datebook

## Where in the world are cars in San Diego?

Mexico has been relocated to somewhere south of Toledo, while Sao Paulo, Brazil, has been towed across the Atlantic to West Berlin. Hiroshima is in Flat Rock and Hatland, and the Harden of the Mexico and Hatland of the Harden of the Harden

can jobs, right? Well, not exactly.

EVEN WAY back when, when the only triports we were worried about was Volkswagens, the Canadians were pulling a fast one by luring Ametican car companies ever and getting them to build auto plants, stricking on their own mud flaps and long sereous and palming them off as Canadian." Canadian." cars.

Most of them ended back in the US anyway, where the WSJ et al counted them as US domestic sales.

Even speakler, Volvo built a small plant in Canada, shipped some of the cars to the United States, where the WSJ etc. counted them as imports from Sweden
Then Volkswagen began shipping baatloads of parts to Pennsylvania (USA) and ascenbled them into Rabbits — which is when I lost the big argument

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I WAS working in a car-counting operation at the time (the car business tends to support this kind of thing), and my boss figured that the VWs assembled in the United States should be counted as US, sales, sort of in honor of the new plant. No way, I said. Were going to No way, I said. Were going to the country of the c

All of these U.S. assembled abparage products now are being counted as U.S. car sales by major business publications, including the WSJ, which changed its mind on the subject.

THE JAPANESE are happy, because they can claim they lived up to export restraint agreements, and now the gate is open to flood the U.S. with Japanese exports.

The U.S. government is happy, because several administrations in a row have been arguing that car imports aren't a real national problem:

Roofs Repaired
 Re-roofed

Leaks Stopped

WITH MY head still swimming, I noticed a car sales report in Automotive News that carefully sorts out Canadian inport sales and Canadian domestic sales. If there is a single Canadian car company today, I must have missed something, My Canadian friends are quick to tell me all cars sold in Canadian characteristics of the Canadian care to the control of the care shows the care the care the care of the care the care of the ca

something. My Canadan Irlends are quick to tell me all cars sold in Canada today are imports, as far as they are concerned.

Other than an abstract interest in towar in important business stablistic only reason to be concerned about car asless reporting methodology is that the current system drastically underreports the effect of auto imports on the U.S. trade balance by a factor of about 50 percent – by pushing the dollar value of camoling the do

ownership of the retail sales opera-

• RETIREMENT INVESTING ■ RELIMEMENT INVESTING Thursday, Dec. 7 — Free seminar, "Will You Be Able To Retire?" be-gins at 7 p.m. at the Holiday Ina, 1500 Opdyke, Auburn Hills. Reserva-tions: Emily Ferry, 652-3200 or 1-800-772-6225. Sponsor: PalneWebber Inc.

• BIRMINGHAM CHAMBER

BIRMINGHAM CHAMBER Thursday, Dec. 7 — Florine Mark, president of the WW Group Inc, will speak on "You Can Do Anything You Want To If You Want To Do It Badly Enough" at moon at the Kingsley Inn, Bloomfield Hills. Non-member fee: 320 Sponson Birtningham-Bloom-field Chamber of Commerce.

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O VENTURE GROUP
Friday, Dec. 8 — Southeaster,
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Information: Scott Elsenberg, 49:
1010. Members include accountant
lawyers, consultants and other, we
reproviders who can assist in pi
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development of new hustnesses, in Priday, Dec. 8 — "Joint Proceedings of the Control of the Cont

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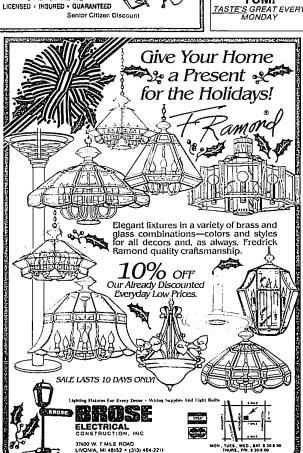
THEN I noticed Mexico had moved. Mexican auto imports today are crowding BMW in sales volume. But Automotive News is counting Mexican imports as U.S. domestic car sales – apparently because they are sold in U.S. dealerships. Japanese imports sold in U.S. dealerships. Laganese imports sold in U.S. dealerships. Lets try Brazil, whelv recently passed up Sweden's SAAB, for example, as an exporter to the United States.

Brazilian exports to the United States.

Brazilian exports to the United

States.

Brazilian exports to the United States end up lumped under cars from Europe in Automotive News, while Mexican cars become American, under a sales reporting system that breaks out U.S. sales into cars from Europe, Japan, Korea and the United States based on the national





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