



Catalogue no. 63-007-XIE

# New Motor Vehicle Sales

May 2006



Statistics  
Canada

Statistique  
Canada

Canada

## How to obtain more information

Specific inquiries about this product and related statistics or services should be directed to: Distributive Trades Division, Statistics Canada, Ottawa, Ontario, K1A 0T6 (telephone: (613) 951-3549 or toll free: 1 877 421-3067; [retailinfo@statcan.ca](mailto:retailinfo@statcan.ca)).

For information on the wide range of data available from Statistics Canada, you can contact us by calling one of our toll free numbers. You can also contact us by e-mail or by visiting our website at [www.statcan.ca](http://www.statcan.ca).

National inquiries line **1 800 263-1136**

National telecommunications device for the hearing impaired **1 800 363-7629**

Depository Services Program inquiries **1 800 700-1033**

Fax line for Depository Services Program **1 800 889-9734**

E-mail inquiries [infostats@statcan.ca](mailto:infostats@statcan.ca)

Website [www.statcan.ca](http://www.statcan.ca)

## Information to access the product

This product, Catalogue no. 63-007-XIE, is available for free in electronic format. To obtain a single issue, visit our website at [www.statcan.ca](http://www.statcan.ca) and select Our Products and Services.

## Standards of service to the public

Statistics Canada is committed to serving its clients in a prompt, reliable and courteous manner and in the official language of their choice. To this end, the Agency has developed *standards of service* which its employees observe in serving its clients. To obtain a copy of these service standards, please contact Statistics Canada toll free at 1 800 263-1136. The service standards are also published on [www.statcan.ca](http://www.statcan.ca) under About Statistics Canada > Providing services to Canadians.



Statistics Canada  
Distributive Trades Division

# New Motor Vehicle Sales

May 2006

Published by authority of the Minister responsible for Statistics Canada

© Minister of Industry, 2006

All rights reserved. The content of this electronic publication may be reproduced, in whole or in part, and by any means, without further permission from Statistics Canada, subject to the following conditions: that it be done solely for the purposes of private study, research, criticism, review or newspaper summary, and/or for non-commercial purposes; and that Statistics Canada be fully acknowledged as follows: Source (or "Adapted from", if appropriate): Statistics Canada, year of publication, name of product, catalogue number, volume and issue numbers, reference period and page(s). Otherwise, no part of this publication may be reproduced, stored in a retrieval system or transmitted in any form, by any means—electronic, mechanical or photocopy—or for any purposes without prior written permission of Licensing Services, Client Services Division, Statistics Canada, Ottawa, Ontario, Canada K1A 0T6.

July 2006

Catalogue no. 63-007-XIE, Vol. 78, No. 5

ISSN 1209-1146

Frequency: Monthly

Ottawa

La version française de cette publication est disponible sur demande (n° 63-007-XIF au catalogue).

---

#### **Note of appreciation**

*Canada owes the success of its statistical system to a long standing partnership between Statistics Canada, the citizens of Canada, its businesses, governments and other institutions. Accurate and timely statistical information could not be produced without their continued cooperation and goodwill.*

# User information

---

## Symbols

The following standard symbols are used in Statistics Canada publications:

- . not available for any reference period
- .. not available for a specific reference period
- ... not applicable
- 0 true zero or a value rounded to zero
- 0<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

This publication was prepared under the direction of:

- **R. Evans**, Director, Distributive Trades Division
- **S. Grenier**, Retail Sub-annuals surveys chief, Distributive Trades Division
- **E. Cryderman**, Analyst Retail Sub-annuals surveys section, Distributive Trades Division

# Table of contents

---

<b>Highlights</b>	<b>5</b>
<b>Analysis – May 2006</b>	<b>6</b>
Car and truck sales both dip	7
East-West split in May sales	7
<b>Related products</b>	<b>9</b>
<b>Statistical tables</b>	
1 Monthly sales of new motor vehicles, by type and origin	11
1-1 in units	11
1-2 in dollars	13
2 Average monthly prices of passenger cars, by origin	15
3 Monthly market share of new passenger car sales (units), by origin, Canada	16
4 Provincial sales of new motor vehicles, by type and origin, in units and dollars, May	17
5 Year to date provincial sales of new motor vehicles, by type and origin	19
5-1 in units, January to May	19
5-2 in dollars, January to May	21
6 Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada	23
7 Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted	24
8 Monthly sales of new motor vehicles, in units, by province, seasonally adjusted	25
<b>Definitions</b>	<b>27</b>
<b>Appendix</b>	
I Scope of the survey	28
II List of North American motor vehicle manufacturers	31

**Table of contents – continued**

**Charts**

1.	New motor vehicle sales, seasonally adjusted, in units, 2003-2006	6
2.	Truck, van and bus sales, seasonally adjusted, in units, 2003-2006	7
3.	Passenger car sales, seasonally adjusted, in units, 2003-2006	8
4.	Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2003-2006	8
5.	Cumulative sales of new passenger cars, by origin, in units, 2004-2006	8

## Highlights

---

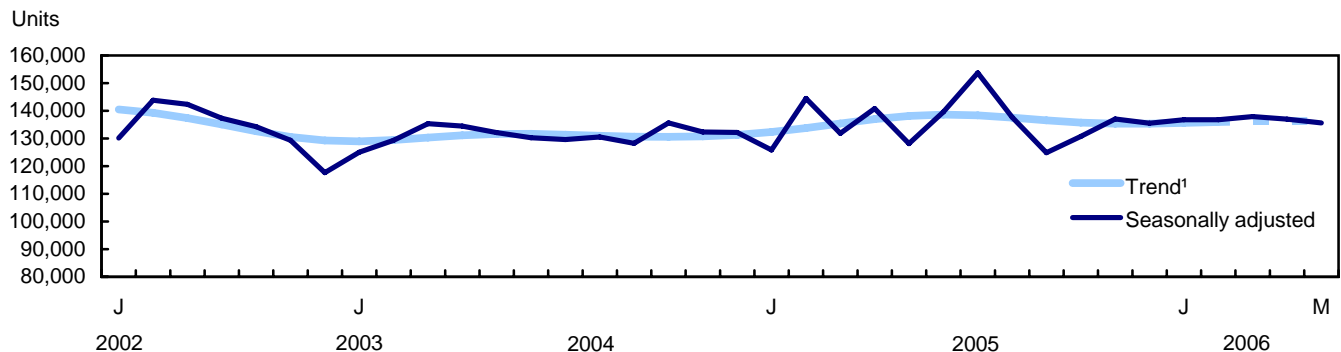
### May 2006

New motor vehicle sales weakened somewhat in May, on the heels of a slight drop in April.

## Analysis – May 2006

New motor vehicle sales weakened somewhat in May, declining 1.0%. This came on the heels of a 0.7% drop in April. Consumers drove 135,618 new vehicles off dealer lots in May, down almost 1,400 vehicles from the previous month.

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



1. Trends represent smoothed seasonally adjusted data

In the absence of major promotions or incentive programs, new motor vehicle sales have remained relatively stable over the last six months. This followed a series of major sales swings throughout much of 2005, which were heavily influenced by the introduction and subsequent removal of major incentive programs such as "employee pricing". After a steep decline at the end of 2003, new motor vehicle sales recovered partially and then levelled off for the remainder of 2004.

### Note to readers

All data in this release are seasonally adjusted.

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

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

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

The New Motor Vehicle Sales Survey is compiled on the basis of figures obtained from motor vehicle manufacturers and importers. These results may vary from those obtained directly from auto dealers, due to possible differences in record keeping.

Based on preliminary sales figures from the auto industry, the number of new motor vehicles sold declined slightly for a third consecutive month in June. However, preliminary estimates indicate a turn-around in car sales, which is being dampened by a sizeable decrease in the sale of trucks, minivans, sport-utility vehicles and buses.



## Car and truck sales both dip

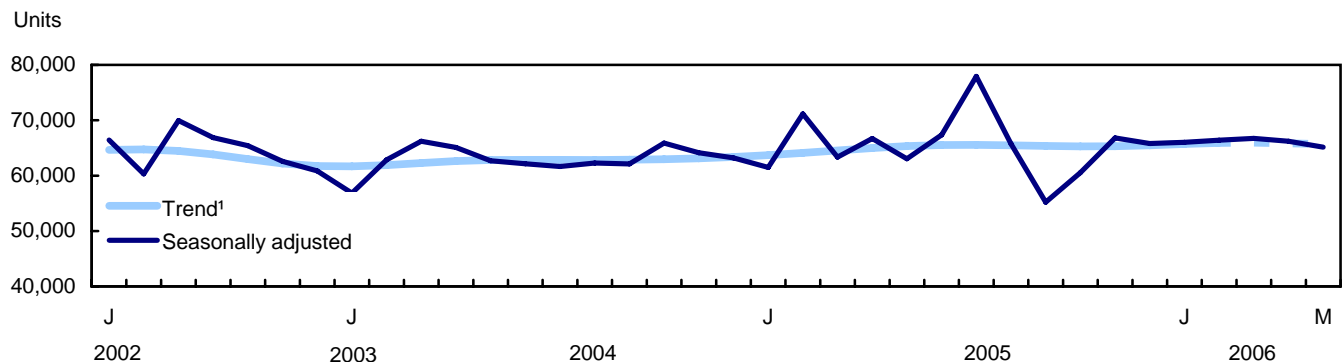
Sales of both passenger cars and trucks weakened in May, with trucks accounting for the bulk of the decrease. With the exception of February, car sales have outperformed truck sales during the first five months of 2006.

Trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) accounted for the majority of falling sales in May, dropping 1.6%. After getting off to a positive start in the first few months of 2006, truck sales are now showing signs of weakening. Truck sales had been gradually rising since the beginning of 2004, although they showed great volatility in 2005.

Car sales edged down slightly in May, declining 0.4%. Overseas built cars decreased 1.0%, weakening for the first time in four months. Sales of North American built vehicles remained largely unchanged in May, although these sales have generally been faring less well in 2006 than those of overseas built vehicles.

Overall, car sales have remained relatively stable over the past seven months, following a softening during the early autumn of 2005, as generous incentive programs came to an end. Prior to this, sales had increased gradually during the first half of 2005. In 2004, sales remained relatively stable following some increases early in the year.

**Chart 2**  
Truck, van and bus sales, seasonally adjusted, in units, 2003-2006



1. Trends represent smoothed seasonally adjusted data

## East-West split in May sales

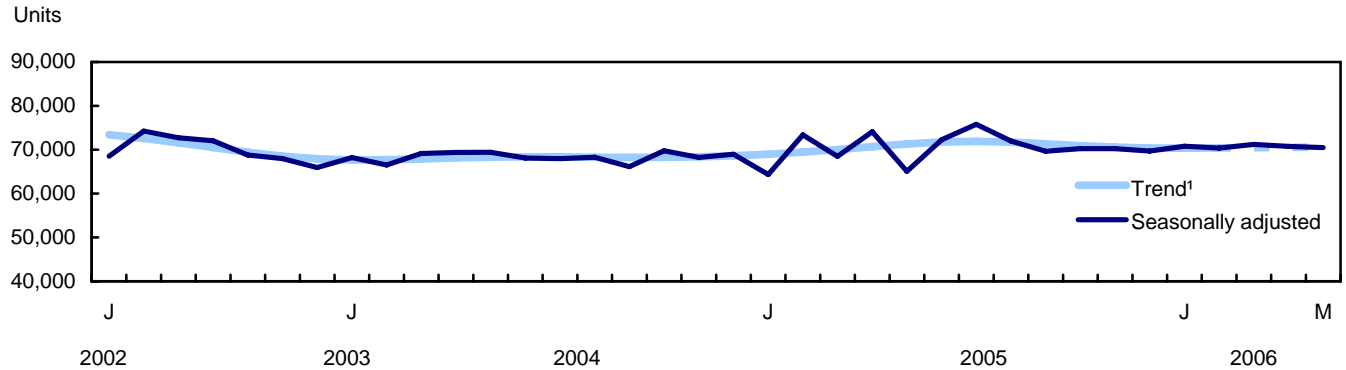
New motor vehicle sales declined in six provinces in May. However, sales in Western Canada fared well, while Central and Eastern Canada generally saw declines. The exceptions to this were an up-tick in sales in Prince Edward Island and slumping sales in Manitoba.

Sales in most of Eastern Canada continued to languish into May. New motor vehicle sales in New Brunswick declined for a third consecutive month, down 0.9%. In Nova Scotia, sales fell even more sharply (-3.8%), declining to the lowest level since October 2005.

Ontario and Quebec were not immune to softer sales in May either. Ontario saw sales dip 2.1% for the third decline in four months. A 1.6% decrease in Quebec was enough to erase the gains of the two previous months. Sales in Quebec had been somewhat stronger early in 2006, as the decline in May was the first in four months.

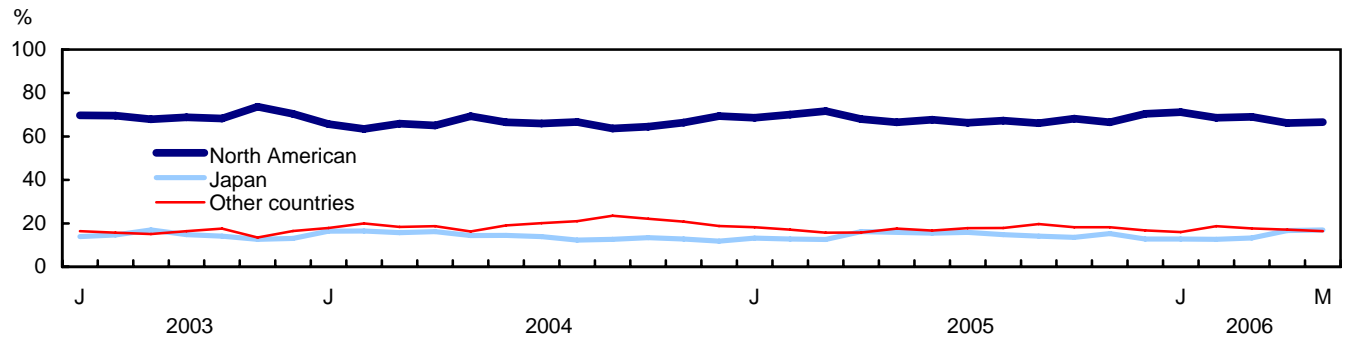
A booming economy in Western Canada continued to give strength to new motor vehicle sales in that region. Saskatchewan registered the strongest increase in new motor vehicle sales in May, as sales climbed 6.6%. Sales in Alberta rose 1.3%, marking the sixth gain in the last seven months. During the same period, sales in Alberta have surged 12.5%.

**Chart 3**  
**Passenger car sales, seasonally adjusted, in units, 2003-2006**

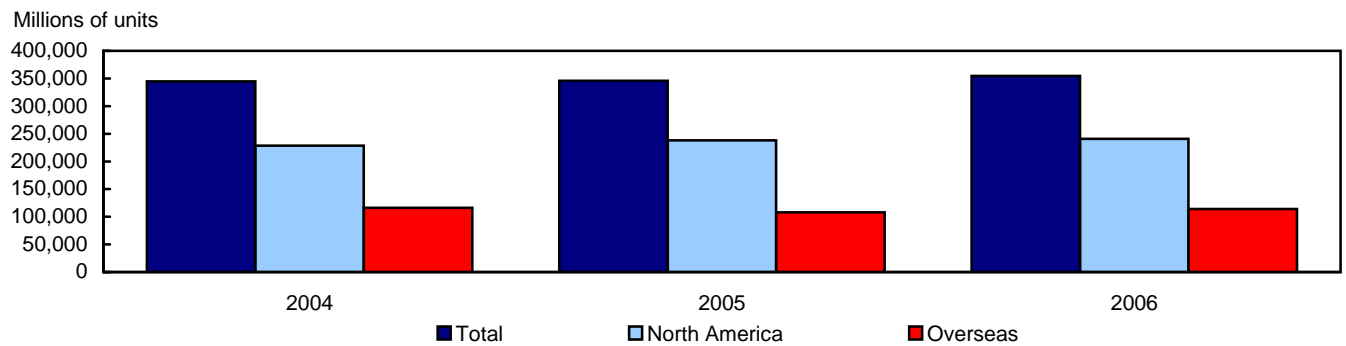


1. Trends represent smoothed seasonally adjusted data

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



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



## Related products

---

### Selected publications from Statistics Canada

---

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

---

### Selected CANSIM tables from Statistics Canada

---

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

---

### Selected surveys from Statistics Canada

---

2402	New Motor Vehicle Sales Survey
------	--------------------------------

---

### Selected tables of Canadian statistics from Statistics Canada

---

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

# Statistical tables

---

---

**Table 1-1**  
**Monthly sales of new motor vehicles, by type and origin in units**

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
<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	148,296	-0.9	54,630	9.7	9,576	-19.3	11,991	-13.6	76,197	0.9
April	167,441	4.5	62,166	10.2	14,823	5.8	14,406	-11.2	91,395	5.5
May	161,865	-2.6	58,678	-9.3	14,029	4.3	15,550	2.5	88,257	-5.4
June	166,024	7.7	57,953	8.7	13,309	14.7	14,337	-6.4	85,599	6.7
July	158,796	16.3	53,318	11.4	12,749	26.0	14,345	-1.6	80,412	10.8
August	146,862	7.8	53,093	7.7	11,710	28.9	14,139	-9.1	78,942	6.8
September	128,431	-1.7	46,428	9.1	9,927	16.7	13,878	-11.5	70,233	5.3
October	118,993	-3.7	43,844	6.5	8,739	1.9	11,666	-17.4	64,249	0.5
November	124,111	3.2	41,318	2.9	9,508	23.3	11,287	-10.4	62,113	2.7
December	121,408	3.0	40,646	1.8	7,402	8.7	9,674	-10.7	57,722	0.3
<b>Year</b>	1,630,310	3.5	574,639	5.9	123,482	6.1	147,101	-8.6	845,222	3.1
<b>2006</b>										
January	89,422	9.0	31,445	15.8	5,653	8.3	7,086	-1.3	44,184	11.7
February	100,740	-5.0	33,450	-5.6	6,204	-4.4	9,104	5.2	48,758	-3.6
March	155,990	5.2	54,748	0.2	10,553	10.2	14,062	17.3	79,363	4.2
April	159,436	-4.8	57,142	-8.1	14,388	-2.9	14,728	2.2	86,258	-5.6
May <sup>P</sup>	173,291	7.1	64,032	9.1	16,352	16.6	15,791	1.5	96,175	9.0

See footnotes at the end of the table.

Table 1-1 – continued

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

	Total new motor vehicles		Trucks <sup>1</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
<b>2004</b>								
January	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
February	94,777	-10.1	42,613	-2.1	6,135	-15.1	48,748	-4.0
March	149,605	0.5	65,535	8.6	8,519	-7.6	74,054	6.5
April	160,195	4.7	64,616	14.3	8,938	-7.2	73,554	11.2
May	166,136	-10.4	64,043	-9.8	8,765	-19.6	72,808	-11.1
June	154,134	2.9	65,041	7.5	8,856	-4.1	73,897	6.0
July	136,563	-8.3	54,632	-9.3	9,361	-9.5	63,993	-9.3
August	136,187	-6.1	52,498	-9.1	9,746	4.1	62,244	-7.2
September	130,699	-8.0	54,338	-8.3	9,632	2.0	63,970	-6.9
October	123,552	-0.7	51,064	3.5	8,590	-12.9	59,654	0.8
November	120,287	4.5	51,581	10.9	8,244	2.4	59,825	9.6
December	117,822	4.4	51,536	2.9	8,713	22.9	60,249	5.4
<b>Year</b>	1,575,195	-3.2	653,637	-0.1	101,455	-5.1	755,092	-0.8
<b>2005</b>								
January	82,019	-3.8	36,460	0.9	6,015	1.0	42,475	0.9
February	106,064	11.9	48,151	13.0	7,354	19.9	55,505	13.9
March	148,296	-0.9	62,010	-5.4	10,089	18.4	72,099	-2.6
April	167,441	4.5	65,425	1.3	10,621	18.8	76,046	3.4
May	161,865	-2.6	63,273	-1.2	10,335	17.9	73,608	1.1
June	166,024	7.7	69,913	7.5	10,512	18.7	80,425	8.8
July	158,796	16.3	67,772	24.1	10,612	13.4	78,384	22.5
August	146,862	7.8	56,944	8.5	10,976	12.6	67,920	9.1
September	128,431	-1.7	49,373	-9.1	8,825	-8.4	58,198	-9.0
October	118,993	-3.7	45,897	-10.1	8,847	3.0	54,744	-8.2
November	124,111	3.2	53,478	3.7	8,520	3.3	61,998	3.6
December	121,408	3.0	54,509	5.8	9,177	5.3	63,686	5.7
<b>Year</b>	1,630,310	3.5	673,205	3.0	111,883	10.3	785,088	4.0
<b>2006</b>								
January	89,422	9.0	39,038	7.1	6,200	3.1	45,238	6.5
February	100,740	-5.0	44,353	-7.9	7,629	3.7	51,982	-6.3
March	155,990	5.2	65,037	4.9	11,590	14.9	76,627	6.3
April	159,436	-4.8	61,413	-6.1	11,765	10.8	73,178	-3.8
May <sup>p</sup>	173,291	7.1	65,146	3.0	11,970	15.8	77,116	4.8
<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>2004</b>										
January	2,711,635	-7.8	686,549	-16.8	155,729	-12.9	212,100	-11.1	1,054,378	-15.1
February	3,005,344	-8.3	715,763	-20.6	171,197	-16.1	265,210	4.3	1,152,171	-15.3
March	4,674,152	1.2	1,208,905	-9.9	275,102	-4.3	401,542	13.1	1,885,549	-5.0
April	4,889,605	4.7	1,367,882	-5.5	324,034	1.4	479,841	13.3	2,171,757	-0.9
May	5,029,987	-9.4	1,564,060	-13.5	310,894	-9.8	459,274	4.7	2,334,228	-9.9
June	4,812,540	4.7	1,302,258	-3.7	266,842	-1.4	441,534	11.9	2,010,635	-0.4
July	4,256,526	-6.9	1,172,206	-10.2	236,014	-10.8	381,164	9.0	1,789,384	-6.8
August	4,247,689	-4.6	1,199,676	-4.7	211,698	-29.7	410,448	22.3	1,821,822	-3.9
September	4,204,154	-6.3	1,046,176	-13.5	199,117	-20.6	423,349	17.6	1,668,642	-8.4
October	4,012,022	0.4	1,022,607	-5.0	201,005	-6.6	384,000	-1.3	1,607,612	-4.4
November	3,938,961	7.1	989,267	-9.5	181,590	0.5	358,200	24.3	1,529,057	-2.1
December	3,856,608	5.7	986,404	4.3	161,748	-5.1	316,373	3.6	1,464,526	3.0
<b>Year</b>	<b>49,639,223</b>	<b>-1.7</b>	<b>13,261,753</b>	<b>-8.9</b>	<b>2,694,970</b>	<b>-9.8</b>	<b>4,533,035</b>	<b>9.7</b>	<b>20,489,761</b>	<b>-5.5</b>
<b>2005</b>										
January	2,687,357	-0.9	666,757	-2.9	119,763	-23.1	198,787	-6.3	985,307	-6.6
February	3,481,340	15.8	874,955	22.2	150,732	-12.0	245,344	-7.5	1,271,031	10.3
March	4,750,643	1.6	1,352,574	11.9	229,750	-16.5	354,295	-11.8	1,936,618	2.7
April	5,287,013	8.1	1,526,182	11.6	347,827	7.3	424,652	-11.5	2,298,661	5.8
May	5,142,342	2.2	1,453,486	-7.1	326,975	5.2	452,678	-1.4	2,233,139	-4.3
June	5,357,018	11.3	1,421,874	9.2	309,365	15.9	421,970	-4.4	2,153,209	7.1
July	5,018,709	17.9	1,282,543	9.4	293,788	24.5	401,275	5.3	1,977,606	10.5
August	4,666,863	9.9	1,270,479	5.9	279,738	32.1	395,205	-3.7	1,945,421	6.8
September	4,131,585	-1.7	1,118,829	6.9	243,568	22.3	389,540	-8.0	1,751,937	5.0
October	3,842,930	-4.2	1,063,921	4.0	219,053	9.0	334,761	-12.8	1,617,735	0.6
November	4,104,723	4.2	1,009,044	2.0	227,258	25.1	332,669	-7.1	1,568,970	2.6
December	4,041,060	4.8	1,011,223	2.5	180,607	11.7	289,343	-8.5	1,481,173	1.1
<b>Year</b>	<b>52,511,583</b>	<b>5.8</b>	<b>14,051,867</b>	<b>6.0</b>	<b>2,928,424</b>	<b>8.7</b>	<b>4,240,519</b>	<b>-6.5</b>	<b>21,220,807</b>	<b>3.6</b>
<b>2006</b>										
January	2,981,292	10.9	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
February	3,367,054	-3.3	839,753	-4.0	155,157	2.9	262,755	7.1	1,257,665	-1.1
March	5,115,156	7.7	1,363,846	0.8	264,322	15.0	426,170	20.3	2,054,338	6.1
April	5,102,271	-3.5	1,412,732	-7.4	341,109	-1.9	439,582	3.5	2,193,423	-4.6
May P	5,575,030	8.4	1,591,591	9.5	397,061	21.4	470,374	3.9	2,459,025	10.1

See footnotes at the end of the table.

Table 1-2 – continued

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

	Total new motor vehicles		Trucks <sup>1</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>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	3,481,340	15.8	1,950,551	20.8	259,759	9.1	2,210,310	19.3
March	4,750,643	1.6	2,455,779	-0.5	358,245	11.7	2,814,024	0.9
April	5,287,013	8.1	2,609,244	9.2	379,108	15.4	2,988,352	10.0
May	5,142,342	2.2	2,532,694	6.8	376,509	16.5	2,909,203	7.9
June	5,357,018	11.3	2,825,480	14.2	378,329	15.3	3,203,809	14.3
July	5,018,709	17.9	2,665,886	25.1	375,217	11.8	3,041,103	23.3
August	4,666,863	9.9	2,328,313	12.4	393,129	11.1	2,721,442	12.2
September	4,131,585	-1.7	2,059,780	-5.5	319,867	-10.1	2,379,648	-6.1
October	3,842,930	-4.2	1,887,791	-9.3	337,404	4.6	2,225,196	-7.5
November	4,104,723	4.2	2,203,394	4.8	332,359	8.2	2,535,753	5.2
December	4,041,060	4.8	2,231,319	8.1	328,568	0.4	2,559,887	7.0
<b>Year</b>	52,511,583	5.8	27,232,050	7.3	4,058,725	7.8	31,290,777	7.3
<b>2006</b>								
January	2,981,292	10.9	1,627,382	9.8	226,363	2.8	1,853,745	8.9
February	3,367,054	-3.3	1,835,118	-5.9	274,272	5.6	2,109,390	-4.6
March	5,115,156	7.7	2,645,573	7.7	415,246	15.9	3,060,818	8.8
April	5,102,271	-3.5	2,484,723	-4.8	424,125	11.9	2,908,848	-2.7
May <sup>P</sup>	5,575,030	8.4	2,680,734	5.8	435,271	15.6	3,116,005	7.1

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>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>	24,431	1.4	23,147	-1.7	28,179	-8.7
<b>2005</b>						
January	24,564	1.4	22,934	4.2	27,694	0.8
February	24,702	0.9	23,232	3.2	28,363	-1.8
March	24,759	2.0	23,992	3.5	29,547	2.2
April	24,550	1.3	23,465	1.4	29,477	-0.4
May	24,771	2.5	23,307	0.9	29,111	-3.8
June	24,535	0.5	23,245	1.1	29,432	2.1
July	24,055	-1.8	23,044	-1.2	27,973	7.0
August	23,929	-1.6	23,889	2.5	27,951	5.9
September	24,098	-2.0	24,536	4.8	28,069	4.0
October	24,266	-2.3	25,066	7.0	28,695	5.6
November	24,421	-0.9	23,902	1.5	29,474	3.6
December	24,879	0.7	24,400	2.7	29,909	2.4
<b>Year</b>	24,453	0.1	23,715	2.5	28,827	2.3
<b>2006</b>						
January	24,921	1.5	24,979	8.9	28,604	3.3
February	25,105	1.6	25,009	7.6	28,861	1.8
March	24,911	0.6	25,047	4.4	30,306	2.6
April	24,723	0.7	23,708	1.0	29,847	1.3
May P	24,856	0.3	24,282	4.2	29,787	2.3
<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					
			North America		Japan		Other countries	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
<b>2004</b>								
January	43,142	100.0	28,346	65.7	7,074	16.4	7,722	17.9
February	46,029	100.0	29,238	63.5	7,608	16.5	9,183	20.0
March	75,551	100.0	49,796	65.9	11,871	15.7	13,884	18.4
April	86,641	100.0	56,417	65.1	14,007	16.2	16,217	18.7
May	93,328	100.0	64,701	69.3	13,456	14.4	15,171	16.3
June	80,237	100.0	53,326	66.5	11,601	14.5	15,310	19.1
July	72,570	100.0	47,867	66.0	10,122	13.9	14,581	20.1
August	73,943	100.0	49,312	66.7	9,085	12.3	15,546	21.0
September	66,729	100.0	42,539	63.7	8,504	12.7	15,686	23.5
October	63,898	100.0	41,187	64.5	8,580	13.4	14,131	22.1
November	60,462	100.0	40,157	66.4	7,709	12.8	12,596	20.8
December	57,573	100.0	39,928	69.4	6,809	11.8	10,836	18.8
<b>Year</b>	<b>820,103</b>	<b>100.0</b>	<b>542,814</b>	<b>66.2</b>	<b>116,426</b>	<b>14.2</b>	<b>160,863</b>	<b>19.6</b>
<b>2005</b>								
January	39,544	100.0	27,144	68.6	5,222	13.2	7,178	18.2
February	50,559	100.0	35,421	70.1	6,488	12.8	8,650	17.1
March	76,197	100.0	54,630	71.7	9,576	12.6	11,991	15.7
April	91,395	100.0	62,166	68.0	14,823	16.2	14,406	15.8
May	88,257	100.0	58,678	66.5	14,029	15.9	15,550	17.6
June	85,599	100.0	57,953	67.7	13,309	15.5	14,337	16.7
July	80,412	100.0	53,318	66.3	12,749	15.9	14,345	17.8
August	78,942	100.0	53,093	67.3	11,710	14.8	14,139	17.9
September	70,233	100.0	46,428	66.1	9,927	14.1	13,878	19.8
October	64,249	100.0	43,844	68.2	8,739	13.6	11,666	18.2
November	62,113	100.0	41,318	66.5	9,508	15.3	11,287	18.2
December	57,722	100.0	40,646	70.4	7,402	12.8	9,674	16.8
<b>Year</b>	<b>845,222</b>	<b>100.0</b>	<b>574,639</b>	<b>68.0</b>	<b>123,482</b>	<b>14.6</b>	<b>147,101</b>	<b>17.4</b>
<b>2006</b>								
January	44,184	100.0	31,445	71.2	5,653	12.8	7,086	16.0
February	48,758	100.0	33,450	68.6	6,204	12.7	9,104	18.7
March	79,363	100.0	54,748	69.0	10,553	13.3	14,062	17.7
April	86,258	100.0	57,142	66.2	14,388	16.7	14,728	17.1
May P	96,175	100.0	64,032	66.6	16,352	17.0	15,791	16.4
<b>Year</b>								

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

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
<b>Total, new motor vehicles</b>						
2004 (No.)	166,136	2,806	499	5,651	3,619	44,593
2005 (No.)	161,865	2,916	493	5,422	3,478	42,835
2006 (No.)	173,291	2,839	540	5,332	3,729	44,269
2006 / 2005 %	7.1	-2.6	9.5	-1.7	7.2	3.3
2004 (\$'000)	5,029,987	73,703	13,505	155,033	103,169	1,242,111
2005 (\$'000)	5,142,342	76,136	12,285	153,438	100,939	1,228,883
2006 (\$'000)	5,575,030	75,694	13,802	151,238	111,410	1,295,687
2006 / 2005 %	8.4	-0.6	12.3	-1.4	10.4	5.4
<b>Passenger cars, manufactured in North America</b>						
2004 (No.)	64,701	1,290	220	2,853	1,543	17,930
2005 (No.)	58,678	1,260	227	2,553	1,476	15,751
2006 (No.)	64,032	1,276	262	2,559	1,605	16,734
2006 / 2005 %	9.1	1.3	15.4	0.2	8.7	6.2
2004 (\$'000)	1,564,060	29,057	5,024	65,445	35,092	424,496
2005 (\$'000)	1,453,486	28,332	5,123	58,895	34,511	374,739
2006 (\$'000)	1,591,591	29,803	6,206	61,547	39,691	401,694
2006 / 2005 %	9.5	5.2	21.1	4.5	15.0	7.2
<b>Passenger cars, manufactured in Japan</b>						
2004 (No.)	13,456	x	x	372	x	6,280
2005 (No.)	14,029	x	x	327	x	6,485
2006 (No.)	16,352	x	x	416	x	7,088
2006 / 2005 %	16.6	x	x	27.2	x	9.3
2004 (\$'000)	310,894	x	x	7,369	x	130,844
2005 (\$'000)	326,975	x	x	7,292	x	135,090
2006 (\$'000)	397,061	x	x	9,294	x	156,602
2006 / 2005 %	21.4	x	x	27.5	x	15.9
<b>Passenger cars, manufactured in other countries</b>						
2004 (No.)	15,171	x	x	460	x	5,923
2005 (No.)	15,550	x	x	472	x	5,797
2006 (No.)	15,791	x	x	501	x	5,854
2006 / 2005 %	1.5	x	x	6.1	x	1.0
2004 (\$'000)	459,274	x	x	10,775	x	156,066
2005 (\$'000)	452,678	x	x	11,643	x	148,811
2006 (\$'000)	470,374	x	x	11,993	x	153,383
2006 / 2005 %	3.9	x	x	3.0	x	3.1
<b>Trucks <sup>1</sup>, manufactured in North America</b>						
2004 (No.)	64,043	x	x	1,733	1,405	12,201
2005 (No.)	63,273	x	x	1,851	1,322	11,842
2006 (No.)	65,146	x	x	1,604	1,308	11,372
2006 / 2005 %	3.0	x	x	-13.3	-1.1	-4.0
2004 (\$'000)	2,372,470	x	x	63,972	52,320	450,082
2005 (\$'000)	2,532,694	x	x	68,143	50,970	466,090
2006 (\$'000)	2,680,734	x	x	59,669	53,065	470,805
2006 / 2005 %	5.8	x	x	-12.4	4.1	1.0
<b>Trucks <sup>1</sup>, manufactured overseas</b>						
2004 (No.)	8,765	x	x	233	159	2,259
2005 (No.)	10,335	x	x	219	170	2,960
2006 (No.)	11,970	x	x	252	199	3,221
2006 / 2005 %	15.8	x	x	15.1	17.1	8.8
2004 (\$'000)	323,288	x	x	7,471	5,058	80,624
2005 (\$'000)	376,509	x	x	7,464	5,186	104,154
2006 (\$'000)	435,271	x	x	8,735	6,133	113,204
2006 / 2005 %	15.6	x	x	17.0	18.3	8.7

See footnotes at the end of the table.

Table 4 – continued

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

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia <sup>1</sup>
<b>Total, new motor vehicles</b>						
2004 (No.)	166,136	62,058	4,618	3,629	20,063	18,600
2005 (No.)	161,865	59,860	4,263	3,584	20,808	18,206
2006 (No.)	173,291	63,276	4,479	3,849	25,907	19,071
2006 / 2005 %	7.1	5.7	5.1	7.4	24.5	4.8
2004 (\$'000)	5,029,987	1,952,313	145,850	114,349	640,111	589,843
2005 (\$'000)	5,142,342	1,967,424	152,383	121,741	725,800	603,311
2006 (\$'000)	5,575,030	2,066,949	154,597	130,448	916,899	658,305
2006 / 2005 %	8.4	5.1	1.5	7.2	26.3	9.1
<b>Passenger cars, manufactured in North America</b>						
2004 (No.)	64,701	23,756	1,796	1,192	6,768	7,353
2005 (No.)	58,678	22,286	1,456	1,095	6,054	6,520
2006 (No.)	64,032	24,929	1,585	1,273	7,475	6,334
2006 / 2005 %	9.1	11.9	8.9	16.3	23.5	-2.9
2004 (\$'000)	1,564,060	595,400	43,444	29,341	164,171	172,588
2005 (\$'000)	1,453,486	574,297	36,033	27,664	153,640	160,252
2006 (\$'000)	1,591,591	634,816	39,383	32,148	186,794	159,510
2006 / 2005 %	9.5	10.5	9.3	16.2	21.6	-0.5
<b>Passenger cars, manufactured in Japan</b>						
2004 (No.)	13,456	3,903	194	138	804	1,356
2005 (No.)	14,029	4,033	201	124	1,025	1,418
2006 (No.)	16,352	4,561	223	157	1,261	2,128
2006 / 2005 %	16.6	13.1	10.9	26.6	23.0	50.1
2004 (\$'000)	310,894	99,372	4,637	3,291	21,639	35,707
2005 (\$'000)	326,975	106,338	4,956	3,105	26,736	35,295
2006 (\$'000)	397,061	123,708	5,440	3,822	33,247	54,016
2006 / 2005 %	21.4	16.3	9.8	23.1	24.4	53.0
<b>Passenger cars, manufactured in other countries</b>						
2004 (No.)	15,171	5,231	251	217	966	1,497
2005 (No.)	15,550	5,435	252	222	1,083	1,588
2006 (No.)	15,791	5,353	306	225	1,212	1,666
2006 / 2005 %	1.5	-1.5	21.4	1.4	11.9	4.9
2004 (\$'000)	459,274	182,295	6,553	4,998	30,597	55,200
2005 (\$'000)	452,678	179,393	6,099	5,430	33,216	54,525
2006 (\$'000)	470,374	180,508	7,751	5,375	39,657	58,615
2006 / 2005 %	3.9	0.6	27.1	-1.0	19.4	7.5
<b>Trucks<sup>2</sup>, manufactured in North America</b>						
2004 (No.)	64,043	25,559	2,194	1,937	10,609	7,283
2005 (No.)	63,273	24,101	2,105	1,940	11,537	7,470
2006 (No.)	65,146	23,952	2,056	1,964	14,443	7,369
2006 / 2005 %	3.0	-0.6	-2.3	1.2	25.2	-1.4
2004 (\$'000)	2,372,470	937,318	84,502	71,546	388,859	285,518
2005 (\$'000)	2,532,694	955,168	96,671	78,648	471,288	308,289
2006 (\$'000)	2,680,734	957,838	91,512	81,085	602,155	328,477
2006 / 2005 %	5.8	0.3	-5.3	3.1	27.8	6.5
<b>Trucks<sup>2</sup>, manufactured overseas</b>						
2004 (No.)	8,765	3,609	183	145	916	1,111
2005 (No.)	10,335	4,005	249	203	1,109	1,210
2006 (No.)	11,970	4,481	309	230	1,516	1,574
2006 / 2005 %	15.8	11.9	24.1	13.3	36.7	30.1
2004 (\$'000)	323,288	137,927	6,714	5,172	34,844	40,831
2005 (\$'000)	376,509	152,228	8,624	6,894	40,921	44,949
2006 (\$'000)	435,271	170,079	10,512	8,018	55,046	57,687
2006 / 2005 %	15.6	11.7	21.9	16.3	34.5	28.3

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

**Table 5-1**  
**Year to date provincial sales of new motor vehicles, by type and origin in units, January to May**

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>2004</b>										
Newfoundland and Labrador	9,290	-11.2	3,555	-20.1	x	x	x	x	5,226	-16.4
Prince Edward Island	1,814	-2.1	724	-15.7	x	x	x	x	1,007	-7.5
Nova Scotia	19,366	-2.8	8,139	-13.0	1,331	4.1	1,729	39.4	11,199	-5.7
New Brunswick	14,627	-10.1	5,624	-20.0	x	x	x	x	7,716	-13.5
Quebec	175,202	-3.7	63,769	-13.5	25,099	7.7	24,967	7.8	113,835	-5.3
Ontario	248,453	-6.8	87,960	-15.3	15,116	-17.1	21,136	9.4	124,212	-12.1
Manitoba	18,428	-1.6	6,104	-9.7	790	-4.1	1,045	22.8	7,939	-5.9
Saskatchewan	15,354	-5.6	4,208	-18.4	528	-17.8	825	18.0	5,561	-14.4
Alberta	79,290	-1.7	22,454	-7.7	3,417	-4.5	3,707	27.2	29,578	-4.1
British Columbia <sup>1</sup>	74,127	-1.7	25,961	-4.1	6,197	3.5	6,260	9.6	38,418	-0.9
<b>Canada</b>	<b>655,951</b>	<b>-4.7</b>	<b>228,498</b>	<b>-13.0</b>	<b>54,016</b>	<b>-3.3</b>	<b>62,177</b>	<b>11.4</b>	<b>344,691</b>	<b>-7.9</b>
<b>2005</b>										
Newfoundland and Labrador	10,423	12.2	4,378	23.2	x	x	x	x	6,008	15.0
Prince Edward Island	1,833	1.0	785	8.4	x	x	x	x	1,098	9.0
Nova Scotia	19,719	1.8	8,819	8.4	1,072	-19.5	1,606	-7.1	11,497	2.7
New Brunswick	14,336	-2.0	5,830	3.7	x	x	x	x	7,683	-0.4
Quebec	173,642	-0.9	65,914	3.4	22,632	-9.8	21,938	-12.1	110,484	-2.9
Ontario	249,309	0.3	91,759	4.3	14,221	-5.9	19,964	-5.5	125,944	1.4
Manitoba	18,379	-0.3	6,144	0.7	705	-10.8	908	-13.1	7,757	-2.3
Saskatchewan	15,287	-0.4	4,242	0.8	436	-17.4	720	-12.7	5,398	-2.9
Alberta	87,138	9.9	24,841	10.6	3,687	7.9	4,011	8.2	32,539	10.0
British Columbia <sup>1</sup>	75,619	2.0	25,327	-2.4	5,977	-3.6	6,240	-0.3	37,544	-2.3
<b>Canada</b>	<b>665,685</b>	<b>1.5</b>	<b>238,039</b>	<b>4.2</b>	<b>50,138</b>	<b>-7.2</b>	<b>57,775</b>	<b>-7.1</b>	<b>345,952</b>	<b>0.4</b>
<b>2006</b>										
Newfoundland and Labrador	9,620	-7.7	3,954	-9.7	x	x	x	x	5,414	-9.9
Prince Edward Island	1,874	2.2	840	7.0	x	x	x	x	1,169	6.5
Nova Scotia	20,558	4.3	9,166	3.9	1,318	22.9	1,979	23.2	12,463	8.4
New Brunswick	14,415	0.6	5,857	0.5	x	x	x	x	7,993	4.0
Quebec	168,485	-3.0	63,878	-3.1	22,320	-1.4	22,568	2.9	108,766	-1.6
Ontario	251,602	0.9	94,655	3.2	15,465	8.7	20,474	2.6	130,594	3.7
Manitoba	17,724	-3.6	5,674	-7.6	796	12.9	962	5.9	7,432	-4.2
Saskatchewan	15,100	-1.2	4,259	0.4	487	11.7	724	0.6	5,470	1.3
Alberta	100,791	15.7	27,281	9.8	4,278	16.0	4,363	8.8	35,922	10.4
British Columbia <sup>1</sup>	78,710	4.1	25,253	-0.3	6,966	16.5	7,296	16.9	39,515	5.2
<b>Canada</b>	<b>678,879</b>	<b>2.0</b>	<b>240,817</b>	<b>1.2</b>	<b>53,150</b>	<b>6.0</b>	<b>60,771</b>	<b>5.2</b>	<b>354,738</b>	<b>2.5</b>

See footnotes at the end of the table.

Table 5-1 – continued

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

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>2004</b>								
Newfoundland and Labrador	9,290	-11.2	x	x	x	x	4,064	-3.4
Prince Edward Island	1,814	-2.1	x	x	x	x	807	5.6
Nova Scotia	19,366	-2.8	7,183	0.9	984	5.0	8,167	1.4
New Brunswick	14,627	-10.1	6,306	-5.1	605	-13.8	6,911	-5.9
Quebec	175,202	-3.7	51,487	2.4	9,880	-14.1	61,367	-0.6
Ontario	248,453	-6.8	108,769	1.5	15,472	-14.5	124,241	-0.8
Manitoba	18,428	-1.6	9,710	2.1	779	-0.6	10,489	1.9
Saskatchewan	15,354	-5.6	9,084	1.2	709	-10.9	9,793	0.3
Alberta	79,290	-1.7	45,706	0.4	4,006	-6.9	49,712	-0.2
British Columbia <sup>1</sup>	74,127	-1.7	30,406	-1.9	5,303	-6.0	35,709	-2.5
<b>Canada</b>	<b>655,951</b>	<b>-4.7</b>	<b>272,947</b>	<b>0.9</b>	<b>38,313</b>	<b>-11.9</b>	<b>311,260</b>	<b>-0.9</b>
<b>2005</b>								
Newfoundland and Labrador	10,423	12.2	x	x	x	x	4,415	8.6
Prince Edward Island	1,833	1.0	x	x	x	x	735	-8.9
Nova Scotia	19,719	1.8	7,254	1.0	968	-1.6	8,222	0.7
New Brunswick	14,336	-2.0	5,971	-5.3	682	12.7	6,653	-3.7
Quebec	173,642	-0.9	50,730	-1.5	12,428	25.8	63,158	2.9
Ontario	249,309	0.3	105,982	-2.6	17,383	12.4	123,365	-0.7
Manitoba	18,379	-0.3	9,708	0.0	914	17.3	10,622	1.3
Saskatchewan	15,287	-0.4	8,980	-1.1	909	28.2	9,889	1.0
Alberta	87,138	9.9	49,821	9.0	4,778	19.3	54,599	9.8
British Columbia <sup>1</sup>	75,619	2.0	32,497	6.9	5,578	5.2	38,075	6.6
<b>Canada</b>	<b>665,685</b>	<b>1.5</b>	<b>275,319</b>	<b>0.9</b>	<b>44,414</b>	<b>15.9</b>	<b>319,733</b>	<b>2.7</b>
<b>2006</b>								
Newfoundland and Labrador	9,620	-7.7	x	x	x	x	4,206	-4.7
Prince Edward Island	1,874	2.2	x	x	x	x	705	-4.1
Nova Scotia	20,558	4.3	6,954	-4.1	1,141	17.9	8,095	-1.5
New Brunswick	14,415	0.6	5,539	-7.2	883	29.5	6,422	-3.5
Quebec	168,485	-3.0	47,229	-6.9	12,490	0.5	59,719	-5.4
Ontario	251,602	0.9	102,076	-3.7	18,932	8.9	121,008	-1.9
Manitoba	17,724	-3.6	9,000	-7.3	1,292	41.4	10,292	-3.1
Saskatchewan	15,100	-1.2	8,676	-3.4	954	5.0	9,630	-2.6
Alberta	100,791	15.7	58,722	17.9	6,147	28.7	64,869	18.8
British Columbia <sup>1</sup>	78,710	4.1	32,635	0.4	6,560	17.6	39,195	2.9
<b>Canada</b>	<b>678,879</b>	<b>2.0</b>	<b>274,987</b>	<b>-0.1</b>	<b>49,154</b>	<b>10.7</b>	<b>324,141</b>	<b>1.4</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 May**

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>2004</b>										
Newfoundland and Labrador	249,595	-9.1	80,825	-19.7	x	x	x	x	113,336	-16.8
Prince Edward Island	47,955	-1.6	16,276	-15.9	x	x	x	x	21,327	-10.7
Nova Scotia	549,116	-1.4	187,476	-13.3	27,537	-5.7	38,863	33.8	253,876	-7.5
New Brunswick	419,377	-8.7	128,822	-22.8	x	x	x	x	171,243	-17.4
Quebec	4,941,077	-1.8	1,507,234	-10.8	517,089	4.3	626,011	4.7	2,650,335	-4.8
Ontario	7,952,270	-4.9	2,209,628	-14.3	384,719	-20.2	711,840	3.4	3,306,189	-11.8
Manitoba	600,887	-2.5	148,369	-10.2	18,645	-10.6	27,302	18.3	194,316	-7.1
Saskatchewan	505,288	-4.7	103,470	-18.4	12,984	-23.7	18,540	8.0	134,995	-16.1
Alberta	2,659,232	-3.7	547,854	-11.2	87,432	-7.8	119,145	18.2	754,433	-7.2
British Columbia <sup>1</sup>	2,385,926	-1.5	613,201	-4.7	158,276	3.3	226,559	5.4	998,035	-1.4
<b>Canada</b>	20,310,723	-3.6	5,543,159	-12.3	1,236,956	-7.3	1,817,967	6.3	8,598,083	-8.2
<b>2005</b>										
Newfoundland and Labrador	277,794	11.3	98,969	22.4	x	x	x	x	130,230	14.9
Prince Edward Island	47,792	-0.3	18,015	10.7	x	x	x	x	23,758	11.4
Nova Scotia	562,996	2.5	204,913	9.3	23,626	-14.2	36,832	-5.2	265,373	4.5
New Brunswick	412,901	-1.5	136,710	6.1	x	x	x	x	174,166	1.7
Quebec	5,014,585	1.5	1,567,294	4.0	468,457	-9.4	549,025	-12.3	2,584,776	-2.5
Ontario	8,275,766	4.1	2,352,538	6.5	380,253	-1.2	662,440	-6.9	3,395,231	2.7
Manitoba	649,208	8.0	152,608	2.9	17,423	-6.6	22,918	-16.1	192,949	-0.7
Saskatchewan	529,348	4.8	107,405	3.8	11,327	-12.8	16,765	-9.6	135,496	0.4
Alberta	3,083,320	15.9	624,777	14.0	96,633	10.5	125,472	5.3	846,884	12.3
British Columbia <sup>1</sup>	2,494,983	4.6	610,724	-0.4	149,921	-5.3	215,249	-5.0	975,893	-2.2
<b>Canada</b>	21,348,695	5.1	5,873,954	6.0	1,175,047	-5.0	1,675,756	-7.8	8,724,756	1.5
<b>2006</b>										
Newfoundland and Labrador	260,540	-6.2	91,248	-7.8	x	x	x	x	120,293	-7.6
Prince Edward Island	48,219	0.9	19,614	8.9	x	x	x	x	25,809	8.6
Nova Scotia	589,635	4.7	215,241	5.0	29,906	26.6	43,497	18.1	288,645	8.8
New Brunswick	412,793	0.0	139,828	2.3	x	x	x	x	183,032	5.1
Quebec	4,971,966	-0.8	1,526,828	-2.6	492,839	5.2	579,898	5.6	2,599,564	0.6
Ontario	8,276,100	0.0	2,424,454	3.1	420,321	10.5	698,563	5.5	3,543,339	4.4
Manitoba	615,725	-5.2	141,409	-7.3	19,211	10.3	24,876	8.5	185,498	-3.9
Saskatchewan	529,872	0.1	108,822	1.3	12,729	12.4	17,057	1.7	138,607	2.3
Alberta	3,685,930	19.5	694,669	11.2	115,519	19.5	139,272	11.0	949,460	12.1
British Columbia <sup>1</sup>	2,750,023	10.2	629,459	3.1	176,065	17.4	252,225	17.2	1,057,750	8.4
<b>Canada</b>	22,140,803	3.7	5,991,576	2.0	1,298,856	10.5	1,801,567	7.5	9,091,998	4.2

See footnotes at the end of the table.

Table 5-2 – continued

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

Province	Total new motor vehicles		Trucks <sup>2</sup>					
	Units	Year/year change	North America		Overseas		Total	
			Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2004</b>								
Newfoundland and Labrador	249,595	-9.1	x	x	x	x	136,258	-1.5
Prince Edward Island	47,955	-1.6	x	x	x	x	26,627	7.2
Nova Scotia	549,116	-1.4	261,414	4.2	33,825	5.8	295,239	4.4
New Brunswick	419,377	-8.7	228,557	-0.3	19,577	-13.5	248,135	-1.5
Quebec	4,941,077	-1.8	1,933,090	4.6	357,654	-10.5	2,290,742	1.9
Ontario	7,952,270	-4.9	4,047,850	3.1	598,231	-12.7	4,646,081	0.7
Manitoba	600,887	-2.5	378,678	-0.1	27,893	-1.1	406,572	-0.2
Saskatchewan	505,288	-4.7	345,010	1.2	25,280	-10.3	370,291	0.4
Alberta	2,659,232	-3.7	1,752,542	-1.9	152,258	-5.5	1,904,801	-2.2
British Columbia <sup>1</sup>	2,385,926	-1.5	1,186,163	-0.7	201,730	-7.0	1,387,892	-1.6
<b>Canada</b>	20,310,723	-3.6	10,278,217	1.8	1,434,423	-10.1	11,712,640	0.2
<b>2005</b>								
Newfoundland and Labrador	277,794	11.3	x	x	x	x	147,564	8.3
Prince Edward Island	47,792	-0.3	x	x	x	x	24,034	-9.7
Nova Scotia	562,996	2.5	266,126	1.8	31,497	-6.9	297,623	0.8
New Brunswick	412,901	-1.5	217,878	-4.7	20,857	6.5	238,736	-3.8
Quebec	5,014,585	1.5	2,006,889	3.8	422,920	18.2	2,429,810	6.1
Ontario	8,275,766	4.1	4,228,644	4.5	651,890	9.0	4,880,534	5.0
Manitoba	649,208	8.0	425,118	12.3	31,140	11.6	456,259	12.2
Saskatchewan	529,348	4.8	363,666	5.4	30,184	19.4	393,851	6.4
Alberta	3,083,320	15.9	2,062,904	17.7	173,535	14.0	2,236,439	17.4
British Columbia <sup>1</sup>	2,494,983	4.6	1,310,115	10.4	208,975	3.6	1,519,090	9.5
<b>Canada</b>	21,348,695	5.1	11,030,087	7.3	1,593,852	11.1	12,623,939	7.8
<b>2006</b>								
Newfoundland and Labrador	260,540	-6.2	x	x	x	x	140,247	-5.0
Prince Edward Island	48,219	0.9	x	x	x	x	22,411	-6.8
Nova Scotia	589,635	4.7	262,878	-1.2	38,112	21.0	300,991	1.1
New Brunswick	412,793	0.0	202,167	-7.2	27,593	32.3	229,760	-3.8
Quebec	4,971,966	-0.8	1,946,168	-3.0	426,235	0.8	2,372,402	-2.4
Ontario	8,276,100	0.0	4,022,736	-4.9	710,024	8.9	4,732,760	-3.0
Manitoba	615,725	-5.2	385,415	-9.3	44,813	43.9	430,228	-5.7
Saskatchewan	529,872	0.1	357,951	-1.6	33,313	10.4	391,264	-0.7
Alberta	3,685,930	19.5	2,509,778	21.7	226,692	30.6	2,736,470	22.4
British Columbia <sup>1</sup>	2,750,023	10.2	1,446,756	10.4	245,517	17.5	1,692,273	11.4
<b>Canada</b>	22,140,803	3.7	11,273,530	2.2	1,775,277	11.4	13,048,806	3.4

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.  
**Note:** 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.								
1983	1,081,088	843,318	625,088	176,525	41,705	237,770	192,609	45,161
1984	1,283,502	971,210	724,932	171,204	75,074	312,292	273,604	38,688
1985	1,530,410	1,137,216	794,965	199,221	143,030	393,194	344,871	48,323
1986	1,515,920	1,095,313	761,169	203,304	130,840	420,607	368,423	52,184
1987	1,533,637	1,065,093	700,930	243,288	120,875	468,544	417,189	51,355
1988	1,565,501	1,056,310	724,733	243,835	87,742	509,191	459,777	49,414
1989	1,483,875	988,134	675,340	239,548	73,246	495,741	422,398	73,343
1990	1,317,869	884,564	580,397	239,603	64,564	433,305	361,403	71,902
1991	1,287,790	873,184	573,297	237,701	62,186	414,606	347,671	66,935
1992	1,227,419	798,023	503,460	236,675	57,888	429,396	370,422	58,974
1993	1,192,934	739,049	493,759	196,310	48,980	453,885	402,112	51,773
1994	1,260,056	748,666	573,361	129,547	45,759	511,390	475,444	35,946
1995	1,166,535	670,190	553,265	71,493	45,432	496,345	469,590	26,755
1996	1,204,557	660,769	572,581	47,901	40,287	543,788	517,738	26,050
1997	1,424,380	738,550	629,488	66,297	42,765	685,830	628,214	57,616
1998	1,428,932	740,809	590,667	98,275	51,867	688,123	627,256	60,867
1999	1,542,041	806,450	625,292	103,016	78,142	735,591	672,444	63,147
2000	1,587,561	849,171	640,856	106,937	101,378	738,390	669,492	68,898
2001	1,597,964	868,633	619,810	122,998	125,825	729,331	647,987	81,344
2002	1,733,318	934,704	651,305	144,596	138,803	798,614	698,870	99,744
2003	1,626,468	865,475	604,726	126,908	133,841	760,993	654,136	106,857
2004	1,575,195	820,103	542,814	116,426	160,863	755,092	653,637	101,455
2005	1,630,310	845,222	574,639	123,482	147,101	785,088	673,205	111,883
\$'000								
1983	12,196,326	9,041,376	6,700,490	1,688,571	652,315	3,154,950	2,728,842	426,108
1984	15,679,760	11,138,931	8,176,591	1,928,031	1,034,309	4,540,829	4,136,482	404,347
1985	19,890,119	13,707,637	9,545,156	2,325,922	1,836,559	6,182,482	5,641,518	540,964
1986	21,841,550	14,669,730	9,856,684	2,811,893	2,001,153	7,171,820	6,441,827	729,993
1987	24,471,752	15,748,410	10,031,338	3,567,223	2,149,849	8,723,342	7,930,138	793,204
1988	26,865,327	16,709,476	11,080,866	3,784,902	1,843,708	10,155,851	9,369,528	786,323
1989	26,959,378	16,541,801	11,034,684	3,887,341	1,619,774	10,417,577	9,059,482	1,358,095
1990	24,888,751	15,245,831	9,784,293	4,015,958	1,445,580	9,642,918	8,210,502	1,432,416
1991	22,855,626	14,103,545	9,038,584	3,789,001	1,275,960	8,752,081	7,503,659	1,248,422
1992	23,484,453	13,691,747	8,450,515	4,053,784	1,187,448	9,792,706	8,613,980	1,178,726
1993	24,630,368	13,278,183	8,620,651	3,560,912	1,096,620	11,352,185	10,227,081	1,125,104
1994	27,893,795	14,182,894	10,595,001	2,346,168	1,241,727	13,710,902	12,846,447	864,453
1995	28,168,806	13,882,004	11,070,368	1,492,451	1,319,184	14,286,804	13,544,980	741,824
1996	31,485,777	14,510,882	12,062,092	1,118,289	1,330,501	16,974,894	16,115,584	859,309
1997	38,986,224	16,836,615	13,809,161	1,519,604	1,507,852	22,149,610	20,341,263	1,808,346
1998	40,255,777	17,054,244	13,101,703	2,110,330	1,842,211	23,201,534	21,165,239	2,036,296
1999	45,317,914	19,017,278	14,138,902	2,246,522	2,631,853	26,300,638	24,055,653	2,244,986
2000	46,930,514	20,790,660	15,089,665	2,431,251	3,269,743	26,139,852	23,745,933	2,393,922
2001	46,886,252	21,168,628	14,575,745	2,882,386	3,710,497	25,717,623	22,958,458	2,759,162
2002	52,227,499	23,191,483	15,521,295	3,501,294	4,168,898	29,036,014	25,633,136	3,402,877
2003	50,493,308	21,685,587	14,565,218	2,988,274	4,132,093	28,807,720	24,845,915	3,961,804
2004	49,639,223	20,489,761	13,261,753	2,694,970	4,533,035	29,149,463	25,384,561	3,764,904
2005	52,511,583	21,220,807	14,051,867	2,928,424	4,240,519	31,290,777	27,232,050	4,058,725

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

**Table 7**  
**Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted**

Period	Total new motor vehicles		Passenger cars				Trucks <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>2004</b>								
January	125,052	-0.2	44,202	-1.2	23,995	13.4	56,854	-4.3
February	129,353	3.4	42,862	-3.0	23,639	-1.5	62,852	10.5
March	135,360	4.6	45,377	5.9	23,776	0.6	66,207	5.3
April	134,474	-0.7	46,640	2.8	22,737	-4.4	65,098	-1.7
May	132,132	-1.7	46,456	-0.4	22,974	1.0	62,702	-3.7
June	130,254	-1.4	45,540	-2.0	22,578	-1.7	62,136	-0.9
July	129,596	-0.5	45,393	-0.3	22,557	-0.1	61,646	-0.8
August	130,555	0.7	45,976	1.3	22,311	-1.1	62,268	1.0
September	128,238	-1.8	43,513	-5.4	22,613	1.4	62,112	-0.3
October	135,638	5.8	45,319	4.2	24,448	8.1	65,872	6.1
November	132,368	-2.4	44,974	-0.8	23,253	-4.9	64,141	-2.6
December	132,173	-0.1	46,560	3.5	22,409	-3.6	63,204	-1.5
<b>2005</b>								
January	125,826	-4.8	42,575	-8.6	21,757	-2.9	61,494	-2.7
February	144,504	14.8	51,796	21.7	21,567	-0.9	71,141	15.7
March	131,837	-8.8	49,244	-4.9	19,247	-10.8	63,345	-11.0
April	140,800	6.8	50,961	3.5	23,141	20.2	66,698	5.3
May	128,115	-9.0	42,225	-17.1	22,834	-1.3	63,056	-5.5
June	139,639	9.0	49,393	17.0	22,889	0.2	67,357	6.8
July	153,722	10.1	49,754	0.7	26,051	13.8	77,917	15.7
August	137,690	-10.4	48,935	-1.6	23,039	-11.6	65,717	-15.7
September	124,870	-9.3	47,673	-2.6	21,995	-4.5	55,202	-16.0
October	130,773	4.7	47,989	0.7	22,246	1.1	60,538	9.7
November	137,043	4.8	46,547	-3.0	23,687	6.5	66,808	10.4
December	135,492	-1.1	47,547	2.1	22,131	-6.6	65,815	-1.5
<b>2006</b>								
January	136,795	1.0	49,341	3.8	21,447	-3.1	66,007	0.3
February <sup>r</sup>	136,780	0.0	48,703	-1.3	21,681	1.1	66,395	0.6
March <sup>r</sup>	137,914	0.8	48,808	0.2	22,388	3.3	66,718	0.5
April <sup>r</sup>	136,977	-0.7	46,468	-4.8	24,307	8.6	66,202	-0.8
May <sup>p</sup>	135,618	-1.0	46,408	-0.1	24,072	-1.0	65,139	-1.6

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>2004</b>						
January	125,052	1,813	369	3,680	2,934	32,508
February	129,353	1,815	360	3,188	2,852	33,299
March	135,360	1,869	393	3,816	2,924	36,082
April	134,474	1,849	439	3,960	2,809	34,562
May	132,132	1,887	391	3,900	2,699	34,322
June	130,254	1,826	385	4,100	2,767	33,397
July	129,596	1,874	381	3,702	2,849	33,618
August	130,555	1,986	370	3,679	2,880	33,837
September	128,238	1,993	416	3,742	2,913	32,594
October	135,638	2,186	407	4,098	3,266	33,912
November	132,368	1,910	361	3,671	2,803	33,177
December	132,173	1,888	424	3,627	2,821	33,773
<b>2005</b>						
January	125,826	1,809	391	3,598	2,573	33,977
February	144,504	2,185	434	4,040	3,106	36,108
March	131,837	2,139	375	3,625	2,773	33,912
April	140,800	2,181	432	4,089	2,983	35,069
May	128,115	2,055	376	3,693	2,564	32,219
June	139,639	2,072	420	3,910	2,882	35,190
July	153,722	2,392	440	4,288	3,428	36,343
August	137,690	1,788	430	4,068	2,958	33,149
September	124,870	1,789	315	3,733	2,492	29,368
October	130,773	2,048	383	3,517	2,808	33,472
November	137,043	2,319	492	3,792	2,842	35,462
December	135,492	2,122	360	3,801	2,819	33,504
<b>2006</b>						
January	136,795	2,162	396	4,725	2,831	32,735
February	136,780	1,898	429	3,939	2,862	32,920
March	137,914	1,858	417	4,246	2,839	33,160
April	136,977	1,952	395	3,817	2,803	33,343
May	135,618	1,910	415	3,671	2,777	32,812

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>2004</b>						
January	125,052	48,582	3,604	2,824	14,913	13,825
February	129,353	50,497	3,900	3,450	16,050	13,943
March	135,360	51,464	3,725	3,291	16,388	15,408
April	134,474	52,004	4,000	3,276	16,150	15,425
May	132,132	50,160	3,815	3,233	16,209	15,516
June	130,254	49,661	3,767	3,208	15,691	15,452
July	129,596	49,585	3,640	2,988	15,711	15,248
August	130,555	49,656	3,704	3,293	15,972	15,178
September	128,238	48,044	3,757	3,219	16,437	15,122
October	135,638	51,302	3,910	3,477	17,487	15,595
November	132,368	49,944	3,816	3,379	17,644	15,664
December	132,173	50,028	3,693	3,185	17,504	15,230
<b>2005</b>						
January	125,826	47,741	3,498	2,730	15,996	13,512
February	144,504	57,356	4,305	3,236	18,130	15,604
March	131,837	49,775	3,849	3,231	17,458	14,700
April	140,800	52,380	3,930	3,584	18,984	17,167
May	128,115	48,347	3,535	3,244	16,843	15,240
June	139,639	52,299	3,959	3,514	18,995	16,398
July	153,722	59,357	4,766	3,954	21,779	16,975
August	137,690	51,532	3,994	3,362	19,394	17,015
September	124,870	46,676	3,596	3,141	18,391	15,370
October	130,773	49,117	3,551	2,789	18,221	14,868
November	137,043	51,894	3,612	3,289	18,844	14,497
December	135,492	51,241	3,907	3,178	19,326	15,234
<b>2006</b>						
January	136,795	51,791	3,825	3,017	20,016	15,298
February <sup>r</sup>	136,780	51,381	3,589	3,331	20,706	15,726
March <sup>r</sup>	137,914	51,658	3,808	3,293	20,158	16,478
April <sup>r</sup>	136,977	51,592	3,631	3,194	20,234	16,015
May <sup>p</sup>	135,618	50,483	3,592	3,406	20,496	16,056

# Definitions

---

## Trucks

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

## Passenger car

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

## Country of origin

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

## Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

## Motor vehicle sales - dollars

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

## Average price of passenger cars

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

# Appendix I

---

## Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.<sup>1</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>2</sup> The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality

---

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

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

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

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

## Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."<sup>3</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>4</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>5</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.

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

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

5. MCD = 9 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 11 for Commercial vehicles.

## **Revision procedures**

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



## Appendix II

---

### List of North American motor vehicle manufacturers

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

Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

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

### **Japan**

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

### **Other Countries**

B.M.W. Canada Inc.

Daewoo Auto Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.