

# **THE U.S. AND MICHIGAN MOTOR VEHICLE STATISTICAL REPORT**

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## THE U.S. AND MICHIGAN MOTOR VEHICLE STATISTICAL REPORT

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This marks the sixth edition of the U.S. and Michigan Motor Vehicle Statistical Report. The purpose of this report is to provide an ongoing source for both historical and up-to-date annual data on the motor vehicle industry.

The motor vehicle industry continues to play a very significant role in Michigan's economy. In 2005, almost one out of every 20 workers in Michigan was directly employed in the motor vehicle and equipment industry. The motor vehicle industry was even more dominant in terms of the income generated in Michigan. In 2005, the relatively high-paying motor vehicle jobs accounted for more than \$1 out of every \$8 earned by all workers in Michigan. Michigan's motor vehicle industry also dominates in terms of the total U.S. motor vehicle industry. Michigan produces about one-fifth of the motor vehicles produced in the U.S., and General Motors, Ford, and Chrysler all have their headquarters in Michigan. Given the relatively large size of Michigan's motor vehicle industry, in terms of both the Michigan economy and the national motor vehicle industry, changes in the level of motor vehicle sales nationally, particularly sales of domestically built vehicles, have significant impacts on Michigan.

Some of the dramatic and significant changes that have occurred during the past 35 years include:

- The import share of U.S. auto sales increased from 19.0% in 1975 to a high of 31.0% in 1987.
- The rising share of imports was reversed in the late 1980s and early 1990s as more foreign auto companies began producing autos in the U.S. (transplants). In 1985, transplants for foreign companies accounted for only 3.0% of U.S. automobile sales and 4.0% of light truck sales. By 2005, these percentage shares had increased to 31.0% and 17.0%, respectively.
- Consumers are making a dramatic and steady shift away from autos to trucks. In the early to mid-1970s, autos accounted for about 80% of total U.S. motor vehicle sales, but by 2001 light truck sales comprised the majority of sales. In 2005, light trucks accounted for 55.0% of total U.S. motor vehicle sales.
- The median age of autos in use rose from 4.9 years in 1970 to 9.0 years in 2005.
- Leasing has become a popular way to purchase an auto. In the early 1970s, virtually no leasing was done, but by 1999, 34.0% of new cars were leased. In recent years leasing has declined in popularity, comprising 23.0% of sales in 2005.
- Michigan's share of total U.S. light vehicle production peaked at 35.0% in 1982. In 2005, Michigan accounted for 21.0% of total U.S. output of light vehicle and 28.0% of all automobile production.
- Michigan's motor vehicle and equipment industry accounted for 11% of total wage and salary employment in Michigan in 1978, but that share had fallen to 5.0% by 2005. This decline was due to increased productivity and the "Big 3's" declining market share.

These and other trends are highlighted in the data contained in this report.

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# **U.S. Motor Vehicle Sales**

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Figure 1

# U.S. Motor Vehicle Sales

1975 - 2005

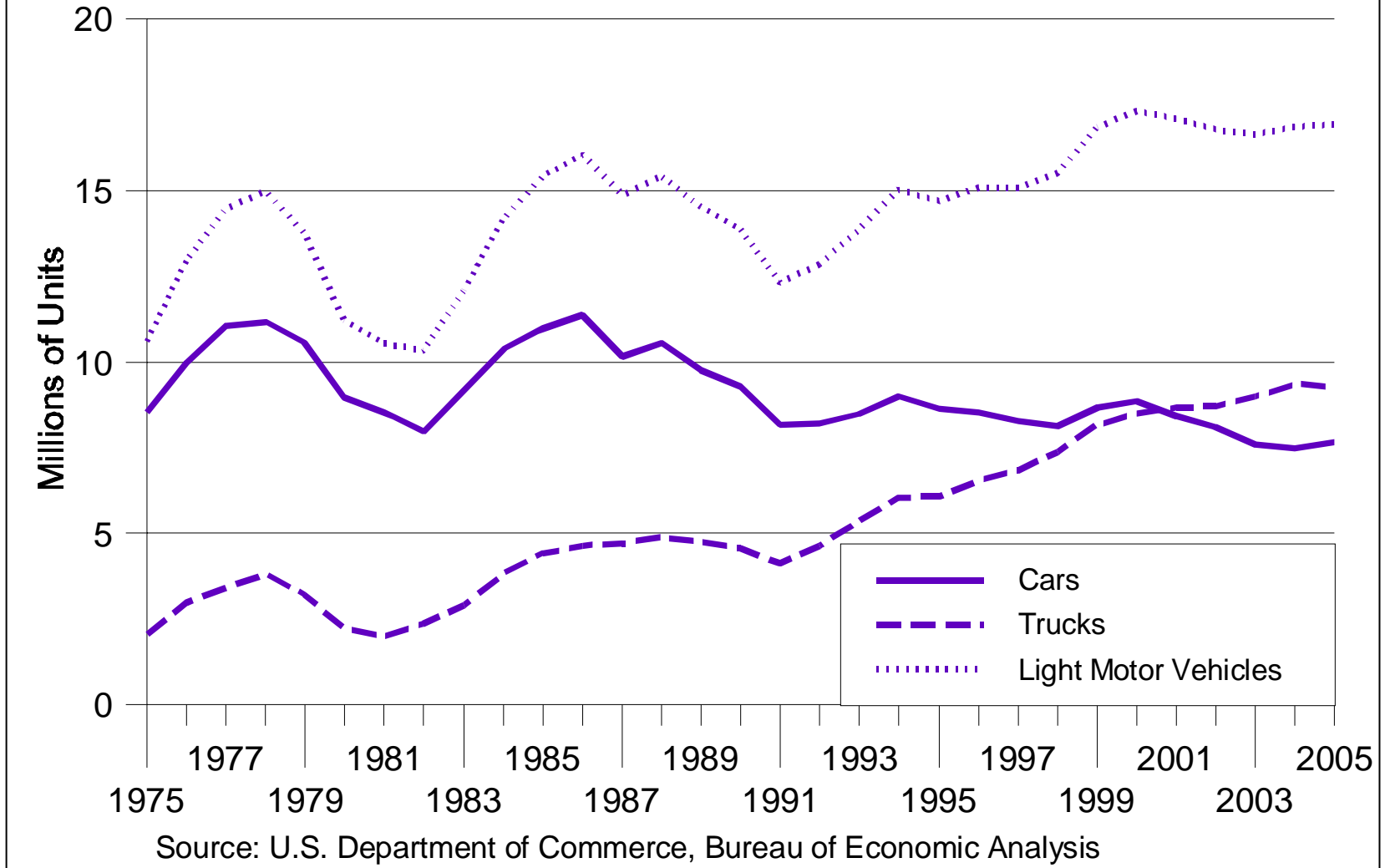
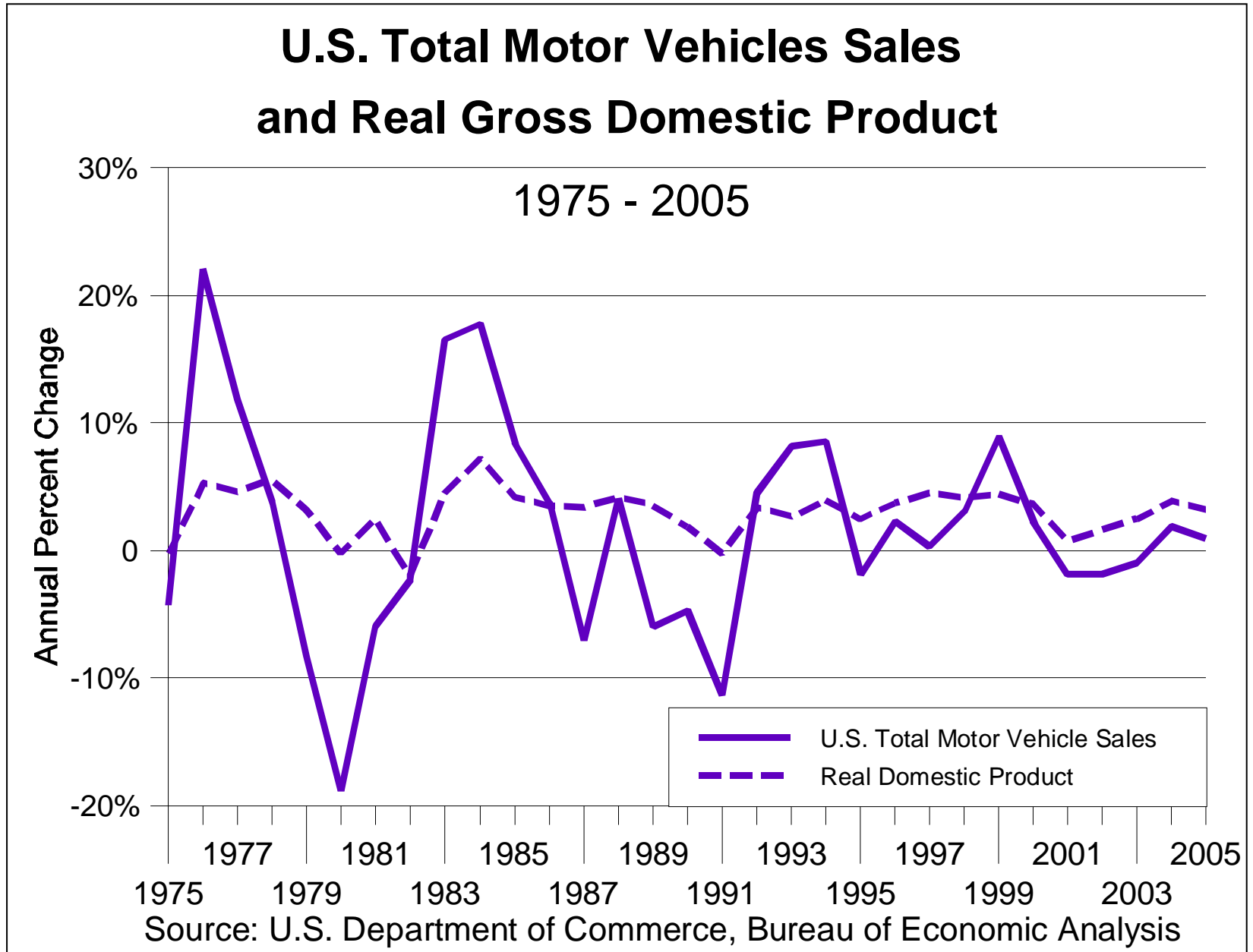




Figure 2



**Table 1**  
**U.S. MOTOR VEHICLE SALES: 1975-2005**  
**(Units in Thousands)**

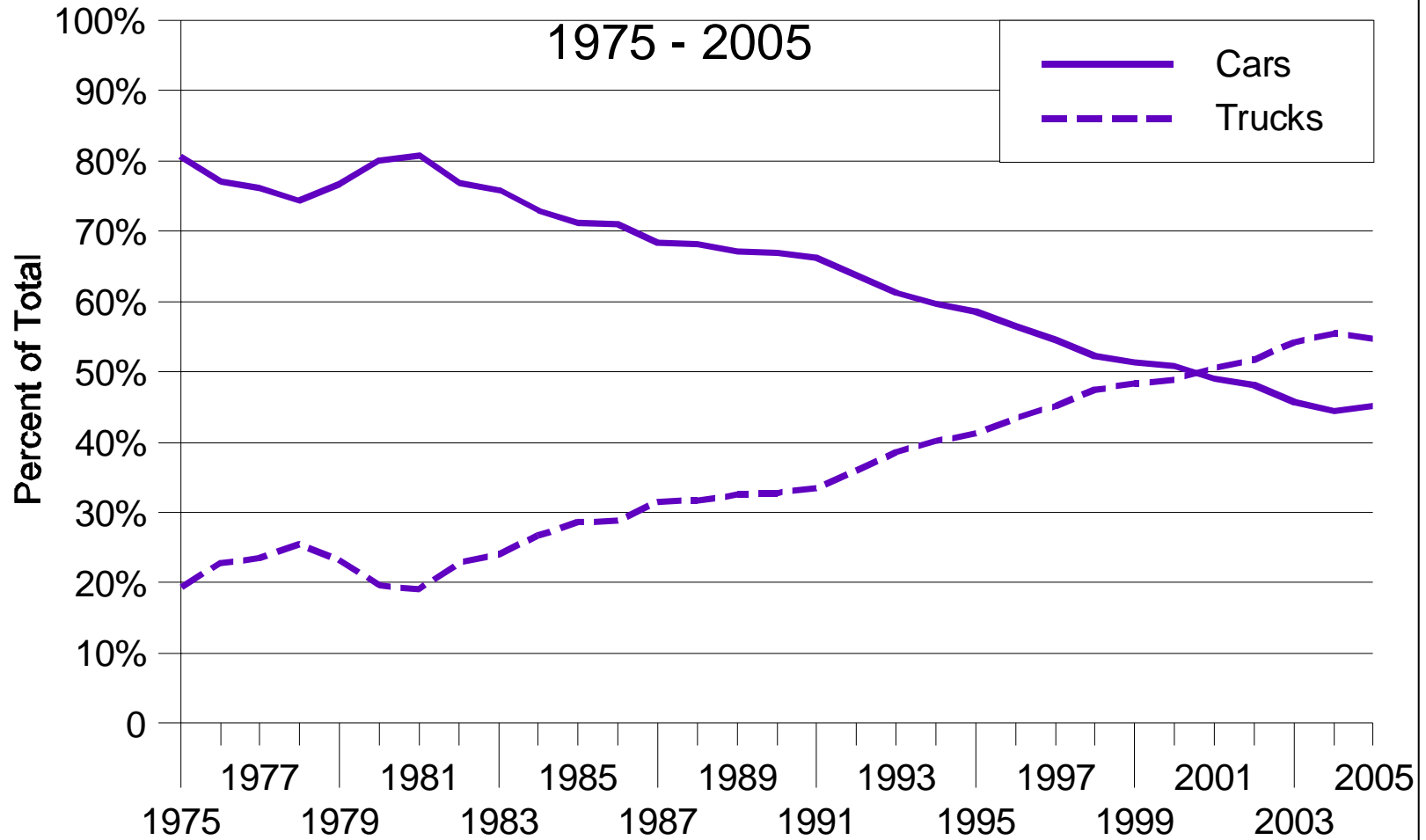
Year	Cars	Percent Change	Light Trucks	Percent Change	Total Light Vehicles	Percent Change	Heavy Trucks	Percent Change	Total Motor Vehicles	Percent Change
1975	8,537.8	-2.7%	2,052.6	-5.8%	10,590.4	-3.3%	298.3	-29.6%	10,888.7	-4.3%
1976	9,994.0	17.1%	2,975.8	45.0%	12,969.8	22.5%	324.7	8.9%	13,294.5	22.1%
1977	11,046.0	10.5%	3,435.9	15.5%	14,481.9	11.7%	377.1	16.1%	14,859.0	11.8%
1978	11,164.0	1.1%	3,817.0	11.1%	14,981.0	3.4%	439.8	16.6%	15,420.8	3.8%
1979	10,558.8	-5.4%	3,199.6	-16.2%	13,758.4	-8.2%	390.1	-11.3%	14,148.5	-8.3%
1980	8,981.8	-14.9%	2,215.7	-30.8%	11,197.5	-18.6%	271.7	-30.4%	11,469.2	-18.9%
1981	8,534.3	-5.0%	2,029.3	-8.4%	10,563.6	-5.7%	226.3	-16.7%	10,789.9	-5.9%
1982	7,979.4	-6.5%	2,377.9	17.2%	10,357.3	-2.0%	184.9	-18.3%	10,542.2	-2.3%
1983	9,178.6	15.0%	2,928.5	23.2%	12,107.1	16.9%	188.8	2.1%	12,295.9	16.6%
1984	10,390.2	13.2%	3,814.9	30.3%	14,205.1	17.3%	278.2	47.4%	14,483.3	17.8%
1985	10,978.4	5.7%	4,446.7	16.6%	15,425.1	8.6%	295.0	6.0%	15,720.1	8.5%
1986	11,405.7	3.9%	4,638.6	4.3%	16,044.3	4.0%	273.5	-7.3%	16,317.8	3.8%
1987	10,170.9	-10.8%	4,704.2	1.4%	14,875.1	-7.3%	287.3	5.0%	15,162.4	-7.1%
1988	10,545.6	3.7%	4,897.6	4.1%	15,443.2	3.8%	334.3	16.4%	15,777.5	4.1%
1989	9,776.8	-7.3%	4,743.9	-3.1%	14,520.7	-6.0%	312.0	-6.7%	14,832.7	-6.0%
1990	9,300.2	-4.9%	4,559.5	-3.9%	13,859.7	-4.6%	277.5	-11.1%	14,137.2	-4.7%
1991	8,175.0	-12.1%	4,134.4	-9.3%	12,309.4	-11.2%	221.0	-20.4%	12,530.4	-11.4%
1992	8,214.4	0.5%	4,642.9	12.3%	12,857.3	4.5%	249.3	12.8%	13,106.6	4.6%
1993	8,517.7	3.7%	5,365.0	15.6%	13,882.7	8.0%	302.8	21.5%	14,185.5	8.2%
1994	8,990.4	5.5%	6,054.5	12.9%	15,044.9	8.4%	352.8	16.5%	15,397.7	8.5%
1995	8,636.2	-3.9%	6,081.4	0.4%	14,717.6	-2.2%	388.4	10.1%	15,106.0	-1.9%
1996	8,526.8	-1.3%	6,562.7	7.9%	15,089.5	2.5%	359.1	-7.5%	15,448.6	2.3%
1997	8,272.5	-3.0%	6,841.6	4.2%	15,114.1	0.2%	376.2	4.8%	15,490.3	0.3%
1998	8,142.1	-1.6%	7,391.5	8.0%	15,533.6	2.8%	424.3	12.8%	15,957.9	3.0%
1999	8,696.5	6.8%	8,182.9	10.7%	16,879.4	8.7%	521.3	22.9%	17,400.7	9.0%
2000	8,852.1	1.8%	8,491.6	3.8%	17,343.7	2.8%	461.9	-11.4%	17,805.6	2.3%
2001	8,422.1	-4.9%	8,696.2	2.4%	17,118.3	-1.3%	350.1	-24.2%	17,468.4	-1.9%
2002	8,102.4	-3.8%	8,707.8	0.1%	16,810.2	-1.8%	322.4	-7.9%	17,132.6	-1.9%
2003	7,614.5	-6.0%	9,025.3	3.6%	16,639.8	-1.0%	328.4	1.9%	16,968.2	-1.0%
2004	7,504.5	-1.4%	9,360.0	3.7%	16,864.5	1.4%	431.6	31.4%	17,296.1	1.9%
2005	7,667.2	2.2%	9,280.9	-0.8%	16,948.1	0.5%	496.5	15.0%	17,444.6	0.9%

Note: Due to different sources, figures may conflict with other tables.

Source: U.S. Department of Commerce, Bureau of Economic Analysis

Figure 3

# U.S. Car and Light Truck Sales As a Percent of Total Light Vehicle Sales



Source: U.S. Department of Commerce, Bureau of Economic Analysis

Table 2

## U.S. NEW AUTO SALES, DOMESTIC VERSUS FOREIGN: 1975-2005

(Units in Thousands)

Year	Domestic Nameplates	Percent of Total Sales	Domestic Transplants	Percent of Total Sales	Total Domestic	Percent of Total Sales	Imports	Percent of Total Sales	Total U.S. Auto Sales
1975	6,951.0	81.4%	0.0	0.0%	6,951.0	81.4%	1,586.9	18.6%	8,537.9
1976	8,492.0	85.0%	0.0	0.0%	8,492.0	85.0%	1,502.0	15.0%	9,994.0
1977	8,971.0	81.2%	0.0	0.0%	8,971.0	81.2%	2,074.8	18.8%	11,045.8
1978	9,164.0	82.1%	0.0	0.0%	9,164.0	82.1%	2,000.1	17.9%	11,164.1
1979	8,230.0	77.9%	0.0	0.0%	8,230.0	77.9%	2,328.7	22.1%	10,558.7
1980	6,581.0	73.3%	0.0	0.0%	6,581.0	73.3%	2,400.4	26.7%	8,981.4
1981	6,209.0	72.8%	0.0	0.0%	6,209.0	72.8%	2,325.5	27.2%	8,534.5
1982	5,758.0	72.2%	0.0	0.0%	5,758.0	72.2%	2,221.2	27.8%	7,979.2
1983	6,793.0	74.0%	0.0	0.0%	6,793.0	74.0%	2,385.6	26.0%	9,178.6
1984	7,951.0	76.5%	0.0	0.0%	7,951.0	76.5%	2,438.5	23.5%	10,389.5
1985	7,905.6	72.0%	299.1	2.7%	8,204.7	74.7%	2,774.5	25.3%	10,979.2
1986	7,675.1	67.3%	539.8	4.7%	8,214.9	72.0%	3,189.2	28.0%	11,404.1
1987	6,402.4	62.8%	678.8	6.7%	7,081.2	69.5%	3,106.6	30.5%	10,187.8
1988	6,735.0	63.9%	804.9	7.6%	7,539.9	71.5%	3,003.7	28.5%	10,543.6
1989	6,042.5	61.8%	1,053.0	10.8%	7,095.5	72.6%	2,680.4	27.4%	9,775.9
1990	5,482.1	59.0%	1,431.9	15.4%	6,914.0	74.4%	2,384.3	25.6%	9,298.3
1991	4,675.9	57.2%	1,476.3	18.1%	6,152.2	75.3%	2,023.4	24.7%	8,175.6
1992	4,816.1	58.6%	1,469.8	17.9%	6,285.9	76.5%	1,927.2	23.5%	8,213.1
1993	5,156.2	60.5%	1,585.4	18.6%	6,741.6	79.1%	1,776.2	20.9%	8,517.8
1994	5,414.1	60.2%	1,841.3	20.5%	7,255.4	80.7%	1,735.2	19.3%	8,990.6
1995	5,138.1	59.5%	1,990.6	23.1%	7,128.7	82.6%	1,506.3	17.4%	8,635.0
1996	5,001.9	58.7%	2,251.7	26.4%	7,253.6	85.1%	1,272.2	14.9%	8,525.8
1997	4,947.7	59.8%	1,969.1	23.8%	6,916.8	83.6%	1,355.3	16.4%	8,272.1
1998	4,671.6	57.4%	2,090.3	25.7%	6,761.9	83.1%	1,379.8	16.9%	8,141.7
1999	4,863.5	55.9%	2,115.9	24.3%	6,979.4	80.2%	1,718.9	19.8%	8,698.3
2000	4,651.3	52.6%	2,179.2	24.6%	6,830.5	77.2%	2,016.1	22.8%	8,846.6
2001	4,132.5	49.1%	2,192.5	26.0%	6,325.0	75.1%	2,097.6	24.9%	8,422.6
2002	3,736.3	46.1%	2,141.4	26.4%	5,877.6	72.5%	2,225.6	27.5%	8,103.2
2003	3,391.1	44.6%	2,136.4	28.1%	5,527.4	72.6%	2,083.1	27.4%	7,610.5
2004	3,115.0	41.5%	2,241.9	29.9%	5,356.9	71.4%	2,149.1	28.6%	7,505.9
2005	3,075.1	40.1%	2,405.5	31.4%	5,480.5	71.5%	2,186.5	28.5%	7,667.1

Note: Due to different sources, some figures may conflict with other tables.

Source: U.S. Department of Commerce, Bureau of Economic Analysis &amp; Ward's Communications Inc., "Ward's Automotive Yearbook", various issues

Table 3

## U.S. NEW LIGHT AND HEAVY TRUCK SALES, DOMESTIC VERSUS FOREIGN: 1975-2005

Year	Domestic Light Trucks	% of Total Truck Sales	Light Truck Domestic Transplants	% of Total Truck Sales	Domestic Light Trucks	% of Total Truck Sales	Truck Imports	% of Total Truck Sales	Heavy Trucks	% of Total Truck Sales	Truck Sales
1975	2,052.6	87.3%	0.0	0.0%	2,052.6	87.3%	0.0	0.0%	298.3	12.7%	2,350.9
1976	2,738.3	83.0%	0.0	0.0%	2,738.3	83.0%	237.5	7.2%	324.7	9.8%	3,300.5
1977	3,112.8	81.6%	0.0	0.0%	3,112.8	81.6%	323.1	8.5%	377.1	9.9%	3,813.0
1978	3,481.1	81.8%	0.0	0.0%	3,481.1	81.8%	335.9	7.9%	439.8	10.3%	4,256.8
1979	2,730.2	76.1%	0.0	0.0%	2,730.2	76.1%	469.4	13.1%	390.1	10.9%	3,589.7
1980	1,731.1	69.6%	0.0	0.0%	1,731.1	69.6%	484.6	19.5%	271.7	10.9%	2,487.4
1981	1,581.7	70.1%	0.0	0.0%	1,581.7	70.1%	447.6	19.8%	226.3	10.0%	2,255.6
1982	1,967.5	76.8%	0.0	0.0%	1,967.5	76.8%	410.4	16.0%	184.9	7.2%	2,562.8
1983	2,465.2	79.1%	0.0	0.0%	2,465.2	79.1%	463.3	14.9%	188.8	6.1%	3,117.3
1984	3,207.2	78.4%	0.0	0.0%	3,207.2	78.4%	607.7	14.8%	278.2	6.8%	4,093.1
1985	3,407.8	71.9%	210.6	4.4%	3,618.4	76.3%	828.3	17.5%	295.0	6.2%	4,741.7
1986	3,579.1	72.8%	96.8	2.0%	3,675.9	74.8%	967.2	19.7%	273.5	5.6%	4,916.6
1987	3,842.7	75.1%	76.7	1.5%	3,919.4	76.6%	912.2	17.8%	287.3	5.6%	5,118.9
1988	4,082.9	78.0%	116.7	2.2%	4,199.6	80.3%	697.9	13.3%	334.3	6.4%	5,231.8
1989	3,977.7	78.7%	136.1	2.7%	4,113.8	81.4%	630.3	12.5%	312.0	6.2%	5,056.1
1990	3,763.9	77.8%	192.8	4.0%	3,956.8	81.8%	602.7	12.5%	277.5	5.7%	4,837.0
1991	3,396.4	78.0%	207.6	4.8%	3,604.0	82.8%	528.8	12.1%	221.0	5.1%	4,353.8
1992	3,954.0	80.8%	293.1	6.0%	4,247.1	86.8%	395.9	8.1%	249.3	5.1%	4,892.3
1993	4,654.0	82.1%	346.5	6.1%	5,000.5	88.2%	364.5	6.4%	302.8	5.3%	5,667.8
1994	5,252.1	82.0%	406.2	6.3%	5,658.3	88.3%	396.3	6.2%	352.8	5.5%	6,407.4
1995	5,307.6	82.0%	383.4	5.9%	5,690.9	88.0%	390.5	6.0%	388.4	6.0%	6,469.8
1996	5,712.1	82.6%	417.4	6.0%	6,129.4	88.6%	430.9	6.2%	359.1	5.2%	6,919.4
1997	5,844.1	81.0%	423.4	5.9%	6,267.4	86.9%	571.2	7.9%	376.2	5.2%	7,214.8
1998	6,181.0	78.9%	580.9	7.4%	6,761.9	86.3%	646.2	8.3%	424.3	5.4%	7,832.4
1999	6,657.2	76.5%	762.8	8.8%	7,420.0	85.2%	762.9	8.8%	521.3	6.0%	8,704.2
2000	6,675.7	74.6%	975.1	10.9%	7,650.8	85.5%	840.8	9.4%	461.9	5.2%	8,953.5
2001	6,664.1	73.7%	1,054.3	11.7%	7,718.4	85.3%	977.8	10.8%	350.1	3.9%	9,046.3
2002	6,609.6	73.2%	1,037.2	11.5%	7,646.8	84.7%	1,060.9	11.7%	322.4	3.6%	9,030.1
2003	6,600.7	70.6%	1,200.7	12.8%	7,801.4	83.4%	1,223.9	13.1%	328.4	3.5%	9,353.7
2004	6,664.5	68.1%	1,450.3	14.8%	8,114.7	82.9%	1,246.3	12.7%	431.6	4.4%	9,792.6
2005	6,441.7	65.9%	1,623.6	16.6%	8,065.4	82.5%	1,215.3	12.4%	496.5	5.1%	9,777.2

Note: Due to different sources, some figures may conflict with other tables.

Source: U.S. Department of Commerce, Bureau of Economic Analysis & Ward's Communications Inc., "Ward's Automotive Yearbook", various issues

Table 4

**U.S. CAR SALES BY SOURCE: SELECTED YEARS 1990-2005**  
(Units in Thousands)

	1990	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
<b>U.S. BRAND DOMESTICS</b>												
CHRYSLER.....	725.7 7.8%	691.2 8.0%	746.5 8.8%	736.5 8.9%	739.2 9.1%	745.3 8.6%	649.4 7.3%	558.0 6.6%	527.1 6.5%	452.7 5.9%	459.2 6.1%	512.2 6.7%
FORD .....	1,777.3 19.1%	1,679.3 19.4%	1,667.4 19.6%	1,575.9 19.1%	1,531.8 18.8%	1,733.1 19.9%	1,527.0 17.3%	1,349.3 16.0%	1,178.0 14.5%	1,033.1 13.6%	888.6 11.8%	934.8 12.2%
GENERAL MOTORS.....	2,979.1 32.0%	2,767.6 32.1%	2,587.9 30.4%	2,635.3 31.9%	2,400.1 29.5%	2,591.4 29.8%	2,475.0 28.0%	2,225.2 26.4%	2,031.2 25.1%	1,905.3 25.0%	1,767.2 23.5%	1,628.1 21.2%
TOTAL U.S.-BRAND DOMESTICS .....	5,482.1 59.0%	5,138.1 59.5%	5,001.9 58.7%	4,947.7 59.8%	4,671.1 57.4%	506.98 58.3%	4,651.3 52.6%	4,132.5 49.1%	3,736.3 46.1%	3,391.1 44.6%	3,115.0 41.5%	3,075.1 40.1%
TRANSPLANTS .....	1,431.9 15.4%	1,990.6 23.1%	2,251.7 26.4%	1,969.1 23.8%	2,090.3 25.7%	2,115.9 24.3%	2,179.2 24.6%	2,192.5 26.0%	2,141.4 26.4%	2,136.4 28.1%	2,241.9 29.9%	2,405.5 31.4%
TOTAL DOMESTIC-BUILT...	6,914.0 74.4%	7,128.7 82.6%	7,253.6 85.1%	6,916.8 83.6%	6,761.4 83.1%	7,185.7 82.6%	6,830.5 77.2%	6,325.0 75.1%	5,877.6 72.5%	5,527.4 72.6%	5,356.9 71.4%	5,480.5 71.5%
IMPORTS .....	2,384.3 25.6%	1,506.3 17.4%	1,272.2 14.9%	1,355.3 16.4%	1,378.1 16.9%	1,718.9 19.8%	2,016.1 22.8%	2,097.6 24.9%	2,225.6 27.5%	2,083.1 27.4%	2,149.1 28.6%	2,186.5 28.5%
<b>GRAND TOTAL ALL CARS</b>	<b>9,298.4</b> <b>100.0%</b>	<b>8,635.0</b> <b>100.0%</b>	<b>8,525.8</b> <b>100.0%</b>	<b>8,272.0</b> <b>100.0%</b>	<b>8,139.5</b> <b>100.0%</b>	<b>8,698.3</b> <b>100.0%</b>	<b>8,846.6</b> <b>100.0%</b>	<b>8,422.6</b> <b>100.0%</b>	<b>8,103.2</b> <b>100.0%</b>	<b>7,610.5</b> <b>100.0%</b>	<b>7,505.9</b> <b>100.0%</b>	<b>7,667.1</b> <b>100.0%</b>

Note: Due to different sources, some figures may conflict with other tables.

Source: Ward's Communications Inc., "Ward's Automotive Yearbook", various issues

Table 5

## U.S. TOTAL TRUCK SALES BY SOURCE: SELECTED YEARS 1990-2005

	1990	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
<b>US BRAND DOMESTICS</b>												
CHRYSLER.....	824.3 17.0%	1,378.2 21.3%	1,618.2 23.4%	1,567.3 21.7%	1,770.8 22.6%	1,893.3 21.8%	1,873.3 20.9%	1,715.2 19.0%	1,678.4 18.6%	1,668.8 17.8%	1,721.7 17.6%	1,758.3 18.0%
FORD.....	1,347.3 27.9%	1,976.5 30.5%	2,069.5 29.9%	2,171.6 30.1%	2,300.1 29.4%	2,384.9 27.4%	2,426.7 27.1%	2,369.1 26.2%	2,186.0 24.2%	2,175.9 23.3%	2,162.1 22.1%	1,971.8 20.2%
GENERAL MOTORS....	1,588.9 32.8%	1,853.6 28.6%	1,924.5 27.8%	2,006.6 27.8%	2,110.2 26.9%	2,379.0 27.3%	2,375.7 26.5%	2,579.8 28.5%	2,745.2 30.4%	2,756.0 29.5%	2,780.7 28.4%	2,711.6 27.7%
OTHER.....	3.4 0.1%	99.3 1.5%	99.8 1.4%	98.7 1.4%	0.0 0.0%	0.0 0.0%	(0.0) -0.0%	0.0 0.0%	0.0 0.0%	0.0 0.0%	0.0 0.0%	0.0 0.0%
TOTAL US-BRAND DOMESTIC .....	3,763.9 77.8%	5,307.6 82.0%	5,712.1 82.6%	5,844.1 81.0%	6,181.0 78.9%	6,657.2 76.5%	6,675.7 74.6%	6,664.1 73.7%	6,609.6 73.2%	6,600.7 70.6%	6,664.5 68.1%	6,441.7 65.9%
TRANSPLANTS .....	192.8 4.0%	383.4 5.9%	417.4 6.0%	423.4 5.9%	580.9 7.4%	762.8 8.8%	975.1 10.9%	1,054.3 11.7%	1,037.2 11.5%	1,200.7 12.8%	1,450.3 14.8%	1,623.6 16.6%
TOTAL DOMESTIC- BUILT .....	3,956.8 81.8%	5,690.9 88.0%	6,129.4 88.6%	6,267.4 86.9%	6,761.9 86.3%	7,420.0 85.2%	7,650.8 85.5%	7,718.4 85.3%	7,646.8 84.7%	7,801.4 83.4%	8,114.7 82.9%	8,065.4 82.5%
IMPORTS.....	602.7 12.5%	390.5 6.0%	430.9 6.2%	571.2 7.9%	646.2 8.3%	762.9 8.8%	840.8 9.4%	977.8 10.8%	1,060.9 11.7%	1,223.9 13.1%	1,246.3 12.7%	1,215.3 12.4%
HEAVY TRUCKS .....	277.5 5.7%	388.4 6.0%	359.1 5.2%	376.2 5.2%	424.3 5.4%	521.3 6.0%	461.9 5.2%	350.1 3.9%	322.4 3.6%	328.4 3.5%	431.6 4.4%	496.5 5.1%
<b>GRAND TOTAL</b>												
<b>ALL TRUCKS .....</b>	<b>4,837.0</b> <b>100.0%</b>	<b>6,469.8</b> <b>100.0%</b>	<b>6,919.4</b> <b>100.0%</b>	<b>7,214.8</b> <b>100.0%</b>	<b>7,832.4</b> <b>100.0%</b>	<b>8,704.2</b> <b>100.0%</b>	<b>8,953.5</b> <b>100.0%</b>	<b>9,046.3</b> <b>100.0%</b>	<b>9,030.1</b> <b>100.0%</b>	<b>9,353.7</b> <b>100.0%</b>	<b>9,792.6</b> <b>100.0%</b>	<b>9,777.2</b> <b>100.0%</b>

Note: Due to different sources, some figures may conflict with other tables

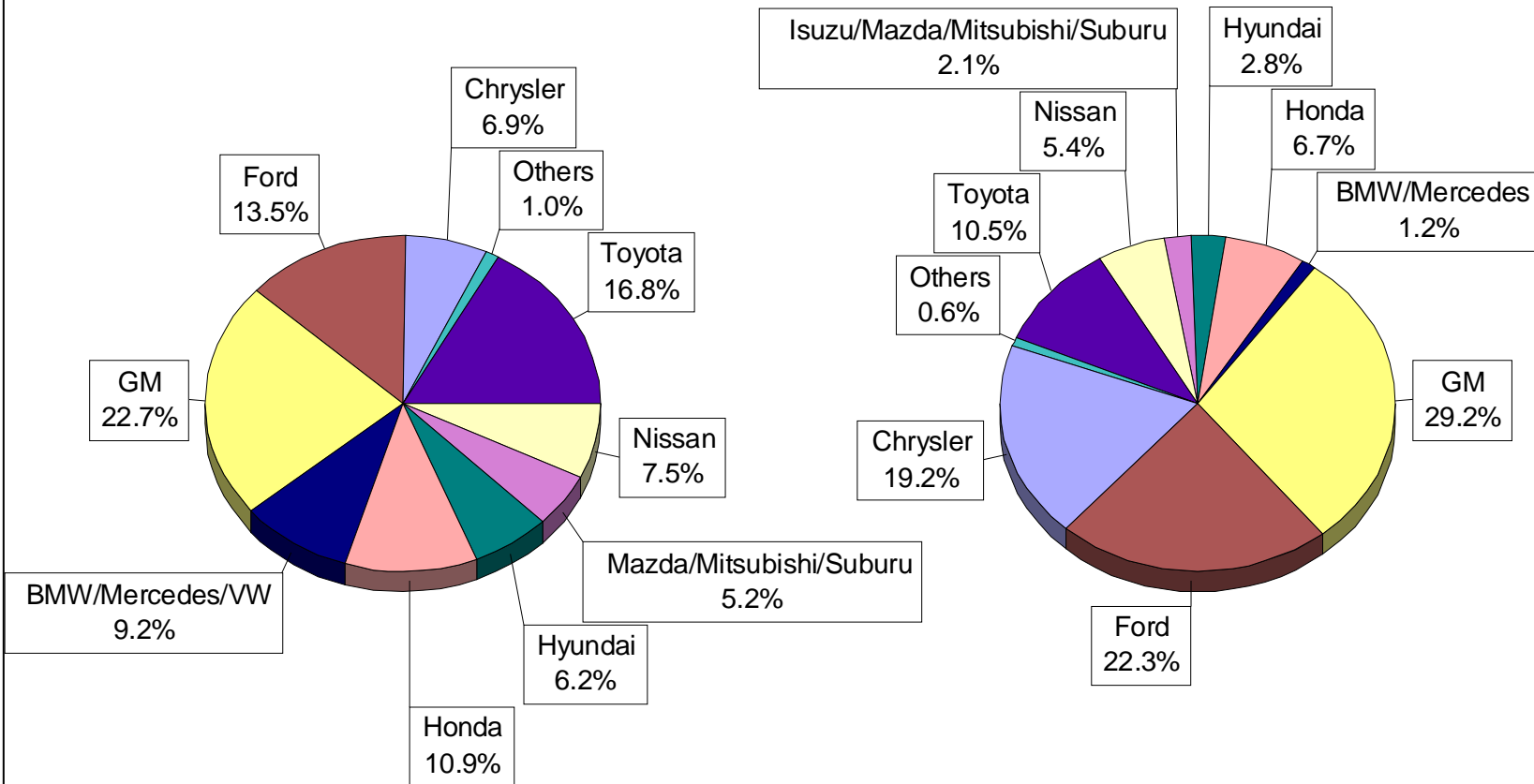
Source: Ward's Communications Inc., "Ward's Automotive Yearbook", various issues

Figure 4

# U.S. Sales, Market Share by Manufacturer, 2005

## Cars

## Light Trucks



Source: Ward's Communications Inc., "Ward's Automotive Yearbook 2006"



**Table 6**

**U.S. CAR SALES AND MARKET SHARE: 1989-2005**

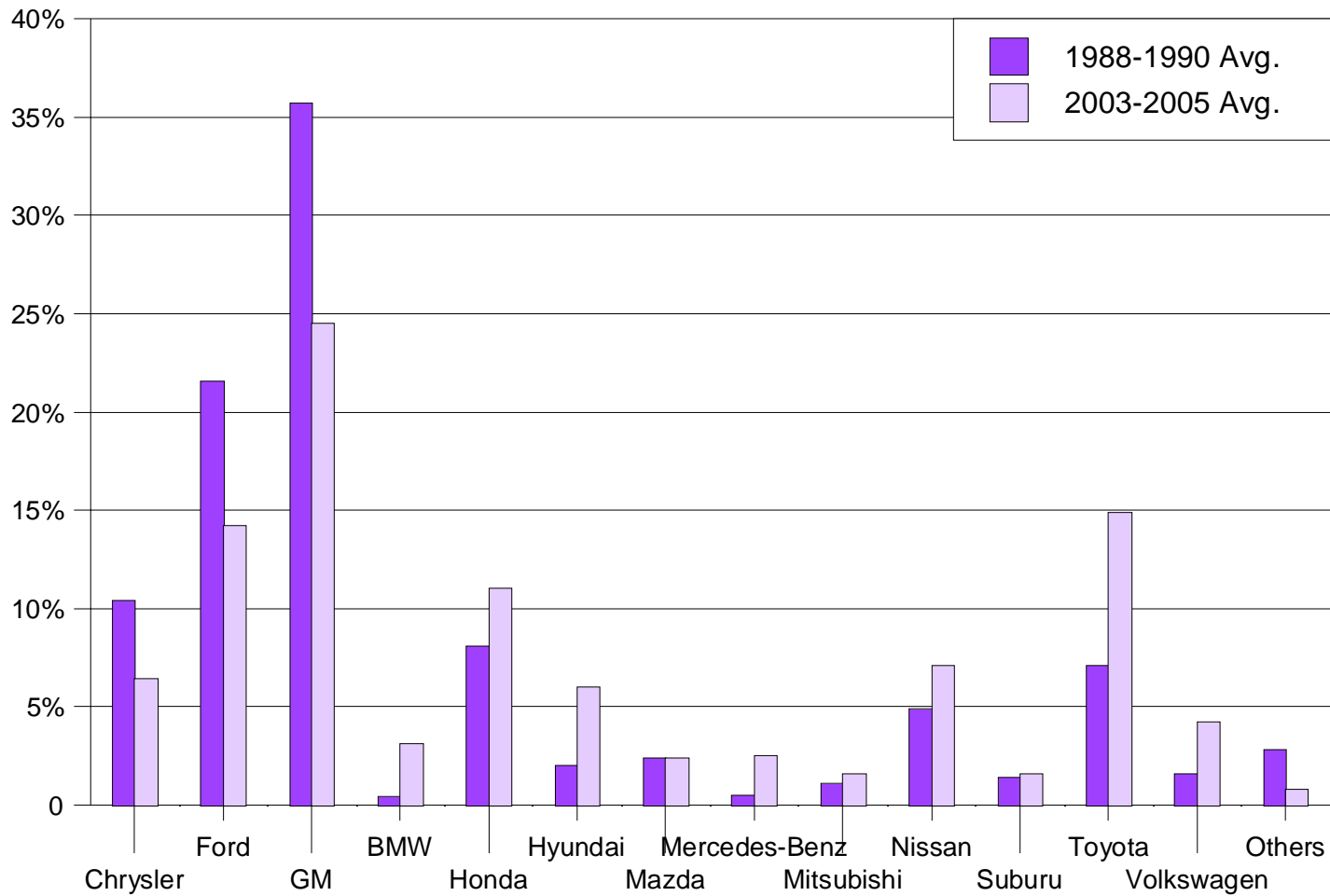
Year	Chrysler	Ford	GM	BMW	Honda	Hyundai	Mazda
1989	1,019,693	2,177,866	3,437,086	64,881	783,102	183,261	226,166
1990	860,834	1,935,531	3,308,983	63,646	854,879	137,448	225,712
1991	702,518	1,636,050	2,909,460	53,343	803,367	117,630	221,643
1992	679,586	1,777,635	2,843,860	65,693	768,845	108,549	248,274
1993	834,132	1,878,149	2,908,689	78,010	716,440	108,796	259,890
1994	811,824	1,938,841	3,057,872	84,501	762,242	126,095	282,799
1995	786,180	1,791,225	2,930,568	93,309	740,487	124,103	223,711
1996	832,633	1,843,711	2,786,110	105,761	786,154	134,834	180,975
1997	736,530	1,719,557	2,689,119	122,500	829,380	148,680	168,540
1998	739,217	1,660,362	2,458,260	131,559	860,471	144,528	186,501
1999	745,275	1,733,108	2,622,207	153,658	854,670	246,401	188,927
2000	649,373	1,687,025	2,600,094	162,703	882,055	332,315	168,754
2001	558,017	1,495,239	2,320,776	172,505	899,887	446,502	166,020
2002	527,056	1,325,716	2,107,056	213,880	838,603	447,210	158,556
2003	456,676	1,169,433	1,959,018	236,154	820,129	439,383	163,694
2004	474,119	1,018,333	1,875,551	226,282	843,289	456,002	187,678
2005	526,823	1,038,876	1,743,814	238,653	837,822	472,353	193,311

Year	Mercedes-Benz	Mitsubishi	Nissan	Subaru	Toyota	Volkswagen	Others	Total
1989	75,714	109,881	510,371	136,112	676,939	149,960	226,413	9,777,445
1990	78,375	148,338	454,250	108,545	779,208	151,103	193,359	9,300,211
1991	58,869	161,675	413,733	105,052	742,021	103,965	145,360	8,174,686
1992	63,315	155,572	417,970	104,814	760,159	87,949	130,892	8,213,113
1993	61,899	168,202	482,646	104,179	741,826	56,427	118,574	8,517,859
1994	73,002	201,003	537,228	100,565	765,143	104,943	144,459	8,990,517
1995	76,752	175,267	520,258	100,407	793,974	131,778	146,945	8,634,964
1996	90,844	171,182	500,377	120,748	793,592	162,291	17,541	8,526,753
1997	107,696	150,382	467,500	117,795	822,582	170,253	21,560	8,272,074
1998	127,111	147,956	411,375	107,701	867,814	265,454	33,412	8,141,721
1999	144,231	197,132	403,471	106,623	888,969	378,127	35,485	8,698,284
2000	152,850	226,464	421,894	115,613	972,715	432,104	42,666	8,846,625
2001	160,309	236,498	414,635	130,903	955,711	426,974	38,649	8,422,625
2002	170,431	259,662	490,683	123,585	985,835	411,171	43,785	8,103,229
2003	186,553	161,523	505,392	116,364	995,986	362,139	38,037	7,610,481
2004	194,149	108,937	536,757	121,662	1,101,221	301,487	60,465	7,505,932
2005	182,817	86,472	572,464	121,425	1,289,356	286,782	76,098	7,667,066

**Source:** Ward's Communications Inc., "Ward's Automotive Yearbook", various issues

Figure 5

## U.S. Car Sales, Market Share by Manufacturer



Source: Ward's Communications Inc., "Ward's Automotive Yearbook" various issues

**Table 7**

**U.S. LIGHT TRUCK SALES AND MARKET SHARE: 1989-2005**

Year	Chrysler	Ford	GM	BMW	Honda	Hyundai	Isuzu
1989	984,354	1,394,527	1,668,665	0	0	0	103,373
1990	837,234	1,347,436	1,625,197	0	0	0	105,820
1991	805,153	1,211,654	1,407,465	0	0	0	95,118
1992	1,033,426	1,397,073	1,548,287	0	0	0	102,903
1993	1,213,690	1,662,784	1,750,457	0	106	0	115,876
1994	1,392,171	1,849,779	1,947,944	0	25,988	0	123,669
1995	1,378,163	1,976,505	1,898,845	0	54,092	8,015	106,450
1996	1,618,193	2,069,537	1,974,680	0	57,774	9,908	99,140
1997	1,567,258	2,171,565	2,042,883	0	111,006	19,831	97,795
1998	1,770,794	2,300,087	2,113,366	0	149,129	28,582	108,478
1999	1,893,286	2,414,243	2,383,156	1,312	222,223	52,383	111,530
2000	1,873,322	2,460,709	2,379,939	26,720	276,805	72,682	104,485
2001	1,715,191	2,420,673	2,580,062	40,622	307,752	123,454	84,133
2002	1,678,390	2,251,210	2,746,035	42,742	409,231	165,254	57,454
2003	1,670,775	2,267,815	2,756,986	40,715	529,718	198,309	34,764
2004	1,731,905	2,252,805	2,781,807	69,829	551,109	232,668	32,180
2005	1,778,010	2,067,922	2,712,985	68,367	624,650	258,510	17,344

Year	Mazda	Mercedes-Benz	Mitsubishi	Nissan	Subaru	Toyota	Others	Total
1989	115,750	0	40,595	153,042	1	268,414	34,327	4,763,048
1990	123,965	0	42,392	167,353	0	278,797	29,283	4,557,477
1991	121,969	0	29,126	169,141	0	268,459	27,248	4,135,333
1992	90,409	0	21,328	167,436	0	263,482	27,822	4,652,166
1993	84,719	0	20,867	205,363	0	291,385	32,874	5,378,121
1994	92,617	0	29,276	237,178	0	322,930	46,509	6,068,061
1995	60,034	0	22,792	250,646	0	289,377	48,165	6,093,084
1996	57,310	0	15,944	249,386	0	366,126	52,431	6,570,429
1997	53,330	14,712	40,596	261,020	15,988	407,530	46,133	6,849,647
1998	54,045	43,804	44,829	210,226	40,132	493,211	44,603	7,401,286
1999	54,781	46,151	66,332	274,529	50,183	586,472	38,673	8,195,254
2000	86,772	53,340	90,032	330,892	56,605	646,491	44,336	8,503,130
2001	103,582	46,409	85,895	269,938	55,041	785,543	81,449	8,699,744
2002	99,657	42,940	85,449	231,904	56,431	770,292	76,150	8,713,139
2003	95,171	32,368	95,978	289,405	70,455	870,328	75,785	9,028,572
2004	76,204	27,442	53,392	449,584	65,740	958,828	77,495	9,360,988
2005	65,028	41,266	38,193	504,481	74,577	970,940	58,415	9,280,688

**Source:** Ward's Communications Inc., "Ward's Automotive Yearbook", various issues

Figure 6

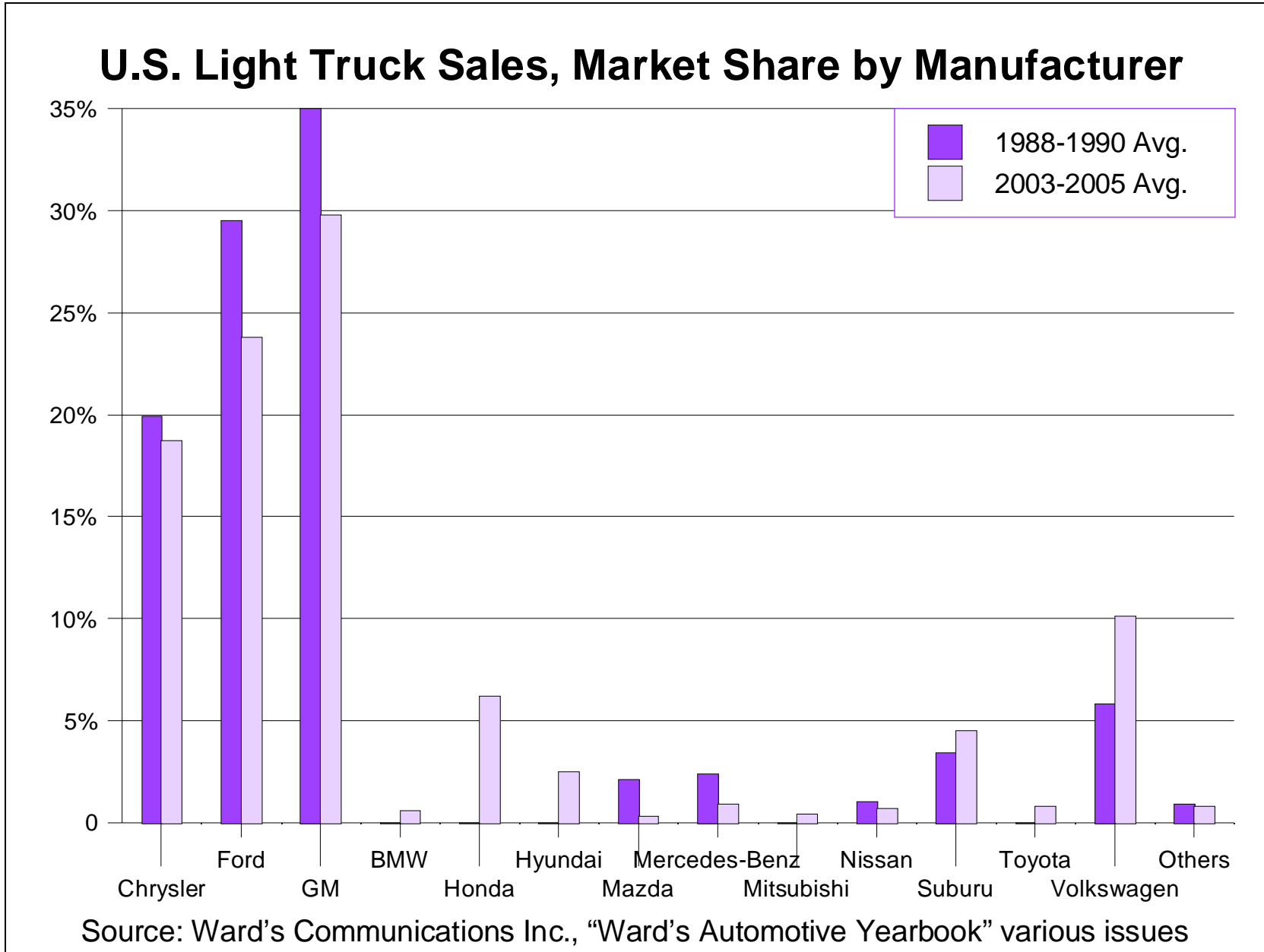


Table 8

## PERCENT OF U.S. CAR SALES BY MARKET CLASS: SELECTED YEARS 1975-2005

Year	Domestic <sup>1)</sup>	Small Import	Total	Domestic <sup>1)</sup>	Middle Import	Total	Domestic <sup>1)</sup>	Large Import	Total	Domestic <sup>1)</sup>	Luxury Import	Total
1975	NA	NA	42.1%	NA	NA	29.2%	NA	NA	31.0%	NA	NA	5.8%
1980	NA	NA	38.5	NA	NA	32.3	NA	NA	22.4	NA	NA	6.8
1983	35.2%	49.4%	38.8	39.8%	42.9%	40.6	14.3%	0.0%	10.7	10.7%	7.7%	9.9
1984	36.2	49.0	39.1	39.0	41.6	39.6	15.0	0.0	11.6	9.8	9.4	9.7
1985	34.6	47.8	37.9	42.5	40.9	42.1	13.1	0.0	9.8	9.8	11.3	10.2
1986	32.6	50.4	37.6	44.4	37.6	42.5	13.6	0.0	9.8	9.4	12.0	10.1
1987	32.1	53.0	38.4	45.8	34.3	42.3	13.1	0.0	9.1	9.0	12.7	10.2
1988	30.7	55.0	37.6	46.5	32.5	42.5	13.9	0.0	10.0	8.9	12.5	9.9
1989	30.9	51.8	36.6	45.6	32.2	41.9	13.7	0.0	9.9	9.8	16.0	11.6
1990	30.1	49.8	35.2	46.8	31.5	42.8	12.7	0.0	9.5	10.4	18.7	12.5
1991	27.4	50.0	33.0	50.7	27.2	44.9	11.0	0.0	8.3	10.9	22.8	13.9
1992	27.8	49.4	32.9	50.6	24.8	44.5	12.0	0.0	9.2	9.6	25.7	13.4
1993	29.1	46.5	32.8	48.3	24.4	43.3	14.0	0.0	11.1	8.6	29.0	12.8
1994	27.4	36.7	29.2	49.2	30.6	45.6	14.5	0.0	11.7	8.9	32.7	13.5
1995	25.6	34.2	27.1	52.7	29.0	48.5	13.1	0.0	10.8	8.7	36.8	13.6
1996	26.9	29.3	27.3	53.2	27.6	49.4	11.6	0.0	9.9	8.3	43.0	13.5
1997	26.9	23.5	26.3	53.4	29.6	49.5	11.3	0.0	9.5	8.5	47.0	14.8
1998	25.8	19.1	24.7	55.0	31.4	51.0	9.9	0.0	8.2	9.1	49.5	16.0
1999	23.1	23.7	23.2	57.5	33.1	52.7	9.5	0.0	7.6	9.9	43.2	16.5
2000	27.3	30.9	28.1	52.8	30.6	47.8	9.1	0.0	7.0	10.8	38.4	17.1
2001	27.6	32.5	28.8	54.4	28.3	47.9	8.6	0.0	6.4	9.4	39.2	16.8
2002	29.0	34.0	30.4	53.6	26.3	46.1	8.4	0.2	6.1	9.0	39.6	17.4
2003	29.9	33.7	30.9	53.8	23.4	45.5	8.5	0.4	6.3	7.8	42.4	17.3
2004	29.1	34.5	30.7	53.5	23.7	45.0	10.2	0.2	7.3	7.2	41.7	17.1
2005	27.6	36.8	30.3	52.6	22.4	44.0	13.1	0.0	9.4	6.7	40.7	16.4

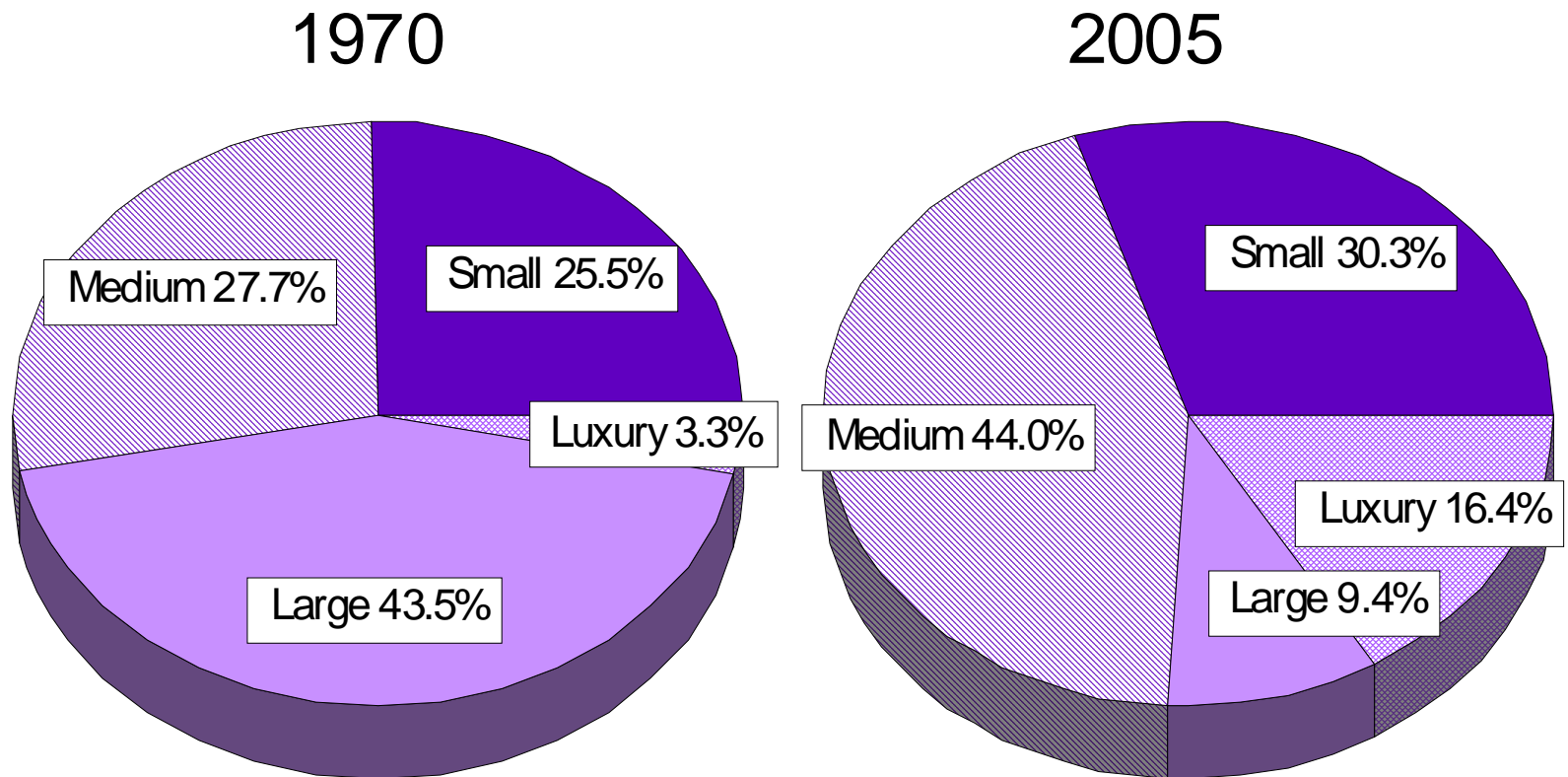
<sup>1)</sup> Units built in North America

**Source:** Crain Communications, Inc., "Automotive News Market Data Book" and Ward's Communications Inc., "Ward's Automotive Yearbook" various issues

Figure 7

# U.S. Car Sales by Market Class: 1970 and 2005

(Percent of Total)



Source: Crain Communications, Inc., "Automotive News Market Data Book", various years

**Table 9**

**DISTRIBUTION OF U.S. LIGHT TRUCK SALES  
BY TYPE OF VEHICLE: SELECTED YEARS 1990-2005**

<b>MARKET CLASS</b>	<b>1990</b>	<b>1995</b>	<b>1996</b>	<b>1997</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
Compact Pickup.....	24.0	16.5	15.1	15.5	14.5	13.2	12.6	10.7	9.3	8.2	7.2	7.5
Full-Sized Pickup .....	27.1	28.1	28.6	26.4	26.5	26.7	26.1	26.9	25.4	26.0	26.7	26.8
Subtotal Pickup .....	51.1	44.6	43.7	41.9	41.0	39.9	38.7	37.5	34.7	34.2	33.9	34.3
Minivan.....	20.4	20.3	18.4	17.7	15.7	16.3	16.3	13.9	13.3	11.9	11.9	11.9
Full-Sized Van.....	8.3	6.5	5.6	5.5	5.3	5.1	4.9	4.1	3.9	3.6	3.7	3.9
Subtotal Van.....	28.7	26.8	24.0	23.2	21.0	21.4	21.2	18.0	17.2	15.5	15.6	15.8
Compact Sport-Utility .....	16.4	23.9	25.9	27.0	29.8	30.4	30.8	33.7	36.6	38.8	39.5	40.9
Full-Sized Sport-Utility.....	3.8	4.7	6.5	7.9	8.2	8.2	9.3	10.8	11.5	11.4	11.0	9.0
Subtotal Sport-Utility .....	20.2	28.6	32.4	34.9	38.0	38.6	40.0	44.4	48.1	50.3	50.5	49.9
<b>Total.....</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Classes defined by Automotive News

**Source:** Crain Communications, Inc., "Automotive News Market Data Book"

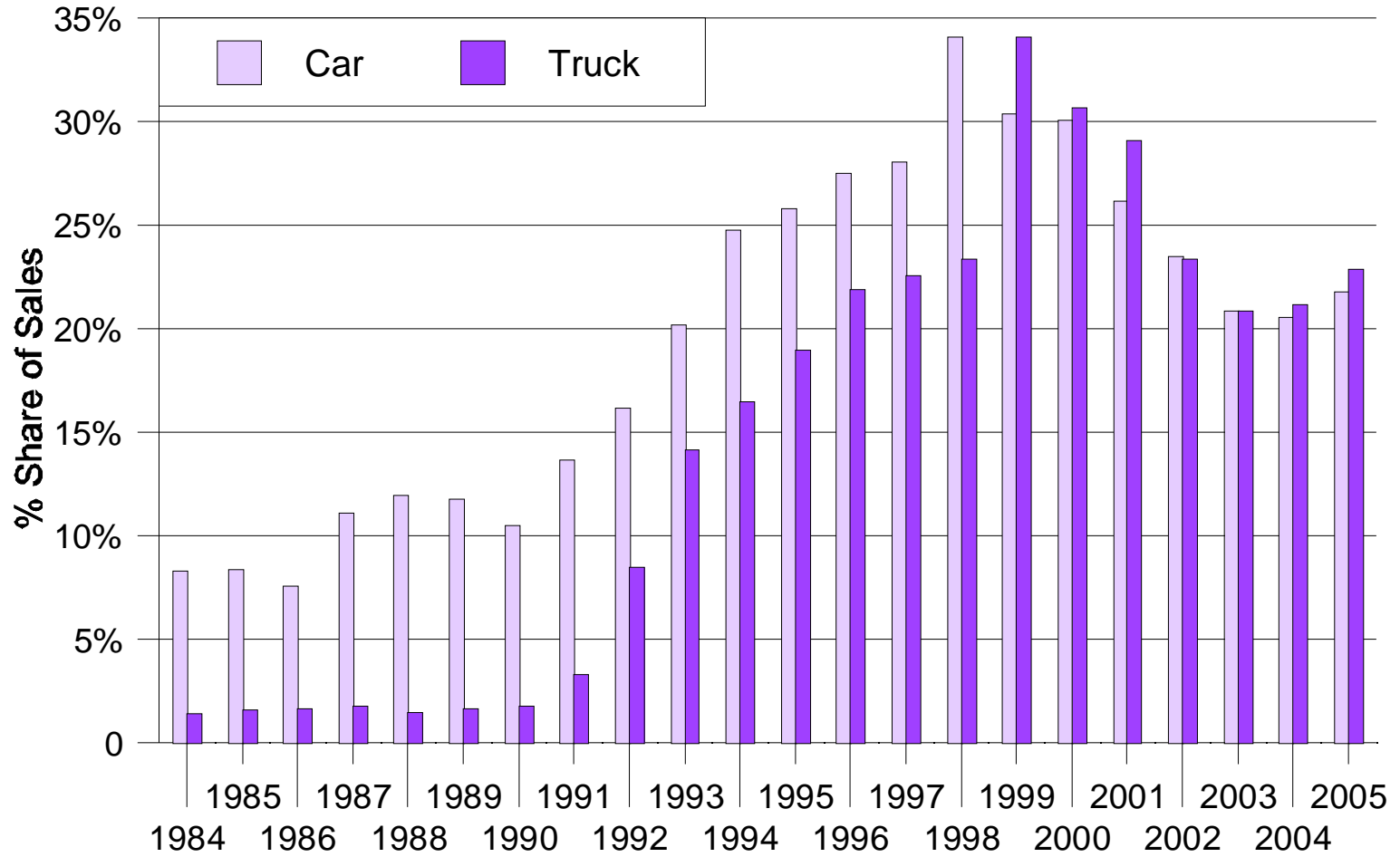
<b>Table 10</b>				
<b>U.S. CAR AND TRUCK LEASES: 1984-2005</b>				
<b>(Units in Millions)</b>				
<b>Year</b>	<b>Car Leases</b>	<b>% Share of Sales</b>	<b>Light Truck Leases</b>	<b>% Share of Sales</b>
1984	0.86	8.3%	0.05	1.4%
1985	0.92	8.4%	0.07	1.6%
1986	0.87	7.6%	0.08	1.7%
1987	1.13	11.1%	0.09	1.8%
1988	1.27	12.0%	0.07	1.5%
1989	1.15	11.8%	0.08	1.7%
1990	0.98	10.5%	0.08	1.8%
1991	1.12	13.7%	0.13	3.3%
1992	1.33	16.2%	0.39	8.5%
1993	1.72	20.2%	0.76	14.2%
1994	2.23	24.8%	0.99	16.5%
1995	2.23	25.8%	1.15	19.0%
1996	2.35	27.5%	1.43	21.9%
1997	2.31	28.1%	1.53	22.6%
1998	2.79	34.1%	1.72	23.4%
1999	2.66	30.4%	2.80	34.1%
2000	2.71	30.1%	2.58	30.7%
2001	2.26	26.2%	2.48	29.1%
2002	1.95	23.5%	2.00	23.4%
2003	1.64	20.9%	1.84	20.9%
2004	1.60	20.6%	1.94	21.2%
2005	1.75	21.8%	2.05	22.9%

**Source:** CNW Marketing/Research



Figure 8

## Percent of New U.S. Cars & Trucks Leased 1984 - 2005



Source: CNW Marketing Research

Table 11

**U.S. USED VEHICLE SALES BY DEALERS: 1986-2005**  
(Units in Thousands)

Year	Dealer Private	Dealer Franchised	Total Dealer Used Sales	U.S. New Vehicle Sales	Total Dealer Used and New Sales	Used as a % of Total Sales
1986	8,500	13,216	21,716	16,318	38,034	57.1%
1987	9,000	13,144	22,144	15,162	37,306	59.4%
1988	9,500	14,207	23,707	15,778	39,485	60.0%
1989	9,800	14,710	24,510	14,833	39,343	62.3%
1990	10,678	14,222	24,900	14,137	39,037	63.8%
1991	10,633	14,573	25,206	12,530	37,736	66.8%
1992	11,681	14,619	26,300	13,107	39,407	66.7%
1993	14,011	14,792	28,803	14,186	42,989	67.0%
1994	14,548	15,047	29,595	15,398	44,993	65.8%
1995	14,124	15,679	29,803	15,106	44,909	66.4%
1996	13,247	15,713	28,960	15,449	44,409	65.2%
1997	12,685	15,796	28,481	15,490	43,971	64.8%
1998	13,182	15,684	28,866	15,958	44,824	64.4%
1999	12,786	16,504	29,290	17,401	46,691	62.7%
2000	13,559	16,178	29,737	17,806	47,543	62.5%
2001	14,416	15,930	30,346	17,468	47,814	63.5%
2002	13,078	16,470	29,548	17,133	46,681	63.3%
2003	13,732	16,171	29,903	16,968	46,871	63.8%
2004	14,751	15,953	30,704	17,296	48,000	64.0%
2005	14,210	16,450	30,660	17,445	48,105	63.7%

Note: Excludes individual transactions which represent approximately half of the market.

Source: National Auto Dealers Association (NADA), CNW Marketing, U.S. Department of Commerce, Bureau of Economic Analysis



# **U.S. Motor Vehicle Production**

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Table 12

**WORLD MOTOR VEHICLE PRODUCTION, SELECTED COUNTRIES  
TOTAL PASSENGER CARS AND COMMERCIAL VEHICLES (In Thousands)**

	1961	1971	1981	1991	1996	1997	1998	1999	2000	2001	2002	2003	2004
Total World Production	15,200	33,401	37,136	47,283	51,465	53,463	52,098	54,948	57,528	56,325	58,973	60,331	63,963
Argentina	136	253	172	139	313	446	458	305	340	236	159	170	260
Australia	231	470	392	284	322	349	384	311	348	319	344	413	405
Austria	13	7	15	20	106	108	103	139	141	155	151	140	249
Belgium	1	296	257	337	437	430	406	291	1,033	1,187	1,056	904	895
Brazil	145	516	780	960	1,805	2,067	1,573	1,344	1,671	1,798	1,793	1,827	2,210
Canada	391	1,360	1,323	1,889	2,397	2,571	2,173	3,057	2,962	2,532	2,629	2,553	2,712
China	N	N	N	709	1,466	1,578	1,628	1,805	2,009	2,332	3,251	4,444	5,071
Czech Republic	76	177	230	202	272	369	411	376	455	465	447	442	448
France	1,205	3,010	3,020	3,611	3,591	2,581	2,954	3,033	3,352	3,628	3,693	3,620	3,352
Germany	2,213	4,141	4,116	5,035	4,843	5,023	5,727	5,688	5,198	5,692	5,145	5,507	5,570
India	54	89	149	355	762	746	513	780	796	825	892	1,161	1,511
Italy	759	1,817	1,433	1,878	1,545	1,817	1,693	1,701	1,738	1,580	1,427	1,322	1,142
Japan	1,039	5,811	11,180	13,245	10,346	10,975	10,050	9,905	10,145	9,777	10,258	10,286	10,512
South Korea	N	N	134	1,498	2,813	2,818	1,954	2,832	3,115	2,946	3,148	3,178	3,469
Mexico	N	211	597	989	1,220	1,358	1,453	1,534	1,923	1,857	1,805	1,575	1,553
Netherlands	19	91	90	111	164	218	271	287	267	239	231	219	248
Poland	36	146	308	193	401	322	499	695	556	387	310	300	592
Portugal	N	N	N	26	132	267	271	252	247	240	251	239	227
Russia	555	1,130	2,198	2,052	1,004	1,174	U	1,172	1,203	1,250	1,220	1,280	1,385
Spain	75	532	987	2,082	2,412	2,562	2,826	2,672	3,033	2,850	2,855	3,030	3,012
Sweden	132	317	313	344	463	480	483	494	296	286	276	323	339
Taiwan	N	N	N	382	366	381	405	350	365	272	337	387	431
Turkey	N	25	47	242	277	344	U	U	431	271	347	534	823
United Kingdom	1,447	2,198	1,185	1,454	1,924	1,936	1,981	1,973	1,817	1,685	1,821	1,846	1,856
United States	6,653	10,672	7,943	8,811	11,799	12,119	12,006	13,025	12,771	11,425	12,280	12,087	11,960
U.S. percent of world	44%	32%	21%	19%	23%	23%	23%	24%	22%	20%	21%	20%	19%

KEY: N = data do not exist; U = data are not available.

**Notes:** Prior to 2000, the country of manufacture was recognized as the producing country. To conform with current OICA (International Organization of Motor Vehicle Manufacturers) practices, starting in 2000, the country of final assembly was recognized as the producing country. This explains the sudden change in trends across some countries from 1999 to 2000.

**Source:** Ward's Communications Inc., "Motor Vehicle Facts & Figures", various years

**Table 13**

**U.S. MOTOR VEHICLE PRODUCTION: 1975-2005**

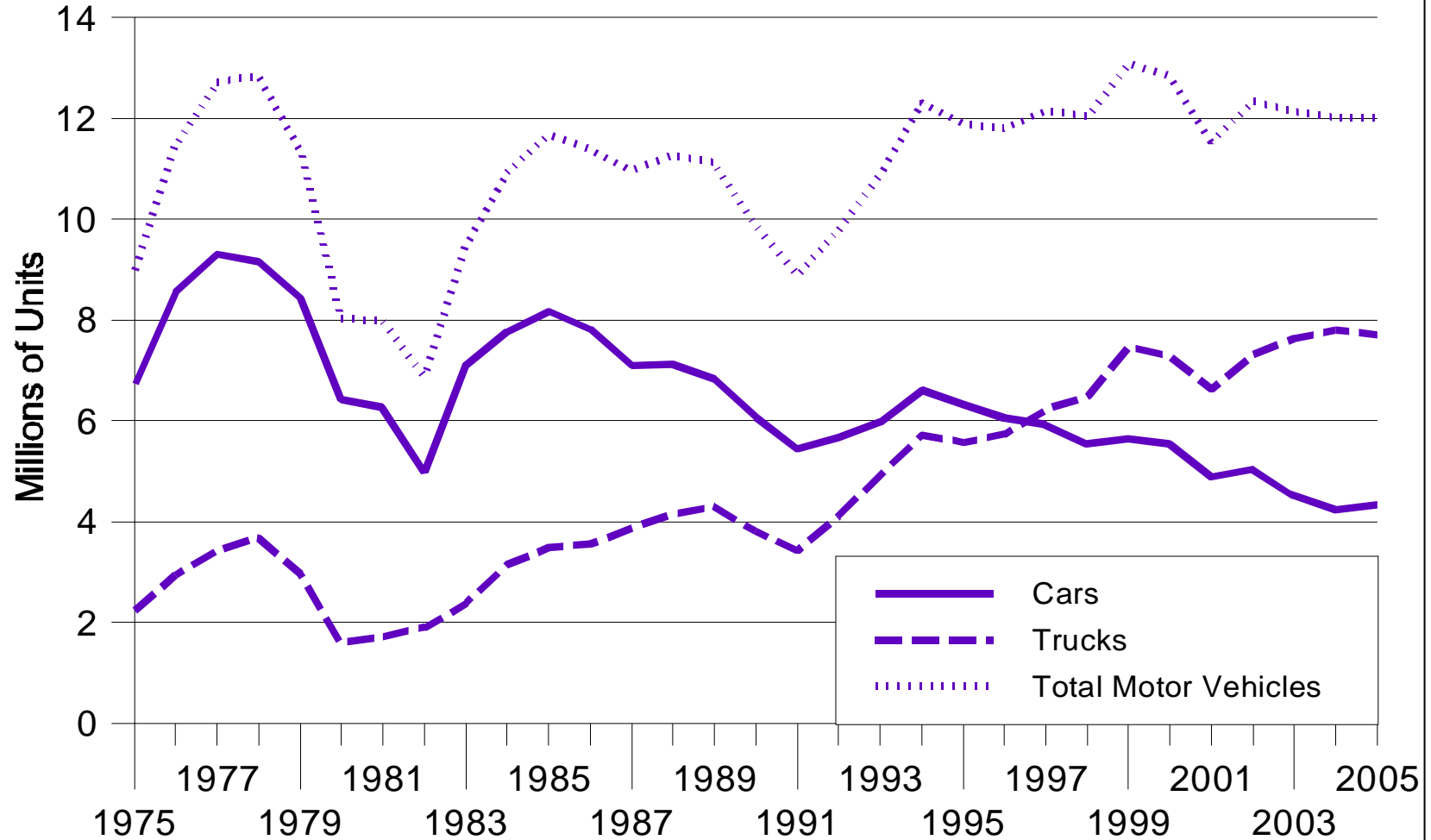
<b>Year</b>	<b>Cars</b>	<b>Percent Change</b>	<b>Total Trucks</b>	<b>Percent Change</b>	<b>Motor Vehicles</b>	<b>Percent Change</b>
1975	6,740,584	-7.8%	2,250,507	-17.9%	8,991,091	-10.6%
1976	8,537,759	26.7%	2,946,410	30.9%	11,484,169	27.7%
1977	9,293,674	8.9%	3,433,569	16.5%	12,727,243	10.8%
1978	9,153,299	-1.5%	3,676,747	7.1%	12,830,046	0.8%
1979	8,418,369	-8.0%	2,973,498	-19.1%	11,391,867	-11.2%
1980	6,416,885	-23.8%	1,593,489	-46.4%	8,010,374	-29.7%
1981	6,280,045	-2.1%	1,701,122	6.8%	7,981,167	-0.4%
1982	4,973,870	-20.8%	1,902,164	11.8%	6,876,034	-13.8%
1983	7,112,352	43.0%	2,400,429	26.2%	9,512,781	38.3%
1984	7,777,721	9.4%	3,146,356	31.1%	10,924,077	14.8%
1985	8,186,040	5.2%	3,485,435	10.8%	11,671,475	6.8%
1986	7,829,697	-4.4%	3,543,168	1.7%	11,372,865	-2.6%
1987	7,094,992	-9.4%	3,880,342	9.5%	10,975,334	-3.5%
1988	7,129,420	0.5%	4,132,729	6.5%	11,262,149	2.6%
1989	6,829,976	-4.2%	4,294,969	3.9%	11,124,945	-1.2%
1990	6,079,192	-11.0%	3,808,844	-11.3%	9,888,036	-11.1%
1991	5,439,379	-10.5%	3,444,390	-9.6%	8,883,769	-10.2%
1992	5,659,323	4.0%	4,116,642	19.5%	9,775,965	10.0%
1993	5,988,534	5.8%	4,901,548	19.1%	10,890,082	11.4%
1994	6,609,523	10.4%	5,707,176	16.4%	12,316,699	13.1%
1995	6,326,700	-4.3%	5,577,515	-2.3%	11,904,215	-3.3%
1996	6,055,939	-4.3%	5,741,064	2.9%	11,797,003	-0.9%
1997	5,922,205	-2.2%	6,230,915	8.5%	12,153,120	3.0%
1998	5,549,500	-6.3%	6,480,603	4.0%	12,030,103	-1.0%
1999	5,640,030	1.6%	7,445,141	14.9%	13,085,171	8.8%
2000	5,542,475	-1.7%	7,290,148	-2.1%	12,832,623	-1.9%
2001	4,879,119	-12.0%	6,638,503	-8.9%	11,517,622	-10.2%
2002	5,027,425	3.0%	7,300,881	10.0%	12,328,306	7.0%
2003	4,518,000	-10.1%	7,627,137	4.5%	12,145,137	-1.5%
2004	4,236,736	-6.2%	7,784,480	2.1%	12,021,216	-1.0%
2005	4,325,702	2.1%	7,692,341	-1.2%	12,018,043	-0.0%

Note: Due to different sources, some figures may conflict with other tables

Source: Crain Communications, Inc., "Automotive News Market Data Book", various issues

Figure 9

# U.S. Motor Vehicle Production 1975 - 2005

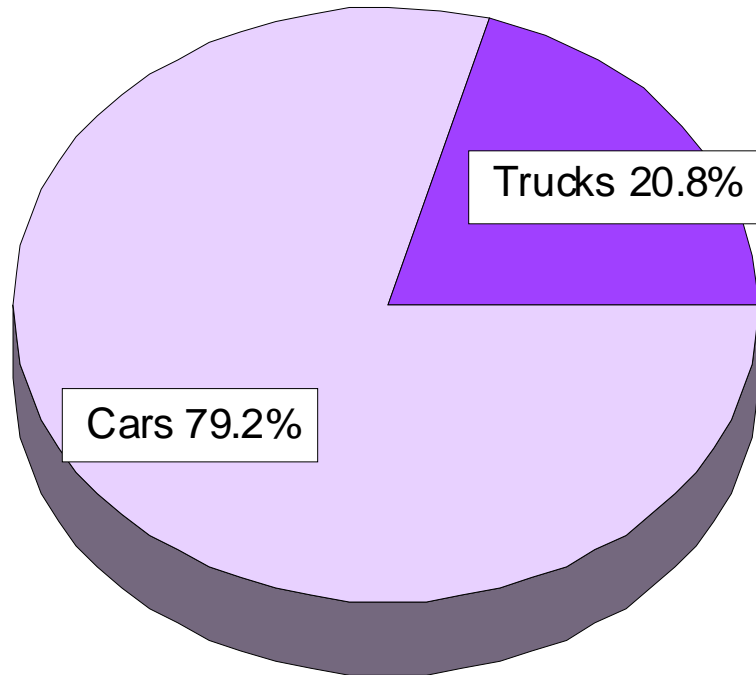


Source: Crain Communications, Inc., "Automotive News Market Data Book", various years

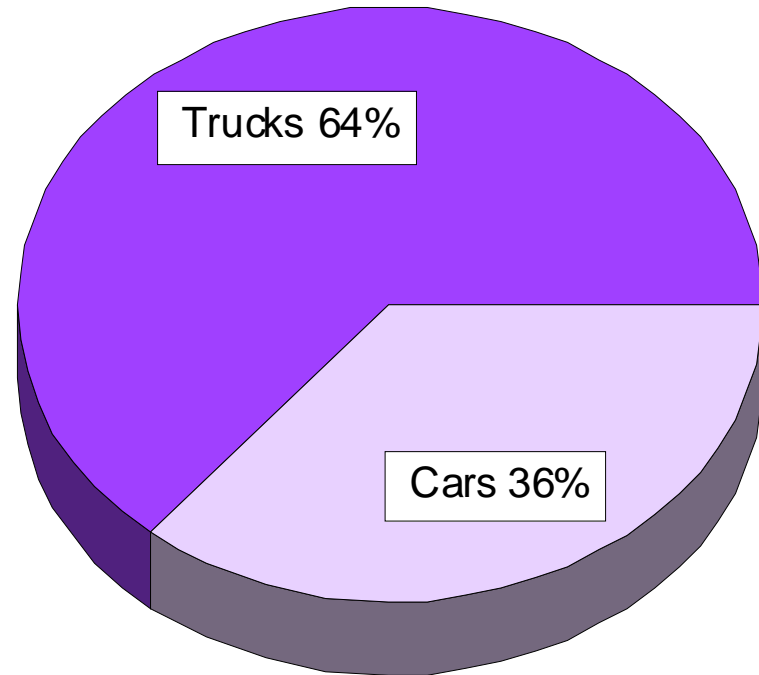
Figure 10

## U.S. Motor Vehicle Production: 1970 and 2005 (Percent of Total)

1970



2005



Source: Crain Communications, Inc., "Automotive News Market Data Book"



Table 14

**U.S. MOTOR VEHICLE PRODUCTION BY SOURCE : SELECTED YEARS 1985-2005**  
(Millions of Units)

	1985	1990	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
<b>Traditional Domestic</b>													
General Motors .....	6.360	4.128	4.250	3.936	4.262	3.913	4.501	4.224	3.723	4.093	3.890	3.582	3.304
Ford.....	2.854	2.772	3.454	3.539	3.519	3.485	3.670	3.759	3.258	3.413	3.119	3.015	2.768
Chrysler.....	1.717	1.253	1.702	1.702	1.705	1.809	2.038	1.864	1.710	1.837	1.815	1.776	1.772
Total Traditional Domestic .....	11.042	8.153	9.406	9.177	9.485	9.207	10.209	9.846	8.691	9.344	8.823	8.372	7.844
Percent Change .....	5.4%	-15.2%	-4.7%	-2.4%	3.4%	-2.9%	10.9%	-3.6%	-11.7%	7.5%	-5.6%	-5.1%	-6.3%
<b>Foreign-Based Domestic</b>													
Nissan .....	0.151	0.235	0.466	0.414	0.398	0.309	0.323	0.377	0.326	0.410	0.522	0.755	0.836
Subaru-Isuzu.....	0.000	0.067	0.180	0.195	0.187	0.216	0.192	0.209	0.186	0.131	0.122	0.119	0.119
Nummi.....	0.065	0.205	0.353	0.365	0.358	0.362	0.367	0.344	0.352	0.370	0.395	0.381	0.417
Honda .....	0.145	0.435	0.553	0.634	0.648	0.695	0.686	0.677	0.695	0.753	0.845	0.803	0.940
Toyota .....	0.000	0.218	0.381	0.386	0.432	0.476	0.534	0.625	0.616	0.668	0.727	0.844	0.874
Other .....	0.267	0.573	0.565	0.626	0.645	0.784	0.795	0.776	0.652	0.653	0.710	0.747	0.988
Total Foreign-Based Domestic.....	0.628	1.733	2.498	2.620	2.668	2.841	2.898	3.008	2.826	2.985	3.322	3.649	4.174
Percent Change .....	40.8%	14.8%	2.3%	4.9%	1.8%	6.5%	2.0%	3.8%	-5.4%	5.6%	11.3%	9.8%	14.4%
Total U.S. Production.....	11.670	9.886	11.904	11.797	12.153	12.049	13.107	12.855	11.518	12.328	12.145	12.021	12.018
Percent Change .....	6.8%	-11.1%	-3.4%	-0.9%	3.0%	-0.9%	8.8%	-1.9%	-10.2%	7.0%	-1.5%	-1.0%	-0.0%
Foreign-Based Dom. Share of Total.....	5.4%	17.5%	21.0%	22.2%	22.0%	23.6%	22.1%	23.4%	24.5%	24.2%	27.4%	30.4%	34.7%
Traditional Domestic Share of Total.....	94.6%	82.5%	79.0%	77.8%	78.0%	76.4%	77.9%	76.6%	75.5%	75.8%	72.6%	69.6%	65.3%

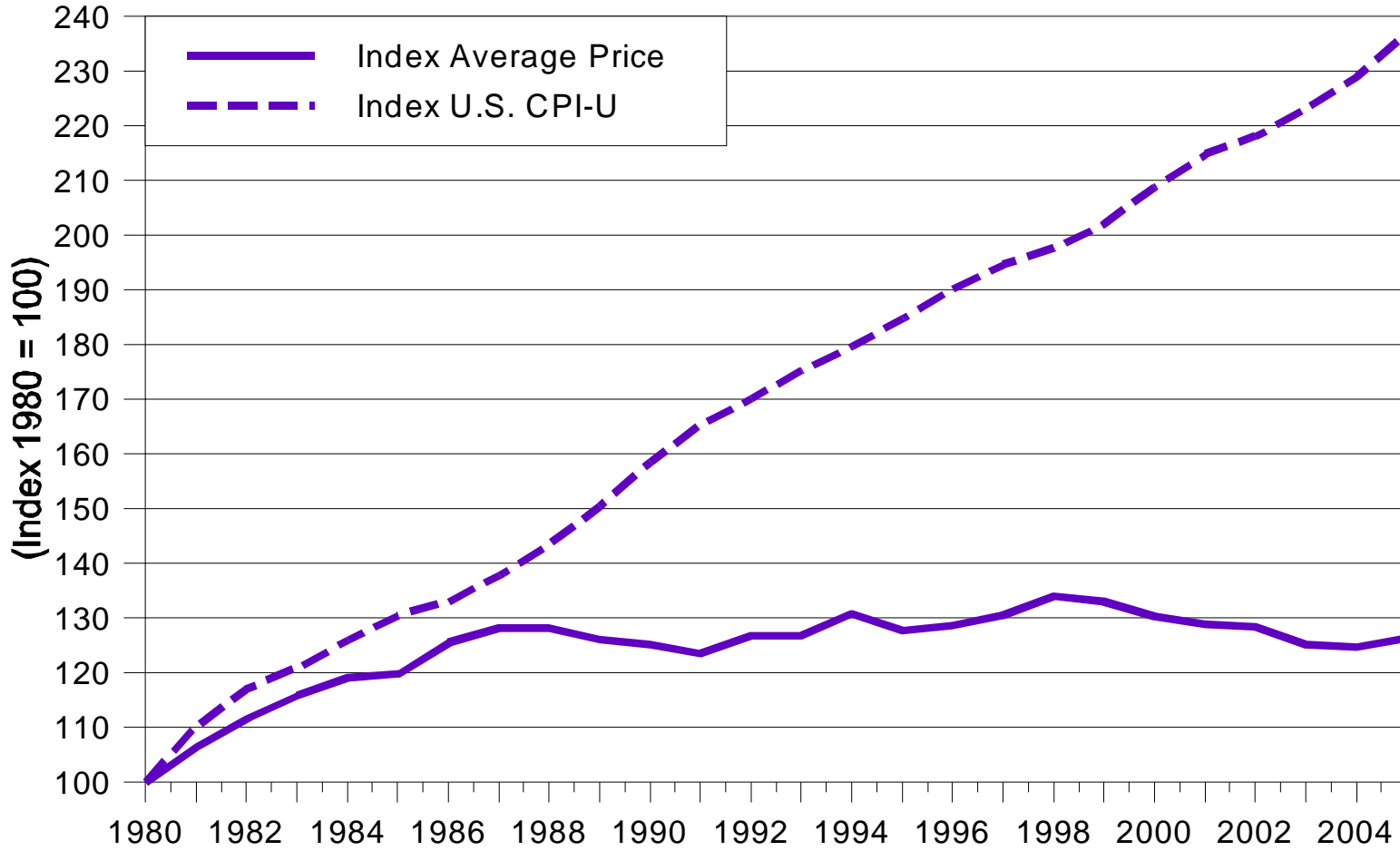
**Note:** Due to different sources, some figures may conflict with other tables.

**Source:** Crain Communications, Inc., "Automotive News Market Data Books", various issues and American Automobile Manufacturers Association, "Motor Vehicles Facts and Figures", various issues

# **Motor Vehicle Prices, Average Age, and Other U.S. Statistics**

Figure 11

## U.S. New Car Average Price Increases Compared with Inflation 1980 - 2005



Source: U.S. Department of Labor, Bureau of Economic Analysis and American Automotive Manufacturers Association

**Table 15**  
**NEW CAR AVERAGE PRICE: 1975-2005**

<b>Year</b>	<b>Domestic</b>	<b>Percent Change</b>	<b>Import</b>	<b>Percent Change</b>	<b>Average</b>	<b>Percent Change</b>	<b>Average Inflation-Adjusted Price*</b>	<b>Percent Change</b>
1975	5,084	12.4%	4,386	8.9%	4,951	11.5%	9,202	2.2%
1976	5,506	8.3%	4,926	12.3%	5,416	9.4%	9,518	3.4%
1977	5,985	8.7%	5,072	3.0%	5,813	7.3%	9,593	0.8%
1978	6,478	8.2%	5,935	17.0%	6,379	9.7%	9,784	2.0%
1979	6,889	6.3%	6,707	13.0%	6,848	7.3%	9,432	-3.6%
1980	7,609	10.5%	7,484	11.6%	7,574	10.6%	9,192	-2.5%
1981	8,912	17.1%	8,894	18.8%	8,910	17.6%	9,801	6.6%
1982	9,865	10.7%	9,958	12.0%	9,903	11.2%	10,262	4.7%
1983	10,516	6.6%	10,873	9.2%	10,607	7.1%	10,650	3.8%
1984	11,079	5.4%	12,342	13.5%	11,374	7.2%	10,947	2.8%
1985	11,589	4.6%	12,856	4.2%	11,838	4.1%	11,002	0.5%
1986	12,319	6.3%	13,670	6.3%	12,651	6.9%	11,543	4.9%
1987	12,922	4.9%	14,474	5.9%	13,383	5.8%	11,781	2.1%
1988	13,418	3.8%	15,222	5.2%	13,933	4.1%	11,778	-0.0%
1989	13,936	3.9%	15,515	1.9%	14,372	3.2%	11,590	-1.6%
1990	14,491	4.0%	16,643	7.3%	15,045	4.7%	11,511	-0.7%
1991	15,191	4.8%	16,322	-1.9%	15,473	2.8%	11,360	-1.3%
1992	15,643	3.0%	18,591	13.9%	16,334	5.6%	11,642	2.5%
1993	15,931	1.8%	20,233	8.8%	16,829	3.0%	11,647	0.0%
1994	16,822	5.6%	21,919	8.3%	17,803	5.8%	12,013	3.1%
1995	16,811	-0.1%	23,126	5.5%	17,904	0.6%	11,748	-2.2%
1996	17,231	2.5%	26,025	12.5%	18,548	3.6%	11,821	0.6%
1997	17,601	2.2%	27,503	5.7%	19,237	3.7%	11,986	1.4%
1998	18,172	3.2%	29,391	6.9%	20,074	4.3%	12,315	2.7%
1999	18,338	0.9%	28,719	-2.3%	20,377	1.5%	12,231	-0.7%
2000	18,574	1.3%	27,449	-4.4%	20,604	1.1%	11,965	-2.2%
2001	18,757	1.0%	27,563	0.4%	20,962	1.7%	11,836	-1.1%
2002	18,896	0.7%	27,448	-0.4%	21,253	1.4%	11,814	-0.2%
2003	18,536	-1.9%	28,145	2.5%	21,168	-0.4%	11,504	-2.6%
2004	18,910	2.0%	28,422	1.0%	21,634	2.2%	11,453	-0.4%
2005	19,906	5.3%	29,704	4.5%	22,700	4.9%	11,623	1.5%

\* Inflation-adjusted prices based upon average value of prices during 1982-84.

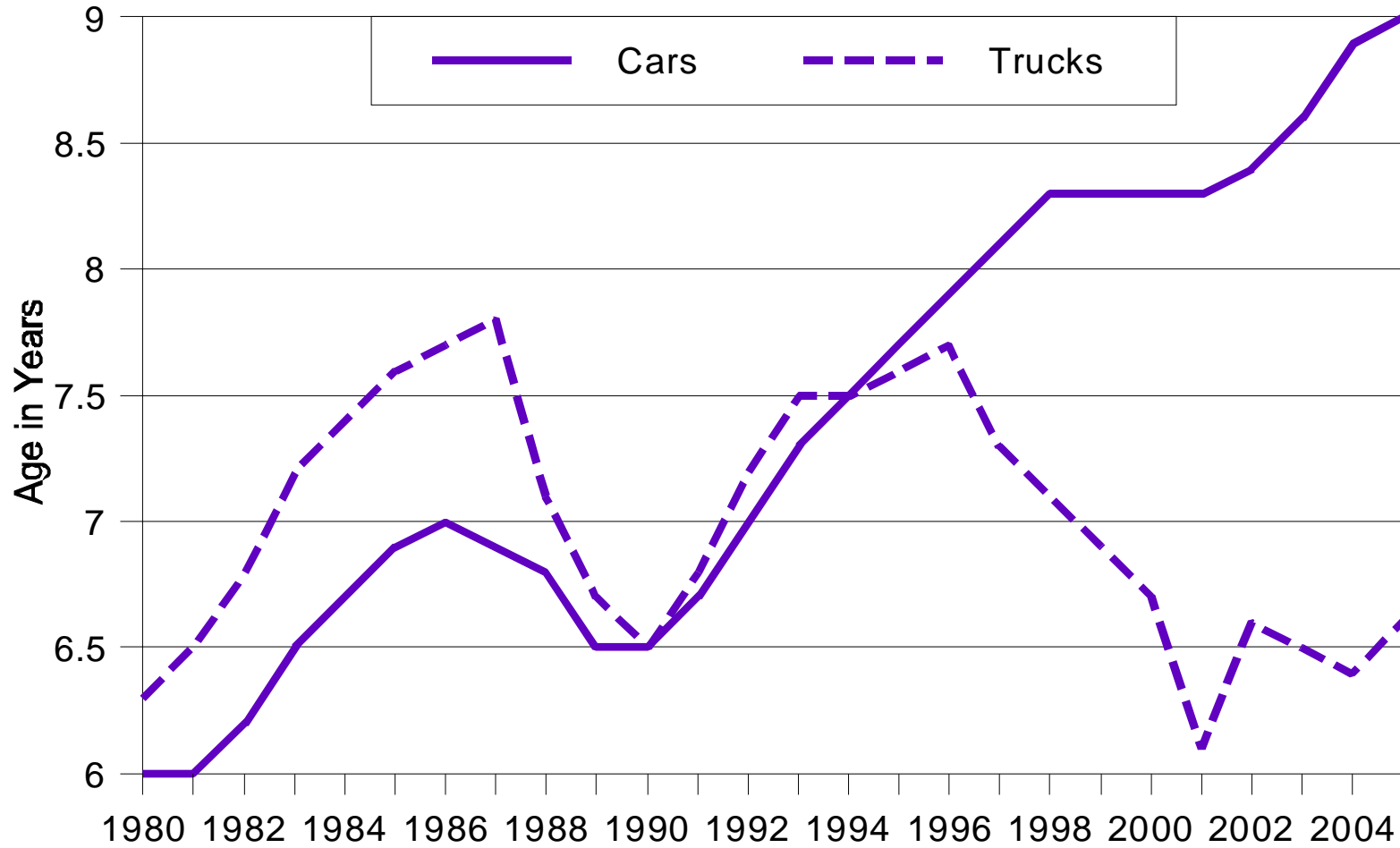
**Source:** U.S. Department of Labor, Bureau of Economic Analysis & American Automobile Manufacturers Association

<b>Table 16</b>		
<b>MEDIAN AGE OF CARS AND TRUCKS IN OPERATION: SELECTED YEARS</b>		
<b>Year</b>	<b>Cars</b>	<b>Trucks</b>
1950	6.2	4.7
1960	5.4	7.4
1970	4.9	5.9
1980	6.0	6.3
1981	6.0	6.5
1982	6.2	6.8
1983	6.5	7.2
1984	6.7	7.4
1985	6.9	7.6
1986	7.0	7.7
1987	6.9	7.8
1988	6.8	7.1
1989	6.5	6.7
1990	6.5	6.5
1991	6.7	6.8
1992	7.0	7.2
1993	7.3	7.5
1994	7.5	7.5
1995	7.7	7.6
1996	7.9	7.7
1997	8.1	7.3
1998	8.3	7.1
1999	8.3	6.9
2000	8.3	6.7
2001	8.3	6.1
2002	8.4	6.6
2003	8.6	6.5
2004	8.9	6.4
2005	9.0	6.6

**Source:** R.L. Polk & Company

Figure 12

# Median Age of Motor Vehicles in Operation 1980 - 2005



Source: R.L. Polk & Company

Table 17

**U.S. MOTOR VEHICLE STOCK: 1985-2005**  
(Thousands of Units)

Year	Autos In Use	Percent Change	Trucks In Use	Percent Change	Total Vehicles In Use	Per Capita Vehicles In Use <sup>1)</sup>
1985	114,662	2.4%	42,386	5.6%	157,048	0.87
1986	117,268	2.3%	44,825	5.8%	162,093	0.89
1987	119,849	2.2%	47,344	5.6%	167,193	0.90
1988	121,520	1.4%	50,222	6.1%	171,742	0.92
1989	122,758	1.0%	53,202	5.9%	175,960	0.93
1990	123,276	0.4%	56,021	5.3%	179,297	0.94
1991	123,328	0.0%	58,178	3.9%	181,506	0.94
1992	120,347	-2.4%	61,172	5.1%	181,519	0.93
1993	121,055	0.6%	65,260	6.7%	186,315	0.94
1994	121,997	0.8%	66,717	2.2%	188,714	0.95
1995	122,242	0.2%	70,199	5.2%	192,441	0.95
1996	124,613	1.9%	73,681	5.0%	198,294	0.97
1997	124,673	0.0%	76,397	3.7%	201,070	0.98
1998	125,966	1.0%	79,077	3.5%	205,043	0.98
1999	126,869	0.7%	82,640	4.5%	209,509	1.00
2000	127,721	0.7%	85,579	3.6%	213,299	0.98
2001	128,714	0.8%	87,969	2.8%	216,683	0.98
2002	129,907	0.9%	91,120	3.6%	221,027	0.99
2003	131,072	0.9%	94,810	4.0%	225,882	1.00
2004	132,469	1.1%	98,929	4.3%	231,398	1.01
2005	132,909	0.3%	104,788	5.9%	237,697	1.03

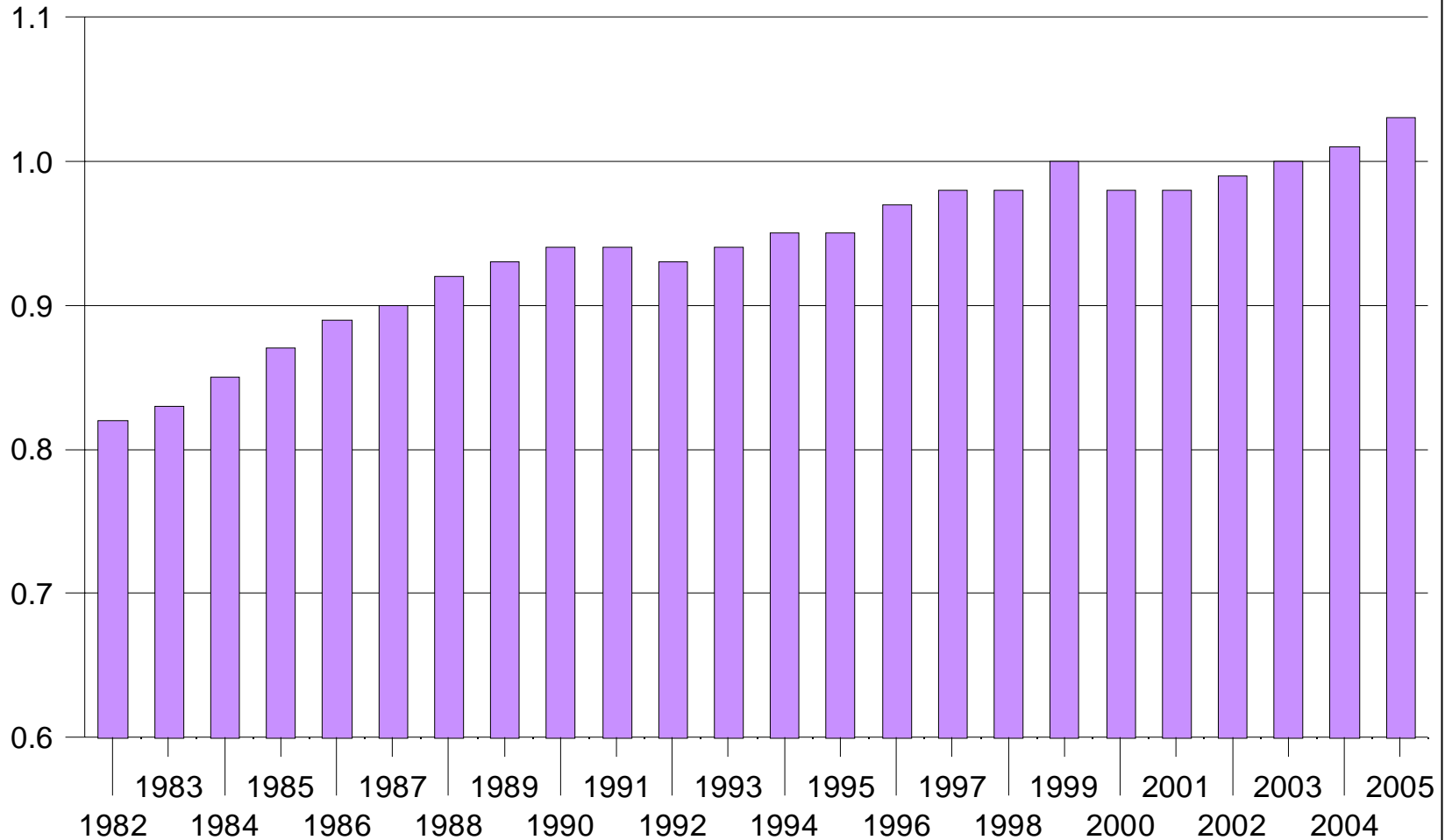
1) Vehicles per person over 15 years old.

**Source:** R.L. Polk & Company and Crain Communications, Inc., "Automotive News Market Data Book"

Figure 13

# Vehicles In Use in U.S. - Per Capita 1)

## 1982 - 2005



1) Vehicles per person over 15 years old.

Source: R.L. Polk & Company & Crain Communications, Inc., "Automotive News Market Data Book"



**Table 18**

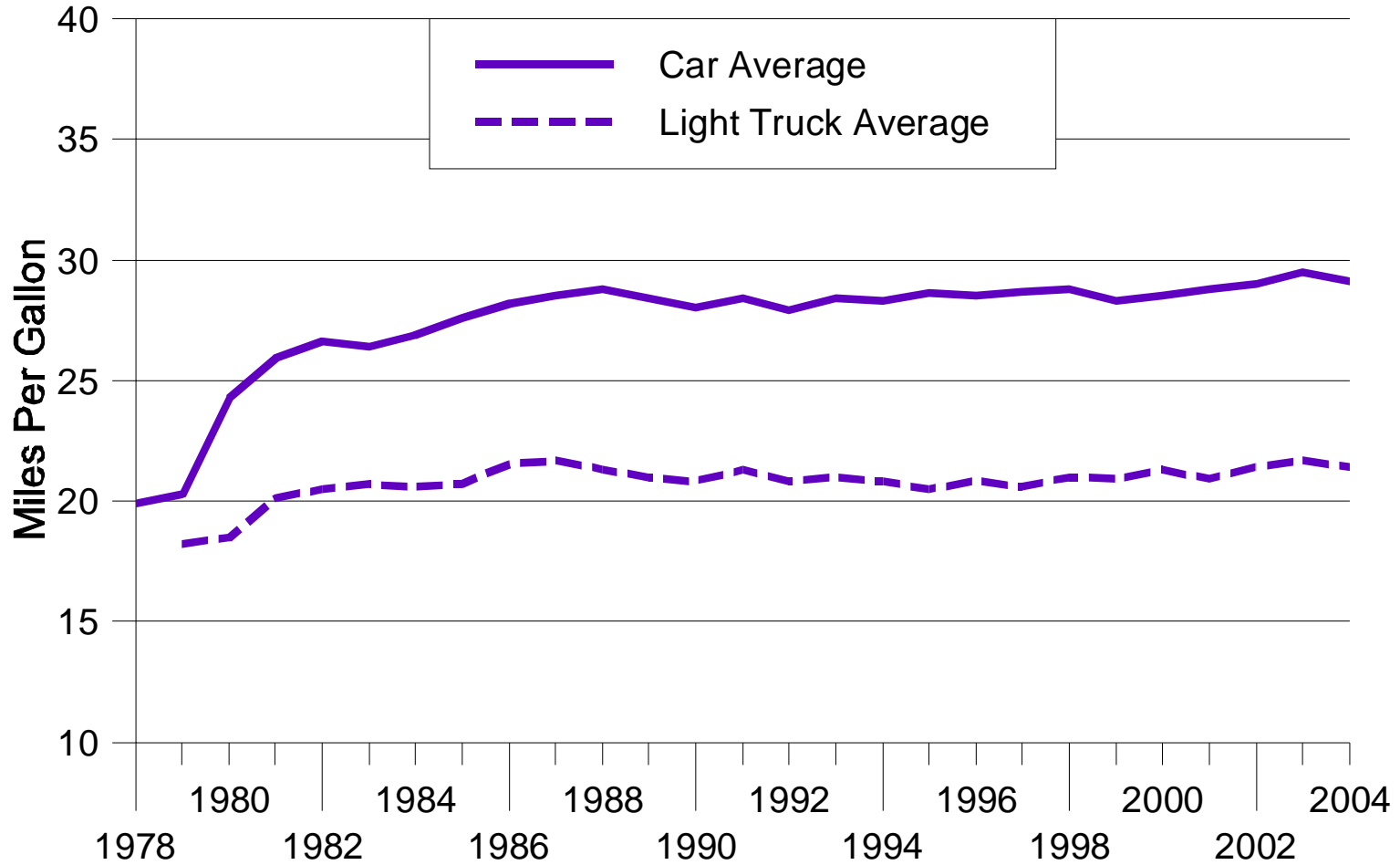
**AVERAGE FUEL CONSUMPTION FOR NEW CARS AND LIGHT TRUCKS: 1978-2004  
(Miles Per Gallon)**

Year	New Cars				New Light Trucks			
	CAFÉ Standard	Domestic Average	Import Average	Total Cars	CAFÉ Standard	Domestic Average	Import Average	Total Light Trucks
1978	18.0	18.7	27.3	19.9	N/A	N/A	N/A	N/A
1979	19.0	19.3	26.1	20.3	16.5	17.7	20.8	18.2
1980	20.0	22.6	29.6	24.3	15.0	16.8	24.3	18.5
1981	22.0	24.2	31.5	25.9	15.9	18.3	27.4	20.1
1982	24.0	25.0	31.1	26.6	17.5	19.2	27.0	20.5
1983	26.0	24.4	32.4	26.4	19.0	19.6	27.1	20.7
1984	27.0	25.5	32.0	26.9	20.0	19.3	26.7	20.6
1985	27.5	26.3	31.5	27.6	19.5	19.6	26.5	20.7
1986	26.0	26.9	31.6	28.2	20.0	20.0	25.9	21.5
1987	26.0	27.0	31.2	28.5	20.5	20.5	25.2	21.7
1988	26.0	27.4	31.5	28.8	20.5	20.6	24.6	21.3
1989	26.5	27.2	30.8	28.4	20.5	20.4	23.5	21.0
1990	27.5	26.9	29.9	28.0	20.0	20.3	23.0	20.8
1991	27.5	27.3	30.1	28.4	20.2	20.9	23.0	21.3
1992	27.5	27.0	29.2	27.9	20.2	20.5	22.7	20.8
1993	27.5	27.8	29.6	28.4	20.4	20.7	22.8	21.0
1994	27.5	27.5	29.7	28.3	20.5	20.5	22.1	20.8
1995	27.5	27.7	30.3	28.6	20.6	20.3	21.5	20.5
1996	27.5	28.1	29.6	28.5	20.7	20.5	22.2	20.8
1997	27.5	27.8	30.1	28.7	20.7	20.1	22.1	20.6
1998	27.5	28.6	29.2	28.8	20.7	20.5	23.0	21.0
1999	27.5	28.0	29.0	28.3	20.7	20.4	22.5	20.9
2000	27.5	28.7	28.3	28.5	20.7	21.1	19.7	21.3
2001	27.5	28.7	29.0	28.8	20.7	20.6	21.8	20.9
2002	27.5	29.1	28.8	29.0	20.7	20.6	21.9	21.4
2003	27.5	29.1	29.9	29.5	20.7	21.8	22.4	21.7
2004	27.5	29.3	28.8	29.1	20.7	20.7	22.3	21.4

**Source:** U.S. Department of Transportation & U.S. Environmental Protection Agency

Figure 14

# Average Fuel Mileage for Domestic New Cars 1978 - 2004



Source: U.S. Department of Transportation and U.S. Environmental Protection Agency

**Table 19**  
**VEHICLE REGISTRATION AND MOTOR FUEL USE: 1960-2004**

Year	Vehicle Registrations	Vehicle Miles (Millions)	Fuel Consumed (Thousands of gallons)	Average Miles Per Vehicle	Average Miles Per Gallon	Average Fuel Use Per Vehicle
1960	73,857,768	718,762	57,879,908	9,732	12.4	784
1965	90,357,667	887,812	71,104,430	9,826	12.5	787
1970	111,242,295	1,109,724	92,329,056	9,976	12.0	830
1971	116,330,037	1,178,811	97,558,586	10,133	12.1	839
1972	122,556,550	1,259,786	105,062,178	10,279	12.0	857
1973	130,024,945	1,313,110	110,472,881	10,099	11.9	850
1974	134,899,955	1,280,544	106,300,765	9,493	12.0	788
1975	137,912,779	1,327,664	108,984,347	9,627	12.2	790
1976	143,476,236	1,402,380	115,700,146	9,774	12.1	806
1977	147,025,824	1,467,027	119,625,280	9,978	12.3	814
1978	153,282,467	1,544,704	125,067,409	10,077	12.4	816
1979	157,291,431	1,529,133	122,114,932	9,722	12.5	776
1980	161,490,159	1,527,295	114,959,854	9,458	13.3	712
1981	164,117,547	1,555,308	114,452,975	9,477	13.6	697
1982	165,397,098	1,595,010	113,383,635	9,644	14.1	686
1983	169,334,393	1,652,788	116,081,055	9,760	14.2	686
1984	171,728,638	1,720,269	118,686,605	10,017	14.5	691
1985	177,133,282	1,774,826	121,301,290	10,020	14.6	685
1986	180,899,332	1,834,872	125,185,424	10,143	14.7	692
1987	183,795,545	1,921,204	127,528,210	10,453	15.1	694
1988	188,976,958	2,025,962	130,061,621	10,721	15.6	688
1989	191,776,526	2,096,487	131,852,259	10,932	15.9	688
1990	193,057,376	2,144,362	130,755,145	11,107	16.4	669
1991	192,313,834	2,172,050	128,563,032	11,294	16.9	683
1992	194,427,346	2,247,151	132,887,559	11,558	16.9	693
1993	198,041,338	2,296,378	137,262,212	11,595	16.7	698
1994	201,801,920	2,357,588	140,839,438	11,683	16.7	700
1995	205,427,212	2,422,696	143,833,889	11,793	16.8	700
1996	210,441,249	2,485,848	147,364,785	11,813	16.9	711
1997	211,580,033	2,561,695	150,386,021	12,107	17.0	721
1998	215,496,003	2,631,522	155,378,985	12,211	16.9	732
1999	220,461,056	2,691,056	161,411,373	12,206	16.7	669
2000	225,821,241	2,746,925	162,554,164	12,164	16.9	720
2001	235,331,382	2,797,287	163,478,342	11,887	17.1	695
2002	234,624,135	2,855,508	168,682,210	12,171	16.9	719
2003	236,760,033	2,890,450	170,069,064	12,208	17.0	718
2004	243,023,486	2,962,513	173,749,912	12,190	17.1	715

**Source:** U.S. Department of Transportation, Federal Highway Administration, "Highway Statistics", various years

Figure 15

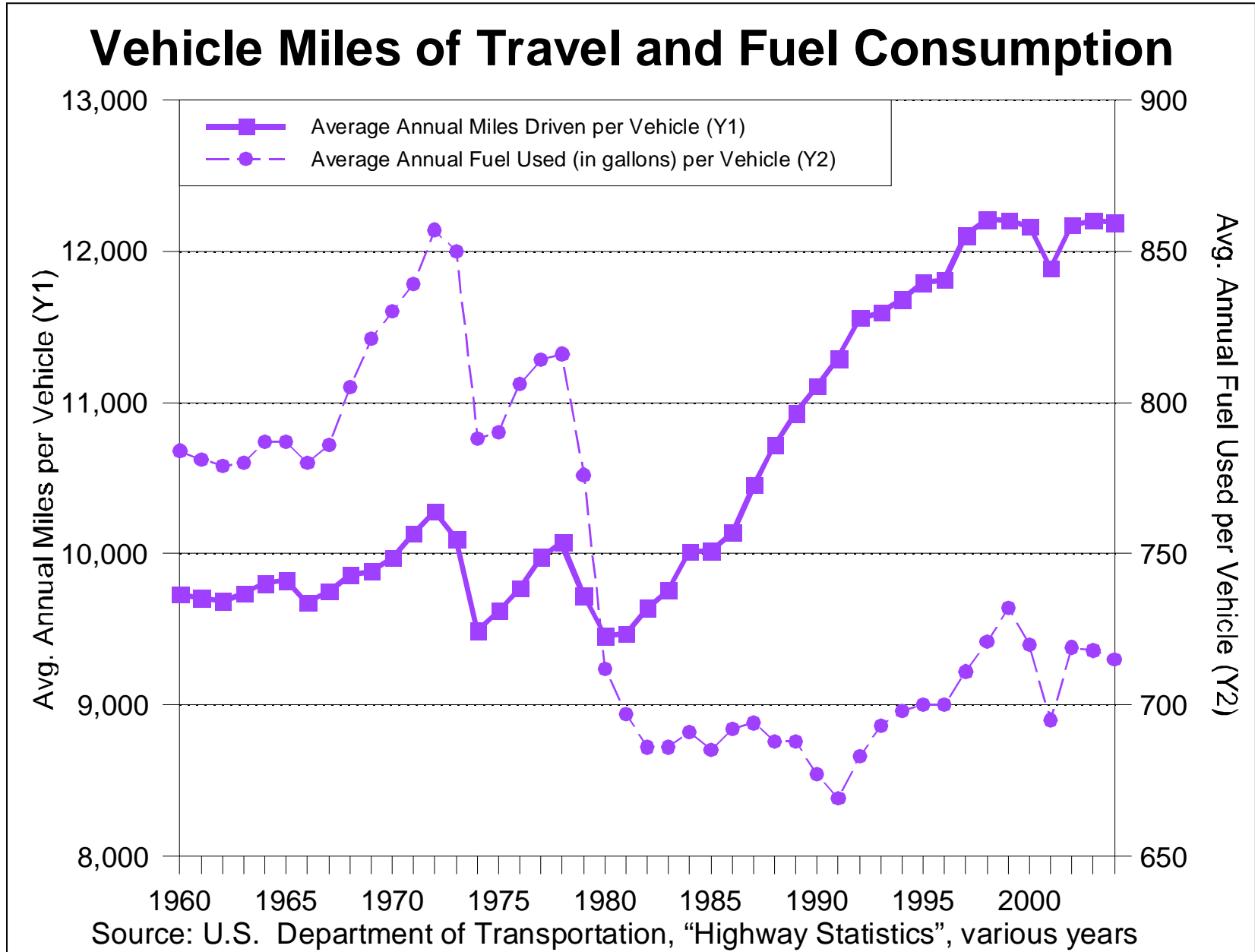


Table 20A

## SELECTED STATISTICS ON STATE MOTOR FUEL USE, 2004

Motor Fuel Use (Millions of Gallons)				Motor Fuel Use (Millions of Gallons)			
State	Private and		Total	State	Private and		Total
	Commercial Use	Public Use			Commercial Use	Public Act	
Alabama	3,380	40	3,420	Missouri	4,252	51	4,304
Alaska	507	6	513	Montana	717	13	730
Arizona	3,507	40	3,547	Nebraska	1,268	20	1,288
Arkansas	2,045	28	2,072	Nevada	1,421	17	1,437
California	18,597	234	18,830	New Hampshire	827	10	837
Colorado	2,623	39	2,663	New Jersey	5,234	57	5,291
Connecticut	2,115	23	2,138	New Mexico	1,433	21	1,454
Delaware	489	6	495	New York	7,117	117	7,234
Dist. of Columbia	167	9	176	North Carolina	5,459	104	5,563
Florida	10,018	104	10,122	North Dakota	514	10	524
Georgia	6,514	63	6,576	Ohio	6,784	89	6,873
Hawaii	489	11	500	Oklahoma	2,529	36	2,565
Idaho	861	16	877	Oregon	2,056	31	2,087
Illinois	6,612	98	6,710	Pennsylvania	6,640	84	6,723
Indiana	4,464	53	4,517	Rhode Island	435	9	444
Iowa	2,213	32	2,245	South Carolina	3,291	31	3,322
Kansas	1,735	30	1,765	South Dakota	606	11	617
Kentucky	3,158	39	3,197	Tennessee	4,024	56	4,081
Louisiana	2,982	39	3,021	Texas	14,993	165	15,158
Maine	885	11	896	Utah	1,395	23	1,418
Maryland	3,202	33	3,234	Vermont	412	6	419
Massachusetts	3,274	40	3,314	Virginia	5,075	57	5,133
Michigan	5,939	73	6,012	Washington	3,312	45	3,357
Minnesota	3,361	48	3,408	West Virginia	1,138	18	1,156
Mississippi	2,219	44	2,263	Wisconsin	3,273	48	3,321
Missouri	4,252	51	4,304	Wyoming	679	8	688
				<b>United States</b>	<b>176,240</b>	<b>2,297</b>	<b>178,536</b>

Source: U.S. Department of Transportation, Federal Highway Administration, "Highway Statistics" 2004

Table 20B

## SELECTED STATISTICS ON STATE MOTOR FUEL USE, 2004

State	Motor Vehicle Registrations	Per Vehicle Fuel Use	Rank	# of Licensed Drivers	Per Driver Fuel Use	Rank	Vehicle Miles Traveled	Avg. Miles Per Gallon	Rank
Alabama	4,507,751	758.7	26	3,613,138	946.5	22	59,035	17.3	15
Alaska	659,981	777.3	24	482,532	1,063.1	14	4,990	9.7	51
Arizona	3,776,114	939.3	9	3,783,927	937.4	23	57,336	16.2	31
Arkansas	1,917,503	1,080.6	4	1,862,430	1,112.5	9	31,648	15.3	38
California	31,399,596	599.7	49	22,761,088	827.3	40	328,917	17.5	11
Colorado	2,023,292	1,316.2	1	3,205,054	830.9	39	45,891	17.2	17
Connecticut	3,041,592	702.9	37	2,694,574	793.4	43	31,608	14.8	43
Delaware	711,039	696.2	38	533,943	927.1	26	9,301	18.8	6
District of Columbia	238,802	737.0	30	349,122	504.1	51	3,742	21.3	1
Florida	15,057,473	672.2	42	13,146,357	769.9	44	196,444	19.4	3
Georgia	7,882,365	834.3	15	5,793,143	1,135.1	4	112,620	17.1	19
Hawaii	947,412	527.8	51	843,876	592.5	50	9,725	19.5	2
Idaho	1,344,124	652.5	44	942,983	930.0	24	14,729	16.8	22
Illinois	9,231,541	726.9	32	8,057,683	832.7	38	109,135	16.3	29
Indiana	5,524,752	817.6	17	4,521,329	999.0	18	72,713	16.1	32
Iowa	3,369,431	666.3	43	2,003,723	1,120.4	7	31,538	14.0	47
Kansas	2,346,522	752.2	27	1,979,746	891.5	34	29,172	16.5	26
Kentucky	3,319,034	963.2	7	2,823,454	1,132.3	6	47,322	14.8	42
Louisiana	3,766,793	802.0	20	3,169,627	953.1	21	44,607	14.8	44
Maine	1,068,064	838.9	14	984,829	909.8	28	14,948	16.7	23
Maryland	4,119,664	785.0	23	3,594,251	899.8	30	55,284	17.1	20
Massachusetts	5,456,267	607.4	47	4,645,857	713.3	47	54,771	16.5	27
Michigan	8,398,621	715.8	34	7,103,404	846.4	37	103,326	17.2	18
Minnesota	4,593,349	741.9	29	3,083,007	1,105.4	10	56,570	16.6	24
Mississippi	1,964,488	1,152.0	2	1,896,008	1,193.6	2	39,431	17.4	12
Missouri	4,812,096	894.4	12	4,047,652	1,063.3	13	68,994	16.0	34
Montana	1,008,701	723.7	33	712,880	1,024.0	16	11,207	15.4	37
Nebraska	1,689,072	762.5	25	1,315,819	978.9	19	19,171	14.9	41
Nevada	1,281,424	1,121.4	3	1,548,097	928.2	25	19,354	13.5	49
New Hampshire	1,178,312	710.3	35	985,775	849.1	36	13,216	15.8	35
New Jersey	6,224,256	850.1	13	5,799,532	912.3	27	72,844	13.8	48

**Table 20B (continued)**

**SELECTED STATISTICS ON STATE MOTOR FUEL USE, 2004**

<b>State</b>	<b>Motor Vehicle Registrations</b>	<b>Per Vehicle Fuel Use</b>	<b>Rank</b>	<b># of Licensed Drivers</b>	<b>Per Driver Fuel Use</b>	<b>Rank</b>	<b>Vehicle Miles Traveled</b>	<b>Avg. Miles Per Gallon</b>	<b>Rank</b>
New Mexico	1,542,964	942.3	8	1,271,365	1,143.7	3	23,942	16.5	28
New York	11,098,785	651.8	45	11,246,675	643.2	48	137,898	19.1	5
North Carolina	6,198,470	897.5	10	6,122,137	908.7	29	95,903	17.2	16
North Dakota	700,882	747.6	28	461,780	1,134.7	5	7,594	14.5	45
Ohio	10,636,290	646.2	46	7,675,007	895.5	32	111,654	16.2	30
Oklahoma	3,150,989	814.0	18	2,369,621	1,082.5	12	46,443	18.1	9
Oregon	3,003,227	694.9	39	2,625,856	794.8	42	35,598	17.1	21
Pennsylvania	9,821,267	684.5	40	8,430,142	797.5	41	108,070	16.1	33
Rhode Island	807,995	549.5	50	741,841	598.5	49	8,473	19.1	4
South Carolina	3,257,072	1,019.9	6	2,972,369	1,117.6	8	49,551	14.9	40
South Dakota	841,167	733.5	31	563,298	1,095.3	11	8,784	14.2	46
Tennessee	5,034,662	810.6	19	4,247,884	960.7	20	70,943	17.4	14
Texas	16,906,714	896.6	11	14,543,528	1,042.3	15	231,008	15.2	39
Utah	2,084,424	680.3	41	1,582,599	896.0	31	24,696	17.4	13
Vermont	523,212	800.8	21	550,462	761.2	45	7,855	18.7	7
Virginia	6,497,426	790.0	22	5,112,523	1,004.0	17	78,877	15.4	36
Washington	5,535,236	606.5	48	4,504,581	745.2	46	55,673	16.6	25
West Virginia	1,396,420	827.8	16	1,292,036	894.7	33	20,302	17.6	10
Wisconsin	4,705,069	705.8	36	3,910,188	849.3	35	60,399	18.2	8
Wyoming	640,914	1,073.5	5	380,180	1,809.7	1	9,261	13.5	50
<b>United States</b>	<b>237,242,616</b>	<b>752.5</b>		<b>198,888,912</b>	<b>897.7</b>		<b>2,962,513</b>	<b>16.6</b>	

**Source:** U.S. Department of Transportation, Federal Highway Administration, "Highway Statistics" 2004

Table 21

## MOTOR VEHICLE REGISTRATIONS AND LICENSED DRIVERS BY STATE, 2004

State	All Motor Vehicles			Number of Licensed Drivers	Registrations Per Licensed Driver	Rank
	Private and Commercial	Publicly Owned	Total			
Alabama	4,457,937	49,814	4,507,751	3,613,138	1.234	17
Alaska	648,954	11,027	659,981	482,532	1.345	10
Arizona	3,736,415	39,699	3,776,114	3,783,927	0.987	46
Arkansas	1,890,267	27,236	1,917,503	1,862,430	1.015	44
California	30,890,437	509,159	31,399,596	22,761,088	1.357	9
Colorado	1,982,147	41,145	2,023,292	3,205,054	0.618	51
Connecticut	3,000,990	40,602	3,041,592	2,694,574	1.114	36
Delaware	698,564	12,475	711,039	533,943	1.308	12
Dist. of Col.	227,401	11,401	238,802	349,122	0.651	50
Florida	14,748,847	308,626	15,057,473	13,146,357	1.122	34
Georgia	7,768,012	114,353	7,882,365	5,793,143	1.341	11
Hawaii	929,990	17,422	947,412	843,876	1.102	37
Idaho	1,321,321	22,803	1,344,124	942,983	1.401	6
Illinois	9,144,694	86,847	9,231,541	8,057,683	1.135	31
Indiana	5,433,470	91,282	5,524,752	4,521,329	1.202	19
Iowa	3,321,468	47,963	3,369,431	2,003,723	1.658	1
Kansas	2,316,875	29,647	2,346,522	1,979,746	1.170	24
Kentucky	3,271,791	47,243	3,319,034	2,823,454	1.159	29
Louisiana	3,688,352	78,441	3,766,793	3,169,627	1.164	25
Maine	1,046,378	21,686	1,068,064	984,829	1.062	40
Maryland	4,077,199	42,465	4,119,664	3,594,251	1.134	32
Massachusetts	5,394,584	61,683	5,456,267	4,645,857	1.161	28
Michigan	8,254,572	144,049	8,398,621	7,103,404	1.162	27
Minnesota	4,542,249	51,100	4,593,349	3,083,007	1.473	4
Mississippi	1,932,223	32,265	1,964,488	1,896,008	1.019	43
Missouri	4,778,369	33,727	4,812,096	4,047,652	1.181	22
Montana	983,368	25,333	1,008,701	712,880	1.379	7
Nebraska	1,649,815	39,257	1,689,072	1,315,819	1.254	16
Nevada	1,256,530	24,894	1,281,424	1,548,097	0.812	49
New Hampshire	1,160,135	18,177	1,178,312	985,775	1.177	23
New Jersey	6,068,863	155,393	6,224,256	5,799,532	1.046	41



**Table 21 (continued)**  
**MOTOR VEHICLE REGISTRATIONS AND LICENSED DRIVERS BY STATE, 2004**

State	All Motor Vehicles			Number of Licensed Drivers	Registrations Per Licensed Driver	Rank
	Private and Commercial	Publicly Owned	Total			
New Mexico	1,503,550	39,414	1,542,964	1,271,365	1.183	21
New York	10,879,376	219,409	11,098,785	11,246,675	0.967	47
North Carolina	6,094,606	103,864	6,198,470	6,122,137	0.996	45
North Dakota	685,995	14,887	700,882	461,780	1.486	3
Ohio	10,474,830	161,460	10,636,290	7,675,007	1.365	8
Oklahoma	3,072,392	78,597	3,150,989	2,369,621	1.297	14
Oregon	2,930,806	72,421	3,003,227	2,625,856	1.116	35
Pennsylvania	9,697,578	123,689	9,821,267	8,430,142	1.150	30
Rhode Island	797,340	10,655	807,995	741,841	1.075	39
South Carolina	3,206,189	50,883	3,257,072	2,972,369	1.079	38
South Dakota	820,790	20,377	841,167	563,298	1.457	5
Tennessee	4,940,624	94,038	5,034,662	4,247,884	1.163	26
Texas	16,489,344	417,370	16,906,714	14,543,528	1.134	33
Utah	2,056,405	28,019	2,084,424	1,582,599	1.299	13
Vermont	511,977	11,235	523,212	550,462	0.930	48
Virginia	6,410,366	87,060	6,497,426	5,112,523	1.254	15
Washington	5,464,125	71,111	5,535,236	4,504,581	1.213	18
West Virginia	1,351,493	44,927	1,396,420	1,292,036	1.046	42
Wisconsin	4,636,178	68,891	4,705,069	3,910,188	1.186	20
Wyoming	620,110	20,804	640,914	380,180	1.631	2
<b>Total</b>	<b>233,266,291</b>	<b>3,976,325</b>	<b>237,242,616</b>	<b>198,888,912</b>	<b>1.173</b>	

**Source:** U.S. Department of Transportation, "Highway Statistics", 2004

	1975	1980	1985	1990	1995	1996	1997	1998
Average total cost per mile (current ¢) <sup>1)</sup>	14.4¢	21.2¢	23.2¢	33¢	41.2¢	42.6¢	44.8¢	46.1¢
Gas <sup>2)</sup>	4.8	5.9	5.6	5.4	5.8	5.6	6.6	6.2
Gas as a percent of total cost <sup>2)</sup>	33.4%	27.9%	24.0%	16.4%	14.1%	13.1%	14.7%	13.4%
Maintenance <sup>3)</sup>	1.0	1.1	1.2	2.1	2.6	2.8	2.8	3.1
Tires	0.7	0.6	0.7	0.9	1.2	1.2	1.4	1.4
Average total cost per 15,000 miles (current \$) <sup>2)</sup>	\$2,154	\$3,176	\$3,484	\$4,954	\$6,185	\$6,389	\$6,723	\$6,908
Variable cost	968	1,143	1,113	1,260	1,440	1,440	1,620	1,605
Fixed cost (ownership cost) <sup>4)</sup>	1,186	2,033	2,371	3,694	4,745	4,949	5,103	5,303
Gas cost	720	885	840	810	870	840	990	930
CPI, All Items	53.8	82.4	107.6	130.7	152.4	156.9	160.5	163.0
Average Total Cost, adj. for inflation (1982-84 \$)	\$4,004	\$3,854	\$3,238	\$3,790	\$4,058	\$4,072	\$4,189	\$4,238
Gas cost as % of total	33.4%	27.9%	24.1%	16.4%	14.1%	13.1%	14.7%	13.5%
Other variable costs, % of total	11.5	8.1	7.8	9.1	9.2	9.4	9.4	9.8
Fixed costs, % of total	55.1	64.0	68.1	74.6	76.7	77.5	75.9	76.8
	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>
Average total cost per mile (current ¢)	47.0¢	49.1¢	51.0¢	50.2¢	51.7¢	56.2¢	57.2¢	62.4¢
Gas <sup>2)</sup>	5.6	6.9	7.9	5.9	7.2	6.5	8.5	9.8
Gas as a percent of total cost <sup>2)</sup>	11.9%	14.1%	15.5%	11.8%	13.9%	11.6%	14.9%	15.7%
Maintenance <sup>3)</sup>	3.3	3.6	3.9	4.1	4.1	5.4	5.8	4.9
Tires	1.7	1.7	1.8	1.8	1.8	0.7	0.7	0.8
Average total cost per 15,000 miles (current \$) <sup>2)</sup>	\$7,050	\$7,363	\$7,654	\$7,533	\$7,754	\$8,431	\$8,580	\$7,967
Variable cost	1,590	1,829	2,040	1,770	1,965	1,890	2,250	2,325
Fixed cost (ownership cost) <sup>4)</sup>	5,460	5,534	5,614	5,764	5,789	6,541	6,330	5,642
Gas cost	840	1035	1,185	885	1,080	975	1,275	1,470
CPI, All Items	166.6	172.2	177.1	179.9	184.0	188.9	195.3	195.3
Average Total Cost, adj. for inflation (1982-84 \$)	\$4,232	\$4,276	\$4,322	\$4,187	\$4,214	\$4,463	\$4,393	\$4,079
Gas cost as % of total	11.9%	14.1%	15.5%	11.7%	13.9%	11.6%	14.9%	18.5%
Other variable costs, % of total	10.6%	10.8%	11.2%	11.7%	11.4%	10.9%	11.4%	10.7%
Fixed costs, % of total	77.4%	75.2%	73.3%	76.5%	74.7%	77.6%	73.8%	70.8%

<sup>1)</sup> All figures reflect the average cost of operating a vehicle 15,000 miles per year in stop and go conditions. <sup>2)</sup> Prior to 2004, data include oil cost.

<sup>3)</sup> Beginning in 2004, data include oil cost. <sup>4)</sup> Fixed costs (ownership costs) include insurance, license, registration, taxes, depreciation, and finance charges.

**Notes:** Methodological changes in 1985 and 2004 make it difficult to compare costs before and after those years.

**Source:** American Automobile Association, "Your Driving Costs" (various issues)

Figure 16

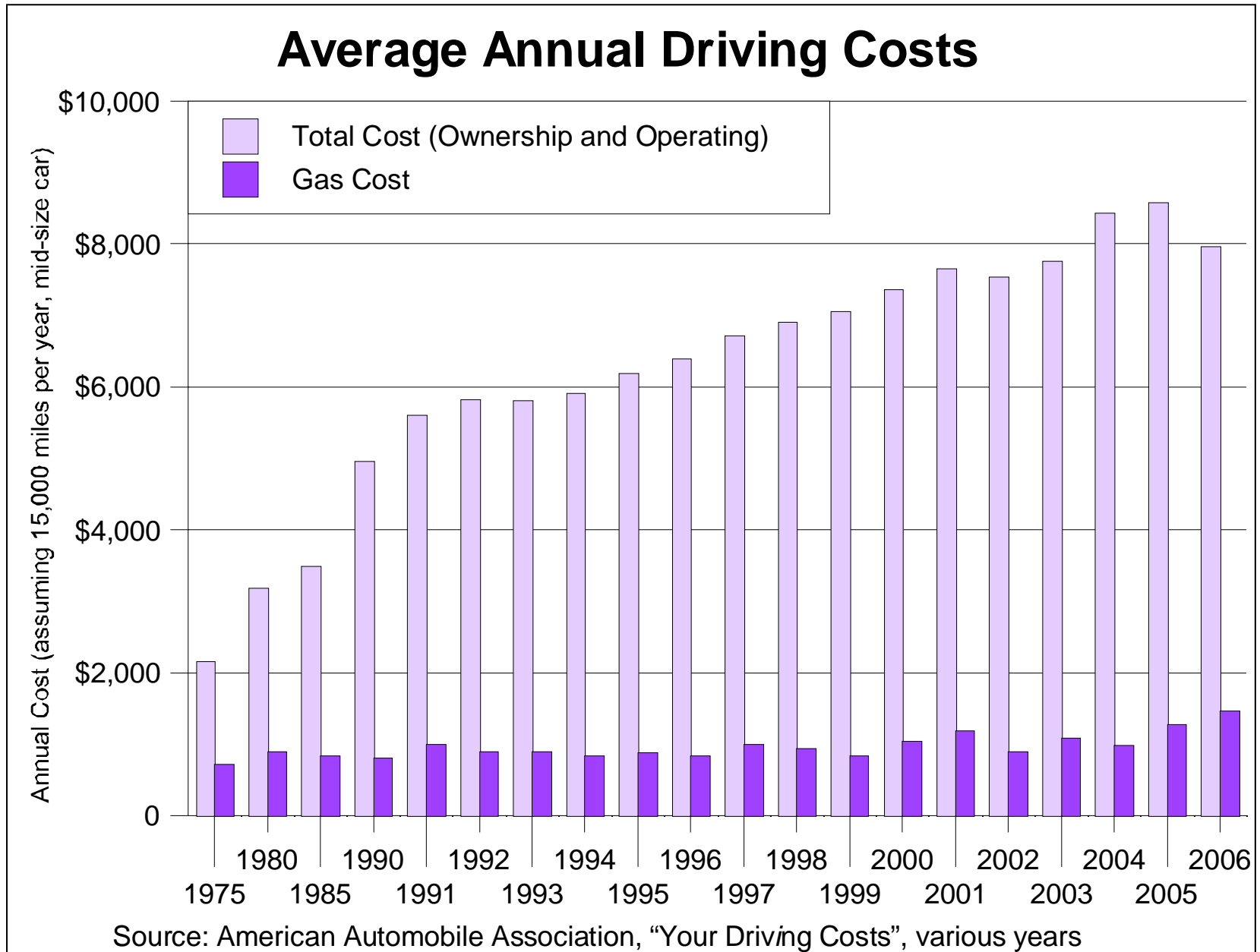
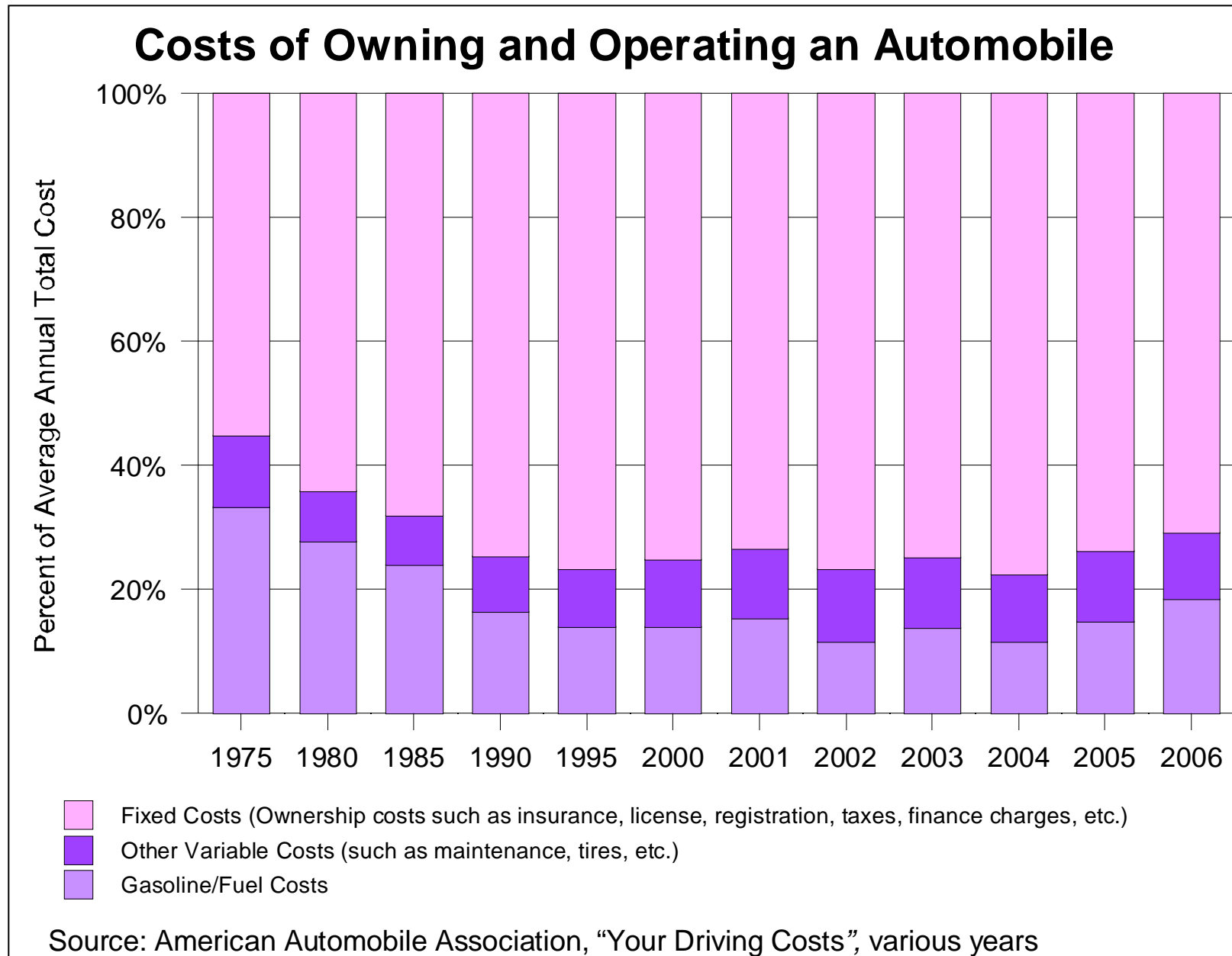


Figure 17

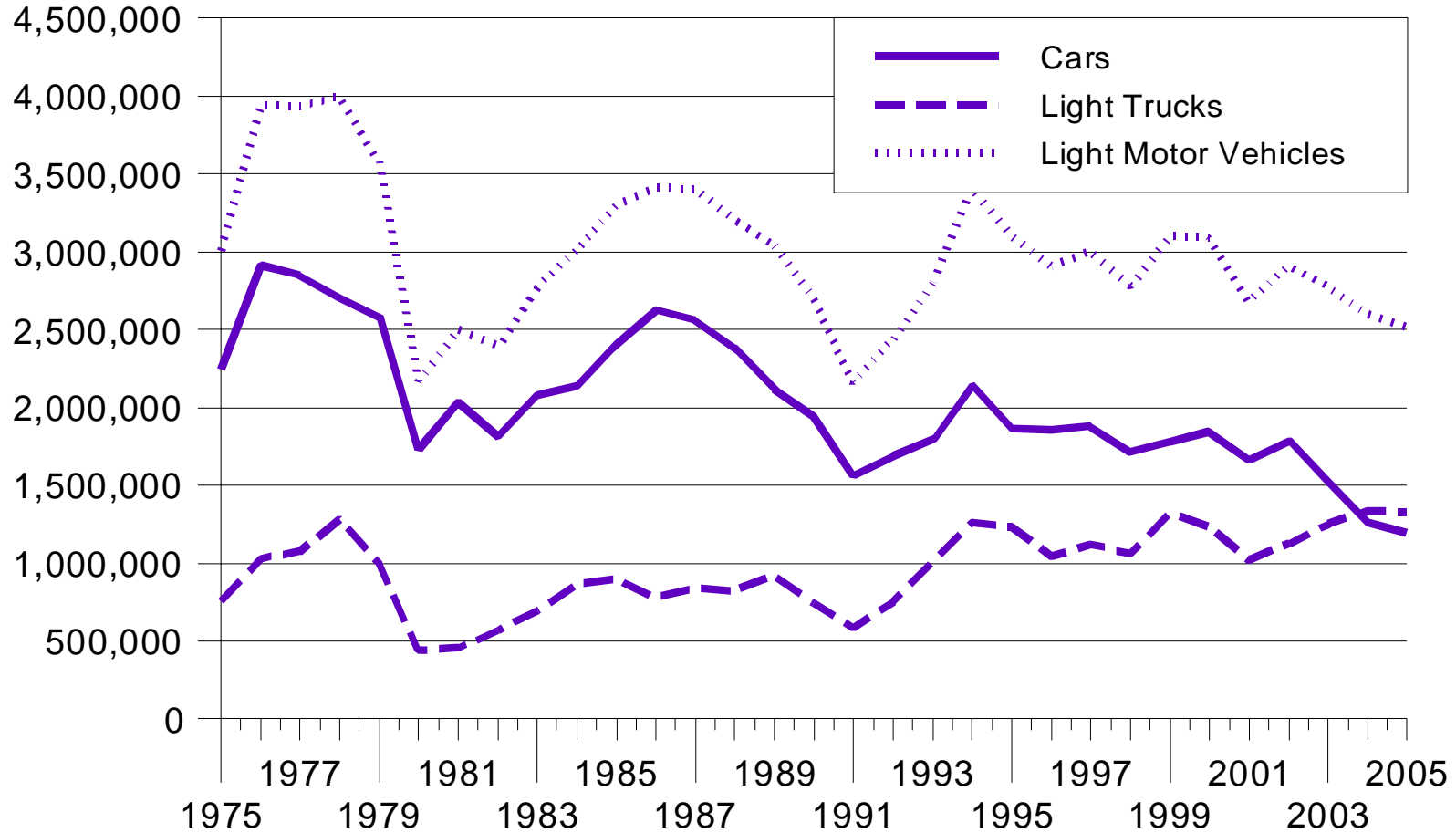




# **Michigan Motor Vehicle Statistics**

Figure 18

## Michigan Motor Vehicle Production 1975 - 2005



Source: Crain Communications, Inc., "Automotive News Market Data Book", and Motor Vehicles Manufacturer's Association, "Motor Vehicle Facts and Figures" various issues

**Table 23**

**MICHIGAN MOTOR VEHICLE PRODUCTION: 1975-2005**

<b>Year</b>	<b>Cars</b>	<b>Percent Change</b>	<b>Total Trucks</b>	<b>Percent Change</b>	<b>Motor Vehicles</b>	<b>Percent Change</b>
1975	2,249,000	-6.4%	757,000	-15.6%	3,006,000	-8.9%
1976	2,914,000	29.6%	1,030,000	36.1%	3,944,000	31.2%
1977	2,852,000	-2.1%	1,077,000	4.6%	3,929,000	-0.4%
1978	2,707,560	-5.1%	1,288,000	19.6%	3,995,560	1.7%
1979	2,581,919	-4.6%	995,781	-22.7%	3,577,700	-10.5%
1980	1,731,501	-32.9%	443,125	-55.5%	2,174,626	-39.2%
1981	2,040,238	17.8%	459,673	3.7%	2,499,911	15.0%
1982	1,817,456	-10.9%	577,142	25.6%	2,394,598	-4.2%
1983	2,077,412	14.3%	696,546	20.7%	2,773,958	15.8%
1984	2,138,844	3.0%	873,452	25.4%	3,012,296	8.6%
1985	2,406,822	12.5%	897,914	2.8%	3,304,736	9.7%
1986	2,626,299	9.1%	782,155	-12.9%	3,408,454	3.1%
1987	2,559,963	-2.5%	842,132	7.7%	3,402,095	-0.2%
1988	2,389,431	-6.7%	822,213	-2.4%	3,211,644	-5.6%
1989	2,124,044	-11.1%	925,383	12.5%	3,049,427	-5.1%
1990	1,945,632	-8.4%	751,129	-18.8%	2,696,761	-11.6%
1991	1,566,716	-19.5%	593,320	-21.0%	2,160,036	-19.9%
1992	1,688,034	7.7%	756,354	27.5%	2,444,388	13.2%
1993	1,797,880	6.5%	1,012,858	33.9%	2,810,738	15.0%
1994	2,145,918	19.4%	1,264,398	24.8%	3,410,316	21.3%
1995	1,863,509	-13.2%	1,239,666	-2.0%	3,103,175	-9.0%
1996	1,859,287	-0.2%	1,049,718	-15.3%	2,909,005	-6.3%
1997	1,884,669	1.4%	1,121,266	6.8%	3,005,935	3.3%
1998	1,718,689	-8.8%	1,063,688	-5.1%	2,781,377	-7.5%
1999	1,778,231	3.5%	1,330,075	25.0%	3,108,306	11.7%
2000	1,846,995	3.9%	1,238,652	-6.9%	3,085,647	-0.7%
2001	1,664,380	-9.9%	1,022,863	-17.4%	2,687,243	-12.9%
2002	1,793,177	7.7%	1,125,611	10.0%	2,918,788	8.6%
2003	1,528,101	-14.8%	1,255,738	11.6%	2,783,839	-4.6%
2004	1,259,177	-17.6%	1,339,244	6.6%	2,598,421	-6.7%
2005	1,190,800	-5.4%	1,326,388	-1.0%	2,517,188	-3.1%

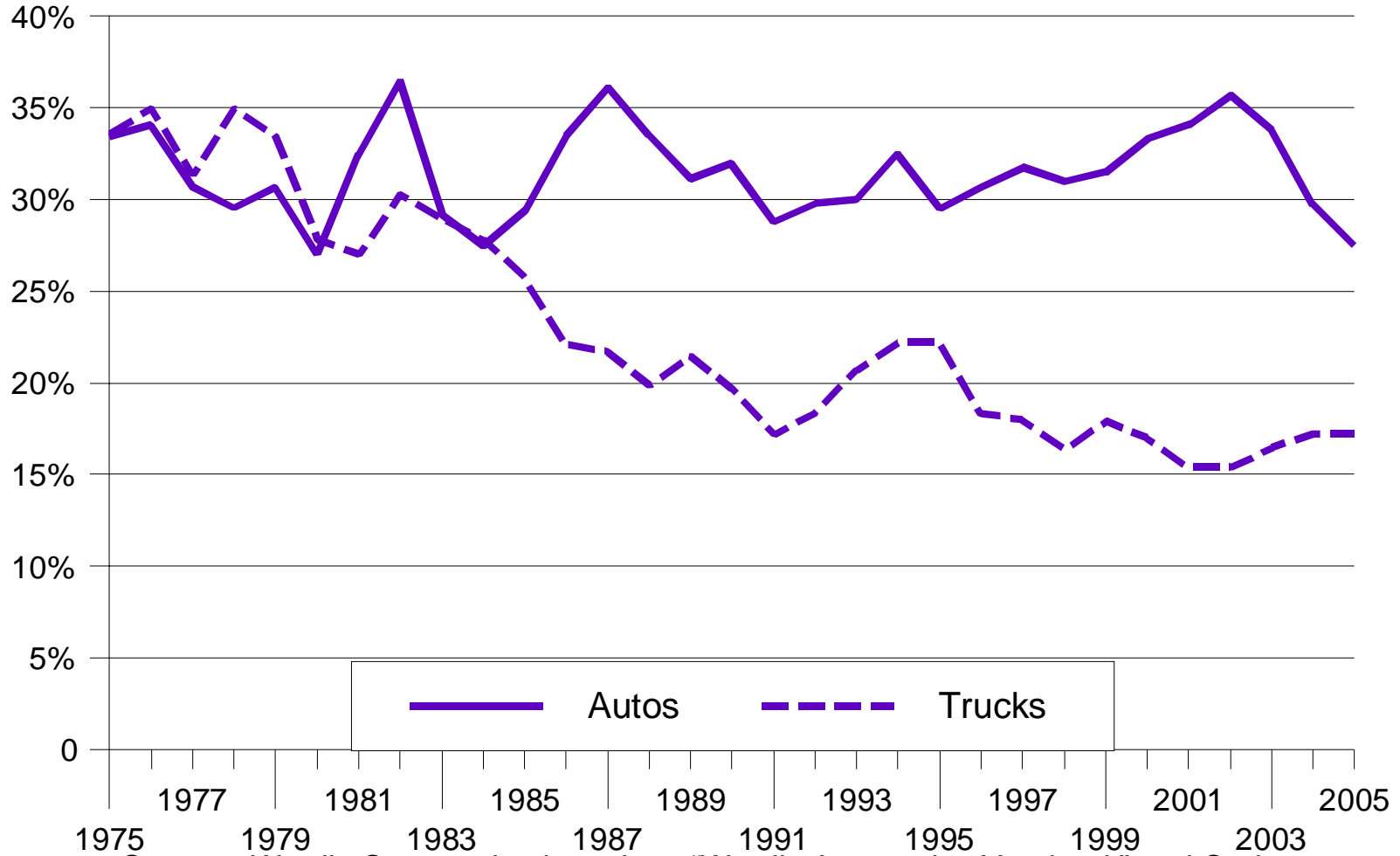
Note: Due to different sources, some figures may conflict with other tables.

**Source:** Crain Communications, Inc., "Automotive News Market Data Book", various years & Motor Vehicles Manufacturer's Association, "Motor Vehicle Facts and Figures", various issues



Figure 19

## Michigan's Percent of U.S. Auto & Truck Production 1975 - 2005



Source: Ward's Communications, Inc., "Ward's Automotive Yearbook" and Crain Communications, Inc., "Automotive News", various issues

Table 24

**U.S. AUTO PRODUCTION BY STATE: SELECTED YEARS 1985-2005**  
(Percent Distribution)

State	1985	1990	1995	2000	2001	2002	2003	2004	2005
Alabama.....	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.1%
California.....	2.4	5.2	3.6	3.6	3.9	4.1	5.2	5.6	5.7
Delaware.....	5.9	6.1	5.4	1.6	2.1	2.0	1.0	0.3	0.2
Georgia.....	7.0	6.4	5.0	5.1	4.4	4.9	3.9	5.6	4.5
Illinois.....	6.5	9.5	11.6	13.1	12.4	12.1	10.0	8.2	7.9
Indiana.....	0.0	0.2	1.3	1.9	2.1	1.9	2.0	2.3	2.0
Kansas.....	3.4	2.0	2.9	4.1	3.5	3.2	1.5	5.4	4.9
Kentucky.....	0.5	3.7	6.3	7.3	8.0	8.4	10.5	11.9	12.7
Maryland.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Massachusetts.....	2.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Michigan.....</b>	<b>29.0</b>	<b>31.9</b>	<b>29.4</b>	<b>33.3</b>	<b>34.1</b>	<b>35.7</b>	<b>33.9</b>	<b>29.8</b>	<b>27.6</b>
Mississippi.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4	3.1
Missouri.....	13.9	7.7	3.1	0.4	0.0	0.0	0.0	0.0	0.0
New Jersey.....	4.6	3.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0
New York.....	1.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Ohio.....	9.8	13.4	15.6	18.4	20.8	19.7	20.6	18.8	20.4
Oklahoma.....	4.2	3.8	3.5	4.6	1.2	0.0	0.0	0.0	0.0
Pennsylvania.....	1.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
South Carolina.....	0.0	0.0	0.2	0.7	0.7	0.5	1.3	0.8	0.5
Tennessee.....	0.2	1.6	10.0	5.9	6.8	7.6	10.2	9.9	8.3
Texas.....	3.3	1.4	2.0	0.0	0.0	0.0	0.0	0.0	0.0
Wisconsin.....	4.6	3.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
TOTAL.....	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Note: Data through 1993 data is for model-year production of designated "year" models; not for a time period. Data for 1994 and later is calendar year production.

**Source:** Ward's Communications Inc., "Ward's Automotive Yearbook", various years, and Crain Communications, Inc., "Automotive News", various issues

**Table 25**

**U.S. TRUCK PRODUCTION BY STATE: SELECTED YEARS 1985-2005**  
**(Percent Distribution)**

State	1985	1990	1995	2000	2001	2002	2003	2004	2005
Alabama .....	0.0%	0.0%	0.0%	1.1%	1.3%	2.7%	3.3%	3.3%	5.1%
California .....	0.3	0.0	2.2	2.0	2.5	2.3	2.1	1.9	2.3
Delaware.....	0.0	0.0	0.0	2.5	2.0	1.7	1.5	2.1	1.4
Georgia.....	0.0	0.0	0.0	3.6	3.5	3.3	2.7	2.1	2.6
Illinois.....	0.0	0.0	0.0	0.0	0.0	0.0	0.6	0.7	1.5
Indiana.....	0.0	7.3	5.9	6.7	7.6	6.6	7.8	8.7	9.0
Kentucky.....	12.6	8.1	10.5	11.6	11.5	10.9	9.1	8.5	7.9
Louisiana .....	5.7	1.8	3.3	2.8	2.4	2.4	1.6	2.8	2.7
Maryland.....	4.8	4.9	3.2	1.7	1.3	1.1	0.6	0.6	0.2
<b>Michigan .....</b>	<b>26.3</b>	<b>21.8</b>	<b>22.0</b>	<b>17.5</b>	<b>15.6</b>	<b>15.5</b>	<b>16.6</b>	<b>17.3</b>	<b>17.4</b>
Minnesota .....	4.3	5.0	3.2	2.8	2.6	2.5	2.5	1.9	1.7
Mississippi .....	0.0	0.0	0.0	0.0	0.0	0.0	0.9	2.7	2.7
Missouri .....	8.8	16.9	12.2	15.4	18.0	17.5	17.1	15.9	15.1
New Jersey.....	0.0	0.0	5.8	5.0	4.3	2.6	2.1	0.5	0.2
New York .....	0.0	4.3	1.9	0.0	0.0	0.0	0.0	0.0	0.0
North Carolina.....	0.5	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Ohio.....	25.3	19.0	16.1	11.6	11.0	11.7	12.6	12.2	12.0
Oklahoma .....	0.0	0.0	0.0	0.0	0.0	1.7	1.9	1.7	1.3
Oregon.....	0.5	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Pennsylvania .....	0.7	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0
South Carolina.....	0.0	0.3	0.0	0.6	1.3	1.4	1.4	1.4	1.4
Tennessee.....	3.3	3.9	2.4	3.1	2.6	3.6	3.1	3.6	4.4
Texas.....	0.1	0.2	0.0	1.4	3.1	3.0	3.1	2.6	2.0
Utah.....	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Virginia.....	2.9	4.9	2.8	3.2	3.0	3.2	2.7	3.1	2.8
Washington .....	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Wisconsin.....	3.6	0.5	4.7	3.3	3.8	3.5	3.5	2.8	2.1
<b>TOTAL .....</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Note: Data through 1993 data is for model-year production of designated "year" models; not for a time period. Data for 1994 and later is calendar year production.

Source: Ward's Communications Inc., "Ward's Automotive Yearbook", various years, and Crain Communications, Inc., "Automotive News", various issues.

Table 26

## MICHIGAN MOTOR VEHICLE PRODUCTION BY COMPANY: SELECTED YEARS 1995-2005

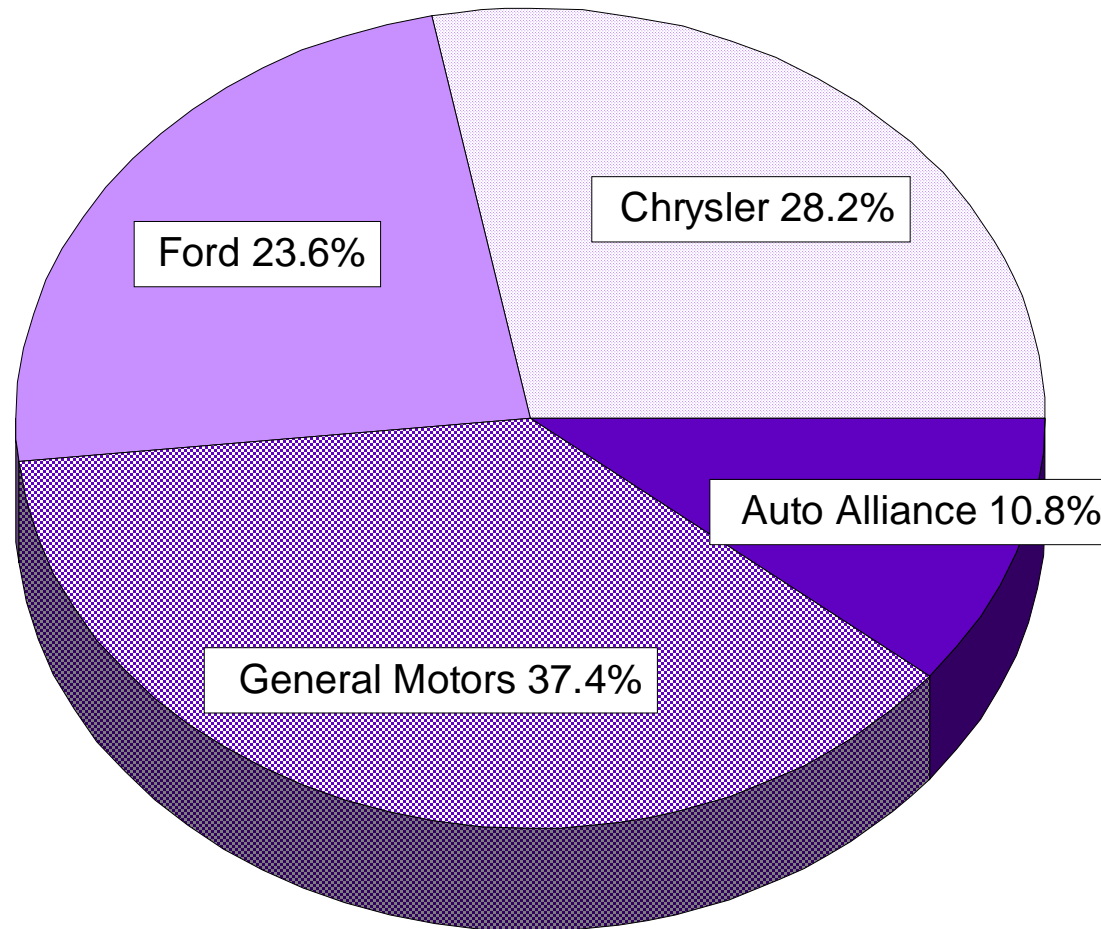
	1995	2000	2001	2002	2003	2004	2005
<b>AUTOS</b>							
Chrysler	205,807	203,036	254,340	251,022	210,211	209,918	199,236
Ford	519,422	668,910	544,601	590,537	472,139	346,829	239,716
General Motors	974,636	861,987	791,591	885,107	762,329	569,159	479,216
Mazda	148,932	107,618	73,376	65,611	83,422	133,264	272,632
<b>TOTAL AUTOS</b>	<b>1,848,797</b>	<b>1,841,551</b>	<b>1,663,908</b>	<b>1,792,277</b>	<b>1,528,101</b>	<b>1,259,170</b>	<b>1,190,800</b>
<b>TRUCKS</b>							
Chrysler	568,945	550,901	434,888	505,455	499,735	482,470	509,606
Ford	241,820	286,469	224,829	206,718	248,995	310,677	354,640
General Motors	424,936	389,984	363,420	391,098	507,008	546,071	461,587
<b>TOTAL TRUCKS</b>	<b>1,235,701</b>	<b>1,227,354</b>	<b>1,023,137</b>	<b>1,103,271</b>	<b>1,255,738</b>	<b>1,339,218</b>	<b>1,325,833</b>
<b>MOTOR VEHICLES</b>							
Chrysler	774,752	753,937	689,228	756,477	709,946	692,388	708,842
Ford	761,242	955,379	769,430	797,255	721,134	657,506	594,356
General Motors	1,399,572	1,251,971	1,155,011	1,276,205	1,269,337	1,115,230	940,803
Mazda	148,932	107,618	73,376	65,611	83,422	133,264	272,632
<b>TOTAL MOTOR VEHICLES</b>	<b>3,084,498</b>	<b>3,068,905</b>	<b>2,687,045</b>	<b>2,895,548</b>	<b>2,783,839</b>	<b>2,598,388</b>	<b>2,516,633</b>

Note: Due to different sources, some figures may conflict with other tables.

**Source:** Michigan Department of Treasury, Office of Revenue and Tax Analysis

Figure 20

## Michigan Motor Vehicle Production by Company: 2005 (Percent of Total)



Source: Michigan Department of Treasury, Office of Revenue and Tax Analysis

Table 27

## MICHIGAN MOTOR VEHICLE PRODUCTION BY COMPANY &amp; MARKET CLASS: SELECTED YEARS 1995-2005

	1995	2000	2001	2002	2003	2004	2005
<b>MINICOMPACT</b>							
CHRYSLER	1,088	4,621	4,889	1,350	2,484	2,469	2,025
FORD	0	0	7,955	25,722	18,837	11,216	6,766
GENERAL MOTORS	0	0	0	0	0	0	0
Total Minicompact	1,088	4,621	12,844	27,072	21,321	13,685	8,791
% of Total Car Production	0.1%	0.3%	0.8%	1.5%	1.4%	1.1%	0.7%
<b>SUBCOMPACT</b>							
AUTOALLIANCE	61,048	0	0	0	0	41,925	198,416
FORD		180,431	160,184				
GENERAL MOTORS	143,947	5	0	171,262	154,937	69,704	0
Total Subcompact	0	180,436	160,184	0	0	0	0
% of Total Car Production	204,995	9.8%	9.6%	171,262	154,937	111,629	198,416
	11.0%			9.6%	10.1%	8.9%	16.7%
<b>COMPACT</b>							
AUTOALLIANCE		40,176	25,016				
CHRYSLER	0	7,338	50,597	18,321	0	0	0
FORD	0	325,720	251,879	50,020	46,158	39,388	34,439
GENERAL MOTORS	217,899	385,469	316,875	273,591	204,328	184,805	166,991
Total Compact	404,212	758,703	644,367	300,863	286,004	177,969	192,503
% of Total Car Production	622,111	41.1%	38.7%	642,795	536,490	402,162	393,933
	33.3%			35.9%	35.1%	31.9%	33.1%
<b>MID-SIZE</b>							
AUTOALLIANCE		67,255	46,707				
CHRYSLER	87,884	192,312	200,979	47,603	83,422	91,339	74,216
FORD	198,019	58,791	39,081	199,652	161,569	168,061	162,772
GENERAL MOTORS	15,961	85,810	164,226	41,078	39,579	27,146	15,675
Total Mid-size	148,426	404,168	450,993	283,931	212,133	180,126	144,112
% of Total Car Production	450,290	21.9%	27.1%	572,264	496,703	466,672	396,775

Table 27 (continued)

## MICHIGAN MOTOR VEHICLE PRODUCTION BY COMPANY &amp; MARKET CLASS: SELECTED YEARS 1995-2005

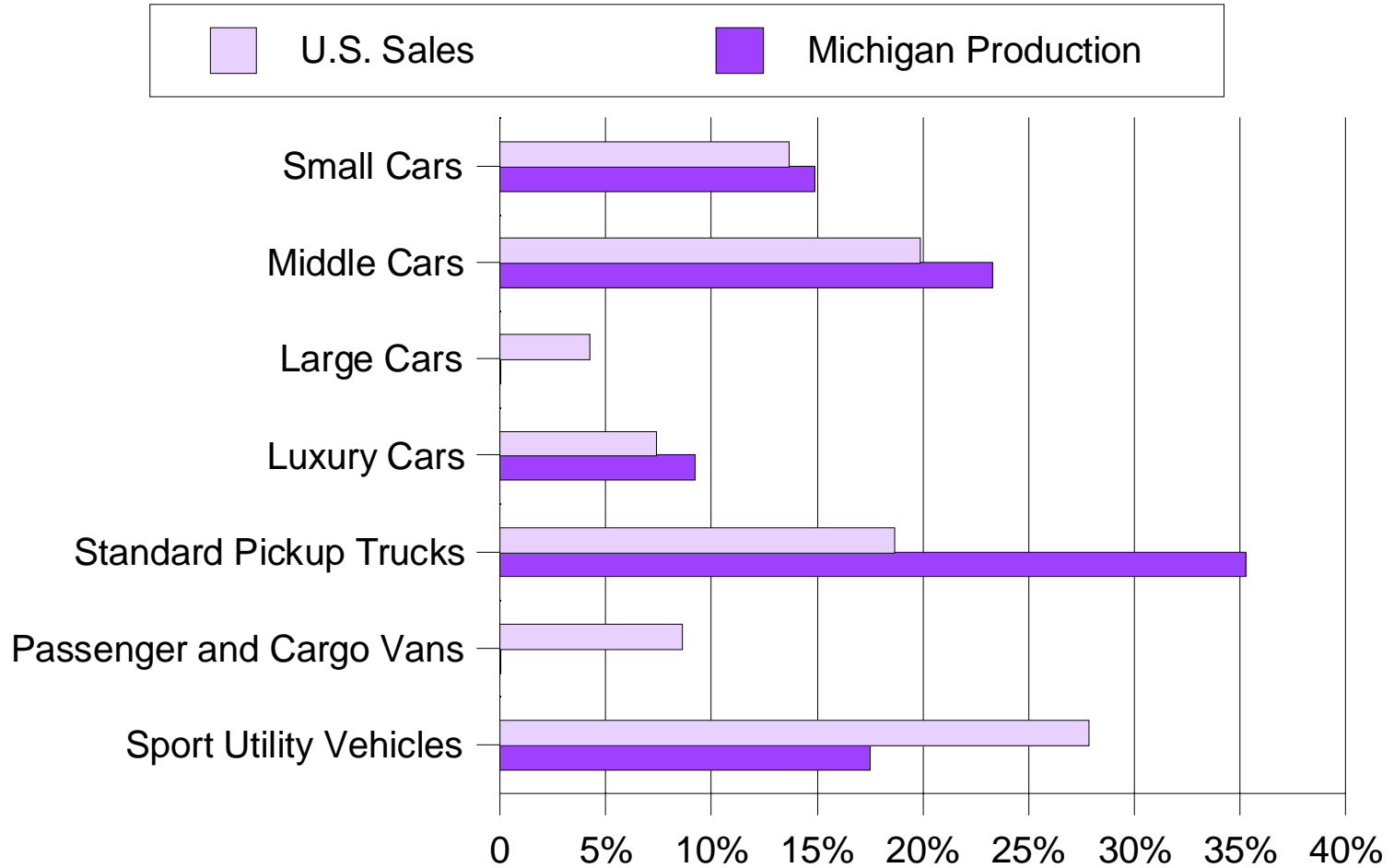
	1995	2000	2001	2002	2003	2004	2005
<b>LARGE</b>							
FORD	141,623	103,980	85,502	78,884	54,458	53,958	50,284
GENERAL MOTORS	445,537	395,087	310,484	300,443	264,192	211,064	142,601
Total Large	587,160	499,067	395,986	379,327	318,650	265,022	192,885
Percent of Total Car Production	31.5%	27.0%	23.8%	21.2%	20.9%	21.0%	16.2%
<b>STANDARD PICKUP TRUCKS</b>							
CHRYSLER	317,777	270,013	220,052	264,030	274,912	288,243	231,300
FORD	204,064	23,730	14,529	10,176	6,980	100,180	215,940
GENERAL MOTORS	256,711	389,010	363,519	405,085	491,604	510,346	438,783
Total Standard pickup trucks	778,552	682,753	598,100	679,291	773,496	898,769	886,023
Percent of Total Truck Production	61.6%	54.1%	58.5%	60.3%	61.6%	67.1%	66.8%
<b>PASSENGER &amp; CARGO VANS</b>							
GENERAL MOTORS	141,832	0	0	0	0	0	0
Total Passenger & Cargo Vans	141,832	0	0	0	0	0	0
Percent of Total Truck Production	11.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>SPORT UTILITY VEHICLES</b>							
CHRYSLER	304,733	293,160	214,773	253,237	224,823	194,227	278,306
FORD	37,756	286,469	210,300	193,083	242,015	210,497	138,700
GENERAL MOTORS	0	0	0	0	15,404	35,725	22,804
Total Sport Utility Vehicles	342,489	579,629	425,073	446,320	482,242	440,449	439,810
Percent of Total Truck Production	27.1%	45.9%	41.5%	39.7%	38.4%	32.9%	33.2%
TOTAL CAR PRODUCTION	1,865,644	1,846,995	1,664,374	1,792,720	1,528,101	1,259,170	1,190,800
TOTAL TRUCK PRODUCTION	1,262,873	1,262,382	1,023,173	1,125,611	1,255,738	1,339,218	1,325,833
TOTAL PRODUCTION	3,128,517	3,109,377	2,687,547	2,918,331	2,783,839	2,598,388	2,516,633
<b>SHARE OF TOTAL PRODUCTION LOCATED IN MICHIGAN</b>							
CHRYSLER	47.8%	43.0%	42.4%	43.9%	39.8%	41.0%	42.8%
FORD	22.0%	26.0%	23.6%	23.3%	23.1%	21.8%	21.5%
GENERAL MOTORS	32.7%	29.7%	31.0%	31.5%	32.6%	31.1%	28.5%

Size classes defined by the EPA and condensed by the SFA. Note: Due to different sources, some figures may conflict with other tables.

Source: Ward's Communications, Inc., "Ward's Automotive Yearbook", various years.

Figure 21

## Michigan Motor Vehicle Production vs. U.S. Sales by Market Class for 2005



Source: Ward's Communications, Inc., "Ward's Automotive Yearbook" and Crain's Communications, Inc., "Automotive News Market Data Book", various issues



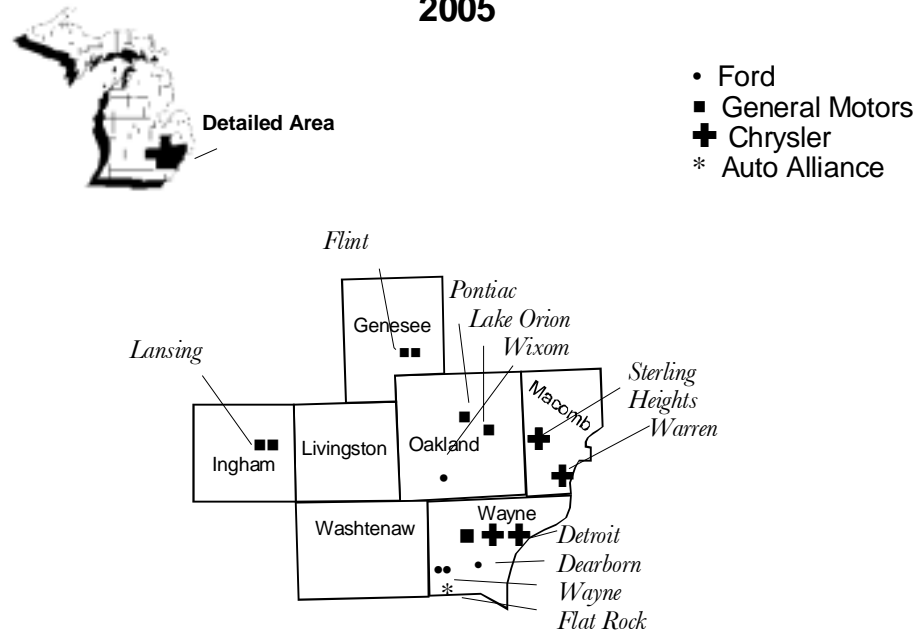
**Table 28**

**MOTOR VEHICLES PRODUCED IN MICHIGAN BY PLANT, 2005**

<b>Company</b>	<b>Plant</b>	<b>County</b>	<b>Vehicles</b>
<b>CHRYSLER:</b>	Conner Avenue, Detroit	Wayne	Dodge Viper
	Sterling Heights	Macomb	Chrysler Sebring Convertible, Chrysler Sebring Sedan, Dodge Stratus
	Jefferson Avenue, Detroit	Wayne	Jeep Commander, Jeep Grand Cherokee
	Dodge City, Warren	Macomb	Dodge Dakota, Dodge Ram Pickup, Mitsubishi Raider
<b>FORD:</b>	Dearborn	Wayne	Ford Mustang
	Wayne	Wayne	Ford Focus
	Wixom	Oakland	Ford GT, Ford Thunderbird, Lincoln LS, Lincoln Town Car
	Michigan Truck	Wayne	Ford Exhibition, Lincoln Navigator
	Detroit	Wayne	Ford F-Series Stripped Chassis
	Dearborn Truck	Wayne	Ford F-Series, Lincoln Mark LT
<b>GENERAL MOTORS:</b>	Detroit-Hamtramck	Wayne	Buick LeSabre, Buick Lucerne, Cadillac DTS, Cadillac DeVille, Pontiac Bonneville
	Lake Orion	Oakland	Pontiac G6
	Lansing	Ingham	Cadillac CTS, Cadillac SRX, Cadillac STS, Chevrolet Classic, Chevrolet Malibu, Chevrolet SSR, Oldsmobile Alero, Pontiac Grand Am
	Flint	Genesee	Chevrolet Kodiak, Chevrolet Silverado, GMC Sierra, GMC Topkick, Isuzu T-Series
	Pontiac	Oakland	Chevrolet Silverado Pickup, GMC Sierra Pickup
<b>AUTO ALLIANCE:</b> <sup>1)</sup>	Flat Rock	Wayne	Ford Mustang, Mazda 6
1) AUTO ALLIANCE is a joint venture between Ford (50%) and Mazda (50%)			
<b>Source:</b> Crain Communications, Inc., "Automotive News Market Data Book", 2006			

Figure 22

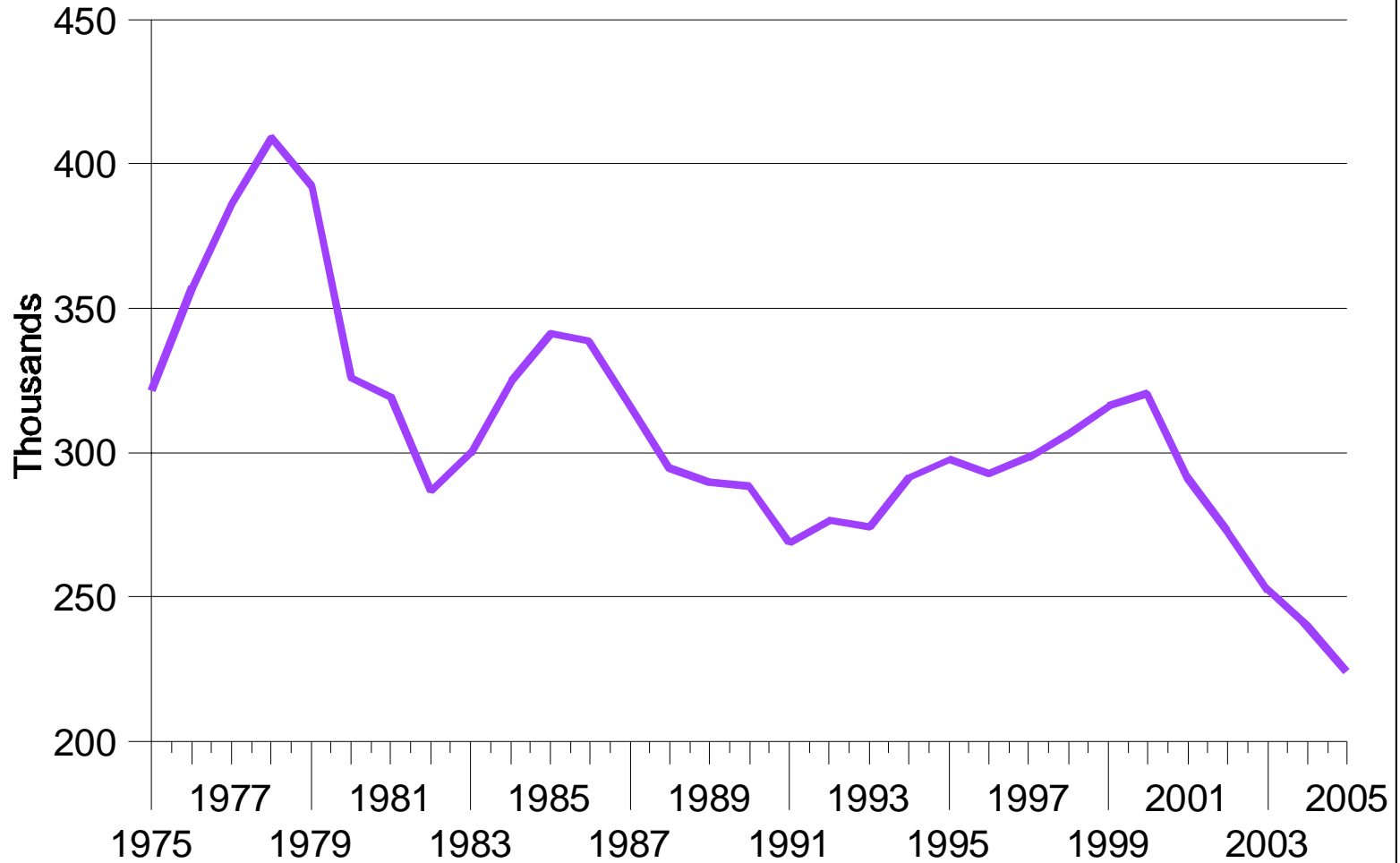
### Motor Vehicle Plant Locations in Michigan 2005



Source: Crain Communications, Inc., "Automotive News Market Data Book", 2006.

Figure 23

## Michigan Motor Vehicle & Equipment Employment 1975 - 2005



Source: Michigan Employment Agency, U.S. Department of Labor

Table 29

**MICHIGAN EMPLOYMENT: 1975-2005**  
(thousands)

Year	Total Wage & Salary Employment	Motor Vehicles & Equipment Employment	Motor Vehicles & Equipment as % of Wage & Salary	Total Manufacturing Employment	Motor Vehicle Mfg. as a % of Total Mfg.	Nonmotor Vehicle Manufacturing	Nonmotor Vehicle Mfg. as % of Wage & Salary
1975	3,136.6	321.2	10.2%	983.7	32.7%	662.5	21.1%
1976	3,283.0	357.6	10.9%	1,061.7	33.7%	704.1	21.4%
1977	3,442.3	386.5	11.2%	1,128.4	34.3%	741.9	21.6%
1978	3,609.4	409.6	11.3%	1,179.6	34.7%	770.0	21.3%
1979	3,637.1	392.7	10.8%	1,160.2	33.8%	767.5	21.1%
1980	3,442.8	326.3	9.5%	998.9	32.7%	672.6	19.5%
1981	3,364.4	319.4	9.5%	979.0	32.6%	659.6	19.6%
1982	3,193.3	286.5	9.0%	876.9	32.7%	590.4	18.5%
1983	3,223.1	299.7	9.3%	880.5	34.0%	580.8	18.0%
1984	3,381.0	324.7	9.6%	962.8	33.7%	638.1	18.9%
1985	3,561.5	341.1	9.6%	1,002.4	34.0%	661.3	18.6%
1986	3,657.3	338.5	9.3%	1,000.4	33.8%	661.9	18.1%
1987	3,735.8	316.5	8.5%	972.5	32.5%	656.0	17.6%
1988	3,819.2	294.7	7.7%	955.4	30.8%	660.7	17.3%
1989	3,922.4	289.5	7.4%	971.3	29.8%	681.8	17.4%
1990	3,969.7	288.2	7.3%	837.6	34.4%	549.4	13.8%
1991	3,891.2	269.0	6.9%	793.0	33.9%	524.0	13.5%
1992	3,927.5	276.5	7.0%	796.3	34.7%	519.8	13.2%
1993	4,005.8	274.5	6.9%	805.7	34.1%	531.2	13.3%
1994	4,146.9	291.3	7.0%	848.4	34.3%	557.1	13.4%
1995	4,273.9	297.6	7.0%	873.0	34.1%	575.4	13.5%
1996	4,360.8	292.9	6.7%	866.0	33.8%	573.1	13.1%
1997	4,448.1	298.3	6.7%	873.4	34.2%	575.1	12.9%
1998	4,510.2	307.0	6.8%	889.9	34.5%	582.9	12.9%
1999	4,581.9	316.3	6.9%	898.1	35.2%	581.8	12.7%
2000	4,673.9	320.5	6.9%	896.7	35.7%	576.2	12.3%
2001	4,555.9	291.2	6.4%	819.6	35.5%	528.4	11.6%
2002	4,477.8	273.0	6.1%	760.0	35.9%	487.0	10.9%
2003	4,409.6	252.4	5.7%	716.3	35.2%	463.9	10.5%
2004	4,394.7	239.8	5.5%	697.3	34.4%	457.5	10.4%
2005	4,384.0	224.1	5.1%	678.8	33.0%	454.7	10.4%

Note: Data from 1990 and later reflects the North American Industry Classification System (NAICS). Earlier years categorize industries under the U.S. Standard Industrial Classification (SIC) System.

Source: Michigan Employment Security Agency, U.S. Department of Labor

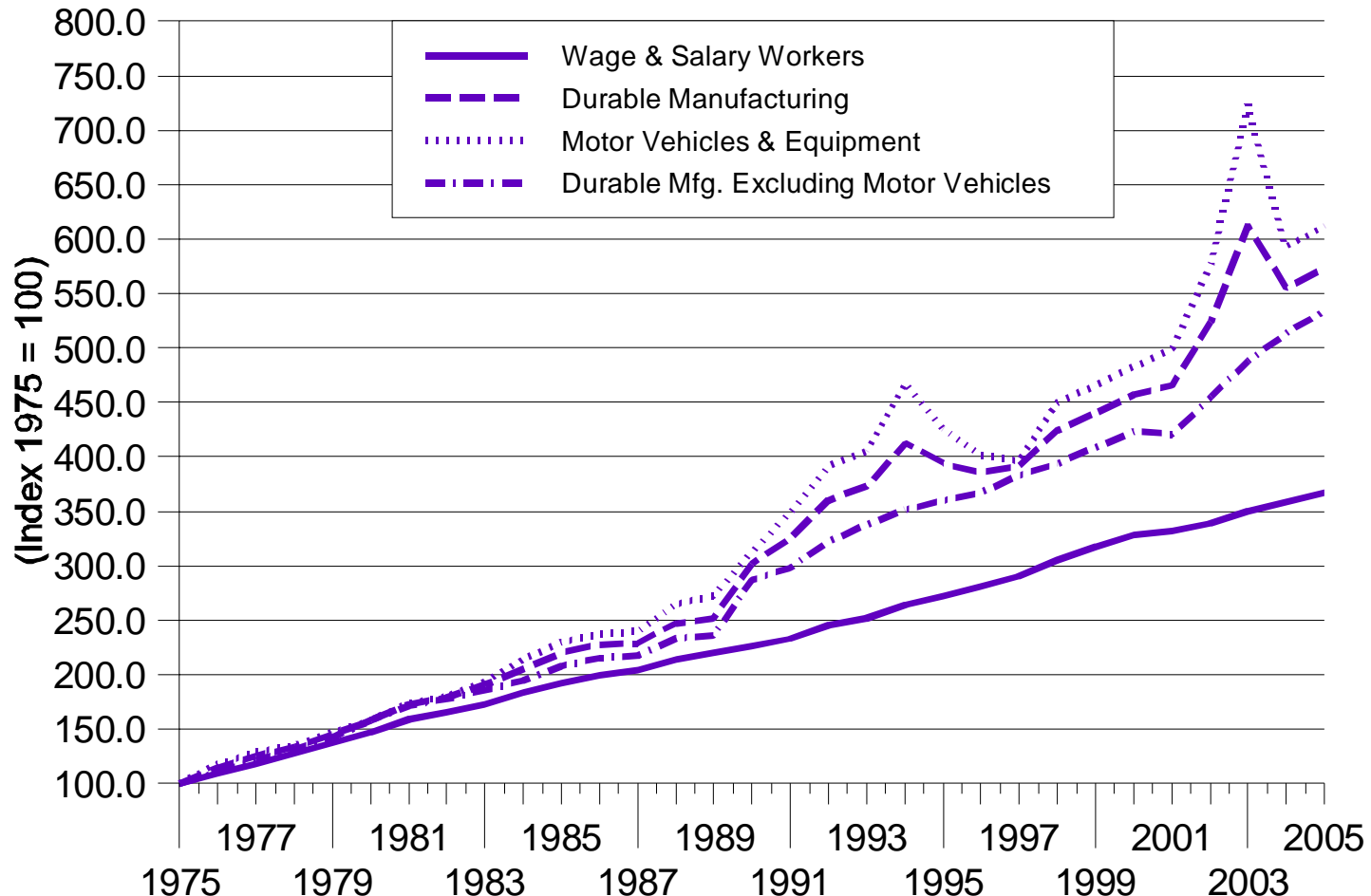
<b>Table 30</b>			
<b>WAGES &amp; SALARIES EARNED BY WORKERS IN MICHIGAN: 1975-2005</b>			
<b>(millions of dollars)</b>			
<b>Year</b>	<b>Total Wages &amp; Salaries</b>	<b>Motor Vehicles Wages &amp; Salaries</b>	<b>Motor Vehicles as % of Total</b>
1975	\$35,798.7	\$5,535.8	15.5%
1976	41,042.8	7,301.6	17.8%
1977	46,634.3	8,601.9	18.4%
1978	52,639.4	9,578.8	18.2%
1979	57,446.7	9,976.2	17.4%
1980	57,819.0	8,884.7	15.4%
1981	61,177.3	9,577.7	15.7%
1982	60,326.5	8,901.2	14.8%
1983	63,818.2	10,011.8	15.7%
1984	70,953.4	12,019.2	16.9%
1985	78,285.2	13,558.7	17.3%
1986	83,480.8	13,874.3	16.6%
1987	87,212.3	13,067.1	15.0%
1988	93,622.4	13,471.0	14.4%
1989	98,888.6	13,603.9	13.8%
1990	102,778.9	15,546.5	15.1%
1991	103,720.5	16,177.1	15.6%
1992	110,126.1	18,663.5	16.9%
1993	115,320.1	19,164.2	16.6%
1994	124,807.2	23,449.7	18.8%
1995	132,883.1	21,872.7	16.5%
1996	139,894.8	20,255.4	14.5%
1997	147,589.5	20,400.8	13.8%
1998	157,169.1	23,821.2	15.2%
1999	166,464.0	25,394.5	15.3%
2000	175,327.0	26,667.3	15.2%
2001	173,102.2	25,119.3	14.5%
2002	173,457.4	27,185.4	15.7%
2003	176,745.0	31,466.1	17.8%
2004	180,319.1	24,493.5	13.6%
2005	183,652.3	23,649.9	12.9%

Note: Data from 1990 and later reflects the North American Industry Classification System (NAICS). Earlier years categorize industries under the U.S. Standard Industrial Classification (SIC) System.

Source: U.S. Department of Commerce, Bureau of Economic Analysis

Figure 24

## Growth in Michigan Average Wages & Salaries Per Worker 1975 - 2005

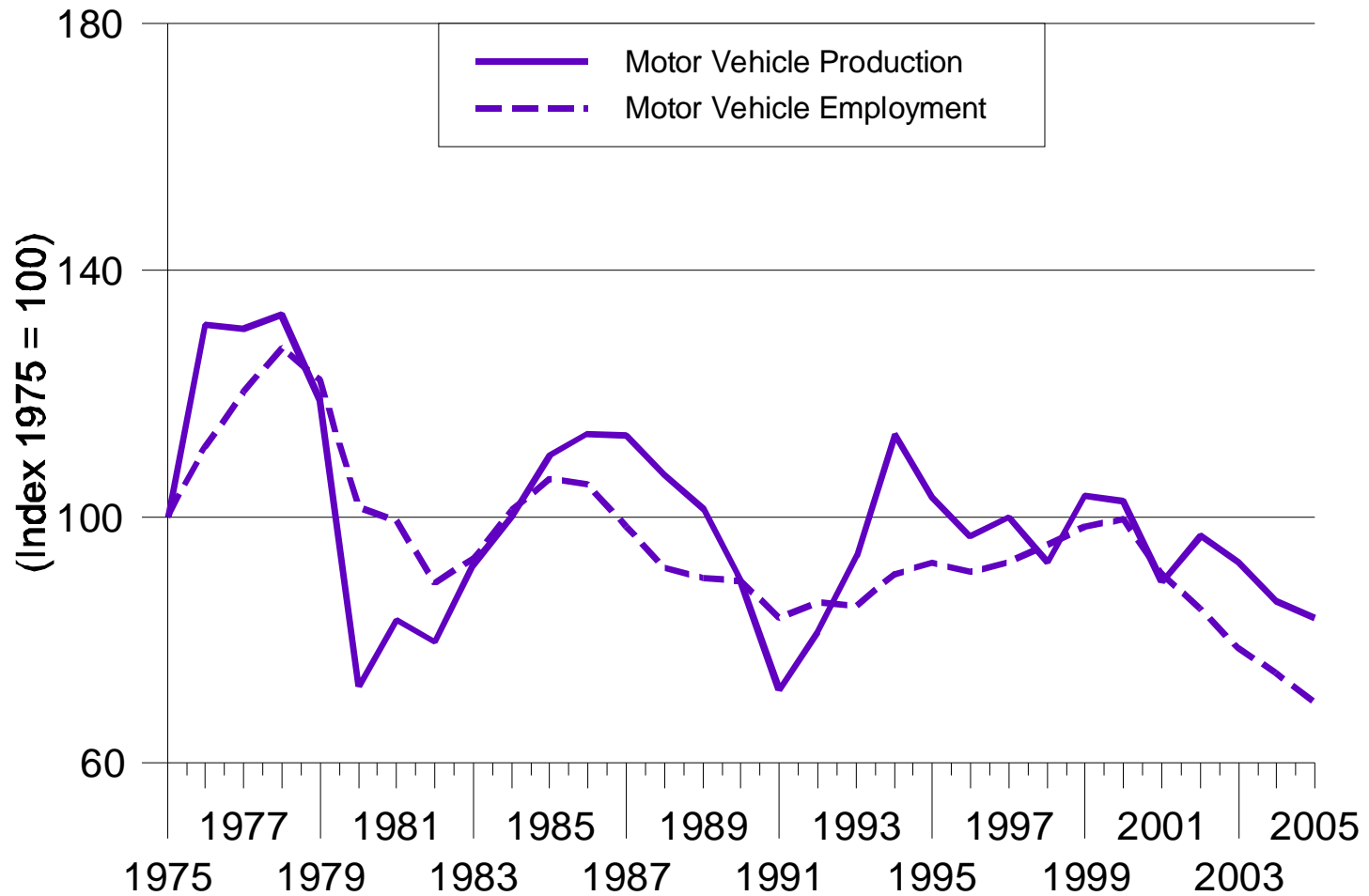


Note: Data from 1990 and later reflects the North American Industry Classification System (NAICS).  
Earlier years categorize industries under the U.S. Standard Industrial Classification (SIC) System.

Source: Michigan Employment Security Commission, U.S. Department of Labor and U.S. Department of Commerce, Bureau of Economic Analysis

Figure 25

### Change in Michigan Motor Vehicle Production and Employment 1975 - 2005



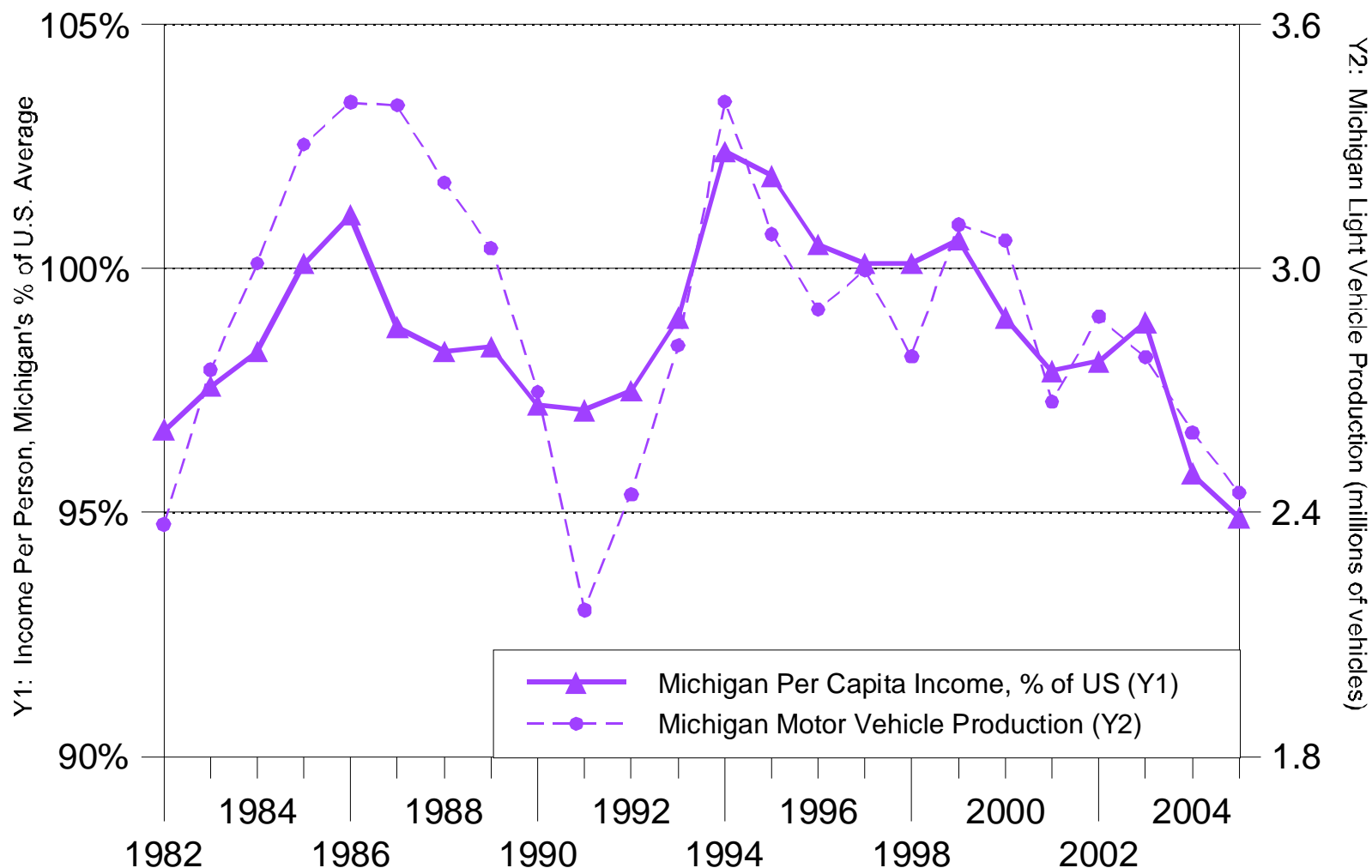
Note: Data from 1990 and later reflects the North American Industry Classification System (NAICS). Earlier years categorize industries under the U.S. Standard Industrial Classification (SIC) System.

Source: Michigan Employment Security Agency, U.S. Department of Labor, and Crain Communications, Inc.

Figure 26

# Michigan Economy Still Strongly Linked to Auto Industry

Michigan's Performance Relative to US. Follows Sales of Domestic Vehicles



Source: Bureau of Economic Analysis, U.S. Department of Commerce





