,960 | 211,730 | 209,113 | 815,199 | 740,073 | 26.0 | 28.3 |
| Jan-Aug---- | 5,533,924 | 4,441,679 | 1,645,966 | 1,638,378 | 7,179,890 | 6,080,057 | 22.9 | 26.9 |
| September-- | 566,672 | 538,307 | 176,358 | 166,163 | 743,030 | 704,470 | 23.7 | 23.6 |
| Jan-Sept--- | 6,100,596 | 4,979,986 | 1,822,324 | 1,804,541 | 7,922,920 | 6,784,527 | 23.0 | 26.6 |
| October--- | 689,563 | 664,194 | 212,700 | 196,124 | 902,263 | 860,318 | 23.6 | 22.8 |
| Jan-Oct---- | 6,790,159 | 5,644,180 | 2,035,024 | 2,000,665 | 8,825,183 | 7,644,845 | 23.1 | 26.2 |
| November-- | 600,692 | 590,527 | 201,836 | 190,211 | 802,528 | 780,738 | 24.3 | 24.4 |
| Jan-Nov---- | 7,390,851 | 6,234,707 | 2,236,860 | 2,190,876 | 9,627,711 | 8,425,583 | 26.0 | 26.0 |

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

2/ Does not include automobiles imported from Canada.

Source: Automotive News.

Table 7.--New passenger automobiles: Price indexes, by specified periods, 1983 and 1984

(1967 = 100)

| Item | 1984 | | | 1983 and 1984 | | |
|--------------------------|------------|-----------|----------------|---------------|-----------|----------------|
| | Sept. 1984 | Oct. 1984 | Percent change | Oct. 1983 | Oct. 1984 | Percent change |
| Consumer Price Index: | | | | | | |
| Unadjusted----- | 208.2 | 209.6 | +0.6 | 204.3 | 209.6 | +2.5 |
| Seasonally adjusted----- | 210.5 | 210.4 | 0 | 205.9 | 210.4 | +2.1 |
| Producer Price Index: | | | | | | |
| Unadjusted----- | 211.0 | 222.6 | +5.4 | 222.4 | 222.6 | 0 |
| Seasonally adjusted----- | 220.9 | 218.2 | -1.2 | 217.6 | 218.2 | +0.2 |

Source: U.S. Department of Labor.

Table 8.--New passenger automobiles: Retail price changes in the U.S. market during November 1984

| Source and size category | Retail price changes, in dollars, November 1984 (+ or -) |
|-------------------------------|---|
| U.S. producers: | |
| General Motors----- | No change. |
| Ford----- | No change. |
| Chrysler----- | No change. |
| European Community producers: | |
| Subcompact----- | No change. |
| Compact----- | +\$555 to \$710. |
| Luxury----- | +\$235 to \$665. |
| Japanese producers: | |
| Subcompact----- | No change. |
| Compact----- | No change. |
| Luxury----- | No change. |

Source: Automotive News, November 1984.

Table 9.--Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-December 1984 1/

| Company, model, and options 2/ | April 1, 1981 | | November 1, 1984 | | Percent change in optionally equipped model | |
|--|---------------|-------------------------------|------------------|-------------------------------|---|--------------------------|
| | Base model 3/ | Option-ally equipped model 3/ | Base model 3/ | Option-ally equipped model 3/ | November 1984-December 1984 | April 1981-December 1984 |
| General Motors: | | | | | | |
| Chevette CS, 2 door HB (PB, RWD, TG)----- | 5,155 | 5,405 | 5,340 | 5,660 | 0 | +4.7 |
| Citation, 4 door HB (PB, RWD, TG, AT)----- | 6,404 | 7,014 | 7,090 | 7,865 | 0 | +12.1 |
| Cimarron, 4 door (AT)----- | 4/ 12,131 | 4/ 12,501 | 12,962 | 12,962 | 0 | +3.7 |
| Ford: | | | | | | |
| Escort L 2 door HB (PB, RWD, TG)----- | 5,556 | 5,857 | 5,876 | 6,196 | 0 | +5.7 |
| Tempo GL 4 door (RWD, AT, TG) 5/----- | 6,421 | 6,953 | 7,160 | 7,773 | 0 | +11.8 |
| LTD Crown Victoria, 4 door (RWD, TG, ILG, AC)----- | 8,519 | 10,102 | 11,627 | 13,642 | 0 | +38.0 |
| Chrysler: | | | | | | |
| Plymouth Turismo, 2 door HB (RWD)----- | 5,938 | 6,188 | 6,584 | 6,716 | 0 | +8.5 |
| Reliant, 4 door (RWD, TG, R, AT)----- | 5,980 | 6,680 | 7,039 | 7,844 | 0 | +17.4 |
| Dodge 600, 4 door (RWD, AC) 6/----- | 6,672 | 7,502 | 8,950 | 9,830 | 0 | +31.0 |
| Toyota: | | | | | | |
| Corolla, Deluxe, 4 door (R)----- | 5,688 | 5,793 | 6,938 | 7,163 | 0 | +23.6 |
| Cressida, 4 door----- | 11,599 | 11,599 | 15,690 | 15,690 | 0 | +35.3 |
| Nissan (Datsun): | | | | | | |
| Sentra Deluxe 2 door 7/----- | 5,369 | 5,494 | 6,649 | 6,649 | 0 | +21.0 |
| Stanza GL, 4 door (AT) 7/----- | 6,839 | 7,749 | 9,549 | 10,049 | 0 | +29.7 |
| Maxima, 4 door----- | 10,379 | 10,379 | 13,499 | 13,499 | 0 | +30.1 |
| Honda: | | | | | | |
| Civic 1300, 2 door HB (R)----- | 4,599 | 4,694 | 5,399 | 5,495 | 0 | +17.1 |
| Accord, 4 door (R, AT)----- | 7,645 | 7,950 | 8,845 | 9,338 | 0 | +17.5 |
| Mazda: | | | | | | |
| GLC Deluxe, 2 door HB (R)----- | 5,495 | 5,650 | 6,095 | 6,265 | 0 | +10.9 |

1/ Suggested retail prices do not include any dealer incentives, below-market financing or rebates offered by manufacturers or importers.

2/ The following codes apply: PB = power brakes; RWD = rear window defroster; TG = tinted glass; HB = hatchback; AT = automatic transmission; AC = air conditioning; R = radio; ILG = interior luxury group.

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/ Cimarron not sold until May 21, 1981.

5/ Tempo replaced the Fairmont Futura.

6/ Dodge 600 replaced the Diplomat.

7/ Sentra replaced the 210; Stanza replaced the 510.

Source: Compiled from data supplied by U.S. manufacturers, Japanese importers, and Automotive News.

Note: Some 1981, 1982, and 1983 models have been discontinued; these models have been replaced by comparable models. In addition, some equipment that was optional on prior models is now included in the base price, making price comparisons of prior-year models difficult.