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# New motor vehicle sales

August 2005



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# New motor vehicle sales

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# User information

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## Symbols

The following standard symbols are used in Statistics Canada publications:

- . not available for any reference period
- .. not available for a specific reference period
- ... not applicable
- 0 true zero or a value rounded to zero
- 0<sup>s</sup> value rounded to 0 (zero) where there is a meaningful distinction between true zero and the value that was rounded
- p preliminary
- r revised
- x suppressed to meet the confidentiality requirements of the *Statistics Act*
- E use with caution
- F too unreliable to be published

## Note

Components may not add to totals due to rounding.

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# Highlights

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## August 2005

Incentives could not prevent new vehicle sales from plunging 7.9%, partly reversing two months of strong increases.

## Analysis – August 2005

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Incentives could not prevent new vehicle sales from plunging 7.9%, partly reversing two months of strong increases. Dealers sold 140,243 new vehicles in August, down 12,106 units from July. Half the decline occurred in Ontario.

Over three-quarters of the decline in August was attributable to lower sales of trucks, which includes minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

The August decline occurred despite the continued wide availability of incentive programs, notably the discount packages usually reserved for employees. According to the Consumer Price Index, the purchase price of new vehicles edged up 0.8% in August, owing partly to a slight decrease in financial incentives and discounts offered by some dealers.

While registering strong monthly fluctuations, new motor vehicle sales have been maintaining an upward movement since the start of 2005, a trend that has strengthened in recent months. During 2004, new motor vehicle sales remained relatively stable after a string of increases at the start of the year.

### Note to readers

All data in this release are seasonally adjusted.

**Passenger cars** include those used for personal and commercial purposes, such as taxis or rental cars. **Trucks** include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**North American-built new motor vehicles** include vehicles manufactured or assembled in Canada, the United States or Mexico. All other new motor vehicles are considered to have been manufactured overseas.

For reasons of confidentiality, data for Yukon, the Northwest Territories and Nunavut are included with those for British Columbia.

The New Motor Vehicle Sales Survey is compiled on the basis of figures obtained from motor vehicle manufacturers and importers. These results may vary from those obtained directly from auto dealers, due to possible differences in record keeping.

Based on preliminary figures from the auto industry, the number of new motor vehicles sold in September is estimated to have fallen a further 8%, with the drop again attributable to truck sales.

### Truck sales take a beating

Even though sales of both categories of vehicles declined in August, consumers stayed away from trucks in particular, with truck sales falling at least three times more rapidly than passenger car sales.

The number of new trucks sold fell 12.1% in August to 67,279 vehicles. This decline wiped out the gain of the same magnitude registered in July.

Car sales declined 3.7%, following two months of increases. Much of the decline was attributable to sales of overseas-built cars, which accounted for 32.2% of all passenger cars. Their sales fell 8.1% compared to 1.5% for North American-built cars, which include the cars that foreign automakers produce in North America.

Since the start of 2005, sales of both cars and trucks have maintained an upward trend despite major fluctuations. At the start of 2004, these sales registered sizable gains. After that, they remained relatively stable, in contrast to the steep declines that were observed throughout 2003 for cars and in the second half of the same year for trucks.

## Sales down in almost all provinces

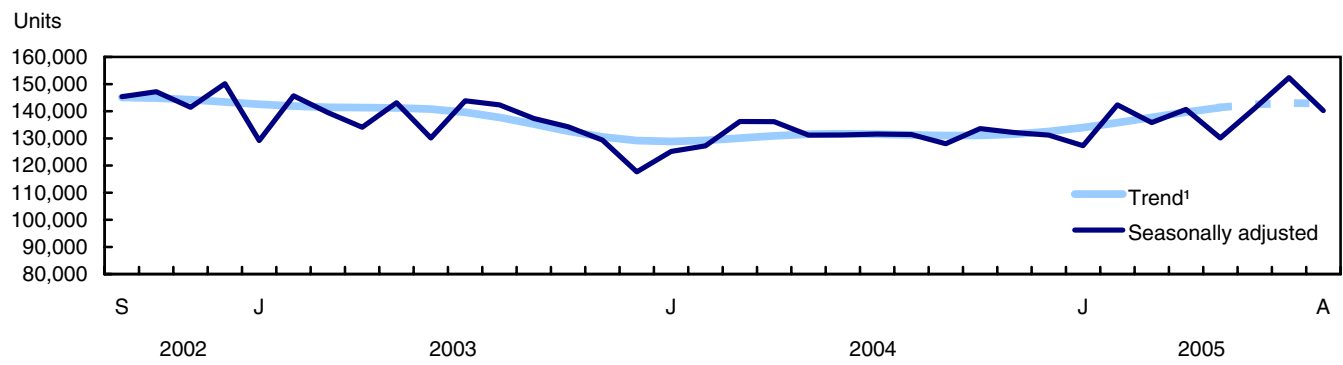
In August, new motor vehicle sales declined in all provinces except the region formed by British Columbia and the territories (+1.0%) and in Prince Edward Island (+0.7%). In Ontario, the 10.2% drop accounted for 50% of the national decrease.

New motor vehicle sales in the region formed by British Columbia and the territories and in Prince Edward Island have been on an upward trend since the start of 2005. Previously, for the region formed by British Columbia and the territories, they generally remained stable in 2004. In Prince Edward Island, they stabilized in the second half of this year, following gains in the first half.

Among the other provinces, the decreases ranged from 1.9% in Nova Scotia to 25.0% in Newfoundland and Labrador.

**Chart 1**

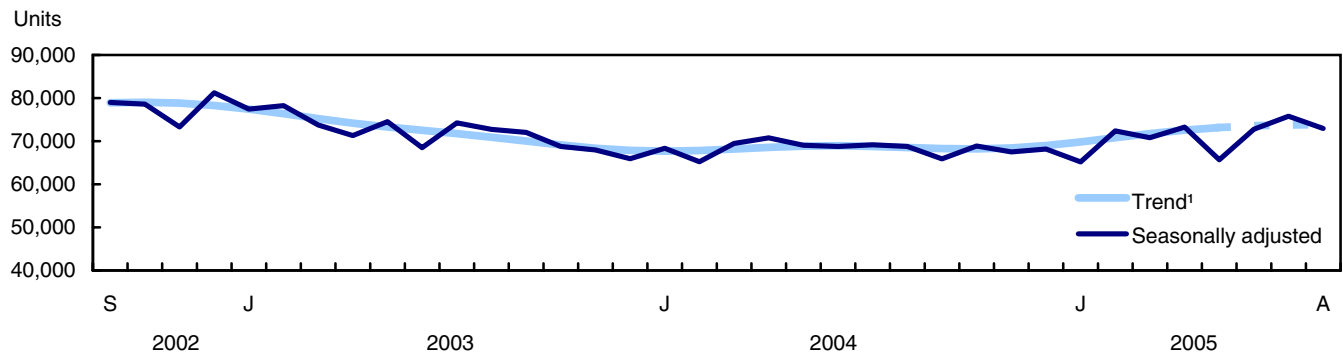
**New motor vehicle sales, seasonally adjusted, in units, 2002-2005**



1. Trends represent smoothed seasonally adjusted data

**Chart 2**

**Passenger car sales, seasonally adjusted, in units, 2002-2005**

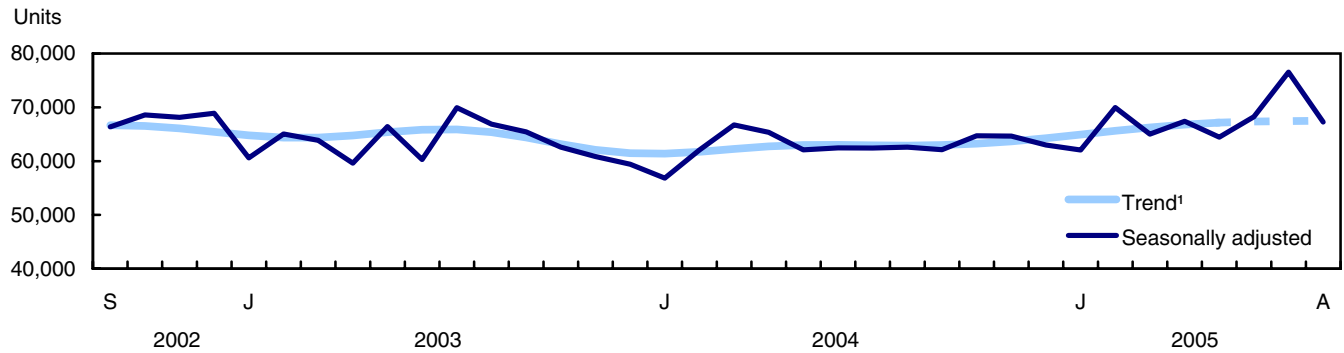


1. Trends represent smoothed seasonally adjusted data



Chart 3

Truck, van and bus sales, seasonally adjusted, in units, 2002-2005



1. Trends represent smoothed seasonally adjusted data

Chart 4

Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2002-2005

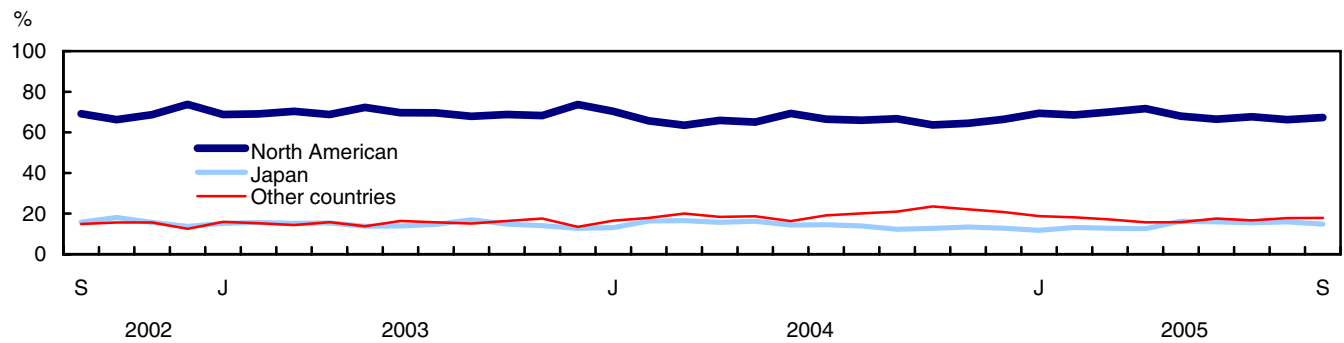
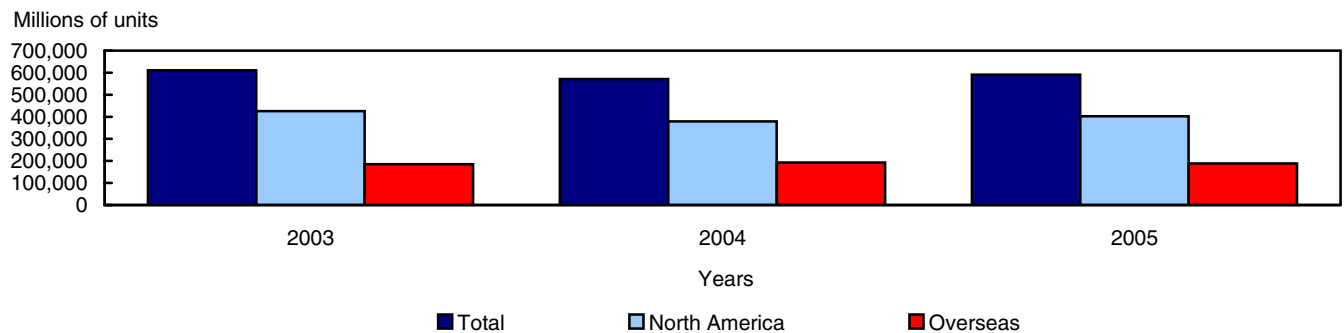


Chart 5

Cumulative sales of new passenger cars, by origin, in units, 2003-2005 January to August



## Related products

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### Selected publications from Statistics Canada

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|          |  |
|----------|--|
| 63-541-X | Retail Commodity Survey, 1989            |
| 63F0006X | New motor vehicle sales seasonal factors |

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### Selected CANSIM tables from Statistics Canada

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|          |   |
|----------|---|
| 079-0001 | New motor vehicle sales, Canada, provinces and territories                    |
| 079-0002 | Other estimates of new motor vehicle sales, Canada, provinces and territories |

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### Selected surveys from Statistics Canada

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|      |                                |
|------|--------------------------------|
| 2402 | New Motor Vehicle Sales Survey |
|------|--------------------------------|

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### Selected tables of Canadian statistics from Statistics Canada

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- *Canadian Statistics - New motor vehicle sales, by provinces (monthly)*
- *Canadian Statistics - Economic indicators, by provinces and territories (monthly and quarterly)*
- *New motor vehicle sales*
- *New motor vehicle sales, by provinces*

# Statistical tables

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Table 1-1

Monthly sales of new motor vehicles, by type and origin in units

|             | Total new motor vehicles |                  | Passenger cars |                  |         |                  |                 |                  |         |                  |
|-------------|--------------------------|------------------|----------------|------------------|---------|------------------|-----------------|------------------|---------|------------------|
|             |                          |                  | North America  |                  | Japan   |                  | Other countries |                  | Total   |                  |
|             | Units                    | Year/year change | Units          | Year/year change | Units   | Year/year change | Units           | Year/year change | Units   | Year/year change |
|             | No.                      | %                | No.            | %                | No.     | %                | No.             | %                | No.     | %                |
| <b>2003</b> |                          |                  |                |                  |         |                  |                 |                  |         |                  |
| January     | 95,477                   | -14.8            | 34,345         | -17.9            | 7,602   | 6.3              | 7,943           | 8.9              | 49,890  | -11.3            |
| February    | 105,391                  | 1.4              | 37,734         | 1.8              | 8,533   | 12.9             | 8,371           | 5.1              | 54,638  | 3.9              |
| March       | 148,922                  | -0.9             | 55,863         | -3.6             | 12,065  | 2.9              | 11,457          | 0.2              | 79,385  | -2.1             |
| April       | 152,967                  | -8.7             | 59,729         | -9.5             | 13,339  | -13.3            | 13,725          | -1.3             | 86,793  | -8.9             |
| May         | 185,419                  | -0.5             | 74,880         | 1.1              | 14,309  | -18.6            | 14,318          | -3.5             | 103,507 | -2.8             |
| June        | 149,816                  | -11.0            | 55,824         | -11.3            | 11,164  | -17.8            | 13,098          | -5.6             | 80,086  | -11.4            |
| July        | 148,957                  | 5.6              | 54,580         | 3.0              | 11,539  | -4.4             | 12,269          | -11.8            | 78,388  | -0.7             |
| August      | 145,108                  | -3.8             | 52,954         | -8.0             | 13,297  | -2.9             | 11,762          | -11.2            | 78,013  | -7.7             |
| September   | 141,988                  | -1.6             | 50,433         | -7.9             | 10,830  | -13.6            | 12,023          | 1.8              | 73,286  | -7.4             |
| October     | 124,427                  | -9.8             | 44,518         | -10.6            | 9,224   | -32.1            | 11,484          | -1.7             | 65,226  | -13.1            |
| November    | 115,126                  | -9.5             | 44,653         | 1.0              | 7,718   | -23.3            | 8,185           | -18.6            | 60,556  | -5.9             |
| December    | 112,870                  | -21.2            | 39,213         | -24.7            | 7,288   | -24.4            | 9,206           | 4.8              | 55,707  | -21.0            |
| <b>Year</b> | 1,626,468                | -6.2             | 604,726        | -7.2             | 126,908 | -12.2            | 133,841         | -3.6             | 865,475 | -7.4             |
| <b>2004</b> |                          |                  |                |                  |         |                  |                 |                  |         |                  |
| January     | 85,238                   | -10.7            | 28,346         | -17.5            | 7,074   | -6.9             | 7,722           | -2.8             | 43,142  | -13.5            |
| February    | 94,777                   | -10.1            | 29,238         | -22.5            | 7,608   | -10.8            | 9,183           | 9.7              | 46,029  | -15.8            |
| March       | 149,605                  | 0.5              | 49,796         | -10.9            | 11,871  | -1.6             | 13,884          | 21.2             | 75,551  | -4.8             |
| April       | 160,195                  | 4.7              | 56,417         | -5.5             | 14,007  | 5.0              | 16,217          | 18.2             | 86,641  | -0.2             |
| May         | 166,136                  | -10.4            | 64,701         | -13.6            | 13,456  | -6.0             | 15,171          | 6.0              | 93,328  | -9.8             |
| June        | 154,134                  | 2.9              | 53,326         | -4.5             | 11,601  | 3.9              | 15,310          | 16.9             | 80,237  | 0.2              |
| July        | 136,563                  | -8.3             | 47,867         | -12.3            | 10,122  | -12.3            | 14,581          | 18.8             | 72,570  | -7.4             |
| August      | 136,187                  | -6.1             | 49,312         | -6.9             | 9,085   | -31.7            | 15,546          | 32.2             | 73,943  | -5.2             |
| September   | 130,699                  | -8.0             | 42,539         | -15.7            | 8,504   | -21.5            | 15,686          | 30.5             | 66,729  | -8.9             |
| October     | 123,552                  | -0.7             | 41,187         | -7.5             | 8,580   | -7.0             | 14,131          | 23.0             | 63,898  | -2.0             |
| November    | 120,287                  | 4.5              | 40,157         | -10.1            | 7,709   | -0.1             | 12,596          | 53.9             | 60,462  | -0.2             |
| December    | 117,822                  | 4.4              | 39,928         | 1.8              | 6,809   | -6.6             | 10,836          | 17.7             | 57,573  | 3.3              |
| <b>Year</b> | 1,575,195                | -3.2             | 542,814        | -10.2            | 116,426 | -8.3             | 160,863         | 20.2             | 820,103 | -5.2             |
| <b>2005</b> |                          |                  |                |                  |         |                  |                 |                  |         |                  |
| January     | 82,019                   | -3.8             | 27,144         | -4.2             | 5,222   | -26.2            | 7,178           | -7.0             | 39,544  | -8.3             |
| February    | 106,064                  | 11.9             | 35,421         | 21.1             | 6,488   | -14.7            | 8,650           | -5.8             | 50,559  | 9.8              |
| March       | 148,296                  | -0.9             | 54,630         | 9.7              | 9,576   | -19.3            | 11,991          | -13.6            | 76,197  | 0.9              |
| April       | 167,441                  | 4.5              | 62,166         | 10.2             | 14,823  | 5.8              | 14,406          | -11.2            | 91,395  | 5.5              |
| May         | 161,865                  | -2.6             | 58,678         | -9.3             | 14,029  | 4.3              | 15,550          | 2.5              | 88,257  | -5.4             |
| June        | 166,024                  | 7.7              | 57,953         | 8.7              | 13,309  | 14.7             | 14,337          | -6.4             | 85,599  | 6.7              |
| July        | 158,796                  | 16.3             | 53,318         | 11.4             | 12,749  | 26.0             | 14,345          | -1.6             | 80,412  | 10.8             |
| August p    | 146,862                  | 7.8              | 53,168         | 7.8              | 11,710  | 28.9             | 14,139          | -9.1             | 79,017  | 6.9              |

See footnotes at the end of the table.

Table 1-1 – continued

## Monthly sales of new motor vehicles, by type and origin in units

|             | Total new motor vehicles |                  | Trucks <sup>1</sup> |                  |          |                  |         |                  |
|-------------|--------------------------|------------------|---------------------|------------------|----------|------------------|---------|------------------|
|             |                          |                  | North America       |                  | Overseas |                  | Total   |                  |
|             | Units                    | Year/year change | Units               | Year/year change | Units    | Year/year change | Units   | Year/year change |
|             | No.                      | %                | No.                 | %                | No.      | %                | No.     | %                |
| <b>2003</b> |                          |                  |                     |                  |          |                  |         |                  |
| January     | 95,477                   | -14.8            | 39,097              | -19.9            | 6,490    | -7.7             | 45,587  | -18.4            |
| February    | 105,391                  | 1.4              | 43,530              | -4.3             | 7,223    | 21.8             | 50,753  | -1.2             |
| March       | 148,922                  | -0.9             | 60,318              | -2.1             | 9,219    | 22.5             | 69,537  | 0.5              |
| April       | 152,967                  | -8.7             | 56,539              | -11.4            | 9,635    | 13.8             | 66,174  | -8.4             |
| May         | 185,419                  | -0.5             | 71,005              | 0.2              | 10,907   | 21.4             | 81,912  | 2.6              |
| June        | 149,816                  | -11.0            | 60,493              | -12.3            | 9,237    | 3.7              | 69,730  | -10.5            |
| July        | 148,957                  | 5.6              | 60,228              | 12.7             | 10,341   | 19.2             | 70,569  | 13.6             |
| August      | 145,108                  | -3.8             | 57,732              | 0.5              | 9,363    | 5.3              | 67,095  | 1.1              |
| September   | 141,988                  | -1.6             | 59,257              | 4.2              | 9,445    | 13.6             | 68,702  | 5.4              |
| October     | 124,427                  | -9.8             | 49,342              | -7.7             | 9,859    | 5.1              | 59,201  | -5.8             |
| November    | 115,126                  | -9.5             | 46,522              | -13.8            | 8,048    | -9.9             | 54,570  | -13.2            |
| December    | 112,870                  | -21.2            | 50,073              | -21.9            | 7,090    | -18.5            | 57,163  | -21.5            |
| <b>Year</b> | 1,626,468                | -6.2             | 654,136             | -6.4             | 106,857  | 7.1              | 760,993 | -4.7             |
| <b>2004</b> |                          |                  |                     |                  |          |                  |         |                  |
| January     | 85,238                   | -10.7            | 36,140              | -7.6             | 5,956    | -8.2             | 42,096  | -7.7             |
| February    | 94,777                   | -10.1            | 42,613              | -2.1             | 6,135    | -15.1            | 48,748  | -4.0             |
| March       | 149,605                  | 0.5              | 65,535              | 8.6              | 8,519    | -7.6             | 74,054  | 6.5              |
| April       | 160,195                  | 4.7              | 64,616              | 14.3             | 8,938    | -7.2             | 73,554  | 11.2             |
| May         | 166,136                  | -10.4            | 64,043              | -9.8             | 8,765    | -19.6            | 72,808  | -11.1            |
| June        | 154,134                  | 2.9              | 65,041              | 7.5              | 8,856    | -4.1             | 73,897  | 6.0              |
| July        | 136,563                  | -8.3             | 54,632              | -9.3             | 9,361    | -9.5             | 63,993  | -9.3             |
| August      | 136,187                  | -6.1             | 52,498              | -9.1             | 9,746    | 4.1              | 62,244  | -7.2             |
| September   | 130,699                  | -8.0             | 54,338              | -8.3             | 9,632    | 2.0              | 63,970  | -6.9             |
| October     | 123,552                  | -0.7             | 51,064              | 3.5              | 8,590    | -12.9            | 59,654  | 0.8              |
| November    | 120,287                  | 4.5              | 51,581              | 10.9             | 8,244    | 2.4              | 59,825  | 9.6              |
| December    | 117,822                  | 4.4              | 51,536              | 2.9              | 8,713    | 22.9             | 60,249  | 5.4              |
| <b>Year</b> | 1,575,195                | -3.2             | 653,637             | -0.1             | 101,455  | -5.1             | 755,092 | -0.8             |
| <b>2005</b> |                          |                  |                     |                  |          |                  |         |                  |
| January     | 82,019                   | -3.8             | 36,460              | 0.9              | 6,015    | 1.0              | 42,475  | 0.9              |
| February    | 106,064                  | 11.9             | 48,151              | 13.0             | 7,354    | 19.9             | 55,505  | 13.9             |
| March       | 148,296                  | -0.9             | 62,010              | -5.4             | 10,089   | 18.4             | 72,099  | -2.6             |
| April       | 167,441                  | 4.5              | 65,425              | 1.3              | 10,621   | 18.8             | 76,046  | 3.4              |
| May         | 161,865                  | -2.6             | 63,273              | -1.2             | 10,335   | 17.9             | 73,608  | 1.1              |
| June        | 166,024                  | 7.7              | 69,913              | 7.5              | 10,512   | 18.7             | 80,425  | 8.8              |
| July        | 158,796                  | 16.3             | 67,772              | 24.1             | 10,612   | 13.4             | 78,384  | 22.5             |
| August P    | 146,862                  | 7.8              | 56,869              | 8.3              | 10,976   | 12.6             | 67,845  | 9.0              |
| <b>Year</b> |                          |                  |                     |                  |          |                  |         |                  |

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note:** Percentage change are year-over-year changes.

Table 1-2

## Monthly sales of new motor vehicles, by type and origin in dollars

|             | Total new motor vehicles |                  | Passenger cars    |                  |                  |                  |                  |                  |                   |                  |
|-------------|--------------------------|------------------|-------------------|------------------|------------------|------------------|------------------|------------------|-------------------|------------------|
|             |                          |                  | North America     |                  | Japan            |                  | Other countries  |                  | Total             |                  |
|             | Units                    | Year/year change | Units             | Year/year change | Units            | Year/year change | Units            | Year/year change | Units             | Year/year change |
|             | \$'000                   | %                | \$'000            | %                | \$'000           | %                | \$'000           | %                | \$'000            | %                |
| <b>2003</b> |                          |                  |                   |                  |                  |                  |                  |                  |                   |                  |
| January     | 2,941,847                | -13.8            | 824,784           | -17.8            | 178,744          | 2.8              | 238,493          | 10.0             | 1,242,022         | -10.9            |
| February    | 3,276,166                | 3.2              | 901,436           | 3.4              | 204,027          | 8.8              | 254,185          | 6.6              | 1,359,649         | 4.8              |
| March       | 4,619,716                | 2.6              | 1,342,055         | -1.9             | 287,456          | -0.7             | 354,970          | -2.0             | 1,984,481         | -1.7             |
| April       | 4,671,934                | -5.5             | 1,447,359         | -7.7             | 319,616          | -14.5            | 423,686          | -1.0             | 2,190,662         | -7.6             |
| May         | 5,551,388                | 1.6              | 1,808,156         | 2.7              | 344,754          | -16.7            | 438,653          | -1.7             | 2,591,563         | -1.1             |
| June        | 4,596,710                | -8.7             | 1,352,584         | -10.9            | 270,678          | -16.9            | 394,456          | -6.8             | 2,017,718         | -11.0            |
| July        | 4,570,411                | 8.9              | 1,305,259         | 3.5              | 264,556          | -9.2             | 349,578          | -10.9            | 1,919,393         | -1.3             |
| August      | 4,452,716                | -1.4             | 1,258,881         | -8.4             | 301,261          | -7.8             | 335,482          | -8.3             | 1,895,623         | -8.3             |
| September   | 4,487,201                | 2.9              | 1,209,940         | -7.2             | 250,835          | -18.5            | 359,903          | 2.5              | 1,820,678         | -7.2             |
| October     | 3,996,557                | -5.7             | 1,076,616         | -9.5             | 215,226          | -35.4            | 389,239          | 12.1             | 1,681,081         | -10.1            |
| November    | 3,678,577                | -7.3             | 1,092,537         | 3.4              | 180,705          | -26.9            | 288,064          | -8.6             | 1,561,306         | -3.5             |
| December    | 3,650,085                | -17.2            | 945,611           | -24.2            | 170,416          | -26.1            | 305,384          | 8.2              | 1,421,411         | -19.3            |
| <b>Year</b> | <b>50,493,308</b>        | <b>-3.3</b>      | <b>14,565,218</b> | <b>-6.2</b>      | <b>2,988,274</b> | <b>-14.7</b>     | <b>4,132,093</b> | <b>-0.9</b>      | <b>21,685,587</b> | <b>-6.5</b>      |
| <b>2004</b> |                          |                  |                   |                  |                  |                  |                  |                  |                   |                  |
| January     | 2,711,635                | -7.8             | 686,549           | -16.8            | 155,729          | -12.9            | 212,100          | -11.1            | 1,054,378         | -15.1            |
| February    | 3,005,344                | -8.3             | 715,763           | -20.6            | 171,197          | -16.1            | 265,210          | 4.3              | 1,152,171         | -15.3            |
| March       | 4,674,152                | 1.2              | 1,208,905         | -9.9             | 275,102          | -4.3             | 401,542          | 13.1             | 1,885,549         | -5.0             |
| April       | 4,889,605                | 4.7              | 1,367,882         | -5.5             | 324,034          | 1.4              | 479,841          | 13.3             | 2,171,757         | -0.9             |
| May         | 5,029,987                | -9.4             | 1,564,060         | -13.5            | 310,894          | -9.8             | 459,274          | 4.7              | 2,334,228         | -9.9             |
| June        | 4,812,540                | 4.7              | 1,302,258         | -3.7             | 266,842          | -1.4             | 441,534          | 11.9             | 2,010,635         | -0.4             |
| July        | 4,256,526                | -6.9             | 1,172,206         | -10.2            | 236,014          | -10.8            | 381,164          | 9.0              | 1,789,384         | -6.8             |
| August      | 4,247,689                | -4.6             | 1,199,676         | -4.7             | 211,698          | -29.7            | 410,448          | 22.3             | 1,821,822         | -3.9             |
| September   | 4,204,154                | -6.3             | 1,046,176         | -13.5            | 199,117          | -20.6            | 423,349          | 17.6             | 1,668,642         | -8.4             |
| October     | 4,012,022                | 0.4              | 1,022,607         | -5.0             | 201,005          | -6.6             | 384,000          | -1.3             | 1,607,612         | -4.4             |
| November    | 3,938,961                | 7.1              | 989,267           | -9.5             | 181,590          | 0.5              | 358,200          | 24.3             | 1,529,057         | -2.1             |
| December    | 3,856,608                | 5.7              | 986,404           | 4.3              | 161,748          | -5.1             | 316,373          | 3.6              | 1,464,526         | 3.0              |
| <b>Year</b> | <b>49,639,223</b>        | <b>-1.7</b>      | <b>13,261,753</b> | <b>-8.9</b>      | <b>2,694,970</b> | <b>-9.8</b>      | <b>4,533,035</b> | <b>9.7</b>       | <b>20,489,761</b> | <b>-5.5</b>      |
| <b>2005</b> |                          |                  |                   |                  |                  |                  |                  |                  |                   |                  |
| January     | 2,687,357                | -0.9             | 666,757           | -2.9             | 119,763          | -23.1            | 198,787          | -6.3             | 985,307           | -6.6             |
| February    | 3,481,340                | 15.8             | 874,955           | 22.2             | 150,732          | -12.0            | 245,344          | -7.5             | 1,271,031         | 10.3             |
| March       | 4,750,643                | 1.6              | 1,352,574         | 11.9             | 229,750          | -16.5            | 354,295          | -11.8            | 1,936,618         | 2.7              |
| April       | 5,287,013                | 8.1              | 1,526,182         | 11.6             | 347,827          | 7.3              | 424,652          | -11.5            | 2,298,661         | 5.8              |
| May         | 5,142,342                | 2.2              | 1,453,486         | -7.1             | 326,975          | 5.2              | 452,678          | -1.4             | 2,233,139         | -4.3             |
| June        | 5,357,018                | 11.3             | 1,421,874         | 9.2              | 309,365          | 15.9             | 421,970          | -4.4             | 2,153,209         | 7.1              |
| July        | 5,018,709                | 17.9             | 1,282,543         | 9.4              | 293,788          | 24.5             | 401,275          | 5.3              | 1,977,606         | 10.5             |
| August P    | 4,666,863                | 9.9              | 1,273,032         | 6.1              | 279,738          | 32.1             | 395,205          | -3.7             | 1,947,975         | 6.9              |

See footnotes at the end of the table.

Table 1-2 – continued

## Monthly sales of new motor vehicles, by type and origin in dollars

|             | Total new motor vehicles |                  | Trucks <sup>1</sup> |                  |                  |                  |                   |                  |
|-------------|--------------------------|------------------|---------------------|------------------|------------------|------------------|-------------------|------------------|
|             |                          |                  | North America       |                  | Overseas         |                  | Total             |                  |
|             | Units                    | Year/year change | Units               | Year/year change | Units            | Year/year change | Units             | Year/year change |
|             | \$'000                   | %                | \$'000              | %                | \$'000           | %                | \$'000            | %                |
| <b>2003</b> |                          |                  |                     |                  |                  |                  |                   |                  |
| January     | 2,941,847                | -13.8            | 1,467,829           | -17.5            | 231,997          | -2.8             | 1,699,826         | -15.8            |
| February    | 3,276,166                | 3.2              | 1,652,299           | -0.9             | 264,219          | 26.6             | 1,916,518         | 2.1              |
| March       | 4,619,716                | 2.6              | 2,296,628           | 3.0              | 338,607          | 32.7             | 2,635,235         | 6.1              |
| April       | 4,671,934                | -5.5             | 2,123,655           | -7.3             | 357,617          | 25.6             | 2,481,272         | -3.6             |
| May         | 5,551,388                | 1.6              | 2,557,042           | 0.7              | 402,783          | 32.4             | 2,959,825         | 4.1              |
| June        | 4,596,710                | -8.7             | 2,236,697           | -9.4             | 342,295          | 14.3             | 2,578,992         | -6.8             |
| July        | 4,570,411                | 8.9              | 2,274,577           | 15.8             | 376,441          | 31.4             | 2,651,017         | 17.8             |
| August      | 4,452,716                | -1.4             | 2,213,158           | 2.8              | 343,934          | 15.7             | 2,557,092         | 4.3              |
| September   | 4,487,201                | 2.9              | 2,306,377           | 8.8              | 360,146          | 28.2             | 2,666,523         | 11.1             |
| October     | 3,996,557                | -5.7             | 1,946,666           | -4.8             | 368,809          | 13.7             | 2,315,475         | -2.3             |
| November    | 3,678,577                | -7.3             | 1,812,877           | -11.0            | 304,393          | -2.7             | 2,117,271         | -9.9             |
| December    | 3,650,085                | -17.2            | 1,958,110           | -16.3            | 270,563          | -12.7            | 2,228,674         | -15.9            |
| <b>Year</b> | <b>50,493,308</b>        | <b>-3.3</b>      | <b>24,845,915</b>   | <b>-3.1</b>      | <b>3,961,804</b> | <b>16.4</b>      | <b>28,807,720</b> | <b>-0.8</b>      |
| <b>2004</b> |                          |                  |                     |                  |                  |                  |                   |                  |
| January     | 2,711,635                | -7.8             | 1,433,529           | -2.3             | 223,728          | -3.6             | 1,657,257         | -2.5             |
| February    | 3,005,344                | -8.3             | 1,615,037           | -2.3             | 238,137          | -9.9             | 1,853,174         | -3.3             |
| March       | 4,674,152                | 1.2              | 2,467,772           | 7.5              | 320,831          | -5.2             | 2,788,603         | 5.8              |
| April       | 4,889,605                | 4.7              | 2,389,409           | 12.5             | 328,439          | -8.2             | 2,717,847         | 9.5              |
| May         | 5,029,987                | -9.4             | 2,372,470           | -7.2             | 323,288          | -19.7            | 2,695,759         | -8.9             |
| June        | 4,812,540                | 4.7              | 2,473,893           | 10.6             | 328,012          | -4.2             | 2,801,905         | 8.6              |
| July        | 4,256,526                | -6.9             | 2,131,435           | -6.3             | 335,708          | -10.8            | 2,467,143         | -6.9             |
| August      | 4,247,689                | -4.6             | 2,071,929           | -6.4             | 353,939          | 2.9              | 2,425,867         | -5.1             |
| September   | 4,204,154                | -6.3             | 2,179,570           | -5.5             | 355,942          | -1.2             | 2,535,512         | -4.9             |
| October     | 4,012,022                | 0.4              | 2,081,909           | 6.9              | 322,501          | -12.6            | 2,404,410         | 3.8              |
| November    | 3,938,961                | 7.1              | 2,102,871           | 16.0             | 307,033          | 0.9              | 2,409,904         | 13.8             |
| December    | 3,856,608                | 5.7              | 2,064,737           | 5.4              | 327,346          | 21.0             | 2,392,082         | 7.3              |
| <b>Year</b> | <b>49,639,223</b>        | <b>-1.7</b>      | <b>25,384,561</b>   | <b>2.2</b>       | <b>3,764,904</b> | <b>-5.0</b>      | <b>29,149,463</b> | <b>1.2</b>       |
| <b>2005</b> |                          |                  |                     |                  |                  |                  |                   |                  |
| January     | 2,687,357                | -0.9             | 1,481,819           | 3.4              | 220,231          | -1.6             | 1,702,050         | 2.7              |
| February    | 3,481,340                | 15.8             | 1,950,551           | 20.8             | 259,759          | 9.1              | 2,210,310         | 19.3             |
| March       | 4,750,643                | 1.6              | 2,455,779           | -0.5             | 358,245          | 11.7             | 2,814,024         | 0.9              |
| April       | 5,287,013                | 8.1              | 2,609,244           | 9.2              | 379,108          | 15.4             | 2,988,352         | 10.0             |
| May         | 5,142,342                | 2.2              | 2,532,694           | 6.8              | 376,509          | 16.5             | 2,909,203         | 7.9              |
| June        | 5,357,018                | 11.3             | 2,825,480           | 14.2             | 378,329          | 15.3             | 3,203,809         | 14.3             |
| July        | 5,018,709                | 17.9             | 2,665,886           | 25.1             | 375,217          | 11.8             | 3,041,103         | 23.3             |
| August P    | 4,666,863                | 9.9              | 2,325,759           | 12.3             | 393,129          | 11.1             | 2,718,888         | 12.1             |

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note:** Percentage change are year-over-year changes.

Table 2

Average monthly prices of passenger cars, by origin

| Period      | North America |            | Japan         |             | Other countries |             |
|-------------|---------------|------------|---------------|-------------|-----------------|-------------|
|             | Amount        | Change     | Amount        | Change      | Amount          | Change      |
|             | \$            | %          | \$            | %           | \$              | %           |
| <b>2003</b> |               |            |               |             |                 |             |
| January     | 24,015        | 0.1        | 23,513        | -3.2        | 30,026          | 1.1         |
| February    | 23,889        | 1.6        | 23,910        | -3.7        | 30,365          | 1.4         |
| March       | 24,024        | 1.8        | 23,826        | -3.5        | 30,983          | -2.3        |
| April       | 24,232        | 2.0        | 23,961        | -1.4        | 30,870          | 0.4         |
| May         | 24,147        | 1.6        | 24,093        | 2.3         | 30,636          | 1.9         |
| June        | 24,229        | 0.5        | 24,246        | 1.1         | 30,116          | -1.3        |
| July        | 23,915        | 0.5        | 22,927        | -5.1        | 28,493          | 1.1         |
| August      | 23,773        | -0.4       | 22,656        | -5.0        | 28,523          | 3.2         |
| September   | 23,991        | 0.8        | 23,161        | -5.6        | 29,935          | 0.7         |
| October     | 24,184        | 1.3        | 23,333        | -4.8        | 33,894          | 14.1        |
| November    | 24,467        | 2.5        | 23,413        | -4.7        | 35,194          | 12.3        |
| December    | 24,115        | 0.6        | 23,383        | -2.2        | 33,172          | 3.2         |
| <b>Year</b> | <b>24,086</b> | <b>1.1</b> | <b>23,547</b> | <b>-2.8</b> | <b>30,873</b>   | <b>2.8</b>  |
| <b>2004</b> |               |            |               |             |                 |             |
| January     | 24,220        | 0.9        | 22,014        | -6.4        | 27,467          | -8.5        |
| February    | 24,481        | 2.5        | 22,502        | -5.9        | 28,881          | -4.9        |
| March       | 24,277        | 1.1        | 23,174        | -2.7        | 28,921          | -6.7        |
| April       | 24,246        | 0.1        | 23,134        | -3.5        | 29,589          | -4.1        |
| May         | 24,174        | 0.1        | 23,104        | -4.1        | 30,273          | -1.2        |
| June        | 24,421        | 0.8        | 23,002        | -5.1        | 28,840          | -4.2        |
| July        | 24,489        | 2.4        | 23,317        | 1.7         | 26,141          | -8.3        |
| August      | 24,328        | 2.3        | 23,302        | 2.9         | 26,402          | -7.4        |
| September   | 24,593        | 2.5        | 23,415        | 1.1         | 26,989          | -9.8        |
| October     | 24,828        | 2.7        | 23,427        | 0.4         | 27,174          | -19.8       |
| November    | 24,635        | 0.7        | 23,556        | 0.6         | 28,438          | -19.2       |
| December    | 24,705        | 2.4        | 23,755        | 1.6         | 29,196          | -12.0       |
| <b>Year</b> | <b>24,431</b> | <b>1.4</b> | <b>23,147</b> | <b>-1.7</b> | <b>28,179</b>   | <b>-8.7</b> |
| <b>2005</b> |               |            |               |             |                 |             |
| January     | 24,564        | 1.4        | 22,934        | 4.2         | 27,694          | 0.8         |
| February    | 24,702        | 0.9        | 23,232        | 3.2         | 28,363          | -1.8        |
| March       | 24,759        | 2.0        | 23,992        | 3.5         | 29,547          | 2.2         |
| April       | 24,550        | 1.3        | 23,465        | 1.4         | 29,477          | -0.4        |
| May         | 24,771        | 2.5        | 23,307        | 0.9         | 29,111          | -3.8        |
| June        | 24,535        | 0.5        | 23,245        | 1.1         | 29,432          | 2.1         |
| July        | 24,055        | -1.8       | 23,044        | -1.2        | 27,973          | 7.0         |
| August P    | 23,944        | -1.6       | 23,889        | 2.5         | 27,951          | 5.9         |
| <b>Year</b> |               |            |               |             |                 |             |

Note: Percentage changes shown are year-to-year changes.



Table 3

## Monthly market share of new passenger car sales (units), by origin, Canada

| Period      | Total          |              | Passenger cars |              |                |              |                 |              |
|-------------|----------------|--------------|----------------|--------------|----------------|--------------|-----------------|--------------|
|             | Units          | Market share | North America  |              | Japan          |              | Other countries |              |
|             |                |              | Units          | Market share | Units          | Market share | Units           | Market share |
| No.         | %              | No.          | %              | No.          | %              | No.          | %               |              |
| <b>2003</b> |                |              |                |              |                |              |                 |              |
| January     | 49,890         | 100.0        | 34,345         | 68.8         | 7,602          | 15.2         | 7,943           | 15.9         |
| February    | 54,638         | 100.0        | 37,734         | 69.1         | 8,533          | 15.6         | 8,371           | 15.3         |
| March       | 79,385         | 100.0        | 55,863         | 70.4         | 12,065         | 15.2         | 11,457          | 14.4         |
| April       | 86,793         | 100.0        | 59,729         | 68.8         | 13,339         | 15.4         | 13,725          | 15.8         |
| May         | 103,507        | 100.0        | 74,880         | 72.3         | 14,309         | 13.8         | 14,318          | 13.8         |
| June        | 80,086         | 100.0        | 55,824         | 69.7         | 11,164         | 13.9         | 13,098          | 16.4         |
| July        | 78,388         | 100.0        | 54,580         | 69.6         | 11,539         | 14.7         | 12,269          | 15.7         |
| August      | 78,013         | 100.0        | 52,954         | 67.9         | 13,297         | 17.0         | 11,762          | 15.1         |
| September   | 73,286         | 100.0        | 50,433         | 68.8         | 10,830         | 14.8         | 12,023          | 16.4         |
| October     | 65,226         | 100.0        | 44,518         | 68.3         | 9,224          | 14.1         | 11,484          | 17.6         |
| November    | 60,556         | 100.0        | 44,653         | 73.7         | 7,718          | 12.7         | 8,185           | 13.5         |
| December    | 55,707         | 100.0        | 39,213         | 70.4         | 7,288          | 13.1         | 9,206           | 16.5         |
| <b>Year</b> | <b>865,475</b> | <b>100.0</b> | <b>604,726</b> | <b>69.9</b>  | <b>126,908</b> | <b>14.7</b>  | <b>133,841</b>  | <b>15.5</b>  |
| <b>2004</b> |                |              |                |              |                |              |                 |              |
| January     | 43,142         | 100.0        | 28,346         | 65.7         | 7,074          | 16.4         | 7,722           | 17.9         |
| February    | 46,029         | 100.0        | 29,238         | 63.5         | 7,608          | 16.5         | 9,183           | 20.0         |
| March       | 75,551         | 100.0        | 49,796         | 65.9         | 11,871         | 15.7         | 13,884          | 18.4         |
| April       | 86,641         | 100.0        | 56,417         | 65.1         | 14,007         | 16.2         | 16,217          | 18.7         |
| May         | 93,328         | 100.0        | 64,701         | 69.3         | 13,456         | 14.4         | 15,171          | 16.3         |
| June        | 80,237         | 100.0        | 53,326         | 66.5         | 11,601         | 14.5         | 15,310          | 19.1         |
| July        | 72,570         | 100.0        | 47,867         | 66.0         | 10,122         | 13.9         | 14,581          | 20.1         |
| August      | 73,943         | 100.0        | 49,312         | 66.7         | 9,085          | 12.3         | 15,546          | 21.0         |
| September   | 66,729         | 100.0        | 42,539         | 63.7         | 8,504          | 12.7         | 15,686          | 23.5         |
| October     | 63,898         | 100.0        | 41,187         | 64.5         | 8,580          | 13.4         | 14,131          | 22.1         |
| November    | 60,462         | 100.0        | 40,157         | 66.4         | 7,709          | 12.8         | 12,596          | 20.8         |
| December    | 57,573         | 100.0        | 39,928         | 69.4         | 6,809          | 11.8         | 10,836          | 18.8         |
| <b>Year</b> | <b>820,103</b> | <b>100.0</b> | <b>542,814</b> | <b>66.2</b>  | <b>116,426</b> | <b>14.2</b>  | <b>160,863</b>  | <b>19.6</b>  |
| <b>2005</b> |                |              |                |              |                |              |                 |              |
| January     | 39,544         | 100.0        | 27,144         | 68.6         | 5,222          | 13.2         | 7,178           | 18.2         |
| February    | 50,559         | 100.0        | 35,421         | 70.1         | 6,488          | 12.8         | 8,650           | 17.1         |
| March       | 76,197         | 100.0        | 54,630         | 71.7         | 9,576          | 12.6         | 11,991          | 15.7         |
| April       | 91,395         | 100.0        | 62,166         | 68.0         | 14,823         | 16.2         | 14,406          | 15.8         |
| May         | 88,257         | 100.0        | 58,678         | 66.5         | 14,029         | 15.9         | 15,550          | 17.6         |
| June        | 85,599         | 100.0        | 57,953         | 67.7         | 13,309         | 15.5         | 14,337          | 16.7         |
| July        | 80,412         | 100.0        | 53,318         | 66.3         | 12,749         | 15.9         | 14,345          | 17.8         |
| August P    | 79,017         | 100.0        | 53,168         | 67.3         | 11,710         | 14.8         | 14,139          | 17.9         |
| <b>Year</b> |                |              |                |              |                |              |                 |              |

Table 4

## Provincial sales of new motor vehicles, by type and origin, in units and dollars, August

| Type and origin of vehicles                               | Canada    | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec    |
|---|-----------|---------------------------|----------------------|-------------|---------------|-----------|
| <b>Total, new motor vehicles</b>                          |           |                           |                      |             |               |           |
| 2003 (No.)  | 145,108   | 2,655                     | 494                  | 4,047       | 3,293         | 40,504    |
| 2004 (No.)  | 136,187   | 2,282                     | 429                  | 3,849       | 3,123         | 35,857    |
| 2005 (No.)  | 146,862   | 2,153                     | 504                  | 4,345       | 3,242         | 36,084    |
| 2005 / 2004 %   | 7.8       | -5.7                      | 17.5                 | 12.9        | 3.8           | 0.6       |
| 2003 (\$'000)   | 4,452,716 | 71,804                    | 12,977               | 112,725     | 94,747        | 1,103,703 |
| 2004 (\$'000)   | 4,247,689 | 61,906                    | 10,966               | 110,488     | 92,702        | 995,050   |
| 2005 (\$'000)   | 4,666,863 | 57,245                    | 12,738               | 131,571     | 90,374        | 1,023,744 |
| 2005 / 2004 %   | 9.9       | -7.5                      | 16.2                 | 19.1        | -2.5          | 2.9       |
| <b>Passenger cars, manufactured in North America</b>      |           |                           |                      |             |               |           |
| 2003 (No.)  | 52,954    | 991                       | 220                  | 1,745       | 1,348         | 15,760    |
| 2004 (No.)  | 49,312    | 898                       | 202                  | 1,646       | 1,239         | 13,548    |
| 2005 (No.)  | 53,168    | 813                       | 218                  | 1,841       | 1,389         | 14,206    |
| 2005 / 2004 %   | 7.8       | -9.5                      | 7.9                  | 11.8        | 12.1          | 4.9       |
| 2003 (\$'000)   | 1,258,881 | 22,353                    | 4,954                | 40,067      | 30,831        | 356,290   |
| 2004 (\$'000)   | 1,199,676 | 20,251                    | 4,490                | 37,688      | 28,706        | 320,391   |
| 2005 (\$'000)   | 1,273,032 | 17,759                    | 4,736                | 41,769      | 31,254        | 328,293   |
| 2005 / 2004 %   | 6.1       | -12.3                     | 5.5                  | 10.8        | 8.9           | 2.5       |
| <b>Passenger cars, manufactured in Japan</b>              |           |                           |                      |             |               |           |
| 2003 (No.)  | 13,297    | x                         | x                    | 285         | x             | 5,950     |
| 2004 (No.)  | 9,085     | x                         | x                    | 179         | x             | 3,941     |
| 2005 (No.)  | 11,710    | x                         | x                    | 284         | x             | 4,971     |
| 2005 / 2004 %   | 28.9      | x                         | x                    | 58.7        | x             | 26.1      |
| 2003 (\$'000)   | 301,261   | x                         | x                    | 6,299       | x             | 120,279   |
| 2004 (\$'000)   | 211,698   | x                         | x                    | 3,890       | x             | 82,007    |
| 2005 (\$'000)   | 279,738   | x                         | x                    | 6,372       | x             | 105,339   |
| 2005 / 2004 %   | 32.1      | x                         | x                    | 63.8        | x             | 28.5      |
| <b>Passenger cars, manufactured in other countries</b>    |           |                           |                      |             |               |           |
| 2003 (No.)  | 11,762    | x                         | x                    | 294         | x             | 4,979     |
| 2004 (No.)  | 15,546    | x                         | x                    | 468         | x             | 6,228     |
| 2005 (No.)  | 14,139    | x                         | x                    | 397         | x             | 5,232     |
| 2005 / 2004 %   | -9.1      | x                         | x                    | -15.2       | x             | -16.0     |
| 2003 (\$'000)   | 335,482   | x                         | x                    | 6,796       | x             | 120,834   |
| 2004 (\$'000)   | 410,448   | x                         | x                    | 10,107      | x             | 140,861   |
| 2005 (\$'000)   | 395,205   | x                         | x                    | 8,794       | x             | 127,146   |
| 2005 / 2004 %   | -3.7      | x                         | x                    | -13.0       | x             | -9.7      |
| <b>Trucks <sup>1</sup>, manufactured in North America</b> |           |                           |                      |             |               |           |
| 2003 (No.)  | 57,732    | x                         | x                    | 1,527       | 1,392         | 11,172    |
| 2004 (No.)  | 52,498    | x                         | x                    | 1,329       | 1,217         | 9,481     |
| 2005 (No.)  | 56,869    | x                         | x                    | 1,553       | 1,208         | 9,033     |
| 2005 / 2004 %   | 8.3       | x                         | x                    | 16.9        | -0.7          | -4.7      |
| 2003 (\$'000)   | 2,213,158 | x                         | x                    | 52,995      | 50,460        | 414,101   |
| 2004 (\$'000)   | 2,071,929 | x                         | x                    | 51,237      | 48,272        | 359,446   |
| 2005 (\$'000)   | 2,325,759 | x                         | x                    | 66,059      | 44,281        | 371,517   |
| 2005 / 2004 %   | 12.3      | x                         | x                    | 28.9        | -8.3          | 3.4       |
| <b>Trucks <sup>1</sup>, manufactured overseas</b>         |           |                           |                      |             |               |           |
| 2003 (No.)  | 9,363     | x                         | x                    | 196         | 159           | 2,643     |
| 2004 (No.)  | 9,746     | x                         | x                    | 227         | 182           | 2,659     |
| 2005 (No.)  | 10,976    | x                         | x                    | 270         | 195           | 2,642     |
| 2005 / 2004 %   | 12.6      | x                         | x                    | 18.9        | 7.1           | -0.6      |
| 2003 (\$'000)   | 343,934   | x                         | x                    | 6,568       | 5,298         | 92,199    |
| 2004 (\$'000)   | 353,939   | x                         | x                    | 7,567       | 5,892         | 92,346    |
| 2005 (\$'000)   | 393,129   | x                         | x                    | 8,577       | 5,893         | 91,449    |
| 2005 / 2004 %   | 11.1      | x                         | x                    | 13.3        | 0.0           | -1.0      |

See footnotes at the end of the table.

Table 4 – continued

## Provincial sales of new motor vehicles, by type and origin, in units and dollars, August

| Type and origin of vehicles                              | Canada    | Ontario   | Manitoba | Saskatchewan | Alberta | British Columbia <sup>1</sup> |
|--|-----------|-----------|----------|--------------|---------|-------------------------------|
| <b>Total, new motor vehicles</b>                         |           |           |          |              |         |                               |
| 2003 (No.)   | 145,108   | 53,348    | 4,209    | 3,918        | 16,679  | 15,961                        |
| 2004 (No.)   | 136,187   | 51,777    | 4,146    | 3,729        | 15,922  | 15,073                        |
| 2005 (No.)   | 146,862   | 55,081    | 4,685    | 3,873        | 19,742  | 17,153                        |
| 2005 / 2004 %  | 7.8       | 6.4       | 13.0     | 3.9          | 24.0    | 13.8                          |
| 2003 (\$'000)  | 4,452,716 | 1,700,000 | 135,598  | 127,425      | 577,581 | 516,156                       |
| 2004 (\$'000)  | 4,247,689 | 1,691,049 | 139,459  | 122,554      | 536,188 | 487,328                       |
| 2005 (\$'000)  | 4,666,863 | 1,796,813 | 150,204  | 129,353      | 696,019 | 578,802                       |
| 2005 / 2004 %  | 9.9       | 6.3       | 7.7      | 5.5          | 29.8    | 18.8                          |
| <b>Passenger cars, manufactured in North America</b>     |           |           |          |              |         |                               |
| 2003 (No.)   | 52,954    | 20,202    | 1,570    | 1,283        | 4,725   | 5,110                         |
| 2004 (No.)   | 49,312    | 19,302    | 1,486    | 1,172        | 4,624   | 5,195                         |
| 2005 (No.)   | 53,168    | 20,674    | 1,756    | 1,216        | 5,481   | 5,574                         |
| 2005 / 2004 %  | 7.8       | 7.1       | 18.2     | 3.8          | 18.5    | 7.3                           |
| 2003 (\$'000)  | 1,258,881 | 497,025   | 38,184   | 31,488       | 117,107 | 120,583                       |
| 2004 (\$'000)  | 1,199,676 | 487,445   | 36,335   | 29,207       | 112,331 | 122,833                       |
| 2005 (\$'000)  | 1,273,032 | 513,188   | 42,448   | 29,378       | 131,919 | 132,288                       |
| 2005 / 2004 %  | 6.1       | 5.3       | 16.8     | 0.6          | 17.4    | 7.7                           |
| <b>Passenger cars, manufactured in Japan</b>             |           |           |          |              |         |                               |
| 2003 (No.)   | 13,297    | 3,957     | 222      | 166          | 841     | 1,420                         |
| 2004 (No.)   | 9,085     | 2,606     | 134      | 91           | 695     | 1,218                         |
| 2005 (No.)   | 11,710    | 3,475     | 166      | 97           | 966     | 1,469                         |
| 2005 / 2004 %  | 28.9      | 33.3      | 23.9     | 6.6          | 39.0    | 20.6                          |
| 2003 (\$'000)  | 301,261   | 100,324   | 5,239    | 3,864        | 21,460  | 34,495                        |
| 2004 (\$'000)  | 211,698   | 68,596    | 3,243    | 2,377        | 17,188  | 30,018                        |
| 2005 (\$'000)  | 279,738   | 93,104    | 4,213    | 2,515        | 24,956  | 37,538                        |
| 2005 / 2004 %  | 32.1      | 35.7      | 29.9     | 5.8          | 45.2    | 25.1                          |
| <b>Passenger cars, manufactured in other countries</b>   |           |           |          |              |         |                               |
| 2003 (No.)   | 11,762    | 3,832     | 210      | 174          | 640     | 1,209                         |
| 2004 (No.)   | 15,546    | 5,001     | 312      | 297          | 1,069   | 1,478                         |
| 2005 (No.)   | 14,139    | 4,748     | 329      | 234          | 1,027   | 1,572                         |
| 2005 / 2004 %  | -9.1      | -5.1      | 5.4      | -21.2        | -3.9    | 6.4                           |
| 2003 (\$'000)  | 335,482   | 127,252   | 4,956    | 3,914        | 19,984  | 43,456                        |
| 2004 (\$'000)  | 410,448   | 149,998   | 6,880    | 6,553        | 31,201  | 51,136                        |
| 2005 (\$'000)  | 395,205   | 149,448   | 8,365    | 5,417        | 31,192  | 53,253                        |
| 2005 / 2004 %  | -3.7      | -0.4      | 21.6     | -17.3        | 0.0     | 4.1                           |
| <b>Trucks<sup>2</sup>, manufactured in North America</b> |           |           |          |              |         |                               |
| 2003 (No.)   | 57,732    | 21,830    | 2,021    | 2,152        | 9,512   | 6,850                         |
| 2004 (No.)   | 52,498    | 21,123    | 1,998    | 1,949        | 8,528   | 5,894                         |
| 2005 (No.)   | 56,869    | 21,685    | 2,154    | 2,113        | 11,006  | 7,106                         |
| 2005 / 2004 %  | 8.3       | 2.7       | 7.8      | 8.4          | 29.1    | 20.6                          |
| 2003 (\$'000)  | 2,213,158 | 842,061   | 80,479   | 82,883       | 382,720 | 264,948                       |
| 2004 (\$'000)  | 2,071,929 | 844,767   | 85,304   | 76,697       | 338,240 | 234,243                       |
| 2005 (\$'000)  | 2,325,759 | 874,200   | 85,642   | 84,983       | 462,271 | 303,137                       |
| 2005 / 2004 %  | 12.3      | 3.5       | 0.4      | 10.8         | 36.7    | 29.4                          |
| <b>Trucks<sup>2</sup>, manufactured overseas</b>         |           |           |          |              |         |                               |
| 2003 (No.)   | 9,363     | 3,527     | 186      | 143          | 961     | 1,372                         |
| 2004 (No.)   | 9,746     | 3,745     | 216      | 220          | 1,006   | 1,288                         |
| 2005 (No.)   | 10,976    | 4,499     | 280      | 213          | 1,262   | 1,432                         |
| 2005 / 2004 %  | 12.6      | 20.1      | 29.6     | -3.2         | 25.4    | 11.2                          |
| 2003 (\$'000)  | 343,934   | 133,338   | 6,741    | 5,277        | 36,309  | 52,674                        |
| 2004 (\$'000)  | 353,939   | 140,243   | 7,697    | 7,719        | 37,227  | 49,098                        |
| 2005 (\$'000)  | 393,129   | 166,873   | 9,537    | 7,059        | 45,682  | 52,586                        |
| 2005 / 2004 %  | 11.1      | 19.0      | 23.9     | -8.6         | 22.7    | 7.1                           |

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Table 5-1

Year to date provincial sales of new motor vehicles, by type and origin in units, January to August

| Province                      | Total new motor vehicles |                  | Passenger cars |                  |        |                  |                 |                  |         |                  |
|-------------------------------|--------------------------|------------------|----------------|------------------|--------|------------------|-----------------|------------------|---------|------------------|
|                               |                          |                  | North America  |                  | Japan  |                  | Other countries |                  | Total   |                  |
|                               | Units                    | Year/year change | Units          | Year/year change | Units  | Year/year change | Units           | Year/year change | Units   | Year/year change |
|                               | No.                      | %                | No.            | %                | No.    | %                | No.             | %                | No.     | %                |
| <b>2003</b>                   |                          |                  |                |                  |        |                  |                 |                  |         |                  |
| Newfoundland and Labrador     | 18,637                   | 1.3              | 7,533          | -0.3             | x      | x                | x               | x                | 10,592  | -1.3             |
| Prince Edward Island          | 3,338                    | -3.2             | 1,497          | -3.0             | x      | x                | x               | x                | 1,926   | -4.6             |
| Nova Scotia                   | 33,285                   | -0.4             | 15,228         | -1.4             | 2,162  | -7.6             | 2,195           | -9.4             | 19,585  | -3.1             |
| New Brunswick                 | 27,222                   | -6.4             | 11,546         | -2.6             | x      | x                | x               | x                | 14,713  | -4.2             |
| Quebec                        | 300,569                  | 0.0              | 119,933        | 2.1              | 38,814 | -3.7             | 38,635          | -1.0             | 197,382 | 0.3              |
| Ontario                       | 433,755                  | -6.5             | 166,748        | -9.6             | 29,374 | -11.6            | 31,924          | -7.3             | 228,046 | -9.5             |
| Manitoba                      | 31,547                   | -4.2             | 11,656         | -2.9             | 1,420  | -14.4            | 1,455           | -1.4             | 14,531  | -4.0             |
| Saskatchewan                  | 27,630                   | 0.5              | 8,811          | -3.3             | 1,076  | -4.7             | 1,159           | 4.5              | 11,046  | -2.7             |
| Alberta                       | 131,875                  | -3.7             | 39,359         | -9.7             | 5,938  | -1.7             | 4,913           | -2.4             | 50,210  | -8.1             |
| British Columbia <sup>1</sup> | 124,199                  | -7.6             | 43,598         | -8.3             | 9,713  | -8.0             | 9,358           | 0.7              | 62,669  | -7.0             |
| <b>Canada</b>                 | 1,132,057                | -4.1             | 425,909        | -5.4             | 91,848 | -7.0             | 92,943          | -3.7             | 610,700 | -5.4             |
| <b>2004</b>                   |                          |                  |                |                  |        |                  |                 |                  |         |                  |
| Newfoundland and Labrador     | 16,280                   | -12.6            | 6,110          | -18.9            | x      | x                | x               | x                | 8,951   | -15.5            |
| Prince Edward Island          | 3,239                    | -3.0             | 1,332          | -11.0            | x      | x                | x               | x                | 1,866   | -3.1             |
| Nova Scotia                   | 32,365                   | -2.8             | 13,519         | -11.2            | 2,029  | -6.2             | 3,201           | 45.8             | 18,749  | -4.3             |
| New Brunswick                 | 24,310                   | -10.7            | 9,445          | -18.2            | x      | x                | x               | x                | 12,998  | -11.7            |
| Quebec                        | 288,293                  | -4.1             | 105,313        | -12.2            | 38,681 | -0.3             | 42,770          | 10.7             | 186,764 | -5.4             |
| Ontario                       | 409,429                  | -5.6             | 145,729        | -12.6            | 24,068 | -18.1            | 36,152          | 13.2             | 205,949 | -9.7             |
| Manitoba                      | 30,829                   | -2.3             | 10,420         | -10.6            | 1,252  | -11.8            | 1,975           | 35.7             | 13,647  | -6.1             |
| Saskatchewan                  | 25,889                   | -6.3             | 7,369          | -16.4            | 815    | -24.3            | 1,572           | 35.6             | 9,756   | -11.7            |
| Alberta                       | 128,715                  | -2.4             | 37,008         | -6.0             | 5,601  | -5.7             | 6,655           | 35.5             | 49,264  | -1.9             |
| British Columbia <sup>1</sup> | 123,486                  | -0.6             | 42,758         | -1.9             | 10,020 | 3.2              | 10,719          | 14.5             | 63,497  | 1.3              |
| <b>Canada</b>                 | 1,082,835                | -4.3             | 379,003        | -11.0            | 84,824 | -7.6             | 107,614         | 15.8             | 571,441 | -6.4             |
| <b>2005</b>                   |                          |                  |                |                  |        |                  |                 |                  |         |                  |
| Newfoundland and Labrador     | 18,166                   | 11.6             | 7,376          | 20.7             | x      | x                | x               | x                | 10,128  | 13.1             |
| Prince Edward Island          | 3,459                    | 6.8              | 1,455          | 9.2              | x      | x                | x               | x                | 2,073   | 11.1             |
| Nova Scotia                   | 33,594                   | 3.8              | 14,598         | 8.0              | 1,953  | -3.7             | 2,892           | -9.7             | 19,443  | 3.7              |
| New Brunswick                 | 24,887                   | 2.4              | 10,148         | 7.4              | x      | x                | x               | x                | 13,497  | 3.8              |
| Quebec                        | 292,106                  | 1.3              | 111,219        | 5.6              | 38,734 | 0.1              | 37,865          | -11.5            | 187,818 | 0.6              |
| Ontario                       | 425,989                  | 4.0              | 154,523        | 6.0              | 25,630 | 6.5              | 34,697          | -4.0             | 214,850 | 4.3              |
| Manitoba                      | 32,628                   | 5.8              | 11,165         | 7.1              | 1,210  | -3.4             | 1,787           | -9.5             | 14,162  | 3.8              |
| Saskatchewan                  | 27,182                   | 5.0              | 7,689          | 4.3              | 753    | -7.6             | 1,342           | -14.6            | 9,784   | 0.3              |
| Alberta                       | 149,541                  | 16.2             | 41,604         | 12.4             | 6,650  | 18.7             | 7,039           | 5.8              | 55,293  | 12.2             |
| British Columbia <sup>1</sup> | 129,815                  | 5.1              | 42,701         | -0.1             | 10,493 | 4.7              | 10,738          | 0.2              | 63,932  | 0.7              |
| <b>Canada</b>                 | 1,137,367                | 5.0              | 402,478        | 6.2              | 87,906 | 3.6              | 100,596         | -6.5             | 590,980 | 3.4              |

See footnotes at the end of the table.

Table 5-1 – continued

## Year to date provincial sales of new motor vehicles, by type and origin in units, January to August

| Province                      | Total new motor vehicles |                  | Trucks <sup>2</sup> |                  |               |                  |                |                  |
|-------------------------------|--------------------------|------------------|---------------------|------------------|---------------|------------------|----------------|------------------|
|                               |                          |                  | North America       |                  | Overseas      |                  | Total          |                  |
|                               | Units                    | Year/year change | Units               | Year/year change | Units         | Year/year change | Units          | Year/year change |
|                               | No.                      | %                | No.                 | %                | No.           | %                | No.            | %                |
| <b>2003</b>                   |                          |                  |                     |                  |               |                  |                |                  |
| Newfoundland and Labrador     | 18,637                   | 1.3              | x                   | x                | x             | x                | 8,045          | 4.9              |
| Prince Edward Island          | 3,338                    | -3.2             | x                   | x                | x             | x                | 1,412          | -1.3             |
| Nova Scotia                   | 33,285                   | -0.4             | 12,113              | 3.8              | 1,587         | 3.0              | 13,700         | 3.7              |
| New Brunswick                 | 27,222                   | -6.4             | 11,316              | -9.7             | 1,193         | 0.5              | 12,509         | -8.8             |
| Quebec                        | 300,569                  | 0.0              | 83,668              | -3.5             | 19,519        | 15.1             | 103,187        | -0.4             |
| Ontario                       | 433,755                  | -6.5             | 176,200             | -5.5             | 29,509        | 15.6             | 205,709        | -2.9             |
| Manitoba                      | 31,547                   | -4.2             | 15,685              | -5.5             | 1,331         | 10.9             | 17,016         | -4.4             |
| Saskatchewan                  | 27,630                   | 0.5              | 15,250              | 1.3              | 1,334         | 21.5             | 16,584         | 2.7              |
| Alberta                       | 131,875                  | -3.7             | 74,557              | -2.2             | 7,108         | 18.0             | 81,665         | -0.7             |
| British Columbia <sup>1</sup> | 124,199                  | -7.6             | 51,992              | -9.3             | 9,538         | -2.1             | 61,530         | -8.2             |
| <b>Canada</b>                 | <b>1,132,057</b>         | <b>-4.1</b>      | <b>448,942</b>      | <b>-4.6</b>      | <b>72,415</b> | <b>12.4</b>      | <b>521,357</b> | <b>-2.5</b>      |
| <b>2004</b>                   |                          |                  |                     |                  |               |                  |                |                  |
| Newfoundland and Labrador     | 16,280                   | -12.6            | x                   | x                | x             | x                | 7,329          | -8.9             |
| Prince Edward Island          | 3,239                    | -3.0             | x                   | x                | x             | x                | 1,373          | -2.8             |
| Nova Scotia                   | 32,365                   | -2.8             | 11,969              | -1.2             | 1,647         | 3.8              | 13,616         | -0.6             |
| New Brunswick                 | 24,310                   | -10.7            | 10,213              | -9.7             | 1,099         | -7.9             | 11,312         | -9.6             |
| Quebec                        | 288,293                  | -4.1             | 84,161              | 0.6              | 17,368        | -11.0            | 101,529        | -1.6             |
| Ontario                       | 409,429                  | -5.6             | 176,864             | 0.4              | 26,616        | -9.8             | 203,480        | -1.1             |
| Manitoba                      | 30,829                   | -2.3             | 15,806              | 0.8              | 1,376         | 3.4              | 17,182         | 1.0              |
| Saskatchewan                  | 25,889                   | -6.3             | 14,862              | -2.5             | 1,271         | -4.7             | 16,133         | -2.7             |
| Alberta                       | 128,715                  | -2.4             | 72,734              | -2.4             | 6,717         | -5.5             | 79,451         | -2.7             |
| British Columbia <sup>1</sup> | 123,486                  | -0.6             | 50,905              | -2.1             | 9,084         | -4.8             | 59,989         | -2.5             |
| <b>Canada</b>                 | <b>1,082,835</b>         | <b>-4.3</b>      | <b>445,118</b>      | <b>-0.9</b>      | <b>66,276</b> | <b>-8.5</b>      | <b>511,394</b> | <b>-1.9</b>      |
| <b>2005</b>                   |                          |                  |                     |                  |               |                  |                |                  |
| Newfoundland and Labrador     | 18,166                   | 11.6             | x                   | x                | x             | x                | 8,038          | 9.7              |
| Prince Edward Island          | 3,459                    | 6.8              | x                   | x                | x             | x                | 1,386          | 0.9              |
| Nova Scotia                   | 33,594                   | 3.8              | 12,415              | 3.7              | 1,736         | 5.4              | 14,151         | 3.9              |
| New Brunswick                 | 24,887                   | 2.4              | 10,177              | -0.4             | 1,213         | 10.4             | 11,390         | 0.7              |
| Quebec                        | 292,106                  | 1.3              | 83,575              | -0.7             | 20,713        | 19.3             | 104,288        | 2.7              |
| Ontario                       | 425,989                  | 4.0              | 180,879             | 2.3              | 30,260        | 13.7             | 211,139        | 3.8              |
| Manitoba                      | 32,628                   | 5.8              | 16,793              | 6.2              | 1,673         | 21.6             | 18,466         | 7.5              |
| Saskatchewan                  | 27,182                   | 5.0              | 15,830              | 6.5              | 1,568         | 23.4             | 17,398         | 7.8              |
| Alberta                       | 149,541                  | 16.2             | 85,941              | 18.2             | 8,307         | 23.7             | 94,248         | 18.6             |
| British Columbia <sup>1</sup> | 129,815                  | 5.1              | 56,205              | 10.4             | 9,678         | 6.5              | 65,883         | 9.8              |
| <b>Canada</b>                 | <b>1,137,367</b>         | <b>5.0</b>       | <b>469,873</b>      | <b>5.6</b>       | <b>76,514</b> | <b>15.4</b>      | <b>546,387</b> | <b>6.8</b>       |

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

**Note:** Percentage changes shown are year-to-year changes.

Table 5-2

Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to August

| Province                      | Total new motor vehicles |                  | Passenger cars |                  |           |                  |                 |                  |            |                  |
|-------------------------------|--------------------------|------------------|----------------|------------------|-----------|------------------|-----------------|------------------|------------|------------------|
|                               |                          |                  | North America  |                  | Japan     |                  | Other countries |                  | Total      |                  |
|                               | Units                    | Year/year change | Units          | Year/year change | Units     | Year/year change | Units           | Year/year change | Units      | Year/year change |
| '000\$                        | %                        | '000\$           | %              | '000\$           | %         | '000\$           | %               | '000\$           | %          |                  |
| <b>2003</b>                   |                          |                  |                |                  |           |                  |                 |                  |            |                  |
| Newfoundland and Labrador     | 495,784                  | 4.3              | 170,491        | 0.5              | x         | x                | x               | x                | 231,348    | 0.1              |
| Prince Edward Island          | 88,516                   | -1.7             | 33,760         | -3.0             | x         | x                | x               | x                | 42,177     | -5.5             |
| Nova Scotia                   | 933,261                  | 4.3              | 352,957        | 0.7              | 48,784    | -5.5             | 51,208          | -7.1             | 452,952    | -0.9             |
| New Brunswick                 | 773,662                  | -6.2             | 271,800        | -1.4             | x         | x                | x               | x                | 339,898    | -2.7             |
| Quebec                        | 8,294,950                | 1.9              | 2,743,022      | 4.6              | 818,231   | -5.1             | 981,291         | -0.5             | 4,542,545  | 1.6              |
| Ontario                       | 13,654,335               | -3.7             | 4,133,958      | -9.0             | 770,173   | -13.4            | 1,109,934       | -5.9             | 6,014,066  | -9.0             |
| Manitoba                      | 1,033,369                | -1.5             | 284,079        | -2.8             | 35,313    | -16.7            | 38,639          | -3.8             | 358,028    | -4.5             |
| Saskatchewan                  | 903,235                  | 3.0              | 216,803        | -2.8             | 27,760    | -7.0             | 28,030          | 3.5              | 272,594    | -2.6             |
| Alberta                       | 4,505,714                | 0.0              | 994,658        | -8.4             | 155,314   | -4.6             | 166,098         | -3.0             | 1,316,072  | -7.3             |
| British Columbia <sup>1</sup> | 3,998,064                | -5.1             | 1,038,984      | -8.0             | 246,355   | -9.5             | 346,091         | 1.4              | 1,631,430  | -6.4             |
| <b>Canada</b>                 | 34,680,888               | -1.6             | 10,240,514     | -4.5             | 2,171,092 | -8.9             | 2,789,503       | -2.9             | 15,201,111 | -4.9             |
| <b>2004</b>                   |                          |                  |                |                  |           |                  |                 |                  |            |                  |
| Newfoundland and Labrador     | 439,320                  | -11.4            | 139,166        | -18.4            | x         | x                | x               | x                | 193,933    | -16.2            |
| Prince Edward Island          | 84,932                   | -4.0             | 29,793         | -11.8            | x         | x                | x               | x                | 39,552     | -6.2             |
| Nova Scotia                   | 915,677                  | -1.9             | 312,288        | -11.5            | 42,462    | -13.0            | 70,899          | 38.5             | 425,650    | -6.0             |
| New Brunswick                 | 705,209                  | -8.8             | 217,765        | -19.9            | x         | x                | x               | x                | 289,240    | -14.9            |
| Quebec                        | 8,123,109                | -2.1             | 2,495,249      | -9.0             | 797,724   | -2.5             | 1,044,531       | 6.4              | 4,337,504  | -4.5             |
| Ontario                       | 13,192,414               | -3.4             | 3,666,835      | -11.3            | 617,300   | -19.8            | 1,178,644       | 6.2              | 5,462,780  | -9.2             |
| Manitoba                      | 1,008,379                | -2.4             | 254,119        | -10.5            | 29,763    | -15.7            | 48,853          | 26.4             | 332,735    | -7.1             |
| Saskatchewan                  | 850,022                  | -5.9             | 181,934        | -16.1            | 20,302    | -26.9            | 35,157          | 25.4             | 237,395    | -12.9            |
| Alberta                       | 4,314,733                | -4.2             | 903,759        | -9.1             | 142,276   | -8.4             | 205,366         | 23.6             | 1,251,404  | -4.9             |
| British Columbia <sup>1</sup> | 3,993,685                | -0.1             | 1,016,386      | -2.2             | 255,291   | 3.6              | 378,057         | 9.2              | 1,649,735  | 1.1              |
| <b>Canada</b>                 | 33,627,478               | -3.0             | 9,217,299      | -10.0            | 1,951,510 | -10.1            | 3,051,113       | 9.4              | 14,219,924 | -6.5             |
| <b>2005</b>                   |                          |                  |                |                  |           |                  |                 |                  |            |                  |
| Newfoundland and Labrador     | 485,279                  | 10.5             | 165,590        | 19.0             | x         | x                | x               | x                | 218,498    | 12.7             |
| Prince Edward Island          | 90,224                   | 6.2              | 32,989         | 10.7             | x         | x                | x               | x                | 44,364     | 12.2             |
| Nova Scotia                   | 984,560                  | 7.5              | 337,303        | 8.0              | 43,152    | 1.6              | 65,392          | -7.8             | 445,849    | 4.7              |
| New Brunswick                 | 706,747                  | 0.2              | 235,173        | 8.0              | x         | x                | x               | x                | 302,937    | 4.7              |
| Quebec                        | 8,377,422                | 3.1              | 2,619,908      | 5.0              | 807,224   | 1.2              | 939,634         | -10.0            | 4,366,767  | 0.7              |
| Ontario                       | 14,074,529               | 6.7              | 3,930,074      | 7.2              | 675,303   | 9.4              | 1,140,216       | -3.3             | 5,745,592  | 5.2              |
| Manitoba                      | 1,117,119                | 10.8             | 274,637        | 8.1              | 29,595    | -0.6             | 44,876          | -8.1             | 349,107    | 4.9              |
| Saskatchewan                  | 930,342                  | 9.4              | 192,082        | 5.6              | 19,215    | -5.4             | 31,380          | -10.7            | 242,676    | 2.2              |
| Alberta                       | 5,276,533                | 22.3             | 1,036,134      | 14.6             | 172,494   | 21.2             | 217,776         | 6.0              | 1,426,406  | 14.0             |
| British Columbia <sup>1</sup> | 4,348,528                | 8.9              | 1,027,512      | 1.1              | 261,888   | 2.6              | 371,951         | -1.6             | 1,661,351  | 0.7              |
| <b>Canada</b>                 | 36,391,285               | 8.2              | 9,851,403      | 6.9              | 2,057,938 | 5.5              | 2,894,206       | -5.1             | 14,803,546 | 4.1              |

See footnotes at the end of the table.

Table 5-2 – continued

## Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to August

| Province                      | Total new motor vehicles |                  | Trucks <sup>2</sup> |                  |                  |                  |                   |                  |
|-------------------------------|--------------------------|------------------|---------------------|------------------|------------------|------------------|-------------------|------------------|
|                               |                          |                  | North America       |                  | Overseas         |                  | Total             |                  |
|                               | Units                    | Year/year change | Units               | Year/year change | Units            | Year/year change | Units             | Year/year change |
|                               | '000\$                   | %                | '000\$              | %                | '000\$           | %                | '000\$            | %                |
| <b>2003</b>                   |                          |                  |                     |                  |                  |                  |                   |                  |
| Newfoundland and Labrador     | 495,784                  | 4.3              | x                   | x                | x                | x                | 264,436           | 8.3              |
| Prince Edward Island          | 88,516                   | -1.7             | x                   | x                | x                | x                | 46,338            | 2.0              |
| Nova Scotia                   | 933,261                  | 4.3              | 425,980             | 9.3              | 54,329           | 13.1             | 480,309           | 9.7              |
| New Brunswick                 | 773,662                  | -6.2             | 395,294             | -10.1            | 38,471           | 7.4              | 433,763           | -8.8             |
| Quebec                        | 8,294,950                | 1.9              | 3,075,947           | -1.6             | 676,457          | 24.6             | 3,752,404         | 2.3              |
| Ontario                       | 13,654,335               | -3.7             | 6,520,835           | -2.5             | 1,119,433        | 26.7             | 7,640,268         | 0.9              |
| Manitoba                      | 1,033,369                | -1.5             | 627,146             | -1.2             | 48,197           | 22.2             | 675,341           | 0.1              |
| Saskatchewan                  | 903,235                  | 3.0              | 583,005             | 3.9              | 47,635           | 34.0             | 630,641           | 5.7              |
| Alberta                       | 4,505,714                | 0.0              | 2,922,666           | 1.5              | 266,979          | 29.2             | 3,189,645         | 3.3              |
| British Columbia <sup>1</sup> | 3,998,064                | -5.1             | 1,999,985           | -5.5             | 366,649          | 4.6              | 2,366,632         | -4.1             |
| <b>Canada</b>                 | <b>34,680,888</b>        | <b>-1.6</b>      | <b>16,821,885</b>   | <b>-1.6</b>      | <b>2,657,893</b> | <b>22.2</b>      | <b>19,479,777</b> | <b>1.1</b>       |
| <b>2004</b>                   |                          |                  |                     |                  |                  |                  |                   |                  |
| Newfoundland and Labrador     | 439,320                  | -11.4            | x                   | x                | x                | x                | 245,386           | -7.2             |
| Prince Edward Island          | 84,932                   | -4.0             | x                   | x                | x                | x                | 45,378            | -2.1             |
| Nova Scotia                   | 915,677                  | -1.9             | 433,769             | 1.8              | 56,257           | 3.5              | 490,026           | 2.0              |
| New Brunswick                 | 705,209                  | -8.8             | 380,377             | -3.8             | 35,593           | -7.5             | 415,971           | -4.1             |
| Quebec                        | 8,123,109                | -2.1             | 3,164,708           | 2.9              | 620,901          | -8.2             | 3,785,604         | 0.9              |
| Ontario                       | 13,192,414               | -3.4             | 6,710,905           | 2.9              | 1,018,730        | -9.0             | 7,729,636         | 1.2              |
| Manitoba                      | 1,008,379                | -2.4             | 626,876             | 0.0              | 48,768           | 1.2              | 675,645           | 0.0              |
| Saskatchewan                  | 850,022                  | -5.9             | 567,807             | -2.6             | 44,816           | -5.9             | 612,625           | -2.9             |
| Alberta                       | 4,314,733                | -4.2             | 2,809,804           | -3.9             | 253,526          | -5.0             | 3,063,332         | -4.0             |
| British Columbia <sup>1</sup> | 3,993,685                | -0.1             | 2,004,334           | 0.2              | 339,620          | -7.4             | 2,343,952         | -1.0             |
| <b>Canada</b>                 | <b>33,627,478</b>        | <b>-3.0</b>      | <b>16,955,474</b>   | <b>0.8</b>       | <b>2,452,082</b> | <b>-7.7</b>      | <b>19,407,555</b> | <b>-0.4</b>      |
| <b>2005</b>                   |                          |                  |                     |                  |                  |                  |                   |                  |
| Newfoundland and Labrador     | 485,279                  | 10.5             | x                   | x                | x                | x                | 266,782           | 8.7              |
| Prince Edward Island          | 90,224                   | 6.2              | x                   | x                | x                | x                | 45,858            | 1.1              |
| Nova Scotia                   | 984,560                  | 7.5              | 482,251             | 11.2             | 56,460           | 0.4              | 538,712           | 9.9              |
| New Brunswick                 | 706,747                  | 0.2              | 366,686             | -3.6             | 37,123           | 4.3              | 403,811           | -2.9             |
| Quebec                        | 8,377,422                | 3.1              | 3,305,892           | 4.5              | 704,764          | 13.5             | 4,010,657         | 5.9              |
| Ontario                       | 14,074,529               | 6.7              | 7,203,603           | 7.3              | 1,125,333        | 10.5             | 8,328,936         | 7.8              |
| Manitoba                      | 1,117,119                | 10.8             | 711,296             | 13.5             | 56,714           | 16.3             | 768,011           | 13.7             |
| Saskatchewan                  | 930,342                  | 9.4              | 635,376             | 11.9             | 52,289           | 16.7             | 687,666           | 12.2             |
| Alberta                       | 5,276,533                | 22.3             | 3,547,309           | 26.2             | 302,822          | 19.4             | 3,850,131         | 25.7             |
| British Columbia <sup>1</sup> | 4,348,528                | 8.9              | 2,322,545           | 15.9             | 364,632          | 7.4              | 2,687,177         | 14.6             |
| <b>Canada</b>                 | <b>36,391,285</b>        | <b>8.2</b>       | <b>18,847,212</b>   | <b>11.2</b>      | <b>2,740,527</b> | <b>11.8</b>      | <b>21,587,739</b> | <b>11.2</b>      |

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

**Note:** Percentage changes shown are year-to-year changes.

Table 6

Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada

| Year   | Total      | Passenger cars |               |           |                 | Trucks <sup>1</sup> |               |           |
|--------|------------|----------------|---------------|-----------|-----------------|---------------------|---------------|-----------|
|        |            | Total          | North America | Japan     | Other countries | Total               | North America | Overseas  |
| No.    |            |                |               |           |                 |                     |               |           |
| 1982   | 920,902    | 713,481        | 489,435       | 178,174   | 45,872          | 207,421             | 166,986       | 40,435    |
| 1983   | 1,081,088  | 843,318        | 625,088       | 176,525   | 41,705          | 237,770             | 192,609       | 45,161    |
| 1984   | 1,283,502  | 971,210        | 724,932       | 171,204   | 75,074          | 312,292             | 273,604       | 38,688    |
| 1985   | 1,530,410  | 1,137,216      | 794,965       | 199,221   | 143,030         | 393,194             | 344,871       | 48,323    |
| 1986   | 1,515,920  | 1,095,313      | 761,169       | 203,304   | 130,840         | 420,607             | 368,423       | 52,184    |
| 1987   | 1,533,637  | 1,065,093      | 700,930       | 243,288   | 120,875         | 468,544             | 417,189       | 51,355    |
| 1988   | 1,565,501  | 1,056,310      | 724,733       | 243,835   | 87,742          | 509,191             | 459,777       | 49,414    |
| 1989   | 1,483,875  | 988,134        | 675,340       | 239,548   | 73,246          | 495,741             | 422,398       | 73,343    |
| 1990   | 1,317,869  | 884,564        | 580,397       | 239,603   | 64,564          | 433,305             | 361,403       | 71,902    |
| 1991   | 1,287,790  | 873,184        | 573,297       | 237,701   | 62,186          | 414,606             | 347,671       | 66,935    |
| 1992   | 1,227,419  | 798,023        | 503,460       | 236,675   | 57,888          | 429,396             | 370,422       | 58,974    |
| 1993   | 1,192,934  | 739,049        | 493,759       | 196,310   | 48,980          | 453,885             | 402,112       | 51,773    |
| 1994   | 1,260,056  | 748,666        | 573,361       | 129,547   | 45,759          | 511,390             | 475,444       | 35,946    |
| 1995   | 1,166,535  | 670,190        | 553,265       | 71,493    | 45,432          | 496,345             | 469,590       | 26,755    |
| 1996   | 1,204,557  | 660,769        | 572,581       | 47,901    | 40,287          | 543,788             | 517,738       | 26,050    |
| 1997   | 1,424,380  | 738,550        | 629,488       | 66,297    | 42,765          | 685,830             | 628,214       | 57,616    |
| 1998   | 1,428,932  | 740,809        | 590,667       | 98,275    | 51,867          | 688,123             | 627,256       | 60,867    |
| 1999   | 1,542,041  | 806,450        | 625,292       | 103,016   | 78,142          | 735,591             | 672,444       | 63,147    |
| 2000   | 1,587,561  | 849,171        | 640,856       | 106,937   | 101,378         | 738,390             | 669,492       | 68,898    |
| 2001   | 1,597,964  | 868,633        | 619,810       | 122,998   | 125,825         | 729,331             | 647,987       | 81,344    |
| 2002   | 1,733,318  | 934,704        | 651,305       | 144,596   | 138,803         | 798,614             | 698,870       | 99,744    |
| 2003   | 1,626,468  | 865,475        | 604,726       | 126,908   | 133,841         | 760,993             | 654,136       | 106,857   |
| 2004   | 1,575,195  | 820,103        | 542,814       | 116,426   | 160,863         | 755,092             | 653,637       | 101,455   |
| \$'000 |            |                |               |           |                 |                     |               |           |
| 1982   | 9,823,971  | 7,037,564      | 4,856,340     | 1,551,269 | 629,955         | 2,786,407           | 2,423,014     | 363,393   |
| 1983   | 12,196,326 | 9,041,376      | 6,700,490     | 1,688,571 | 652,315         | 3,154,950           | 2,728,842     | 426,108   |
| 1984   | 15,679,760 | 11,138,931     | 8,176,591     | 1,928,031 | 1,034,309       | 4,540,829           | 4,136,482     | 404,347   |
| 1985   | 19,890,119 | 13,707,637     | 9,545,156     | 2,325,922 | 1,836,559       | 6,182,482           | 5,641,518     | 540,964   |
| 1986   | 21,841,550 | 14,669,730     | 9,856,684     | 2,811,893 | 2,001,153       | 7,171,820           | 6,441,827     | 729,993   |
| 1987   | 24,471,752 | 15,748,410     | 10,031,338    | 3,567,223 | 2,149,849       | 8,723,342           | 7,930,138     | 793,204   |
| 1988   | 26,865,327 | 16,709,476     | 11,080,866    | 3,784,902 | 1,843,708       | 10,155,851          | 9,369,528     | 786,323   |
| 1989   | 26,959,378 | 16,541,801     | 11,034,684    | 3,887,341 | 1,619,774       | 10,417,577          | 9,059,482     | 1,358,095 |
| 1990   | 24,888,751 | 15,245,831     | 9,784,293     | 4,015,958 | 1,445,580       | 9,642,918           | 8,210,502     | 1,432,416 |
| 1991   | 22,855,626 | 14,103,545     | 9,038,584     | 3,789,001 | 1,275,960       | 8,752,081           | 7,503,659     | 1,248,422 |
| 1992   | 23,484,453 | 13,691,747     | 8,450,515     | 4,053,784 | 1,187,448       | 9,792,706           | 8,613,980     | 1,178,726 |
| 1993   | 24,630,368 | 13,278,183     | 8,620,651     | 3,560,912 | 1,096,620       | 11,352,185          | 10,227,081    | 1,125,104 |
| 1994   | 27,893,795 | 14,182,894     | 10,595,001    | 2,346,168 | 1,241,727       | 13,710,902          | 12,846,447    | 864,453   |
| 1995   | 28,168,806 | 13,882,004     | 11,070,368    | 1,492,451 | 1,319,184       | 14,286,804          | 13,544,980    | 741,824   |
| 1996   | 31,485,777 | 14,510,882     | 12,062,092    | 1,118,289 | 1,330,501       | 16,974,894          | 16,115,584    | 859,309   |
| 1997   | 38,986,224 | 16,836,615     | 13,809,161    | 1,519,604 | 1,507,852       | 22,149,610          | 20,341,263    | 1,808,346 |
| 1998   | 40,255,777 | 17,054,244     | 13,101,703    | 2,110,330 | 1,842,211       | 23,201,534          | 21,165,239    | 2,036,296 |
| 1999   | 45,317,914 | 19,017,278     | 14,138,902    | 2,246,522 | 2,631,853       | 26,300,638          | 24,055,653    | 2,244,986 |
| 2000   | 46,930,514 | 20,790,660     | 15,089,665    | 2,431,251 | 3,269,743       | 26,139,852          | 23,745,933    | 2,393,922 |
| 2001   | 46,886,252 | 21,168,628     | 14,575,745    | 2,882,386 | 3,710,497       | 25,717,623          | 22,958,458    | 2,759,162 |
| 2002   | 52,227,499 | 23,191,483     | 15,521,295    | 3,501,294 | 4,168,898       | 29,036,014          | 25,633,136    | 3,402,877 |
| 2003   | 50,493,308 | 21,685,587     | 14,565,218    | 2,988,274 | 4,132,093       | 28,807,720          | 24,845,915    | 3,961,804 |
| 2004   | 49,639,223 | 20,489,761     | 13,261,753    | 2,694,970 | 4,533,035       | 29,149,463          | 25,384,561    | 3,764,904 |

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.



Table 7

## Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted

| Period              | Total new motor vehicles |                    | Passenger cars |                    |          |                    | Trucks <sup>1</sup> |                    |
|---------------------|--------------------------|--------------------|----------------|--------------------|----------|--------------------|---------------------|--------------------|
|                     | Units                    | Month/month change | North America  |                    | Overseas |                    | Total               |                    |
|                     |                          |                    | Units          | Month/month change | Units    | Month/month change | Units               | Month/month change |
|                     | No.                      | %                  | No.            | %                  | No.      | %                  | No.                 | %                  |
| <b>2003</b>         |                          |                    |                |                    |          |                    |                     |                    |
| January             | 138,029                  | -8.1               | 53,292         | -6.2               | 24,133   | -1.0               | 60,604              | -12.0              |
| February            | 143,296                  | 3.8                | 54,447         | 2.2                | 23,801   | -1.4               | 65,047              | 7.3                |
| March               | 137,631                  | -4.0               | 50,708         | -6.9               | 23,045   | -3.2               | 63,879              | -1.8               |
| April               | 130,934                  | -4.9               | 49,827         | -1.7               | 21,473   | -6.8               | 59,634              | -6.6               |
| May                 | 140,959                  | 7.7                | 53,118         | 6.6                | 21,422   | -0.2               | 66,420              | 11.4               |
| June                | 128,807                  | -8.6               | 47,421         | -10.7              | 21,084   | -1.6               | 60,302              | -9.2               |
| July                | 144,194                  | 11.9               | 53,089         | 12.0               | 21,158   | 0.4                | 69,948              | 16.0               |
| August              | 139,613                  | -3.2               | 49,773         | -6.2               | 22,963   | 8.5                | 66,877              | -4.4               |
| September           | 137,476                  | -1.5               | 50,686         | 1.8                | 21,361   | -7.0               | 65,428              | -2.2               |
| October             | 131,364                  | -4.4               | 48,883         | -3.6               | 19,894   | -6.9               | 62,587              | -4.3               |
| November            | 128,826                  | -1.9               | 48,727         | -0.3               | 19,247   | -3.3               | 60,852              | -2.8               |
| December            | 125,338                  | -2.7               | 44,754         | -8.2               | 21,168   | 10.0               | 59,416              | -2.4               |
| <b>2004</b>         |                          |                    |                |                    |          |                    |                     |                    |
| January             | 125,205                  | -0.1               | 44,928         | 0.4                | 23,432   | 10.7               | 56,844              | -4.3               |
| February            | 127,268                  | 1.6                | 42,213         | -6.0               | 22,998   | -1.9               | 62,058              | 9.2                |
| March               | 136,198                  | 7.0                | 45,493         | 7.8                | 23,971   | 4.2                | 66,735              | 7.5                |
| April               | 136,145                  | 0.0                | 47,142         | 3.6                | 23,645   | -1.4               | 65,358              | -2.1               |
| May                 | 131,171                  | -3.7               | 45,869         | -2.7               | 23,195   | -1.9               | 62,107              | -5.0               |
| June                | 131,241                  | 0.1                | 45,941         | 0.2                | 22,841   | -1.5               | 62,459              | 0.6                |
| July                | 131,584                  | 0.3                | 46,246         | 0.7                | 22,920   | 0.3                | 62,418              | -0.1               |
| August              | 131,396                  | -0.1               | 46,357         | 0.2                | 22,429   | -2.1               | 62,610              | 0.3                |
| September           | 128,035                  | -2.6               | 43,298         | -6.6               | 22,611   | 0.8                | 62,127              | -0.8               |
| October             | 133,589                  | 4.3                | 45,178         | 4.3                | 23,702   | 4.8                | 64,709              | 4.2                |
| November            | 132,171                  | -1.1               | 44,183         | -2.2               | 23,321   | -1.6               | 64,666              | -0.1               |
| December            | 131,192                  | -0.7               | 45,966         | 4.0                | 22,225   | -4.7               | 63,001              | -2.6               |
| <b>2005</b>         |                          |                    |                |                    |          |                    |                     |                    |
| January             | 127,281                  | -3.0               | 43,720         | -4.9               | 21,480   | -3.4               | 62,080              | -1.5               |
| February            | 142,361                  | 11.8               | 50,940         | 16.5               | 21,452   | -0.1               | 69,969              | 12.7               |
| March               | 135,832                  | -4.6               | 49,736         | -2.4               | 21,070   | -1.8               | 65,027              | -7.1               |
| April               | 140,686                  | 3.6                | 50,693         | 1.9                | 22,582   | 7.2                | 67,410              | 3.7                |
| May <sup>r</sup>    | 130,151                  | -7.5               | 42,812         | -15.5              | 22,871   | 1.3                | 64,468              | -4.4               |
| June <sup>r</sup>   | 141,032                  | 8.4                | 49,652         | 16.0               | 23,137   | 1.2                | 68,243              | 5.9                |
| July <sup>r</sup>   | 152,349                  | 8.0                | 50,178         | 1.1                | 25,628   | 10.8               | 76,544              | 12.2               |
| August <sup>p</sup> | 140,243                  | -7.9               | 49,412         | -1.5               | 23,552   | -8.1               | 67,279              | -12.1              |

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note:** Percentage changes shown are month-to-month changes.

**Table 8**

**Monthly sales of new motor vehicles, in units, by province, seasonally adjusted**

| Period              | Canada  | Newfoundland<br>and<br>Labrador | Prince<br>Edward<br>Island | Nova<br>Scotia | New<br>Brunswick | Quebec |
|---------------------|---------|---------------------------------|----------------------------|----------------|------------------|--------|
| <b>2003</b>         |         |                                 |                            |                |                  |        |
| January             | 138,029 | 1,776                           | 356                        | 3,724          | 2,863            | 35,005 |
| February            | 143,296 | 2,144                           | 408                        | 4,005          | 3,364            | 36,284 |
| March               | 137,631 | 2,014                           | 412                        | 3,756          | 3,183            | 35,216 |
| April               | 130,934 | 2,146                           | 372                        | 3,651          | 2,917            | 34,415 |
| May                 | 140,959 | 2,150                           | 431                        | 3,956          | 3,409            | 36,384 |
| June                | 128,807 | 2,164                           | 366                        | 3,612          | 3,174            | 32,987 |
| July                | 144,194 | 2,300                           | 415                        | 4,531          | 3,508            | 36,308 |
| August              | 139,613 | 2,268                           | 435                        | 3,905          | 3,189            | 38,137 |
| September           | 137,476 | 2,087                           | 399                        | 3,605          | 3,107            | 35,851 |
| October             | 131,364 | 2,020                           | 403                        | 3,914          | 2,928            | 33,779 |
| November            | 128,826 | 2,000                           | 384                        | 3,855          | 2,998            | 33,378 |
| December            | 125,338 | 2,359                           | 352                        | 3,846          | 2,769            | 32,441 |
| <b>2004</b>         |         |                                 |                            |                |                  |        |
| January             | 125,205 | 1,858                           | 363                        | 3,674          | 2,913            | 32,307 |
| February            | 127,268 | 1,756                           | 368                        | 3,247          | 2,852            | 32,687 |
| March               | 136,198 | 1,858                           | 398                        | 3,944          | 2,940            | 36,141 |
| April               | 136,145 | 1,908                           | 443                        | 3,904          | 2,822            | 35,025 |
| May                 | 131,171 | 1,899                           | 378                        | 3,851          | 2,674            | 33,541 |
| June                | 131,241 | 1,833                           | 387                        | 4,055          | 2,747            | 34,180 |
| July                | 131,584 | 1,866                           | 388                        | 3,762          | 2,923            | 34,007 |
| August              | 131,396 | 1,921                           | 386                        | 3,785          | 2,953            | 33,312 |
| September           | 128,035 | 1,948                           | 404                        | 3,712          | 2,903            | 32,513 |
| October             | 133,589 | 2,203                           | 395                        | 4,012          | 3,238            | 33,794 |
| November            | 132,171 | 1,951                           | 378                        | 3,640          | 2,771            | 34,015 |
| December            | 131,192 | 1,897                           | 409                        | 3,580          | 2,780            | 33,559 |
| <b>2005</b>         |         |                                 |                            |                |                  |        |
| January             | 127,281 | 1,887                           | 389                        | 3,652          | 2,560            | 34,110 |
| February            | 142,361 | 2,105                           | 457                        | 4,137          | 3,082            | 35,346 |
| March               | 135,832 | 2,134                           | 389                        | 3,725          | 2,805            | 34,843 |
| April               | 140,686 | 2,193                           | 414                        | 4,055          | 2,947            | 35,581 |
| May <sup>r</sup>    | 130,151 | 2,067                           | 388                        | 3,755          | 2,582            | 32,604 |
| June <sup>r</sup>   | 141,032 | 2,062                           | 427                        | 3,890          | 2,895            | 35,471 |
| July <sup>r</sup>   | 152,349 | 2,304                           | 443                        | 4,225          | 3,367            | 36,011 |
| August <sup>p</sup> | 140,243 | 1,729                           | 446                        | 4,146          | 3,016            | 33,750 |

Table 8 – continued

## Monthly sales of new motor vehicles, in units, by province, seasonally adjusted

| Period              | Canada  | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia<br>and the<br>Territories <sup>1</sup> |
|---------------------|---------|---------|----------|--------------|---------|---|
| <b>2003</b>         |         |         |          |              |         |   |
| January             | 138,029 | 54,231  | 3,908    | 3,293        | 16,674  | 16,200  |
| February            | 143,296 | 56,954  | 3,838    | 3,512        | 16,765  | 16,024  |
| March               | 137,631 | 54,986  | 3,904    | 3,532        | 16,117  | 14,512  |
| April               | 130,934 | 51,892  | 3,520    | 3,138        | 15,080  | 13,803  |
| May                 | 140,959 | 55,324  | 4,096    | 3,509        | 16,801  | 14,899  |
| June                | 128,807 | 49,581  | 3,920    | 3,251        | 15,913  | 13,839  |
| July                | 144,194 | 54,909  | 4,147    | 4,059        | 17,916  | 16,100  |
| August              | 139,613 | 51,498  | 3,868    | 3,591        | 16,791  | 15,931  |
| September           | 137,476 | 53,344  | 3,939    | 3,534        | 16,180  | 15,430  |
| October             | 131,364 | 50,178  | 3,720    | 3,387        | 16,076  | 14,960  |
| November            | 128,826 | 48,963  | 3,660    | 3,036        | 15,512  | 15,040  |
| December            | 125,338 | 47,914  | 3,541    | 3,304        | 14,624  | 14,188  |
| <b>2004</b>         |         |         |          |              |         |   |
| January             | 125,205 | 48,707  | 3,576    | 2,697        | 15,150  | 13,959  |
| February            | 127,268 | 49,706  | 3,722    | 3,410        | 15,968  | 13,551  |
| March               | 136,198 | 52,019  | 3,786    | 3,285        | 16,340  | 15,487  |
| April               | 136,145 | 52,465  | 4,099    | 3,394        | 16,526  | 15,560  |
| May                 | 131,171 | 50,230  | 3,809    | 3,186        | 16,136  | 15,468  |
| June                | 131,241 | 49,618  | 3,809    | 3,305        | 15,867  | 15,439  |
| July                | 131,584 | 50,012  | 3,711    | 3,260        | 16,169  | 15,486  |
| August              | 131,396 | 50,163  | 3,824    | 3,363        | 16,309  | 15,381  |
| September           | 128,035 | 48,094  | 3,721    | 3,175        | 16,336  | 15,230  |
| October             | 133,589 | 50,315  | 3,799    | 3,322        | 17,069  | 15,442  |
| November            | 132,171 | 49,816  | 3,714    | 3,288        | 17,252  | 15,347  |
| December            | 131,192 | 49,783  | 3,762    | 3,136        | 17,032  | 15,255  |
| <b>2005</b>         |         |         |          |              |         |   |
| January             | 127,281 | 48,507  | 3,502    | 2,570        | 16,398  | 13,706  |
| February            | 142,361 | 56,285  | 4,039    | 3,210        | 18,138  | 15,562  |
| March               | 135,832 | 51,127  | 3,969    | 3,313        | 17,699  | 15,829  |
| April               | 140,686 | 52,935  | 3,924    | 3,561        | 18,986  | 16,091  |
| May <sup>r</sup>    | 130,151 | 49,231  | 3,610    | 3,295        | 17,054  | 15,565  |
| June <sup>r</sup>   | 141,032 | 53,048  | 4,032    | 3,560        | 19,272  | 16,374  |
| July <sup>r</sup>   | 152,349 | 58,814  | 4,730    | 4,136        | 21,556  | 16,764  |
| August <sup>p</sup> | 140,243 | 52,798  | 4,145    | 3,463        | 19,825  | 16,924  |

# Definitions

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## Trucks

Trucks include light and heavy trucks, minivans, sport utility vehicles, vans, coaches and buses, regardless of their intended use.

## Passenger car

The term passenger car refers to all vehicles whose primary function is to carry passengers, excluding those vehicles classified as a commercial vehicle (see definition above). Passenger cars also include cars used for commercial purposes, i.e. taxis, auto rentals and other car fleets.

## Country of origin

New motor vehicles fall into two categories defined on the basis of origin: those manufactured in North America and those manufactured overseas. The latter are imported in a fully assembled state from countries other than the United States or Mexico. All passenger cars and commercial vehicles assembled in Canada, Mexico and the United States and sold in Canada classified are as North American manufactured vehicles.

## Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

## Motor vehicle sales - dollars

Net sales refers to the selling price to the consumer, i.e., manufacturer's invoice price plus estimated dealer's markup, including charges for standard and optional accessories. Sales taxes are excluded.

## Average price of passenger cars

The average price is obtained by dividing the total dollar sales by the number of units sold. Therefore, changes in the average price reflect variations in the models sold as well as price changes. For example, an increase in the average price for passenger cars may reflect both a shift to more expensive models as well as price increases.

# Appendix I

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## Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales<sup>1</sup> of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.<sup>2</sup>

However, estimates of the total retail sales volume of new motor vehicles were not sufficient to meet the incessant demand for more information. There came an increasing need for data on the characteristics of the fleet of new vehicles sold at retail, either to learn more about the preferences of Canadian consumers or to assess the penetration of the Canadian market by major foreign manufacturers. Statistics on new motor vehicle sales were expanded in the early 1970s to provide separate figures for Japanese vehicle sales.

The statistics in this report cover exclusively retail sales of new motor vehicles within Canada's borders. Data are derived from a postal survey (a census - see the methodology section at the end of the report for more details).

Other statistics connected with the automobile industry (sales of new and used car dealers, auto parts and accessories stores and so on) are available on the monthly Retail Trade survey (Catalogue No. 63-005). For further information, please contact the Retail Commodity Section, Distributive Trades Division, Statistics Canada, Ottawa, K1A 0T6, (Telephone: 613-951-3549 or toll free at 1-877-421-3067).

## Data quality and methodology

This survey is a census of all motor vehicle manufacturers and importers known to be active in Canada.

The value of sales is reported at selling price to consumer (i.e. the manufacturer's invoice price plus estimated dealer's markup, charges for standard equipment and options, less provincial sales tax and federal goods and services tax (G.S.T.) and harmonized sales tax (H.S.T.)).

The response rate for this survey is generally 100%. Minimal estimation is required so there is little bias resulting from non-response introduced in these data.

All attempts have been made to minimize the non-sampling errors: the questionnaires used in the survey have been carefully designed to minimize different interpretations; detailed acceptance testing has been carried out for the different stages of editing and processing.

## Data confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous consent in writing of that business.<sup>3</sup> The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated

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1. According to the 1980 Standard Industrial Classification Manual, "establishments included in retail trade are those primarily engaged in retail dealing, i.e., buying commodities for resale to the general public for personal or household consumption..."

2. The new motor vehicle sales series is one of ten statistical series making up the leading indicator developed by Statistics Canada for current economic analysis purposes.

3. See Section 17 of the Statistics Act (Chapter 5-19), entitled «Secrecy».

to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality are therefore applied in such a way that no data are shown for cells (or statistical units). If information is withheld for reasons of confidentiality an "X" will appear in the appropriate cell of this publication.

Another way of preserving data confidentiality without having to enter an "X" is to combine (consolidate) the information **from selected regions** (or selected cells) for the same item. The data in question can be aggregated and published in a less detailed, but still confidential, form. For example, the data for the Northwest Territories, the Yukon and Nunavut are included with the British Columbia data.

## Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."<sup>4</sup> In using time series to observe economic activity, economists and statisticians have identified four characteristic behavioural components: the long-term movement or trend, the cycle, the seasonal (variations) and the irregular (fluctuations). These movements are caused by various economic, natural or institutional factors. The **seasonal variations** occur periodically on a more or less regular basis over the course of the year as a result of seasonal changes in weather, statutory holidays and other events which occur at fairly regular intervals and thus have a major impact on the rate of economic activity.

In the interest of accurately interpreting the fundamental evolution of an economic phenomenon and producing forecasts of superior quality, Statistics Canada uses the X-11-ARIMA seasonal adjustment method<sup>5</sup> to seasonally adjust its time series. The ARIMA part of this method minimizes the impact of seasonal variations on the series and essentially consists of adding one year of estimated data onto each end of the original series before it is seasonally adjusted per se. The estimated data are derived from forecasts and back casts using ARIMA (Autoregressive Integrated Moving Average) models of the Box-Jenkins type.

The X-11 part of the X-11-ARIMA program uses primarily the ratio-to-moving average method to smooth the modified series and obtain a preliminary estimate of the trend-cycle, to calculate the ratios of the original series (fitted) to the estimates of the trend-cycle and to estimate the seasonal factors from these ratios. The final seasonal factors are produced only after these operations have been repeated several times. These procedures, used to determine the seasonal factors necessary to calculate the final seasonally adjusted data, are, since February 1983, executed every month instead of once a year. This permits us to update each month, the reference series from which we derive the final estimations of the seasonal factors employing the most current data available.

While seasonal adjustment permits a better understanding of the underlying trend-cycle of a series, the seasonally-adjusted series still contains an irregular component. Slight month-to-month variations in the seasonally adjusted series may be simple irregular movements; to get a better idea of the underlying trend, users must examine several months of seasonally adjusted series.

To assist the user, the Months of Cyclical Dominance number, MCD, is provided.<sup>6</sup> The MCD is the shortest monthly span for which a certain ratio becomes and remains less than one, that is, the ratio for which the absolute average percentage change of the trend-cycle of the seasonally adjusted series becomes greater than the absolute average per cent change of the irregular component. The MCD can be interpreted as the number of months over which a change in the seasonally adjusted series must move in a given direction before one can be reasonably certain that the trend-cycle of that series also has moved in the given direction. Clearly small MCD's are desirable and indicative of a smooth series. Applying a moving average to the seasonally adjusted data of MCD length tends to smooth irregular movements which may obscure the underlying trend-cycle. The MCD moving average provides a method of reducing all types of series to approximately the same degree of smoothness, whatever the size of the irregular component in the original series.

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4. «A Note on the Seasonal adjustment of Economic Time Series,» *Canadian Statistical Review*, August 1974.

5. For further information see the X-11-ARIMA/88 Seasonal Adjustment Method, by Estelle Bee Dagum, Statistics Canada.

6. MCD = 8 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 10 for Commercial vehicles.

## **Revision procedures**

The seasonally adjusted estimates are revised for the three months preceding the reference period. Monthly unadjusted data are revised for the previous month, when new information is made available to Statistics Canada. In addition, unadjusted new motor vehicle sales are revised each year, for the latest year, in the February issue of this publication. At that time, monthly seasonally adjusted estimates for the latest four years of data are revised.

## Appendix II

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### List of North American motor vehicle manufacturers

B.M.W. Canada Inc.  
Blue Bird Body Co.  
DaimlerChrysler Canada Inc.  
Ford Motor Company of Canada Limited  
Freightliner of Canada Ltd.  
General Motors of Canada Limited  
Honda Canada Inc.  
Hyundai Auto Canada Inc.  
International Truck and Engine Corporation Canada  
Kenworth Div., Paccar of Canada Ltd.  
Mack Canada Inc.  
Mazda Canada Inc.  
Mitsubishi Motor Sales of Canada, Inc.  
Motor Coach Industries Limited  
New Flyer Industries Ltd.  
Nissan Canada Inc.  
Nova Bus Corp.  
Orion Bus Industries Inc.  
Peterbilt Div., Paccar of Canada Ltd.  
Prévost Car Inc.  
Sterling Heavy Duty TrucksSubaru Canada Inc.  
Subaru Canada Inc.  
Suzuki Canada Inc.  
Thomas Built Buses of Canada Ltd.



Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

## List of importers and distributors of overseas manufactured motor vehicles

### Japan

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

### Other Countries

B.M.W. Canada Inc.

Daewoo Auto Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.