

# **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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This report was prepared principally by

Jim McElroy and John Creamer

Machinery and Transportation Equipment Branch  
Machinery and Equipment Division

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Office of Industries  
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**Address all communications to**  
**Kenneth R. Mason, Secretary to the Commission**  
**United States International Trade Commission**  
**Washington, DC 20486**

# CONTENTS

Page

## Tables

1.	New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, December 1983–November 1985	1
2.	New passenger automobiles: U.S. imports for consumption, by principal sources and by specified periods, November 1983–October 1985	2
3.	Lightweight automobile trucks and bodies and cab/chassis for lightweight automobile trucks: U.S. imports for consumption, by principal sources and by specified periods, November 1983–October 1985	3
4.	New passenger automobiles: U.S. exports of domestic merchandise, by principal markets and by specified periods, November 1983–October 1985	4
5.	Lightweight automobile trucks and bodies and cab/chassis for lightweight automobile trucks: U.S. exports of domestic merchandise, by principal markets and by specified periods, November 1983–October 1985	5
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, 1984 and 1985	6
7.	New passenger automobiles: Price indexes, by specified periods, 1984 and 1985	6
8.	New passenger automobiles: Retail price changes in the U.S. market during November 1985	7
9.	Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1984 and 1985	7
10.	Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–December 1985	8



Table 1.—New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, December 1983–November 1985

(In thousands of units; thousands of employees)

Item	1984 and 1985			1983 and 1984	
	Oct. 1985	Nov. 1985	Dec. 1984–Nov. 1985	Nov. 1984	Dec. 1983–Nov. 1984
Retail sales of domestic production:					
Subcompact	162	147	2,222	164	2,179
Compact	108	95	1,517	113	1,322
Intermediate	194	161	2,602	177	2,470
Standard	55	51	952	75	1,112
Luxury	85	66	1,008	77	1,009
Total	604	521	8,302	607	8,091
Production:					
Subcompact	141	136	1,538	124	1,645
Compact	180	171	1,996	153	1,920
Intermediate	280	222	3,086	245	2,725
Standard	58	45	756	91	774
Luxury	77	67	878	79	743
Total	737	642	8,254	692	7,807
Inventory:					
Subcompact	228	245	1/	294	1/
Compact	261	309	1/	326	1/
Intermediate	448	543	1/	357	1/
Standard	138	163	1/	204	1/
Luxury	169	173	1/	116	1/
Total	1,242	1,434	1/	1,296	1/
Days' supply: 2/					
Subcompact	33	56	1/	65	1/
Compact	35	65	1/	59	1/
Intermediate	36	67	1/	41	1/
Standard	34	77	1/	54	1/
Luxury	42	60	1/	37	1/
Total	36	65	1/	51	1/
Employment: 3/					
Total employees	4/ 871	5/ 874	1/	6/ 881	1/
Production workers	4/ 673	5/ 680	1/	6/ 678	1/
Layoffs 7/	38	38	1/	56	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 1985, revised.

5/ Data are for October 1985.

6/ Data are for October 1984, 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.

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

Table 2.—New passenger automobiles: U.S. imports for consumption, by principal sources and by specified periods, November 1983–October 1985 <sup>1/</sup>

Source	1984–85			1983–84	
	Sept. 1985	Oct. 1985	Nov. 1984– Oct. 1985	Oct. 1984	Nov. 1983– Oct. 1984
	Quantity (units)				
Japan	240,785	178,900	2,320,878	156,524	1,976,897
Canada	110,355	108,978	1,115,330	92,079	1,065,685
West Germany	28,000	26,731	449,229	24,508	335,058
Sweden	6,307	9,017	128,413	9,862	121,647
Italy	1,421	466	8,009	417	9,697
United Kingdom	1,560	1,976	23,616	1,300	19,873
France	1,539	616	44,755	1,840	32,655
Mexico	124	459	9,264	90	5,174
Yugoslavia	506	1,064	1,576	—	—
All other	336	526	13,673	293	13,501
Total	390,933	328,733	4,114,743	286,913	3,580,187
	Value (1,000 dollars)				
Japan	1,508,539	1,176,598	14,765,838	997,382	12,428,198
Canada	1,087,497	1,092,906	10,753,614	881,016	9,972,043
West Germany	395,854	344,003	5,736,136	348,464	4,501,155
Sweden	70,687	102,519	1,470,544	107,912	1,294,925
Italy	19,180	7,597	116,465	6,846	134,376
United Kingdom	38,543	49,816	573,706	31,505	462,766
France	14,330	6,628	247,064	18,152	292,195
Mexico	654	3,211	41,765	612	33,464
Yugoslavia	1,265	2,660	3,910	—	—
All other	4,560	6,712	150,459	3,076	86,873
Total	3,141,109	2,792,650	33,859,501	2,394,965	29,205,995

<sup>1/</sup> 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 <sup>1/</sup> and bodies and cab/chassis for lightweight automobile trucks: U.S. imports for consumption, by principal sources and by specified periods, November 1983–October 1985 <sup>2/</sup>

Source	1984–85			1983–84	
	Sept. 1985	Oct. 1985	Nov. 1984– Oct. 1985	Oct. 1984	Nov. 1983– Oct. 1984
	Quantity (units) <sup>3/</sup>				
Japan	69,846	51,393	754,986	42,682	558,827
Canada	29,441	28,631	321,292	26,996	349,162
Mexico	2,236	2,715	24,617	2,145	2,149
All other	9	16	3,700	340	2,000
Total	101,532	82,755	1,104,595	72,163	912,138
	Value (1,000 dollars)				
Japan	292,114	225,543	3,210,491	177,566	2,320,817
Canada	275,534	43,671	2,687,967	236,601	2,821,642
Mexico	16,186	18,069	178,132	16,046	16,077
All other	259	3,180	33,823	1,173	20,983
Total	584,093	290,463	6,110,413	431,386	5,179,519

<sup>1/</sup> Defined as not over 10,000 pounds gvwt.

<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, November 1983–October 1985

Market	1984–85			1983–84	
	Sept. 1985	Oct. 1985	Nov. 1984– Oct. 1985	Oct. 1984	Nov. 1983– Oct. 1984
	Quantity (units)				
Canada	57,464	60,305	672,213	40,088	576,432
Japan	38	104	1,292	251	2,347
All other	1,510	981	23,373	1,675	22,987
Total	59,012	61,390	696,878	42,014	601,766
	Value (1,000 dollars)				
Canada	487,331	526,853	5,675,324	329,327	4,393,217
Japan	414	1,726	18,756	4,460	32,785
All other	18,358	11,980	273,233	20,637	270,379
Total	506,103	540,559	5,967,313	354,424	4,696,381

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 1983–October 1985 2/

Market	1984–85			1983–84	
	Sept. 1985	Oct. 1985	Nov. 1984– Oct. 1985	Oct. 1984	Nov. 1983– Oct. 1984
	Quantity (units) <u>3/</u>				
Canada	11,959	9,619	127,000	7,056	102,724
All other	1,062	355	12,134	1,768	16,706
Total	13,021	9,974	139,134	8,824	119,430
	Value (1,000 dollars)				
Canada	108,471	85,134	1,061,541	56,638	793,988
All other	14,999	3,682	135,684	24,139	200,996
Total	123,470	88,816	1,197,225	89,777	994,984

1/ Defined as not over 10,000 pounds gvwt.

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, 1984 and 1985

Period	Sales of—				Total U.S. sales		Ratio of import sales to total sales	
	Domestic automobiles 1/		Imported automobiles 2/		1985	1984	1985	1984
	1985	1984	1985	1984				
							—Percent—	
January—	628,037	583,429	208,184	195,129	836,221	778,558	24.9	25.1
February—	645,317	655,016	193,290	186,218	838,607	841,234	23.0	22.1
Jan-Feb—	1,273,354	1,238,445	401,474	381,347	1,674,828	1,619,792	24.0	23.5
March—	768,927	756,164	201,341	205,947	970,268	962,111	20.8	21.4
Jan-Mar—	2,042,281	1,994,609	602,815	587,294	2,645,096	2,581,903	22.8	22.7
April—	788,282	721,091	198,241	174,311	986,523	895,402	20.1	19.5
Jan-Apr—	2,830,563	2,715,700	801,056	761,605	3,631,619	3,477,305	22.1	21.9
May—	807,590	803,273	262,344	243,326	1,066,934	1,046,599	24.6	23.2
Jan-May—	3,638,153	3,518,973	1,063,400	1,004,931	4,698,553	4,523,904	22.6	22.2
June—	676,675	727,370	248,659	223,688	925,334	951,058	26.9	23.5
Jan-June—	4,314,828	4,246,343	1,312,059	1,228,619	5,623,887	5,474,962	23.3	22.4
July—	633,527	684,112	266,803	205,617	900,330	889,729	29.6	23.1
Jan-July—	4,948,355	4,930,455	1,578,862	1,434,236	6,524,217	6,364,691	24.2	22.5
August—	1,000,695	630,469	255,931	211,730	1,256,626	815,199	20.4	26.0
Jan-Aug—	5,949,050	5,533,924	1,834,793	1,645,966	7,780,843	7,179,890	23.6	22.9
September—	839,382	556,672	236,669	176,358	1,076,051	743,030	22.0	23.7
Jan-Sept—	6,788,432	6,100,596	2,071,462	1,822,324	8,856,894	7,922,920	23.4	23.0
October—	598,399	689,563	266,278	212,700	864,677	902,263	30.8	23.6
Jan-Oct—	7,386,831	6,790,159	2,337,740	2,035,024	9,721,571	8,825,183	24.0	23.1
November—	515,802	600,692	247,580	201,836	763,382	802,528	32.4	24.3
Jan-Nov—	7,902,633	7,390,851	2,585,320	2,236,860	10,484,953	9,627,711	24.7	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, 1984 and 1985

Item	(1967 = 100)						
	1985			1984 and 1985			
	Sept. 1985	Oct. 1985	Percent change	Oct. 1984	Oct. 1985	Percent change	
Consumer Price Index:							
Unadjusted—	214.5	216.2	+0.8	209.6	216.2	+3.1	
Seasonally adjusted—	216.4	217.5	+0.5	217.5	217.5	+3.4	
Producer Price Index:							
Unadjusted—	227.0	234.8	+3.4	222.6	234.8	+5.5	
Seasonally adjusted—	237.2	231.1	-2.6	218.2	231.1	+5.9	

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during November 1985

Source and size category	Retail price changes, in dollars, November 1985 (+ or -)
U.S. producers:	
General Motors	No change.
Ford	No change.
Chrysler	No change.
European Community producers:	
Subcompact	No change.
Compact	+385 to +745
Luxury	No change.
Japanese producers:	
Subcompact	+182 to +2,557
Compact	No change.
Luxury	No change.

Source: Automotive News, November 1985.

Table 9.—Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1984 and 1985 <sup>1/</sup>

Item and firm	(In millions of dollars)			
	1985		1984	
	April- June	July- September	April- June	July- September
Sales:				
General Motors	24,789	22,492	21,583	18,543
Ford	13,802	11,630	14,096	11,844
Chrysler	5,980	4,485	5,251	4,058
American Motors	961	1,032	1,062	1,024
Total	45,531	39,638	41,992	35,469
Profits:				
General Motors	1,159	517	1,609	417
Ford	699	313	909	379
Chrysler	596	316	803	262
American Motors	(70)	(19)	5	2.5
Total	2,384	1,127	3,326	1,060

<sup>1/</sup> Data are for world operations.

Source: Automotive News.

Table 10.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–December 1985 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		December 1, 1985		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>	November 1985–December 1985	April 1981–December 1985
<b>General Motors:</b>						
Chevette CS, 2 door HB (PB, RWD, TG) _____	\$5,155	\$5,405	\$5,645	\$5,979	0	+10.6
Citation, 4 door HB (PB, RWD, TG, AT) <sup>4/</sup> _____	6,404	7,014	7,232	8,042	NA	+14.7
Cimarron, 4 door (AT) <sup>5/</sup> _____	12,131	12,501	13,128	13,518	0	+8.1
<b>Ford:</b>						
Escort L 2 door HB (PB, RWD, TG) _____	5,556	5,857	6,327	6,561	0	+12.0
Tempo GL 4 door (RWD, AT, TG) <sup>6/</sup> _____	6,421	6,953	7,508	8,214	0	+18.1
LTD Crown Victoria, 4 door (RWD, TG, ILG, AC) _____	8,519	10,102	13,784	14,691	0	+45.4
<b>Chrysler:</b>						
Plymouth Turismo, 2 door HB (RWD) _____	5,938	6,188	6,741	6,882	0	+11.2
Reliant, 4 door (RWD, TG, R, AT) _____	5,980	6,680	7,179	7,967	0	+19.3
Dodge 600, 4 door (RWD, AC) <sup>7/</sup> _____	6,672	7,502	10,022	10,500	0	+40.0
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R) _____	5,688	5,793	7,148	7,408	0	+27.9
Cressida, 4 door _____	11,599	11,599	16,130	16,130	0	+39.1
<b>Nissan (Datsun):</b>						
Sentra Deluxe 2 door <sup>8/</sup> _____	5,369	5,494	6,699	6,699	0	+21.9
Stanza GL, 4 door (AT) <sup>8/</sup> _____	6,039	7,749	9,649	10,179	0	+31.4
Maxima, 4 door _____	10,379	10,379	13,699	13,699	0	+32.0
<b>Honda:</b>						
Civic 1300, 2 door HB (R) _____	4,599	4,694	5,479	5,629	0	+19.9
Accord, 4 door (R, AT) _____	7,645	7,950	9,749	9,899	0	+24.5
<b>Mazda:</b>						
323, 2 door HB (R) <sup>9/</sup> _____	5,495	5,650	6,495	6,845	0	+21.2

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

<sup>2/</sup> 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.

<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> Citation discontinued after 1985 model year.

<sup>5/</sup> Cimarron not sold until May 21, 1981.

<sup>6/</sup> Tempo replaced the Fairmont Futura.

<sup>7/</sup> Dodge 600 replaced the Diplomat.

<sup>8/</sup> Sentra replaced the 210; Stanza replaced the 510.

<sup>9/</sup> 323 replaced the GLC Deluxe.

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

Note: Some 1981–85 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, making price comparisons of prior-year models difficult.



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