

THE U.S. AUTOMOBILE INDUSTRY MONTHLY REPORT ON SELECTED ECONOMIC INDICATORS

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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, November 1987-October 1989

(In thousands of units; thousands of employees)

Item	1988-89			1987-88	
	Sept. 1989	Oct. 1989	Nov. 1988- Oct. 1989	Oct. 1988	Nov. 1987- Oct. 1988
Retail sales of domestic production:					
Subcompact.....	97	87	1,342	100	1,292
Compact.....	126	132	1,988	146	1,712
Intermediate.....	222	174	2,761	215	2,850
Standard.....	103	82	1,071	71	995
Luxury.....	62	50	692	56	603
Total.....	610	524	7,853	588	7,452
Production:					
Subcompact.....	113	126	1,220	106	1,186
Compact.....	135	163	1,935	170	1,719
Intermediate.....	199	184	2,488	252	2,725
Standard.....	71	76	855	68	713
Luxury.....	58	73	787	70	700
Total.....	576	622	7,344	667	7,043
Inventory:					
Subcompact.....	244	263	1/	253	1/
Compact.....	267	288	1/	275	1/
Intermediate.....	631	680	1/	650	1/
Standard.....	177	191	1/	183	1/
Luxury.....	120	129	1/	125	1/
Total.....	1,439	1,550	1/	1,488	1/
Days' supply: 2/					
Subcompact.....	65	76	1/	66	1/
Compact.....	55	55	1/	49	1/
Intermediate.....	74	98	1/	79	1/
Standard.....	45	58	1/	67	1/
Luxury.....	50	65	1/	58	1/
Average.....	59	74	1/	66	1/
Employment: 3/					
Total employees.....	4/ 846	5/ 851	1/	6/ 859	1/
Production workers...	4/ 650	5/ 655	1/	6/ 671	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 August 1989, revised.

5/ Data are for September 1989.

6/ Data are for September 1988.

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, by principal sources and by specified periods, October 1987-September 1989 ^{1/}

Source	1988-89			1987-88	
	Aug. 1989	Sept. 1989	Oct. 1988-Sept. 1989	Sept. 1988	Oct. 1987-Sept. 1988
	Quantity (units)				
Japan.....	161,584	159,891	2,149,823	146,261	2,148,616
Canada.....	70,629	93,360	1,129,348	100,507	1,177,168
West Germany.....	14,684	12,106	237,168	23,208	283,285
Korea.....	9,741	9,423	318,420	47,759	460,043
Sweden.....	2,134	5,289	108,703	7,843	107,994
Mexico.....	9,481	5,763	151,684	13,086	148,016
Yugoslavia.....	0	0	5,826	36	38,025
United Kingdom...	1,638	1,994	29,342	1,598	34,846
Italy.....	1,165	525	8,795	115	6,666
France.....	77	119	7,406	1,028	16,656
Brazil.....	6,952	3,139	44,300	6,121	73,975
All other.....	887	1,661	25,154	1,235	18,800
Total.....	278,972	293,270	4,215,969	348,797	4,514,090
	Value (1,000 dollars)				
Japan.....	1,595,741	1,583,404	20,773,299	1,348,476	19,691,643
Canada.....	781,769	1,027,774	12,612,752	1,136,407	13,081,498
West Germany.....	333,157	314,568	5,603,976	541,917	6,886,977
Korea.....	63,756	64,181	1,875,756	264,067	2,457,120
Sweden.....	35,183	89,461	1,748,958	126,239	1,673,203
Mexico.....	77,124	51,300	1,317,068	111,584	1,268,066
Yugoslavia.....	0	0	14,798	108	100,883
United Kingdom...	58,301	65,470	960,735	53,930	986,324
Italy.....	31,647	12,316	246,142	4,489	156,293
France.....	881	1,315	87,971	11,854	178,174
Brazil.....	42,784	19,512	268,229	36,196	411,595
All other.....	12,787	25,661	390,597	18,302	295,733
Total.....	3,033,127	3,254,963	45,900,281	3,653,569	47,187,508

^{1/} 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, by principal sources and by specified periods, October 1987-September 1989 2/.

Source	1988-89			1987-88	
	Aug. 1989	Sept. 1989	Oct. 1988-Sept. 1989	Sept. 1988	Oct. 1987-Sept. 1988
	Quantity (units) <u>3/</u>				
Japan.....	34,234	25,165	472,641	28,927	567,353
Canada.....	24,527	36,576	403,483	26,798	268,120
Mexico.....	1,125	1,462	3,002	2	39
All other.....	64	104	516	1,181	2,745
Total.....	59,950	63,307	879,642	56,908	838,257
	Value (1,000 dollars)				
Japan.....	196,287	142,101	2,956,806	177,800	3,240,014
Canada.....	297,323	446,997	4,934,024	306,986	2,980,584
Mexico.....	13,768	18,142	40,345	1,301	7,515
All other.....	1,537	20,500	71,140	16,284	159,467
Total.....	508,915	627,740	8,002,315	502,372	6,387,580

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

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, October 1987-September 1989

Market	1988-89			1987-88	
	Aug. 1989	Sept. 1989	Oct. 1988- Sept. 1989	Sept. 1988	Oct. 1987- Sept. 1988
	Quantity (units)				
Canada.....	20,967	24,779	377,193	66,180	621,573
Japan.....	497	471	16,967	4,562	16,443
All other.....	7,712	5,519	142,802	7,156	116,116
Total.....	29,176	30,769	536,962	77,898	754,132
	Value (1,000 dollars)				
Canada.....	261,560	315,886	4,406,700	675,773	6,342,149
Japan.....	9,783	9,233	246,570	52,236	205,160
All other.....	85,749	67,293	1,830,090	89,054	1,493,296
Total.....	357,092	392,412	6,483,360	817,063	8,040,605

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, October 1987-September 1989 2/

Market	1988-89			1987-88	
	Aug. 1989	Sept. 1989	Oct. 1988-Sept. 1989	Sept. 1988	Oct. 1987-Sept. 1989
	Quantity (units) <u>3/</u>				
Canada.....	10,750	15,832	142,891	13,982	166,333
All other.....	292	736	21,452	1,397	27,581
Total.....	11,458	16,568	164,343	15,379	193,914
	Value (1,000 dollars)				
Canada.....	131,889	194,726	1,628,591	145,540	1,669,362
All other.....	11,821	10,389	272,456	14,569	344,338
Total.....	143,710	205,115	1,901,047	160,110	2,013,699

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, 1988 and 1989

Period	Sales of- Domestic automobiles 1/		Imported automobiles 2/		Total U.S. sales 1/ 2/		Ratio of import sales to total sales 1/ 2/	
	1989	1988	1989	1988	1989	1988	1989	1988
	Quantity (units)						--Percent--	
January....	509,760	531,225	208,856	229,459	718,616	760,684	29.1	30.2
February...	552,042	649,059	198,825	235,212	750,867	884,271	26.5	26.6
Jan.-Feb...	1,061,802	1,180,284	407,681	464,671	1,469,483	1,644,955	27.7	28.2
March.....	639,631	733,738	245,161	269,433	884,792	1,003,171	27.7	26.9
Jan.-Mar...	1,701,433	1,914,022	652,842	734,104	2,354,275	2,648,126	27.7	27.7
April.....	667,444	651,560	242,555	247,020	909,999	898,580	26.7	27.5
Jan.-Apr...	2,368,877	2,565,582	895,397	981,124	3,264,274	3,546,706	27.4	27.7
May.....	710,478	701,987	259,737	268,906	970,215	970,893	26.8	27.7
Jan.-May...	3,079,355	3,267,569	1,155,134	1,250,030	4,234,489	4,517,599	27.3	27.7
June.....	640,673	722,364	258,179	284,200	898,852	1,006,564	28.7	28.2
Jan.-June..	3,720,028	3,989,933	1,413,313	1,534,230	5,133,341	5,524,163	27.5	27.8
July.....	603,409	602,546	242,762	257,590	846,171	860,055	28.7	29.9
Jan.-July..	4,323,437	4,592,479	1,656,075	1,791,820	5,979,512	6,384,218	27.7	28.1
August.....	685,365	600,026	287,978	281,989	973,343	882,015	29.6	32.0
Jan.-Aug...	5,008,802	5,192,505	1,944,053	2,073,728	6,952,855	7,266,233	28.0	28.5
September..	609,742	576,535	249,300	248,727	859,042	825,262	27.7	30.1
Jan.-Sept..	5,618,544	5,769,040	2,193,353	2,322,455	7,811,897	8,091,495	27.9	28.7
October....	524,166	589,815	223,571	242,448	747,737	832,263	29.9	29.1
Jan.-Oct...	6,142,710	6,358,855	2,416,924	2,564,903	8,559,634	8,923,758	28.2	29.6

1/ Domestic automobile sales include U.S.-, Canadian- and Mexican-built automobiles sold in the United States.

2/ Does not include automobiles imported from Canada and Mexico.

Source: Automotive News.

Table 7.--New passenger automobiles: Price indexes, by specified periods, 1988 and 1989 1/

Item	1989			1988 and 1989		
	August 1989	Sept. 1989	Percent change	Sept. 1988	Sept. 1989	Percent change
Consumer Price Index:						
Unadjusted...	111.7	117.0	-0.6	116.8	117.0	+0.2
Seasonally adjusted...	118.5	118.0	-0.4	117.8	118.0	+0.2
Producer Price Index:						
Unadjusted...	112.1	111.5	-0.5	109.1	111.5	+2.2
Seasonally adjusted...	113.8	118.1	+3.8	115.7	118.1	+2.1

1/ Consumer price index, 1982-1984 = 100. Producer price index, 1982 = 100.

Source: U.S. Department of Labor.

Table 8.--New passenger automobiles: Retail price changes in the U.S. market during October 1989 1/

Country source/make	Retail price changes October 1989 (+ or -)
U.S. producers:	
General Motors (percent).....	+3.4
Ford (percent).....	+4.9
Chrysler (dollars).....	+750
Japanese producers:	
Toyota Motors (dollars).....	+178
Mazda (percent).....	+2.9
American Honda.....	<u>2/</u>
Acura Division.....	<u>2/</u>
Subaru.....	<u>2/</u>
European producers:	
Volkswagen (dollars).....	-860
BMW (dollars).....	-1,000
Audi (dollars).....	-2,296
Porsche.....	<u>2/</u>
Mercedes-Benz (dollars).....	+1,069
Korean producer:	
Hyundai (percent).....	+3.1

1/ Average retail price change for all models.

2/ No change.

Source: Automotive News, September 1989.

Table 9.--Sales and profits (loss) on major U.S. automobile manufacturers' operations, by specified periods, 1988 and 1989 1/

Item and firm	(In millions of dollars)			
	1989		1988	
	July- September	January- September	July- September	January- September
Sales:				
General Motors.....	28,793	95,568	28,221	91,211
Ford.....	20,242	72,001	20,381	68,534
Chrysler.....	6,937	25,031	7,064	23,378
Total.....	55,972	192,600	55,666	183,123
Profits:				
General Motors.....	517	3,524	859	3,458
Ford.....	477	3,521	856	4,142
Chrysler.....	331	1,023	113	617
Total.....	1,325	8,068	1,828	8,217

1/ Data are for world operations.

Source: Automotive News.

Table 10.--Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-November 1989 1/

Company, model, and options 2/	April 1, 1981		November 1, 1989		Percent change in optionally equipped model	
	Base model 3/	Option-ally equipped model 3/	Base model 3/	Option-ally equipped model 3/	Jan. 1989-Nov. 1989	Apr. 1981-Nov. 1989
General Motors:						
Cavalier, 2 door 4/	\$6,966	\$6,966	\$8,002	\$8,052	+9.2	+15.6
De Ville, 4 door	14,198	14,198	26,310	26,310	+3.4	+85.3
Ford:						
Escort Pony 2 door HB (RWD, TG).....	5,556	5,857	7,742	8,550	+11.6	+46.0
Tempo GL 4 door (RWD, AT, TG) 5/.....	6,421	6,953	10,063	10,888	+10.7	+56.6
LTD Crown Victoria, 4 door	8,519	10,102	17,767	17,937	+7.0	+77.6
Chrysler:						
Reliant America, 4 door (RWD, R, AT).....	5,980	6,680	8,049	9,549	+5.7	+42.9
Dynasty, 4 door (RWD, AC) 6/.....	6,672	7,502	12,800	14,475	+8.8	+92.9
Toyota:						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	9,488	11,100	+16.5	+91.6
Cressida, 4 door.....	11,599	11,599	21,498	21,498	0.0	+85.3
Nissan (Datsun):						
Sentra E, 2 door 7/.....	5,369	5,369	7,299	8,124	+1.6	+51.3
Stanza GXE, 4 door (AT) 7/.....	6,839	7,749	15,575	16,109	+11.0	+107.9
Maxima GXE, 4 door.....	10,379	10,379	17,959	18,584	+4.0	+71.1
Honda:						
Civic 1500, 2 door HB (R) 8/.....	4,599	4,694	6,635	6,866	+5.0	+46.3
Accord DX, 4 door (R).....	7,645	7,950	12,345	12,595	+2.7	+58.4

1/ Suggested retail prices do not include any dealer incentives, below-market financing or rebates.

2/ The following codes apply: RWD = rear window defroster; TG = tinted glass; HB = hatchback; AT = automatic transmission; AC = air conditioning; R = radio.

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/ Cavalier not sold until May 21, 1981.

5/ Tempo replaced the Fairmont Futura.

6/ Dynasty replaced the Diplomat.

7/ Sentra replaced the 210; Stanza replaced the 510.

8/ Civic 1500 replaced the Civic 1300.

Source: Compiled from data supplied by U.S. manufacturers, Japanese importers, and Automotive News.

Note: Some 1981-89 models have been discontinued; these models have been replaced by comparable models where possible.