

# **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 2063**

**FEBRUARY 1988**



# UNITED STATES INTERNATIONAL TRADE COMMISSION

## COMMISSIONERS

**Susan Liebeler, Chairman**  
**Anne E. Brunsdale, Vice Chairman**  
**Alfred E. Eckes**  
**Seeley G. Lodwick**  
**David B. Rohr**  
**Ronald A. Cass**

This report was prepared principally by

Jim McElroy and Gary M. 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**

C O N T E N T S

Page

Tables

1.	New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, February 1986-January 1988-----	1
2.	New passenger automobiles: U.S. imports for consumption, by principal sources and by specified periods, January 1986-December 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, January 1986-December 1987-----	3
4.	New passenger automobiles: U.S. exports of domestic merchandise, by principal markets and by specified periods, January 1986-December 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, January 1986-December 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, 1987 and 1988-----	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 January 1988-----	7
9.	Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-February 1988-----	8



Table 1.—New passenger automobiles: U.S. retail sales of domestic production, production, inventory, days' supply, and employment, by specified periods, February 1986–January 1988

Item	(In thousands of units; thousands of employees)				
	1987–88			1986–87	
	Dec. 1987	Jan. 1988	Feb. 1987– Jan. 1988	Jan. 1987	Feb. 1986– Jan. 1987
Retail sales of domestic production:					
Subcompact.....	86	81	1,382	77	1,705
Compact.....	133	120	1,645	100	1,700
Intermediate.....	202	206	2,578	151	2,765
Standard.....	73	76	996	56	1,068
Luxury.....	57	49	581	43	730
Total.....	551	531	7,184	428	7,970
Production:					
Subcompact.....	91	94	1,177	134	1,619
Compact.....	130	125	1,715	140	1,992
Intermediate.....	154	153	2,765	236	2,731
Standard.....	55	57	831	62	684
Luxury.....	53	49	662	67	760
Total.....	483	477	7,150	639	7,787
Inventory:					
Subcompact.....	269	285	1/	300	1/
Compact.....	303	336	1/	355	1/
Intermediate.....	740	717	1/	509	1/
Standard.....	202	213	1/	193	1/
Luxury.....	169	126	1/	150	1/
Total.....	1,683	1,677	1/	1,507	1/
Days' supply: 2/					
Subcompact.....	81	88	1/	67	1/
Compact.....	59	70	1/	61	1/
Intermediate.....	95	87	1/	55	1/
Standard.....	72	70	1/	51	1/
Luxury.....	77	64	1/	58	1/
Average.....	79	79	1/	58	1/
Employment: 3/					
Total employees.....	4/ 842	5/ 844	1/	6/ 839	1/
Production workers.....	4/ 657	5/ 657	1/	6/ 646	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 November 1987, revised.

5/ Data are for December 1987.

6/ Data are for December 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, January 1986–December 1987 <sup>1/</sup>

Source	1987			1986	
	Nov. 1987	Dec. 1987	Jan. 1987– Dec. 1987	Dec. 1986	Jan. 1986– Dec. 1986
	Quantity (units)				
Japan.....	219,950	219,217	2,417,509	191,537	2,618,709
Canada.....	103,073	92,719	926,927	96,031	1,162,226
West Germany.....	37,340	37,410	377,542	36,614	451,701
Korea.....	29,254	46,721	399,856	16,909	169,309
Sweden.....	9,756	11,422	138,565	12,718	148,700
Mexico.....	11,635	10,116	126,266	4,835	41,983
Yugoslavia.....	3,582	4,027	49,445	3,780	38,695
United Kingdom...	3,148	4,575	50,059	1,510	27,506
Italy.....	1,072	253	8,648	490	11,830
France.....	647	636	26,707	478	10,869
Brazil.....	6,045	7,900	48,169	0	207
All other.....	2,278	2,543	19,317	274	9,563
Total.....	427,780	437,539	4,589,010	365,176	4,691,298
	Value (1,000 dollars)				
Japan.....	1,886,901	1,923,355	21,304,737	1,687,297	21,060,655
Canada.....	1,151,667	1,023,194	10,185,353	1,024,241	11,816,660
West Germany.....	866,041	778,168	8,901,850	723,474	8,121,239
Korea.....	155,139	244,498	2,061,457	82,379	797,282
Sweden.....	148,671	179,238	1,941,488	166,572	1,828,978
Mexico.....	99,785	86,475	1,176,374	45,921	433,249
Yugoslavia.....	9,025	10,210	126,242	9,351	96,409
United Kingdom...	92,426	136,609	1,193,837	45,711	720,937
Italy.....	20,455	10,899	177,965	9,568	174,799
France.....	8,464	8,473	255,998	6,059	123,413
Brazil.....	31,066	41,511	239,201	—	839
All other.....	36,812	35,074	293,501	4,207	127,489
Total.....	4,506,450	4,477,704	47,858,003	3,804,782	45,301,947

<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, January 1986–December 1987 2/

Source	1987		Jan. 1987– Dec. 1987	1986	
	Nov. 1987	Dec. 1987		Dec. 1986	Jan. 1986– Dec. 1986
	Quantity (units) <u>3/</u>				
Japan.....	54,286	55,129	772,758	54,727	976,012
Canada.....	19,311	25,918	226,538	13,619	270,624
Mexico.....	7	0	11,296	1,425	18,107
All other.....	65	52	486	9	70
Total.....	73,669	81,099	1,011,078	69,780	1,264,813
	Value (1,000 dollars)				
Japan.....	302,520	326,419	4,278,125	291,064	4,899,587
Canada.....	204,239	228,476	2,231,020	124,670	2,465,760
Mexico.....	139	212	90,089	10,698	136,281
All other.....	6,474	11,393	71,946	2,683	60,027
Total.....	513,372	626,500	6,671,181	429,115	7,561,656

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, January 1986–December 1987

Market	1987			1986	
	Nov. 1987	Dec. 1987	Jan. 1986– Dec. 1987	Dec. 1986	Jan. 1986– Dec. 1986
	Quantity (units)				
Canada.....	58,596	41,637	560,453	40,192	638,732
Japan.....	747	656	4,721	269	2,759
All other.....	10,735	6,882	66,235	2,661	30,116
Total.....	70,078	49,175	631,409	43,122	671,607
	Value (1,000 dollars)				
Canada.....	666,312	427,401	5,727,152	351,264	5,827,382
Japan.....	12,596	8,973	72,290	4,548	42,336
All other.....	146,364	90,168	889,772	35,186	384,105
Total.....	825,271	526,542	6,689,214	390,998	6,253,823

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, January 1986–December 1987 2/

Market	1987		1986		
	Nov. 1987	Dec. 1987	Jan. 1987– Dec. 1987	Dec. 1986	Jan. 1986– Dec. 1986
	Quantity (units) <u>3/</u>				
Canada.....	16,786	14,975	163,842	7,498	160,659
All other.....	2,282	1,362	16,617	828	10,135
Total.....	19,068	16,337	180,460	8,326	170,794
	Value (1,000 dollars)				
Canada.....	169,735	156,005	1,595,619	68,328	1,461,929
All other.....	31,126	14,548	207,113	10,564	125,815
Total.....	200,861	170,553	1,802,732	78,892	1,587,743

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, 1987 and 1988

Period	Sales of—				Total U.S. sales		Ratio of im- port sales to total sales	
	Domestic automobiles 1/		Imported automobiles 2/		1988	1987	1988	1987
	1988	1987	1988	1987				
January..	531,225	427,678	229,459	197,941	760,684	625,619	30.2	31.6

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 1/

Item	1987			1986 and 1987		
	Nov. 1987	Dec. 1987	Percent change	Dec. 1986	Dec. 1987	Percent change
Consumer Price Index:						
Unadjusted....	236.6	236.6	—	232.2	236.6	+1.9
Seasonally adjusted....	235.7	235.2	-0.2	231.3	235.2	+1.7
Producer Price Index:						
Unadjusted....	115.6	112.7	-2.5	116.3	112.7	-3.1
Seasonally adjusted....	113.1	111.0	-1.9	115.4	111.0	-3.8

Source: U.S. Department of Labor.

1/ Consumer price index, 1967 = 100. Producer price index, 1982 = 100.

Table 8.—New passenger automobiles: Retail price changes in the U.S. market during January 1988 <sup>1/</sup>

Country source/make	Retail price changes in dollars, January 1988 (+ or -)
U.S. producers:	
General Motors.....	-500 to +2,730
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Honda Acura.....	+370 to +728
Honda.....	+145 to +450
Toyota.....	+50 to +200
Mitsubishi.....	+260 to +610
Mazda.....	+150
European producers:	
Volkswagen.....	+377
Austin Rover.....	+606 to +757
Korean producers:	
Hyundai.....	+100 to +200

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

Source: Automotive News, January 1988.

Table 9.—Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981–February 1988 <sup>1/</sup>

Company, model, and options <sup>2/</sup>	April 1, 1981		February 1, 1988		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>	Jan. 1988–Feb. 1988	April 1981–Feb. 1988
<b>General Motors:</b>						
Cavalier, 2 door .....	<sup>4/</sup> \$6,966	<sup>4/</sup> \$6,966	\$6,995	\$6,995	0.0	+0.4
Cimarron, 4 door (AT).....	<sup>4/</sup> 12,131	<sup>4/</sup> 12,501	16,071	16,486	0.0	+31.9
<b>Ford:</b>						
Escort GL 2 door HB (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	8,808	9,435	0.0	+35.7
LTD Crown Victoria, 4 door (RWD),.....	8,519	10,102	16,157	16,302	0.0	+61.4
<b>Chrysler:</b>						
Reliant, 4 door (RWD, R, AT).....	5,980	6,680	6,995	8,434	0.0	+26.3
Dodge 600, 4 door (RWD, AC) <sup>6/</sup> .....	6,672	7,502	10,659	11,619	0.0	+54.9
<b>Toyota:</b>						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	8,998	9,328	+1.1	+61.0
Cressida, 4 door.....	11,599	11,599	20,650	20,650	+2.0	+78.0
<b>Nissan (Datsun):</b>						
Sentra E, 2 door <sup>7/</sup> .....	5,369	5,369	7,299	7,299	0.0	+35.9
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	16,949	16,949	0.0	+63.3
<b>Honda:</b>						
Civic 1500, 2 door HB (R) <sup>8/</sup> .....	4,599	4,694	6,195	6,364	+2.7	+35.6
Accord DX, 4 door (R).....	7,645	7,950	11,455	11,624	+2.5	+46.2

<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> Civic 1500 replaced the Civic 1300.

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.