

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

Compiled by U.S. Commerce Dept, Office of Transportation and Machinery, from Government and Industry Sources; 2011

New Car and Non-Commercial Light Truck Sales in the United States, Millions of Vehicles												
	2006	Share*	2007	Share*	2008	Share*	2009	Share*	2010	Share*	3 mo 2011	Share*
Total Market	16.477	100.0%	16.067	100.0%	13.173	100.0%	10.392	100.0%	11.543	100.0%	3.04553	100.00%
From NAFTA **	12.811	77.8%	12.331	76.7%	9.842	74.7%	7.673	73.8%	8.806	76.3%	2.330148	76.51%
From All 'Imports':	3.666	22.2%	3.736	23.3%	3.331	25.3%	2.719	26.2%	2.737	23.7%	0.715382	23.49%
-Germany	0.591	3.6%	0.604	3.8%	0.569	4.3%	0.482	4.6%	0.544	4.7%	0.135201	4.44%
-Japan	2.093	12.7%	2.180	13.6%	1.948	14.8%	1.441	13.9%	1.410	12.2%	0.392691	12.89%
-Korea	0.664	4.0%	0.644	4.0%	0.563	4.3%	0.583	5.6%	0.562	4.9%	0.130924	4.30%

\* = 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												
	2006	Share*	2007	Share*	2008	Share*	2009	Share*	2010	Share*	3 mo 2011	Share*
American	8.816	53.5%	8.181	50.9%	6.237	47.3%	4.578	44.1%	5.196	45.0%	1.364751	44.81%
German	0.092	5.6%	0.948	5.9%	0.886	6.7%	0.763	7.3%	0.872	7.6%	0.218998	7.19%
Japanese	5.769	35.0%	5.962	37.1%	5.236	39.8%	4.208	40.5%	4.476	38.8%	1.186145	38.95%
Korean	0.750	4.6%	0.772	4.8%	0.675	5.1%	0.735	7.1%	0.894	7.7%	0.247394	8.12%
All Others	0.221	1.3%	0.204	1.3%	0.139	1.1%	0.108	1.0%	0.105	0.9%	0.028242	0.93%

\* = 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 Dollar:												
	2006	Chg *	Q2 2007	Chg *	Q2 2007	Chg *				Chg *		Chg *
Total U.S. GDP	13,194.7	6.1%	13,755.9	4.3%	13,755.9	0.0%						
PCE- New Cars	107.1	3.0%	107.4	0.3%	107.4	0.0%						
PCE- New Lt.Truck	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)												
	2006	Chg *	2007	Chg *	2008	Chg *	2009	Change	2010	Change	3 mon 2011	Change
Total Production	10.783	(6.4%)	10.457	(2.8%)	8.449	(19.2%)	5.577	(34.0%)	7.588	36%	2,140	15%
-by the Big-3**	6.837	(10.4%)	6.390	(6.6%)	4.842	(24.2%)	2,953	(39.0%)	4,141	40%	1,184	22%
-by Jpn Affiliates	3.431	(3.3%)	3.492	1.8%	3,039	(12.8%)	2,200	(27.0%)	2,716	23%	710	-3%
-by Grm Affiliates	0.278	15.4%	0.324	27.3%	323	(0.0%)	212	(35.0%)	278	30%	94	57%
-by Korean Affiliate	0.237	160.2%	0.251	5.5%	237	(5.4%)	211	(17.0%)	453	114%	151	57%
Avg. Ann. Employ.	242.5		0		0		0					

Production Volume Change from Same Previous Period; \*\* = Chrysler, Ford, GM

Big-2's Worldwide Automotive Net Sales & Revenue; Net Income, Billions of Current Dollar												
	2006	Chg *	2007 Half	Chg *	2007 Half	Chg *						
Sales & Revenue	367.449	29.8%	91.001	(69.1%)	91.001	(75.2%)						
-Net Income	(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 Dollar												
	2006	Chg *	2007	Chg *	2008	Chg *	2009	Chg	2010	Chg *	3 mo 2011	Chg *
World												
Exports	46.307	13.1%	56.596	22.2%	60.206	6.4%	36.249	(39.8%)	50.504	39.3%	13.8491	19.55%
Imports	156.173	9.3%	154.104	(1.3%)	138.802	(9.9%)	91.246	(34.3%)	129.410	41.8%	34.1539	21.04%
Balance	(109.866)	7.7%	(97.508)	(11.2%)	(78.596)	(19.4%)	(54.997)	(30.0%)	(78.907)	43.5%	-20.3048	22.08%
Canada												
Exports	22.988	11.9%	25.602	11.4%	23.118	(9.7%)	15.886	(31.3%)	21.987	38.4%	5.93174	8.79%
Imports	48.076	(0.0%)	47.022	(2.2%)	36.508	(22.4%)	24.604	(32.6%)	36.716	49.2%	9.703398	13.87%
Balance	(25.088)	(8.9%)	(21.420)	(14.6%)	(13.390)	(37.5%)	(8.718)	(34.9%)	(14.730)	69.0%	-3.77166	22.90%
Germany												
Exports	5.199	41.4%	7.205	38.6%	8.443	17.2%	4.695	(44.4%)	4.038	(14.0%)	1.15622	48.83%
Imports	19.384	(5.0%)	17.829	(8.0%)	18.561	4.1%	11.293	(39.2%)	17.505	55.0%	4.593499	61.57%
Balance	(14.186)	(15.3%)	(10.623)	(25.1%)	(10.118)	(4.8%)	(6.598)	(34.8%)	(13.467)	104.1%	-3.43728	66.36%
Japan												
Exports	0.477	(14.3%)	0.550	15.2%	0.603	9.8%	0.309	(48.9%)	0.385	24.9%	0.115829	46.43%
Imports	43.638	24.5%	43.668	0.1%	41.330	(5.4%)	24.143	(41.6%)	32.169	33.2%	8.537333	15.38%
Balance	(43.161)	25.2%	(43.119)	(0.1%)	(40.727)	(5.5%)	(23.835)	(41.5%)	(31.784)	33.4%	-8.4215	15.04%
Korea												
Exports	0.159	34.8%	0.383	140.4%	0.375	(2.0%)	0.159	(57.6%)	0.382	140.5%	0.100163	20.83%
Imports	8.671	(1.1%)	8.218	(5.2%)	7.457	(9.3%)	5.696	(23.6%)	6.550	15.0%	1.94461	60.31%
Balance	(8.512)	(1.6%)	(7.835)	(8.0%)	(7.082)	(9.6%)	(5.537)	(21.8%)	(6.168)	11.4%	-1.84445	63.20%
Mexico												
Exports	4.311	(6.6%)	4.816	11.7%	4.854	0.8%	2.351	(51.6%)	3.280	45.3%	0.760256	13.06%
Imports	23.420	27.0%	23.123	(1.3%)	22.057	(4.6%)	18.550	(15.9%)	27.639	49.0%	6.973833	5.88%
Balance	(19.109)	38.2%	(18.307)	(4.2%)	(17.204)	(6.0%)	(16.198)	(5.8%)	(24.359)	49.5%	-6.21358	5.06%

ge Computed on Unrounded Numbers; \*\*\*General Imports, Excludes Vehicles Assembled in U.S. Foreign Trade Zone;

U.S. Trade Flows by All Shippers of Road Motor Vehicles, Total Units												
	2006	Chg *	2007	Chg *	2008	Chg *	2009	Chg	2010	Chg *	3 mo 2011	Chg *
World												
Exports	2,197,429	7.1%	2,597,845	18.2%	2,787,787	7.3%	1,819,084	(34.7%)	2,342,301	28.8%	627,103	15.9%
Imports	7,511,456	11.2%	7,319,370	(2.6%)	6,609,056	(9.7%)	4,423,556	(33.1%)	5,925,574	34.0%	1,534,412	16.6%
Canada												
Exports	927,047	4.2%	1,009,399	8.9%	925,448	(8.3%)	667,085	(27.9%)	836,663	25.4%	223,824	7.7%
Imports	2,289,841	(3.5%)	2,281,568	(0.4%)	1,739,120	(23.8%)	1,206,339	(30.6%)	1,754,798	45.5%	459,816	14.8%
Germany												
Exports	156,063	29.9%	210,315	34.8%	241,792	15.0%	132,700	(45.1%)	117,714	(11.3%)	0	57.7%
Imports	529,956	(3.5%)	477,657	(9.9%)	507,527	965.0%	341,649	(32.7%)	516,866	51.3%	135,166	51.1%
Japan												
Exports	19,354	(16.6%)	21,961	13.5%	27,310	24.4%	12,364	(54.7%)	14,138	14.3%	4,349	38.5%
Imports	2,229,853	34.2%	2,199,276	(1.4%)	2,120,088	(3.6%)	1,230,342	(42.0%)	1,551,129	26.1%	400,802	11.8%
Korea												
Exports	8,707	77.8%	13,650	56.8%	15,434	13.1%	7,828	(49.3%)	16,659	112.8%	4,187	17.1%
Imports	695,219	(4.8%)	674,711	(2.9%)	615,786	(8.7%)	476,857	(22.6%)	515,646	8.1%	136,088	38.3%
Mexico												
Exports	327,586	(6.1%)	327,325	(0.1%)	296,465	(9.4%)	166,278	(43.9%)	199,180	19.8%	45,988	(0.4%)
Imports	1,344,931	32.5%	1,253,585	(6.8%)	1,219,604	(2.7%)	918,009	(24.7%)	1,311,907	42.9%	327,900	5.1%

U.S. Trade Flows by All Shippers of Passenger Vehicles & Light Trucks,** Billions of Current Dollars												
	2006	Chg *	2007	Chg *	2008	Chg *	2009	Chg	2010	Chg *	3 mo 2011	Chg *
World												
Exports	40.179	13.6%	50.664	26.1%	54.199	7.0%	32.512	(40.0%)	45.313	39.4%	12.433	18.3%
Imports	148.364	8.7%	147.643	(0.5%)	133.010	(9.9%)	86.466	(35.0%)	122.937	42.2%	32.296	21.0%
Balance	(108.185)	7.0%	(96.979)	(10.4%)	(78.811)	(18.7%)	(53.954)	(31.5%)	(77.624)	43.9%	(19.863)	22.8%
Canada												
Exports	18.083	11.7%	21.448	18.6%	19.407	(9.5%)	13.395	(31.0%)	18.090	35.1%	4.823	4.7%
Imports	43.058	(2.2%)	44.115	2.5%	33.642	(23.7%)	23.371	(30.5%)	35.847	53.4%	9.471	13.2%
Balance	(24.975)	(10.2%)	(22.667)	(9.2%)	(14.235)	(37.2%)	(9.976)	(29.9%)	(17.757)	78.0%	(4.648)	23.8%
Germany												
Exports	5.177	41.4%	7.145	38.0%	8.344	16.8%	4.683	(43.9%)	4.020	(14.2%)	1.154	48.9%
Imports	19.233	(5.3%)	17.609	(8.4%)	18.374	4.3%	11.209	(39.0%)	17.416	55.4%	4.555	60.9%
Balance	(14.056)	(15.6%)	(10.464)	(25.6%)	(10.030)	(4.1%)	(6.526)	(34.9%)	(13.395)	105.3%	(3.401)	65.4%
Japan												
Exports	0.472	(11.6%)	0.510	8.2%	0.537	5.2%	0.288	(46.3%)	0.379	31.5%	0.113	46.4%
Imports	42.898	24.7%	43.133	0.5%	41.054	(4.8%)	24.026	(41.5%)	31.801	32.4%	8.442	16.2%
Balance	(42.426)	25.2%	(42.623)	0.5%	(40.517)	(4.9%)	(23.737)	(41.4%)	(31.422)	32.4%	(8.329)	15.9%
Korea												
Exports	0.150	31.7%	0.347	131.3%	0.322	(7.2%)	0.154	(52.2%)	0.359	133.5%	0.095	16.6%
Imports	8.671	(1.1%)	8.218	(5.2%)	7.455	(9.3%)	5.696	(23.6%)	6.550	15.0%	1.945	60.3%
Balance	(8.521)	(1.5%)	(7.871)	(7.6%)	(7.133)	(9.4%)	(5.542)	(22.3%)	(6.191)	11.7%	(1.849)	63.5%
Mexico												
Exports	4.160	(6.3%)	4.475	7.6%	4.672	4.4%	#VALUE!	(51.7%)	3.141	39.1%	0.736	12.9%
Imports	21.701	28.1%	20.526	(5.4%)	19.805	(3.5%)	15.369	(22.4%)	22.606	47.1%	5.526	2.4%
Balance	(17.541)	40.2%	(16.051)	(8.5%)	(15.134)	(5.7%)	#VALUE!	(13.4%)	(19.465)	48.5%	(4.790)	1.0%

ge Computed on Unrounded Numbers; \*\*\*General Imports, Excludes Vehicles Assembled in U.S. Foreign Trade Zone:

U.S. Trade Flows by All Shippers of Passenger Vehicles & Light Trucks, Total Unit												
	2006	Chg *	2007	Chg *	2008	Chg *	2009	Chg	2010	Chg *	3 mo 2011	Chg *
World												
Exports	2,074,904	7.8%	2,469,856	19.0%	2,656,718	7.6%	1,731,291	(34.8%)	2,233,230	29.0%	597,789	15.23%
Imports	7,348,753	11.0%	7,160,096	(2.6%)	6,502,212	(9.2%)	4,346,089	(33.2%)	5,809,351	33.7%	#####	16.64%
Canada												
Exports	843,541	4.1%	936,207	11.0%	862,021	(7.9%)	621,151	(27.9%)	766,493	23.4%	203,021	4.71%
Imports	2,215,445	(4.0%)	2,241,907	1.2%	1,704,536	(24.0%)	1,193,046	(30.0%)	1,745,738	46.3%	457,331	14.60%
Germany												
Exports	155,145	29.9%	207,825	34.0%	238,564	14.8%	132,362	(44.5%)	117,118	(11.5%)	34,552	57.87%
Imports	525,780	(3.8%)	471,172	(10.4%)	502,589	6.7%	340,014	(32.3%)	514,466	51.3%	134,115	50.50%
Japan												
Exports	19,235	(14.5%)	20,658	7.4%	25,441	23.2%	11,682	(54.1%)	13,917	19.1%	4,245	37.29%
Imports	2,193,554	34.6%	2,176,153	(0.8%)	2,110,830	(3.0%)	1,225,941	(41.9%)	1,539,262	25.6%	397,702	-74.16%
Korea												
Exports	5,732	37.3%	12,510	118.2%	13,654	9.1%	7,663	(43.9%)	15,651	104.2%	3,992	12.90%
Imports	695,134	(4.8%)	674,710	(2.9%)	615,853	(8.7%)	476,857	(22.6%)	515,646	8.1%	136,088	38.33%
Mexico												
Exports	322,965	(5.6%)	316,384	(2.0%)	291,810	(7.8%)	Light Trucks	(44.0%)	195,592	19.6%	45,191	-0.67%
Imports	1,305,496	33.3%	1,172,251	(10.2%)	1,164,800	(0.6%)	862,304	(26.0%)	1,220,401	41.5%	301,854	3.93%

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

	2006	Chg *	2007	Chg *	2008	Chg *	2009	Chg	2010	Chg *	3 mo 2011	Chg *
<b>World</b>												
Exports	4.944	11.2%	4.546	(8.1%)	4.408	(3.0%)	2.585	(41.4%)	3.875	49.9%	1.114	41.3%
Imports	6.763	23.4%	5.402	(20.1%)	4.924	(8.8%)	4.135	(16.0%)	5.906	42.8%	1.704	20.3%
Balance	(1.819)	76.2%	(0.856)	(52.9%)	(0.516)	(39.7%)	(1.551)	200.6%	(2.031)	31.0%	(0.590)	(6.1%)
<b>Canada</b>												
Exports	3.924	12.8%	3.028	(22.8%)	2.633	(13.1%)	1.700	(35.4%)	2.882	69.5%	0.867	39.3%
Imports	4.308	28.3%	2.187	(49.2%)	2.343	7.1%	0.822	(64.9%)	0.503	(38.8%)	0.140	50.7%
Balance	(0.384)	#####	0.841	(318.9%)	0.290	(65.6%)	0.878	203.2%	2.379	170.8%	0.727	37.3%
<b>Germany</b>												
Exports	0.010	104.5%	0.049	378.1%	0.059	22.1%	0.003	(95.6%)	0.010	285.5%	0.001	89.4%
Imports	0.001	702.8%	0.099	9003.5%	0.107	7.8%	0.036	(65.8%)	0.066	80.3%	0.032	279.8%
Balance	0.009	87.8%	(0.050)	(651.4%)	(0.047)	(6.0%)	(0.034)	(28.2%)	(0.056)	64.2%	(0.030)	294.2%
<b>Japan</b>												
Exports	0.001	(45.9%)	0.035	3596.9%	0.064	81.8%	0.019	(70.7%)	0.005	(75.9%)	0.002	259.8%
Imports	0.729	17.1%	0.519	(28.7%)	0.229	(55.9%)	0.118	(48.6%)	0.347	194.5%	0.095	(29.4%)
Balance	(0.728)	17.2%	(0.484)	(33.5%)	(0.165)	(65.9%)	(0.099)	(40.0%)	(0.342)	245.7%	(0.093)	(30.7%)
<b>Korea</b>												
Exports	0.003	162%	0.002	(43%)	0.001	(20%)	0.001	(50%)	0.002	184%	0.004	#DIV/0!
Imports	0.000	(79%)	0.000	98%	0.002	13617%	0.000	(100%)	0.000	#DIV/0!	0.000	#DIV/0!
Balance	0.003	0%	0.002	0%	(0.001)	0%	0.001	0%	0.002	0%	0.004	0%
<b>Mexico</b>												
Exports	0.122	(7.5%)	0.299	145.1%	0.132	(55.9%)	0.034	(73.9%)	0.096	179.0%	0.019	113.9%
Imports	1.719	14.7%	2.590	50.7%	2.236	(13.7%)	3.156	41.1%	4.989	58.1%	1.437	21.7%
Balance	(1.596)	16.9%	(2.291)	43.5%	(2.104)	(8.2%)	(3.122)	48.4%	(4.893)	56.7%	(1.418)	21.0%

ge Computed on Unrounded Numbers; \*\*\*General Imports, Excludes Vehicles Assembled in U.S. Foreign Trade Zone:

**U.S. Trade Flows by All Shippers of Medium & Heavy Trucks and Tractors, Total Units**

	2006	Chg *	2007	Chg *	2008	Chg *	2009	Chg	2010	Chg *	3 mo 2011	Chg *
<b>World</b>												
Exports	98,078	3.4%	100,465	2.4%	97,498	(3.0%)	63,478	(34.9%)	75,877	19.5%	20,472	39.27%
Imports	149,786	17.2%	148,551	(0.8%)	101,401	(31.7%)	73,643	(27.4%)	112,144	52.3%	31,912	13.04%
<b>Canada</b>												
Exports	67,710	4.3%	55,347	(18.3%)	45,866	(17.1%)	32,125	(30.0%)	48,036	49.5%	14,028	48.76%
Imports	67,766	19.7%	33,863	(50.0%)	31,563	(6.8%)	11,048	(65.0%)	6,361	(42.4%)	1,813	53.64%
<b>Germany</b>												
Exports	542	42.6%	2,217	309.0%	2,199	(0.8%)	104	(95.3%)	379	264.4%	33	135.71%
Imports	30	900.0%	3,778	#####	3,750	(0.7%)	1,339	(62.6%)	2,291	71.1%	1,022	236.18%
<b>Japan</b>												
Exports	0	(50.0%)	0	4732.0%	1,793	48.4%	642	(64.2%)	183	(71.5%)	94	347.62%
Imports	36,062	14.6%	22,919	(36.4%)	9,139	(60.1%)	4,389	(52.0%)	11,788	168.6%	3,100	-39.98%
<b>Korea</b>												
Exports	72	94.6%	46	(36.1%)	50	8.7%	13	(74.0%)	805	#####	154	#DIV/0!
Imports	36	(42.9%)	1	(97.2%)	128	#####	0	(100.0%)	0	#DIV/0!	0	#DIV/0!
<b>Mexico</b>												
Exports	2,903	(6.1%)	9,001	210.1%	2,509	(72.1%)	1,084	(56.8%)	2,064	53.4%	633	13.23%
Imports	39,421	9.7%	81,239	106.1%	54,690	(32.7%)	55,568	1.6%	91,238	64.2%	25,961	20.31%

Prepared: USDOC/Office of Aerospace and Automotive Industries/Todd Peterson