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# New motor vehicle sales

March 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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## Highlights

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### March 2005

- New motor vehicle sales fell 5.9% in March, following a sizable gain in February (+12.2%). Owing to February's strength, sales for the first quarter of 2005 exceeded those for the last quarter of 2004.

## Analysis – March 2005

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New motor vehicle sales fell 5.9% in March, following a sizable gain in February (+12.2%). Despite this drop, dealers sold 1.4% more new vehicles in the first quarter of 2005 than in the previous quarter. Compared with the first quarter of 2004, sales in the first three months of 2005 were up 3.5%.

In all, 133,698 new vehicles were purchased in March, approximately 8,350 fewer than in February. Two-thirds of this decrease was attributable to weaker sales of trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses).

According to preliminary estimates from the auto industry, the number of new motor vehicles sold in April was largely unchanged from March.

New motor vehicle sales remained relatively stable throughout 2004, except for a string of increases at the start of the year. Previously, sales showed sizable fluctuations in the first half of 2003, then went through a period of steep declines.

### Note to readers

Seasonally adjusted estimates of new motor vehicle sales have been revised for 2003 and 2004 to reflect an update in seasonal factors. Because of the constant evolution of seasonal factors, revisions can be more significant for some months of the year. However, the annual sum of unadjusted figures corresponds to the annual sum of adjusted estimates.

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.

**Vehicles built by transplant automakers** are vehicles built or assembled in North America by foreign automakers that have established themselves here.

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.

### Despite the month-over-month decline, quarterly sales show strength

The drop in sales of trucks and passenger cars in March was not enough to tarnish the quarterly results for these two categories of vehicles. However, while the sales of both categories were up for the first three months of 2005, truck sales grew more quickly than car sales.

The number of new trucks sold in March declined 8.2% to 64,413 units. However, truck sales were up 2.1% in the first quarter from the fourth quarter of 2004 when they also advanced 2.8%.

The number of new cars sold in March declined 3.6% to 69,285 units. Despite this drop, quarterly sales advanced 0.7% compared with the previous quarter when they posted a similar increase (+0.4%). The gain in

the first quarter was entirely attributable to North American-built cars, whose sales grew by 6.7% while sales of overseas-built cars fell 11.1%.

Sales of both passenger cars and trucks registered sizable gains at the start of 2004. After that, they remained relatively stable, in contrast with the steep declines in the second half of 2003.

**Sales declined almost everywhere in Canada, with the largest volume decline in Ontario**

New motor vehicle sales were down in all provinces except Newfoundland and Labrador and Saskatchewan in March.

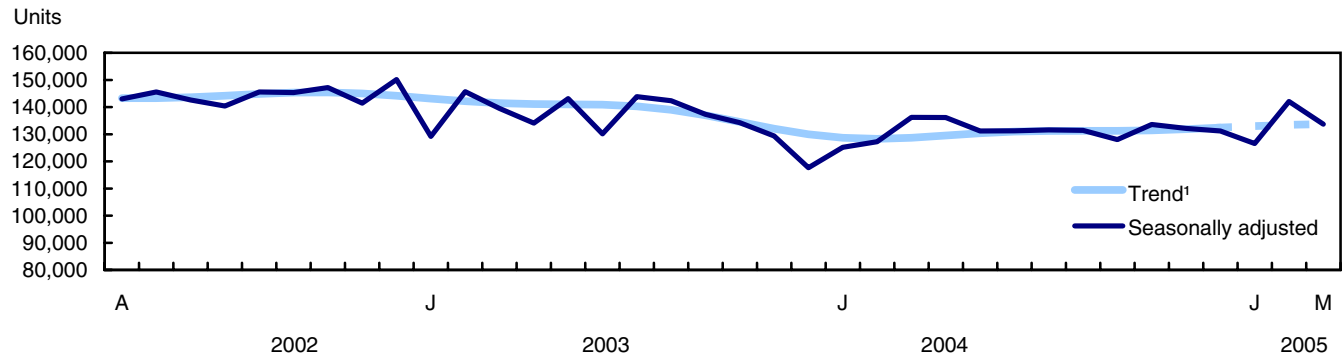
In Ontario, where more than one-third of national sales in March took place, sales fell 9.6% compared with February. This drop accounted for two-thirds of the national decrease (8,350 units) between February and March.

The Maritimes posted the steepest declines in March, led by Nova Scotia (-16.5%), Prince Edward Island (-15.0%) and New Brunswick (-9.8%).

Newfoundland and Labrador (+1.4%) and Saskatchewan (+1.2%) were the only provinces to post increased sales in March. This was the second consecutive month of higher sales in both provinces with Saskatchewan registering the strongest advance in February.

**Chart 1**

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



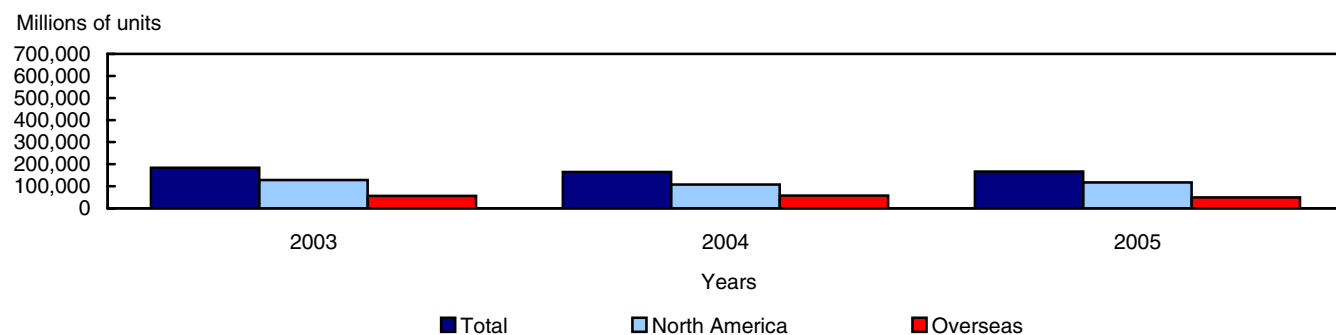
1. Trends represent smoothed seasonally adjusted data





Chart 5

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



## Related products

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### Selected publications from Statistics Canada

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63-005-X	Retail trade
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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### Note on CANSIM

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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 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)*
- *Canadian Statistics - New motor vehicle sales*
- *Canadian Statistics - New motor vehicle sales, by provinces*

# Statistical tables

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Table 1-1

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

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

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	148,309	-0.9	62,023	-5.4	10,089	18.4	72,112	-2.6
<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	4,751,355	1.7	1,352,574	11.9	229,750	-16.5	354,295	-11.8	1,936,618	2.7

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>	50,493,308	-3.3	24,845,915	-3.1	3,961,804	16.4	28,807,720	-0.8
<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>	49,639,223	-1.7	25,384,561	2.2	3,764,904	-5.0	29,149,463	1.2
<b>2005</b>								
January	2,687,357	-0.9	1,481,819	3.4	220,231	-1.6	1,702,050	2.7
February <sup>r</sup>	3,481,340	15.8	1,950,551	20.8	259,759	9.1	2,210,310	19.3
March <sup>p</sup>	4,751,355	1.7	2,456,492	-0.5	358,245	11.7	2,814,737	0.9

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 P	24,759	2.0	23,992	3.5	29,547	2.2
<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
<b>Year</b>								

Table 4

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

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.)	148,922	2,185	365	4,002	3,559	39,456
2004 (No.)	149,605	2,019	355	4,209	3,382	41,816
2005 (No.)	148,309	2,339	346	3,773	3,312	40,378
2005 / 2004 %	-0.9	15.8	-2.5	-10.4	-2.1	-3.4
2003 (\$'000)	4,619,716	57,890	9,440	110,656	101,337	1,125,046
2004 (\$'000)	4,674,152	55,459	9,405	125,534	96,644	1,180,222
2005 (\$'000)	4,751,355	62,924	9,329	109,004	95,636	1,157,859
2005 / 2004 %	1.7	13.5	-0.8	-13.2	-1.0	-1.9
<b>Passenger cars, manufactured in North America</b>						
2003 (No.)	55,863	888	188	1,887	1,638	15,840
2004 (No.)	49,796	717	118	1,548	1,253	14,857
2005 (No.)	54,630	939	142	1,645	1,381	16,478
2005 / 2004 %	9.7	31.0	20.3	6.3	10.2	10.9
2003 (\$'000)	1,342,055	20,282	4,215	43,669	38,744	364,167
2004 (\$'000)	1,208,905	16,550	2,668	35,954	29,002	351,741
2005 (\$'000)	1,352,574	21,073	3,287	38,006	32,340	391,693
2005 / 2004 %	11.9	27.3	23.2	5.7	11.5	11.4
<b>Passenger cars, manufactured in Japan</b>						
2003 (No.)	12,065	x	x	256	x	4,925
2004 (No.)	11,871	x	x	271	x	5,558
2005 (No.)	9,576	x	x	204	x	4,238
2005 / 2004 %	-19.3	x	x	-24.7	x	-23.7
2003 (\$'000)	287,456	x	x	5,962	x	104,731
2004 (\$'000)	275,102	x	x	5,970	x	115,553
2005 (\$'000)	229,750	x	x	4,436	x	87,502
2005 / 2004 %	-16.5	x	x	-25.7	x	-24.3
<b>Passenger cars, manufactured in other countries</b>						
2003 (No.)	11,457	x	x	250	x	4,701
2004 (No.)	13,884	x	x	362	x	6,037
2005 (No.)	11,991	x	x	282	x	4,913
2005 / 2004 %	-13.6	x	x	-22.1	x	-18.6
2003 (\$'000)	354,970	x	x	6,019	x	124,381
2004 (\$'000)	401,542	x	x	7,674	x	151,067
2005 (\$'000)	354,295	x	x	6,523	x	123,650
2005 / 2004 %	-11.8	x	x	-15.0	x	-18.1
<b>Trucks <sup>1</sup>, manufactured in North America</b>						
2003 (No.)	60,318	x	x	1,417	1,365	11,470
2004 (No.)	65,535	x	x	1,822	1,567	13,217
2005 (No.)	62,023	x	x	1,419	1,416	11,695
2005 / 2004 %	-5.4	x	x	-22.1	-9.6	-11.5
2003 (\$'000)	2,296,628	x	x	48,405	49,097	442,935
2004 (\$'000)	2,467,772	x	x	68,511	54,782	484,534
2005 (\$'000)	2,456,492	x	x	52,879	51,183	451,777
2005 / 2004 %	-0.5	x	x	-22.8	-6.6	-6.8
<b>Trucks <sup>1</sup>, manufactured overseas</b>						
2003 (No.)	9,219	x	x	192	143	2,520
2004 (No.)	8,519	x	x	206	128	2,147
2005 (No.)	10,089	x	x	223	155	3,054
2005 / 2004 %	18.4	x	x	8.3	21.1	42.2
2003 (\$'000)	338,607	x	x	6,600	4,664	88,831
2004 (\$'000)	320,831	x	x	7,424	4,167	77,327
2005 (\$'000)	358,245	x	x	7,160	4,695	103,237
2005 / 2004 %	11.7	x	x	-3.6	12.7	33.5

Table 4 – continued

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

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia <sup>1</sup>
<b>Total, new motor vehicles</b>						
2003 (No.)	148,922	59,863	3,927	3,686	16,654	15,225
2004 (No.)	149,605	57,245	3,932	3,464	17,028	16,155
2005 (No.)	148,309	56,253	4,157	3,390	18,460	15,901
2005 / 2004 %	-0.9	-1.7	5.7	-2.1	8.4	-1.6
2003 (\$'000)	4,619,716	1,877,491	131,703	120,295	595,520	490,340
2004 (\$'000)	4,674,152	1,846,314	130,818	115,498	593,957	520,301
2005 (\$'000)	4,751,355	1,859,871	143,764	119,771	658,894	534,303
2005 / 2004 %	1.7	0.7	9.9	3.7	10.9	2.7
<b>Passenger cars, manufactured in North America</b>						
2003 (No.)	55,863	23,009	1,404	1,193	4,665	5,151
2004 (No.)	49,796	19,673	1,201	786	4,110	5,533
2005 (No.)	54,630	21,526	1,400	898	5,189	5,032
2005 / 2004 %	9.7	9.4	16.6	14.2	26.3	-9.1
2003 (\$'000)	1,342,055	567,857	34,376	29,194	117,675	121,876
2004 (\$'000)	1,208,905	492,694	29,085	19,194	100,604	131,411
2005 (\$'000)	1,352,574	553,030	34,948	22,772	131,864	123,562
2005 / 2004 %	11.9	12.2	20.2	18.6	31.1	-6.0
<b>Passenger cars, manufactured in Japan</b>						
2003 (No.)	12,065	4,029	168	133	759	1,357
2004 (No.)	11,871	3,399	151	103	709	1,369
2005 (No.)	9,576	2,684	147	88	721	1,241
2005 / 2004 %	-19.3	-21.0	-2.6	-14.6	1.7	-9.3
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
2005 (\$'000)	229,750	76,153	3,639	2,358	19,249	31,598
2005 / 2004 %	-16.5	-13.6	2.7	-8.9	7.0	-10.0
<b>Passenger cars, manufactured in other countries</b>						
2003 (No.)	11,457	4,126	155	150	550	1,156
2004 (No.)	13,884	4,472	210	204	810	1,238
2005 (No.)	11,991	3,964	181	141	821	1,241
2005 / 2004 %	-13.6	-11.4	-13.8	-30.9	1.4	0.2
2003 (\$'000)	354,970	145,504	4,361	3,774	19,857	43,342
2004 (\$'000)	401,542	149,935	5,536	4,612	26,717	45,375
2005 (\$'000)	354,295	135,721	4,919	3,423	26,713	44,233
2005 / 2004 %	-11.8	-9.5	-11.1	-25.8	0.0	-2.5
<b>Trucks<sup>2</sup>, manufactured in North America</b>						
2003 (No.)	60,318	24,782	2,046	2,051	9,784	6,459
2004 (No.)	65,535	26,212	2,200	2,202	10,512	6,809
2005 (No.)	62,023	24,220	2,242	2,041	10,708	7,202
2005 / 2004 %	-5.4	-7.6	1.9	-7.3	1.9	5.8
2003 (\$'000)	2,296,628	911,203	83,059	78,079	404,529	248,422
2004 (\$'000)	2,467,772	978,257	86,539	83,230	414,894	263,308
2005 (\$'000)	2,456,492	952,470	93,707	83,860	444,104	290,615
2005 / 2004 %	-0.5	-2.6	8.3	0.8	7.0	10.4
<b>Trucks<sup>2</sup>, manufactured overseas</b>						
2003 (No.)	9,219	3,917	154	159	896	1,102
2004 (No.)	8,519	3,489	170	169	887	1,206
2005 (No.)	10,089	3,859	187	222	1,021	1,185
2005 / 2004 %	18.4	10.6	10.0	31.4	15.1	-1.7
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
2005 (\$'000)	358,245	142,497	6,552	7,359	36,964	44,297
2005 / 2004 %	11.7	3.8	7.1	25.3	9.5	-1.8

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 March

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	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 <sup>1</sup>	41,789	-4.5	14,577	-1.3	3,522	1.2	3,177	9.6	21,276	0.6
<b>Canada</b>	<b>349,790</b>	<b>-4.5</b>	<b>127,942</b>	<b>-6.5</b>	<b>28,200</b>	<b>6.7</b>	<b>27,771</b>	<b>4.0</b>	<b>183,913</b>	<b>-3.2</b>
<b>2004</b>										
Newfoundland and Labrador	4,101	-9.3	1,400	-20.2	x	x	x	x	2,168	-13.9
Prince Edward Island	791	-3.9	294	-20.1	x	x	x	x	403	-13.0
Nova Scotia	8,708	-4.1	3,117	-19.5	536	-4.6	779	28.3	4,432	-12.0
New Brunswick	7,318	-6.2	2,688	-18.9	x	x	x	x	3,658	-13.9
Quebec	84,731	-2.6	28,885	-15.5	11,990	11.9	12,451	13.5	53,326	-4.5
Ontario	127,211	-8.4	42,878	-18.1	7,495	-23.5	10,439	5.5	60,812	-15.6
Manitoba	9,149	-3.8	2,869	-12.0	374	-3.4	515	23.8	3,758	-7.5
Saskatchewan	7,941	-8.2	1,952	-25.2	237	-30.1	427	12.7	2,616	-21.3
Alberta	40,725	-2.5	10,348	-11.4	1,699	-11.6	1,874	25.8	13,921	-7.8
British Columbia <sup>1</sup>	38,945	-6.8	12,949	-11.2	3,505	-0.5	3,174	-0.1	19,628	-7.7
<b>Canada</b>	<b>329,620</b>	<b>-5.8</b>	<b>107,380</b>	<b>-16.1</b>	<b>26,553</b>	<b>-5.8</b>	<b>30,789</b>	<b>10.9</b>	<b>164,722</b>	<b>-10.4</b>
<b>2005</b>										
Newfoundland and Labrador	4,635	13.0	1,769	26.4	x	x	x	x	2,410	11.2
Prince Edward Island	830	4.9	333	13.3	x	x	x	x	446	10.7
Nova Scotia	8,705	0.0	3,602	15.6	413	-22.9	681	-12.6	4,696	6.0
New Brunswick	7,103	-2.9	2,819	4.9	x	x	x	x	3,615	-1.2
Quebec	85,225	0.6	32,662	13.1	9,019	-24.8	10,502	-15.7	52,183	-2.1
Ontario	129,755	2.0	46,820	9.2	6,263	-16.4	9,612	-7.9	62,695	3.1
Manitoba	9,472	3.5	3,029	5.6	321	-14.2	425	-17.5	3,775	0.5
Saskatchewan	7,510	-5.4	1,878	-3.8	204	-13.9	335	-21.5	2,417	-7.6
Alberta	44,137	8.4	11,780	13.8	1,624	-4.4	2,047	9.2	15,451	11.0
British Columbia <sup>1</sup>	39,020	0.2	12,503	-3.4	2,916	-16.8	3,193	0.6	18,612	-5.2
<b>Canada</b>	<b>336,392</b>	<b>2.1</b>	<b>117,195</b>	<b>9.1</b>	<b>21,286</b>	<b>-19.8</b>	<b>27,819</b>	<b>-9.6</b>	<b>166,300</b>	<b>1.0</b>

Table 5-1 – continued

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

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	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 <sup>1</sup>	41,789	-4.5	17,270	-10.2	3,243	-4.4	20,513	-9.3
<b>Canada</b>	<b>349,790</b>	<b>-4.5</b>	<b>142,945</b>	<b>-8.3</b>	<b>22,932</b>	<b>11.9</b>	<b>165,877</b>	<b>-6.0</b>
<b>2004</b>								
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	8,708	-4.1	3,803	8.1	473	-8.9	4,276	5.9
New Brunswick	7,318	-6.2	3,381	6.4	279	-25.6	3,660	3.0
Quebec	84,731	-2.6	26,296	3.1	5,109	-9.9	31,405	0.7
Ontario	127,211	-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	7,941	-8.2	4,933	1.1	392	-11.3	5,325	0.1
Alberta	40,725	-2.5	24,650	0.8	2,154	-3.1	26,804	0.4
British Columbia <sup>1</sup>	38,945	-6.8	16,201	-6.2	3,116	-3.9	19,317	-5.8
<b>Canada</b>	<b>329,620</b>	<b>-5.8</b>	<b>144,288</b>	<b>0.9</b>	<b>20,610</b>	<b>-10.1</b>	<b>164,898</b>	<b>-0.6</b>
<b>2005</b>								
Newfoundland and Labrador	4,635	13.0	x	x	x	x	2,225	15.1
Prince Edward Island	830	4.9	x	x	x	x	384	-1.0
Nova Scotia	8,705	0.0	3,504	-7.9	505	6.8	4,009	-6.2
New Brunswick	7,103	-2.9	3,157	-6.6	331	18.6	3,488	-4.7
Quebec	85,225	0.6	26,650	1.3	6,392	25.1	33,042	5.2
Ontario	129,755	2.0	57,801	-0.3	9,259	9.8	67,060	1.0
Manitoba	9,472	3.5	5,248	5.2	449	11.4	5,697	5.7
Saskatchewan	7,510	-5.4	4,612	-6.5	481	22.7	5,093	-4.4
Alberta	44,137	8.4	26,157	6.1	2,529	17.4	28,686	7.0
British Columbia <sup>1</sup>	39,020	0.2	17,274	6.6	3,134	0.6	20,408	5.6
<b>Canada</b>	<b>336,392</b>	<b>2.1</b>	<b>146,634</b>	<b>1.6</b>	<b>23,458</b>	<b>13.8</b>	<b>170,092</b>	<b>3.1</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 5-2

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

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	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 <sup>1</sup>	1,337,661	-2.8	347,082	0.6	88,947	-1.6	118,613	9.7	554,642	2.0
<b>Canada</b>	10,837,729	-2.3	3,068,275	-5.4	670,227	3.0	847,648	3.7	4,586,152	-2.7
<b>2004</b>										
Newfoundland and Labrador	112,100	-7.3	32,173	-19.5	x	x	x	x	46,989	-14.3
Prince Edward Island	21,119	-2.0	6,628	-19.3	x	x	x	x	8,594	-14.5
Nova Scotia	256,421	-0.3	72,809	-18.6	11,727	-8.2	16,420	16.5	100,955	-13.2
New Brunswick	212,308	-4.6	61,709	-20.8	x	x	x	x	80,838	-17.2
Quebec	2,410,041	-2.7	682,581	-12.5	243,692	7.6	300,669	7.8	1,226,943	-4.5
Ontario	4,133,608	-4.9	1,075,983	-16.6	189,330	-25.5	344,607	-1.0	1,609,921	-14.9
Manitoba	306,305	-3.5	70,458	-11.4	8,481	-11.9	13,060	15.9	91,998	-8.4
Saskatchewan	266,835	-5.6	48,349	-24.2	5,722	-36.2	9,170	-2.3	63,242	-23.0
Alberta	1,413,445	-2.7	253,172	-13.4	42,087	-15.2	59,784	18.7	355,045	-9.5
British Columbia <sup>1</sup>	1,258,949	-5.9	307,353	-11.4	86,913	-2.3	113,308	-4.5	507,574	-8.5
<b>Canada</b>	10,391,131	-4.1	2,611,217	-14.9	602,028	-10.2	878,852	3.7	4,092,098	-10.8
<b>2005</b>										
Newfoundland and Labrador	127,401	13.6	40,052	24.5	x	x	x	x	52,506	11.7
Prince Edward Island	22,465	6.4	7,708	16.3	x	x	x	x	9,737	13.3
Nova Scotia	254,732	-0.7	84,052	15.4	9,001	-23.2	15,325	-6.7	108,379	7.4
New Brunswick	208,835	-1.6	66,225	7.3	x	x	x	x	82,404	1.9
Quebec	2,483,005	3.0	774,532	13.5	183,823	-24.6	255,472	-15.0	1,213,828	-1.1
Ontario	4,346,263	5.1	1,197,236	11.3	169,180	-10.6	313,478	-9.0	1,679,894	4.3
Manitoba	329,729	7.6	75,338	6.9	7,871	-7.2	11,204	-14.2	94,413	2.6
Saskatchewan	263,174	-1.4	47,673	-1.4	5,149	-10.0	7,601	-17.1	60,422	-4.5
Alberta	1,592,939	12.7	296,164	17.0	42,300	0.5	63,529	6.3	401,994	13.2
British Columbia <sup>1</sup>	1,291,510	2.6	305,306	-0.7	72,807	-16.2	111,267	-1.8	489,378	-3.6
<b>Canada</b>	10,920,052	5.1	2,894,286	10.8	500,245	-16.9	798,426	-9.2	4,192,956	2.5

Table 5-2 – continued

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

Province	Total new motor vehicles		Trucks <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%
<b>2003</b>								
Newfoundland and Labrador	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 <sup>1</sup>	1,337,661	-2.8	660,247	-6.8	122,770	-0.8	783,017	-5.9
<b>Canada</b>	<b>10,837,729</b>	<b>-2.3</b>	<b>5,416,756</b>	<b>-4.6</b>	<b>834,823</b>	<b>18.8</b>	<b>6,251,579</b>	<b>-2.0</b>
<b>2004</b>								
Newfoundland and Labrador	112,100	-7.3	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	256,421	-0.3	138,521	12.3	16,944	-3.5	155,465	10.3
New Brunswick	212,308	-4.6	122,268	8.5	9,202	-24.5	131,471	5.3
Quebec	2,410,041	-2.7	996,244	0.2	186,855	-5.5	1,183,098	-0.8
Ontario	4,133,608	-4.9	2,194,563	4.9	329,124	-9.3	2,523,687	2.8
Manitoba	306,305	-3.5	199,641	-1.3	14,665	-0.3	214,307	-1.3
Saskatchewan	266,835	-5.6	189,750	2.5	13,841	-10.1	203,592	1.5
Alberta	1,413,445	-2.7	975,570	-0.3	82,831	1.6	1,058,401	-0.1
British Columbia <sup>1</sup>	1,258,949	-5.9	630,299	-4.5	121,078	-1.4	751,376	-4.0
<b>Canada</b>	<b>10,391,131</b>	<b>-4.1</b>	<b>5,516,338</b>	<b>1.8</b>	<b>782,696</b>	<b>-6.2</b>	<b>6,299,034</b>	<b>0.8</b>
<b>2005</b>								
Newfoundland and Labrador	127,401	13.6	x	x	x	x	74,895	15.0
Prince Edward Island	22,465	6.4	x	x	x	x	12,727	1.6
Nova Scotia	254,732	-0.7	130,112	-6.1	16,239	-4.2	146,352	-5.9
New Brunswick	208,835	-1.6	116,391	-4.8	10,041	9.1	126,432	-3.8
Quebec	2,483,005	3.0	1,052,536	5.7	216,642	15.9	1,269,177	7.3
Ontario	4,346,263	5.1	2,322,702	5.8	343,666	4.4	2,666,368	5.7
Manitoba	329,729	7.6	219,787	10.1	15,528	5.9	235,316	9.8
Saskatchewan	263,174	-1.4	186,849	-1.5	15,903	14.9	202,751	-0.4
Alberta	1,592,939	12.7	1,099,105	12.7	91,840	10.9	1,190,945	12.5
British Columbia <sup>1</sup>	1,291,510	2.6	685,193	8.7	116,940	-3.4	802,131	6.8
<b>Canada</b>	<b>10,920,052</b>	<b>5.1</b>	<b>5,888,862</b>	<b>6.8</b>	<b>838,235</b>	<b>7.1</b>	<b>6,727,097</b>	<b>6.8</b>

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

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



Table 6

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

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

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

Table 7

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

Period	Total new motor vehicles		Passenger cars				Trucks <sup>1</sup>	
	Units	Month/month change	North America		Overseas		Total	
			Units	Month/month change	Units	Month/month change	Units	Month/month change
	No.	%	No.	%	No.	%	No.	%
<b>2003</b>								
January	138,029	-8.1	53,292	-6.2	24,133	-1.0	60,604	-12.0
February	143,296	3.8	54,447	2.2	23,801	-1.4	65,047	7.3
March	137,631	-4.0	50,708	-6.9	23,045	-3.2	63,879	-1.8
April	130,934	-4.9	49,827	-1.7	21,473	-6.8	59,634	-6.6
May	140,959	7.7	53,118	6.6	21,422	-0.2	66,420	11.4
June	128,807	-8.6	47,421	-10.7	21,084	-1.6	60,302	-9.2
July	144,194	11.9	53,089	12.0	21,158	0.4	69,948	16.0
August	139,613	-3.2	49,773	-6.2	22,963	8.5	66,877	-4.4
September	137,476	-1.5	50,686	1.8	21,361	-7.0	65,428	-2.2
October	131,364	-4.4	48,883	-3.6	19,894	-6.9	62,587	-4.3
November	128,826	-1.9	48,727	-0.3	19,247	-3.3	60,852	-2.8
December	125,338	-2.7	44,754	-8.2	21,168	10.0	59,416	-2.4
<b>2004</b>								
January	125,205	-0.1	44,928	0.4	23,432	10.7	56,844	-4.3
February	127,268	1.6	42,213	-6.0	22,998	-1.9	62,058	9.2
March	136,198	7.0	45,493	7.8	23,971	4.2	66,735	7.5
April	136,145	0.0	47,142	3.6	23,645	-1.4	65,358	-2.1
May	131,171	-3.7	45,869	-2.7	23,195	-1.9	62,107	-5.0
June	131,241	0.1	45,941	0.2	22,841	-1.5	62,459	0.6
July	131,584	0.3	46,246	0.7	22,920	0.3	62,418	-0.1
August	131,396	-0.1	46,357	0.2	22,429	-2.1	62,610	0.3
September	128,035	-2.6	43,298	-6.6	22,611	0.8	62,127	-0.8
October	133,589	4.3	45,178	4.3	23,702	4.8	64,709	4.2
November	132,171	-1.1	44,183	-2.2	23,321	-1.6	64,666	-0.1
December	131,192	-0.7	45,966	4.0	22,225	-4.7	63,001	-2.6
<b>2005</b>								
January <sup>r</sup>	126,580	-3.5	43,672	-5.0	21,148	-4.8	61,760	-2.0
February <sup>r</sup>	142,049	12.2	50,995	16.8	20,887	-1.2	70,167	13.6
March <sup>p</sup>	133,698	-5.9	49,761	-2.4	19,524	-6.5	64,413	-8.2

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 <sup>r</sup>	126,580	1,868	385	3,611	2,550	33,878
February <sup>r</sup>	142,049	2,074	453	4,161	3,099	35,447
March <sup>p</sup>	133,698	2,104	385	3,476	2,796	34,438

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 <sup>r</sup>	126,580	48,225	3,481	2,536	16,332	13,714
February <sup>r</sup>	142,049	56,356	4,044	3,196	18,112	15,108
March <sup>p</sup>	133,698	50,950	3,956	3,235	17,462	14,897

# 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.

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 = 9 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 10 for Commercial vehicles.

## **Revision procedures**

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



## Appendix II

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### List of North American motor vehicle manufacturers

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

Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

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

### **Japan**

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

### **Other Countries**

B.M.W. Canada Inc.

Daewoo Auto Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.