

U.S. Motor Vehicle Industry Domestic and International Trade Quick-Facts

Compiled by U.S. Commerce Dept, Office of Automotive Affairs, from Government & Industry Sources; October 21, 2004

New Car and Non-Commercial Light Truck Sales in the United States, Millions of Vehicles												
	1999	Share*	2000	Share*	2001	Share*	2002	Share*	2003	Share*	8 MO '04	Share*
Total Market	16.870	100.0%	17.332	100.0%	17.118	100.0%	16.808	100.0%	16.622	100%	11.355	100.0%
From NAFTA **	14.388	85.3%	14.475	83.5%	14.043	82.0%	13.522	80.4%	13.318	80.10%	9.107	80.2%
From All 'Imports':	2.482	14.7%	2.857	16.5%	3.075	18.0%	3.287	19.6%	3.303	19.90%	2.247	19.8%
-Germany	0.470	2.8%	0.506	2.9%	0.535	3.1%	0.562	3.3%	0.586	3.50%	0.408	3.6%
-Japan	1.451	8.6%	1.606	9.3%	1.638	9.6%	1.753	10.4%	1.719	10.30%	1.097	9.7%
-Korea	0.330	2.0%	0.473	2.7%	0.618	3.6%	0.650	3.9%	0.646	3.90%	0.522	4.6%

* = Computed on Unrounded Numbers ** NAFTA = Sales From All Plants in USA, Canada, Mexico. 'All Imports' = All Non-NAFTA

New Car and Non-Commercial Light Truck National Nameplate** Sales and Shares, Millions of Vehicles												
	1999	Share*	2000	Share*	2001	Share*	2002	Share*	2003	Share*	8 MO '04	Share*
American	11.528	68.3%	11.341	65.4%	10.806	62.3%	10.345	60.4%	9.999	60.2%	6.661	58.7%
German	0.747	4.4%	0.853	4.9%	0.882	5.1%	0.915	5.3%	0.913	5.5%	0.579	5.1%
Japanese	4.045	24.0%	4.431	25.6%	4.577	26.4%	4.706	27.5%	4.796	28.9%	3.477	30.6%
Korean	0.330	2.0%	0.473	2.7%	0.618	3.6%	0.650	3.8%	0.638	3.8%	0.464	4.1%
All Others	0.221	1.3%	0.234	1.3%	0.450	2.6%	0.251	1.5%	0.276	1.7%	0.173	1.5%

* = Computed on Unrounded Numbers ** = Traditional Affiliations (i.e., American = GM, Ford, Chrysler Group)

Total U.S. GDP** and PCE*** for New Cars and Light Trucks, Billions of Current Dollars												
	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg ****	2004	Chg ****
Total U.S. GDP	9,268.4	6.0%	9,817.0	5.9%	10,100.8	2.9%	10,480.8	3.8%	10,987.9	2.8%		
PCE- New Cars	98.4	11.9%	105.5	7.2%	105.9	0.4%	103.2	(2.5%)	102.4	3.0%		
PCE-New/UsedLT	153.8	14.4%	161.3	4.9%	184.0	14.1%	199.4	8.4%	212.5	6.6%		

* = From Previous Year ** = Gross Domestic Product *** = Personal Consumption Expenditures (i.e., Consumer Purchases) **** Last Quarter

U.S. Light Vehicle Production (Millions), Plant Capacity Use (PCU), SIC 3711 Tot. Employment (1000s)												
	1999	PCU	2000	PCU	2001	PCU	2002	PCU	2003	PCU	9 MOs/04	Chg *
Total Production	12.592	96.0%	12.381	94.6%	11.168	83.7%	11.995	89.9%	11.788		8.781	(0.8%)
-by the Big-3**	10.035	99.7%	9.655	96.3%	8.529	82.9%	9.185	90.7%	8.669		6.259	(4.0%)
-by Jpn Affiliates	2.429	85.5%	2.562	89.2%	2.440	85.8%	2.601	87.6%	2.869		2.350	10.0%
-by Grm Affiliates	0.129	61.3%	0.164	77.6%	0.199	77.6%	0.209	96.2%	0.25		0.172	(12.9%)
Avg. Ann. Employ.					278.7		265.4		267.5			

* = Production Volume Change from Same Previous Period; ** = Chrysler Group, Ford Motor Company, General Motors Corporation

Big-3's Worldwide Automotive Net Sales & Revenue; Net Income, Billions of Current Dollars												
	1998**	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *
Sales & Revenue	261.048	(5.6%)	291.180	11.5%	301.857	3.7%	283.019	(6.2%)	294.162	3.9%	294.273	0
-Net Income	5.583	(41.7%)	9.464	69.5%	6.503	(31.3%)	(7.322)	(212.6%)	(1.13)	(84.5%)	0.495	(143.7%)

* = Change from Same Previous Period; ** = 1998 and later is Ford, GM.

U.S. Trade Flows by All Shippers of Road Motor Vehicles,** Billions of Current Dollars												
	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	8 MOs/04	Chg *
World												
Exports	23.824	(2.6%)	24.669	3.5%	24.255	(1.7%)	27.809	14.7%	30.925	11.2%	21.585	8.8%
Imports	115.609	22.1%	126.790	9.7%	124.657	(1.7%)	132.407	6.2%	132.983	0.4%	92.673	8.2%
Balance	(91.785)	30.8%	(102.122)	11.3%	(100.402)	(1.7%)	(104.598)	4.2%	(102.058)	(2.4%)	(71.088)	8.1%
Canada												
Exports	14.951	7.8%	14.863	(0.6%)	13.260	(10.8%)	15.895	19.9%	17.715	11.4%	11.769	3.4%
Imports	46.367	23.6%	45.371	(2.1%)	40.879	(9.9%)	41.392	1.3%	40.878	(1.2%)	30.350	15.2%
Balance	(31.416)	32.8%	(30.508)	(2.9%)	(27.619)	(9.5%)	(25.496)	(7.7%)	(23.163)	(9.2%)	(18.582)	24.1%
Germany												
Exports	1.194	(11.3%)	1.213	1.6%	1.797	48.2%	2.811	56.4%	3.958	40.8%	2.568	(0.8%)
Imports	13.505	21.3%	14.676	8.7%	15.048	2.5%	17.813	18.4%	19.756	10.9%	13.436	9.6%
Balance	(12.312)	25.7%	(13.463)	9.4%	(13.250)	(1.6%)	(15.002)	13.2%	(15.798)	5.3%	(10.867)	12.4%
Japan												
Exports	0.824	(29.2%)	0.804	(2.5%)	0.609	(24.2%)	0.468	(23.3%)	0.474	1.5%	0.310	(1.1%)
Imports	29.848	18.0%	32.636	9.3%	31.513	(3.4%)	35.483	12.6%	32.641	(8.0%)	21.733	(0.2%)
Balance	(29.023)	20.3%	(31.833)	9.7%	(30.904)	(2.9%)	(35.015)	13.3%	(32.166)	(8.1%)	(21.423)	(0.2%)
Korea												
Exports	0.016	142.7%	0.030	91.7%	0.035	15.0%	0.093	165.2%	0.087	(6.2%)	0.038	(34.5%)
Imports	2.900	71.0%	4.859	67.6%	6.344	30.6%	6.802	7.2%	7.938	16.7%	6.341	27.1%
Balance	(2.884)	70.7%	(4.829)	67.4%	(6.309)	30.7%	(6.709)	6.3%	(7.851)	17.0%	(6.303)	27.8%
Mexico												
Exports	2.547	7.8%	3.798	49.1%	3.922	3.3%	3.931	0.2%	3.310	(15.8%)	2.537	23.9%
Imports	15.788	19.7%	21.002	33.0%	21.302	1.4%	20.903	(1.9%)	19.397	(7.2%)	12.508	(4.2%)
Balance	(13.241)	22.3%	(17.204)	29.9%	(17.379)	1.0%	(16.972)	(2.3%)	(16.087)	(5.2%)	(9.971)	(9.4%)

* = Change Computed on Unrounded Numbers; **General Imports," Excludes Vehicles Assembled in U.S. Foreign Trade Zones

U.S. Trade Flows by All Shippers of Road Motor Vehicles, Total Units												
	1998	Chg *	1999	Chg *	2001	Chg *	2001	Chg *	2003	Chg *	8 MOs/04	Chg *
World												
Exports	1,610,943	(7.2%)	1,526,924	(5.2%)	1,616,164	5.8%	1,594,707	(1.3%)	1,739,595	(1.4%)	1,205,256	8.0%
Imports	5,347,765	4.4%	6,500,387	21.6%	7,145,146	9.9%	6,888,948	(3.6%)	7,291,955	(4.9%)	4,745,077	5.8%
Canada												
Exports	851,217	(2.9%)	916,847	7.7%	932,927	1.8%	895,308	(4.0%)	1,001,936	(8.5%)	600,842	(0.8%)
Imports	2,209,675	1.0%	2,688,658	21.7%	2,638,879	(1.9%)	2,307,215	(12.6%)	2,351,610	(3.2%)	1,627,465	9.7%
Germany												
Exports	70,008	(5.7%)	59,880	(14.5%)	61,831	3.3%	79,445	28.5%	97,296	36.2%	85,206	(4.0%)
Imports	376,705	25.3%	460,101	22.1%	493,058	7.2%	498,703	1.1%	575,710	(2.3%)	359,884	2.2%
Japan												
Exports	63,300	(34.2%)	53,720	(15.1%)	44,556	(17.1%)	31,631	(29.0%)	24,620	0.4%	14,326	(15.1%)
Imports	1,498,671	4.9%	1,744,763	16.4%	1,865,022	6.9%	1,813,743	(2.7%)	2,067,190	(13.5%)	1,145,836	(4.1%)
Korea												
Exports	928	(82.7%)	1,379	48.6%	1,757	27.4%	2,107	19.9%	5,035	(11.9%)	2,196	(26.8%)
Imports	210,312	(5.5%)	375,512	78.5%	569,339	51.6%	633,999	11.4%	627,910	10.4%	544,306	25.6%
Mexico												
Exports	163,669	16.4%	175,526	7.2%	279,291	59.1%	283,000	1.3%	301,962	(11.0%)	186,223	9.1%
Imports	837,119	6.1%	938,436	12.1%	1,219,132	29.9%	1,206,576	(1.0%)	1,162,127	(4.0%)	629,083	(7.3%)

U.S. Trade Flows by All Shippers of Passenger Vehicles & Light Trucks, ** Billions of Current Dollars												
	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	8 MOs/04	Chg *
World												
Exports	20.606	(3.0%)	21.646	5.0%	21.748	0.5%	25.011	15.0%	27.375	9.5%	18.880	8.0%
Imports	108.521	21.0%	122.035	12.5%	121.005	(0.8%)	128.448	6.2%	128.765	0.2%	89.085	7.3%
Balance	(87.915)	28.4%	(100.389)	14.2%	(99.257)	(1.1%)	(103.437)	4.2%	(101.390)	(2.0%)	(70.206)	7.1%
Canada												
Exports	12.363	6.9%	12.648	2.3%	11.492	(9.1%)	13.781	19.9%	15.112	9.7%	9.747	1.3%
Imports	42.264	23.5%	42.246	(0.0%)	38.491	(8.9%)	39.136	1.7%	38.478	(1.7%)	28.492	14.9%
Balance	(29.901)	31.9%	(29.598)	(1.0%)	(26.999)	(8.8%)	(25.356)	(6.1%)	(23.366)	(7.8%)	(18.744)	23.5%
Germany												
Exports	1.175	(11.2%)	1.177	0.2%	1.771	50.4%	2.788	57.5%	3.940	41.3%	2.546	(1.2%)
Imports	13.459	21.5%	14.649	8.8%	15.004	2.4%	17.796	18.6%	19.711	10.8%	13.366	9.3%
Balance	(12.284)	25.9%	(13.471)	9.7%	(13.233)	(1.8%)	(15.008)	13.4%	(15.772)	5.1%	(10.820)	12.1%
Japan												
Exports	0.815	(29.1%)	0.797	(2.3%)	0.606	(24.0%)	0.461	(23.9%)	0.465	0.7%	0.305	(0.7%)
Imports	29.191	18.1%	32.092	9.9%	31.117	(3.0%)	35.045	12.6%	32.197	(8.1%)	21.273	(1.1%)
Balance	(28.375)	20.4%	(31.296)	10.3%	(30.511)	(2.5%)	(34.584)	13.3%	(31.733)	(8.2%)	(20.968)	(1.1%)
Korea												
Exports	0.016	256.8%	0.030	91.3%	0.033	10.1%	0.090	175.6%	0.083	(90.8%)	0.036	(35.8%)
Imports	2.879	69.7%	4.839	68.1%	6.344	31.1%	6.802	7.2%	7.937	16.7%	6.341	27.1%
Balance	(2.863)	69.3%	(4.810)	68.0%	(6.312)	31.2%	(6.712)	6.3%	(7.854)	33.1%	(6.305)	27.8%
Mexico												
Exports	2.387	8.0%	3.462	45.0%	3.758	8.6%	3.805	1.2%	3.190	(16.2%)	2.458	24.9%
Imports	13.816	11.2%	20.211	46.3%	20.727	2.6%	19.773	(4.6%)	18.261	(7.6%)	11.407	(8.1%)
Balance	(11.429)	11.9%	(16.748)	46.5%	(16.969)	1.3%	(15.967)	(5.9%)	(15.070)	(5.6%)	(8.949)	(14.3%)

* = Change Computed on Unrounded Numbers; ***General Imports, Excludes Vehicles Assembled in U.S. Foreign Trade Zones

U.S. Trade Flows by All Shippers of Passenger Vehicles & Light Trucks, Total Units												
	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	8 MOs/04	Chg *
World												
Exports	1,444,257	(4.5%)	1,522,616	5.4%	1,502,647	(1.3%)	1,645,513	9.5%	1,596,150	(3.0%)	1,125,557	8.8%
Imports	6,311,933	21.3%	7,027,659	11.3%	6,792,577	(3.3%)	7,201,003	6.0%	6,836,052	(5.1%)	4,663,557	5.3%
Canada												
Exports	862,012	7.7%	884,856	2.7%	851,665	(3.8%)	956,215	12.3%	862,362	(9.8%)	562,620	(0.9%)
Imports	2,607,778	21.6%	2,584,196	(0.9%)	2,266,584	(12.3%)	2,312,528	2.0%	2,233,990	(3.4%)	1,595,725	9.5%
Germany												
Exports	59,153	(14.6%)	57,309	(3.1%)	75,747	32.2%	95,112	25.6%	129,150	35.8%	82,870	(3.8%)
Imports	458,304	22.3%	492,205	7.4%	496,952	1.0%	574,842	15.7%	561,819	(2.3%)	358,290	2.0%
Japan												
Exports	53,144	(15.2%)	44,224	(16.8%)	31,445	(28.9%)	24,028	(23.6%)	24,254	0.9%	14,162	(14.4%)
Imports	1,711,079	17.1%	1,837,894	7.4%	1,791,645	(2.5%)	2,045,429	14.2%	1,765,591	(13.7%)	1,123,297	(4.8%)
Korea												
Exports	1,360	60.9%	1,687	24.0%	1,991	18.0%	4,731	137.6%	4,100	(13.3%)	1,845	(33.8%)
Imports	374,541	78.1%	568,356	51.7%	633,993	11.5%	627,905	(1.0%)	692,899	10.4%	544,306	25.6%
Mexico												
Exports	170,379	13.8%	268,858	57.8%	276,647	2.9%	295,123	6.7%	262,968	(10.9%)	182,715	9.8%
Imports	871,801	8.8%	1,188,692	36.3%	1,177,745	(0.9%)	1,135,164	(3.6%)	970,816	(14.5%)	606,521	(8.6%)

U.S. Trade Flows by All Shippers of Medium & Heavy Trucks and Tractors,** Billions of Current Dollars												
	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	8 MOs/04	Chg *
World												
Exports	2.489	3.9%	2.247	(9.7%)	1.726	(23.2%)	2.002	16.0%	2.639	31.8%	2.050	17.5%
Imports	5.298	57.0%	3.600	(32.1%)	2.520	(30.0%)	3.169	25.8%	3.284	3.6%	2.882	42.2%
Balance	(2.809)	187.1%	(1.353)	(51.8%)	(0.794)	(41.3%)	(1.166)	46.9%	(0.645)	(44.7%)	(0.831)	195.2%
Canada												
Exports	2.047	17.0%	1.701	(16.9%)	1.311	(22.9%)	1.657	26.4%	2.029	22.4%	1.578	16.6%
Imports	3.099	31.4%	2.357	(23.9%)	1.606	(31.8%)	1.673	4.2%	1.721	2.9%	1.323	17.5%
Balance	(1.052)	72.7%	(0.656)	(37.6%)	(0.295)	(55.0%)	(0.016)	(94.6%)	0.308	(2028.8%)	0.255	11.9%
Germany												
Exports	0.008	(13.0%)	0.005	(32.9%)	0.008	57.4%	0.007	(13.5%)	0.002	(71.8%)	0.003	184.7%
Imports	0.000	229.5%	0.000	(47.5%)	0.000	1.0%	0.000	(24.5%)	0.000	(71.7%)	0.000	1387.1%
Balance	0.007	(16.3%)	0.005	(32.1%)	0.008	59.7%	0.007	(13.2%)	0.002	(71.8%)	0.003	162.2%
Japan												
Exports	0.001	148.3%	0.002	22.6%	0.001	(36.1%)	0.000	(59.4%)	0.004	878.6%	0.001	(72.5%)
Imports	0.645	14.7%	0.531	(17.7%)	0.395	(25.6%)	0.435	10.0%	0.443	1.8%	0.456	71.3%
Balance	(0.644)	14.6%	(0.529)	(17.8%)	(0.394)	(25.5%)	(0.435)	10.2%	(0.439)	0.9%	(0.456)	72.6%
Korea												
Exports	0.000	(97.5%)	0.000	712.4%	0.002	356.8%	0.001	(62.8%)	0.002	179.6%	0.001	(44%)
Imports	0.021	0.0%	0.020	(5.0%)	0.000	(100.0%)	0.000	0.0%	0.001		0.000	(100.0%)
Balance	(0.021)	(1165.8%)	(0.019)	(6.7%)	0.002	(109.4%)	0.001	(68.4%)	0.001	21.5%	0.001	112270%
Mexico												
Exports	0.102	21.1%	0.246	141.3%	0.125	(49.1%)	0.074	(40.9%)	0.091	22.5%	0.056	(1.3%)
Imports	1.478	270.4%	0.662	(55.2%)	0.491	(25.7%)	1.037	111.1%	1.118	7.8%	1.101	74.1%
Balance	(1.376)	337.0%	(0.416)	(69.8%)	(0.366)	(11.9%)	(0.963)	163.1%	(1.028)	6.7%	(1.045)	81.5%

* = Change Computed on Unrounded Numbers; ***General Imports," Excludes Vehicles Assembled in U.S. Foreign Trade Zones

U.S. Trade Flows by All Shippers of Medium & Heavy Trucks and Tractors, Total Units												
	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	8 MOs/04	Chg *
World												
Exports	59,019	(7.0%)	54,671	(7.4%)	49,905	(8.7%)	53,836	7.9%	64,130	19.1%	43,464	(1.5%)
Imports	129,311	39.2%	100,958	(21.9%)	80,808	(20.0%)	80,103	(0.9%)	83,698	4.5%	71,791	43.0%
Canada												
Exports	42,358	9.2%	35,784	(15.5%)	32,911	(8.0%)	37,150	12.9%	42,124	13.4%	29,853	2.3%
Imports	55,688	33.7%	43,974	(21.0%)	30,027	(31.7%)	31,018	3.3%	32,100	3.5%	25,068	19.4%
Germany												
Exports	335	0.6%	266	(20.6%)	581	118.4%	204	(64.9%)	58	(71.6%)	88	109.5%
Imports	55	(31%)	17	(69.1%)	17	0.0%	7	(58.8%)	4	(42.9%)	58	2800.0%
Japan												
Exports	91	111.6%	60	(34.1%)	34	(43.3%)	35	2.9%	73	108.6%	14	(56.3%)
Imports	33,630	(8.5%)	27,033	(19.6%)	22,063	(18.4%)	21,747	(1.4%)	22,979	5.7%	22,397	62.0%
Korea												
Exports	1	(97.8%)	24	2300.0%	58	142%	46	(20.7%)	59	28.3%	16	0.0%
Imports	960	0.0%	966	0.6%	0	(100.0%)	5	500.0%	59	1080.0%	0	0.0%
Mexico												
Exports	2,269	(13.8%)	5,574	145.7%	3,506	(37.1%)	3,014	(14.0%)	3,197	6.1%	1,700	(26.9%)
Imports	37,146	218.7%	27,843	(25.0%)	27,786	(0.2%)	26,502	(4.6%)	27,963	5.5%	33,559	122.3%

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