

# 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, August 1985–July 1987

Item	(In thousands of units; thousands of employees)				
	1986–87			1985–86	
	June 1987	July 1987	August 1986– July 1987	July 1986	August 1985– July 1986
Retail sales of domestic production:					
Subcompact.....	136	121	1,514	110	2,033
Compact.....	147	135	1,772	160	1,531
Intermediate.....	230	221	2,666	226	2,685
Standard.....	89	86	1,091	100	922
Luxury.....	55	48	627	53	862
Total.....	657	611	7,670	649	8,033
Production:					
Subcompact.....	114	68	1,417	104	1,573
Compact.....	164	77	1,804	136	2,012
Intermediate.....	241	144	2,806	188	2,849
Standard.....	76	50	888	43	544
Luxury.....	57	16	701	41	767
Total.....	651	356	7,616	512	7,745
Inventory:					
Subcompact.....	341	322	<u>1/</u>	329	<u>1/</u>
Compact.....	360	354	<u>1/</u>	387	<u>1/</u>
Intermediate.....	773	792	<u>1/</u>	690	<u>1/</u>
Standard.....	238	236	<u>1/</u>	251	<u>1/</u>
Luxury.....	197	197	<u>1/</u>	200	<u>1/</u>
Total.....	1,911	1,900	<u>1/</u>	1,857	<u>1/</u>
Days' supply: <u>2/</u>					
Subcompact.....	66	61	<u>1/</u>	60	<u>1/</u>
Compact.....	67	63	<u>1/</u>	56	<u>1/</u>
Intermediate.....	95	90	<u>1/</u>	63	<u>1/</u>
Standard.....	75	69	<u>1/</u>	68	<u>1/</u>
Luxury.....	95	93	<u>1/</u>	79	<u>1/</u>
Average.....	77	75	<u>1/</u>	63	<u>1/</u>
Employment: <u>3/</u>					
Total employees.....	<u>4/</u> 846	<u>5/</u> 852	<u>1/</u>	<u>6/</u> 846	<u>1/</u>
Production workers...	<u>4/</u> 661	<u>5/</u> 667	<u>1/</u>	<u>6/</u> 652	<u>1/</u>

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 1987, revised.

5/ Data are for June 1987.

6/ Data are for June 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, July 1985–June 1987 <sup>1/</sup>

Source	1986–87			1985–86	
	May 1987	June 1987	July 1986– June 1987	June 1986	July 1985– June 1986
	Quantity (units)				
Japan.....	218,641	219,856	2,475,251	270,588	2,642,501
Canada.....	76,444	88,976	1,014,446	113,695	1,203,015
West Germany.....	35,593	30,892	418,205	35,672	441,268
Korea.....	43,800	48,497	289,067	17,968	59,279
Sweden.....	12,047	13,447	150,112	15,059	142,744
Mexico.....	12,606	15,190	63,330	986	28,190
Yugoslavia.....	3,387	7,276	53,812	2,443	19,362
United Kingdom...	5,460	4,566	36,759	2,387	26,021
Italy.....	929	498	23,960	908	10,436
France.....	5,246	2,699	28,062	752	10,096
Brazil.....	4,046	2,160	13,326	0	78
All other.....	1,551	1,151	16,061	310	5,244
Total.....	419,750	435,208	4,582,391	460,768	4,588,234
	Value (1,000 dollars)				
Japan.....	1,952,054	1,914,778	21,378,093	2,147,425	18,527,824
Canada.....	803,073	924,053	10,751,880	1,116,751	11,889,949
West Germany.....	879,736	757,607	8,870,509	622,009	6,779,868
Korea.....	225,296	248,467	1,426,595	86,664	271,089
Sweden.....	164,466	183,350	1,963,812	183,182	1,692,859
Mexico.....	19,253	149,890	540,224	9,713	253,981
Yugoslavia.....	120,087	17,850	400,489	6,116	47,533
United Kingdom...	45,726	98,436	709,381	63,450	651,797
Italy.....	128,528	13,572	398,053	13,292	155,698
France.....	8,317	25,636	168,423	7,820	131,491
Brazil.....	18,874	10,423	62,603	-	319
All other.....	24,185	17,103	236,100	3,860	91,746
Total.....	4,389,595	4,361,165	46,909,162	4,260,182	40,494,154

<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, July 1985–June 1987 2/

Source	1986–87			1985–86	
	May 1987	June 1987	July 1986– June 1987	June 1986	July 1985– June 1986
	Quantity (units) <u>3/</u>				
Japan.....	76,693	65,557	939,118	90,246	921,953
Canada.....	15,501	16,932	201,675	26,981	311,398
Mexico.....	1,014	2,031	17,262	1,605	22,853
All other.....	4	1	1,009	4	1,394
Total.....	93,213	84,521	1,159,064	118,836	1,257,598
	Value (1,000 dollars)				
Japan.....	416,318	366,548	5,034,538	463,433	4,241,433
Canada.....	140,902	142,874	1,855,909	238,180	2,546,400
Mexico.....	7,919	16,284	132,279	12,094	164,727
All other.....	4,947	7,753	51,119	12,171	74,999
Total.....	570,086	533,459	7,073,845	725,878	7,027,559

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, July 1985–June 1987

Market	1986–87			1985–86	
	May 1987	June 1987	July 1986– June 1987	June 1986	July 1985– June 1986
	Quantity (units)				
Canada.....	58,272	72,299	570,345	77,723	685,152
Japan.....	424	196	3,307	139	1,809
All other.....	6,286	4,859	48,310	2,687	24,469
Total.....	64,983	77,354	621,962	80,549	711,430
	Value (1,000 dollars)				
Canada.....	581,396	697,331	5,459,879	696,720	6,045,594
Japan.....	6,309	2,958	52,554	2,200	29,132
All other.....	79,626	64,803	641,436	33,897	321,985
Total.....	667,331	765,092	6,153,869	732,817	6,396,711

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 1985–June 1987 2/

Market	1986–87		July 1986– June 1987	1985–86	
	May 1987	June 1987		June 1986	July 1985– June 1986
	Quantity (units) <u>3/</u>				
Canada.....	16,655	18,294	155,886	16,165	164,261
All other.....	1,127	1,040	12,898	790	9,162
Total.....	17,782	19,334	168,784	16,955	173,423
	Value (1,000 dollars)				
Canada.....	153,184	177,111	1,443,333	150,461	1,440,229
All other.....	11,230	12,276	151,615	9,761	99,430
Total.....	164,414	189,387	1,594,948	160,222	1,539,659

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—		Imported		Total U.S.		Ratio of im-	
	Domestic automobiles 1/ 1987	1986	automobiles 2/ 1987	1986	sales 1987	1986	port sales to total sales 1987	1986
	—Percent—							
January..	427,678	635,904	197,941	237,281	625,619	373,185	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
June....	656,727	736,261	281,555	264,954	938,282	1,001,215	30.0	26.5
Jan-June.	3,637,581	4,140,718	1,450,532	1,507,621	5,088,113	5,648,339	28.5	26.7
July....	611,035	648,667	304,795	305,188	915,830	953,855	33.3	32.0
Jan-July.	4,248,616	4,789,385	1,755,327	1,812,809	6,003,943	6,602,194	29.2	27.5

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	(1987 = 100)					
	1987			1986 and 1987		
	May 1987	June 1987	Percent change	June 1986	June 1987	Percent change
Consumer Price Index:						
Unadjusted....	231.3	232.0	+0.4	224.2	232.0	+3.5
Seasonally adjusted....	231.1	232.0	+0.4	224.4	232.0	+3.4
Producer Price Index:						
Unadjusted....	239.9	239.7	-0.8	232.9	239.7	+2.9
Seasonally adjusted....	239.7	239.5	-0.8	232.7	239.5	+2.9

Source: U.S. Department of Labor.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during July 1987 <sup>1/</sup>

Country source/make	Retail price changes in dollars, July 1987 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Isuzu.....	+130
Korean producers:	
Hyundai.....	+225

<sup>1/</sup> Average retail price change for all models.

Source: Automotive News, July 1987.

Table 9.—Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1986 and 1987 <sup>1/</sup>

Item and firm	(In millions of dollars)			
	1987		1986	
	April- June	January- June	April- June	January- June
Sales:				
General Motors.....	26,700	52,797	27,625	54,445
Ford.....	19,496	37,639	17,302	32,088
Chrysler.....	6,412	12,441	5,701	11,479
American Motors.....	1,179	2,280	801	1,719
Total.....	53,787	105,157	51,430	99,731
Profits:				
General Motors.....	980	1,903	1,018	2,217
Ford.....	1,498	2,990	1,078	1,807
Chrysler.....	429	698	488	845
American Motors.....	30	54	(52)	(71)
Total.....	2,937	5,645	2,533	4,798

<sup>1/</sup> Data are for world operations.

Source: Automotive News.

Table 10.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–August 1987 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		August 1, 1987		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>	July 1987–August 1987	April 1981–August 1987
<b>General Motors:</b>						
Cavalier, 2 door .....	<sup>4/</sup> \$6,966	<sup>4/</sup> \$6,966	\$7,255	\$7,255	0.0	+4.1
Cimarron, 4 door (AT).....	<sup>4/</sup> 12,131	<sup>4/</sup> 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
LTD Crown Victoria, 4 door (RWD, TG, ILG, AC).....	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	8,478	8,778	0.0	+51.5
Cressida, 4 door.....	11,599	11,599	20,250	20,250	0.0	+74.6
<b>Nissan (Datsun):</b>						
Sentra E, 2 door <sup>7/</sup> .....	5,369	5,369	7,599	7,599	0.0	+41.5
Stanza GXE, 4 door (AT) <sup>7/</sup> .....	6,839	7,749	12,899	13,594	0.0	+75.4
Maxima GXE, 4 door.....	10,379	10,379	16,799	16,799	0.0	+61.9
<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	0.0	+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.