

# **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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# 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, February 1984–January 1986

(In thousands of units; thousands of employees)

Item	1985–86			1984–85	
	Dec. 1985	Jan. 1986	Feb. 1985– Jan. 1986	Jan. 1985	Feb. 1984– Jan. 1985
Retail sales of domestic production:					
Subcompact	175	174	2,259	169	2,182
Compact	92	119	1,499	126	1,359
Intermediate	167	221	2,630	188	2,466
Standard	54	54	908	80	1,113
Luxury	74	71	1,001	76	1,008
Total	562	640	8,297	639	8,128
Production:					
Subcompact	109	138	1,549	130	1,602
Compact	136	187	2,012	181	1,917
Intermediate	172	241	3,045	259	2,686
Standard	45	54	678	102	899
Luxury	50	72	861	70	707
Total	513	692	8,144	741	7,811
Inventory:					
Subcompact	266	269	1/	313	1/
Compact	354	358	1/	335	1/
Intermediate	634	648	1/	396	1/
Standard	177	188	1/	244	1/
Luxury	176	167	1/	129	1/
Total	1,606	1,630	1/	1,417	1/
Days' supply: <u>2/</u>					
Subcompact	63	59	1/	83	1/
Compact	77	66	1/	65	1/
Intermediate	85	88	1/	52	1/
Standard	83	84	1/	80	1/
Luxury	73	62	1/	47	1/
Total	78	73	1/	63	1/
Employment: <u>3/</u>					
Total employees	<u>4/</u> 871	<u>5/</u> 877	1/	<u>6/</u> 890	1/
Production workers	<u>4/</u> 677	<u>5/</u> 684	1/	<u>6/</u> 690	1/
Layoffs <u>7/</u>	38	37	1/	53	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 November 1985, revised.

5/ Data are for December 1985.

6/ Data are for December 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, January 1984–December 1985 <sup>1/</sup>

Source	1985			1984	
	Nov. 1985	Dec. 1985	Jan. 1985–Dec. 1985	Dec. 1984	Jan. 1984–Dec. 1984
	Quantity (units)				
Japan	237,342	261,286	2,527,479	146,087	1,948,714
Canada	106,886	100,040	1,144,770	81,523	1,073,425
West Germany	40,945	41,884	473,110	25,465	335,032
Sweden	15,905	12,909	142,640	6,598	114,854
Italy	705	694	8,784	312	8,487
United Kingdom	2,515	1,484	24,447	2,000	19,883
France	2,291	1,507	40,114	4,661	37,789
Mexico	2,555	2,976	13,647	631	6,122
Yugoslavia	—	5,815	7,391	—	—
All other	1,398	683	12,526	517	15,171
Total	410,542	429,278	4,394,908	267,794	3,559,427
	Value (1,000 dollars)				
Japan	1,574,665	1,722,496	16,176,097	934,198	12,349,183
Canada	1,088,097	985,644	11,162,607	747,174	10,094,688
West Germany	587,950	682,466	6,222,116	346,761	4,560,642
Sweden	185,506	154,479	1,650,363	73,582	1,230,029
Italy	8,566	7,557	121,214	5,314	125,055
United Kingdom	63,023	39,319	595,206	51,051	466,812
France	25,145	16,285	237,413	25,389	311,776
Mexico	18,177	16,432	69,001	4,019	39,522
Yugoslavia	0	14,538	18,448	0	0
All other	13,954	8,438	159,678	6,258	86,347
Total	3,565,083	3,647,654	36,412,143	2,193,746	29,264,054

<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 1/ and bodies and cab/chassis for lightweight automobile trucks: U.S. imports for consumption, by principal sources and by specified periods, January 1984–December 1985 2/

Source	1985			1984	
	Nov. 1985	Dec. 1985	Jan. 1985–Dec. 1985	Dec. 1984	Jan. 1984–Nov. 1984
	Quantity (units) <u>3/</u>				
Japan	67,195	76,195	804,006	48,834	566,196
Canada	30,328	36,576	331,247	25,918	351,504
Mexico	2,835	3,317	27,363	1,261	5,555
All other	243	16	3,949	7	1,995
Total	100,601	116,104	1,166,565	76,020	925,250
	Value (1,000 dollars)				
Japan	290,200	347,459	3,448,233	204,806	2,354,811
Canada	277,949	240,812	2,717,569	224,841	2,801,325
Mexico	19,569	23,010	195,267	9,233	41,521
All other	8,803	6,608	48,735	447	21,598
Total	596,521	617,889	6,409,804	439,327	5,219,255

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

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, January 1984–December 1985

Market	1985			1984	
	Nov. 1985	Dec. 1985	Jan. 1985–Dec. 1985	Dec. 1984	Jan. 1984–Dec. 1984
	Quantity (units)				
Canada	56,756	39,316	676,059	41,424	587,197
Japan	239	93	1,290	189	2,044
All other	2,263	3,006	23,461	3,633	23,810
Total	59,258	42,415	700,810	45,246	613,051
	Value (1,000 dollars)				
Canada	495,520	345,326	5,721,205	350,483	4,560,838
Japan	3,233	1,581	19,120	2,249	28,148
All other	30,826	38,077	279,768	43,468	278,511
Total	529,579	384,984	6,020,093	396,200	4,867,497

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, January 1984–December 1985 2/

Market	1985			1984	
	Nov. 1985	Dec. 1985	Jan. 1985–Dec. 1985	Dec. 1984	Jan. 1984–Dec. 1984
	Quantity (units) <u>3/</u>				
Canada	12,804	12,746	137,573	7,805	105,209
All other	543	1,234	10,520	1,909	16,123
Total	13,347	13,980	148,093	9,714	121,332
	Value (1,000 dollars)				
Canada	110,891	108,411	1,159,572	64,068	814,849
All other	6,314	16,254	112,323	25,343	197,035
Total	117,205	124,665	1,271,895	89,411	1,011,884

1/ Defined as not over 10,000 pounds gw. w.

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, 1985 and 1986

Period	Sales of—				Total U.S. sales		Ratio of import sales to total sales	
	Domestic automobiles 1/		Imported automobiles 2/		1986	1985	Percent	
	1986	1985	1986	1985			1986	1985
January	635,904	628,037	237,281	208,184	873,185	836,221	27.2	24.9

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

(1967 = 100)

Item	1985			1984 and 1985		
	Nov. 1985	Dec. 1985	Percent change	Dec. 1984	Dec. 1985	Percent change
Consumer Price Index:						
Unadjusted	218.4	219.4	+0.5	212.0	219.4	+3.5
Seasonally adjusted	217.5	218.3	+0.4	210.7	218.3	+3.6
Producer Price Index:						
Unadjusted	234.6	232.5	-0.9	223.4	232.5	+4.1
Seasonally adjusted	231.1	229.1	-0.9	220.1	229.1	+4.1

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during January 1986

Source and size category	Retail price changes, in dollars, January 1986 (+ or -)
U.S. producers:	
General Motors	No change.
Ford	No change.
Chrysler	No change.
European Community producers:	
Subcompact	No change.
Compact	No change.
Luxury	No change.
Japanese producers:	
Subcompact	+90 to +250
Compact	+300 to +500
Luxury	+350

Source: Automotive News, January 1986.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–February 1986 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		February 1, 1986		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>	January 1986–February 1986	April 1981–February 1986
<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> _____	6,839	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	5,835	6,000	0	+27.8
Accord, 4 door (R, AT) _____	7,645	7,950	9,650	10,315	0	+29.7
<b>Mazda:</b>						
323, 2 door HB (R) <sup>9/</sup> _____	5,495	5,650	6,645	7,020	0	+24.2

<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 1981–86 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.