

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

Compiled by U.S. Commerce Dept, Office of Aerospace and Automotive Industries, from Government & Industry Sources; 2008

New Car and Non-Commercial Light Truck Sales in the United States, Millions of Vehicles

	2003	Share*	2004	Share*	2005	Share*	2006	Share*	12 MOs/2007	Share*	12 MOs/2008	Share*
Total Market	16.630	100.0%	16.848	100.0%	16.921	100.0%	16.477	100.0%	16.068	100.0%	13.176	100.0%
From NAFTA **	13.326	80.1%	13.469	79.9%	13.357	80.0%	12.811	77.8%	12.334	76.8%	9.845	74.7%
From All 'Imports':	3.303	19.9%	3.379	20.1%	3.384	20.0%	3.666	22.2%	3.734	23.2%	3.331	25.3%
-Germany	0.586	3.5%	0.629	3.7%	0.602	3.6%	0.591	3.6%	0.620	3.9%	0.569	4.3%
-Japan	1.719	10.3%	1.632	9.7%	1.700	10.0%	2.093	12.7%	2.177	13.5%	1.948	14.8%
-Korea	0.646	3.9%	0.783	4.6%	0.783	4.6%	0.664	4.0%	0.644	4.0%	0.563	4.3%

* = 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

	2003	Share*	2004	Share*	2005	Share*	2006	Share*	12 MOs/2007	Share*	12 MOs/2008	Share*
American	10.001	60.1%	9.864	58.5%	9.609	56.8%	8.816	53.5%	8.181	50.9%	6.240	47.4%
German	0.913	5.5%	0.883	5.2%	0.870	5.1%	0.092	5.6%	0.948	5.9%	0.886	6.7%
Japanese	4.802	28.9%	5.154	30.6%	5.472	32.0%	5.769	35.0%	5.962	37.1%	5.236	39.7%
Korean	0.638	3.8%	0.689	4.1%	0.731	4.3%	0.750	4.6%	0.772	4.8%	0.675	5.1%
All Others	0.276	1.7%	0.259	1.5%	0.239	1.4%	0.221	1.3%	0.204	1.3%	0.139	1.1%

* = 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

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	Q2 2007	Chg *	Q2 2008	Chg *
Total U.S. GDP	10,960.8	4.9%	11,685.9	6.6%	12,433.9	6.4%	13,194.7	6.1%	13,755.9	4.3%	13,755.9	0.0%
PCE- New Cars	97.2	(4.4%)	97.7	0.5%	104.0	6.4%	107.1	3.0%	107.4	0.3%	107.4	0.0%
PCE- New Lt.Trucks	160.8	8.6%	161.7	0.6%	152.8	(5.5%)	134.1	(12.2%)	140.6	4.8%	140.6	0.0%

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

U.S. Light Vehicle Production (Millions), Plant Capacity Use (PCU), NAIC 2261 Tot. Employment (1000s)

	2003	PCU	2004	PCU	2005	PCU	2006	Chg *	2007	Chg *	12 Mos/08	Chg *
Total Production	11.788	86.70%	11.567	86.600	11.496	86.700	10.783	(6.4%)	10.457	(2.8%)	8,449,402	(19.2%)
-by the Big-3**	8.669	86.00%	8.201	84.800	7.638	84.800	6.837	(10.4%)	6.390	(6.6%)	4,841,645	(24.2%)
-by Jpn Affiliates	2.869	87.00%	3.148	92.900	3.547	92.900	3.431	(3.3%)	3.492	1.8%	3,043,894	(12.8%)
-by Grm Affiliates	0.25	96.60%	0.218	66.900	0.220	66.900	0.278	15.4%	0.324	27.3%	326,821	(0.1%)
-by Korean Affiliates	0.000		0.000		0.091	NA	0.237	160.2%	0.251	5.5%	237,042	(5.4%)
Avg. Ann. Employ.	264.6		255.9		249.7		242.5		0		0	

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

Big-2's Worldwide Automotive Net Sales & Revenue; Net Income, Billions of Current Dollars

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	2007 Half	Chg *	2007 Half	Chg *
Sales & Revenue	294.273	0.0%	283.019	(3.8%)	294.162	3.9%	367.449	29.8%	91.001	(69.1%)	91.001	(75.2%)
-Net Income	0.495	(143.8%)	(7.434)	(1601.8%)	(8.393)	12.9%	(14.726)	98.1%	1.283		1.283	

* = 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

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	2007	Chg *	12 MOs/08	Chg *
World												
Exports	30.388	10.9%	33.973	11.8%	40.939	18.4%	46.307	13.1%	56.596	22.2%	60.206	6.4%
Imports	132.124	0.5%	140.828	6.6%	142.946	0.8%	156.173	9.3%	154.104	(1.3%)	138.802	(9.9%)
Balance	(101.736)	(2.3%)	(106.855)	5.0%	(102.007)	(4.9%)	(109.866)	7.7%	(97.508)	(11.2%)	(78.596)	(19.4%)
Canada												
Exports	17.405	11.3%	18.092	3.9%	20.541	11.8%	22.988	11.9%	25.602	11.4%	23.118	(9.7%)
Imports	40.732	(1.4%)	46.354	13.8%	48.079	3.3%	48.076	(0.0%)	47.022	(2.2%)	36.508	(22.4%)
Balance	(23.327)	(9.1%)	(28.262)	21.2%	(27.538)	(2.2%)	(25.088)	(8.9%)	(21.420)	(14.6%)	(13.390)	(37.5%)
Germany												
Exports	3.946	40.5%	4.005	1.5%	3.676	(8.6%)	5.199	41.4%	7.205	38.6%	8.443	17.2%
Imports	19.755	10.9%	20.439	3.5%	20.415	(0.1%)	19.384	(5.0%)	17.829	(8.0%)	18.561	4.1%
Balance	(15.809)	5.4%	(16.434)	4.0%	(16.739)	2.0%	(14.186)	(15.3%)	(10.623)	(25.1%)	(10.118)	(4.8%)
Japan												
Exports	0.470	0.7%	0.478	1.7%	0.557	13.0%	0.477	(14.3%)	0.550	15.2%	0.603	9.8%
Imports	32.039	(7.9%)	32.290	0.8%	35.040	6.5%	43.638	24.5%	43.668	0.1%	41.330	(5.4%)
Balance	(31.569)	(8.0%)	(31.812)	0.8%	(34.483)	6.4%	(43.161)	25.2%	(43.119)	(0.1%)	(40.727)	(5.5%)
Korea												
Exports	0.086	(7.1%)	0.054	(37.7%)	0.118	117.6%	0.159	34.8%	0.383	140.4%	0.375	(2.0%)
Imports	7.934	16.8%	10.040	26.5%	8.769	(12.7%)	8.671	(1.1%)	8.218	(5.2%)	7.457	(9.3%)
Balance	(7.849)	17.1%	(9.987)	27.2%	(8.650)	(13.4%)	(8.512)	(1.6%)	(7.835)	(8.0%)	(7.082)	(9.6%)
Mexico												
Exports	3.298	(16.0%)	4.133	25.3%	4.614	11.4%	4.311	(6.6%)	4.816	11.7%	4.854	0.8%
Imports	19.397	(7.2%)	19.068	(1.7%)	18.444	(3.3%)	23.420	27.0%	23.123	(1.3%)	22.057	(4.6%)
Balance	(16.099)	(5.2%)	(14.935)	(7.2%)	(13.830)	(7.3%)	(19.109)	38.2%	(18.307)	(4.2%)	(17.204)	(6.0%)

* = 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

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	2007	Chg *	12 MOs/08	Chg *
World												
Exports	1,601,019	(2.7%)	1,766,186	10.3%	2,051,858	8.6%	2,197,429	7.1%	2,597,845	18.2%	2,787,787	7.3%
Imports	6,594,365	(5.3%)	6,855,680	4.0%	6,757,922	(7.3%)	7,511,456	11.2%	7,319,370	(2.6%)	6,609,056	(9.7%)
Canada												
Exports	850,112	(6.6%)	843,839	(0.7%)	889,534	(1.4%)	927,047	4.2%	1,009,399	8.9%	925,448	(8.3%)
Imports	2,244,360	(3.8%)	2,437,747	8.6%	2,373,080	(4.0%)	2,289,841	(3.5%)	2,281,568	(0.4%)	1,739,120	(23.8%)
Germany												
Exports	130,062	34.4%	129,391	(0.5%)	120,125	(9.2%)	156,063	29.9%	210,315	34.8%	241,792	15.0%
Imports	562,376	(2.3%)	548,411	(2.5%)	548,992	(0.0%)	529,956	(3.5%)	477,657	(9.9%)	507,527	965.0%
Japan												
Exports	24,364	(0.5%)	21,641	(11.2%)	23,207	3.5%	19,354	(16.6%)	21,961	13.5%	27,310	24.4%
Imports	1,579,503	(14.9%)	1,541,187	(2.4%)	1,661,925	(5.2%)	2,229,853	34.2%	2,199,276	(1.4%)	2,120,088	(3.6%)
Korea												
Exports	4,015	(18.3%)	2,796	(30.4%)	4,897	64.8%	8,707	77.8%	13,650	56.8%	15,434	13.1%
Imports	624,097	0.0%	860,091	37.8%	730,527	(15.1%)	695,219	(4.8%)	674,711	(2.9%)	615,786	(8.7%)
Mexico												
Exports	264,986	(11.7%)	313,802	18.4%	348,695	10.3%	327,586	(6.1%)	327,325	(0.1%)	296,465	(9.4%)
Imports	998,856	(14.0%)	957,346	(4.2%)	1,015,199	6.0%	1,344,931	32.5%	1,253,585	(6.8%)	1,219,604	(2.7%)

U.S. Trade Flows by All Shippers of Passenger Vehicles & Light Trucks, ** Billions of Current Dollars

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	2007	Chg *	12 MOs/08	Chg *
World												
Exports	26.839	9.1%	29.499	9.9%	35.374	17.5%	40.179	13.6%	50.664	26.1%	54.199	7.0%
Imports	127.906	0.3%	135.148	5.7%	136.450	0.2%	148.364	8.7%	147.643	(0.5%)	133.010	(9.9%)
Balance	(101.068)	(1.8%)	(105.649)	4.5%	(101.075)	(4.7%)	(108.185)	7.0%	(96.979)	(10.4%)	(78.811)	(18.7%)
Canada												
Exports	14.802	9.4%	14.687	(0.8%)	16.185	8.1%	18.083	11.7%	21.448	18.6%	19.407	(9.5%)
Imports	38.332	(1.9%)	43.255	12.8%	44.009	1.3%	43.058	(2.2%)	44.115	2.5%	33.642	(23.7%)
Balance	(23.530)	(7.8%)	(28.568)	21.4%	(27.824)	(2.3%)	(24.975)	(10.2%)	(22.667)	(9.2%)	(14.235)	(37.2%)
Germany												
Exports	3.928	41.0%	3.980	1.3%	3.661	(8.4%)	5.177	41.4%	7.145	38.0%	8.344	16.8%
Imports	19.710	10.8%	20.344	3.2%	20.306	(0.2%)	19.233	(5.3%)	17.609	(8.4%)	18.374	4.3%
Balance	(15.782)	5.1%	(16.364)	3.7%	(16.645)	1.8%	(14.056)	(15.6%)	(10.464)	(25.6%)	(10.030)	(4.1%)
Japan												
Exports	0.460	(0.1%)	0.472	2.6%	0.533	9.5%	0.472	(11.6%)	0.510	8.2%	0.537	5.2%
Imports	31.596	(8.0%)	31.625	0.1%	34.413	6.8%	42.898	24.7%	43.133	0.5%	41.054	(4.8%)
Balance	(31.136)	(8.1%)	(31.153)	0.1%	(33.880)	6.7%	(42.426)	25.2%	(42.623)	0.5%	(40.517)	(4.9%)
Korea												
Exports	0.082	(8.9%)	0.051	(37.8%)	0.114	120.5%	0.150	31.7%	0.347	131.3%	0.322	(7.2%)
Imports	7.933	16.7%	10.040	26.6%	8.769	(12.7%)	8.671	(1.1%)	8.218	(5.2%)	7.455	(9.3%)
Balance	(7.851)	17.1%	(9.989)	27.2%	(8.655)	(13.4%)	(8.521)	(1.5%)	(7.871)	(7.6%)	(7.133)	(9.4%)
Mexico												
Exports	3.178	(16.3%)	3.987	25.4%	4.438	11.1%	4.160	(6.3%)	4.475	7.6%	4.672	4.4%
Imports	18.261	(7.6%)	17.407	(4.7%)	16.945	(2.7%)	21.701	28.1%	20.526	(5.4%)	19.805	(3.5%)
Balance	(15.082)	(5.6%)	(13.421)	(11.0%)	(12.507)	(6.7%)	(17.541)	40.2%	(16.051)	(8.5%)	(15.134)	(5.7%)

* = 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

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	2007	Chg *	12 MOs/08	Chg *
World												
Exports	1,481,337	(4.5%)	1,648,052	11.3%	1,925,391	8.7%	2,074,904	7.8%	2,469,856	19.0%	2,656,718	7.6%
Imports	6,498,339	(5.4%)	6,731,384	3.6%	6,618,287	(7.7%)	7,348,753	11.0%	7,160,096	(2.6%)	6,502,212	(9.2%)
Canada												
Exports	796,172	(11.0%)	780,267	(2.0%)	810,279	(3.4%)	843,541	4.1%	936,207	11.0%	862,021	(7.9%)
Imports	2,203,112	(4.0%)	2,385,898	8.3%	2,308,834	(4.6%)	2,215,445	(4.0%)	2,241,907	1.2%	1,704,536	(24.0%)
Germany												
Exports	126,679	34.0%	126,986	0.2%	119,470	(8.0%)	155,145	29.9%	207,825	34.0%	238,564	14.8%
Imports	561,502	(2.3%)	546,395	(2.7%)	546,593	(0.1%)	525,780	(3.8%)	471,172	(10.4%)	502,589	6.7%
Japan												
Exports	23,892	(0.0%)	21,409	(10.4%)	22,500	1.4%	19,235	(14.5%)	20,658	7.4%	25,441	23.2%
Imports	1,602,493	(12.7%)	1,573,535	(1.8%)	1,630,186	(5.2%)	2,193,554	34.6%	2,176,153	(0.8%)	2,110,830	(3.0%)
Korea												
Exports	3,680	(20.2%)	2,412	(34.5%)	4,577	76.9%	5,732	37.3%	12,510	118.2%	13,654	9.1%
Imports	690,912	10.7%	860,088	24.5%	730,527	(15.1%)	695,134	(4.8%)	674,710	(2.9%)	615,853	(8.7%)
Mexico												
Exports	259,235	(11.6%)	307,447	18.6%	342,069	10.4%	322,965	(5.6%)	316,384	(2.0%)	291,810	(7.8%)
Imports	970,816	(14.5%)	923,459	(4.9%)	979,259	6.0%	1,305,496	33.3%	1,172,251	(10.2%)	1,164,800	(0.6%)

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

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	2007	Chg *	12 MOs/08	Chg *
World												
Exports	2,639	31.8%	3,441	30.4%	4,446	29.2%	4,944	11.2%	4,546	(8.1%)	4,408	(3.0%)
Imports	3,284	3.6%	4,629	40.9%	5,479	18.4%	6,763	23.4%	5,402	(20.1%)	4,924	(8.8%)
Balance	(0.645)	(44.7%)	(1.188)	84.2%	(1.032)	(13.1%)	(1.819)	76.2%	(0.856)	(52.9%)	(0.516)	(39.7%)
Canada												
Exports	2,029	22.4%	2,723	34.2%	3,478	27.7%	3,924	12.8%	3,028	(22.8%)	2,633	(13.1%)
Imports	1,721	2.9%	2,307	34.1%	3,357	45.5%	4,308	28.3%	2,187	(49.2%)	2,343	7.1%
Balance	0.308	(2028.8%)	0.416	35.0%	0.121	(70.9%)	(0.384)	(417.5%)	0.841	(318.9%)	0.290	(65.6%)
Germany												
Exports	0.002	(71.8%)	0.004	98.0%	0.005	23.6%	0.010	104.5%	0.049	378.1%	0.059	22.1%
Imports	0.000	(72.0%)	0.000	648.9%	0.000	(59.9%)	0.001	702.8%	0.099	9003.5%	0.107	7.8%
Balance	0.002	(71.8%)	0.004	85.5%	0.005	31.3%	0.009	87.8%	(0.050)	(651.4%)	(0.047)	(6.0%)
Japan												
Exports	0.004	878.7%	0.001	(79.7%)	0.002	94.8%	0.001	(45.9%)	0.035	3596.9%	0.064	81.8%
Imports	0.443	1.8%	0.660	48.9%	0.623	(5.6%)	0.729	17.1%	0.519	(28.7%)	0.229	(55.9%)
Balance	(0.439)	0.9%	(0.659)	50.2%	(0.621)	(5.8%)	(0.728)	17.2%	(0.484)	(33.5%)	(0.165)	(65.9%)
Korea												
Exports	0.002	179.7%	0.001	(63.5%)	0.001	51%	0.003	162%	0.002	(43%)	0.001	(20%)
Imports	0.001	1075.6%	0.000	(100.0%)	0.000	#DIV/0!	0.000	(79%)	0.000	98%	0.002	13617%
Balance	0.001	21.6%	0.001	(1.3%)	0.001	46%	0.003	0%	0.002	0%	(0.001)	0%
Mexico												
Exports	0.091	22.5%	0.103	14.1%	0.132	27.7%	0.122	(7.5%)	0.299	145.1%	0.132	(55.9%)
Imports	1.118	7.8%	1.660	48.5%	1.498	(9.8%)	1.719	14.7%	2.590	50.7%	2.236	(13.7%)
Balance	(1.028)	6.7%	(1.557)	51.5%	(1.366)	(12.3%)	(1.596)	16.9%	(2.291)	43.5%	(2.104)	(8.2%)

* = 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

	2003	Chg *	2004	Chg *	2005	Chg *	2006	Chg *	2007	Chg *	12 MOs/08	Chg *
World												
Exports	64,130	19.1%	72,263	12.7%	94,851	31.3%	98,078	3.4%	100,465	2.4%	97,498	(3.0%)
Imports	83,698	4.5%	111,192	32.8%	127,826	15.0%	149,786	17.2%	148,551	(0.8%)	101,401	(31.7%)
Canada												
Exports	42,124	13.4%	51,002	21.1%	64,916	27.3%	67,710	4.3%	55,347	(18.3%)	45,866	(17.1%)
Imports	32,100	3.5%	42,732	33.1%	56,606	32.5%	67,766	19.7%	33,863	(50.0%)	31,563	(6.8%)
Germany												
Exports	58	(71.6%)	123	112.1%	380	208.9%	542	42.6%	2,217	309.0%	2,199	(0.8%)
Imports	4	(42.9%)	74	1750.0%	3	(95.9%)	30	900.0%	3,778	12493.3%	3,750	(0.7%)
Japan												
Exports	73	108.6%	21	(71.2%)	50	138.1%	0	(50.0%)	0	4732.0%	1,793	48.4%
Imports	22,979	5.7%	32,181	40.0%	31,468	(2.2%)	36,062	14.6%	22,919	(36.4%)	9,139	(60.1%)
Korea												
Exports	59	28.3%	24	(59.3%)	37	54.2%	72	94.6%	46	(36.1%)	50	8.7%
Imports	59	1080.0%	0	(100.0%)	63	#DIV/0!	36	(42.9%)	1	(97.2%)	128	12700.0%
Mexico												
Exports	3,197	6.1%	2,897	(9.4%)	3,093	6.8%	2,903	(6.1%)	9,001	210.1%	2,509	(72.1%)
Imports	27,963	5.5%	33,881	21.2%	35,935	6.1%	39,421	9.7%	81,239	106.1%	54,690	(32.7%)

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