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New motor vehicle sales

March 2004



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Statistics Canada
Marketing and Clients Services

New motor vehicle sales

March 2004

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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^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 confidential to meet secrecy 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

March and first quarter 2004

- The number of new motor vehicles sold in March advanced 4.1% compared with February. This third consecutive increase brought first quarter sales up to about the same level as in the last quarter of 2003. While the first three months of 2004 posted rising sales, they were still 8.2% lower than in the same three-month period in 2003.

Analysis

March and first quarter 2004

The number of new motor vehicles sold in March advanced 4.1% compared with February. This third consecutive increase brought first quarter sales up to about the same level as in the last quarter of 2003. While the first three months of 2004 posted rising sales, they were still 8.2% lower than in the same three-month period in 2003.

According to preliminary figures for the auto industry, the number of new motor vehicles sold in April rose 2.5%, with most of the increase attributable to passenger cars.

In all, 133,407 new motor vehicles were sold in March, 5,210 vehicles more than in February. Of this increase, two-thirds were trucks. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

New motor vehicle sales followed a downward movement in the second half of 2003. During the first part of 2003, sales fluctuated considerably, but the trend was relatively stable. Previously, new motor vehicle sales have remained at record levels throughout 2002, following a period of sustained growth in 2001.

Trucks continue to increase their market share

Following a period of declines in the latter part of 2003, new motor vehicle sales rebounded in the first part of 2004, stimulated in part by incentive programs. While both categories of vehicles were targeted, trucks have continued to increase their market share.

The number of new trucks sold in March rose 5.8% to 65,697 units. In March, trucks captured 49% of the market share of all new motor vehicles, compared with 46% for the same month of 2003. The most recent market share is the highest in the last five years, that is, since March 1999 (49%).

Sales of new passenger cars were 2.5% higher than in February at 67,710 vehicles. This too is the third gain in three months. Both North American-built and overseas-built cars contributed to this increase.

Sales of both passenger cars and trucks rose in the first three months of 2004, following a pronounced downward movement in the second half of 2003. For passenger cars, this movement began in the fall of 2002. For trucks, which did not show the same weakness, it began much later, in the fall of 2003. Previously, sales of both categories of vehicles were stable during 2002, following an upward movement that began at the start of 2001.

Quarterly sales favour trucks

Only new truck sales posted an increase in the first three months of 2004 compared with the previous quarter. During this period, truck sales advanced 2.0% while passenger car sales posted a 2.2% decline, entirely attributable to North American-built cars (-4.0%).

While truck sales rose in the first quarter of 2004, this was not the case in the previous quarter, when they fell substantially (-12.9%). Sales of passenger cars fell 7.0% during the same period.

Sales fluctuate by province

Compared with February, new motor vehicle sales advanced in March in most provinces, except Saskatchewan (-6.4%), Prince Edward Island (-1.3%), New Brunswick (-0.9%) and Alberta (-0.8%). For each of these provinces,

the declines followed increases, which were especially sizable in the case of Saskatchewan and, to some extent, Prince Edward Island.

Sales advanced the most in Nova Scotia (+15.9%), followed by the region formed by British Columbia and the territories (+12.4%). In each of these regions, the gain followed a stretch of declining sales.

In Quebec (+8.1%) and Ontario (+1.3%), sales advanced in the first three months of 2004. Previously, sales in Quebec rose throughout most of 2002, then stabilized in the first half of 2003 at a fairly high level. In Ontario, sales have generally followed a downward movement since the start of 2003, after remaining at a high level throughout 2002.

Chart 1

New motor vehicle sales, seasonally adjusted, in units, 2001-2004

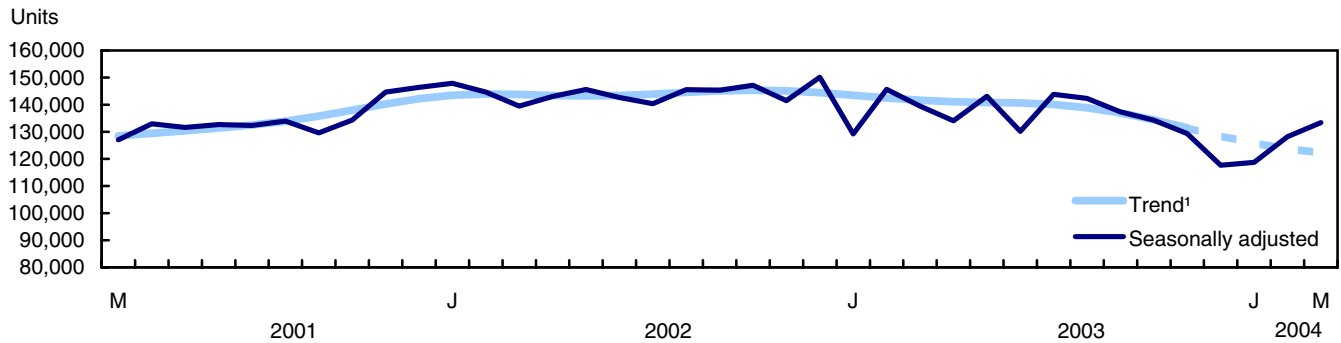


Chart 2

Passenger car sales, seasonally adjusted, in units, 2001-2004

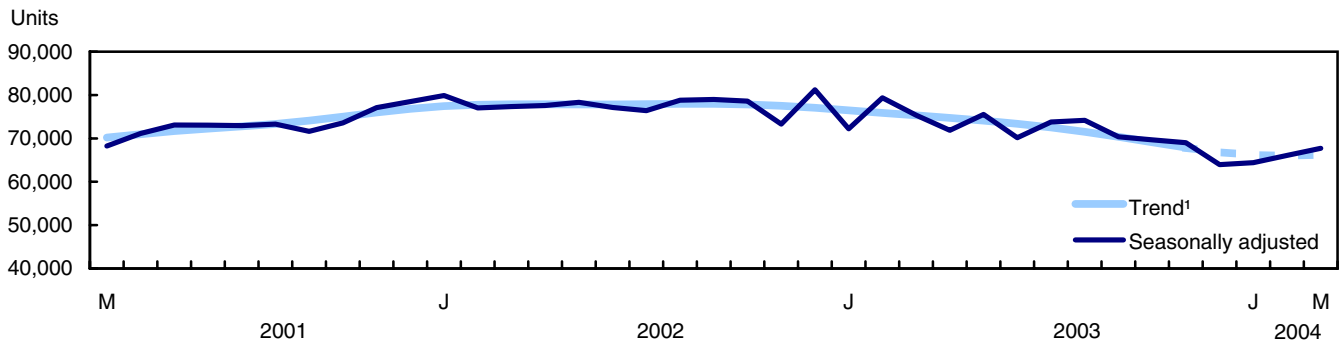


Chart 3

Truck, van and bus sales, seasonally adjusted, in units, 2001-2004

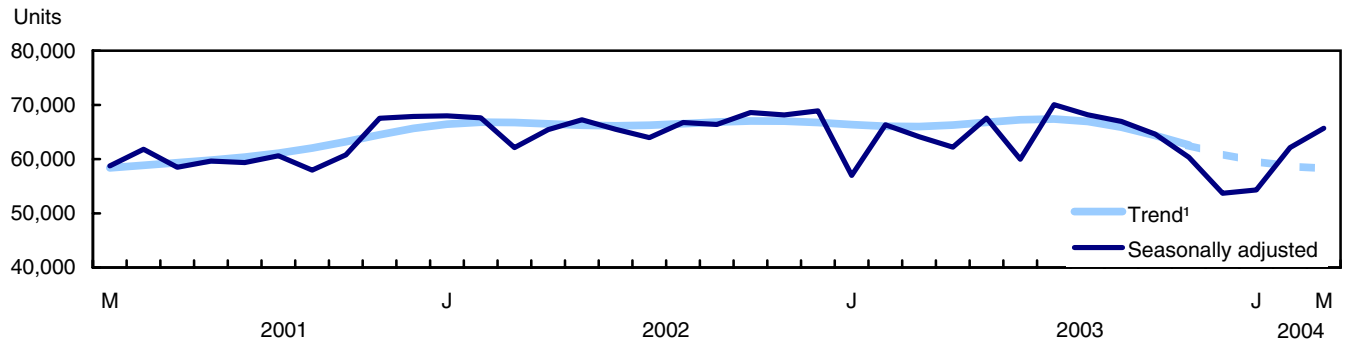


Chart 4

Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2001-2004

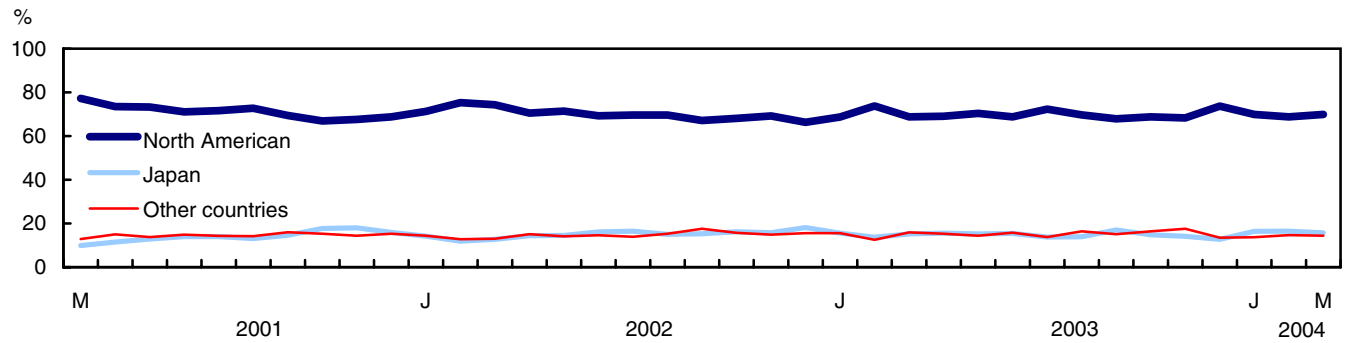
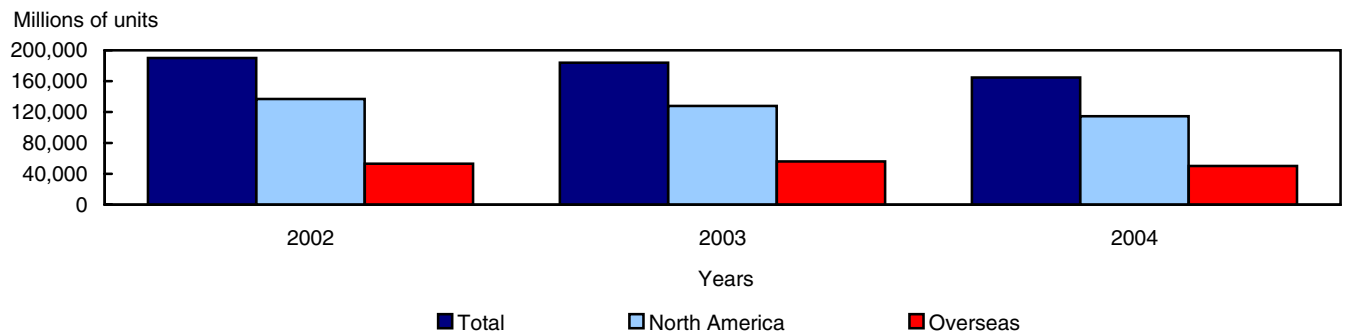


Chart 5

Cumulative sales of new passenger cars, by origin, in units, 2001-2004 January - March



Note to readers

All data in this release are seasonally adjusted unless otherwise indicated. Seasonally adjusted provincial data back to January 1991 are available on CANSIM.

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.

Related products

Selected publications from Statistics Canada

63-005-XIB	Retail trade
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Note on CANSIM

All current and historical statistics on New Motor Vehicle Sales (tables 0790001-0790002) as well as many other series are available to the public from Statistics Canada's computerized data bank CANSIM (Canadian Socio-Economic Information Management System) via terminal, on computer printouts, or in machine readable form.

For further information, please visit CANSIM.

Selected CANSIM tables from Statistics Canada

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

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

- *Canadian Statistics - New motor vehicle sales*
- *Economic indicators - Canada*
- *Canadian Statistics - New motor vehicle sales*
- *Canadian Statistics - New motor vehicle sales, provinces*

Statistical Tables

Table 1-1

Monthly sales of new motor vehicles, by type and origin, in units, 2002 - 2004

Period	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.	%
2002										
January	112,105	15.8	41,820	11.0	7,153	47.9	7,297	16.2	56,270	15.3
February	103,981	16.6	37,067	10.4	7,556	43.7	7,965	15.9	52,588	15.1
March	150,286	5.0	57,955	4.3	11,730	20.1	11,433	9.3	81,118	7.0
April	167,558	11.6	66,005	11.7	15,387	32.3	13,912	12.8	95,304	14.8
May	186,313	10.2	74,074	3.7	17,586	25.6	14,837	3.8	106,497	6.8
June	168,305	4.5	62,931	-3.0	13,584	16.5	13,872	9.3	90,387	1.3
July	141,101	8.1	52,993	3.9	12,070	12.4	13,916	18.5	78,979	7.5
August	150,865	8.5	57,576	8.9	13,696	-2.2	13,239	9.4	84,511	7.0
September	144,297	13.6	54,782	17.6	12,536	1.3	11,807	18.6	79,125	14.8
October	137,951	11.1	49,822	5.4	13,594	24.7	11,681	11.4	75,097	9.4
November	127,244	-3.5	44,232	-11.5	10,058	1.0	10,060	-0.6	64,350	-8.1
December	143,312	5.5	52,048	4.3	9,646	22.7	8,784	3.6	70,478	6.4
Year	1,733,318	8.5	651,305	5.1	144,596	17.6	138,803	10.3	934,704	7.6
2003										
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
Year	1,626,468	-6.2	604,726	-7.2	126,908	-12.2	133,841	-3.6	865,475	-7.4
2004										
January	85,238	-10.7	30,151	-12.2	7,074	-6.9	5,917	-25.5	43,142	-13.5
February	94,778	-10.1	31,676	-16.1	7,608	-10.8	6,745	-19.4	46,029	-15.8
March ^P	149,624	0.5	52,775	-5.5	11,871	-1.6	10,904	-4.8	75,550	-4.8
April										
May										
June										
July										
August										
September										
October										
November										
December										
Year										

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 units, 2002 - 2004

Period	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.	%
2002								
January	112,105	15.8	48,802	12.1	7,033	56.9	55,835	16.3
February	103,981	16.6	45,464	17.4	5,929	25.5	51,393	18.3
March	150,286	5.0	61,640	1.1	7,528	17.0	69,168	2.6
April	167,558	11.6	63,785	4.9	8,469	33.7	72,254	7.6
May	186,313	10.2	70,834	14.6	8,982	19.0	79,816	15.1
June	168,305	4.5	69,010	7.0	8,908	22.0	77,918	8.5
July	141,101	8.1	53,444	6.4	8,678	28.4	62,122	9.0
August	150,865	8.5	57,466	9.4	8,888	17.8	66,354	10.5
September	144,297	13.6	56,855	11.1	8,317	19.5	65,172	12.2
October	137,951	11.1	53,476	10.0	9,378	34.6	62,854	13.1
November	127,244	-3.5	53,964	-0.8	8,930	19.3	62,894	1.7
December	143,312	5.5	64,130	5.6	8,704	-1.2	72,834	4.7
Year	1,733,318	8.5	698,870	7.9	99,744	22.6	798,614	9.5
2003								
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
Year	1,626,468	-6.2	654,136	-6.4	106,857	7.1	760,993	-4.7
2004								
January	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
February	94,778	-10.1	42,614	-2.1	6,135	-15.1	48,749	-3.9
March ^P	149,624	0.5	65,555	8.7	8,519	-7.6	74,074	6.5
April								
May								
June								
July								
August								
September								
October								
November								
December								
Year								

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

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

Table 2-1

Monthly sales of new motor vehicles, by type and origin, in dollars, 2002 - 2004

Period	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	%
2002										
January	3,412,178	19.3	1,003,521	12.7	173,817	58.6	216,775	16.8	1,394,112	17.6
February	3,174,004	19.4	871,644	10.5	187,520	59.8	238,430	11.5	1,297,595	15.8
March	4,504,327	6.4	1,367,549	5.9	289,520	28.0	362,393	16.4	2,019,461	10.4
April	4,945,277	12.9	1,568,292	12.6	373,792	37.7	427,937	17.5	2,370,020	16.8
May	5,463,686	12.6	1,760,819	5.7	414,062	26.7	446,139	5.6	2,621,020	8.5
June	5,034,008	7.3	1,517,592	-1.3	325,654	21.4	423,205	14.9	2,266,450	4.2
July	4,195,497	11.9	1,260,735	5.6	291,510	19.2	392,289	19.2	1,944,534	10.0
August	4,517,781	13.1	1,374,571	11.6	326,726	4.3	365,941	7.3	2,067,238	9.6
September	4,362,089	17.4	1,303,544	19.1	307,681	4.2	351,096	21.1	1,962,320	16.8
October	4,239,363	14.7	1,189,282	7.9	333,272	24.9	347,121	12.3	1,869,675	11.4
November	3,969,183	0.6	1,056,203	-11.7	247,101	-1.4	315,283	0.2	1,618,587	-8.1
December	4,410,106	7.5	1,247,543	4.8	230,639	20.0	282,289	8.2	1,760,471	7.1
Year	52,227,499	11.4	15,521,295	6.5	3,501,294	21.5	4,168,898	12.4	23,191,483	9.6
2003										
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
Year	50,493,308	-3.3	14,565,218	-6.2	2,988,274	-14.7	4,132,093	-0.9	21,685,587	-6.5
2004										
January	2,711,635	-7.8	714,925	-13.3	155,729	-12.9	183,723	-23.0	1,054,378	-15.1
February	3,005,467	-8.3	755,094	-16.2	171,197	-16.1	225,879	-11.1	1,152,171	-15.3
March P	4,675,824	1.2	1,256,631	-6.4	275,102	-4.3	354,138	-0.2	1,885,871	-5.0
April										
May										
June										
July										
August										
September										
October										
November										
December										
Year										

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

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

Table 2-2

Monthly sales of new motor vehicles, by type and origin, in dollars, 2002 - 2004

Period	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	%
2002								
January	3,412,178	19.3	1,779,369	16.7	238,696	60.5	2,018,065	20.6
February	3,174,004	19.4	1,667,702	21.3	208,707	28.4	1,876,409	22.0
March	4,504,327	6.4	2,229,610	2.1	255,256	16.9	2,484,866	3.4
April	4,945,277	12.9	2,290,546	7.1	284,711	32.3	2,575,257	9.4
May	5,463,686	12.6	2,538,344	16.0	304,322	21.6	2,842,666	16.6
June	5,034,008	7.3	2,467,958	8.7	299,599	21.2	2,767,558	9.9
July	4,195,497	11.9	1,964,517	11.7	286,446	27.8	2,250,963	13.5
August	4,517,781	13.1	2,153,296	15.9	297,247	19.1	2,450,543	16.2
September	4,362,089	17.4	2,118,915	17.7	280,853	18.8	2,399,768	17.8
October	4,239,363	14.7	2,045,255	15.1	324,433	33.2	2,369,688	17.3
November	3,969,183	0.6	2,037,884	5.8	312,712	19.8	2,350,596	7.5
December	4,410,106	7.5	2,339,740	8.5	309,895	2.6	2,649,635	7.8
Year	52,227,499	11.4	25,633,136	11.7	3,402,877	23.3	29,036,014	12.9
2003								
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
Year	50,493,308	-3.3	24,845,915	-3.1	3,961,804	16.4	28,807,720	-0.8
2004								
January	2,711,635	-7.8	1,433,529	-2.3	223,728	-3.6	1,657,257	-2.5
February	3,005,467	-8.3	1,615,159	-2.2	238,137	-9.9	1,853,296	-3.3
March ^P	4,675,824	1.2	2,469,121	7.5	320,831	-5.2	2,789,953	5.9
April								
May								
June								
July								
August								
September								
October								
November								
December								
Year								

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

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

Table 3

Average monthly prices of passenger cars, by origin, 2002 - 2004

Period	North America		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%
2002						
January	23,996	1.5	24,300	7.2	29,707	0.5
February	23,515	0.1	24,817	11.2	29,935	-3.8
March	23,597	1.5	24,682	6.6	31,697	6.5
April	23,760	0.8	24,293	4.1	30,760	4.2
May	23,771	1.9	23,545	0.8	30,069	1.8
June	24,115	1.8	23,973	4.2	30,508	5.1
July	23,791	1.7	24,152	6.0	28,190	0.6
August	23,874	2.5	23,856	6.6	27,641	-2.0
September	23,795	1.3	24,544	2.9	29,736	2.1
October	23,871	2.4	24,516	0.2	29,717	0.8
November	23,879	-0.2	24,568	-2.3	31,340	0.8
December	23,969	0.5	23,910	-2.1	32,137	4.5
Year	23,831	1.3	24,214	3.3	30,035	1.8
2003						
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
Year	24,086	1.1	23,547	-2.8	30,873	2.8
2004						
January	23,712	-1.3	22,014	-6.4	31,050	3.4
February	23,838	-0.2	22,502	-5.9	33,488	10.3
March ^P	23,811	-0.9	23,174	-2.7	32,478	4.8
April						
May						
June						
July						
August						
September						
October						
November						
December						
Year						

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

Table 4

Monthly market share of new passenger car sales (units), by origin, Canada, 2002 - 2004

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.	%
2002								
January	56,270	100.0	41,820	74.3	7,153	12.7	7,297	13.0
February	52,588	100.0	37,067	70.5	7,556	14.4	7,965	15.1
March	81,118	100.0	57,955	71.4	11,730	14.5	11,433	14.1
April	95,304	100.0	66,005	69.3	15,387	16.1	13,912	14.6
May	106,497	100.0	74,074	69.6	17,586	16.5	14,837	13.9
June	90,387	100.0	62,931	69.6	13,584	15.0	13,872	15.3
July	78,979	100.0	52,993	67.1	12,070	15.3	13,916	17.6
August	84,511	100.0	57,576	68.1	13,696	16.2	13,239	15.7
September	79,125	100.0	54,782	69.2	12,536	15.8	11,807	14.9
October	75,097	100.0	49,822	66.3	13,594	18.1	11,681	15.6
November	64,350	100.0	44,232	68.7	10,058	15.6	10,060	15.6
December	70,478	100.0	52,048	73.8	9,646	13.7	8,784	12.5
Year	934,704	100.0	651,305	69.7	144,596	15.5	138,803	14.8
2003								
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
Year	865,475	100.0	604,726	69.9	126,908	14.7	133,841	15.5
2004								
January	43,142	100.0	30,151	69.9	7,074	16.4	5,917	13.7
February	46,029	100.0	31,676	68.8	7,608	16.5	6,745	14.7
March ^P	75,550	100.0	52,775	69.9	11,871	15.7	10,904	14.4
April								
May								
June								
July								
August								
September								
October								
November								
December								
Year								

Table 5-1

Provincial sales of new motor vehicles, by type and origin, in units and dollars, 2002 - 2004, March

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2002 (No.)	150,286	2,276	412	4,334	3,959	37,904
2003 (No.)	148,922	2,185	365	4,002	3,559	39,456
2004 (No.)	149,624	2,019	355	4,231	3,380	41,818
2004 / 2003 %	0.5	-7.6	-2.7	5.7	-5.0	6.0
2002 (\$'000)	4,504,327	58,403	10,744	115,924	113,753	1,037,247
2003 (\$'000)	4,619,716	57,890	9,440	110,656	101,337	1,125,046
2004 (\$'000)	4,675,824	55,502	9,405	126,999	96,554	1,180,590
2004 / 2003 %	1.2	-4.1	-0.4	14.8	-4.7	4.9
Passenger cars, manufactured in North America						
2002 (No.)	57,955	1,000	192	2,055	1,705	15,517
2003 (No.)	55,863	888	188	1,887	1,638	15,840
2004 (No.)	52,775	794	131	1,653	1,342	16,260
2004 / 2003 %	-5.5	-10.6	-30.3	-12.4	-18.1	2.7
2002 (\$'000)	1,367,549	22,261	4,306	46,240	39,462	344,987
2003 (\$'000)	1,342,055	20,282	4,215	43,669	38,744	364,167
2004 (\$'000)	1,256,631	17,745	2,855	37,668	30,441	373,772
2004 / 2003 %	-6.4	-12.5	-32.3	-13.7	-21.4	2.6
Passenger cars, manufactured in Japan						
2002 (No.)	11,730	x	x	294	x	4,410
2003 (No.)	12,065	x	x	256	x	4,925
2004 (No.)	11,871	x	x	271	x	5,558
2004 / 2003 %	-1.6	x	x	5.9	x	12.9
2002 (\$'000)	289,520	x	x	6,559	x	96,938
2003 (\$'000)	287,456	x	x	5,962	x	104,731
2004 (\$'000)	275,102	x	x	5,970	x	115,553
2004 / 2003 %	-4.3	x	x	0.1	x	10.3
Passenger cars, manufactured in other countries						
2002 (No.)	11,433	x	x	306	x	4,611
2003 (No.)	11,457	x	x	250	x	4,701
2004 (No.)	10,904	x	x	257	x	4,636
2004 / 2003 %	-4.8	x	x	2.8	x	-1.4
2002 (\$'000)	362,393	x	x	7,460	x	122,301
2003 (\$'000)	354,970	x	x	6,019	x	124,381
2004 (\$'000)	354,138	x	x	5,964	x	129,404
2004 / 2003 %	-0.2	x	x	-0.9	x	4.0
Trucks², manufactured in North America						
2002 (No.)	61,640	x	x	1,490	1,669	11,383
2003 (No.)	60,318	x	x	1,417	1,365	11,470
2004 (No.)	65,555	x	x	1,844	1,567	13,217
2004 / 2003 %	8.7	x	x	30.1	14.8	15.2
2002 (\$'000)	2,229,610	x	x	49,796	61,028	409,802
2003 (\$'000)	2,296,628	x	x	48,405	49,097	442,935
2004 (\$'000)	2,469,121	x	x	69,973	54,782	484,534
2004 / 2003 %	7.5	x	x	44.6	11.6	9.4
Trucks², manufactured overseas						
2002 (No.)	7,528	x	x	189	121	1,983
2003 (No.)	9,219	x	x	192	143	2,520
2004 (No.)	8,519	x	x	206	128	2,147
2004 / 2003 %	-7.6	x	x	7.3	-10.5	-14.8

See footnotes at the end of the table.

Table 5-1 – continued

Provincial sales of new motor vehicles, by type and origin, in units and dollars, 2002 - 2004, March

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
2002 (\$'000)	255,256	x	x	5,869	3,673	63,220
2003 (\$'000)	338,607	x	x	6,600	4,664	88,831
2004 (\$'000)	320,831	x	x	7,424	4,167	77,327
2004 / 2003 %	-5.2	x	x	12.5	-10.7	-13.0

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.
2. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Table 5-2

Provincial sales of new motor vehicles, by type and origin, in units and dollars, 2002 - 2004, March

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2002 (No.)	150,286	60,357	4,041	3,477	17,455	16,071
2003 (No.)	148,922	59,863	3,927	3,686	16,654	15,225
2004 (No.)	149,624	57,244	3,932	3,463	17,027	16,155
2004 / 2003 %	0.5	-4.4	0.1	-6.0	2.2	6.1
2002 (\$'000)	4,504,327	1,840,364	130,286	114,318	578,958	504,331
2003 (\$'000)	4,619,716	1,877,491	131,703	120,295	595,520	490,340
2004 (\$'000)	4,675,824	1,846,053	130,841	115,418	593,607	520,855
2004 / 2003 %	1.2	-1.7	-0.7	-4.1	-0.3	6.2
Passenger cars, manufactured in North America						
2002 (No.)	57,955	24,295	1,401	1,080	5,238	5,472
2003 (No.)	55,863	23,009	1,404	1,193	4,665	5,151
2004 (No.)	52,775	20,464	1,274	855	4,304	5,698
2004 / 2003 %	-5.5	-11.1	-9.3	-28.3	-7.7	10.6
2002 (\$'000)	1,367,549	594,463	33,737	26,141	128,651	127,302
2003 (\$'000)	1,342,055	567,857	34,376	29,194	117,675	121,876
2004 (\$'000)	1,256,631	505,692	30,242	20,316	103,859	134,041
2004 / 2003 %	-6.4	-10.9	-12.0	-30.4	-11.7	10.0
Passenger cars, manufactured in Japan						
2002 (No.)	11,730	4,198	197	109	699	1,425
2003 (No.)	12,065	4,029	168	133	759	1,357
2004 (No.)	11,871	3,399	151	103	709	1,369
2004 / 2003 %	-1.6	-15.6	-10.1	-22.6	-6.6	0.9
2002 (\$'000)	289,520	112,792	5,194	3,074	19,078	37,352
2003 (\$'000)	287,456	105,362	4,227	3,695	20,526	34,139
2004 (\$'000)	275,102	88,114	3,542	2,589	17,995	35,098
2004 / 2003 %	-4.3	-16.4	-16.2	-29.9	-12.3	2.8
Passenger cars, manufactured in other countries						
2002 (No.)	11,433	4,048	157	115	623	1,092
2003 (No.)	11,457	4,126	155	150	550	1,156
2004 (No.)	10,904	3,680	137	135	616	1,073
2004 / 2003 %	-4.8	-10.8	-11.6	-10.0	12.0	-7.2
2002 (\$'000)	362,393	150,375	4,664	2,984	21,845	43,566
2003 (\$'000)	354,970	145,504	4,361	3,774	19,857	43,342
2004 (\$'000)	354,138	136,675	4,402	3,467	23,168	43,298
2004 / 2003 %	-0.2	-6.1	0.9	-8.1	16.7	-0.1
Trucks², manufactured in North America						
2002 (No.)	61,640	24,752	2,142	2,035	10,225	6,974
2003 (No.)	60,318	24,782	2,046	2,051	9,784	6,459
2004 (No.)	65,555	26,212	2,200	2,201	10,511	6,809
2004 / 2003 %	8.7	5.8	7.5	7.3	7.4	5.4
2002 (\$'000)	2,229,610	876,565	81,895	77,597	386,062	255,693
2003 (\$'000)	2,296,628	911,203	83,059	78,079	404,529	248,422
2004 (\$'000)	2,469,121	978,257	86,539	83,174	414,838	263,308
2004 / 2003 %	7.5	7.4	4.2	6.5	2.5	6.0
Trucks², manufactured overseas						
2002 (No.)	7,528	3,064	144	138	670	1,108
2003 (No.)	9,219	3,917	154	159	896	1,102
2004 (No.)	8,519	3,489	170	169	887	1,206
2004 / 2003 %	-7.6	-10.9	10.4	6.3	-1.0	9.4
2002 (\$'000)	255,256	106,170	4,796	4,521	23,322	40,418
2003 (\$'000)	338,607	147,565	5,680	5,553	32,933	42,560
2004 (\$'000)	320,831	137,314	6,115	5,871	33,748	45,111
2004 / 2003 %	-5.2	-6.9	7.7	5.7	2.5	6.0

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

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

Table 6-1

Year to date provincial sales of new motor vehicles, by type and origin, in units, January - March, 2002 - 2004

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.	%
2002										
Newfoundland and Labrador	4,984	12.0	2,089	15.6	x	x	x	x	2,871	14.4
Prince Edward Island	950	22.0	410	25.4	x	x	x	x	529	30.0
Nova Scotia	9,759	14.1	4,428	26.0	547	14.2	650	23.1	5,625	24.4
New Brunswick	8,764	15.0	3,516	19.3	x	x	x	x	4,470	17.0
Quebec	86,934	6.5	35,080	4.3	9,734	20.6	10,184	16.4	54,998	9.0
Ontario	147,223	10.5	57,255	2.9	9,465	42.0	9,727	6.2	76,447	7.0
Manitoba	10,520	19.7	3,466	21.8	433	37.5	392	27.3	4,291	23.7
Saskatchewan	8,769	9.5	2,611	5.5	291	38.6	320	9.6	3,222	8.2
Alberta	44,696	14.1	13,220	21.0	1,671	28.5	1,487	15.3	16,378	21.1
British Columbia ¹	43,773	18.7	14,767	16.4	3,479	60.8	2,899	26.8	21,145	23.4
Canada	366,372	11.3	136,842	7.9	26,439	33.1	26,695	13.1	189,976	11.6
2003										
Newfoundland and Labrador	4,520	-9.3	1,755	-16.0	x	x	x	x	2,519	-12.3
Prince Edward Island	823	-13.4	368	-10.2	x	x	x	x	463	-12.5
Nova Scotia	9,077	-7.0	3,870	-12.6	562	2.7	607	-6.6	5,039	-10.4
New Brunswick	7,803	-11.0	3,314	-5.7	x	x	x	x	4,251	-4.9
Quebec	87,027	0.1	34,169	-2.6	10,716	10.1	10,967	7.7	55,852	1.6
Ontario	138,809	-5.7	52,341	-8.6	9,796	3.5	9,896	1.7	72,033	-5.8
Manitoba	9,515	-9.6	3,259	-6.0	387	-10.6	416	6.1	4,062	-5.3
Saskatchewan	8,648	-1.4	2,608	-0.1	339	16.5	379	18.4	3,326	3.2
Alberta	41,779	-6.5	11,681	-11.6	1,921	15.0	1,490	0.2	15,092	-7.9
British Columbia ¹	41,789	-4.5	14,577	-1.3	3,522	1.2	3,177	9.6	21,276	0.6
Canada	349,790	-4.5	127,942	-6.5	28,200	6.7	27,771	4.0	183,913	-3.2
2004										
Newfoundland and Labrador	4,101	-9.3	1,564	-10.9	x	x	x	x	2,168	-13.9
Prince Edward Island	791	-3.9	320	-13.0	x	x	x	x	403	-13.0
Nova Scotia	8,733	-3.8	3,378	-12.7	536	-4.6	518	-14.7	4,432	-12.0
New Brunswick	7,316	-6.2	2,914	-12.1	x	x	x	x	3,656	-14.0
Quebec	84,731	-2.6	32,023	-6.3	11,990	11.9	9,315	-15.1	53,328	-4.5
Ontario	127,210	-8.4	44,913	-14.2	7,495	-23.5	8,403	-15.1	60,811	-15.6
Manitoba	9,149	-3.8	3,067	-5.9	374	-3.4	317	-23.8	3,758	-7.5
Saskatchewan	7,940	-8.2	2,134	-18.2	237	-30.1	245	-35.4	2,616	-21.3
Alberta	40,724	-2.5	10,836	-7.2	1,699	-11.6	1,386	-7.0	13,921	-7.8
British Columbia ¹	38,945	-6.8	13,453	-7.7	3,505	-0.5	2,670	-16.0	19,628	-7.7
Canada	329,640	-5.8	114,602	-10.4	26,553	-5.8	23,566	-15.1	164,721	-10.4

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

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

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

Table 6-2

Year to date provincial sales of new motor vehicles, by type and origin, in units, January - March, 2002 - 2004

Province	Total new motor vehicles		Trucks ²					
	Units	Year/year change	North America		Overseas		Total	
			Units	Year/year change	Units	Year/year change	Units	Year/year change
No.	%	No.	%	No.	%	No.	%	
2002								
Newfoundland and Labrador	4,984	12.0	x	x	x	x	2,113	8.9
Prince Edward Island	950	22.0	x	x	x	x	421	13.2
Nova Scotia	9,759	14.1	3,646	-0.2	488	28.1	4,134	2.5
New Brunswick	8,764	15.0	3,982	13.1	312	12.2	4,294	13.0
Quebec	86,934	6.5	26,889	-0.9	5,047	24.5	31,936	2.4
Ontario	147,223	10.5	62,405	12.9	8,371	28.4	70,776	14.6
Manitoba	10,520	19.7	5,852	14.9	377	63.2	6,229	17.0
Saskatchewan	8,769	9.5	5,210	8.5	337	44.6	5,547	10.2
Alberta	44,696	14.1	26,452	8.8	1,866	38.7	28,318	10.4
British Columbia ¹	43,773	18.7	19,236	10.3	3,392	46.6	22,628	14.6
Canada	366,372	11.3	155,906	8.8	20,490	31.0	176,396	11.0
2003								
Newfoundland and Labrador	4,520	-9.3	x	x	x	x	2,001	-5.3
Prince Edward Island	823	-13.4	x	x	x	x	360	-14.5
Nova Scotia	9,077	-7.0	3,519	-3.5	519	6.4	4,038	-2.3
New Brunswick	7,803	-11.0	3,177	-20.2	375	20.2	3,552	-17.3
Quebec	87,027	0.1	25,502	-5.2	5,673	12.4	31,175	-2.4
Ontario	138,809	-5.7	57,048	-8.6	9,728	16.2	66,776	-5.7
Manitoba	9,515	-9.6	5,048	-13.7	405	7.4	5,453	-12.5
Saskatchewan	8,648	-1.4	4,880	-6.3	442	31.2	5,322	-4.1
Alberta	41,779	-6.5	24,465	-7.5	2,222	19.1	26,687	-5.8
British Columbia ¹	41,789	-4.5	17,270	-10.2	3,243	-4.4	20,513	-9.3
Canada	349,790	-4.5	142,945	-8.3	22,932	11.9	165,877	-6.0
2004								
Newfoundland and Labrador	4,101	-9.3	x	x	x	x	1,933	-3.4
Prince Edward Island	791	-3.9	x	x	x	x	388	7.8
Nova Scotia	8,733	-3.8	3,828	8.8	473	-8.9	4,301	6.5
New Brunswick	7,316	-6.2	3,381	6.4	279	-25.6	3,660	3.0
Quebec	84,731	-2.6	26,294	3.1	5,109	-9.9	31,403	0.7
Ontario	127,210	-8.4	57,970	1.6	8,429	-13.4	66,399	-0.6
Manitoba	9,149	-3.8	4,988	-1.2	403	-0.5	5,391	-1.1
Saskatchewan	7,940	-8.2	4,932	1.1	392	-11.3	5,324	0.0
Alberta	40,724	-2.5	24,649	0.8	2,154	-3.1	26,803	0.4
British Columbia ¹	38,945	-6.8	16,201	-6.2	3,116	-3.9	19,317	-5.8
Canada	329,640	-5.8	144,309	1.0	20,610	-10.1	164,919	-0.6

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

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

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

Table 7-1

Year to date provincial sales of new motor vehicles, by type and origin, in dollars, January - March, 2002 - 2004

Province	Total new motor vehicles		Passenger cars							
	Sales	Year/year change	North America		Japan		Other countries		Total	
			Sales	Year/year change	Sales	Year/year change	Sales	Year/year change	Sales	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%	'000\$	%
2002										
Newfoundland and Labrador	129,546	14.6	46,795	18.3	x	x	x	x	61,946	17.2
Prince Edward Island	25,338	24.6	9,249	30.3	x	x	x	x	11,898	39.5
Nova Scotia	263,352	14.1	99,958	27.3	12,159	26.2	15,527	26.8	127,644	27.1
New Brunswick	250,283	17.0	81,280	21.6	x	x	x	x	101,400	20.8
Quebec	2,393,823	9.1	778,894	5.0	211,709	33.5	260,494	16.2	1,251,097	11.2
Ontario	4,524,407	13.7	1,399,279	4.3	254,383	48.5	343,641	11.9	1,997,304	9.7
Manitoba	348,286	20.1	85,708	26.4	11,185	47.5	11,064	29.3	107,956	28.6
Saskatchewan	286,885	11.6	64,752	8.6	7,985	40.6	8,009	12.3	80,746	11.4
Alberta	1,492,617	15.6	331,697	23.5	45,616	38.8	50,245	18.6	427,558	24.3
British Columbia ¹	1,375,972	18.9	345,100	15.4	90,360	65.5	108,160	20.1	543,619	22.5
Canada	11,090,509	13.8	3,242,714	9.2	650,857	43.6	817,598	15.0	4,711,168	13.9
2003										
Newfoundland and Labrador	120,908	-6.7	39,960	-14.6	x	x	x	x	54,820	-11.5
Prince Edward Island	21,540	-15.0	8,210	-11.2	x	x	x	x	10,056	-15.5
Nova Scotia	257,267	-2.3	89,484	-10.5	12,777	5.1	14,089	-9.3	116,351	-8.8
New Brunswick	222,495	-11.1	77,948	-4.1	x	x	x	x	97,607	-3.7
Quebec	2,477,741	3.5	779,850	0.1	226,569	7.0	278,942	7.1	1,285,362	2.7
Ontario	4,347,817	-3.9	1,290,014	-7.8	254,201	-0.1	348,106	1.3	1,892,320	-5.3
Manitoba	317,463	-8.8	79,545	-7.2	9,629	-13.9	11,267	1.8	100,440	-7.0
Saskatchewan	282,690	-1.5	63,814	-1.4	8,966	12.3	9,387	17.2	82,168	1.8
Alberta	1,452,151	-2.7	292,368	-11.9	49,650	8.8	50,366	0.2	392,385	-8.2
British Columbia ¹	1,337,661	-2.8	347,082	0.6	88,947	-1.6	118,613	9.7	554,642	2.0
Canada	10,837,729	-2.3	3,068,275	-5.4	670,227	3.0	847,648	3.7	4,586,152	-2.7
2004										
Newfoundland and Labrador	112,143	-7.2	34,807	-12.9	x	x	x	x	47,031	-14.2
Prince Edward Island	21,119	-2.0	7,036	-14.3	x	x	x	x	8,594	-14.5
Nova Scotia	258,082	0.3	77,005	-13.9	11,727	-8.2	12,228	-13.2	100,959	-13.2
New Brunswick	212,218	-4.6	65,363	-16.1	x	x	x	x	80,748	-17.3
Quebec	2,410,336	-2.7	731,490	-6.2	243,692	7.6	252,129	-9.6	1,227,311	-4.5
Ontario	4,133,347	-4.9	1,109,357	-14.0	189,330	-25.5	310,972	-10.7	1,609,660	-14.9
Manitoba	306,328	-3.5	73,645	-7.4	8,481	-11.9	9,895	-12.2	92,021	-8.4
Saskatchewan	266,755	-5.6	51,305	-19.6	5,722	-36.2	6,191	-34.0	63,218	-23.1
Alberta	1,413,095	-2.7	261,247	-10.6	42,087	-15.2	51,416	2.1	354,751	-9.6
British Columbia ¹	1,259,503	-5.8	315,397	-9.1	86,913	-2.3	105,817	-10.8	508,128	-8.4
Canada	10,392,926	-4.1	2,726,650	-11.1	602,028	-10.2	763,740	-9.9	4,092,420	-10.8

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

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

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

Table 7-2

Year to date provincial sales of new motor vehicles, by type and origin, in dollars, January - March, 2002 - 2004

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Sales	Year/year change	Sales	Year/year change	Sales	Year/year change	Sales	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%
2002								
Newfoundland and Labrador	129,546	14.6	x	x	x	x	67,600	12.3
Prince Edward Island	25,338	24.6	x	x	x	x	13,439	13.8
Nova Scotia	263,352	14.1	120,780	2.1	14,928	22.7	135,707	4.0
New Brunswick	250,283	17.0	139,221	14.3	9,662	17.3	148,883	14.5
Quebec	2,393,823	9.1	979,189	4.1	163,538	26.6	1,142,726	6.8
Ontario	4,524,407	13.7	2,233,936	15.5	293,168	29.8	2,527,105	17.0
Manitoba	348,286	20.1	227,761	14.9	12,568	59.2	240,330	16.6
Saskatchewan	286,885	11.6	195,105	10.2	11,034	48.1	206,139	11.7
Alberta	1,492,617	15.6	999,958	11.1	65,099	37.8	1,065,057	12.5
British Columbia ¹	1,375,972	18.9	708,559	12.4	123,794	48.2	832,352	16.6
Canada	11,090,509	13.8	5,676,681	11.7	702,659	32.7	6,379,340	13.6
2003								
Newfoundland and Labrador	120,908	-6.7	x	x	x	x	66,088	-2.2
Prince Edward Island	21,540	-15.0	x	x	x	x	11,484	-14.5
Nova Scotia	257,267	-2.3	123,351	2.1	17,565	17.7	140,916	3.8
New Brunswick	222,495	-11.1	112,698	-19.1	12,190	26.2	124,888	-16.1
Quebec	2,477,741	3.5	994,742	1.6	197,636	20.9	1,192,378	4.3
Ontario	4,347,817	-3.9	2,092,520	-6.3	362,976	23.8	2,455,496	-2.8
Manitoba	317,463	-8.8	202,308	-11.2	14,715	17.1	217,022	-9.7
Saskatchewan	282,690	-1.5	185,121	-5.1	15,400	39.6	200,522	-2.7
Alberta	1,452,151	-2.7	978,260	-2.2	81,508	25.2	1,059,769	-0.5
British Columbia ¹	1,337,661	-2.8	660,247	-6.8	122,770	-0.8	783,017	-5.9
Canada	10,837,729	-2.3	5,416,756	-4.6	834,823	18.8	6,251,579	-2.0
2004								
Newfoundland and Labrador	112,143	-7.2	x	x	x	x	65,111	-1.5
Prince Edward Island	21,119	-2.0	x	x	x	x	12,524	9.1
Nova Scotia	258,082	0.3	140,179	13.6	16,944	-3.5	157,122	11.5
New Brunswick	212,218	-4.6	122,268	8.5	9,202	-24.5	131,471	5.3
Quebec	2,410,336	-2.7	996,170	0.1	186,855	-5.5	1,183,025	-0.8
Ontario	4,133,347	-4.9	2,194,563	4.9	329,124	-9.3	2,523,687	2.8
Manitoba	306,328	-3.5	199,641	-1.3	14,665	-0.3	214,307	-1.3
Saskatchewan	266,755	-5.6	189,694	2.5	13,841	-10.1	203,536	1.5
Alberta	1,413,095	-2.7	975,514	-0.3	82,831	1.6	1,058,345	-0.1
British Columbia ¹	1,259,503	-5.8	630,299	-4.5	121,078	-1.4	751,376	-4.0
Canada	10,392,926	-4.1	5,517,809	1.9	782,696	-6.2	6,300,506	0.8

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

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

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

Table 8

Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada, 1981 - 2003

Year	Total	Passenger cars				Trucks ¹		
		Total	North America	Japan	Other countries	Total	North America	Overseas
No.								
1981	1,190,882	904,195	646,942	207,639	49,614	286,687	250,775	35,912
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
\$'000								
1981	11,918,395	8,272,529	6,033,437	1,622,711	616,381	3,645,866	3,334,406	311,460
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

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

Table 9

Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted, 2002 - 2004

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.	%
2002								
January	147,881	1.0	56,865	1.4	23,025	2.7	67,991	0.2
February	144,654	-2.2	53,586	-5.8	23,456	1.9	67,612	-0.6
March	139,481	-3.6	54,547	1.8	22,813	-2.7	62,121	-8.1
April	143,028	2.5	54,465	-0.2	23,131	1.4	65,432	5.3
May	145,596	1.8	54,336	-0.2	23,995	3.7	67,265	2.8
June	142,628	-2.0	53,106	-2.3	24,039	0.2	65,483	-2.6
July	140,366	-1.6	52,664	-0.8	23,752	-1.2	63,950	-2.3
August	145,562	3.7	56,020	6.4	22,789	-4.1	66,753	4.4
September	145,348	-0.1	55,370	-1.2	23,604	3.6	66,374	-0.6
October	147,192	1.3	54,073	-2.3	24,535	3.9	68,584	3.3
November	141,460	-3.9	49,431	-8.6	23,877	-2.7	68,151	-0.6
December	150,122	6.1	56,842	15.0	24,383	2.1	68,897	1.1
2003								
January	129,208	-13.9	47,653	-16.2	24,563	0.7	56,991	-17.3
February	145,689	12.8	54,791	15.0	24,561	0.0	66,337	16.4
March	139,488	-4.3	52,064	-5.0	23,289	-5.2	64,135	-3.3
April	134,081	-3.9	50,318	-3.4	21,558	-7.4	62,205	-3.0
May	143,104	6.7	54,128	7.6	21,404	-0.7	67,572	8.6
June	130,162	-9.0	49,137	-9.2	21,040	-1.7	59,985	-11.2
July	143,837	10.5	52,744	7.3	21,048	0.0	70,046	16.8
August	142,324	-1.1	52,442	-0.6	21,714	3.2	68,169	-2.7
September	137,324	-3.5	49,574	-5.5	20,809	-4.2	66,942	-1.8
October	134,272	-2.2	49,369	-0.4	20,310	-2.4	64,594	-3.5
November	129,341	-3.7	49,376	0.0	19,631	-3.3	60,334	-6.6
December	117,636	-9.0	43,130	-12.6	20,823	6.1	53,684	-11.0
2004								
January ^r	118,714	0.9	43,827	1.6	20,569	-1.2	54,318	1.2
February ^r	128,197	8.0	45,633	4.1	20,444	-0.6	62,120	14.4
March ^p	133,407	4.1	46,769	2.5	20,941	2.4	65,697	5.8
April								
May								
June								
July								
August								
September								
October								
November								
December								

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

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

Table 10-1

Monthly sales of new motor vehicles, in units, by province, seasonally adjusted, 2002 - 2004

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
2002						
January	147,881	2,193	437	4,106	3,590	35,832
February	144,654	2,173	423	3,882	3,440	35,313
March	139,481	2,022	433	3,871	3,498	34,143
April	143,028	2,073	411	3,935	3,473	34,892
May	145,596	1,957	390	3,862	3,435	36,742
June	142,628	1,996	389	3,513	3,341	35,315
July	140,366	2,019	402	3,952	3,171	35,258
August	145,562	2,155	414	4,066	3,461	36,351
September	145,348	2,194	423	3,993	3,496	37,311
October	147,192	2,231	424	4,043	3,355	38,609
November	141,460	2,122	427	3,979	3,005	35,910
December	150,122	2,654	422	4,274	3,673	37,944
2003						
January	129,208	1,665	327	3,530	2,885	33,282
February	145,689	2,130	419	3,992	3,394	36,927
March	139,488	2,038	405	3,722	3,124	36,068
April	134,081	2,077	381	3,750	3,008	34,980
May	143,104	2,109	429	3,950	3,338	36,897
June	130,162	2,151	357	3,720	3,185	34,272
July	143,837	2,243	414	4,436	3,583	36,638
August	142,324	2,422	454	4,007	3,268	37,551
September	137,324	2,106	397	3,630	3,110	35,793
October	134,272	2,122	427	4,005	3,027	34,435
November	129,341	2,101	377	3,858	2,869	33,565
December	117,636	2,264	343	3,760	2,619	29,777
2004						
January ^r	118,714	1,801	336	3,505	2,831	31,199
February ^r	128,197	1,804	377	3,300	2,895	33,052
March ^p	133,407	1,839	372	3,826	2,868	35,721
April						
May						
June						
July						
August						
September						
October						
November						
December						

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

Table 10-2

Monthly sales of new motor vehicles, in units, by province, seasonally adjusted, 2002 - 2004

Period	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories ¹
2002						
January	147,881	59,249	4,164	3,434	17,941	16,934
February	144,654	57,899	4,304	3,477	17,236	16,508
March	139,481	57,467	3,841	3,355	16,224	14,628
April	143,028	57,918	4,101	3,473	16,849	15,903
May	145,596	58,053	4,088	3,618	16,936	16,515
June	142,628	56,886	3,940	3,339	17,310	16,599
July	140,366	53,921	4,001	3,500	16,973	17,167
August	145,562	57,876	4,449	3,438	17,101	16,251
September	145,348	57,774	4,002	3,409	16,888	15,858
October	147,192	57,413	4,098	3,430	17,000	16,589
November	141,460	55,545	4,083	3,398	16,994	15,997
December	150,122	59,667	4,238	3,714	17,353	16,183
2003						
January	129,208	49,445	3,464	3,056	16,111	15,444
February	145,689	58,354	3,980	3,585	17,109	15,800
March	139,488	55,910	3,895	3,535	16,271	14,520
April	134,081	52,876	3,871	3,139	15,644	14,353
May	143,104	56,881	4,083	3,501	16,929	14,988
June	130,162	50,338	3,974	3,205	15,598	13,361
July	143,837	54,516	4,150	3,931	17,937	15,989
August	142,324	53,245	4,008	3,880	17,163	16,326
September	137,324	53,292	3,857	3,507	15,994	15,638
October	134,272	51,669	3,775	3,492	16,135	15,186
November	129,341	48,772	3,660	3,110	15,867	15,161
December	117,636	44,475	3,345	3,203	13,692	14,158
2004						
January ^r	118,714	45,096	3,292	2,652	14,697	13,306
February ^r	128,197	49,826	3,746	3,434	16,122	13,642
March ^p	133,407	50,481	3,768	3,215	15,987	15,329
April						
May						
June						
July						
August						
September						
October						
November						
December						

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

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 sales¹ 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.²

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.³ The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated

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."⁴In 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 method⁵ 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.⁶The 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.

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 = 7 for North American passenger cars. MCD = 3 or Overseas passenger cars. MCD = 6 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