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# New motor vehicle sales

July 2005



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# Symbols

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The following standard symbols are used in Statistics Canada publications:

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

## Note

Components may not add to totals due to rounding.

## Acknowledgements

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- **R. Lussier**, Director, Distributive Trades Division
- **R. Evans**, Assistant Director, Distributive Trades Division
- **M. Weise**, Chief, Retail Trade Section, Distributive Trades Division
- **C. Kimanyl**, Analyst, Retail Financial Section, Distributive Trades Division

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# Highlights

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## July 2005

- A record number of new motor vehicles were sold in July, with incentives helping boost sales by 7.3%.

## Analysis – July 2005

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Incentives propelled demand for new trucks (including minivans, sport-utility vehicles, light and heavy trucks, vans and buses) and boosted overall sales of new motor vehicles by 7.3% in July, following an 8.5% increase in June. Overall, consumers purchased a record high 152,229 new motor vehicles in July.

According to the Consumer Price Index, the financial incentives offered to the general public (notably the discount packages usually reserved for employees) resulted in a sizable 1.7% decline in the price paid for new vehicles in July.

Despite strong monthly fluctuations, new motor vehicle sales have charted an upward movement since the start of 2005. In 2004, new motor vehicle sales remained relatively stable, after a string of increases at the start of the year.

Based on preliminary figures from the auto industry, the number of new motor vehicles sold in August declined approximately 6%, with the decrease attributable to truck sales.

### 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.

### More trucks than cars sold

Truck sales surged 11.3% in July whereas car sales increased by only 3.6%. As a result, truck sales topped car sales for the first time in over seven years by capturing 50.4% of the overall new motor vehicle sales.

The incentives offered by some automakers, notably employee discount packages made available to the general public, led consumers to buy more trucks. Given the higher average price of trucks, these offers could have given consumers an opportunity to access this category of vehicles. Also, these generous incentives were offered by automakers who account for most of the market for trucks. In all, 76,694 new trucks were sold, the highest monthly figure since December 1997.

The 3.6% rise in passenger car sales to 75,534 units was mainly attributable to overseas-built cars. Their sales climbed 8.8% in July compared to 1.1% for North American-built cars. Overseas-built cars accounted for one-third of all passenger cars sold in Canada.

Since the start of 2005, sales of both cars and trucks have maintained an upward trend despite major fluctuations. At the start of 2004, sales registered sizable gains, then remained relatively stable, in contrast with the steep declines in the second half of 2003.

## Sales up in all provinces

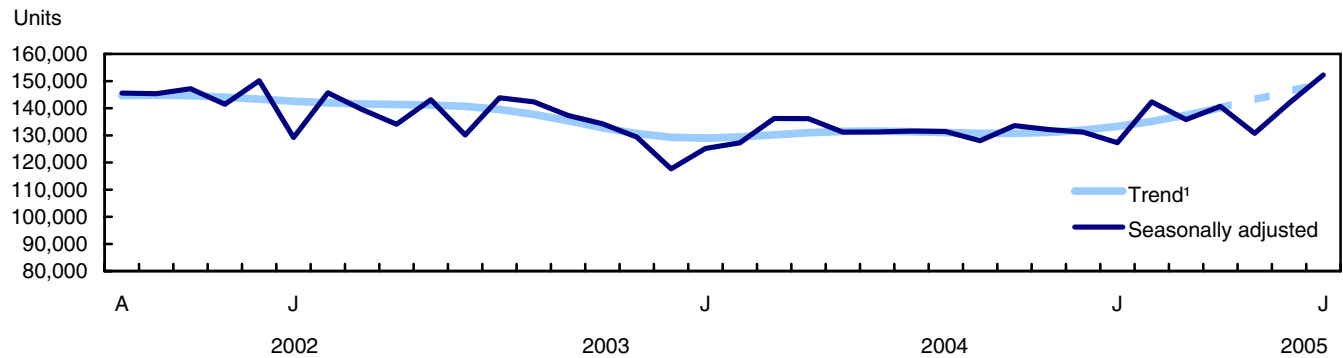
The number of new motor vehicles sold advanced in all provinces in July, with gains ranging from 0.8% in Quebec to 16.7% in Manitoba. This was a second consecutive increase for every province except Newfoundland and Labrador, where sales were almost unchanged in June.

Ontario (+10.2%) accounted for more than half of the national increase, followed by Alberta (+11.5%), which reported one-fifth of the increase.

Quebec, where sales advanced the least in July (+0.8%), is also the province with the smallest proportion of trucks in the motor vehicle population. For the last five years, trucks have on average accounted for 35.3% of all new vehicles sold in Quebec, whereas the national average was 46.6%. This could, at least in part, explain the modest gain registered in the province in July.

Chart 1

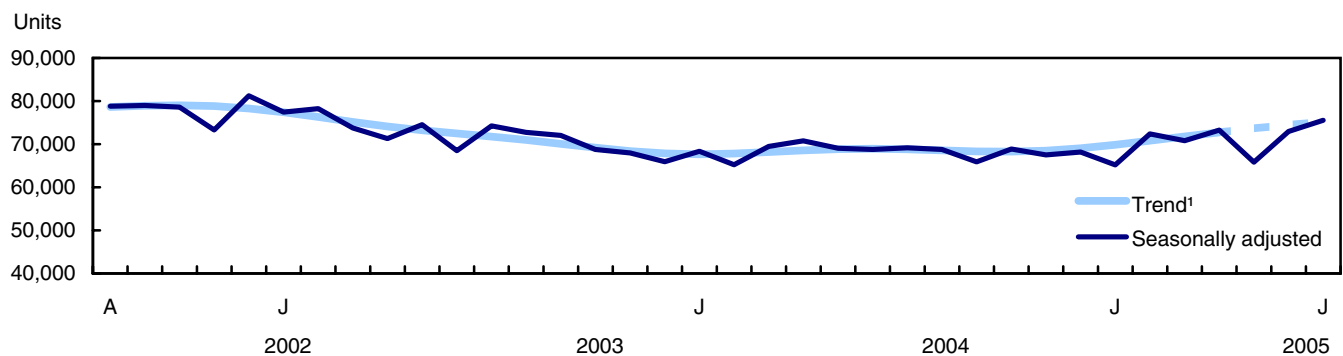
New motor vehicle sales, seasonally adjusted, in units, 2002-2005



1. Trends represent smoothed seasonally adjusted data

Chart 2

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

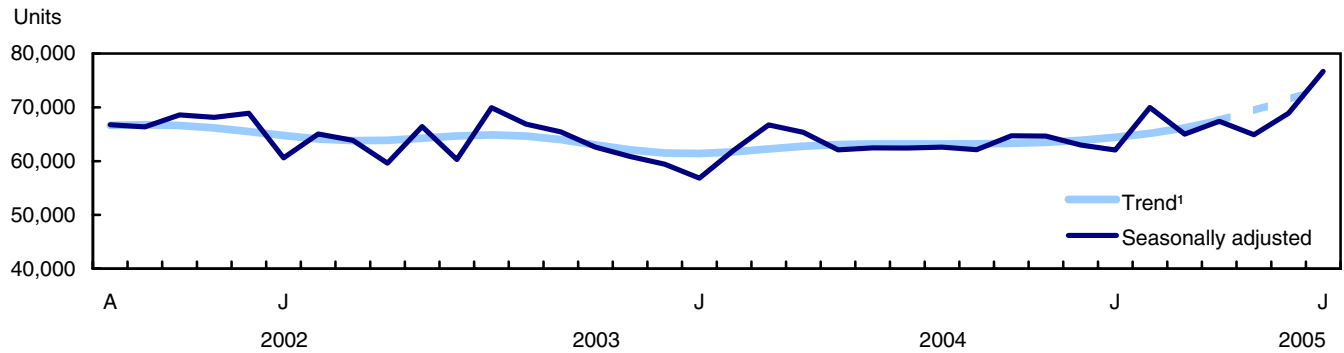


1. Trends represent smoothed seasonally adjusted data



**Chart 3**

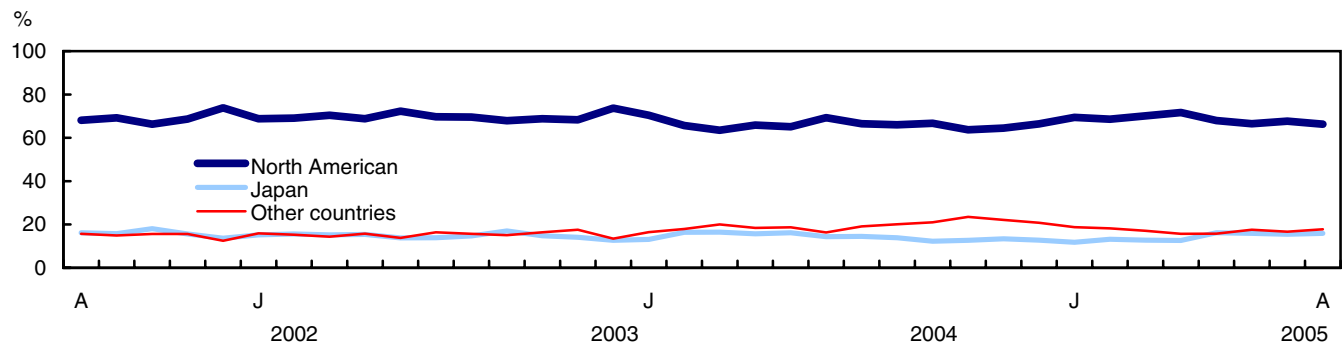
**Truck, van and bus sales, seasonally adjusted, in units, 2002-2005**



1. Trends represent smoothed seasonally adjusted data

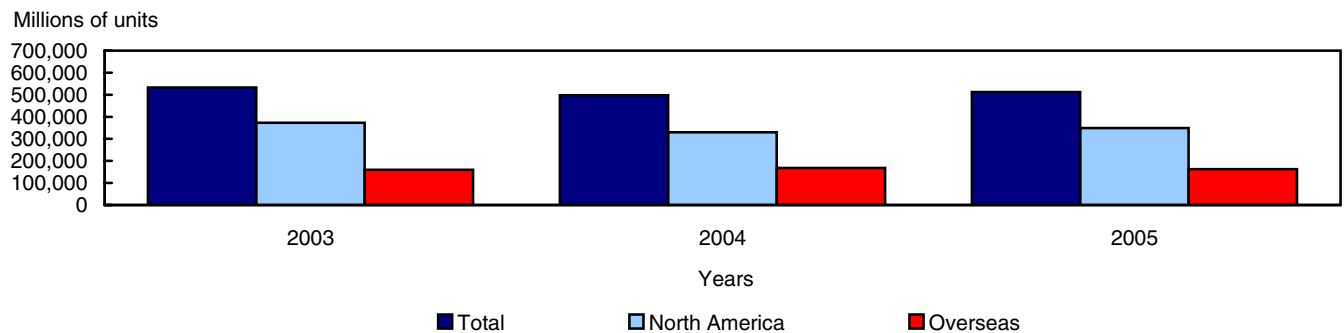
**Chart 4**

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



**Chart 5**

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



## Related products

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### Selected publications from Statistics Canada

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

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### Selected CANSIM tables from Statistics Canada

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

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### Selected surveys from Statistics Canada

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

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

# Statistical tables

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Table 1-1

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

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

See footnotes at the end of the table.

Table 1-1 – continued

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

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

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

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

Table 1-2

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

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

See footnotes at the end of the table.

Table 1-2 – continued

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

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

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

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

Table 2

## Average monthly prices of passenger cars, by origin

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

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



Table 3

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

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

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
<b>Total, new motor vehicles</b>						
2003 (No.)	148,957	2,718	501	4,853	3,628	39,790
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
2005 / 2004 %	16.3	21.9	17.3	16.7	19.4	5.0
2003 (\$'000)	4,570,411	73,834	13,300	137,077	104,236	1,084,615
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
2005 / 2004 %	17.9	21.0	15.4	28.0	13.9	4.7
<b>Passenger cars, manufactured in North America</b>						
2003 (No.)	54,580	1,025	217	2,168	1,509	15,390
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
2005 / 2004 %	11.4	29.8	35.0	20.2	11.8	6.0
2003 (\$'000)	1,305,259	23,237	4,895	50,732	34,842	350,067
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
2005 / 2004 %	9.4	27.0	36.1	16.2	9.0	2.7
<b>Passenger cars, manufactured in Japan</b>						
2003 (No.)	11,539	x	x	278	x	4,960
2004 (No.)	10,122	x	x	230	x	4,400
2005 (No.)	12,749	x	x	276	x	5,632
2005 / 2004 %	26.0	x	x	20.0	x	28.0
2003 (\$'000)	264,556	x	x	6,192	x	101,681
2004 (\$'000)	236,014	x	x	4,844	x	91,286
2005 (\$'000)	293,788	x	x	6,003	x	117,744
2005 / 2004 %	24.5	x	x	23.9	x	29.0
<b>Passenger cars, manufactured in other countries</b>						
2003 (No.)	12,269	x	x	315	x	5,333
2004 (No.)	14,581	x	x	469	x	5,837
2005 (No.)	14,345	x	x	453	x	5,340
2005 / 2004 %	-1.6	x	x	-3.4	x	-8.5
2003 (\$'000)	349,578	x	x	7,219	x	128,494
2004 (\$'000)	381,164	x	x	10,022	x	134,208
2005 (\$'000)	401,275	x	x	9,902	x	128,479
2005 / 2004 %	5.3	x	x	-1.2	x	-4.3
<b>Trucks<sup>1</sup>, manufactured in North America</b>						
2003 (No.)	60,228	x	x	1,845	1,551	11,201
2004 (No.)	54,632	x	x	1,464	1,135	10,462
2005 (No.)	67,772	x	x	1,778	1,501	10,540
2005 / 2004 %	24.1	x	x	21.4	32.2	0.7
2003 (\$'000)	2,274,577	x	x	64,534	55,377	405,062
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
2005 / 2004 %	25.1	x	x	47.6	20.1	3.9
<b>Trucks<sup>1</sup>, manufactured overseas</b>						
2003 (No.)	10,341	x	x	247	160	2,906
2004 (No.)	9,361	x	x	256	178	2,614
2005 (No.)	10,612	x	x	261	165	2,834
2005 / 2004 %	13.4	x	x	2.0	-7.3	8.4
2003 (\$'000)	376,441	x	x	8,400	5,049	99,311
2004 (\$'000)	335,708	x	x	8,772	5,737	91,513
2005 (\$'000)	375,217	x	x	8,584	4,955	95,447
2005 / 2004 %	11.8	x	x	-2.1	-13.6	4.3

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 <sup>1</sup>
<b>Total, new motor vehicles</b>						
2003 (No.)	148,957	55,033	4,373	3,968	17,111	16,982
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
2005 / 2004 %	16.3	17.2	29.3	29.2	38.8	10.8
2003 (\$'000)	4,570,411	1,752,622	141,562	129,682	586,930	546,553
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
2005 / 2004 %	17.9	16.3	26.0	31.1	44.2	16.6
<b>Passenger cars, manufactured in North America</b>						
2003 (No.)	54,580	20,450	1,735	1,255	4,945	5,886
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
2005 / 2004 %	11.4	13.3	28.4	12.3	26.3	-2.7
2003 (\$'000)	1,305,259	503,557	41,880	30,672	123,840	141,536
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
2005 / 2004 %	9.4	12.3	26.1	11.7	24.2	-4.7
<b>Passenger cars, manufactured in Japan</b>						
2003 (No.)	11,539	3,648	194	138	692	1,219
2004 (No.)	10,122	3,006	161	90	730	1,252
2005 (No.)	12,749	3,769	170	100	934	1,462
2005 / 2004 %	26.0	25.4	5.6	11.1	27.9	16.8
2003 (\$'000)	264,556	92,380	4,636	3,377	17,574	30,418
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
2005 / 2004 %	24.5	23.0	-1.1	6.6	28.5	11.6
<b>Passenger cars, manufactured in other countries</b>						
2003 (No.)	12,269	4,039	192	138	629	1,159
2004 (No.)	14,581	4,762	295	236	922	1,374
2005 (No.)	14,345	4,995	280	192	1,006	1,467
2005 / 2004 %	-1.6	4.9	-5.1	-18.6	9.1	6.8
2003 (\$'000)	349,578	133,342	4,989	3,438	20,766	41,500
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
2005 / 2004 %	5.3	11.6	1.2	-9.8	17.2	15.5
<b>Trucks<sup>2</sup>, manufactured in North America</b>						
2003 (No.)	60,228	22,722	2,059	2,215	9,900	7,443
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
2005 / 2004 %	24.1	22.6	37.0	45.6	49.7	21.9
2003 (\$'000)	2,274,577	865,865	82,897	84,352	389,507	283,797
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
2005 / 2004 %	25.1	19.3	29.4	41.6	54.7	28.0
<b>Trucks<sup>2</sup>, manufactured overseas</b>						
2003 (No.)	10,341	4,174	193	222	945	1,275
2004 (No.)	9,361	3,659	192	166	890	1,218
2005 (No.)	10,612	4,147	259	233	1,177	1,345
2005 / 2004 %	13.4	13.3	34.9	40.4	32.2	10.4
2003 (\$'000)	376,441	157,478	7,160	7,842	35,243	49,303
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
2005 / 2004 %	11.8	12.0	27.1	34.4	29.2	16.7

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.	%
<b>2003</b>										
Newfoundland and Labrador	15,982	0.5	6,542	-0.6	x	x	x	x	9,189	-1.0
Prince Edward Island	2,844	-5.4	1,277	-5.6	x	x	x	x	1,632	-7.2
Nova Scotia	29,238	-0.2	13,483	-1.5	1,877	-7.9	1,901	-8.5	17,261	-3.0
New Brunswick	23,929	-6.5	10,198	-2.3	x	x	x	x	12,971	-3.8
Quebec	260,065	-0.2	104,173	2.1	32,864	-4.9	33,656	0.5	170,693	0.4
Ontario	380,407	-5.8	146,546	-8.8	25,417	-11.5	28,092	-5.7	200,055	-8.7
Manitoba	27,338	-3.3	10,086	-0.8	1,198	-15.0	1,245	-1.4	12,529	-2.4
Saskatchewan	23,712	-1.0	7,528	-3.7	910	-7.4	985	4.6	9,423	-3.3
Alberta	115,196	-4.4	34,634	-9.6	5,097	-2.6	4,273	-1.9	44,004	-8.1
British Columbia <sup>1</sup>	108,238	-8.8	38,488	-7.9	8,293	-9.3	8,149	0.2	54,930	-7.0
<b>Canada</b>	<b>986,949</b>	<b>-4.1</b>	<b>372,955</b>	<b>-5.1</b>	<b>78,551</b>	<b>-7.7</b>	<b>81,181</b>	<b>-2.5</b>	<b>532,687</b>	<b>-5.1</b>
<b>2004</b>										
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 <sup>1</sup>	108,413	0.2	37,563	-2.4	8,802	6.1	9,241	13.4	55,606	1.2
<b>Canada</b>	<b>946,648</b>	<b>-4.1</b>	<b>329,691</b>	<b>-11.6</b>	<b>75,739</b>	<b>-3.6</b>	<b>92,068</b>	<b>13.4</b>	<b>497,498</b>	<b>-6.6</b>
<b>2005</b>										
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 <sup>1</sup>	112,662	3.9	37,127	-1.2	9,024	2.5	9,166	-0.8	55,317	-0.5
<b>Canada</b>	<b>990,505</b>	<b>4.6</b>	<b>349,310</b>	<b>6.0</b>	<b>76,196</b>	<b>0.6</b>	<b>86,457</b>	<b>-6.1</b>	<b>511,963</b>	<b>2.9</b>

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 <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
<b>2003</b>								
Newfoundland and Labrador	15,982	0.5	x	x	x	x	6,793	2.6
Prince Edward Island	2,844	-5.4	x	x	x	x	1,212	-2.7
Nova Scotia	29,238	-0.2	10,586	4.1	1,391	5.4	11,977	4.2
New Brunswick	23,929	-6.5	9,924	-10.6	1,034	4.2	10,958	-9.4
Quebec	260,065	-0.2	72,496	-4.4	16,876	15.8	89,372	-1.2
Ontario	380,407	-5.8	154,370	-5.2	25,982	18.3	180,352	-2.4
Manitoba	27,338	-3.3	13,664	-5.0	1,145	8.8	14,809	-4.0
Saskatchewan	23,712	-1.0	13,098	-1.2	1,191	24.1	14,289	0.5
Alberta	115,196	-4.4	65,045	-3.4	6,147	18.1	71,192	-1.9
British Columbia <sup>1</sup>	108,238	-8.8	45,142	-11.7	8,166	-4.0	53,308	-10.6
<b>Canada</b>	<b>986,949</b>	<b>-4.1</b>	<b>391,210</b>	<b>-5.3</b>	<b>63,052</b>	<b>13.6</b>	<b>454,262</b>	<b>-3.0</b>
<b>2004</b>								
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 <sup>1</sup>	108,413	0.2	45,011	-0.3	7,796	-4.5	52,807	-0.9
<b>Canada</b>	<b>946,648</b>	<b>-4.1</b>	<b>392,620</b>	<b>0.4</b>	<b>56,530</b>	<b>-10.3</b>	<b>449,150</b>	<b>-1.1</b>
<b>2005</b>								
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 <sup>1</sup>	112,662	3.9	49,099	9.1	8,246	5.8	57,345	8.6
<b>Canada</b>	<b>990,505</b>	<b>4.6</b>	<b>413,004</b>	<b>5.2</b>	<b>65,538</b>	<b>15.9</b>	<b>478,542</b>	<b>6.5</b>

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

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

Table 5-2

Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to 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\$	%
<b>2003</b>										
Newfoundland and Labrador	423,980	3.2	148,138	0.2	x	x	x	x	200,996	0.4
Prince Edward Island	75,539	-3.7	28,806	-5.9	x	x	x	x	35,790	-8.5
Nova Scotia	820,536	5.0	312,890	0.8	42,485	-4.8	44,412	-6.9	399,789	-0.7
New Brunswick	678,915	-6.6	240,969	-0.9	x	x	x	x	300,909	-2.1
Quebec	7,191,247	1.9	2,386,732	4.8	697,952	-6.0	860,457	0.9	3,945,143	1.9
Ontario	11,954,335	-3.0	3,636,933	-8.0	669,849	-12.9	982,682	-5.0	5,289,465	-8.1
Manitoba	897,771	-0.7	245,895	-0.9	30,074	-16.7	33,683	-3.4	309,650	-3.0
Saskatchewan	775,810	1.4	185,315	-3.2	23,896	-7.7	24,116	3.7	233,329	-3.0
Alberta	3,928,133	-0.7	877,551	-8.2	133,854	-5.1	146,114	-3.1	1,157,521	-7.2
British Columbia <sup>1</sup>	3,481,908	-6.5	918,401	-7.5	211,860	-9.9	302,635	0.7	1,432,896	-6.2
<b>Canada</b>	<b>30,228,172</b>	<b>-1.6</b>	<b>8,981,633</b>	<b>-3.9</b>	<b>1,869,831</b>	<b>-9.0</b>	<b>2,454,021</b>	<b>-2.1</b>	<b>13,305,488</b>	<b>-4.4</b>
<b>2004</b>										
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 <sup>1</sup>	3,506,357	0.7	893,553	-2.7	225,273	6.3	326,921	8.0	1,445,747	0.9
<b>Canada</b>	<b>29,379,789</b>	<b>-2.8</b>	<b>8,017,623</b>	<b>-10.7</b>	<b>1,739,812</b>	<b>-7.0</b>	<b>2,640,665</b>	<b>7.6</b>	<b>12,398,102</b>	<b>-6.8</b>
<b>2005</b>										
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 <sup>1</sup>	3,769,726	7.5	895,224	0.2	224,350	-0.4	318,698	-2.5	1,438,272	-0.5
<b>Canada</b>	<b>31,724,422</b>	<b>8.0</b>	<b>8,578,371</b>	<b>7.0</b>	<b>1,778,200</b>	<b>2.2</b>	<b>2,499,001</b>	<b>-5.4</b>	<b>12,855,571</b>	<b>3.7</b>

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 <sup>2</sup>					
	Units	Year/year change	North America		Overseas		Total	
			Units	Year/year change	Units	Year/year change	Units	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%
<b>2003</b>								
Newfoundland and Labrador	423,980	3.2	x	x	x	x	222,984	5.8
Prince Edward Island	75,539	-3.7	x	x	x	x	39,748	1.1
Nova Scotia	820,536	5.0	372,985	10.5	47,761	16.2	420,747	11.1
New Brunswick	678,915	-6.6	344,834	-11.4	33,173	10.6	378,006	-9.8
Quebec	7,191,247	1.9	2,661,846	-2.0	584,258	25.5	3,246,104	2.0
Ontario	11,954,335	-3.0	5,678,774	-2.3	986,095	29.4	6,664,869	1.4
Manitoba	897,771	-0.7	546,667	-0.7	41,456	19.4	588,121	0.5
Saskatchewan	775,810	1.4	500,122	1.4	42,358	35.7	542,481	3.5
Alberta	3,928,133	-0.7	2,539,946	0.3	230,670	29.4	2,770,616	2.2
British Columbia <sup>1</sup>	3,481,908	-6.5	1,735,037	-8.1	313,975	2.3	2,049,010	-6.6
<b>Canada</b>	<b>30,228,172</b>	<b>-1.6</b>	<b>14,608,727</b>	<b>-2.2</b>	<b>2,313,959</b>	<b>23.2</b>	<b>16,922,685</b>	<b>0.6</b>
<b>2004</b>								
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 <sup>1</sup>	3,506,357	0.7	1,770,091	2.0	290,522	-7.5	2,060,611	0.6
<b>Canada</b>	<b>29,379,789</b>	<b>-2.8</b>	<b>14,883,545</b>	<b>1.9</b>	<b>2,098,143</b>	<b>-9.3</b>	<b>16,981,688</b>	<b>0.3</b>
<b>2005</b>								
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 <sup>1</sup>	3,769,726	7.5	2,019,408	14.1	312,046	7.4	2,331,454	13.1
<b>Canada</b>	<b>31,724,422</b>	<b>8.0</b>	<b>16,521,453</b>	<b>11.0</b>	<b>2,347,398</b>	<b>11.9</b>	<b>18,868,851</b>	<b>11.1</b>

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

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

Table 6

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

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

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



Table 7

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

Period	Total new motor vehicles		Passenger cars				Trucks <sup>1</sup>	
	Units	Month/month change	North America		Overseas		Total	
			Units	Month/month change	Units	Month/month change	Units	Month/month change
	No.	%	No.	%	No.	%	No.	%
<b>2003</b>								
January	138,029	-8.1	53,292	-6.2	24,133	-1.0	60,604	-12.0
February	143,296	3.8	54,447	2.2	23,801	-1.4	65,047	7.3
March	137,631	-4.0	50,708	-6.9	23,045	-3.2	63,879	-1.8
April	130,934	-4.9	49,827	-1.7	21,473	-6.8	59,634	-6.6
May	140,959	7.7	53,118	6.6	21,422	-0.2	66,420	11.4
June	128,807	-8.6	47,421	-10.7	21,084	-1.6	60,302	-9.2
July	144,194	11.9	53,089	12.0	21,158	0.4	69,948	16.0
August	139,613	-3.2	49,773	-6.2	22,963	8.5	66,877	-4.4
September	137,476	-1.5	50,686	1.8	21,361	-7.0	65,428	-2.2
October	131,364	-4.4	48,883	-3.6	19,894	-6.9	62,587	-4.3
November	128,826	-1.9	48,727	-0.3	19,247	-3.3	60,852	-2.8
December	125,338	-2.7	44,754	-8.2	21,168	10.0	59,416	-2.4
<b>2004</b>								
January	125,205	-0.1	44,928	0.4	23,432	10.7	56,844	-4.3
February	127,268	1.6	42,213	-6.0	22,998	-1.9	62,058	9.2
March	136,198	7.0	45,493	7.8	23,971	4.2	66,735	7.5
April	136,145	0.0	47,142	3.6	23,645	-1.4	65,358	-2.1
May	131,171	-3.7	45,869	-2.7	23,195	-1.9	62,107	-5.0
June	131,241	0.1	45,941	0.2	22,841	-1.5	62,459	0.6
July	131,584	0.3	46,246	0.7	22,920	0.3	62,418	-0.1
August	131,396	-0.1	46,357	0.2	22,429	-2.1	62,610	0.3
September	128,035	-2.6	43,298	-6.6	22,611	0.8	62,127	-0.8
October	133,589	4.3	45,178	4.3	23,702	4.8	64,709	4.2
November	132,171	-1.1	44,183	-2.2	23,321	-1.6	64,666	-0.1
December	131,192	-0.7	45,966	4.0	22,225	-4.7	63,001	-2.6
<b>2005</b>								
January	127,281	-3.0	43,720	-4.9	21,480	-3.4	62,080	-1.5
February	142,361	11.8	50,940	16.5	21,452	-0.1	69,969	12.7
March	135,832	-4.6	49,736	-2.4	21,070	-1.8	65,027	-7.1
April	140,686	3.6	50,693	1.9	22,582	7.2	67,410	3.7
May	130,735	-7.1	42,742	-15.7	23,094	2.3	64,899	-3.7
June	141,846	8.5	49,494	15.8	23,449	1.5	68,903	6.2
July	152,229	7.3	50,017	1.1	25,518	8.8	76,694	11.3

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

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

Table 8

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

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
<b>2003</b>						
January	138,029	1,776	356	3,724	2,863	35,005
February	143,296	2,144	408	4,005	3,364	36,284
March	137,631	2,014	412	3,756	3,183	35,216
April	130,934	2,146	372	3,651	2,917	34,415
May	140,959	2,150	431	3,956	3,409	36,384
June	128,807	2,164	366	3,612	3,174	32,987
July	144,194	2,300	415	4,531	3,508	36,308
August	139,613	2,268	435	3,905	3,189	38,137
September	137,476	2,087	399	3,605	3,107	35,851
October	131,364	2,020	403	3,914	2,928	33,779
November	128,826	2,000	384	3,855	2,998	33,378
December	125,338	2,359	352	3,846	2,769	32,441
<b>2004</b>						
January	125,205	1,858	363	3,674	2,913	32,307
February	127,268	1,756	368	3,247	2,852	32,687
March	136,198	1,858	398	3,944	2,940	36,141
April	136,145	1,908	443	3,904	2,822	35,025
May	131,171	1,899	378	3,851	2,674	33,541
June	131,241	1,833	387	4,055	2,747	34,180
July	131,584	1,866	388	3,762	2,923	34,007
August	131,396	1,921	386	3,785	2,953	33,312
September	128,035	1,948	404	3,712	2,903	32,513
October	133,589	2,203	395	4,012	3,238	33,794
November	132,171	1,951	378	3,640	2,771	34,015
December	131,192	1,897	409	3,580	2,780	33,559
<b>2005</b>						
January	127,281	1,887	389	3,652	2,560	34,110
February	142,361	2,105	457	4,137	3,082	35,346
March	135,832	2,134	389	3,725	2,805	34,843
April	140,686	2,193	414	4,055	2,947	35,581
May	130,735	2,100	388	3,763	2,594	32,652
June	141,846	2,094	424	3,881	2,898	36,070
July	152,229	2,273	437	4,183	3,355	36,372

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 <sup>1</sup>
<b>2003</b>						
January	138,029	54,231	3,908	3,293	16,674	16,200
February	143,296	56,954	3,838	3,512	16,765	16,024
March	137,631	54,986	3,904	3,532	16,117	14,512
April	130,934	51,892	3,520	3,138	15,080	13,803
May	140,959	55,324	4,096	3,509	16,801	14,899
June	128,807	49,581	3,920	3,251	15,913	13,839
July	144,194	54,909	4,147	4,059	17,916	16,100
August	139,613	51,498	3,868	3,591	16,791	15,931
September	137,476	53,344	3,939	3,534	16,180	15,430
October	131,364	50,178	3,720	3,387	16,076	14,960
November	128,826	48,963	3,660	3,036	15,512	15,040
December	125,338	47,914	3,541	3,304	14,624	14,188
<b>2004</b>						
January	125,205	48,707	3,576	2,697	15,150	13,959
February	127,268	49,706	3,722	3,410	15,968	13,551
March	136,198	52,019	3,786	3,285	16,340	15,487
April	136,145	52,465	4,099	3,394	16,526	15,560
May	131,171	50,230	3,809	3,186	16,136	15,468
June	131,241	49,618	3,809	3,305	15,867	15,439
July	131,584	50,012	3,711	3,260	16,169	15,486
August	131,396	50,163	3,824	3,363	16,309	15,381
September	128,035	48,094	3,721	3,175	16,336	15,230
October	133,589	50,315	3,799	3,322	17,069	15,442
November	132,171	49,816	3,714	3,288	17,252	15,347
December	131,192	49,783	3,762	3,136	17,032	15,255
<b>2005</b>						
January	127,281	48,507	3,502	2,570	16,398	13,706
February	142,361	56,285	4,039	3,210	18,138	15,562
March	135,832	51,127	3,969	3,313	17,699	15,829
April	140,686	52,935	3,924	3,561	18,986	16,091
May	130,735	49,533	3,629	3,339	17,130	15,606
June	141,846	53,249	4,041	3,604	19,285	16,300
July	152,229	58,666	4,717	4,098	21,498	16,631

# Definitions

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## Trucks

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

## Passenger car

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

## Country of origin

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

## Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

## Motor vehicle sales - dollars

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

## Average price of passenger cars

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

# Appendix I

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## Scope of the survey

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

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

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

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

## Data quality and methodology

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

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

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

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

## Data confidentiality

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

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

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

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

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

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

## Seasonal adjustment

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

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

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

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

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

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

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

6. MCD = 8 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 9 for Commercial vehicles.

## **Revision procedures**

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

## Appendix II

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### List of North American motor vehicle manufacturers

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



Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

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

### Japan

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

### Other Countries

B.M.W. Canada Inc.

Daewoo Auto Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.