

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**



USITC PUBLICATION 1836

APRIL 1986

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, April 1984–March 1986

Item	(In thousands of units; thousands of employees)				
	1985–86			1984–85	
	Feb. 1986	Mar. 1986	Apr. 1985– Mar. 1986	Mar. 1985	Apr. 1984– Mar. 1985
Retail sales of domestic production:					
Subcompact.....	165	123	2,158	208	2,189
Compact.....	111	136	1,445	174	1,427
Intermediate.....	211	233	2,659	224	2,422
Standard.....	58	84	883	88	1,084
Luxury.....	72	74	989	83	994
Total.....	616	650	8,134	776	8,116
Production:					
Subcompact.....	140	140	1,590	123	1,546
Compact.....	170	193	2,024	189	1,913
Intermediate.....	209	227	2,941	289	2,783
Standard.....	31	40	622	62	904
Luxury.....	67	67	834	83	826
Total.....	618	667	8,011	745	7,973
Inventory:					
Subcompact.....	294	317	1/	303	1/
Compact.....	392	414	1/	362	1/
Intermediate.....	671	695	1/	495	1/
Standard.....	227	248	1/	275	1/
Luxury.....	183	193	1/	168	1/
Total.....	1,767	1,867	1/	1,604	1/
Days' supply: 2/					
Subcompact.....	66	65	1/	55	1/
Compact.....	69	72	1/	59	1/
Intermediate.....	71	72	1/	54	1/
Standard.....	106	100	1/	81	1/
Luxury.....	72	68	1/	62	1/
Total.....	72	73	1/	59	1/
Employment: 3/					
Total employees.....	4/ 859	5/ 859	1/	6/ 879	1/
Production workers... 4/	662	5/ 663	1/	6/ 680	1/
Layoffs 7/.....	37	36	1/	49	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 January 1986, revised.

5/ Data are for February 1986.

6/ Data are for February 1985.

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, March 1984–February 1986 1/

Source	1985–86			1984–85	
	January 1986	February 1986	March 1985–February 1986	February 1985	March 1984–February 1985
	Quantity (units)				
Japan.....	237,773	182,827	2,573,437	178,642	2,032,628
Canada.....	89,764	95,422	1,160,669	86,820	1,064,905
West Germany.....	42,404	41,600	465,121	30,834	353,777
Sweden.....	13,249	16,148	141,664	13,605	123,446
Italy.....	1,320	601	9,205	608	8,947
United Kingdom...	2,499	1,822	26,140	1,119	19,793
France.....	1,106	650	18,296	2,444	55,207
Mexico.....	4,136	4,303	21,001	325	6,858
Yugoslavia.....	2,490	1,474	11,355	—	—
Korea.....	—	5,934	5,934	—	—
All other.....	450	695	12,117	838	15,396
Total.....	395,191	351,476	4,444,939	315,235	3,680,957
	Value (1,000 dollars)				
Japan.....	1,671,058	1,318,022	16,872,408	1,154,032	12,854,016
Canada.....	881,338	941,367	11,377,577	832,421	10,043,219
West Germany.....	682,090	631,454	6,410,780	424,887	4,776,079
Sweden.....	158,736	194,254	1,655,469	154,789	1,350,491
Italy.....	22,229	12,482	134,233	10,075	131,323
United Kingdom...	63,112	46,535	638,899	26,240	466,433
France.....	11,978	7,059	182,148	22,464	333,083
Mexico.....	48,280	44,904	155,048	2,242	44,110
Yugoslavia.....	6,225	2,784	27,457	—	—
Korea.....	—	25,996	25,996	—	—
All other.....	5,892	9,223	155,709	10,311	91,770
Total.....	3,550,938	3,234,080	37,635,724	2,637,461	30,090,524

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, March 1984–February 1986 2/

Source	1985–86		1984–85		
	January 1986	February 1986	March 1985– February 1986	February 1985	March 1984– February 1985
	Quantity (units) <u>3/</u>				
Japan.....	97,632	68,289	843,375	60,946	622,406
Canada.....	23,723	27,712	324,761	30,823	348,027
Mexico.....	1,261	885	27,975	1,515	7,076
All other.....	5	1	1,938	13	3,741
Total.....	122,621	96,887	1,198,049	93,297	981,250
	Value (1,000 dollars)				
Japan.....	448,772	321,646	3,686,817	255,635	2,599,906
Canada.....	216,541	252,438	2,643,389	263,854	2,817,425
Mexico.....	9,269	6,528	199,861	11,022	52,720
All other.....	7,183	5,390	45,020	661	32,039
Total.....	681,765	586,002	6,575,087	531,172	5,502,090

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

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, March 1984–February 1986

Market	1985–86			1984–85	
	January 1986	February 1986	March 1985–February 1986	February 1985	March 1984–February 1985
Quantity (units)					
Canada.....	55,342	61,082	607,262	56,166	604,113
Japan.....	111	181	1,123	229	2,141
All other.....	1,896	1,521	21,553	2,236	24,296
Total.....	57,349	63,584	709,938	58,631	630,550
Value (1,000 dollars)					
Canada.....	496,337	560,295	5,899,118	469,341	4,750,074
Japan.....	2,024	3,295	18,164	3,007	29,019
All other.....	23,652	18,561	259,214	28,232	283,112
Total.....	522,013	582,151	617,496	500,580	5,062,205

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, March 1984–February 1986 2/

Market	1985–86			1984–85	
	January 1986	February 1986	March 1985–February 1986	February 1985	March 1984–February 1985
Quantity (units) <u>3/</u>					
Canada.....	10,924	11,877	142,523	9,985	105,618
All other.....	711	378	9,502	1,106	15,086
Total.....	11,635	12,255	152,025	11,091	120,704
Value (1,000 dollars)					
Canada.....	101,152	108,600	1,218,242	84,285	831,914
All other.....	10,064	3,365	99,213	14,734	187,038
Total.....	111,216	111,965	1,317,455	99,019	1,018,952

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

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—						Ratio of im- port sales to total sales	
	Domestic automobiles 1/		Imported automobiles 2/		Total U.S. sales		1986	1985
	1986	1985	1986	1985	1986	1985	Percent	
January...	635,904	628,037	237,281	208,184	873,185	836,221	27.2	24.9
February..	613,371	645,317	219,096	193,290	832,467	838,607	26.3	23.0
Jan-Feb...	1,249,275	1,273,354	456,377	401,474	1,705,652	1,674,828	26.8	24.0
March.....	649,351	768,927	247,487	201,341	896,838	970,268	27.6	20.8
Jan-Mar...	1,898,626	2,042,281	703,864	602,815	2,602,490	2,645,096	27.0	22.8

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, 1985 and 1986

Item	(1967 = 100)					
	1986			1985 and 1986		
	Jan. 1986	Feb. 1986	Percent change	Feb. 1985	Feb. 1986	Percent change
Consumer Price Index:						
Unadjusted....	219.9	220.4	+0.2	213.9	220.4	+3.0
Seasonally adjusted....	218.6	219.5	+0.4	213.3	219.5	+2.9
Producer Price Index:						
Unadjusted....	230.1	229.6	-0.2	227.2	229.6	+1.1
Seasonally adjusted....	227.8	228.7	+0.4	227.2	228.7	+0.7

Source: U.S. Department of Labor.

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

Source and size of category	Retail price changes, in dollars, March 1986 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
European Community producers:	
Subcompact.....	No change.
Compact.....	+695
Luxury.....	+1,380 to +3,410
Japanese producers:	
Subcompact.....	+145 to +455
Compact.....	+300 to +850
Luxury.....	+700 to +950

Source: Automotive News, March 1986.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–April 1986 ^{1/}

Company, model, and options ^{2/}	April 1, 1981		April 1, 1986		Percent change in optionally equipped model	
	Base model ^{3/}	Optionally equipped model ^{3/}	Base model ^{3/}	Optionally equipped model ^{3/}	March 1986 April 1986	April 1981–April 1986
General Motors:						
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) ^{4/}	6,404	7,014	7,232	8,042	NA	+14.7
Cimarron, 4 door (AT)..... ^{5/}	12,131	12,501	13,128	13,518	0	+8.1
Ford:						
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) ^{6/}	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
Chrysler:						
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) ^{7/}	6,672	7,502	10,022	10,500	0	+40.0
Toyota:						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	7,648	7,908	+3.9	+36.5
Cressida, 4 door.....	11,599	11,599	17,480	17,480	+5.1	+50.7
Nissan (Datsun):						
Sentra Deluxe 2 door ^{8/}	5,369	5,369	6,999	6,999	+0.4	+30.4
Stanza GL, 4 door (AT) ^{8/}	6,839	7,749	10,069	10,619	0	+37.0
Maxima GXE, 4 door.....	10,379	10,379	15,199	15,199	+5.1	+46.4
Honda:						
Civic 1300, 2 door HB (R).....	4,599	4,694	5,698	5,886	+0.8	+25.4
Accord DX, 4 door (R, AT).....	7,645	7,950	9,998	10,656	+3.1	+34.3
Mazda:						
323 Deluxe, 2 door HB (R) ^{9/}	5,495	5,650	7,395	7,770	+5.4	+37.5

^{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/} Citation discontinued after 1985 model year.

^{5/} Cimarron not sold until May 21, 1981.

^{6/} Tempo replaced the Fairmont Futura.

^{7/} Dodge 600 replaced the Diplomat.

^{8/} Sentra replaced the 210; Stanza replaced the 510.

^{9/} 323 replaced the GLC.

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 or equipment that was standard has been deleted, making price comparisons of prior-year models difficult.