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New Motor Vehicle Sales

July 2006



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Statistics Canada
Distributive Trades Division

New Motor Vehicle Sales

July 2006

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Note of appreciation

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User information

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^s 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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Table of contents

Highlights	5
Analysis – July 2006	6
Truck sales rebound	7
Sales up in most provinces	7
Related products	10
Statistical tables	
1 Monthly sales of new motor vehicles, by type and origin	12
1-1 in units	12
1-2 in dollars	14
2 Average monthly prices of passenger cars, by origin	16
3 Monthly market share of new passenger car sales (units), by origin, Canada	17
4 Provincial sales of new motor vehicles, by type and origin, in units and dollars, July	18
5 Year to date provincial sales of new motor vehicles, by type and origin	20
5-1 in units, January to July	20
5-2 in dollars, January to July	22
6 Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada	24
7 Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted	25
8 Monthly sales of new motor vehicles, in units, by province, seasonally adjusted	26
Definitions	28
Appendix	
I Scope of the survey	29
II List of North American motor vehicle manufacturers	32
Charts	
1. New motor vehicle sales, seasonally adjusted, in units, 2003-2006	6
2. Passenger car sales, seasonally adjusted, in units, 2003-2006	8
3. Truck, van and bus sales, seasonally adjusted, in units, 2003-2006	8

Table of contents – continued

4.	Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2003-2006	8
5.	Cumulative sales of new passenger cars, by origin, in units, 2004-2006	9

Highlights

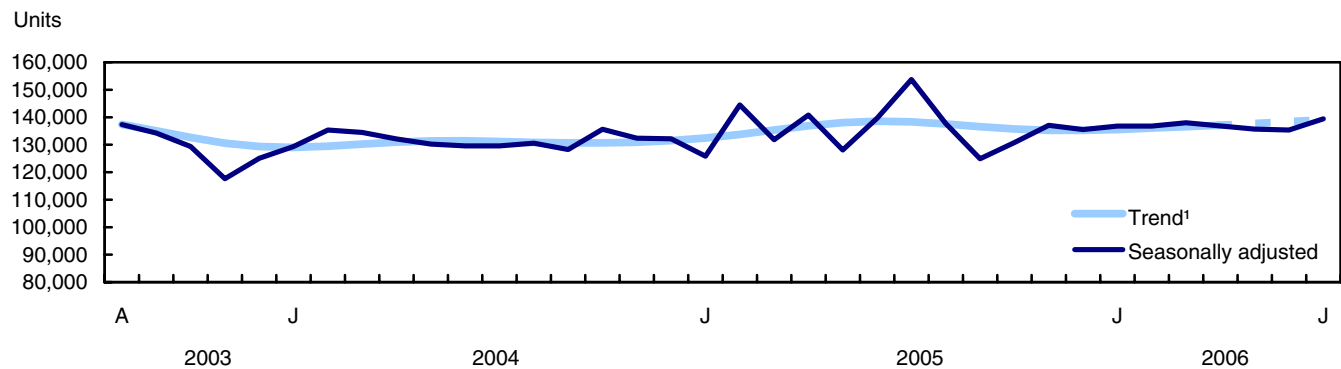
July 2006

- Rebounding truck sales drove new motor vehicle sales up in July after three consecutive months of decline.

Analysis – July 2006

Rebounding truck sales drove new motor vehicle sales up in July after three consecutive months of decline. The return of some incentive programs, as well as a 1% drop in the GST, may have contributed to bringing consumers back into dealers' showrooms.

Chart 1
New motor vehicle sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

New motor vehicle sales were 3.0% higher in July, more than offsetting the declines in April, May, and June combined. Consumers purchased 139,399 new vehicles in July, an increase of about 4,000 vehicles from the previous month and the highest level of the year.

New motor vehicle sales have been relatively stable in the first half of 2006. Prior to this, and despite month-to-month fluctuations, new motor vehicle sales had been on an upward trend since the beginning of 2005. Much of 2005 was influenced by the introduction and later removal of major incentive programs such as "employee pricing", which caused major sales swings throughout the year.

New motor vehicle sales were 9.3% lower in July compared with the same month a year earlier. This is coincident with fewer financial incentive programs and promotions being available this July. According to the Consumer Price Index, the price paid for new vehicles was 2.3% higher in July 2006 from a year earlier.

Based on preliminary sales data, the number of new motor vehicles sold in August is estimated to have grown by about 3%. Truck sales were responsible for 80% of this increase.

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.

Truck sales rebound

Truck sales (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) outperformed passenger car sales in July. Passenger car sales slipped 1.1%, while truck sales surged ahead 7.8%. The decline in passenger car sales is attributed to a 4.7% drop in North American built vehicles. Overseas built vehicles advanced a healthy 5.6% in July.

After posting monthly declines or marginal gains throughout the first half of this year, truck sales surged 7.8% in July — the largest month-to-month increase of 2006. Truck sales have been steadily rising since 2004. Sales in 2005 revealed tremendous volatility, while truck sales in 2006, despite the recent fluctuations, have remained flat.

Passenger car sales have been relatively stable so far during 2006. Overseas built cars have experienced six consecutive months of sales gains, while North American built car sales have remained flat during the same period. In 2004, passenger car sales experienced early increases, and then stabilized until the introduction of automaker incentive promotions in 2005.

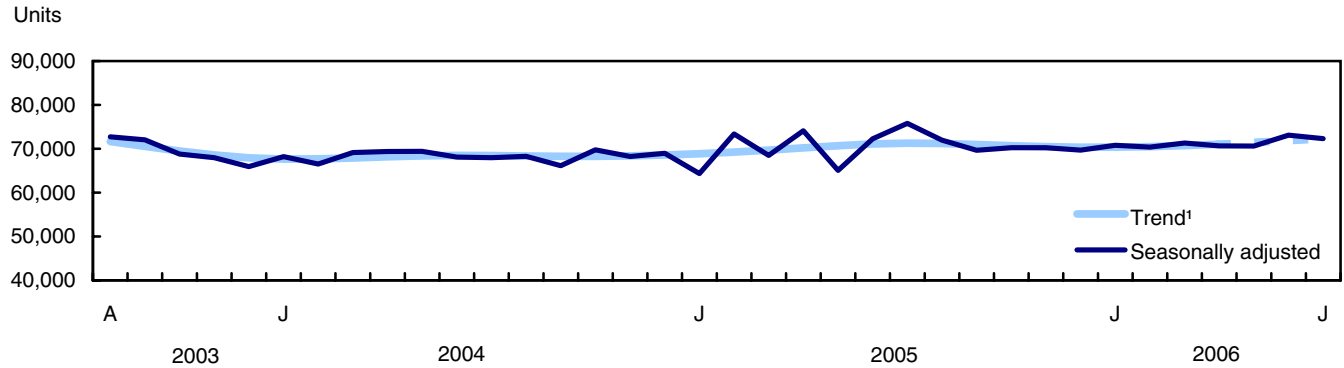
Sales up in most provinces

Sales were up in seven provinces in July, with Alberta posting the largest gain. Sales climbed 6.6% to a year high 21,444 vehicles, the highest month-to-month gain for Alberta since July 2005. Trucks represent more than 60% of new motor vehicle sales in Alberta.

Manitoba (+3.0%), Ontario (+2.9%), Quebec (+3.9%), and New Brunswick (+4.0%) all reached their highest sales level of the year so far in July.

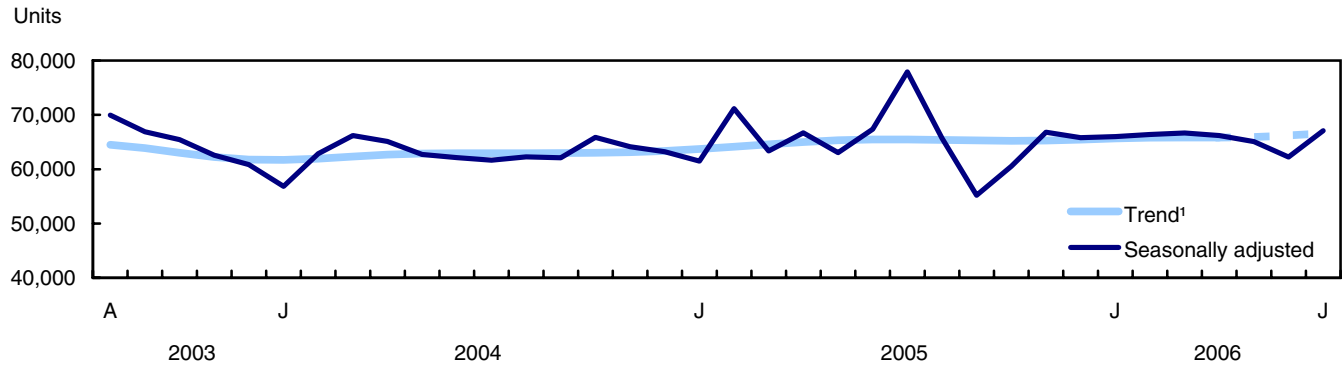
Newfoundland and Labrador, Nova Scotia, and British Columbia were the only provinces to post losses in July. Sales in Newfoundland and Labrador fell 8.9%, partially offsetting the 11.5% gain in June. Sales fell by 0.9% in Nova Scotia and 0.1% in British Columbia.

Chart 2
Passenger car sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

Chart 3
Truck, van and bus sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

Chart 4
Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2003-2006

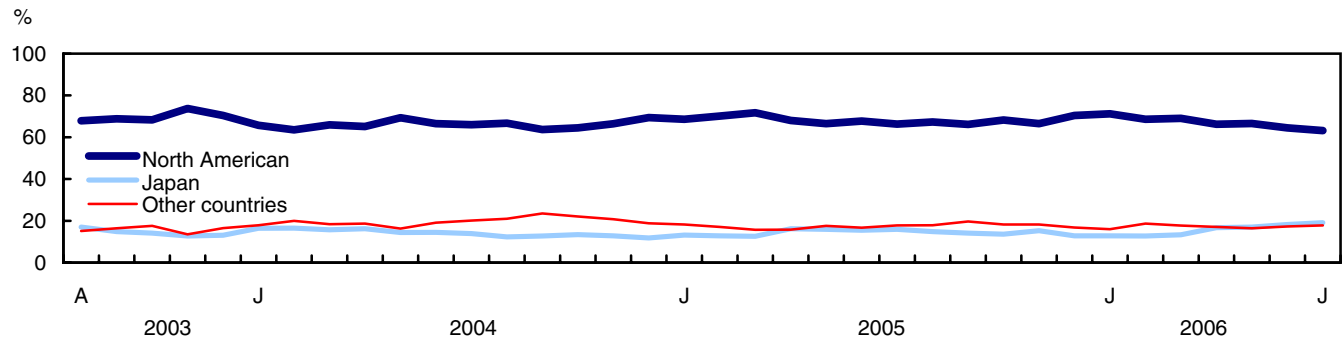
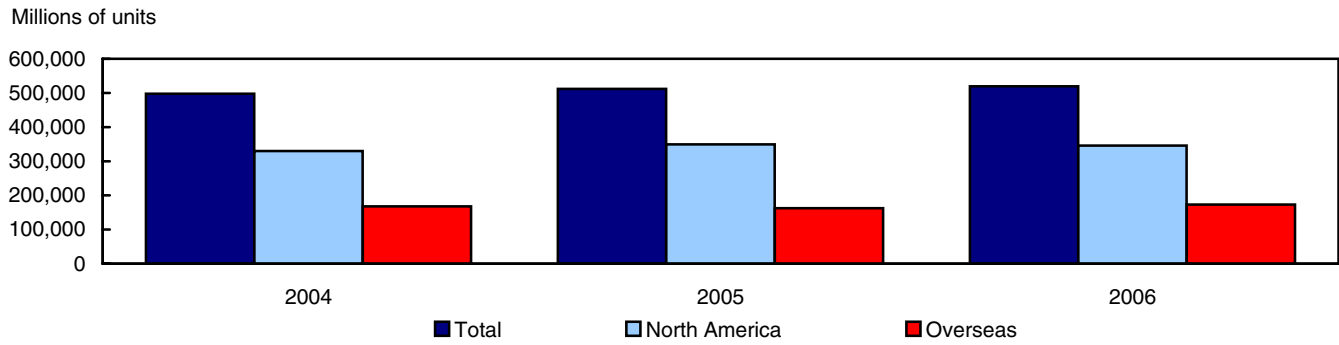


Chart 5
Cumulative sales of new passenger cars, by origin, in units, 2004-2006
January to June



Related products

Selected publications from Statistics Canada

63-005-X	Retail trade
63-210-X	Retail chain and department stores
63-236-X	Wholesaling and retailing in Canada
63-541-X	Retail Commodity Survey, 1989
63F0006X	New motor vehicle sales seasonal factors

Selected CANSIM tables from Statistics Canada

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

Selected surveys from Statistics Canada

2402	New Motor Vehicle Sales Survey
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Selected tables of Canadian statistics from Statistics Canada

- *New motor vehicle sales, by provinces (monthly)*
- *Economic indicators, by province and territory (monthly and quarterly)*
- *New motor vehicle sales*
- *New motor vehicle sales, by provinces*

Statistical tables

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.	%
2004										
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
Year	1,575,195	-3.2	542,814	-10.2	116,426	-8.3	160,863	20.2	820,103	-5.2
2005										
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	146,862	7.8	53,093	7.7	11,710	28.9	14,139	-9.1	78,942	6.8
September	128,431	-1.7	46,428	9.1	9,927	16.7	13,878	-11.5	70,233	5.3
October	118,993	-3.7	43,844	6.5	8,739	1.9	11,666	-17.4	64,249	0.5
November	124,111	3.2	41,318	2.9	9,508	23.3	11,287	-10.4	62,113	2.7
December	121,408	3.0	40,646	1.8	7,402	8.7	9,674	-10.7	57,722	0.3
Year	1,630,310	3.5	574,639	5.9	123,482	6.1	147,101	-8.6	845,222	3.1
2006										
January	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7
February	100,740	-5.0	33,450	-5.6	6,204	-4.4	9,104	5.2	48,758	-3.6
March	155,990	5.2	54,748	0.2	10,553	10.2	14,062	17.3	79,363	4.2
April	159,436	-4.8	57,142	-8.1	14,388	-2.9	14,728	2.2	86,258	-5.6
May	173,291	7.1	64,032	9.1	16,352	16.6	15,791	1.5	96,175	9.0
June	162,029	-2.4	56,827	-1.9	15,991	20.2	15,237	6.3	88,055	2.9
July	145,561	-8.3	48,349	-9.3	14,618	14.7	13,589	-5.3	76,556	-4.8

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 ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2004								
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
Year	1,575,195	-3.2	653,637	-0.1	101,455	-5.1	755,092	-0.8
2005								
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	146,862	7.8	56,944	8.5	10,976	12.6	67,920	9.1
September	128,431	-1.7	49,373	-9.1	8,825	-8.4	58,198	-9.0
October	118,993	-3.7	45,897	-10.1	8,847	3.0	54,744	-8.2
November	124,111	3.2	53,478	3.7	8,520	3.3	61,998	3.6
December	121,408	3.0	54,509	5.8	9,177	5.3	63,686	5.7
Year	1,630,310	3.5	673,205	3.0	111,883	10.3	785,088	4.0
2006								
January	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
February	100,740	-5.0	44,353	-7.9	7,629	3.7	51,982	-6.3
March	155,990	5.2	65,037	4.9	11,590	14.9	76,627	6.3
April	159,436	-4.8	61,413	-6.1	11,765	10.8	73,178	-3.8
May	173,291	7.1	65,146	3.0	11,970	15.8	77,116	4.8
June	162,029	-2.4	62,927	-10.0	11,047	5.1	73,974	-8.0
July	145,561	-8.3	57,394	-15.3	11,611	9.4	69,005	-12.0
Year								

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

Note(s): 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	%
2004										
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
Year	49,639,223	-1.7	13,261,753	-8.9	2,694,970	-9.8	4,533,035	9.7	20,489,761	-5.5
2005										
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	4,666,863	9.9	1,270,479	5.9	279,738	32.1	395,205	-3.7	1,945,421	6.8
September	4,131,585	-1.7	1,118,829	6.9	243,568	22.3	389,540	-8.0	1,751,937	5.0
October	3,842,930	-4.2	1,063,921	4.0	219,053	9.0	334,761	-12.8	1,617,735	0.6
November	4,104,723	4.2	1,009,044	2.0	227,258	25.1	332,669	-7.1	1,568,970	2.6
December	4,041,060	4.8	1,011,223	2.5	180,607	11.7	289,343	-8.5	1,481,173	1.1
Year	52,511,583	5.8	14,051,867	6.0	2,928,424	8.7	4,240,519	-6.5	21,220,807	3.6
2006										
January	2,981,292	10.9	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
February	3,367,054	-3.3	839,753	-4.0	155,157	2.9	262,755	7.1	1,257,665	-1.1
March	5,115,156	7.7	1,363,846	0.8	264,322	15.0	426,170	20.3	2,054,338	6.1
April	5,102,271	-3.5	1,412,732	-7.4	341,109	-1.9	439,582	3.5	2,193,423	-4.6
May	5,575,030	8.4	1,591,591	9.5	397,061	21.4	470,374	3.9	2,459,025	10.1
June	5,248,505	-2.0	1,417,848	-0.3	384,257	24.2	434,507	3.0	2,236,612	3.9
July	4,669,519	-7.0	1,197,134	-6.7	348,305	18.6	377,516	-5.9	1,922,955	-2.8

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 ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2004								
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
Year	49,639,223	-1.7	25,384,561	2.2	3,764,904	-5.0	29,149,463	1.2
2005								
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	4,666,863	9.9	2,328,313	12.4	393,129	11.1	2,721,442	12.2
September	4,131,585	-1.7	2,059,780	-5.5	319,867	-10.1	2,379,648	-6.1
October	3,842,930	-4.2	1,887,791	-9.3	337,404	4.6	2,225,196	-7.5
November	4,104,723	4.2	2,203,394	4.8	332,359	8.2	2,535,753	5.2
December	4,041,060	4.8	2,231,319	8.1	328,568	0.4	2,559,887	7.0
Year	52,511,583	5.8	27,232,050	7.3	4,058,725	7.8	31,290,777	7.3
2006								
January	2,981,292	10.9	1,627,382	9.8	226,363	2.8	1,853,745	8.9
February	3,367,054	-3.3	1,835,118	-5.9	274,272	5.6	2,109,390	-4.6
March	5,115,156	7.7	2,645,573	7.7	415,246	15.9	3,060,818	8.8
April	5,102,271	-3.5	2,484,723	-4.8	424,125	11.9	2,908,848	-2.7
May	5,575,030	8.4	2,680,734	5.8	435,271	15.6	3,116,005	7.1
June ^r	5,248,505	-2.0	2,613,375	-7.5	398,518	5.3	3,011,893	-6.0
July ^p	4,669,519	-7.0	2,338,177	-12.3	408,387	8.8	2,746,564	-9.7

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

Note(s): 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
	\$	%	\$	%	\$	%
2004						
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
Year	24,431	1.4	23,147	-1.7	28,179	-8.7
2005						
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	23,929	-1.6	23,889	2.5	27,951	5.9
September	24,098	-2.0	24,536	4.8	28,069	4.0
October	24,266	-2.3	25,066	7.0	28,695	5.6
November	24,421	-0.9	23,902	1.5	29,474	3.6
December	24,879	0.7	24,400	2.7	29,909	2.4
Year	24,453	0.1	23,715	2.5	28,827	2.3
2006						
January	24,921	1.5	24,979	8.9	28,604	3.3
February	25,105	1.6	25,009	7.6	28,861	1.8
March	24,911	0.6	25,047	4.4	30,306	2.6
April	24,723	0.7	23,708	1.0	29,847	1.3
May	24,856	0.3	24,282	4.2	29,787	2.3
June	24,950	1.7	24,030	3.4	28,517	-3.1
July	24,760	2.9	23,827	3.4	27,781	-0.7
Year						

Note(s): 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					
			North America		Japan		Other countries	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
2004								
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
Year	820,103	100.0	542,814	66.2	116,426	14.2	160,863	19.6
2005								
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	78,942	100.0	53,093	67.3	11,710	14.8	14,139	17.9
September	70,233	100.0	46,428	66.1	9,927	14.1	13,878	19.8
October	64,249	100.0	43,844	68.2	8,739	13.6	11,666	18.2
November	62,113	100.0	41,318	66.5	9,508	15.3	11,287	18.2
December	57,722	100.0	40,646	70.4	7,402	12.8	9,674	16.8
Year	845,222	100.0	574,639	68.0	123,482	14.6	147,101	17.4
2006								
January	44,184	100.0	31,445	71.2	5,653	12.8	7,086	16.0
February	48,758	100.0	33,450	68.6	6,204	12.7	9,104	18.7
March	79,363	100.0	54,748	69.0	10,553	13.3	14,062	17.7
April	86,258	100.0	57,142	66.2	14,388	16.7	14,728	17.1
May	96,175	100.0	64,032	66.6	16,352	17.0	15,791	16.4
June	88,055	100.0	56,827	64.5	15,991	18.2	15,237	17.3
July	76,556	100.0	48,349	63.2	14,618	19.1	13,589	17.8
Year								

Table 4
Provincial sales of new motor vehicles, by type and origin, in units and dollars, July

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2004 (No.)	136,563	2,236	485	3,955	3,038	37,250
2005 (No.)	158,796	2,725	569	4,614	3,627	39,113
2006 (No.)	145,561	2,244	519	3,998	3,149	36,605
2006 / 2005 %	-8.3	-17.7	-8.8	-13.4	-13.2	-6.4
2004 (\$'000)	4,256,526	60,318	12,771	111,027	86,656	1,041,362
2005 (\$'000)	5,018,709	73,012	14,734	142,114	98,725	1,090,284
2006 (\$'000)	4,669,519	60,073	14,132	109,584	90,977	1,033,621
2006 / 2005 %	-7.0	-17.7	-4.1	-22.9	-7.8	-5.2
Passenger cars, manufactured in North America						
2004 (No.)	47,867	802	180	1,536	1,270	13,937
2005 (No.)	53,318	1,041	243	1,846	1,420	14,767
2006 (No.)	48,349	818	221	1,523	1,285	13,118
2006 / 2005 %	-9.3	-21.4	-9.1	-17.5	-9.5	-11.2
2004 (\$'000)	1,172,206	18,314	3,987	36,143	29,491	331,221
2005 (\$'000)	1,282,543	23,261	5,426	41,998	32,146	340,092
2006 (\$'000)	1,197,134	18,782	5,098	35,636	29,940	314,419
2006 / 2005 %	-6.7	-19.3	-6.0	-15.1	-6.9	-7.5
Passenger cars, manufactured in Japan						
2004 (No.)	10,122	x	x	230	x	4,400
2005 (No.)	12,749	x	x	276	x	5,632
2006 (No.)	14,618	x	x	378	x	5,844
2006 / 2005 %	14.7	x	x	37.0	x	3.8
2004 (\$'000)	236,014	x	x	4,844	x	91,286
2005 (\$'000)	293,788	x	x	6,003	x	117,744
2006 (\$'000)	348,305	x	x	8,563	x	124,994
2006 / 2005 %	18.6	x	x	42.6	x	6.2
Passenger cars, manufactured in other countries						
2004 (No.)	14,581	x	x	469	x	5,837
2005 (No.)	14,345	x	x	453	x	5,340
2006 (No.)	13,589	x	x	436	x	5,079
2006 / 2005 %	-5.3	x	x	-3.8	x	-4.9
2004 (\$'000)	381,164	x	x	10,022	x	134,208
2005 (\$'000)	401,275	x	x	9,902	x	128,479
2006 (\$'000)	377,516	x	x	9,908	x	122,587
2006 / 2005 %	-5.9	x	x	0.1	x	-4.6
Trucks ¹, manufactured in North America						
2004 (No.)	54,632	x	x	1,464	1,135	10,462
2005 (No.)	67,772	x	x	1,778	1,501	10,540
2006 (No.)	57,394	x	x	1,368	1,132	9,527
2006 / 2005 %	-15.3	x	x	-23.1	-24.6	-9.6
2004 (\$'000)	2,131,435	x	x	51,246	42,296	393,135
2005 (\$'000)	2,665,886	x	x	75,628	50,806	408,522
2006 (\$'000)	2,338,177	x	x	45,970	43,797	370,092
2006 / 2005 %	-12.3	x	x	-39.2	-13.8	-9.4
Trucks ¹, manufactured overseas						
2004 (No.)	9,361	x	x	256	178	2,614
2005 (No.)	10,612	x	x	261	165	2,834
2006 (No.)	11,611	x	x	293	192	3,037
2006 / 2005 %	9.4	x	x	12.3	16.4	7.2
2004 (\$'000)	335,708	x	x	8,772	5,737	91,513
2005 (\$'000)	375,217	x	x	8,584	4,955	95,447
2006 (\$'000)	408,387	x	x	9,507	5,990	101,529
2006 / 2005 %	8.8	x	x	10.8	20.9	6.4

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, July

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2004 (No.)	136,563	50,826	3,875	3,279	15,373	16,246
2005 (No.)	158,796	59,562	5,012	4,238	21,334	18,002
2006 (No.)	145,561	53,337	4,096	3,540	21,067	17,006
2006 / 2005 %	-8.3	-10.5	-18.3	-16.5	-1.3	-5.5
2004 (\$'000)	4,256,526	1,659,018	129,432	108,597	522,353	524,992
2005 (\$'000)	5,018,709	1,929,345	163,048	142,330	752,984	612,133
2006 (\$'000)	4,669,519	1,737,109	137,862	122,398	766,229	597,536
2006 / 2005 %	-7.0	-10.0	-15.4	-14.0	1.8	-2.4
Passenger cars, manufactured in North America						
2004 (No.)	47,867	17,847	1,375	1,034	4,244	5,642
2005 (No.)	53,318	20,226	1,766	1,161	5,361	5,487
2006 (No.)	48,349	18,838	1,430	990	5,240	4,886
2006 / 2005 %	-9.3	-6.9	-19.0	-14.7	-2.3	-11.0
2004 (\$'000)	1,172,206	452,780	33,903	25,552	105,115	135,700
2005 (\$'000)	1,282,543	508,469	42,735	28,551	130,551	129,314
2006 (\$'000)	1,197,134	477,745	35,486	25,373	132,578	122,076
2006 / 2005 %	-6.7	-6.0	-17.0	-11.1	1.6	-5.6
Passenger cars, manufactured in Japan						
2004 (No.)	10,122	3,006	161	90	730	1,252
2005 (No.)	12,749	3,769	170	100	934	1,462
2006 (No.)	14,618	4,387	211	170	1,321	1,840
2006 / 2005 %	14.7	16.4	24.1	70.0	41.4	25.9
2004 (\$'000)	236,014	77,561	4,054	2,334	18,577	32,273
2005 (\$'000)	293,788	95,429	4,010	2,487	23,870	36,017
2006 (\$'000)	348,305	114,907	5,075	4,229	34,912	45,907
2006 / 2005 %	18.6	20.4	26.6	70.0	46.3	27.5
Passenger cars, manufactured in other countries						
2004 (No.)	14,581	4,762	295	236	922	1,374
2005 (No.)	14,345	4,995	280	192	1,006	1,467
2006 (No.)	13,589	4,510	251	178	1,096	1,449
2006 / 2005 %	-5.3	-9.7	-10.4	-7.3	8.9	-1.2
2004 (\$'000)	381,164	143,327	6,743	5,087	25,983	42,788
2005 (\$'000)	401,275	159,895	6,827	4,588	30,456	49,425
2006 (\$'000)	377,516	141,717	6,228	4,747	32,101	48,081
2006 / 2005 %	-5.9	-11.4	-8.8	3.5	5.4	-2.7
Trucks², manufactured in North America						
2004 (No.)	54,632	21,552	1,852	1,753	8,587	6,760
2005 (No.)	67,772	26,425	2,537	2,552	12,856	8,241
2006 (No.)	57,394	21,212	1,890	2,006	11,914	7,356
2006 / 2005 %	-15.3	-19.7	-25.5	-21.4	-7.3	-10.7
2004 (\$'000)	2,131,435	850,520	78,074	69,903	339,377	270,926
2005 (\$'000)	2,665,886	1,014,606	101,014	99,016	525,082	346,860
2006 (\$'000)	2,338,177	843,719	80,391	81,258	512,856	327,258
2006 / 2005 %	-12.3	-16.8	-20.4	-17.9	-2.3	-5.7
Trucks², manufactured overseas						
2004 (No.)	9,361	3,659	192	166	890	1,218
2005 (No.)	10,612	4,147	259	233	1,177	1,345
2006 (No.)	11,611	4,390	314	196	1,496	1,475
2006 / 2005 %	9.4	5.9	21.2	-15.9	27.1	9.7
2004 (\$'000)	335,708	134,831	6,659	5,721	33,301	43,305
2005 (\$'000)	375,217	150,946	8,461	7,690	43,025	50,516
2006 (\$'000)	408,387	159,021	10,682	6,791	53,782	54,214
2006 / 2005 %	8.8	5.3	26.2	-11.7	25.0	7.3

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 July

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.	%
2004										
Newfoundland and Labrador	13,998	-12.4	5,212	-20.3	x	x	x	x	7,693	-16.3
Prince Edward Island	2,810	-1.2	1,130	-11.5	x	x	x	x	1,595	-2.3
Nova Scotia	28,516	-2.5	11,873	-11.9	1,850	-1.4	2,733	43.8	16,456	-4.7
New Brunswick	21,187	-11.5	8,206	-19.5	x	x	x	x	11,274	-13.1
Quebec	252,436	-2.9	91,765	-11.9	34,740	5.7	36,542	8.6	163,047	-4.5
Ontario	357,652	-6.0	126,427	-13.7	21,462	-15.6	31,151	10.9	179,040	-10.5
Manitoba	26,683	-2.4	8,934	-11.4	1,118	-6.7	1,663	33.6	11,715	-6.5
Saskatchewan	22,160	-6.5	6,197	-17.7	724	-20.4	1,275	29.4	8,196	-13.0
Alberta	112,793	-2.1	32,384	-6.5	4,906	-3.7	5,586	30.7	42,876	-2.6
British Columbia ¹	108,413	0.2	37,563	-2.4	8,802	6.1	9,241	13.4	55,606	1.2
Canada	946,648	-4.1	329,691	-11.6	75,739	-3.6	92,068	13.4	497,498	-6.6
2005										
Newfoundland and Labrador	16,013	14.4	6,563	25.9	x	x	x	x	8,983	16.8
Prince Edward Island	2,955	5.2	1,237	9.5	x	x	x	x	1,755	10.0
Nova Scotia	29,249	2.6	12,757	7.4	1,669	-9.8	2,495	-8.7	16,921	2.8
New Brunswick	21,645	2.2	8,759	6.7	x	x	x	x	11,658	3.4
Quebec	256,022	1.4	97,013	5.7	33,763	-2.8	32,633	-10.7	163,409	0.2
Ontario	370,908	3.7	133,849	5.9	22,155	3.2	29,949	-3.9	185,953	3.9
Manitoba	27,943	4.7	9,409	5.3	1,044	-6.6	1,458	-12.3	11,911	1.7
Saskatchewan	23,309	5.2	6,473	4.5	656	-9.4	1,108	-13.1	8,237	0.5
Alberta	129,799	15.1	36,123	11.5	5,684	15.9	6,012	7.6	47,819	11.5
British Columbia ¹	112,662	3.9	37,127	-1.2	9,024	2.5	9,166	-0.8	55,317	-0.5
Canada	990,505	4.6	349,310	6.0	76,196	0.6	86,457	-6.1	511,963	2.9
2006										
Newfoundland and Labrador	14,767	-7.8	6,056	-7.7	x	x	x	x	8,367	-6.9
Prince Edward Island	2,954	0.0	1,310	5.9	x	x	x	x	1,859	5.9
Nova Scotia	29,412	0.6	12,935	1.4	2,119	27.0	2,879	15.4	17,933	6.0
New Brunswick	21,238	-1.9	8,725	-0.4	x	x	x	x	12,007	3.0
Quebec	244,133	-4.6	91,182	-6.0	34,460	2.1	32,968	1.0	158,610	-2.9
Ontario	366,315	-1.2	136,725	2.1	24,605	11.1	30,218	0.9	191,548	3.0
Manitoba	26,148	-6.4	8,650	-8.1	1,272	21.8	1,523	4.5	11,445	-3.9
Saskatchewan	22,537	-3.3	6,326	-2.3	829	26.4	1,113	0.5	8,268	0.4
Alberta	144,214	11.1	37,815	4.7	7,089	24.7	6,544	8.8	51,448	7.6
British Columbia ¹	114,751	1.9	36,269	-2.3	10,968	21.5	10,627	15.9	57,864	4.6
Canada	986,469	-0.4	345,993	-0.9	83,759	9.9	89,597	3.6	519,349	1.4

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 July

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2004								
Newfoundland and Labrador	13,998	-12.4	x	x	x	x	6,305	-7.2
Prince Edward Island	2,810	-1.2	x	x	x	x	1,215	0.2
Nova Scotia	28,516	-2.5	10,640	0.5	1,420	2.1	12,060	0.7
New Brunswick	21,187	-11.5	8,996	-9.4	917	-11.3	9,913	-9.5
Quebec	252,436	-2.9	74,680	3.0	14,709	-12.8	89,389	0.0
Ontario	357,652	-6.0	155,741	0.9	22,871	-12.0	178,612	-1.0
Manitoba	26,683	-2.4	13,808	1.1	1,160	1.3	14,968	1.1
Saskatchewan	22,160	-6.5	12,913	-1.4	1,051	-11.8	13,964	-2.3
Alberta	112,793	-2.1	64,206	-1.3	5,711	-7.1	69,917	-1.8
British Columbia ¹	108,413	0.2	45,011	-0.3	7,796	-4.5	52,807	-0.9
Canada	946,648	-4.1	392,620	0.4	56,530	-10.3	449,150	-1.1
2005								
Newfoundland and Labrador	16,013	14.4	x	x	x	x	7,030	11.5
Prince Edward Island	2,955	5.2	x	x	x	x	1,200	-1.2
Nova Scotia	29,249	2.6	10,862	2.1	1,466	3.2	12,328	2.2
New Brunswick	21,645	2.2	8,969	-0.3	1,018	11.0	9,987	0.7
Quebec	256,022	1.4	74,542	-0.2	18,071	22.9	92,613	3.6
Ontario	370,908	3.7	159,194	2.2	25,761	12.6	184,955	3.6
Manitoba	27,943	4.7	14,639	6.0	1,393	20.1	16,032	7.1
Saskatchewan	23,309	5.2	13,717	6.2	1,355	28.9	15,072	7.9
Alberta	129,799	15.1	74,935	16.7	7,045	23.4	81,980	17.3
British Columbia ¹	112,662	3.9	49,099	9.1	8,246	5.8	57,345	8.6
Canada	990,505	4.6	413,004	5.2	65,538	15.9	478,542	6.5
2006								
Newfoundland and Labrador	14,767	-7.8	x	x	x	x	6,400	-9.0
Prince Edward Island	2,954	0.0	x	x	x	x	1,095	-8.8
Nova Scotia	29,412	0.6	9,813	-9.7	1,666	13.6	11,479	-6.9
New Brunswick	21,238	-1.9	7,984	-11.0	1,247	22.5	9,231	-7.6
Quebec	244,133	-4.6	67,323	-9.7	18,200	0.7	85,523	-7.7
Ontario	366,315	-1.2	147,036	-7.6	27,731	7.6	174,767	-5.5
Manitoba	26,148	-6.4	12,839	-12.3	1,864	33.8	14,703	-8.3
Saskatchewan	22,537	-3.3	12,881	-6.1	1,388	2.4	14,269	-5.3
Alberta	144,214	11.1	83,670	11.7	9,096	29.1	92,766	13.2
British Columbia ¹	114,751	1.9	47,442	-3.4	9,445	14.5	56,887	-0.8
Canada	986,469	-0.4	395,308	-4.3	71,812	9.6	467,120	-2.4

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

Note(s): 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 July

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	%
2004										
Newfoundland and Labrador	377,414	-11.0	118,915	-19.7	x	x	x	x	166,742	-17.0
Prince Edward Island	73,966	-2.1	25,303	-12.2	x	x	x	x	33,744	-5.7
Nova Scotia	805,189	-1.9	274,600	-12.2	38,572	-9.2	60,792	36.9	373,966	-6.5
New Brunswick	612,507	-9.8	189,059	-21.5	x	x	x	x	250,702	-16.7
Quebec	7,128,059	-0.9	2,174,858	-8.9	715,717	2.5	903,670	5.0	3,794,246	-3.8
Ontario	11,501,365	-3.8	3,179,390	-12.6	548,704	-18.1	1,028,646	4.7	4,756,741	-10.1
Manitoba	868,920	-3.2	217,784	-11.4	26,520	-11.8	41,973	24.6	286,277	-7.5
Saskatchewan	727,468	-6.2	152,727	-17.6	17,925	-25.0	28,604	18.6	199,258	-14.6
Alberta	3,778,545	-3.8	791,428	-9.8	125,088	-6.5	174,165	19.2	1,090,683	-5.8
British Columbia ¹	3,506,357	0.7	893,553	-2.7	225,273	6.3	326,921	8.0	1,445,747	0.9
Canada	29,379,789	-2.8	8,017,623	-10.7	1,739,812	-7.0	2,640,665	7.6	12,398,102	-6.8
2005										
Newfoundland and Labrador	428,034	13.4	147,831	24.3	x	x	x	x	194,187	16.5
Prince Edward Island	77,486	4.8	28,253	11.7	x	x	x	x	37,834	12.1
Nova Scotia	852,989	5.9	295,534	7.6	36,780	-4.6	56,598	-6.9	388,914	4.0
New Brunswick	616,373	0.6	203,919	7.9	x	x	x	x	262,737	4.8
Quebec	7,353,678	3.2	2,291,615	5.4	701,885	-1.9	812,488	-10.1	3,805,988	0.3
Ontario	12,277,716	6.8	3,416,886	7.5	582,199	6.1	990,768	-3.7	4,989,852	4.9
Manitoba	966,915	11.3	232,189	6.6	25,382	-4.3	36,511	-13.0	294,082	2.7
Saskatchewan	800,989	10.1	162,704	6.5	16,700	-6.8	25,963	-9.2	205,365	3.1
Alberta	4,580,514	21.2	904,215	14.3	147,538	17.9	186,584	7.1	1,238,340	13.5
British Columbia ¹	3,769,726	7.5	895,224	0.2	224,350	-0.4	318,698	-2.5	1,438,272	-0.5
Canada	31,724,422	8.0	8,578,371	7.0	1,778,200	2.2	2,499,001	-5.4	12,855,571	3.7
2006										
Newfoundland and Labrador	397,033	-7.2	139,414	-5.7	x	x	x	x	185,539	-4.5
Prince Edward Island	77,598	0.1	30,533	8.1	x	x	x	x	40,984	8.3
Nova Scotia	837,611	-1.8	303,735	2.8	48,113	30.8	64,310	13.6	416,159	7.0
New Brunswick	611,082	-0.9	207,296	1.7	x	x	x	x	273,794	4.2
Quebec	7,133,299	-3.0	2,183,793	-4.7	754,328	7.5	837,891	3.1	3,776,011	-0.8
Ontario	12,019,193	-2.1	3,497,017	2.3	662,046	13.7	1,005,672	1.5	5,164,735	3.5
Manitoba	893,383	-7.6	215,670	-7.1	30,448	20.0	38,469	5.4	284,588	-3.2
Saskatchewan	786,332	-1.8	161,621	-0.7	21,520	28.9	26,880	3.5	210,021	2.3
Alberta	5,295,404	15.6	961,045	6.3	188,799	28.0	207,228	11.1	1,357,072	9.6
British Columbia ¹	4,007,894	6.3	906,428	1.3	275,232	22.7	360,997	13.3	1,542,659	7.3
Canada	32,058,827	1.1	8,606,558	0.3	2,031,418	14.2	2,613,590	4.6	13,251,565	3.1

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 July

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2004								
Newfoundland and Labrador	377,414	-11.0	x	x	x	x	210,671	-5.5
Prince Edward Island	73,966	-2.1	x	x	x	x	40,220	1.2
Nova Scotia	805,189	-1.9	382,532	2.6	48,690	1.9	431,222	2.5
New Brunswick	612,507	-9.8	332,105	-3.7	29,701	-10.5	361,807	-4.3
Quebec	7,128,059	-0.9	2,805,262	5.4	528,555	-9.5	3,333,813	2.7
Ontario	11,501,365	-3.8	5,866,138	3.3	878,487	-10.9	6,744,625	1.2
Manitoba	868,920	-3.2	541,572	-0.9	41,071	-0.9	582,644	-0.9
Saskatchewan	727,468	-6.2	491,110	-1.8	37,097	-12.4	528,208	-2.6
Alberta	3,778,545	-3.8	2,471,564	-2.7	216,299	-6.2	2,687,865	-3.0
British Columbia ¹	3,506,357	0.7	1,770,091	2.0	290,522	-7.5	2,060,611	0.6
Canada	29,379,789	-2.8	14,883,545	1.9	2,098,143	-9.3	16,981,688	0.3
2005								
Newfoundland and Labrador	428,034	13.4	x	x	x	x	233,847	11.0
Prince Edward Island	77,486	4.8	x	x	x	x	39,651	-1.4
Nova Scotia	852,989	5.9	416,192	8.8	47,883	-1.7	464,075	7.6
New Brunswick	616,373	0.6	322,405	-2.9	31,230	5.1	353,637	-2.3
Quebec	7,353,678	3.2	2,934,375	4.6	613,315	16.0	3,547,691	6.4
Ontario	12,277,716	6.8	6,329,403	7.9	958,460	9.1	7,287,863	8.1
Manitoba	966,915	11.3	625,654	15.5	47,177	14.9	672,833	15.5
Saskatchewan	800,989	10.1	550,393	12.1	45,230	21.9	595,624	12.8
Alberta	4,580,514	21.2	3,085,038	24.8	257,140	18.9	3,342,178	24.3
British Columbia ¹	3,769,726	7.5	2,019,408	14.1	312,046	7.4	2,331,454	13.1
Canada	31,724,422	8.0	16,521,453	11.0	2,347,398	11.9	18,868,851	11.1
2006								
Newfoundland and Labrador	397,033	-7.2	x	x	x	x	211,494	-9.6
Prince Edward Island	77,598	0.1	x	x	x	x	36,614	-7.7
Nova Scotia	837,611	-1.8	366,287	-12.0	55,165	15.2	421,454	-9.2
New Brunswick	611,082	-0.9	297,999	-7.6	39,288	25.8	337,287	-4.6
Quebec	7,133,299	-3.0	2,737,072	-6.7	620,216	1.1	3,357,288	-5.4
Ontario	12,019,193	-2.1	5,822,248	-8.0	1,032,208	7.7	6,854,456	-5.9
Manitoba	893,383	-7.6	544,656	-12.9	64,139	36.0	608,796	-9.5
Saskatchewan	786,332	-1.8	527,859	-4.1	48,451	7.1	576,310	-3.2
Alberta	5,295,404	15.6	3,604,141	16.8	334,192	30.0	3,938,332	17.8
British Columbia ¹	4,007,894	6.3	2,112,913	4.6	352,321	12.9	2,465,234	5.7
Canada	32,058,827	1.1	16,225,082	-1.8	2,582,182	10.0	18,807,263	-0.3

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

Note(s): 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 ¹		
		Total	North America	Japan	Other countries	Total	North America	Overseas
No.								
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
2005	1,630,310	845,222	574,639	123,482	147,101	785,088	673,205	111,883
\$'000								
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
2005	52,511,583	21,220,807	14,051,867	2,928,424	4,240,519	31,290,777	27,232,050	4,058,725

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 ¹	
	Units	Month/month change	North America		Overseas		Total	
			Units	Month/month change	Units	Month/month change	Units	Month/month change
	No.	%	No.	%	No.	%	No.	%
2004								
January	125,052	-0.2	44,202	-1.2	23,995	13.4	56,854	-4.3
February	129,353	3.4	42,862	-3.0	23,639	-1.5	62,852	10.5
March	135,360	4.6	45,377	5.9	23,776	0.6	66,207	5.3
April	134,474	-0.7	46,640	2.8	22,737	-4.4	65,098	-1.7
May	132,132	-1.7	46,456	-0.4	22,974	1.0	62,702	-3.7
June	130,254	-1.4	45,540	-2.0	22,578	-1.7	62,136	-0.9
July	129,596	-0.5	45,393	-0.3	22,557	-0.1	61,646	-0.8
August	130,555	0.7	45,976	1.3	22,311	-1.1	62,268	1.0
September	128,238	-1.8	43,513	-5.4	22,613	1.4	62,112	-0.3
October	135,638	5.8	45,319	4.2	24,448	8.1	65,872	6.1
November	132,368	-2.4	44,974	-0.8	23,253	-4.9	64,141	-2.6
December	132,173	-0.1	46,560	3.5	22,409	-3.6	63,204	-1.5
2005								
January	125,826	-4.8	42,575	-8.6	21,757	-2.9	61,494	-2.7
February	144,504	14.8	51,796	21.7	21,567	-0.9	71,141	15.7
March	131,837	-8.8	49,244	-4.9	19,247	-10.8	63,345	-11.0
April	140,800	6.8	50,961	3.5	23,141	20.2	66,698	5.3
May	128,115	-9.0	42,225	-17.1	22,834	-1.3	63,056	-5.5
June	139,639	9.0	49,393	17.0	22,889	0.2	67,357	6.8
July	153,722	10.1	49,754	0.7	26,051	13.8	77,917	15.7
August	137,690	-10.4	48,935	-1.6	23,039	-11.6	65,717	-15.7
September	124,870	-9.3	47,673	-2.6	21,995	-4.5	55,202	-16.0
October	130,773	4.7	47,989	0.7	22,246	1.1	60,538	9.7
November	137,043	4.8	46,547	-3.0	23,687	6.5	66,808	10.4
December	135,492	-1.1	47,547	2.1	22,131	-6.6	65,815	-1.5
2006								
January	136,795	1.0	49,341	3.8	21,447	-3.1	66,007	0.3
February	136,780	0.0	48,703	-1.3	21,681	1.1	66,395	0.6
March	137,973	0.9	48,847	0.3	22,456	3.6	66,670	0.4
April ^r	136,849	-0.8	46,397	-5.0	24,270	8.1	66,182	-0.7
May ^r	135,690	-0.8	46,292	-0.2	24,319	0.2	65,078	-1.7
June ^r	135,345	-0.3	47,554	2.7	25,538	5.0	62,253	-4.3
July ^p	139,399	3.0	45,335	-4.7	26,979	5.6	67,085	7.8

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

Note(s): 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 and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
2004						
January	125,052	1,813	369	3,680	2,934	32,508
February	129,353	1,815	360	3,188	2,852	33,299
March	135,360	1,869	393	3,816	2,924	36,082
April	134,474	1,849	439	3,960	2,809	34,562
May	132,132	1,887	391	3,900	2,699	34,322
June	130,254	1,826	385	4,100	2,767	33,397
July	129,596	1,874	381	3,702	2,849	33,618
August	130,555	1,986	370	3,679	2,880	33,837
September	128,238	1,993	416	3,742	2,913	32,594
October	135,638	2,186	407	4,098	3,266	33,912
November	132,368	1,910	361	3,671	2,803	33,177
December	132,173	1,888	424	3,627	2,821	33,773
2005						
January	125,826	1,809	391	3,598	2,573	33,977
February	144,504	2,185	434	4,040	3,106	36,108
March	131,837	2,139	375	3,625	2,773	33,912
April	140,800	2,181	432	4,089	2,983	35,069
May	128,115	2,055	376	3,693	2,564	32,219
June	139,639	2,072	420	3,910	2,882	35,190
July	153,722	2,392	440	4,288	3,428	36,343
August	137,690	1,788	430	4,068	2,958	33,149
September	124,870	1,789	315	3,733	2,492	29,368
October	130,773	2,048	383	3,517	2,808	33,472
November	137,043	2,319	492	3,792	2,842	35,462
December	135,492	2,122	360	3,801	2,819	33,504
2006						
January	136,795	2,162	396	4,725	2,831	32,735
February	136,780	1,898	429	3,939	2,862	32,920
March	137,973	1,873	417	4,263	2,847	32,970
April	136,849	1,963	396	3,818	2,809	33,163
May	135,690	1,936	415	3,683	2,805	32,452
June	135,345	2,159	399	3,763	2,832	32,045
July	139,399	1,966	419	3,730	2,944	33,286

Table 8 – continued

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

Period	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories ¹
2004						
January	125,052	48,582	3,604	2,824	14,913	13,825
February	129,353	50,497	3,900	3,450	16,050	13,943
March	135,360	51,464	3,725	3,291	16,388	15,408
April	134,474	52,004	4,000	3,276	16,150	15,425
May	132,132	50,160	3,815	3,233	16,209	15,516
June	130,254	49,661	3,767	3,208	15,691	15,452
July	129,596	49,585	3,640	2,988	15,711	15,248
August	130,555	49,656	3,704	3,293	15,972	15,178
September	128,238	48,044	3,757	3,219	16,437	15,122
October	135,638	51,302	3,910	3,477	17,487	15,595
November	132,368	49,944	3,816	3,379	17,644	15,664
December	132,173	50,028	3,693	3,185	17,504	15,230
2005						
January	125,826	47,741	3,498	2,730	15,996	13,512
February	144,504	57,356	4,305	3,236	18,130	15,604
March	131,837	49,775	3,849	3,231	17,458	14,700
April	140,800	52,380	3,930	3,584	18,984	17,167
May	128,115	48,347	3,535	3,244	16,843	15,240
June	139,639	52,299	3,959	3,514	18,995	16,398
July	153,722	59,357	4,766	3,954	21,779	16,975
August	137,690	51,532	3,994	3,362	19,394	17,015
September	124,870	46,676	3,596	3,141	18,391	15,370
October	130,773	49,117	3,551	2,789	18,221	14,868
November	137,043	51,894	3,612	3,289	18,844	14,497
December	135,492	51,241	3,907	3,178	19,326	15,234
2006						
January	136,795	51,791	3,825	3,017	20,016	15,298
February	136,780	51,381	3,589	3,331	20,706	15,726
March	137,973	51,782	3,825	3,310	20,159	16,526
April	136,849	51,609	3,651	3,193	20,228	16,019
May	135,690	50,736	3,638	3,416	20,574	16,036
June	135,345	50,724	3,742	3,357	20,108	16,215
July	139,399	52,174	3,855	3,389	21,444	16,191

Definitions

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

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 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.¹

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.² The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality

1. *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.*

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

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."³ 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 method⁴ 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.⁵ 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.

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

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

5. MCD = 9 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 12 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

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.