

# 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; December 31, 2003

New Car and Non-Commercial Light Truck Sales in the United States, Millions of Vehicles												
	1998	Share*	1999	Share*	2000	Share*	2001	Share*	2002	Share*	11 MO '03	Share*
Total Market	15.511	100.0%	16.870	100.0%	17.332	100.0%	17.118	100.0%	16.808	100.0%	15.198	100.0%
From NAFTA **	13.485	86.9%	14.388	85.3%	14.475	83.5%	14.043	82.0%	13.522	80.4%	12.162	80.0%
From All 'Imports':	2.026	13.1%	2.482	14.7%	2.857	16.5%	3.075	18.0%	3.287	19.6%	3.035	20.0%
-Germany	0.368	2.4%	0.470	2.8%	0.506	2.9%	0.535	3.1%	0.562	3.3%	0.533	3.5%
-Japan	1.292	8.3%	1.451	8.6%	1.606	9.3%	1.638	9.6%	1.753	10.4%	1.592	10.5%
-Korea	0.180	1.2%	0.330	2.0%	0.473	2.7%	0.618	3.6%	0.650	3.9%	0.589	3.9%

\* = 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												
	1998	Share*	1999	Share*	2000	Share*	2001	Share*	2002	Share*	11 MO '03	Share*
American	10.863	70.0%	11.528	68.3%	11.341	65.4%	10.806	63.1%	10.345	61.5%	9.110	59.9%
German	0.586	3.8%	0.747	4.4%	0.853	4.9%	0.882	5.2%	0.915	5.4%	0.836	5.5%
Japanese	3.710	23.9%	4.045	24.0%	4.431	25.6%	4.577	26.7%	4.706	28.0%	4.414	29.0%
Korean	0.175	1.1%	0.330	2.0%	0.473	2.7%	0.618	3.6%	0.650	3.9%	0.584	3.8%
All Others	0.176	1.1%	0.221	1.3%	0.234	1.3%	0.235	1.4%	0.251	1.5%	0.253	1.7%

\* = 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												
	1998	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	Q2 2003	Chg ****
Total U.S. GDP	8,781.5	5.6%	9,274.3	5.6%	9,824.6	5.9%	10,082.2	2.6%	10,446.2	3.6%	10,777.3	0.8%
PCE- New Cars	87.9	6.5%	98.4	11.9%	105.5	7.2%	105.9	0.4%	103.2	(2.5%)	102.4	3.0%
PCE- New Lt.Trucks	86.8	18.7%	97.8	12.7%	102.6	4.9%	121.8	18.7%	137.8	13.1%	157.3	17.7%

\* = 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)												
	1998	PCU	1999	PCU	2000	PCU	2001	PCU	2002	PCU	11 MOs/03	Chg *
Total Production	11.601	88.1%	12.592	96.0%	12.381	94.8%	11.168	94.8%	11.995		10.913	(2.8%)
-by the Big-3**	9.095	89.0%	10.035	99.7%	9.655	96.5%	8.529	96.5%	9.185		8.019	(6.7%)
-by Jpn Affiliates	2.382	85.1%	2.429	85.5%	2.562	90.1%	2.440	90.1%	2.601		2.657	9.1%
-by Grm Affiliates	0.124	84.5%	0.129	61.3%	0.164	77.6%	0.199	77.6%	0.209		0.236	19.7%
Avg. Ann. Employ.	345.0		352.9		350.6		333.0		331.1			

\* = 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												
	1997	Chg *	1998**	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *
Sales & Revenue	333.585	3.8%	261.048	(5.6%)	291.180	11.5%	301.857	3.7%	283.019	(6.2%)	294.162	3.9%
-Net Income	12.388	45.4%	5.583	(41.7%)	9.454	69.3%	6.463	(31.6%)	(7.434)	(215.0%)		

\* = Change from Same Previous Period; \*\* = 1998 and later is Ford, GM. '98 change compared with '97 Ford, GM

U.S. Trade Flows by All Shippers of Road Motor Vehicles,** Billions of Current Dollars												
	1998	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	10 MOs/03	Chg *
World												
Exports	24.462	(4.4%)	23.824	(2.6%)	24.669	3.5%	24.255	(1.7%)	27.809	14.7%	25.549	12.4%
Imports	94.650	8.0%	115.609	22.1%	126.790	9.7%	124.657	(1.7%)	132.407	6.2%	108.501	0.5%
Balance	(70.188)	13.1%	(91.785)	30.8%	(102.122)	11.3%	(100.402)	(1.7%)	(104.598)	4.2%	(82.952)	(2.7%)
Canada												
Exports	13.867	(3.7%)	14.951	7.8%	14.863	(0.6%)	13.260	(10.8%)	15.895	19.9%	14.543	12.7%
Imports	37.518	4.7%	46.367	23.6%	45.371	(2.1%)	40.879	(9.9%)	41.392	1.3%	33.826	(3.1%)
Balance	(23.651)	10.4%	(31.416)	32.8%	(30.508)	(2.9%)	(27.619)	(9.5%)	(25.496)	(7.7%)	(19.283)	(12.4%)
Germany												
Exports	1.345	13.6%	1.194	(11.3%)	1.213	1.6%	1.797	48.2%	2.811	56.4%	3.358	45.0%
Imports	11.138	23.2%	13.505	21.3%	14.676	8.7%	15.048	2.5%	17.813	18.4%	15.518	12.1%
Balance	(9.793)	24.7%	(12.312)	25.7%	(13.463)	9.4%	(13.250)	(1.6%)	(15.002)	13.2%	(12.160)	5.5%
Japan												
Exports	1.165	(28.2%)	0.824	(29.2%)	0.804	(2.5%)	0.609	(24.2%)	0.468	(23.3%)	0.393	(3.3%)
Imports	25.294	7.0%	29.848	18.0%	32.636	9.3%	31.513	(3.4%)	35.483	12.6%	26.848	(5.1%)
Balance	(24.129)	9.6%	(29.023)	20.3%	(31.833)	9.7%	(30.904)	(2.9%)	(35.015)	13.3%	(26.455)	(5.1%)
Korea												
Exports	0.007	(92.9%)	0.016	142.7%	0.030	91.7%	0.035	15.0%	0.093	165.2%	0.070	12.0%
Imports	1.696	(10.9%)	2.900	71.0%	4.859	67.6%	6.344	30.6%	6.802	7.2%	6.177	15.9%
Balance	(1.690)	(6.8%)	(2.884)	70.7%	(4.829)	67.4%	(6.309)	30.7%	(6.709)	6.3%	(6.107)	15.9%
Mexico												
Exports	2.363	19.4%	2.547	7.8%	3.798	49.1%	3.922	3.3%	3.931	0.2%	2.716	(16.6%)
Imports	13.190	8.9%	15.788	19.7%	21.002	33.0%	21.302	1.4%	20.903	(1.9%)	16.370	(7.4%)
Balance	(10.827)	6.9%	(13.241)	22.3%	(17.204)	29.9%	(17.379)	1.0%	(16.972)	(2.3%)	(13.654)	(5.3%)

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

<b>U.S. Trade Flows by All Shippers of Road Motor Vehicles, Total Units</b>												
	1998	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	10 MOs/03	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	9.1%	1,423,741	(1.1%)
Imports	5,347,765	4.4%	6,500,387	21.6%	7,145,146	9.9%	6,888,948	(3.6%)	7,291,955	5.9%	5,678,576	(4.8%)
Canada												
Exports	851,217	(2.9%)	916,847	7.7%	932,927	1.8%	895,308	(4.0%)	1,001,936	11.9%	761,617	(8.6%)
Imports	2,209,675	1.0%	2,688,658	21.7%	2,638,879	(1.9%)	2,307,215	(12.6%)	2,351,610	1.9%	1,894,465	(3.5%)
Germany												
Exports	70,008	(5.7%)	59,880	(14.5%)	61,831	3.3%	79,445	28.5%	97,296	22.5%	113,273	40.9%
Imports	376,705	25.3%	460,101	22.1%	493,058	7.2%	498,703	1.1%	575,710	15.4%	446,763	(1.1%)
Japan												
Exports	63,300	(34.2%)	53,720	(15.1%)	44,556	(17.1%)	31,631	(29.0%)	24,620	(22.2%)	20,806	0.4%
Imports	1,498,671	4.9%	1,744,763	16.4%	1,865,022	6.9%	1,813,743	(2.7%)	2,067,190	14.0%	1,472,104	(10.7%)
Korea												
Exports	928	(82.7%)	1,379	48.6%	1,757	27.4%	2,107	19.9%	5,035	139.0%	3,595	10.4%
Imports	210,312	(5.5%)	375,512	78.5%	569,339	51.6%	633,999	11.4%	627,910	(1.0%)	538,575	8.4%
Mexico												
Exports	163,669	16.4%	175,526	7.2%	279,291	59.1%	283,000	1.3%	301,962	6.7%	221,810	(10.6%)
Imports	837,119	6.1%	938,436	12.1%	1,219,132	29.9%	1,206,576	(1.0%)	1,162,127	(3.7%)	847,298	(14.6%)

<b>U.S. Trade Flows by All Shippers of Passenger Vehicles &amp; Light Trucks,** Billions of Current Dollars</b>												
	1998	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	10 MOs/03	Chg *
World												
Exports	21.246	(5.7%)	20.606	(3.0%)	21.646	5.0%	21.748	0.5%	25.011	15.0%	22.560	10.5%
Imports	89.708	7.0%	108.521	21.0%	122.035	12.5%	121.005	(0.8%)	128.448	6.2%	105.098	0.4%
Balance	(68.463)	11.7%	(87.915)	28.4%	(100.389)	14.2%	(99.257)	(1.1%)	(103.437)	4.2%	(82.538)	(2.0%)
Canada												
Exports	11.569	(5.9%)	12.363	6.9%	12.648	2.3%	11.492	(9.1%)	13.781	19.9%	12.330	10.8%
Imports	34.235	3.4%	42.264	23.5%	42.246	(0.0%)	38.491	(8.9%)	39.136	1.7%	31.853	(3.6%)
Balance	(22.666)	8.8%	(29.901)	31.9%	(29.598)	(1.0%)	(26.999)	(8.8%)	(25.356)	(6.1%)	(19.524)	(10.9%)
Germany												
Exports	1.322	13.7%	1.175	(11.2%)	1.177	0.2%	1.771	50.4%	2.788	57.5%	3.343	45.6%
Imports	11.081	22.8%	13.459	21.5%	14.649	8.8%	15.004	2.4%	17.796	18.6%	15.477	11.9%
Balance	(9.758)	24.1%	(12.284)	25.9%	(13.471)	9.7%	(13.233)	(1.8%)	(15.008)	13.4%	(12.134)	5.2%
Japan												
Exports	1.150	(28.5%)	0.815	(29.1%)	0.797	(2.3%)	0.606	(24.0%)	0.461	(23.9%)	0.385	(4.1%)
Imports	24.726	6.3%	29.191	18.1%	32.092	9.9%	31.117	(3.0%)	35.045	12.6%	26.511	(5.0%)
Balance	(23.575)	8.9%	(28.375)	20.4%	(31.296)	10.3%	(30.511)	(2.5%)	(34.584)	13.3%	(26.126)	(5.0%)
Korea												
Exports	0.004	(95.2%)	0.016	256.8%	0.030	91.3%	0.033	10.1%	0.090	175.6%	0.066	10.7%
Imports	1.696	(10.9%)	2.879	69.7%	4.839	68.1%	6.344	31.1%	6.802	7.2%	6.175	15.9%
Balance	(1.692)	(6.7%)	(2.863)	69.3%	(4.810)	68.0%	(6.312)	31.2%	(6.712)	6.3%	(6.109)	15.9%
Mexico												
Exports	2.211	15.7%	2.387	8.0%	3.462	45.0%	3.758	8.6%	3.805	1.2%	2.619	(17.4%)
Imports	12.420	7.3%	13.816	11.2%	20.211	46.3%	20.727	2.6%	19.773	(4.6%)	15.460	(7.6%)
Balance	(10.209)	5.6%	(11.429)	11.9%	(16.748)	46.5%	(16.969)	1.3%	(15.967)	(5.9%)	(12.841)	(5.3%)

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

<b>U.S. Trade Flows by All Shippers of Passenger Vehicles &amp; Light Trucks, Total Units</b>												
	1998	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	10 MOs/03	Chg *
World												
Exports	1,512,748	(7.9%)	1,444,257	(4.5%)	1,522,616	5.4%	1,502,647	(1.3%)	1,645,513	9.5%	1,322,985	(3.0%)
Imports	5,202,733	3.7%	6,311,933	21.3%	7,027,659	11.3%	6,792,577	(3.3%)	7,201,003	6.0%	5,600,998	(4.9%)
Canada												
Exports	800,538	(3.5%)	862,012	7.7%	884,856	2.7%	851,665	(3.8%)	956,215	12.3%	715,424	(10.1%)
Imports	2,144,533	0.5%	2,607,778	21.6%	2,584,196	(0.9%)	2,266,584	(12.3%)	2,312,528	2.0%	1,860,156	(4.8%)
Germany												
Exports	69,279	(5.5%)	59,153	(14.6%)	57,309	(3.1%)	75,747	32.2%	95,112	25.6%	110,308	40.3%
Imports	374,856	24.7%	458,304	22.3%	492,205	7.4%	496,952	1.0%	574,842	15.7%	445,903	(1.1%)
Japan												
Exports	62,647	(34.4%)	53,144	(15.2%)	44,224	(16.8%)	31,445	(28.9%)	24,028	(23.6%)	20,407	0.0%
Imports	1,461,631	3.8%	1,711,079	17.1%	1,837,894	7.4%	1,791,645	(2.5%)	2,045,429	14.2%	1,454,641	(10.8%)
Korea												
Exports	845	(84.1%)	1,360	60.9%	1,687	24.0%	1,991	18.0%	4,731	137.6%	3,329	10.1%
Imports	210,312	(5.5%)	374,541	78.1%	568,356	51.7%	633,993	11.5%	627,905	(1.0%)	538,524	8.4%
Mexico												
Exports	149,730	9.1%	170,379	13.8%	268,858	57.8%	276,647	2.9%	295,123	6.7%	216,902	(10.7%)
Imports	801,189	5.5%	871,801	8.8%	1,188,692	36.3%	1,177,745	(0.9%)	1,135,164	(3.6%)	824,415	(15.0%)

**U.S. Trade Flows by All Shippers of Medium & Heavy Trucks and Tractors,\*\* Billions of Current Dollars**

	1998	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	10 MOs/03	Chg *
World												
Exports	2.395	2.5%	2.489	3.9%	2.247	(9.7%)	1.726	(23.2%)	2.002	16.0%	2.217	34.9%
Imports	3.374	32.9%	5.298	57.0%	3.600	(32.1%)	2.520	(30.0%)	3.169	25.8%	2.647	1.3%
Balance	(0.979)	383.8%	(2.809)	187.1%	(1.353)	(51.8%)	(0.794)	(41.3%)	(1.166)	46.9%	(0.430)	(55.7%)
Canada												
Exports	1.749	8.7%	2.047	17.0%	1.701	(16.9%)	1.311	(22.9%)	1.657	26.4%	1.720	24.5%
Imports	2.358	25.8%	3.099	31.4%	2.357	(23.9%)	1.606	(31.8%)	1.673	4.2%	1.417	4.4%
Balance	(0.609)	129.3%	(1.052)	72.7%	(0.656)	(37.6%)	(0.295)	(55.0%)	(0.016)	(94.6%)	0.303	1132.6%
Germany												
Exports	0.009	(22.4%)	0.008	(13.0%)	0.005	(32.9%)	0.008	57.4%	0.007	(13.5%)	0.002	(75.0%)
Imports	0.000	25.9%	0.000	229.5%	0.000	(47.5%)	0.000	1.0%	0.000	(24.5%)	0.000	(84.8%)
Balance	0.009	(22.8%)	0.007	(16.3%)	0.005	(32.1%)	0.008	59.7%	0.007	(13.2%)	0.002	(74.8%)
Japan												
Exports	0.001	(68.1%)	0.001	148.3%	0.002	22.6%	0.001	(36.1%)	0.000	(59.4%)	0.004	757.9%
Imports	0.563	53.3%	0.645	14.7%	0.531	(17.7%)	0.395	(25.6%)	0.435	10.0%	0.337	(8.8%)
Balance	(0.562)	53.9%	(0.644)	14.6%	(0.529)	(17.8%)	(0.394)	(25.5%)	(0.435)	10.2%	(0.333)	(9.7%)
Korea												
Exports	0.002	368.2%	0.000	(97.5%)	0.000	712.4%	0.002	356.8%	0.001	(62.8%)	0.002	203%
Imports	0.000	0.0%	0.021	0.0%	0.020	(5.0%)	0.000	(100.0%)	0.000		0.001	
Balance	0.002	368.2%	(0.021)	(1165.8%)	(0.019)	(6.7%)	0.002	(109.4%)	0.001	(68.4%)	0.001	6%
Mexico												
Exports	0.084	91.2%	0.102	21.1%	0.246	141.3%	0.125	(49.1%)	0.074	(40.9%)	0.073	61.8%
Imports	0.399	61.6%	1.478	270.4%	0.662	(55.2%)	0.491	(25.7%)	1.037	111.1%	0.892	3.1%
Balance	(0.315)	55.2%	(1.376)	337.0%	(0.416)	(69.8%)	(0.366)	(11.9%)	(0.963)	163.1%	(0.819)	(0.1%)

\* = 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**

	1998	Chg *	1999	Chg *	2000	Chg *	2001	Chg *	2002	Chg *	10 MOs/03	Chg *
World												
Exports	63,458	(6.3%)	59,019	(7.0%)	54,671	(7.4%)	49,905	(8.7%)	53,836	7.9%	54,759	25.8%
Imports	92,873	38.0%	129,311	39.2%	100,958	(21.9%)	80,808	(20.0%)	80,103	(0.9%)	67,352	0.7%
Canada												
Exports	38,789	12.2%	42,358	9.2%	35,784	(15.5%)	32,911	(8.0%)	37,150	12.9%	36,302	19.6%
Imports	41,643	31.9%	55,688	33.7%	43,974	(21.0%)	30,027	(31.7%)	31,018	3.3%	26,439	5.3%
Germany												
Exports	333	(28.1%)	335	0.6%	266	(20.6%)	581	118.4%	204	(64.9%)	51	(74.6%)
Imports	80	1500%	55	(31.3%)	17	(69.1%)	17	0.0%	7	(58.8%)	3	(57.1%)
Japan												
Exports	43	(46.3%)	91	111.6%	60	(34.1%)	34	(43.3%)	35	2.9%	52	62.5%
Imports	36,743	77.3%	33,630	(8.5%)	27,033	(19.6%)	22,063	(18.4%)	21,747	(1.4%)	17,460	(5.4%)
Korea												
Exports	46	411.1%	1	(97.8%)	24	2300%	58	141.7%	46	(20.7%)	52	44.4%
Imports	0	0.0%	960	0.0%	966	0.6%	0	(100.0%)	5		51	
Mexico												
Exports	2,633	123.9%	2,269	(13.8%)	5,574	145.7%	3,506	(37.1%)	3,014	(14.0%)	2,721	29.3%
Imports	11,657	(12.0%)	37,146	218.7%	27,843	(25.0%)	27,786	(0.2%)	26,502	(4.6%)	22,806	1.3%

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