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# New motor vehicle sales

September 2004



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# New motor vehicle sales

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## **Note of appreciation**

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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 confidential to meet secrecy requirements of the *Statistics Act*
- E use with caution
- F too unreliable to be published

## Note

Components may not add to totals due to rounding.

## Acknowledgements

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# Highlights

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## September 2004

- Weak demand for North American-built passenger cars in September was largely responsible for the 3.2% decline in new motor vehicle sales — the second monthly consecutive decrease. In all, 126,482 new motor vehicles were sold, the second lowest level of sales in 2004 since January.

## Analysis – September 2004

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Weak demand for North American-built passenger cars in September was largely responsible for the 3.2% decline in new motor vehicle sales — the second monthly consecutive decrease. In all, 126,482 new motor vehicles were sold, the second lowest level of sales in 2004 since January.

According to preliminary auto industry figures, the number of new motor vehicles sold in October is estimated to have surged by approximately 7%, mainly owing to an upswing in demand for new passenger cars.

September's decline occurred despite favourable macro-economic indicators, including an easing in the unemployment rate, an increase in employment and a rising consumer confidence index. The same month saw, on average, a decrease (-0.7%) in the new vehicle consumer price index, partly as a result of incentives offered by manufacturers seeking to sell off inventories of 2004 models.

### Note to readers

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

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

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

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

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.

Cumulative sales for the first nine months of 2004 were 5.9% lower compared with the same period in 2003. New motor vehicle sales have been relatively weak in recent months, following a string of increases that began at the start of the year and peaked in April. Previously, sales had gone through a period of major declines throughout the second half of 2003. In the first half of 2003, sales showed major fluctuations while at the same time trending downward.

### Market share erodes for passenger cars

The decrease in new passenger car sales was much larger than for truck sales, which were down only slightly (-0.6%). Compared with August, passenger car sales fell 5.6% to 64,616 units. September's results caused the market share for passenger cars to slip to 51.1%, one of the two lowest levels in the past five years.

The decline in sales of new passenger cars was entirely attributable to North American-built cars, which dropped 9.4% compared with August. For the same period, overseas-built cars rebounded 5.4%, ending a string of four consecutive declines.

A total of 61,866 new trucks were sold in September, down 0.6% from August. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Both passenger car sales and truck sales have registered four declines in five months. They grew in the first four months of 2004, following a period of steep declines that were accentuated in the second half of 2003. This downward



movement first appeared in sales of passenger cars, which began to decline in the fall of 2002. For truck sales, the weakness began to appear in mid-2003.

**Foreign cars made in North America continue to gain market share**

North American-built cars include those of the big three North American auto makers as well as foreign makes produced in North America. In 2004, the latter continued to garner market share.

For the first nine months of 2004, sales of foreign cars made in North America captured 30.9% of the passenger car market, compared with 29.3% in 2003. In 2000, their share was 24.2% while in 1995 it was only 18.8%.

As for the market share for new trucks, the big North American auto makers still largely dominate the market, but here again foreign manufacturers are making gains. They accounted for 9.2% of sales for the first nine months of 2004, more than four times as much as in 1995.

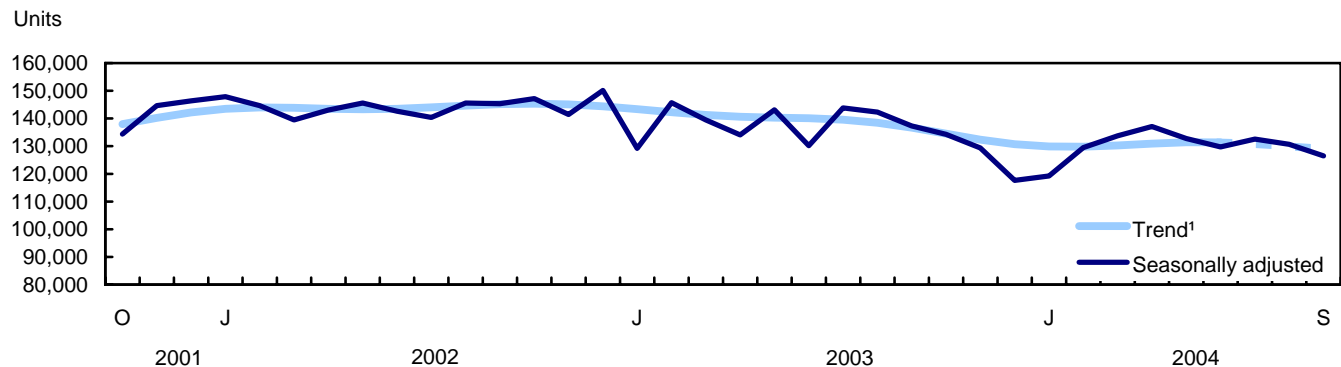
**Sales down in nearly all provinces**

In September, new motor vehicle sales declined in every province compared with August, except in Prince Edward Island (+6.0%) and Newfoundland and Labrador (+0.3%). The largest declines were reported in Saskatchewan (-10.8%) and Ontario (-5.8%). In the other provinces, the declines were below the national average (-3.2%).

Cumulative motor vehicle sales for the first nine months of 2004 declined in all provinces. The biggest decreases were registered in the Atlantic provinces, led by New Brunswick (-10.4%) and Newfoundland and Labrador (-9.9%). In the West, Saskatchewan (-8.2%) reported the largest decline. Ontario (-7.5%) also posted a steep drop, while the decline for Quebec (-5.9%) was the same as the national average. Among the provinces posting below-average decreases, Western provinces predominated, including the region formed by British Columbia and the three territories (-2.4%), Manitoba (-2.9%) and Alberta (-3.4%), along with Prince Edward Island (-2.3%) and Nova Scotia (-3.2%).

**Chart 1**

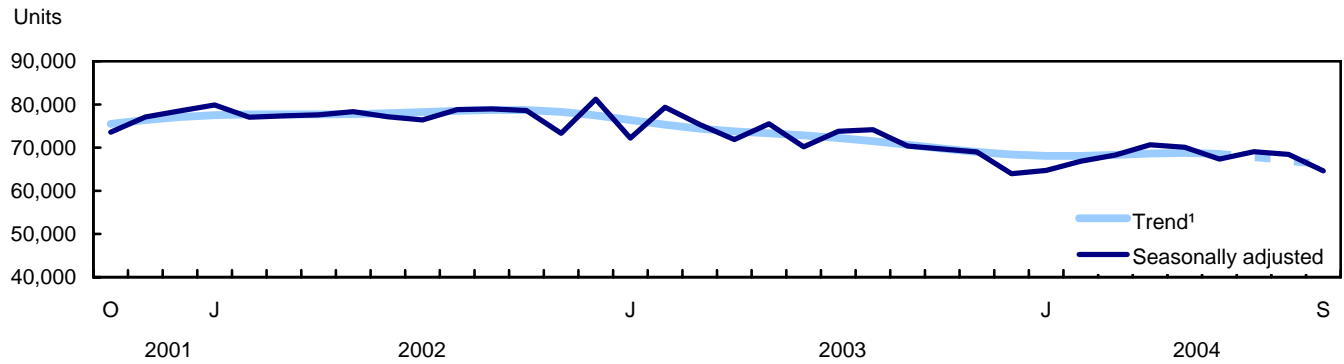
**New motor vehicle sales, seasonally adjusted, in units, 2001 to 2004**



<sup>1</sup> Trends represent smoothed seasonally adjusted data.

**Chart 2**

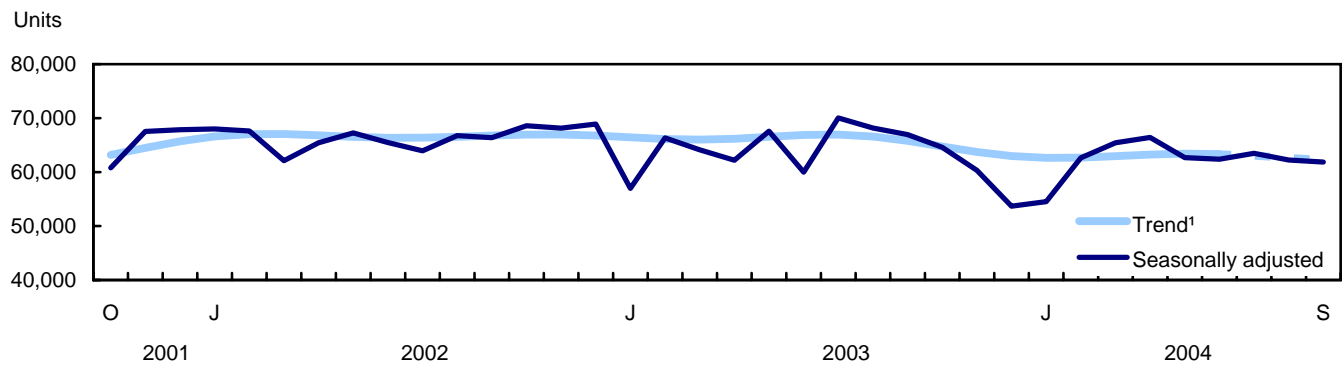
**Passenger car sales, seasonally adjusted, in units, 2001 to 2004**



<sup>1</sup> Trends represent smoothed seasonally adjusted data.

**Chart 3**

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



<sup>1</sup> Trends represent smoothed seasonally adjusted data.

**Chart 4**

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

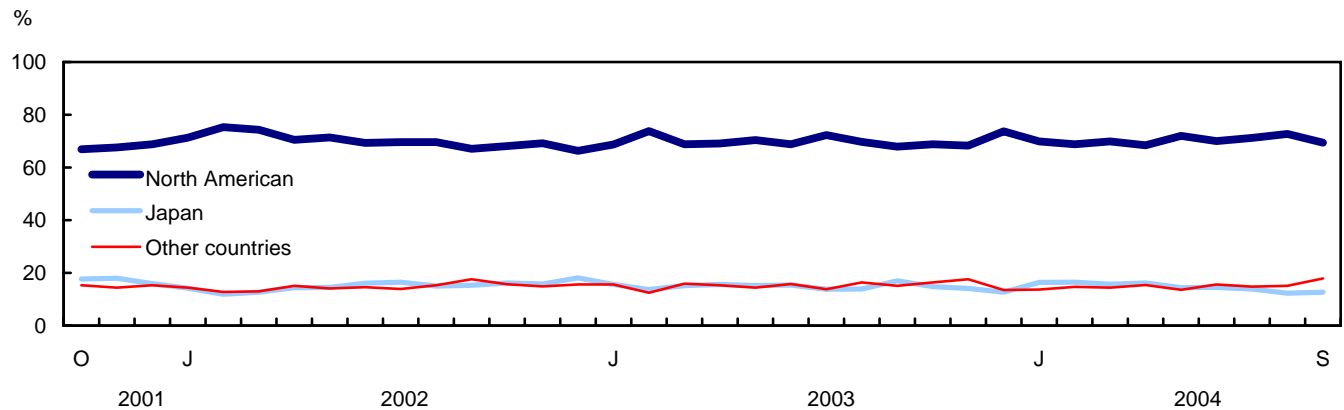
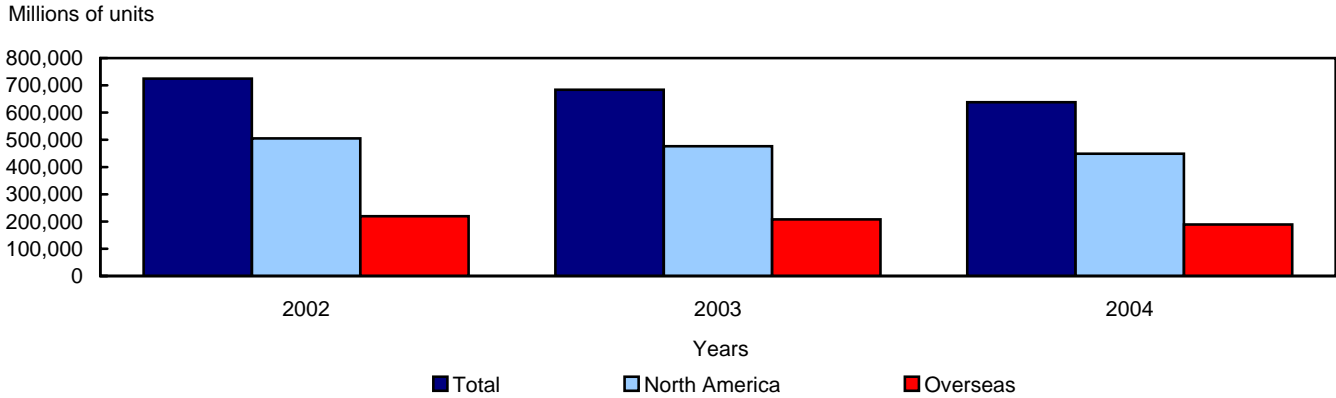


Chart 5

**Cumulative sales of new passenger cars, by origin, in units, 2002-2004  
January - September**



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

# Statistical Tables

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Table 1-1

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

Period	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
<b>2002</b>										
January	112,105	15.8	41,820	11.0	7,153	47.9	7,297	16.2	56,270	15.3
February	103,981	16.6	37,067	10.4	7,556	43.7	7,965	15.9	52,588	15.1
March	150,286	5.0	57,955	4.3	11,730	20.1	11,433	9.3	81,118	7.0
April	167,558	11.6	66,005	11.7	15,387	32.3	13,912	12.8	95,304	14.8
May	166,313	10.2	74,074	3.7	17,586	25.6	14,837	3.8	106,497	6.8
June	168,305	4.5	62,931	-3.0	13,584	16.5	13,872	9.3	90,387	1.3
July	141,101	8.1	52,993	3.9	12,070	12.4	13,916	18.5	78,979	7.5
August	150,865	8.5	57,576	8.9	13,696	-2.2	13,239	9.4	84,511	7.0
September	144,297	13.6	54,782	17.6	12,536	1.3	11,807	18.6	79,125	14.8
October	137,951	11.1	49,822	5.4	13,594	24.7	11,681	11.4	75,097	9.4
November	127,244	-3.5	44,232	-11.5	10,058	1.0	10,060	-0.6	64,350	-8.1
December	143,312	5.5	52,048	4.3	9,646	22.7	8,784	3.6	70,478	6.4
<b>Year</b>	<b>1,733,318</b>	<b>8.5</b>	<b>651,305</b>	<b>5.1</b>	<b>144,596</b>	<b>17.6</b>	<b>138,803</b>	<b>10.3</b>	<b>934,704</b>	<b>7.6</b>
<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	30,151	-12.2	7,074	-6.9	5,917	-25.5	43,142	-13.5
February	94,778	-10.1	31,676	-16.1	7,608	-10.8	6,745	-19.4	46,029	-15.8
March	149,624	0.5	52,775	-5.5	11,871	-1.6	10,904	-4.8	75,550	-4.8
April	160,195	4.7	59,271	-0.8	14,007	5.0	13,363	-2.6	86,641	-0.2
May	166,136	-10.4	67,222	-10.2	13,456	-6.0	12,650	-11.6	93,328	-9.8
June	154,134	2.9	56,132	0.6	11,601	3.9	12,504	-4.5	80,237	0.2
July	136,582	-8.3	51,686	-5.3	10,122	-12.3	10,762	-12.3	72,570	-7.4
August <sup>r</sup>	136,187	-6.1	53,721	1.4	9,085	-31.7	11,137	-5.3	73,943	-5.2
September <sup>p</sup>	130,699	-8.0	46,308	-8.2	8,504	-21.5	11,917	-0.9	66,729	-8.9
October										
November										
December										
<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 units, 2002 to 2004

Period	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>2002</b>								
January	112,105	15.8	48,802	12.1	7,033	56.9	55,835	16.3
February	103,981	16.6	45,464	17.4	5,929	25.5	51,393	18.3
March	150,286	5.0	61,640	1.1	7,528	17.0	69,168	2.6
April	167,558	11.6	63,785	4.9	8,469	33.7	72,254	7.6
May	186,313	10.2	70,834	14.6	8,982	19.0	79,816	15.1
June	168,305	4.5	69,010	7.0	8,908	22.0	77,918	8.5
July	141,101	8.1	53,444	6.4	8,678	28.4	62,122	9.0
August	150,865	8.5	57,466	9.4	8,888	17.8	66,354	10.5
September	144,297	13.6	56,855	11.1	8,317	19.5	65,172	12.2
October	137,951	11.1	53,476	10.0	9,378	34.6	62,854	13.1
November	127,244	-3.5	53,964	-0.8	8,930	19.3	62,894	1.7
December	143,312	5.5	64,130	5.6	8,704	-1.2	72,834	4.7
<b>Year</b>	<b>1,733,318</b>	<b>8.5</b>	<b>698,870</b>	<b>7.9</b>	<b>99,744</b>	<b>22.6</b>	<b>798,614</b>	<b>9.5</b>
<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>	<b>1,626,468</b>	<b>-6.2</b>	<b>654,136</b>	<b>-6.4</b>	<b>106,857</b>	<b>7.1</b>	<b>760,993</b>	<b>-4.7</b>
<b>2004</b>								
January	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
February	94,778	-10.1	42,614	-2.1	6,135	-15.1	48,749	-3.9
March	149,624	0.5	65,555	8.7	8,519	-7.6	74,074	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	136,582	-8.3	54,651	-9.3	9,361	-9.5	64,012	-9.3
August	136,187	-6.1	52,190	-9.6	10,054	7.4	62,244	-7.2
September	130,699	-8.0	54,028	-8.8	9,942	5.3	63,970	-6.9
October								
November								
December								
<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 2-1

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

Period	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2002</b>										
January	3,412,178	19.3	1,003,521	12.7	173,817	58.6	216,775	16.8	1,394,112	17.6
February	3,174,004	19.4	871,644	10.5	187,520	59.8	238,430	11.5	1,297,595	15.8
March	4,504,327	6.4	1,367,549	5.9	289,520	28.0	362,393	16.4	2,019,461	10.4
April	4,945,277	12.9	1,568,292	12.6	373,792	37.7	427,937	17.5	2,370,020	16.8
May	5,463,686	12.6	1,760,819	5.7	414,062	26.7	446,139	5.6	2,621,020	8.5
June	5,034,008	7.3	1,517,592	-1.3	325,654	21.4	423,205	14.9	2,266,450	4.2
July	4,195,497	11.9	1,260,735	5.6	291,510	19.2	392,289	19.2	1,944,534	10.0
August	4,517,781	13.1	1,374,571	11.6	326,726	4.3	365,941	7.3	2,067,238	9.6
September	4,362,089	17.4	1,303,544	19.1	307,681	4.2	351,096	21.1	1,962,320	16.8
October	4,239,363	14.7	1,189,282	7.9	333,272	24.9	347,121	12.3	1,869,675	11.4
November	3,969,183	0.6	1,056,203	-11.7	247,101	-1.4	315,283	0.2	1,618,587	-8.1
December	4,410,106	7.5	1,247,543	4.8	230,639	20.0	282,289	8.2	1,760,471	7.1
<b>Year</b>	52,227,499	11.4	15,521,295	6.5	3,501,294	21.5	4,168,898	12.4	23,191,483	9.6
<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>	50,493,308	-3.3	14,565,218	-6.2	2,988,274	-14.7	4,132,093	-0.9	21,685,587	-6.5
<b>2004</b>										
January	2,711,635	-7.8	714,925	-13.3	155,729	-12.9	183,723	-23.0	1,054,378	-15.1
February	3,005,467	-8.3	755,094	-16.2	171,197	-16.1	225,879	-11.1	1,152,171	-15.3
March	4,675,824	1.2	1,256,631	-6.4	275,102	-4.3	354,138	-0.2	1,885,871	-5.0
April	4,889,585	4.7	1,415,972	-2.2	324,034	1.4	431,751	1.9	2,171,757	-0.9
May	5,029,987	-9.4	1,606,953	-11.1	310,894	-9.8	416,381	-5.1	2,334,228	-9.9
June	4,812,540	4.7	1,350,675	-0.1	266,842	-1.4	393,117	-0.3	2,010,635	-0.4
July	4,257,660	-6.8	1,238,110	-5.1	236,014	-10.8	315,260	-9.8	1,789,384	-6.8
August <sup>r</sup>	4,245,377	-4.7	1,275,856	1.3	214,269	-28.9	334,268	-0.4	1,824,394	-3.8
September <sup>p</sup>	4,202,285	-6.3	1,111,777	-8.1	201,881	-19.5	357,748	-0.6	1,671,405	-8.2
October										
November										
December										
<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 2-2

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

Period	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>2002</b>								
January	3,412,178	19.3	1,779,369	16.7	238,696	60.5	2,018,065	20.6
February	3,174,004	19.4	1,667,702	21.3	208,707	28.4	1,876,409	22.0
March	4,504,327	6.4	2,229,610	2.1	255,256	16.9	2,484,866	3.4
April	4,945,277	12.9	2,290,546	7.1	284,711	32.3	2,575,257	9.4
May	5,463,686	12.6	2,538,344	16.0	304,322	21.6	2,842,666	16.6
June	5,034,008	7.3	2,467,958	8.7	299,599	21.2	2,767,558	9.9
July	4,195,497	11.9	1,964,517	11.7	286,446	27.8	2,250,963	13.5
August	4,517,781	13.1	2,153,296	15.9	297,247	19.1	2,450,543	16.2
September	4,362,089	17.4	2,118,915	17.7	280,853	18.8	2,399,768	17.8
October	4,239,363	14.7	2,045,255	15.1	324,433	33.2	2,369,688	17.3
November	3,969,183	0.6	2,037,884	5.8	312,712	19.8	2,350,596	7.5
December	4,410,106	7.5	2,339,740	8.5	309,895	2.6	2,649,635	7.8
<b>Year</b>	<b>52,227,499</b>	<b>11.4</b>	<b>25,633,136</b>	<b>11.7</b>	<b>3,402,877</b>	<b>23.3</b>	<b>29,036,014</b>	<b>12.9</b>
<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	3,005,467	-8.3	1,615,159	-2.2	238,137	-9.9	1,853,296	-3.3
March	4,675,824	1.2	2,469,121	7.5	320,831	-5.2	2,789,953	5.9
April	4,889,585	4.7	2,389,389	12.5	328,439	-8.2	2,717,827	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	4,257,660	-6.8	2,132,569	-6.2	335,708	-10.8	2,468,276	-6.9
August <sup>r</sup>	4,245,377	-4.7	2,059,566	-6.9	361,417	5.1	2,420,983	-5.3
September <sup>p</sup>	4,202,285	-6.3	2,167,080	-6.0	363,800	1.0	2,530,880	-5.1
October								
November								
December								
<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 3**

**Average monthly prices of passenger cars, by origin, 2002 to 2004**

Period	North America		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%
<b>2002</b>						
January	23,996	1.5	24,300	7.2	29,707	0.5
February	23,515	0.1	24,817	11.2	29,935	-3.8
March	23,597	1.5	24,682	6.6	31,697	6.5
April	23,760	0.8	24,293	4.1	30,760	4.2
May	23,771	1.9	23,545	0.8	30,069	1.8
June	24,115	1.8	23,973	4.2	30,508	5.1
July	23,791	1.7	24,152	6.0	28,190	0.6
August	23,874	2.5	23,856	6.6	27,641	-2.0
September	23,795	1.3	24,544	2.9	29,736	2.1
October	23,871	2.4	24,516	0.2	29,717	0.8
November	23,879	-0.2	24,568	-2.3	31,340	0.8
December	23,969	0.5	23,910	-2.1	32,137	4.5
<b>Year</b>	<b>23,831</b>	<b>1.3</b>	<b>24,214</b>	<b>3.3</b>	<b>30,035</b>	<b>1.8</b>
<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	23,712	-1.3	22,014	-6.4	31,050	3.4
February	23,838	-0.2	22,502	-5.9	33,488	10.3
March	23,811	-0.9	23,174	-2.7	32,478	4.8
April	23,890	-1.4	23,134	-3.5	32,309	4.7
May	23,905	-1.0	23,104	-4.1	32,916	7.4
June	24,062	-0.7	23,002	-5.1	31,439	4.4
July	23,954	0.2	23,317	1.7	29,294	2.8
August	23,750	-0.1	23,585	4.1	30,014	5.2
September P	24,008	0.1	23,739	2.5	30,020	0.3
October						
November						
December						
<b>Year</b>						

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

Table 4

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

Period	Total		Passenger cars					
	Units	Market share	North America		Japan		Other countries	
			Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
<b>2002</b>								
January	56,270	100.0	41,820	74.3	7,153	12.7	7,297	13.0
February	52,588	100.0	37,067	70.5	7,556	14.4	7,965	15.1
March	81,118	100.0	57,955	71.4	11,730	14.5	11,433	14.1
April	95,304	100.0	66,005	69.3	15,387	16.1	13,912	14.6
May	106,497	100.0	74,074	69.6	17,586	16.5	14,837	13.9
June	90,387	100.0	62,931	69.6	13,584	15.0	13,872	15.3
July	78,979	100.0	52,993	67.1	12,070	15.3	13,916	17.6
August	84,511	100.0	57,576	68.1	13,696	16.2	13,239	15.7
September	79,125	100.0	54,782	69.2	12,536	15.8	11,807	14.9
October	75,097	100.0	49,822	66.3	13,594	18.1	11,681	15.6
November	64,350	100.0	44,232	68.7	10,058	15.6	10,060	15.6
December	70,478	100.0	52,048	73.8	9,646	13.7	8,784	12.5
<b>Year</b>	<b>934,704</b>	<b>100.0</b>	<b>651,305</b>	<b>69.7</b>	<b>144,596</b>	<b>15.5</b>	<b>138,803</b>	<b>14.8</b>
<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	30,151	69.9	7,074	16.4	5,917	13.7
February	46,029	100.0	31,676	68.8	7,608	16.5	6,745	14.7
March	75,550	100.0	52,775	69.9	11,871	15.7	10,904	14.4
April	86,641	100.0	59,271	68.4	14,007	16.2	13,363	15.4
May	93,328	100.0	67,222	72.0	13,456	14.4	12,650	13.6
June	80,237	100.0	56,132	70.0	11,601	14.5	12,504	15.6
July	72,570	100.0	51,686	71.2	10,122	13.9	10,762	14.8
August	73,943	100.0	53,721	72.7	9,085	12.3	11,137	15.1
September	66,729	100.0	46,308	69.4	8,504	12.7	11,917	17.9
October								
November								
December								
<b>Year</b>								

Table 5-1

## Provincial sales of new motor vehicles, by type and origin, in units and dollars, 2002 to 2004, September

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
<b>Total, new motor vehicles</b>						
2002 (No.)	144,297	2,198	434	3,726	3,267	36,850
2003 (No.)	141,988	2,101	421	3,273	2,996	37,287
2004 (No.)	130,699	2,118	425	3,392	2,884	33,223
2004 / 2003 %	-8.0	0.8	1.0	3.6	-3.7	-10.9
2002 (\$'000)	4,362,089	57,374	11,444	101,590	91,406	1,013,061
2003 (\$'000)	4,487,201	57,909	11,260	94,139	91,563	1,063,429
2004 (\$'000)	4,202,285	57,759	11,404	95,172	87,787	959,219
2004 / 2003 %	-6.3	-0.3	1.3	1.1	-4.1	-9.8
<b>Passenger cars, manufactured in North America</b>						
2002 (No.)	54,782	944	184	1,640	1,310	14,383
2003 (No.)	50,433	785	162	1,282	1,148	14,177
2004 (No.)	46,308	821	188	1,384	1,179	12,796
2004 / 2003 %	-8.2	4.6	16.0	8.0	2.7	-9.7
2002 (\$'000)	1,303,544	21,209	4,121	37,763	30,427	321,990
2003 (\$'000)	1,209,940	17,883	3,642	29,480	26,571	321,189
2004 (\$'000)	1,111,777	18,154	4,188	31,574	26,803	297,309
2004 / 2003 %	-8.1	1.5	15.0	7.1	0.9	-7.4
<b>Passenger cars, manufactured in Japan</b>						
2002 (No.)	12,536	x	x	290	x	5,040
2003 (No.)	10,830	x	x	188	x	4,561
2004 (No.)	8,504	x	x	182	x	3,700
2004 / 2003 %	-21.5	x	x	-3.2	x	-18.9
2002 (\$'000)	307,681	x	x	6,755	x	110,047
2003 (\$'000)	250,835	x	x	3,985	x	92,229
2004 (\$'000)	201,881	x	x	3,716	x	76,940
2004 / 2003 %	-19.5	x	x	-6.8	x	-16.6
<b>Passenger cars, manufactured in other countries</b>						
2002 (No.)	11,807	x	x	267	x	4,579
2003 (No.)	12,023	x	x	276	x	4,851
2004 (No.)	11,917	x	x	331	x	4,452
2004 / 2003 %	-0.9	x	x	19.9	x	-8.2
2002 (\$'000)	351,096	x	x	5,883	x	114,588
2003 (\$'000)	359,903	x	x	6,822	x	124,606
2004 (\$'000)	357,748	x	x	7,506	x	114,250
2004 / 2003 %	-0.6	x	x	10.0	x	-8.3
<b>Trucks, manufactured in North America <sup>1</sup></b>						
2002 (No.)	56,855	x	x	1,324	1,427	10,673
2003 (No.)	59,257	x	x	1,330	1,369	11,354
2004 (No.)	54,028	x	x	1,326	1,209	9,832
2004 / 2003 %	-8.8	x	x	-0.3	-11.7	-13.4
2002 (\$'000)	2,118,915	x	x	44,710	48,269	395,637
2003 (\$'000)	2,306,377	x	x	46,780	53,183	441,709
2004 (\$'000)	2,167,080	x	x	46,761	48,346	383,036
2004 / 2003 %	-6.0	x	x	0.0	-9.1	-13.3

See footnotes at the end of the table.

Table 5-1 – continued

## Provincial sales of new motor vehicles, by type and origin, in units and dollars, 2002 to 2004, September

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Trucks, manufactured overseas <sup>1</sup>						
2002 (No.)	8,317	x	x	205	157	2,175
2003 (No.)	9,445	x	x	197	113	2,344
2004 (No.)	9,942	x	x	169	179	2,443
2004 / 2003 %	5.3	x	x	-14.2	58.4	4.2
2002 (\$'000)	280,853	x	x	6,478	4,915	70,799
2003 (\$'000)	360,146	x	x	7,072	3,969	83,697
2004 (\$'000)	363,800	x	x	5,614	5,848	87,684
2004 / 2003 %	1.0	x	x	-20.6	47.3	4.8

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

Table 5-2

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

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia <sup>1</sup>
<b>Total, new motor vehicles</b>						
2002 (No.)	144,297	58,247	4,311	3,569	16,866	14,829
2003 (No.)	141,988	56,827	4,359	3,859	16,555	14,310
2004 (No.)	130,699	50,266	4,145	3,252	16,606	14,388
2004 / 2003 %	-8.0	-11.5	-4.9	-15.7	0.3	0.5
2002 (\$'000)	4,362,089	1,784,166	140,125	117,082	572,941	472,900
2003 (\$'000)	4,487,201	1,840,041	145,197	129,065	572,526	482,072
2004 (\$'000)	4,202,285	1,694,775	143,303	110,773	573,416	468,677
2004 / 2003 %	-6.3	-7.9	-1.3	-14.2	0.2	-2.8
<b>Passenger cars, manufactured in North America</b>						
2002 (No.)	54,782	23,335	1,668	1,259	5,164	4,895
2003 (No.)	50,433	21,034	1,467	1,218	4,659	4,501
2004 (No.)	46,308	18,002	1,612	1,031	4,397	4,898
2004 / 2003 %	-8.2	-14.4	9.9	-15.4	-5.6	8.8
2002 (\$'000)	1,303,544	575,667	40,403	30,410	126,251	115,303
2003 (\$'000)	1,209,940	522,789	35,451	29,837	116,143	106,956
2004 (\$'000)	1,111,777	447,999	38,794	24,673	106,252	116,031
2004 / 2003 %	-8.1	-14.3	9.4	-17.3	-8.5	8.5
<b>Passenger cars, manufactured in Japan</b>						
2002 (No.)	12,536	4,361	221	136	759	1,369
2003 (No.)	10,830	3,358	205	118	776	1,247
2004 (No.)	8,504	2,452	140	89	598	1,099
2004 / 2003 %	-21.5	-27.0	-31.7	-24.6	-22.9	-11.9
2002 (\$'000)	307,681	117,723	5,545	3,815	20,926	35,314
2003 (\$'000)	250,835	86,959	4,890	3,037	19,826	32,207
2004 (\$'000)	201,881	64,492	3,178	2,272	15,616	31,094
2004 / 2003 %	-19.5	-25.8	-35.0	-25.2	-21.2	-3.5
<b>Passenger cars, manufactured in other countries</b>						
2002 (No.)	11,807	4,408	204	172	649	1,125
2003 (No.)	12,023	4,161	220	172	682	1,308
2004 (No.)	11,917	4,315	162	133	776	1,332
2004 / 2003 %	-0.9	3.7	-26.4	-22.7	13.8	1.8
2002 (\$'000)	351,096	151,468	5,794	3,627	20,137	41,447
2003 (\$'000)	359,903	141,002	5,282	4,162	21,700	49,052
2004 (\$'000)	357,748	147,954	3,981	3,067	25,367	46,806
2004 / 2003 %	-0.6	4.9	-24.6	-26.3	16.9	-4.6
<b>Trucks<sup>2</sup>, manufactured in North America</b>						
2002 (No.)	56,855	22,872	2,086	1,847	9,457	6,196
2003 (No.)	59,257	24,167	2,277	2,181	9,530	5,981
2004 (No.)	54,028	21,337	1,999	1,812	9,697	5,799
2004 / 2003 %	-8.8	-11.7	-12.2	-16.9	1.8	-3.0
2002 (\$'000)	2,118,915	827,120	83,964	74,057	377,096	236,685
2003 (\$'000)	2,306,377	926,533	92,492	85,835	379,428	244,575
2004 (\$'000)	2,167,080	875,973	89,170	74,373	383,197	231,190
2004 / 2003 %	-6.0	-5.5	-3.6	-13.4	1.0	-5.5
<b>Trucks<sup>2</sup>, manufactured overseas</b>						
2002 (No.)	8,317	3,271	132	155	837	1,244
2003 (No.)	9,445	4,107	190	170	908	1,273
2004 (No.)	9,942	4,160	232	187	1,138	1,260
2004 / 2003 %	5.3	1.3	22.1	10.0	25.3	-1.0
2002 (\$'000)	280,853	112,189	4,419	5,172	28,531	44,151
2003 (\$'000)	360,146	162,758	7,081	6,194	35,429	49,283
2004 (\$'000)	363,800	158,358	8,180	6,389	42,984	43,556
2004 / 2003 %	1.0	-2.7	15.5	3.1	21.3	-11.6

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

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

Table 6-1

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

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
<b>2002</b>										
Newfoundland and Labrador	20,600	3.1	8,502	-0.1	x	x	x	x	12,007	0.3
Prince Edward Island	3,883	7.8	1,727	8.6	x	x	x	x	2,263	9.6
Nova Scotia	37,145	9.9	17,080	9.7	2,631	9.5	2,691	0.1	22,402	8.4
New Brunswick	32,338	9.9	13,163	8.4	x	x	x	x	17,036	6.9
Quebec	337,287	8.8	131,827	5.6	45,366	12.9	43,601	14.6	220,794	8.7
Ontario	522,217	8.5	207,701	3.7	37,602	21.2	38,832	9.0	284,135	6.4
Manitoba	37,254	16.0	13,670	17.4	1,880	19.1	1,680	24.9	17,230	18.3
Saskatchewan	31,065	10.7	10,371	9.8	1,265	23.4	1,281	5.3	12,917	10.5
Alberta	153,757	10.9	48,748	13.2	6,800	24.0	5,684	11.7	61,232	14.2
British Columbia <sup>1</sup>	149,265	15.5	52,414	14.9	11,927	31.3	10,422	23.2	74,763	18.4
<b>Canada</b>	<b>1,324,811</b>	<b>9.8</b>	<b>505,203</b>	<b>6.9</b>	<b>111,298</b>	<b>18.1</b>	<b>108,278</b>	<b>11.9</b>	<b>724,779</b>	<b>9.2</b>
<b>2003</b>										
Newfoundland and Labrador	20,738	0.7	8,318	-2.2	x	x	x	x	11,683	-2.7
Prince Edward Island	3,759	-3.2	1,659	-3.9	x	x	x	x	2,146	-5.2
Nova Scotia	36,558	-1.6	16,510	-3.3	2,350	-10.7	2,471	-8.2	21,331	-4.8
New Brunswick	30,218	-6.6	12,694	-3.6	x	x	x	x	16,227	-4.7
Quebec	337,856	0.2	134,110	1.7	43,375	-4.4	43,486	-0.3	220,971	0.1
Ontario	490,582	-6.1	187,782	-9.6	32,732	-13.0	36,085	-7.1	256,599	-9.7
Manitoba	35,906	-3.6	13,123	-4.0	1,625	-13.6	1,675	-0.3	16,423	-4.7
Saskatchewan	31,489	1.4	10,029	-3.3	1,194	-5.6	1,331	3.9	12,554	-2.8
Alberta	148,430	-3.5	44,018	-9.7	6,714	-1.3	5,595	-1.6	56,327	-8.0
British Columbia <sup>1</sup>	138,509	-7.2	48,099	-8.2	10,960	-8.1	10,666	2.3	69,725	-6.7
<b>Canada</b>	<b>1,274,045</b>	<b>-3.8</b>	<b>476,342</b>	<b>-5.7</b>	<b>102,678</b>	<b>-7.7</b>	<b>104,966</b>	<b>-3.1</b>	<b>683,986</b>	<b>-5.6</b>
<b>2004</b>										
Newfoundland and Labrador	18,398	-11.3	7,618	-8.4	x	x	x	x	10,051	-14.0
Prince Edward Island	3,665	-2.5	1,612	-2.8	x	x	x	x	2,118	-1.3
Nova Scotia	35,781	-2.1	15,790	-4.4	2,211	-5.9	2,645	7.0	20,646	-3.2
New Brunswick	27,192	-10.0	11,410	-10.1	x	x	x	x	14,492	-10.7
Quebec	321,516	-4.8	128,240	-4.4	42,381	-2.3	37,093	-14.7	207,714	-6.0
Ontario	459,694	-6.3	170,299	-9.3	26,520	-19.0	33,898	-6.1	230,717	-10.1
Manitoba	34,993	-2.5	12,761	-2.8	1,392	-14.3	1,408	-15.9	15,561	-5.2
Saskatchewan	29,140	-7.5	8,998	-10.3	904	-24.3	1,107	-16.8	11,009	-12.3
Alberta	145,320	-2.1	42,922	-2.5	6,199	-7.7	5,914	5.7	55,035	-2.3
British Columbia <sup>1</sup>	137,874	-0.5	49,292	2.5	11,119	1.5	10,415	-2.4	70,826	1.6
<b>Canada</b>	<b>1,213,573</b>	<b>-4.7</b>	<b>448,942</b>	<b>-5.8</b>	<b>93,328</b>	<b>-9.1</b>	<b>95,899</b>	<b>-8.6</b>	<b>638,169</b>	<b>-6.7</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 6-2

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

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>2002</b>								
Newfoundland and Labrador	20,600	3.1	x	x	x	x	8,593	7.4
Prince Edward Island	3,883	7.8	x	x	x	x	1,620	5.4
Nova Scotia	37,145	9.9	12,997	9.6	1,746	38.1	14,743	12.4
New Brunswick	32,338	9.9	13,958	12.3	1,344	27.2	15,302	13.5
Quebec	337,287	8.8	97,365	6.6	19,128	21.7	116,493	8.8
Ontario	522,217	8.5	209,274	9.8	28,808	22.2	238,082	11.2
Manitoba	37,254	16.0	18,692	12.6	1,332	37.9	20,024	14.0
Saskatchewan	31,065	10.7	16,895	9.0	1,253	43.2	18,148	10.9
Alberta	153,757	10.9	85,662	7.3	6,863	34.5	92,525	8.9
British Columbia <sup>1</sup>	149,265	15.5	63,517	10.2	10,985	30.8	74,502	12.8
<b>Canada</b>	<b>1,324,811</b>	<b>9.8</b>	<b>527,300</b>	<b>8.9</b>	<b>72,732</b>	<b>25.2</b>	<b>600,032</b>	<b>10.6</b>
<b>2003</b>								
Newfoundland and Labrador	20,738	0.7	x	x	x	x	9,055	5.4
Prince Edward Island	3,759	-3.2	x	x	x	x	1,613	-0.4
Nova Scotia	36,558	-1.6	13,443	3.4	1,784	2.2	15,227	3.3
New Brunswick	30,218	-6.6	12,685	-9.1	1,306	-2.8	13,991	-8.6
Quebec	337,856	0.2	95,022	-2.4	21,863	14.3	116,885	0.3
Ontario	490,582	-6.1	200,367	-4.3	33,616	16.7	233,983	-1.7
Manitoba	35,906	-3.6	17,962	-3.9	1,521	14.2	19,483	-2.7
Saskatchewan	31,489	1.4	17,431	3.2	1,504	20.0	18,935	4.3
Alberta	148,430	-3.5	84,087	-1.8	8,016	16.8	92,103	-0.5
British Columbia <sup>1</sup>	138,509	-7.2	57,973	-8.7	10,811	-1.6	68,784	-7.7
<b>Canada</b>	<b>1,274,045</b>	<b>-3.8</b>	<b>508,199</b>	<b>-3.6</b>	<b>81,860</b>	<b>12.6</b>	<b>590,059</b>	<b>-1.7</b>
<b>2004</b>								
Newfoundland and Labrador	18,398	-11.3	x	x	x	x	8,347	-7.8
Prince Edward Island	3,665	-2.5	x	x	x	x	1,547	-4.1
Nova Scotia	35,781	-2.1	13,313	-1.0	1,822	2.1	15,135	-0.6
New Brunswick	27,192	-10.0	11,419	-10.0	1,281	-1.9	12,700	-9.2
Quebec	321,516	-4.8	93,940	-1.1	19,862	-9.2	113,802	-2.6
Ontario	459,694	-6.3	198,080	-1.1	30,897	-8.1	228,977	-2.1
Manitoba	34,993	-2.5	17,819	-0.8	1,613	6.0	19,432	-0.3
Saskatchewan	29,140	-7.5	16,667	-4.4	1,464	-2.7	18,131	-4.2
Alberta	145,320	-2.1	82,383	-2.0	7,902	-1.4	90,285	-2.0
British Columbia <sup>1</sup>	137,874	-0.5	56,637	-2.3	10,411	-3.7	67,048	-2.5
<b>Canada</b>	<b>1,213,573</b>	<b>-4.7</b>	<b>498,878</b>	<b>-1.8</b>	<b>76,526</b>	<b>-6.5</b>	<b>575,404</b>	<b>-2.5</b>

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

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

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



Table 7-1

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

Province	Total new motor vehicles		Passenger cars							
	Sales	Year/year change	North America		Japan		Other countries		Total	
			Sales	Year/year change	Sales	Year/year change	Sales	Year/year change	Sales	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%	'000\$	%
<b>2002</b>										
Newfoundland and Labrador	532,683	5.9	190,925	1.7	x	x	x	x	259,110	1.8
Prince Edward Island	101,502	8.8	38,911	11.8	x	x	x	x	49,883	13.4
Nova Scotia	996,531	12.8	388,244	11.4	58,390	14.6	61,026	0.7	507,661	10.4
New Brunswick	916,217	13.0	306,221	10.7	x	x	x	x	387,641	9.9
Quebec	9,151,940	12.4	2,944,640	7.0	972,561	20.1	1,100,623	15.2	5,017,824	11.0
Ontario	15,963,450	12.1	5,116,068	5.3	1,006,557	25.5	1,330,987	12.5	7,453,610	8.9
Manitoba	1,189,323	17.4	332,690	20.2	47,916	23.8	45,957	24.8	426,561	21.1
Saskatchewan	993,661	11.9	253,405	12.2	33,674	26.3	30,701	5.8	317,782	12.8
Alberta	5,079,774	11.2	1,212,385	15.0	183,801	27.6	191,443	17.4	1,587,629	16.6
British Columbia <sup>1</sup>	4,683,766	17.3	1,244,776	16.2	307,398	33.6	382,875	21.0	1,935,046	19.6
<b>Canada</b>	<b>39,608,847</b>	<b>12.7</b>	<b>12,028,267</b>	<b>8.5</b>	<b>2,690,282</b>	<b>23.8</b>	<b>3,224,205</b>	<b>14.1</b>	<b>17,942,750</b>	<b>11.5</b>
<b>2003</b>										
Newfoundland and Labrador	553,693	3.9	188,374	-1.3	x	x	x	x	255,262	-1.5
Prince Edward Island	99,776	-1.7	37,402	-3.9	x	x	x	x	46,929	-5.9
Nova Scotia	1,027,400	3.1	382,437	-1.5	52,769	-9.6	58,030	-4.9	493,239	-2.8
New Brunswick	865,225	-5.6	298,371	-2.6	x	x	x	x	374,308	-3.4
Quebec	9,358,379	2.3	3,064,211	4.1	910,460	-6.4	1,105,897	0.5	5,080,569	1.3
Ontario	15,494,376	-2.9	4,656,747	-9.0	857,132	-14.8	1,250,936	-6.0	6,764,816	-9.2
Manitoba	1,178,566	-0.9	319,530	-4.0	40,203	-16.1	43,921	-4.4	403,651	-5.4
Saskatchewan	1,032,300	3.9	246,640	-2.7	30,797	-8.5	32,192	4.9	309,629	-2.6
Alberta	5,078,240	0.0	1,110,801	-8.4	175,140	-4.7	187,798	-1.9	1,473,741	-7.2
British Columbia <sup>1</sup>	4,480,136	-4.3	1,145,940	-7.9	278,562	-9.4	395,143	3.2	1,819,645	-6.0
<b>Canada</b>	<b>39,168,089</b>	<b>-1.1</b>	<b>11,450,454</b>	<b>-4.8</b>	<b>2,421,927</b>	<b>-10.0</b>	<b>3,149,406</b>	<b>-2.3</b>	<b>17,021,789</b>	<b>-5.1</b>
<b>2004</b>										
Newfoundland and Labrador	497,122	-10.2	168,857	-10.4	x	x	x	x	217,570	-14.8
Prince Edward Island	96,410	-3.4	35,516	-5.0	x	x	x	x	44,899	-4.3
Nova Scotia	1,012,436	-1.5	358,793	-6.2	46,178	-12.5	63,479	9.4	468,450	-5.0
New Brunswick	792,886	-8.4	258,035	-13.5	x	x	x	x	322,744	-13.8
Quebec	9,082,623	-2.9	2,957,191	-3.5	874,664	-3.9	994,518	-10.1	4,826,370	-5.0
Ontario	14,886,928	-3.9	4,228,507	-9.2	681,792	-20.5	1,212,664	-3.1	6,122,963	-9.5
Manitoba	1,152,839	-2.2	305,499	-4.4	32,941	-18.1	40,271	-8.3	378,711	-6.2
Saskatchewan	960,715	-6.9	216,548	-12.2	22,574	-26.7	28,260	-12.2	267,383	-13.6
Alberta	4,887,799	-3.8	1,036,638	-6.7	157,892	-9.8	203,813	8.5	1,398,345	-5.1
British Columbia <sup>1</sup>	4,460,604	-0.4	1,160,410	1.3	288,957	3.7	397,423	0.6	1,846,791	1.5
<b>Canada</b>	<b>37,830,360</b>	<b>-3.4</b>	<b>10,725,993</b>	<b>-6.3</b>	<b>2,155,962</b>	<b>-11.0</b>	<b>3,012,265</b>	<b>-4.4</b>	<b>15,894,223</b>	<b>-6.6</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-over-year changes.

Table 7-2

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

Province	Total new motor vehicles		Trucks <sup>2</sup>					
	Sales	Year/year change	North America		Overseas		Total	
			Sales	Year/year change	Sales	Year/year change	Sales	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%
<b>2002</b>								
Newfoundland and Labrador	532,683	5.9	x	x	x	x	273,574	10.1
Prince Edward Island	101,502	8.8	x	x	x	x	51,617	4.7
Nova Scotia	996,531	12.8	434,360	13.3	54,509	35.3	488,869	15.4
New Brunswick	916,217	13.0	487,835	14.3	40,740	29.4	528,574	15.3
Quebec	9,151,940	12.4	3,520,601	12.7	613,515	23.2	4,134,115	14.1
Ontario	15,963,450	12.1	7,514,361	14.0	995,478	22.7	8,509,839	15.0
Manitoba	1,189,323	17.4	718,906	14.5	43,856	35.9	762,763	15.5
Saskatchewan	993,661	11.9	635,156	9.9	40,723	43.0	675,881	11.5
Alberta	5,079,774	11.2	3,257,009	7.6	235,135	31.4	3,492,143	8.9
British Columbia <sup>1</sup>	4,683,766	17.3	2,354,001	13.4	394,718	32.0	2,748,719	15.7
<b>Canada</b>	<b>39,608,847</b>	<b>12.7</b>	<b>19,210,257</b>	<b>12.3</b>	<b>2,455,837</b>	<b>25.8</b>	<b>21,666,095</b>	<b>13.7</b>
<b>2003</b>								
Newfoundland and Labrador	553,693	3.9	x	x	x	x	298,431	9.1
Prince Edward Island	99,776	-1.7	x	x	x	x	52,847	2.4
Nova Scotia	1,027,400	3.1	472,760	8.8	61,401	12.6	534,161	9.3
New Brunswick	865,225	-5.6	448,477	-8.1	42,440	4.2	490,916	-7.1
Quebec	9,358,379	2.3	3,517,656	-0.1	760,154	23.9	4,277,809	3.5
Ontario	15,494,376	-2.9	7,447,368	-0.9	1,282,191	28.8	8,729,559	2.6
Manitoba	1,178,566	-0.9	719,638	0.1	55,278	26.0	774,915	1.6
Saskatchewan	1,032,300	3.9	668,840	5.3	53,829	32.2	722,670	6.9
Alberta	5,078,240	0.0	3,302,094	1.4	302,408	28.6	3,604,502	3.2
British Columbia <sup>1</sup>	4,480,136	-4.3	2,244,560	-4.6	415,932	5.4	2,660,490	-3.2
<b>Canada</b>	<b>39,168,089</b>	<b>-1.1</b>	<b>19,128,262</b>	<b>-0.4</b>	<b>3,018,039</b>	<b>22.9</b>	<b>22,146,300</b>	<b>2.2</b>
<b>2004</b>								
Newfoundland and Labrador	497,122	-10.2	x	x	x	x	279,550	-6.3
Prince Edward Island	96,410	-3.4	x	x	x	x	51,509	-2.5
Nova Scotia	1,012,436	-1.5	481,884	1.9	62,101	1.1	543,985	1.8
New Brunswick	792,886	-8.4	428,588	-4.4	41,556	-2.1	470,144	-4.2
Quebec	9,082,623	-2.9	3,545,712	0.8	710,542	-6.5	4,256,252	-0.5
Ontario	14,886,928	-3.9	7,582,235	1.8	1,181,732	-7.8	8,763,967	0.4
Manitoba	1,152,839	-2.2	716,987	-0.4	57,139	3.4	774,129	-0.1
Saskatchewan	960,715	-6.9	641,894	-4.0	51,436	-4.4	693,330	-4.1
Alberta	4,887,799	-3.8	3,191,142	-3.4	298,314	-1.4	3,489,457	-3.2
British Columbia <sup>1</sup>	4,460,604	-0.4	2,232,410	-0.5	381,405	-8.3	2,613,813	-1.8
<b>Canada</b>	<b>37,830,360</b>	<b>-3.4</b>	<b>19,112,776</b>	<b>-0.1</b>	<b>2,823,360</b>	<b>-6.5</b>	<b>21,936,136</b>	<b>-0.9</b>

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

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

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

Table 8

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

Year	Total	Passenger cars				Trucks <sup>1</sup>		
		Total	North America	Japan	Other countries	Total	North America	Overseas
No.								
1981	1,190,882	904,195	646,942	207,639	49,614	286,687	250,775	35,912
1982	920,902	713,481	489,435	178,174	45,872	207,421	166,986	40,435
1983	1,081,088	843,318	625,088	176,525	41,705	237,770	192,609	45,161
1984	1,283,502	971,210	724,932	171,204	75,074	312,292	273,604	38,688
1985	1,530,410	1,137,216	794,965	199,221	143,030	393,194	344,871	48,323
1986	1,515,920	1,095,313	761,169	203,304	130,840	420,607	368,423	52,184
1987	1,533,637	1,065,093	700,930	243,288	120,875	468,544	417,189	51,355
1988	1,565,501	1,056,310	724,733	243,835	87,742	509,191	459,777	49,414
1989	1,483,875	988,134	675,340	239,548	73,246	495,741	422,398	73,343
1990	1,317,869	884,564	580,397	239,603	64,564	433,305	361,403	71,902
1991	1,287,790	873,184	573,297	237,701	62,186	414,606	347,671	66,935
1992	1,227,419	798,023	503,460	236,675	57,888	429,396	370,422	58,974
1993	1,192,934	739,049	493,759	196,310	48,980	453,885	402,112	51,773
1994	1,260,056	748,666	573,361	129,547	45,759	511,390	475,444	35,946
1995	1,166,535	670,190	553,265	71,493	45,432	496,345	469,590	26,755
1996	1,204,557	660,769	572,581	47,901	40,287	543,788	517,738	26,050
1997	1,424,380	738,550	629,488	66,297	42,765	685,830	628,214	57,616
1998	1,428,932	740,809	590,667	98,275	51,867	688,123	627,256	60,867
1999	1,542,041	806,450	625,292	103,016	78,142	735,591	672,444	63,147
2000	1,587,561	849,171	640,856	106,937	101,378	738,390	669,492	68,898
2001	1,597,964	868,633	619,810	122,998	125,825	729,331	647,987	81,344
2002	1,733,318	934,704	651,305	144,596	138,803	798,614	698,870	99,744
2003	1,626,468	865,475	604,726	126,908	133,841	760,993	654,136	106,857
\$'000								
1981	11,918,395	8,272,529	6,033,437	1,622,711	616,381	3,645,866	3,334,406	311,460
1982	9,823,971	7,037,564	4,856,340	1,551,269	629,955	2,786,407	2,423,014	363,393
1983	12,196,326	9,041,376	6,700,490	1,688,571	652,315	3,154,950	2,728,842	426,108
1984	15,679,760	11,138,931	8,176,591	1,928,031	1,034,309	4,540,829	4,136,482	404,347
1985	19,890,119	13,707,637	9,545,156	2,325,922	1,836,559	6,182,482	5,641,518	540,964
1986	21,841,550	14,669,730	9,856,684	2,811,893	2,001,153	7,171,820	6,441,827	729,993
1987	24,471,752	15,748,410	10,031,338	3,567,223	2,149,849	8,723,342	7,930,138	793,204
1988	26,865,327	16,709,476	11,080,866	3,784,902	1,843,708	10,155,851	9,369,528	786,323
1989	26,959,378	16,541,801	11,034,684	3,887,341	1,619,774	10,417,577	9,059,482	1,358,095
1990	24,888,751	15,245,831	9,784,293	4,015,958	1,445,580	9,642,918	8,210,502	1,432,416
1991	22,855,626	14,103,545	9,038,584	3,789,001	1,275,960	8,752,081	7,503,659	1,248,422
1992	23,484,453	13,691,747	8,450,515	4,053,784	1,187,448	9,792,706	8,613,980	1,178,726
1993	24,630,368	13,278,183	8,620,651	3,560,912	1,096,620	11,352,185	10,227,081	1,125,104
1994	27,893,795	14,182,894	10,595,001	2,346,168	1,241,727	13,710,902	12,846,447	864,453
1995	28,168,806	13,882,004	11,070,368	1,492,451	1,319,184	14,286,804	13,544,980	741,824
1996	31,485,777	14,510,882	12,062,092	1,118,289	1,330,501	16,974,894	16,115,584	859,309
1997	38,986,224	16,836,615	13,809,161	1,519,604	1,507,852	22,149,610	20,341,263	1,808,346
1998	40,255,777	17,054,244	13,101,703	2,110,330	1,842,211	23,201,534	21,165,239	2,036,296
1999	45,317,914	19,017,278	14,138,902	2,246,522	2,631,853	26,300,638	24,055,653	2,244,986
2000	46,930,514	20,790,660	15,089,665	2,431,251	3,269,743	26,139,852	23,745,933	2,393,922
2001	46,886,252	21,168,628	14,575,745	2,882,386	3,710,497	25,717,623	22,958,458	2,759,162
2002	52,227,499	23,191,483	15,521,295	3,501,294	4,168,898	29,036,014	25,633,136	3,402,877
2003	50,493,308	21,685,587	14,565,218	2,988,274	4,132,093	28,807,720	24,845,915	3,961,804

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

Table 9

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

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>2002</b>								
January	147,881	1.0	56,865	1.4	23,025	2.7	67,991	0.2
February	144,654	-2.2	53,586	-5.8	23,456	1.9	67,612	-0.6
March	139,481	-3.6	54,547	1.8	22,813	-2.7	62,121	-8.1
April	143,028	2.5	54,465	-0.2	23,131	1.4	65,432	5.3
May	145,596	1.8	54,336	-0.2	23,995	3.7	67,265	2.8
June	142,628	-2.0	53,106	-2.3	24,039	0.2	65,483	-2.6
July	140,366	-1.6	52,664	-0.8	23,752	-1.2	63,950	-2.3
August	145,562	3.7	56,020	6.4	22,789	-4.1	66,753	4.4
September	145,348	-0.1	55,370	-1.2	23,604	3.6	66,374	-0.6
October	147,192	1.3	54,073	-2.3	24,535	3.9	68,584	3.3
November	141,460	-3.9	49,431	-8.6	23,877	-2.7	68,151	-0.6
December	150,122	6.1	56,842	15.0	24,383	2.1	68,897	1.1
<b>2003</b>								
January	129,208	-13.9	47,653	-16.2	24,563	0.7	56,991	-17.3
February	145,689	12.8	54,791	15.0	24,561	0.0	66,337	16.4
March	139,488	-4.3	52,064	-5.0	23,289	-5.2	64,135	-3.3
April	134,081	-3.9	50,318	-3.4	21,558	-7.4	62,205	-3.0
May	143,104	6.7	54,128	7.6	21,404	-0.7	67,572	8.6
June	130,162	-9.0	49,137	-9.2	21,040	-1.7	59,985	-11.2
July	143,837	10.5	52,744	7.3	21,048	0.0	70,046	16.8
August	142,324	-1.1	52,442	-0.6	21,714	3.2	68,169	-2.7
September	137,324	-3.5	49,574	-5.5	20,809	-4.2	66,942	-1.8
October	134,272	-2.2	49,369	-0.4	20,310	-2.4	64,594	-3.5
November	129,341	-3.7	49,376	0.0	19,631	-3.3	60,334	-6.6
December	117,636	-9.0	43,130	-12.6	20,823	6.1	53,684	-11.0
<b>2004</b>								
January	119,262	1.4	44,124	2.3	20,605	-1.0	54,533	1.6
February	129,477	8.6	46,370	5.1	20,479	-0.6	62,628	14.8
March	133,727	3.3	47,370	2.2	20,916	2.1	65,440	4.5
April	137,101	2.5	49,624	4.8	21,047	0.6	66,430	1.5
May	132,778	-3.2	49,686	0.1	20,410	-3.0	62,682	-5.6
June r	129,722	-2.3	47,657	-4.1	19,688	-3.5	62,378	-0.5
July r	132,544	2.2	49,987	4.9	19,071	-3.1	63,486	1.8
August r	130,674	-1.4	50,662	1.4	17,771	-6.8	62,241	-2.0
September p	126,482	-3.2	45,891	-9.4	18,725	5.4	61,866	-0.6
October								
November								
December								

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

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

Table 10-1

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

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
<b>2002</b>						
January	147,881	2,193	437	4,106	3,590	35,832
February	144,654	2,173	423	3,882	3,440	35,313
March	139,481	2,022	433	3,871	3,498	34,143
April	143,028	2,073	411	3,935	3,473	34,892
May	145,596	1,957	390	3,862	3,435	36,742
June	142,628	1,996	389	3,513	3,341	35,315
July	140,366	2,019	402	3,952	3,171	35,258
August	145,562	2,155	414	4,066	3,461	36,351
September	145,348	2,194	423	3,993	3,496	37,311
October	147,192	2,231	424	4,043	3,355	38,609
November	141,460	2,122	427	3,979	3,005	35,910
December	150,122	2,654	422	4,274	3,673	37,944
<b>2003</b>						
January	129,208	1,665	327	3,530	2,885	33,282
February	145,689	2,130	419	3,992	3,394	36,927
March	139,488	2,038	405	3,722	3,124	36,068
April	134,081	2,077	381	3,750	3,008	34,980
May	143,104	2,109	429	3,950	3,338	36,897
June	130,162	2,151	357	3,720	3,185	34,272
July	143,837	2,243	414	4,436	3,583	36,638
August	142,324	2,422	454	4,007	3,268	37,551
September	137,324	2,106	397	3,630	3,110	35,793
October	134,272	2,122	427	4,005	3,027	34,435
November	129,341	2,101	377	3,858	2,869	33,565
December	117,636	2,264	343	3,760	2,619	29,777
<b>2004</b>						
January	119,262	1,798	336	3,530	2,842	31,350
February	129,477	1,812	380	3,315	2,908	33,346
March	133,727	1,833	373	3,876	2,857	35,532
April	137,101	1,872	460	3,838	2,925	35,666
May	132,778	1,979	382	3,843	2,686	34,077
June <sup>r</sup>	129,722	1,820	376	4,027	2,754	33,887
July <sup>r</sup>	132,544	1,937	397	3,711	2,939	34,515
August <sup>r</sup>	130,674	2,002	386	3,763	2,998	32,710
September <sup>p</sup>	126,482	2,008	409	3,719	2,973	32,258
October						
November						
December						

Table 10-2

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

Period	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories <sup>1</sup>
<b>2002</b>						
January	147,881	59,249	4,164	3,434	17,941	16,934
February	144,654	57,899	4,304	3,477	17,236	16,508
March	139,481	57,467	3,841	3,355	16,224	14,628
April	143,028	57,918	4,101	3,473	16,849	15,903
May	145,596	58,053	4,088	3,618	16,936	16,515
June	142,628	56,886	3,940	3,339	17,310	16,599
July	140,366	53,921	4,001	3,500	16,973	17,167
August	145,562	57,876	4,449	3,438	17,101	16,251
September	145,348	57,774	4,002	3,409	16,888	15,858
October	147,192	57,413	4,098	3,430	17,000	16,589
November	141,460	55,545	4,083	3,398	16,994	15,997
December	150,122	59,667	4,238	3,714	17,353	16,183
<b>2003</b>						
January	129,208	49,445	3,464	3,056	16,111	15,444
February	145,689	58,354	3,980	3,585	17,109	15,800
March	139,488	55,910	3,895	3,535	16,271	14,520
April	134,081	52,876	3,871	3,139	15,644	14,353
May	143,104	56,881	4,083	3,501	16,929	14,988
June	130,162	50,338	3,974	3,205	15,598	13,361
July	143,837	54,516	4,150	3,931	17,937	15,989
August	142,324	53,245	4,008	3,880	17,163	16,326
September	137,324	53,292	3,857	3,507	15,994	15,638
October	134,272	51,669	3,775	3,492	16,135	15,186
November	129,341	48,772	3,660	3,110	15,867	15,161
December	117,636	44,475	3,345	3,203	13,692	14,158
<b>2004</b>						
January	119,262	45,292	3,377	2,653	14,693	13,391
February	129,477	50,453	3,803	3,432	16,318	13,711
March	133,727	50,905	3,817	3,225	16,075	15,233
April	137,101	53,268	4,184	3,343	16,213	15,332
May	132,778	51,410	3,824	3,192	16,213	15,172
June <sup>r</sup>	129,722	49,049	3,868	3,175	15,705	15,062
July <sup>r</sup>	132,544	50,767	3,745	3,241	16,134	15,159
August <sup>r</sup>	130,674	50,148	3,805	3,440	16,273	15,149
September <sup>p</sup>	126,482	47,259	3,758	3,074	16,040	14,984
October						
November						
December						

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

# Definitions

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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 = 8 for North American passenger cars. MCD = 3 or Overseas passenger cars. MCD = 7 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.