

# 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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Washington, DC 20436**

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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, March 1989-February 1991  
 (In thousands of units; thousands of employees)

Item	1990-91			1989-90	
	Jan. 1991	Feb. 1991	Mar. 1990- Feb. 1991	Feb. 1990	Mar. 1989- Feb. 1990
Retail sales of domestic production:					
Subcompact.....	69	70	1,178	75	1,269
Compact.....	103	122	1,715	118	1,916
Intermediate.....	131	162	2,321	190	2,604
Standard.....	67	67	1,219	98	1,176
Luxury.....	47	51	688	51	664
Total.....	417	473	7,121	532	7,627
Production:					
Subcompact.....	66	61	958	69	1,116
Compact.....	125	113	1,878	128	1,789
Intermediate.....	148	141	2,222	178	2,174
Standard.....	85	48	1,482	60	808
Luxury.....	57	60	738	62	750
Total.....	450	422	7,278	497	6,636
Inventory					
Subcompact.....	237	225	1/	248	1/
Compact.....	354	336	1/	272	1/
Intermediate.....	450	427	1/	643	1/
Standard.....	230	219	1/	179	1/
Luxury.....	162	153	1/	121	1/
Total.....	1,433	1,360	1/	1,463	1/
Days' supply: 2/					
Subcompact.....	86	77	1/	79	1/
Compact.....	77	66	1/	55	1/
Intermediate.....	95	63	1/	81	1/
Standard.....	92	78	1/	44	1/
Luxury.....	101	72	1/	57	1/
Average.....	89	69	1/	70	1/
Employment: 3/					
Total employees.....	4/ 771	5/ 735	1/	6/ 720	1/
Production workers...	4/ 584	5/ 553	1/	6/ 530	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 1989, revised.

5/ Data are for January 1991.

6/ Data are for January 1990.

Source: Production and retail sales, 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, February 1989-January 1991 <sup>1/</sup>

Source	1990-91			1989-90	
	Dec. 1990	Jan. 1991	Feb. 1990- Jan. 1991	Jan. 1990	Feb. 1989- Jan. 1990
	Quantity (units)				
Japan.....	183,783	175,434	1,904,094	139,134	2,040,276
Canada.....	94,522	81,071	1,229,678	71,614	1,136,773
West Germany.....	14,166	11,647	235,936	20,997	217,087
Korea.....	24,989	21,794	210,390	12,879	241,431
Sweden.....	6,268	7,468	95,089	5,463	93,910
Mexico.....	18,877	19,976	228,630	7,332	135,253
Yugoslavia.....	1,000	0	2,646	15	2,356
United Kingdom...	3,291	1,261	26,275	2,257	29,843
Italy.....	565	743	11,151	637	9,455
France.....	250	256	2,155	77	3,921
Brazil.....	525	1,269	9,308	2,278	44,483
All other.....	6,185	4,136	49,556	2,066	27,347
Total.....	354,421	325,055	4,004,908	264,749	3,982,135
	Value (1,000 dollars)				
Japan.....	2,008,035	1,925,096	20,050,256	1,375,006	20,115,585
Canada.....	1,003,840	866,462	13,804,028	743,831	12,656,109
West Germany.....	413,577	316,513	5,651,796	491,407	5,040,956
Korea.....	137,922	121,907	1,167,652	74,526	1,422,397
Sweden.....	106,166	129,997	1,567,677	88,278	1,525,507
Mexico.....	191,105	196,670	2,288,814	71,486	1,198,336
Yugoslavia.....	2,270	0	7,738	58	7,033
United Kingdom...	110,929	46,376	873,885	61,161	942,122
Italy.....	30,168	17,505	292,629	19,198	269,062
France.....	3,031	2,949	26,661	906	47,035
Brazil.....	3,123	7,784	57,631	13,928	273,463
All other.....	68,844	49,384	635,537	32,747	429,287
Total.....	4,079,011	3,680,642	46,424,304	2,972,532	43,926,892

<sup>1/</sup> Data include imports into Puerto Rico; 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,  
 February 1989-January 1991 2/

Source	1990-91			1989-90	
	Dec. 1990	Jan. 1991	Feb. 1990- Jan. 1991	Jan. 1990	Feb. 1989- Jan. 1990
	Quantity (units) <u>3/</u>				
Japan.....	24,675	26,496	307,605	23,143	407,885
Canada.....	25,431	22,355	406,321	31,336	438,826
Mexico.....	701	251	17,188	1,629	9,791
All other.....	8	12	473	9	2,391
Total.....	50,815	49,115	731,588	56,117	860,627
	Value (1,000 dollars)				
Japan.....	146,176	155,564	1,752,169	133,501	2,467,172
Canada.....	339,560	317,837	5,400,423	402,260	5,640,613
Mexico.....	8,951	3,215	213,501	20,018	140,887
All other.....	1,000	3,963	54,195	2,582	202,215
Total.....	495,687	480,580	7,420,288	557,774	8,451,887

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

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 1989-January 1991

Market	1990-91			1989-90	
	Dec. 1990	Jan. 1991	Feb. 1990- Jan. 1991	Jan. 1990	Feb. 1989- Jan. 1990
	Quantity (units)				
Canada.....	13,673	44,129	519,981	26,661	555,743
Japan.....	3,052	2,573	33,685	2,659	22,780
All other.....	17,079	21,611	212,201	19,715	189,886
Total.....	33,804	68,313	765,867	49,035	768,409
	Value (1,000 dollars)				
Canada.....	151,692	554,738	6,089,234	314,971	6,033,202
Japan.....	57,893	47,662	586,752	47,705	356,398
All other.....	220,331	281,278	2,605,149	254,376	2,446,964
Total.....	429,917	883,679	9,281,135	617,052	8,836,564

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 <sup>1/</sup> and bodies and cab/chassis for lightweight  
 automobile trucks: U.S. exports of domestic merchandise, by principal markets and  
 by specified periods, February 1989-January 1991 <sup>2/</sup>

Market	1990-91			1989-90	
	Dec. 1990	Jan. 1991	Feb. 1990- Jan. 1991	Jan. 1990	Feb. 1989- Jan. 1990
	Quantity (units) <sup>3/</sup>				
Canada.....	3,652	10,856	113,207	4,500	134,602
All other.....	1,722	1,789	18,913	773	22,169
Total.....	5,374	12,645	132,115	5,273	156,771
	Value (1,000 dollars)				
Canada.....	41,092	142,098	1,362,627	57,355	1,607,266
All other.....	32,284	27,071	262,639	10,266	169,822
Total.....	73,376	169,169	1,625,266	67,621	1,777,088

<sup>1/</sup> Defined as not over 10,000 pounds gw.

<sup>2/</sup> Partially estimated.

<sup>3/</sup> 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, 1990 and 1991

Period	Sales of- Domestic automobiles 1/		Imported automobiles 2/		Total U.S. sales 1/ 2/		Ratio of import sale to total sales 1/ 2/	
	1991	1990	1991	1990	1991	1990	1991	1990
	Quantity (units)						--Percent--	
January...	416,644	544,655	137,814	198,813	554,458	743,468	24.9	26.7
February..	472,524	531,528	149,329	188,630	621,853	720,155	24.0	26.2
Jan.-Feb..	889,169	1,076,180	287,143	387,443	1,176,312	1,463,623	24.4	26.5

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.

Note: Because of rounding, figures may not add to the totals shown.

Table 7

New passenger automobiles: Price indexes, by specified periods, 1989 and 1990 1/

Item	1990			1989-90		
	Nov. 1990	Dec. 1990	Percent change	Dec. 1989	Dec. 1990	Percent change
Consumer Price Index:						
Unadjusted..	120.5	123.5	+2.5	121.8	123.5	+1.4
Seasonally adjusted..	121.2	122.0	+0.7	120.8	122.0	+1.0
Producer Price Index:						
Unadjusted..	120.8	124.1	+2.7	119.0	124.1	+4.3
Seasonally adjusted..	124.1	121.8	-1.9	117.4	121.8	+3.7

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  
 February 1991 <sup>1/</sup>

Country source/make	Retail price changes February 1991 (+ or -)
U.S. producers:	
General Motors.....	No change.
Ford.....	No change.
Chrysler.....	No change.
Japanese producers:	
Toyota Motors.....	No change.
Mazda.....	No change.
American Honda.....	No change.
Acura Division.....	No change.
Subaru.....	No change.
European producers:	
Volkswagen.....	No change.
BMW.....	No change.
Audi.....	No change.
Porsche.....	No change.
Mercedes-Benz.....	No change.
Korean producer:	
Hyundai.....	No change.

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

Source: Automotive News, February 1991.

Table 9 .

Manufacturers' suggested retail prices of selected U.S. and Japanese automobiles, April 1981-March 1991 1/

Company, model, and options <u>2/</u>	April 1, 1981		Oct. 1, 1990		Percent change in optionally equipped model	
	Base model <u>3/</u>	Option- ally equipped model <u>3/</u>	Base model <u>3/</u>	Option- ally equipped model <u>3/</u>	Jan. 1991- Mar. 1991	Apr. 1981- Mar. 1991
General Motors:						
Cavalier, 2 door..... <u>4/</u>	\$6,966	\$6,966	\$8,000	\$8,000	0.0	+14.8
De Ville, 4 door.....	14,198	14,198	29,935	29,935	0.0	+110.8
Ford:						
Escort Pony 2 door HB (RWD, TG).....	5,556	5,857	8,381	8,501	0.0	+45.1
Tempo GL 4 door (RWD, AT, TG) <u>5/</u> .....	6,421	6,953	10,178	11,041	0.0	+58.8
LTD Crown Victoria, 4 door .....	8,519	10,102	18,222	18,222	0.0	+80.4
Chrysler:						
Dynasty, 4 door (AC) <u>6/</u> .....	6,672	7,502	13,650	14,471	0.0	+92.9
Toyota:						
Corolla, Deluxe, 4 door (R).....	5,688	5,793	9,998	10,208	0.0	+76.1
Cressida, 4 door.....	11,599	11,599	22,198	22,198	0.0	+91.4
Nissan (Datsun):						
Sentra E, 2 door <u>7/</u> .....	5,369	5,369	7,999	7,999	0.0	+50.0
Stanza GXE, 4 door (AT) <u>7/</u> .....	6,839	7,749	15,225	16,025	0.0	+106.8
Maxima GXE, 4 door.....	10,379	10,379	18,459	19,084	0.0	+77.8
Honda:						
Civic 1500, 2 door HB (R) <u>8/</u> .....	4,599	4,694	6,895	7,226	+0.1	+53.9
Accord DX, 4 door (R).....	7,645	7,950	12,545	12,956	+0.9	+63.0

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 1981-91 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.