

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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Tariff Act of 1930**



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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, August 1984–July 1986

(In thousands of units; thousands of employees)

Item	1985–86			1984–85	
	June 1986	July 1986	Aug. 1985– July 1986	July 1985	Aug. 1984– July 1985
Retail sales of domestic production:					
Subcompact.....	111	110	2,033	161	2,161
Compact.....	189	160	1,531	102	1,473
Intermediate.....	272	226	2,685	212	2,446
Standard.....	107	100	922	81	1,012
Luxury.....	57	53	862	83	968
Total.....	736	649	8,033	640	8,059
Production:					
Subcompact.....	146	104	1,573	118	1,547
Compact.....	198	136	2,012	141	1,932
Intermediate.....	259	188	2,849	212	2,955
Standard.....	64	43	544	62	868
Luxury.....	57	41	767	77	872
Total.....	724	512	7,745	610	8,174
Inventory:					
Subcompact.....	330	329	1/	287	1/
Compact.....	407	387	1/	341	1/
Intermediate.....	695	690	1/	526	1/
Standard.....	247	251	1/	220	1/
Luxury.....	188	200	1/	204	1/
Total.....	1,867	1,857	1/	1,577	1/
Days' supply: 2/					
Subcompact.....	61	60	1/	60	1/
Compact.....	62	56	1/	63	1/
Intermediate.....	60	63	1/	52	1/
Standard.....	66	68	1/	61	1/
Luxury.....	66	79	1/	67	1/
Average.....	62	63	1/	58	1/
Employment: 3/					
Total employees.....	4/ 846	5/ 846	1/	6/ 885	1/
Production workers...	4/ 653	5/ 652	1/	6/ 688	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 May 1986, revised.

5/ Data are for June 1986.

6/ Data are for June 1985.

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, July 1984–June 1986 ^{1/}

Source	1985–86		July 1985– June 1986	1984–85	
	May 1986	June 1986		June 1985	July 1984– June 1985
Quantity (units)					
Japan.....	228,500	270,588	2,642,501	254,538	2,181,570
Canada.....	110,421	113,695	1,202,980	111,031	1,068,636
West Germany.....	38,318	35,672	441,268	40,066	404,446
Sweden.....	11,397	15,059	142,744	15,687	128,456
Italy.....	920	908	10,531	536	7,473
United Kingdom....	3,373	2,387	25,971	2,701	22,432
France.....	619	752	12,862	2,335	51,119
Mexico.....	3,334	986	25,037	2,392	11,424
Yugoslavia.....	2,702	2,443	19,362	0	0
Korea.....	10,208	17,968	59,279	0	0
All other.....	626	310	10,438	2,547	16,429
Total.....	410,418	460,768	4,592,973	431,833	3,891,985
Value (1,000 dollars)					
Japan.....	1,805,503	2,147,325	18,524,824	1,606,774	13,820,287
Canada.....	1,084,150	1,116,751	11,889,957	1,057,050	10,226,283
West Germany.....	649,448	622,009	6,779,868	502,721	5,251,861
Sweden.....	136,356	183,182	1,692,859	182,795	1,446,652
Italy.....	15,806	13,292	155,698	7,635	112,883
United Kingdom....	83,356	63,450	651,797	63,450	537,737
France.....	6,547	7,820	131,491	23,705	307,073
Mexico.....	34,079	9,713	224,638	15,278	74,081
Yugoslavia.....	6,765	6,116	47,503	—	—
Korea.....	45,940	86,664	261,810	—	—
All other.....	8,453	3,860	133,747	31,767	112,020
Total.....	3,876,403	4,260,182	40,494,192	3,491,175	31,888,877

^{1/} Data include imports into Puerto Rico and TSUSA item 692.1005; 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 1/ and bodies and cab/chassis for lightweight automobile trucks: U.S. imports for consumption, by principal sources and by specified periods, July 1984–June 1986 2/

Source	1985–86		July 1985– June 1986	1984–85	
	May 1986	June 1986		June 1985	July 1984– June 1985
Quantity (units) <u>3/</u>					
Japan.....	80,119	90,246	921,853	65,020	695,960
Canada.....	25,635	26,981	311,398	30,361	334,497
Mexico.....	1,455	1,605	24,074	2,581	17,289
All other.....	2	4	1,273	369	4,072
Total.....	107,211	118,836	1,258,598	98,331	1,051,818
Value (1,000 dollars)					
Japan.....	393,078	463,433	4,241,433	278,475	2,928,455
Canada.....	229,733	238,180	2,546,400	270,222	2,991,592
Mexico.....	11,026	12,094	13,300	18,997	127,082
All other.....	5,353	12,171	66,426	4,317	35,302
Total.....	639,190	725,878	7,027,559	572,011	6,082,431

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, 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, July 1984–June 1986

Market	1985–86			1984–85	
	May 1986	June 1986	July 1985– June 1986	June 1985	July 1984– June 1985
Quantity (units)					
Canada.....	56,963	77,723	685,092	66,147	629,180
Japan.....	163	139	1,809	26	1,717
All other.....	2,110	2,687	24,469	1,319	23,253
Total.....	59,236	80,549	711,370	67,492	654,150
Value (1,000 dollars)					
Canada.....	539,388	696,720	6,045,594	548,274	5,169,255
Japan.....	2,244	2,200	29,132	321	23,074
All other.....	25,175	33,897	321,985	15,584	274,653
Total.....	566,807	732,817	6,396,711	564,179	5,466,982

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, July 1984–June 1986 ^{2/}

Market	1985–86		July 1985– June 1986	1984–85	
	May 1986	June 1986		June 1985	July 1984– June 1985
Quantity (units) ^{3/}					
Canada.....	26,003	16,165	164,261	13,015	127,287
All other.....	629	790	9,162	608	14,504
Total.....	26,632	16,955	173,423	13,623	141,791
Value (1,000 dollars)					
Canada.....	218,017	150,461	1,440,229	106,150	916,125
All other.....	6,930	9,761	99,430	6,206	175,680
Total.....	224,947	160,222	1,539,659	112,356	1,091,805

^{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, 1985 and 1986

Period	Sales of—		Imported automobiles 2/		Total U.S. sales		Ratio of im- port sales to total sales	
	Domestic automobiles 1/		1986	1985	1986	1985	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
April.....	719,563	788,282	252,609	198,241	972,172	986,523	26.0	20.1
Jan-Apr...	2,618,189	2,830,563	956,473	801,056	3,574,662	3,631,619	26.8	22.1
May.....	786,268	807,590	286,194	262,344	1,072,462	1,069,934	26.7	24.5
Jan-May...	3,404,457	3,638,153	1,242,667	1,063,400	4,647,124	4,701,553	26.7	22.6
June.....	736,261	676,675	264,954	248,659	1,001,215	925,334	26.5	26.9
Jan-June..	4,140,718	4,314,828	1,507,621	1,312,059	5,648,339	5,623,887	26.7	23.3
July.....	648,667	633,527	305,188	266,803	953,855	900,330	32.0	29.6
Jan-July	4,789,385	4,948,355	1,812,809	1,578,862	6,602,194	6,524,217	27.5	24.2

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

(1967 = 100)

Item	1986			1985 and 1986		
	May 1986	June 1986	Percent change	June 1985	June 1986	Percent change
Consumer Price Index:						
Unadjusted....	223.0	224.2	+0.5	214.7	224.2	+4.4
Seasonally adjusted....	223.0	224.4	+0.6	214.5	224.4	+4.6
Producer Price Index:						
Unadjusted....	233.3	232.9	-0.2	229.1	232.9	+1.7
Seasonally adjusted....	233.1	232.7	-0.2	229.1	232.7	+1.6

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during July 1986 ^{1/}

Source and size of category	Retail price changes, in dollars, July 1986 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford ^{1/}	+385
Chrysler.....	No change.
European Community producers:	
Subcompact.....	No change.
Compact.....	No change.
Luxury.....	No change.
Japanese producers:	
Subcompact.....	+60 to 200
Compact.....	No change.
Luxury.....	+1000
Korean producers:	
Subcompact.....	No change.

^{1/} Nonweighted average price changes including optional equipment for entire 1986 model line.

Source: Automotive News, July 1986.

Table 9.—Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1985 and 1986 ^{1/}

(In millions of dollars)

Item and firm	1986		1985	
	January-March	April-June	January-March	April-June
Sales:				
General Motors.....	26,820	27,600	24,183	24,789
Ford.....	14,785	17,300	13,246	13,802
Chrysler.....	5,778	5,700	5,408	5,980
American Motors.....	918	800	919	961
Total.....	48,301	51,400	43,756	45,531
Profits:				
General Motors.....	1,064	978	1,072	1,159
Ford.....	728	1,078	783	699
Chrysler.....	357	488	508	596
American Motors.....	(19)	(44)	(29)	(70)
Total.....	2,130	2,500	2,334	2,384

^{1/} Data are for world operations.

Source: Automotive News, Wall Street Journal and Wards's Automotive Reports.

Table 10.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–August 1986 1/

Company, model, and options 2/	April 1, 1981		August 1, 1986		Percent change in optionally equipped model	
	Base model 3/	Optionally equipped model 3/	Base model 3/	Optionally equipped model 3/	July 1986–Aug. 1986	April 1981–Aug. 1986
General Motors:						
Chevette CS, 2 door HB (PB, RWD, TG).....	\$5,155	\$5,405	\$5,775	\$6,130	0	+13.4
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	5/ 12,501	13,559	13,949	0	+11.6
Ford:						
Escort L 2 door HB (PB, RWD, TG).....	5,556	5,857	6,513	6,763	+3.1	+15.5
Tempo GL 4 door (RWD, AT, TG) 6/.....	6,421	6,953	7,687	8,659	+5.4	+24.5
LTD Crown Victoria, 4 door (RWD, TG, ILG, AC).....	8,519	10,102	14,079	15,012	+2.2	+48.6
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	7,798	8,074	0	+39.4
Cressida, 4 door.....	11,599	11,599	18,280	18,280	0	+57.6
Nissan (Datsun):						
Sentra E, 2 door 8/.....	5,369	5,369	7,149	7,149	0	+33.2
Stanza GXE, 4 door (AT) 8/.....	6,839	7,749	11,299	11,949	0	+54.2
Maxima GXE, 4 door.....	10,379	10,379	15,199	15,199	0	+46.4
Honda:						
Civic 1300, 2 door HB (R).....	4,599	4,694	5,749	5,937	0	+26.5
Accord DX, 4 door (R, AT).....	7,645	7,950	10,238	10,896	0	+37.1
Mazda:						
323 Deluxe, 2 door HB (R) 9/.....	5,495	5,650	7,545	7,910	0	+40.0

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. (Both are 1987 models.)

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.