

# **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, June 1985–May 1987

Item	(In thousands of units; thousands of employees)				
	1986–87			1985–86	
	Apr. 1987	May 1987	June 1986– May 1987	May 1986	June 1985– May 1986
<b>Retail sales of domestic production:</b>					
Subcompact.....	128	135	1,478	208	2,140
Compact.....	164	140	1,839	145	1,391
Intermediate.....	246	211	2,713	262	2,637
Standard.....	95	83	1,123	94	883
Luxury.....	59	54	634	76	920
Total.....	692	622	7,787	785	7,971
<b>Production:</b>					
Subcompact.....	106	110	1,485	146	1,577
Compact.....	156	142	1,897	181	1,999
Intermediate.....	252	255	2,868	251	2,841
Standard.....	83	63	869	49	567
Luxury.....	58	54	726	70	820
Total.....	656	623	7,843	697	7,804
<b>Inventory:</b>					
Subcompact.....	370	357	1/	336	1/
Compact.....	380	368	1/	428	1/
Intermediate.....	776	742	1/	743	1/
Standard.....	218	248	1/	251	1/
Luxury.....	202	197	1/	187	1/
Total.....	1,945	1,912	1/	1,945	1/
<b>Days' supply: 2/</b>					
Subcompact.....	70	73	1/	68	1/
Compact.....	59	58	1/	72	1/
Intermediate.....	85	78	1/	72	1/
Standard.....	64	60	1/	69	1/
Luxury.....	103	87	1/	64	1/
Average.....	74	72	1/	70	1/
<b>Employment: 3/</b>					
Total employees.....	4/ 857	5/ 841	1/	6/ 875	1/
Production workers...	4/ 668	5/ 652	1/	6/ 676	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 March 1987, revised.

5/ Data are for April 1987.

6/ Data are for April 1986, revised.

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, May 1985–April 1987 <sup>1/</sup>

Source	1986–87			1985–86	
	Mar. 1987	Apr. 1987	May 1986– Apr. 1987	Apr. 1986	May 1985– Apr. 1986
Quantity (units)					
Japan.....	155,298	180,825	2,535,842	190,296	2,618,840
Canada.....	90,344	76,342	1,073,142	117,773	1,194,642
West Germany.....	42,001	37,489	425,710	40,642	445,864
Korea.....	17,064	29,303	224,946	11,517	31,103
Sweden.....	15,358	16,773	151,074	13,214	143,244
Mexico.....	1,318	7,524	39,854	1,983	27,011
Yugoslavia.....	4,197	4,397	48,294	0	14,217
United Kingdom...	2,746	3,704	32,493	2,798	25,684
Italy.....	5,837	981	24,361	779	9,588
France.....	7,232	3,817	21,488	1,090	16,134
Brazil.....	2,748	4,452	7,120	80	80
All other.....	1,962	2,068	14,295	765	9,762
Total.....	346,105	367,675	4,598,619	380,937	4,536,161
Value (1,000 dollars)					
Japan.....	1,343,054	1,643,906	21,464,089	1,468,903	17,617,876
Canada.....	957,593	810,112	11,225,655	1,152,903	11,743,229
West Germany.....	943,926	823,233	8,504,623	708,722	6,495,431
Korea.....	86,632	148,008	1,085,436	51,431	138,485
Sweden.....	204,241	225,017	1,935,534	157,797	1,687,393
Mexico.....	20,305	76,622	414,873	20,819	230,425
Yugoslavia.....	88,683	13,223	278,433	—	34,652
United Kingdom...	26,474	83,214	712,025	68,047	633,338
Italy.....	59,578	17,865	285,051	10,669	142,304
France.....	18,982	32,791	148,837	11,447	163,800
Brazil.....	13,615	20,021	33,306	330	330
All other.....	29,163	30,917	207,125	9,616	122,394
Total.....	3,792,246	3,924,929	46,294,987	3,660,684	39,009,628

<sup>1/</sup> Data include imports into Puerto Rico and TSUSA items 692.1005–692.1008; 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, May 1985–April 1987 2/

Source	1986–87			1985–86	
	Mar. 1987	Apr. 1987	May 1986– Apr. 1987	Apr. 1986	May 1985– Apr. 1986
	Quantity (units) <u>3/</u>				
Japan.....	88,351	90,853	967,233	85,091	887,380
Canada.....	17,850	16,327	221,858	29,370	319,641
Mexico.....	1,380	1,275	17,276	1,905	24,009
All other.....	1	6	1,010	4	1,760
Total.....	107,582	108,461	1,207,377	116,370	1,232,790
	Value (1,000 dollars)				
Japan.....	480,750	500,429	5,108,183	405,639	3,964,743
Canada.....	158,842	147,371	2,040,046	263,398	2,618,141
Mexico.....	10,666	10,126	131,196	14,436	173,138
All other.....	4,473	1,938	55,943	1,884	62,093
Total.....	654,731	659,864	7,335,368	685,357	6,818,115

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

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, May 1985–April 1987

Market	1986–87			1985–86	
	Mar. 1987	Apr. 1987	May 1986– Apr. 1987	Apr. 1986	May 1985– Apr. 1986
	Quantity (units)				
Canada.....	52,240	53,792	574,459	70,113	682,955
Japan.....	335	497	2,989	311	1,565
All other.....	4,929	5,564	41,962	2,661	22,609
Total.....	57,504	59,853	619,410	73,085	707,129
	Value (1,000 dollars)				
Canada.....	511,522	543,217	5,417,260	623,600	5,920,241
Japan.....	6,025	7,995	47,731	4,843	25,456
All other.....	67,087	77,536	556,079	32,947	295,997
Total.....	584,634	628,748	6,021,070	661,390	6,214,694

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, May 1985–April 1987 2/

Market	1986–87			1985–86	
	Mar. 1987	Apr. 1987	May 1986– Apr. 1987	Apr. 1986	May 1985– Apr. 1986
	Quantity (units) <u>3/</u>				
Canada.....	11,471	12,753	163,105	16,170	147,483
All other.....	2,002	1,852	12,150	1,047	9,754
Total.....	13,473	14,605	175,255	17,217	157,237
	Value (1,000 dollars)				
Canada.....	102,971	116,031	1,481,516	145,896	1,278,628
All other.....	27,783	22,689	144,800	13,684	101,995
Total.....	130,754	138,720	1,626,316	159,580	1,380,623

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

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— Domestic automobiles 1/		Imported automobiles 2/		Total U.S. sales		Ratio of im- port sales to total sales	
	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
March....	682,117	649,351	247,966	247,487	930,083	896,838	26.7	27.6
Jan—Mar..	1,666,748	1,898,626	666,069	703,864	2,332,817	2,602,490	28.6	27.0
April....	691,803	719,563	242,374	252,607	934,197	972,172	25.9	26.0
Jan—Apr..	2,358,551	2,618,189	908,463	956,473	3,267,014	3,574,662	27.8	26.8
May.....	622,303	786,268	260,514	286,194	882,817	1,072,462	29.6	26.7
Jan—May..	2,980,854	3,404,457	1,168,977	1,242,667	4,149,831	4,647,124	28.2	26.7

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		
	1987 Mar. 1987	Apr. 1987	Percent change	Apr. 1986	Apr. 1987	Percent change
Consumer Price Index:						
Unadjusted....	229.4	230.4	+0.4	221.2	230.4	+4.2
Seasonally adjusted....	229.4	230.4	+0.4	221.2	230.4	+4.2
Producer Price Index:						
Unadjusted....	234.9	240.6	+2.4	232.8	240.6	+3.4
Seasonally adjusted....	234.9	240.6	+2.4	232.8	240.6	+3.4

Source: U.S. Department of Labor.

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

Source and size of category	Retail price changes, in dollars, May 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.....	+310 to +2,170
Japanese producers:	
Subcompact.....	+100
Compact.....	+250
Luxury.....	+200 to +900
Korean producers:	
Subcompact.....	No change.

Source: Automotive News, May 1987.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-June 1987 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		June 1, 1987		Percent change in optionally equipped model	
	Base model 3/	Optionally equipped model 3/	Base model 3/	Optionally equipped model 3/	May 1987-June 1987	April 1981-June 1987
<b>General Motors:</b>						
Cavalier, 2 door .....	4/ \$6,966	4/ \$6,966	\$7,255	\$7,255	0.0	+4.1
Cimarron, 4 door (AT) .....	4/ 12,131	4/ 12,501	15,032	15,447	0.0	+23.6
<b>Ford:</b>						
Escort GL 2 door HB (PB, RWD, TG) .....	5,556	5,857	6,949	7,199	0.0	+22.9
Tempo GL 4 door (RWD, AT, TG) <sup>5/</sup> .....	6,421	6,953	8,310	9,057	0.0	+30.3
<b>LTD Crown Victoria, 4 door (RWD, TG, ILG, AC) .....</b>						
	8,519	10,102	15,410	15,555	0.0	+54.0
<b>Chrysler:</b>						
Plymouth Turismo, 2 door HB (RWD) .....	5,938	6,188	7,199	7,199	0.0	+16.3
Reliant, 4 door (RWD, TG, R, AT) .....	5,980	6,680	8,364	9,161	0.0	+37.1
Dodge 600, 4 door (RWD, AC) <sup>6/</sup> .....	6,672	7,502	10,672	11,646	0.0	+55.2
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R) .....	5,688	5,793	8,378	8,378	0.0	+44.6
Cressida, 4 door .....	11,599	11,599	19,380	19,850	0.0	+71.1
<b>Nissan (Datsun):</b>						
Sentra E, 2 door <sup>7/</sup> .....	5,369	5,369	7,499	7,499	0.0	+39.7
Stanza GXE, 4 door (AT) <sup>7/</sup> .....	6,839	7,749	12,349	13,044	0.0	+68.3
Maxima GXE, 4 door .....	10,379	10,379	16,649	16,649	0.0	+60.4
<b>Honda:</b>						
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
<b>Mazda:</b>						
323 Deluxe, 2 door HB (R) <sup>8/</sup> .....	5,495	5,650	7,749	8,129	+1.2	+43.9

<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> Cavalier and Cimarron not sold until May 21, 1981.

<sup>5/</sup> Tempo replaced the Fairmont Futura.

<sup>6/</sup> Dodge 600 replaced the Diplomat.

<sup>7/</sup> Sentra replaced the 210; Stanza replaced the 510.

<sup>8/</sup> 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.