

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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This report was prepared principally by

Jim McElroy and Gary Cohen

Transportation Branch
Machinery and Equipment Division

Office of Industries
Erland Heginbotham, Director

Address all communications to
Kenneth R. Mason, Secretary to the Commission
United States International Trade Commission
Washington, DC 20436

CONTENTS

Page

Tables

1. New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, March 1985-February 1987-----	1
2. New passenger automobiles: U.S. imports for consumption, by principal sources and by specified periods, February 1985-January 1987-----	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, February 1985-January 1987-----	3
4. New passenger automobiles: U.S. exports of domestic merchandise, by principal markets and by specified periods, February 1985-January 1987-----	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, February 1985-January 1987-----	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, 1986 and 1987-----	6
7. New passenger automobiles: Price indexes, by specified periods, 1986 and 1987-----	6
8. New passenger automobiles: Retail price changes in the U.S. market during February 1987-----	7
9. Sales and profits (loss) on major automobile manufacturers' operations, by specified periods, 1985 and 1986-----	7
10. Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-March 1987-----	8

Table 1.—New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, March 1985–February 1987

(In thousands of units; thousands of employees)					
Item	1986–87			1985–1986	
	Jan. 1987	Feb. 1987	Mar. 1986–Feb. 1987	Feb. 1986	Mar. 1985–Feb. 1986
Retail sales of domestic production:					
Subcompact.....	77	105	1,588	165	2,243
Compact.....	100	160	1,781	111	1,483
Intermediate.....	151	179	2,752	211	2,650
Standard.....	56	70	1,125	58	887
Luxury.....	43	44	698	72	998
Total.....	428	557	7,944	616	8,261
Production:					
Subcompact.....	134	138	1,604	140	1,588
Compact.....	140	156	1,918	170	1,920
Intermediate.....	236	260	2,745	209	2,782
Standard.....	62	78	747	31	931
Luxury.....	67	65	746	67	809
Total.....	639	696	7,759	618	8,030
Inventory:					
Subcompact.....	300	346	1/	294	1/
Compact.....	355	397	1/	392	1/
Intermediate.....	509	611	1/	671	1/
Standard.....	193	211	1/	227	1/
Luxury.....	150	168	1/	183	1/
Total.....	1,507	1,734	1/	1,767	1/
Days' supply: 2/					
Subcompact.....	67	117	1/	66	1/
Compact.....	61	103	1/	69	1/
Intermediate.....	55	105	1/	71	1/
Standard.....	51	98	1/	106	1/
Luxury.....	58	102	1/	72	1/
Average.....	58	105	1/	72	1/
Employment: 3/					
Total employees.....	4/ 843	5/ 819	1/	6/ 864	1/
Production workers...	4/ 649	5/ 628	1/	6/ 667	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 December 1986, revised.

5/ Data are for January 1987.

6/ Data are for January 1986.

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, February 1985–January 1987 ^{1/}

Source	1986–87			1985–86	
	Dec. 1986	Jan. 1987	Feb. 1986– Jan. 1987	Jan. 1986	Feb. 1985– Jan. 1986
Quantity (units)					
Japan.....	191,537	197,238	2,578,173	237,773	2,569,252
Canada.....	96,031	53,765	1,126,240	89,764	1,152,102
West Germany.....	36,613	26,160	435,456	42,404	454,355
Korea.....	16,909	20,825	190,134	0	0
Sweden.....	12,718	11,740	147,191	13,249	139,121
Mexico.....	4,835	4,635	40,248	4,136	20,176
Yugoslavia.....	3,780	3,623	39,828	2,490	9,881
United Kingdom...	1,510	2,730	27,737	2,499	25,487
Italy.....	490	633	11,238	1,320	9,117
France.....	478	946	10,708	1,106	20,091
All other.....	275	557	12,018	450	9,166
Total.....	365,176	322,852	4,618,971	395,191	4,408,748
Value (1,000 dollars)					
Japan.....	1,687,297	1,710,337	21,096,931	1,671,058	16,711,418
Canada.....	1,024,240	583,897	11,519,207	881,338	11,268,623
West Germany.....	723,474	571,838	8,010,987	682,090	6,204,213
Korea.....	82,379	103,066	891,071	—	—
Sweden.....	166,572	151,756	1,821,998	158,736	1,616,004
Mexico.....	45,921	46,021	407,671	48,280	151,008
Yugoslavia.....	9,351	8,925	99,078	6,225	24,703
United Kingdom...	45,710	70,400	728,224	63,112	618,604
Italy.....	9,569	9,423	161,996	22,229	131,826
France.....	6,059	10,484	121,917	11,978	197,553
All other.....	4,210	7,894	165,989	5,892	115,115
Total.....	3,804,782	3,274,041	45,025,069	3,550,938	37,039,067

^{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, February 1985–January 1987 ^{2/}

Source	1986–87			1985–86	
	Dec. 1986	Jan. 1987	Feb. 1986–Jan. 1987	Jan. 1986	Feb. 1985–Jan. 1986
Quantity (units) ^{3/}					
Japan.....	54,727	79,039	957,414	97,632	836,132
Canada.....	12,989	13,690	252,599	23,723	327,872
Mexico.....	1,425	1,320	17,276	1,261	27,384
All other.....	9	1	958	5	2,071
Total.....	69,150	94,050	1,228,247	122,621	1,193,459
Value (1,000 dollars)					
Japan.....	291,064	431,177	4,875,626	448,772	3,620,806
Canada.....	117,189	148,280	2,328,591	216,541	2,654,805
Mexico.....	10,684	10,086	130,292	9,269	195,782
All other.....	2,697	1,666	63,109	7,183	48,864
Total.....	421,634	591,209	7,397,618	681,765	6,520,257

^{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, February 1985–January 1987

Market	1986–87			1985–86	
	Dec. 1986	Jan. 1987	Feb. 1986– Jan. 1987	Jan. 1986	Feb. 1985– Jan. 1986
Quantity (units)					
Canada.....	40,192	28,109	611,499	55,342	681,546
Japan.....	269	203	2,765	111	1,257
All other.....	2,661	5,675	33,981	1,896	22,182
Total.....	43,122	33,987	648,245	57,349	704,985
Value (1,000 dollars)					
Canada.....	351,264	280,303	5,591,363	496,337	5,808,156
Japan.....	4,548	2,895	43,541	2,024	17,053
All other.....	35,185	77,344	457,448	23,652	269,654
Total.....	390,997	360,542	6,093,682	522,013	6,094,863

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, February 1985–January 1987 2/

Market	1986–87			1985–86	
	Dec. 1986	Jan. 1987	Feb. 1986– Jan. 1987	Jan. 1986	Feb. 1985– Jan. 1986
	Quantity (units) <u>3/</u>				
Canada.....	7,499	13,345	167,478	10,924	155,587
All other.....	827	1,393	10,312	711	10,751
Total.....	8,326	14,738	177,790	11,635	166,338
	Value (1,000 dollars)				
Canada.....	68,328	132,251	1,521,240	101,152	1,193,927
All other.....	10,565	19,923	117,971	10,064	120,582
Total.....	78,893	152,174	1,639,211	111,216	1,314,509

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, 1986 and 1987

Period	Sales of—		Imported		Total U.S.		Ratio of im-	
	Domestic		automobiles 2/		sales		port sales to	
	1987	1986	1987	1986	1987	1986	1987	1986
							—Percent—	
January....	427,678	635,904	197,941	237,281	625,619	873,185	31.6	27.2
February...	556,953	613,371	220,162	218,096	777,115	832,467	28.3	26.3
Jan.—Feb...	984,631	1,249,275	418,103	456,377	1,402,734	1,705,652	29.8	26.8

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, 1986 and 1987

Item	(1967 = 100)			1986 and 1987		
	1986-87					
	Dec. 1986	Jan. 1987	Percent change	Jan. 1986	Jan. 1987	Percent change
Consumer Price Index:						
Unadjusted....	232.2	233.0	+0.3	219.9	233.0	+6.0
Seasonally adjusted....	230.9	231.8	+0.4	218.6	231.8	+6.0
Producer Price Index:						
Unadjusted....	247.7	247.0	- 0.3	230.1	247.0	+7.3
Seasonally adjusted....	245.7	245.3	- 0.2	227.8	245.3	+7.7

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during February 1987

Source and size of category	Retail price changes, in dollars, February 1987 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
European Community producers:	
Subcompact.....	No change.
Compact.....	No change.
Luxury.....	+1,030 to +2,600
Japanese producers:	
Subcompact.....	+50 to +150
Compact.....	+120 to +180
Luxury.....	No change.
Korean producers:	
Subcompact.....	+100 to +200

Source: Automotive News, February 1987.

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

Item and firm	(In millions of dollars)			
	1986		1985	
	October- December	January- December	October- December	January- December
Sales:				
General Motors.....	25,527	102,814	24,641	86,372
Ford.....	16,262	62,716	14,096	52,774
Chrysler.....	5,939	22,586	5,383	21,256
American Motors.....	938	3,463	1,128	4,040
Total.....	48,666	191,579	45,248	174,442
Profits:				
General Motors.....	382	2,945	1,252	3,999
Ford.....	785	3,285	720	2,515
Chrysler.....	324	1,404	215	1,635
American Motors.....	20	(91)	(7)	(125)
Total.....	1,511	7,543	2,180	8,024

^{1/} Data are for world operations.

Source: Automotive News.

Table 10.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-March 1987 1/

Company, model, and options 2/	April 1, 1981		March 1, 1987		Percent change in optionally equipped model	
	Base model 3/	Option-ally equipped model 3/	Base model 3/	Option-ally equipped model 3/	Jan. 1987-Mar. 1987	
					April 1981-Mar. 1987	April 1981-Mar. 1987
General Motors:						
Chevette CS, 2 door HB (PB, RMD, TG).....	\$5,155	\$5,405	\$4,995	\$5,350	0.0	-1.0
Cimarron, 4 door (AT).....	4/ 12,131	4/ 12,501	15,032	15,447	0.0	+23.6
Ford:						
Escort GL 2 door HB (PB, RMD, TG).....	5,556	5,857	6,949	7,199	0.0	+22.9
Tempo GL 4 door (RMD, AT, TG) 5/.....	6,421	6,953	8,310	9,057	0.0	+30.3
LTD Crown Victoria, 4 door (RMD, TG, ILG, AC).....	8,519	10,102	15,410	15,555	0.0	+54.0
Chrysler:						
Plymouth Turismo, 2 door HB (RMD).....	5,938	6,188	7,199	7,199	0.0	+16.3
Reliant, 4 door (RMD, TG, R, AT).....	5,980	6,680	8,364	9,161	0.0	+37.1
Dodge 600, 4 door (RMD, AC) 6/.....	6,672	7,502	10,672	11,646	0.0	+55.2
Toyota:						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	8,178	8,454	0.0	+45.9
Cressida, 4 door.....	11,599	11,599	19,350	19,350	0.0	+66.8
Nissan (Datsun):						
Sentra E, 2 door Z/.....	5,369	5,369	7,499	7,499	0.0	+39.7
Stanza GXE, 4 door (AT) Z/.....	6,839	7,749	11,849	12,549	0.0	+61.9
Maxima GXE, 4 door.....	10,379	10,379	16,099	16,099	0.0	+55.1
Honda:						
Civic 1300, 2 door HB (R).....	4,599	4,694	5,799	5,966	0.0	+27.1
Accord DX, 4 door (R, AT).....	7,645	7,950	10,625	11,283	0.0	+41.9
Mazda:						
323 Deluxe, 2 door HB (R) 8/.....	5,495	5,650	7,649	8,029	0.0	+42.1

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; RMD = 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. (Both are 1987 models.)
 8/ 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.