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New motor vehicle sales

June 2005



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Statistics Canada
Marketing and Clients Services

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Note of appreciation

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Symbols

The following standard symbols are used in Statistics Canada publications:

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

Note

Components may not add to totals due to rounding.

Acknowledgements

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Highlights

June 2005

- Incentives by new motor vehicle dealers helped boost sales by 7.4% in June, offsetting the sales slide in May.

Analysis – June 2005

Incentives by new motor vehicle dealers helped boost sales by 7.4% in June, offsetting the sales slide in May. In all, 138,875 new vehicles were sold in June, up 9,613 units compared to May. Passenger cars accounted for more than two-thirds of the increase.

June's improvement in sales may partly be due to additional financial incentives offered by some car makers. According to the Consumer Price Index, these incentives resulted in a 0.5% decline in the price paid for new vehicles in June.

New motor vehicle sales have charted an upward course since the start of 2005, despite strong monthly fluctuations. This trend looks set to strengthen with preliminary figures indicating that new vehicle sales rose by approximately 7% in July, stimulated by the introduction of new employee-pricing incentive programs. In 2004, new motor vehicle sales remained relatively stable except for a string of increases at the start of the year.

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.

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

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

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

Car and truck sales rebound

In June, sales of both passenger cars and trucks regained the ground lost in May.

Sales of new passenger cars jumped 10.2% to 71,897 units in June, recovering from a similar sized drop in May. This increase was almost entirely attributable to sales of North American-built passenger cars, which rebounded 15.2% in June after falling by a similar amount in May. Sales of overseas-built cars increased for the third straight month, rising 0.9% in June.

New truck sales increased 4.6% in June to 66,978 units following a 3.5% decline in May. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Since the start of 2005, sales of both cars and trucks have maintained an upward trend despite major fluctuations, which have been much more pronounced for cars. After sizeable sales gains at the start of the year, new vehicle sales were relatively stable in 2004, in contrast with the steep declines in the second half of 2003.

Sales gains relatively modest in second quarter

For both cars and trucks, sales advanced much less quickly in the second quarter of 2005 than in the first quarter. Overall sales of new vehicles edged up 0.4% in the second quarter compared to the 2.1% gain in the first quarter.

Sales of new passenger cars grew 0.7% in the second quarter compared to the first quarter. This gain was entirely attributable to overseas-built cars, which advanced 6.1%, whereas North American-built cars declined 1.7% during the same period.

Quarterly sales of trucks remained almost unchanged (+0.2%) compared to the first quarter.

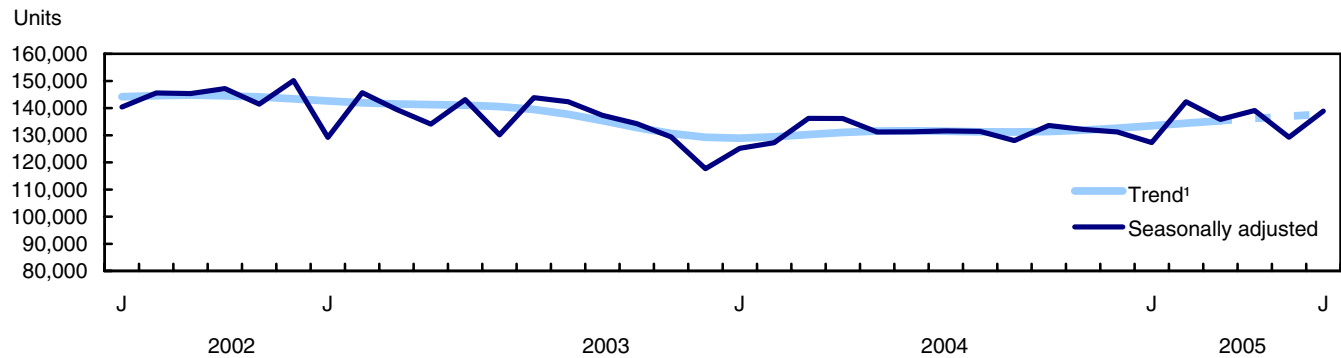
Sales up in all provinces

New vehicle sales were up in every province in June. The gains varied from 0.9% in Newfoundland and Labrador to 12.1% in Alberta. This was a reversal from one month earlier when sales declined in all provinces.

However, nearly 80% of the national increase in the number of new vehicles sold in June (9,613 units) occurred in three provinces. In Quebec, where one-quarter of all sales took place, the gain in June (+9.9%) accounted for one-third of the national increase in the number of new motor vehicles sold compared to May. In Ontario, with more than one-third of total sales, June's 4.9% increase accounted for one-quarter of the national monthly increase. In Alberta, where 13.5% of national sales occurred, the 12.1% advance in June represented one-fifth of the national increase.

Chart 1

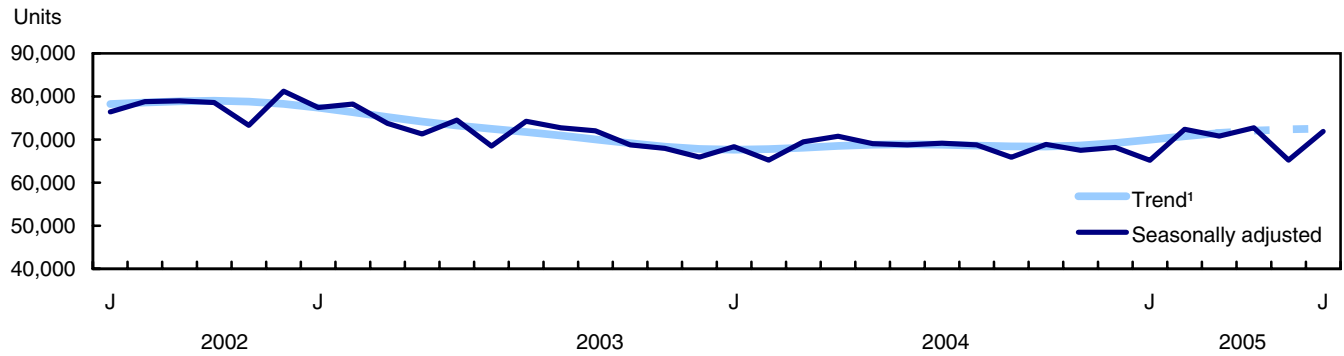
New motor vehicle sales, seasonally adjusted, in units, 2002-2005



1. Trends represent smoothed seasonally adjusted data

Chart 2

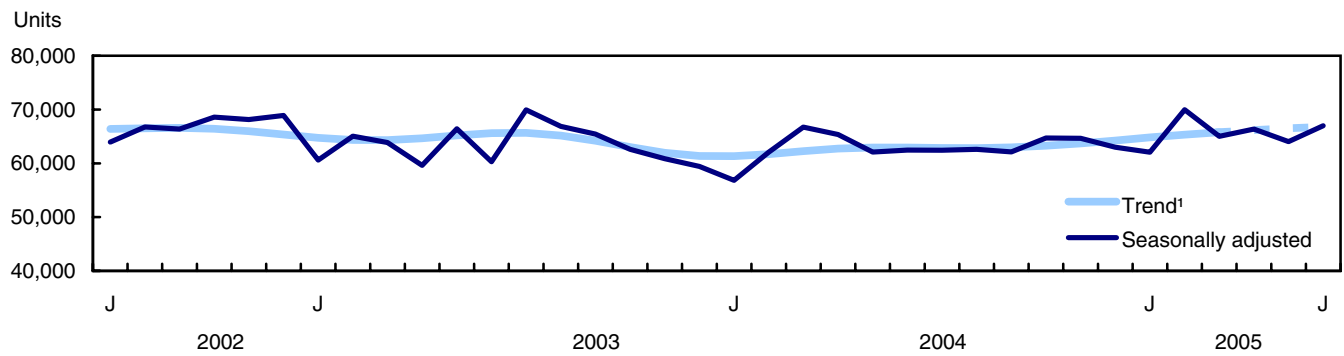
Passenger car sales, seasonally adjusted, in units, 2002-2005



1. Trends represent smoothed seasonally adjusted data

Chart 3

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



1. Trends represent smoothed seasonally adjusted data

Chart 4

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

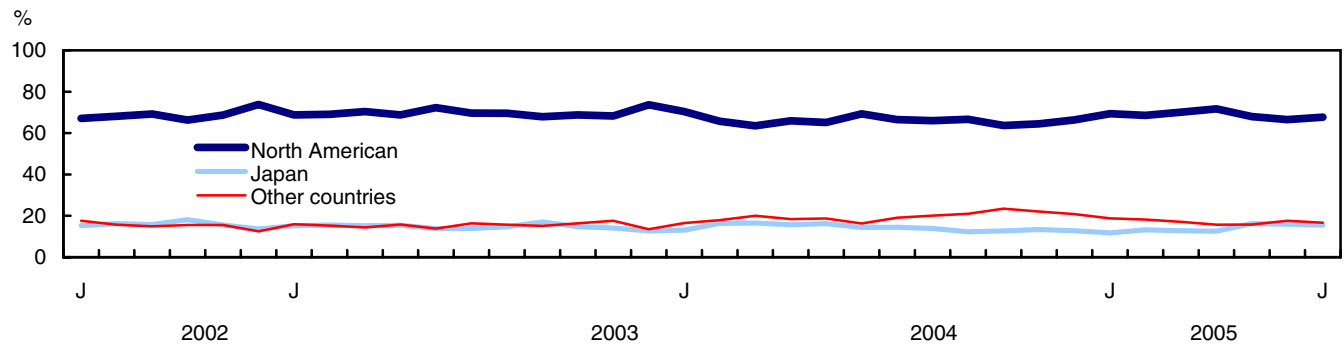
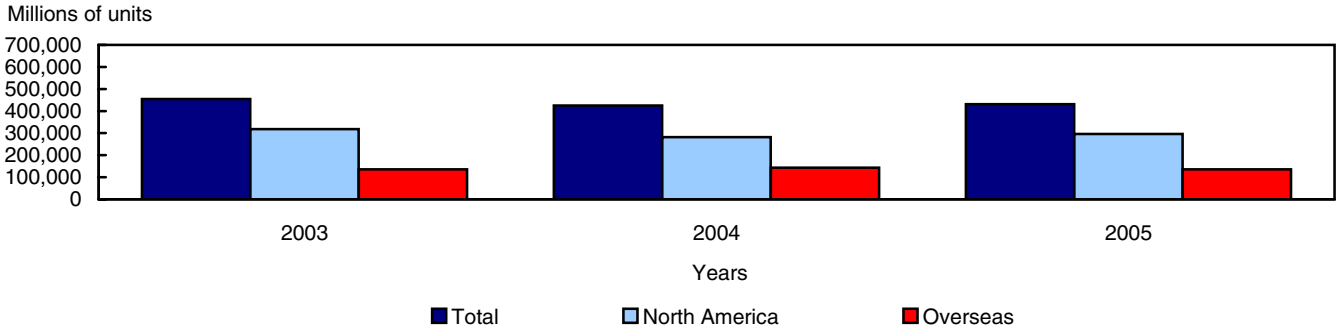


Chart 5

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



Related products

Selected publications from Statistics Canada

63-005-X	Retail trade
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

Note on CANSIM

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

For further information, please visit CANSIM.

Selected surveys from Statistics Canada

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

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

Statistical tables

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.	%
2003										
January	95,477	-14.8	34,345	-17.9	7,602	6.3	7,943	8.9	49,890	-11.3
February	105,391	1.4	37,734	1.8	8,533	12.9	8,371	5.1	54,638	3.9
March	148,922	-0.9	55,863	-3.6	12,065	2.9	11,457	0.2	79,385	-2.1
April	152,967	-8.7	59,729	-9.5	13,339	-13.3	13,725	-1.3	86,793	-8.9
May	185,419	-0.5	74,880	1.1	14,309	-18.6	14,318	-3.5	103,507	-2.8
June	149,816	-11.0	55,824	-11.3	11,164	-17.8	13,098	-5.6	80,086	-11.4
July	148,957	5.6	54,580	3.0	11,539	-4.4	12,269	-11.8	78,388	-0.7
August	145,108	-3.8	52,954	-8.0	13,297	-2.9	11,762	-11.2	78,013	-7.7
September	141,988	-1.6	50,433	-7.9	10,830	-13.6	12,023	1.8	73,286	-7.4
October	124,427	-9.8	44,518	-10.6	9,224	-32.1	11,484	-1.7	65,226	-13.1
November	115,126	-9.5	44,653	1.0	7,718	-23.3	8,185	-18.6	60,556	-5.9
December	112,870	-21.2	39,213	-24.7	7,288	-24.4	9,206	4.8	55,707	-21.0
Year	1,626,468	-6.2	604,726	-7.2	126,908	-12.2	133,841	-3.6	865,475	-7.4
2004										
January	85,238	-10.7	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
Year	1,575,195	-3.2	542,814	-10.2	116,426	-8.3	160,863	20.2	820,103	-5.2
2005										
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	166,040	7.7	57,953	8.7	13,309	14.7	14,337	-6.4	85,599	6.7

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 ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2003								
January	95,477	-14.8	39,097	-19.9	6,490	-7.7	45,587	-18.4
February	105,391	1.4	43,530	-4.3	7,223	21.8	50,753	-1.2
March	148,922	-0.9	60,318	-2.1	9,219	22.5	69,537	0.5
April	152,967	-8.7	56,539	-11.4	9,635	13.8	66,174	-8.4
May	185,419	-0.5	71,005	0.2	10,907	21.4	81,912	2.6
June	149,816	-11.0	60,493	-12.3	9,237	3.7	69,730	-10.5
July	148,957	5.6	60,228	12.7	10,341	19.2	70,569	13.6
August	145,108	-3.8	57,732	0.5	9,363	5.3	67,095	1.1
September	141,988	-1.6	59,257	4.2	9,445	13.6	68,702	5.4
October	124,427	-9.8	49,342	-7.7	9,859	5.1	59,201	-5.8
November	115,126	-9.5	46,522	-13.8	8,048	-9.9	54,570	-13.2
December	112,870	-21.2	50,073	-21.9	7,090	-18.5	57,163	-21.5
Year	1,626,468	-6.2	654,136	-6.4	106,857	7.1	760,993	-4.7
2004								
January	85,238	-10.7	36,140	-7.6	5,956	-8.2	42,096	-7.7
February	94,777	-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
Year	1,575,195	-3.2	653,637	-0.1	101,455	-5.1	755,092	-0.8
2005								
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 ^p	166,040	7.7	69,929	7.5	10,512	18.7	80,441	8.9
Year								

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

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

Table 1-2

Monthly sales of new motor vehicles, by type and origin in 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	%
2003										
January	2,941,847	-13.8	824,784	-17.8	178,744	2.8	238,493	10.0	1,242,022	-10.9
February	3,276,166	3.2	901,436	3.4	204,027	8.8	254,185	6.6	1,359,649	4.8
March	4,619,716	2.6	1,342,055	-1.9	287,456	-0.7	354,970	-2.0	1,984,481	-1.7
April	4,671,934	-5.5	1,447,359	-7.7	319,616	-14.5	423,686	-1.0	2,190,662	-7.6
May	5,551,388	1.6	1,808,156	2.7	344,754	-16.7	438,653	-1.7	2,591,563	-1.1
June	4,596,710	-8.7	1,352,584	-10.9	270,678	-16.9	394,456	-6.8	2,017,718	-11.0
July	4,570,411	8.9	1,305,259	3.5	264,556	-9.2	349,578	-10.9	1,919,393	-1.3
August	4,452,716	-1.4	1,258,881	-8.4	301,261	-7.8	335,482	-8.3	1,895,623	-8.3
September	4,487,201	2.9	1,209,940	-7.2	250,835	-18.5	359,903	2.5	1,820,678	-7.2
October	3,996,557	-5.7	1,076,616	-9.5	215,226	-35.4	389,239	12.1	1,681,081	-10.1
November	3,678,577	-7.3	1,092,537	3.4	180,705	-26.9	288,064	-8.6	1,561,306	-3.5
December	3,650,085	-17.2	945,611	-24.2	170,416	-26.1	305,384	8.2	1,421,411	-19.3
Year	50,493,308	-3.3	14,565,218	-6.2	2,988,274	-14.7	4,132,093	-0.9	21,685,587	-6.5
2004										
January	2,711,635	-7.8	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
Year	49,639,223	-1.7	13,261,753	-8.9	2,694,970	-9.8	4,533,035	9.7	20,489,761	-5.5
2005										
January	2,687,357	-0.9	666,757	-2.9	119,763	-23.1	198,787	-6.3	985,307	-6.6
February	3,481,340	15.8	874,955	22.2	150,732	-12.0	245,344	-7.5	1,271,031	10.3
March	4,750,643	1.6	1,352,574	11.9	229,750	-16.5	354,295	-11.8	1,936,618	2.7
April	5,287,013	8.1	1,526,182	11.6	347,827	7.3	424,652	-11.5	2,298,661	5.8
May	5,142,342	2.2	1,453,486	-7.1	326,975	5.2	452,678	-1.4	2,233,139	-4.3
June P	5,353,446	11.2	1,421,874	9.2	309,365	15.9	421,970	-4.4	2,153,209	7.1

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 ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2003								
January	2,941,847	-13.8	1,467,829	-17.5	231,997	-2.8	1,699,826	-15.8
February	3,276,166	3.2	1,652,299	-0.9	264,219	26.6	1,916,518	2.1
March	4,619,716	2.6	2,296,628	3.0	338,607	32.7	2,635,235	6.1
April	4,671,934	-5.5	2,123,655	-7.3	357,617	25.6	2,481,272	-3.6
May	5,551,388	1.6	2,557,042	0.7	402,783	32.4	2,959,825	4.1
June	4,596,710	-8.7	2,236,697	-9.4	342,295	14.3	2,578,992	-6.8
July	4,570,411	8.9	2,274,577	15.8	376,441	31.4	2,651,017	17.8
August	4,452,716	-1.4	2,213,158	2.8	343,934	15.7	2,557,092	4.3
September	4,487,201	2.9	2,306,377	8.8	360,146	28.2	2,666,523	11.1
October	3,996,557	-5.7	1,946,666	-4.8	368,809	13.7	2,315,475	-2.3
November	3,678,577	-7.3	1,812,877	-11.0	304,393	-2.7	2,117,271	-9.9
December	3,650,085	-17.2	1,958,110	-16.3	270,563	-12.7	2,228,674	-15.9
Year	50,493,308	-3.3	24,845,915	-3.1	3,961,804	16.4	28,807,720	-0.8
2004								
January	2,711,635	-7.8	1,433,529	-2.3	223,728	-3.6	1,657,257	-2.5
February	3,005,344	-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
Year	49,639,223	-1.7	25,384,561	2.2	3,764,904	-5.0	29,149,463	1.2
2005								
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 ^p	5,353,446	11.2	2,821,908	14.1	378,329	15.3	3,200,237	14.2

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
	\$	%	\$	%	\$	%
2003						
January	24,015	0.1	23,513	-3.2	30,026	1.1
February	23,889	1.6	23,910	-3.7	30,365	1.4
March	24,024	1.8	23,826	-3.5	30,983	-2.3
April	24,232	2.0	23,961	-1.4	30,870	0.4
May	24,147	1.6	24,093	2.3	30,636	1.9
June	24,229	0.5	24,246	1.1	30,116	-1.3
July	23,915	0.5	22,927	-5.1	28,493	1.1
August	23,773	-0.4	22,656	-5.0	28,523	3.2
September	23,991	0.8	23,161	-5.6	29,935	0.7
October	24,184	1.3	23,333	-4.8	33,894	14.1
November	24,467	2.5	23,413	-4.7	35,194	12.3
December	24,115	0.6	23,383	-2.2	33,172	3.2
Year	24,086	1.1	23,547	-2.8	30,873	2.8
2004						
January	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
Year	24,431	1.4	23,147	-1.7	28,179	-8.7
2005						
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 ^P	24,535	0.5	23,245	1.1	29,432	2.1
Year						

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

Table 3

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

Period	Total		Passenger cars					
	Units	Market share	North America		Japan		Other countries	
			Units	Market share	Units	Market share	Units	Market share
	No.	%	No.	%	No.	%	No.	%
2003								
January	49,890	100.0	34,345	68.8	7,602	15.2	7,943	15.9
February	54,638	100.0	37,734	69.1	8,533	15.6	8,371	15.3
March	79,385	100.0	55,863	70.4	12,065	15.2	11,457	14.4
April	86,793	100.0	59,729	68.8	13,339	15.4	13,725	15.8
May	103,507	100.0	74,880	72.3	14,309	13.8	14,318	13.8
June	80,086	100.0	55,824	69.7	11,164	13.9	13,098	16.4
July	78,388	100.0	54,580	69.6	11,539	14.7	12,269	15.7
August	78,013	100.0	52,954	67.9	13,297	17.0	11,762	15.1
September	73,286	100.0	50,433	68.8	10,830	14.8	12,023	16.4
October	65,226	100.0	44,518	68.3	9,224	14.1	11,484	17.6
November	60,556	100.0	44,653	73.7	7,718	12.7	8,185	13.5
December	55,707	100.0	39,213	70.4	7,288	13.1	9,206	16.5
Year	865,475	100.0	604,726	69.9	126,908	14.7	133,841	15.5
2004								
January	43,142	100.0	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
Year	820,103	100.0	542,814	66.2	116,426	14.2	160,863	19.6
2005								
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 P	85,599	100.0	57,953	67.7	13,309	15.5	14,337	16.7
Year								

Table 4

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

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2003 (No.)	149,816	2,801	490	4,461	4,033	38,328
2004 (No.)	154,134	2,472	511	5,195	3,522	39,984
2005 (No.)	166,040	2,865	553	4,916	3,682	43,269
2005 / 2004 %	7.7	15.9	8.2	-5.4	4.5	8.2
2003 (\$'000)	4,596,710	75,637	13,520	126,281	115,538	1,074,524
2004 (\$'000)	4,812,540	67,501	13,240	145,046	106,474	1,145,620
2005 (\$'000)	5,353,446	77,108	14,984	147,822	104,517	1,247,240
2005 / 2004 %	11.2	14.2	13.2	1.9	-1.8	8.9
Passenger cars, manufactured in North America						
2003 (No.)	55,824	1,067	201	1,963	1,660	15,067
2004 (No.)	53,326	855	226	2,198	1,312	14,059
2005 (No.)	57,953	1,144	209	2,092	1,509	16,332
2005 / 2004 %	8.7	33.8	-7.5	-4.8	15.0	16.2
2003 (\$'000)	1,352,584	24,280	4,549	46,028	39,244	346,206
2004 (\$'000)	1,302,258	19,776	5,040	50,981	30,746	336,403
2005 (\$'000)	1,421,874	25,601	4,812	48,623	35,063	384,229
2005 / 2004 %	9.2	29.5	-4.5	-4.6	14.0	14.2
Passenger cars, manufactured in Japan						
2003 (No.)	11,164	x	x	320	x	4,607
2004 (No.)	11,601	x	x	289	x	5,241
2005 (No.)	13,309	x	x	321	x	5,499
2005 / 2004 %	14.7	x	x	11.1	x	4.9
2003 (\$'000)	270,678	x	x	7,086	x	100,271
2004 (\$'000)	266,842	x	x	6,191	x	107,342
2005 (\$'000)	309,365	x	x	7,151	x	115,684
2005 / 2004 %	15.9	x	x	15.5	x	7.8
Passenger cars, manufactured in other countries						
2003 (No.)	13,098	x	x	346	x	5,152
2004 (No.)	15,310	x	x	535	x	5,738
2005 (No.)	14,337	x	x	436	x	5,355
2005 / 2004 %	-6.4	x	x	-18.5	x	-6.7
2003 (\$'000)	394,456	x	x	8,151	x	134,155
2004 (\$'000)	441,534	x	x	11,907	x	143,451
2005 (\$'000)	421,970	x	x	9,864	x	134,984
2005 / 2004 %	-4.4	x	x	-17.2	x	-5.9
Trucks ¹, manufactured in North America						
2003 (No.)	60,493	x	x	1,625	1,727	11,033
2004 (No.)	65,041	x	x	1,993	1,555	12,731
2005 (No.)	69,929	x	x	1,830	1,497	13,274
2005 / 2004 %	7.5	x	x	-8.2	-3.7	4.3
2003 (\$'000)	2,236,697	x	x	57,612	60,217	408,465
2004 (\$'000)	2,473,893	x	x	69,872	61,252	479,037
2005 (\$'000)	2,821,908	x	x	74,381	53,492	517,395
2005 / 2004 %	14.1	x	x	6.5	-12.7	8.0
Trucks ¹, manufactured overseas						
2003 (No.)	9,237	x	x	207	172	2,469
2004 (No.)	8,856	x	x	180	134	2,215
2005 (No.)	10,512	x	x	237	171	2,809
2005 / 2004 %	18.7	x	x	31.7	27.6	26.8
2003 (\$'000)	342,295	x	x	7,404	5,481	85,428
2004 (\$'000)	328,012	x	x	6,093	4,387	79,388
2005 (\$'000)	378,329	x	x	7,802	5,418	94,948
2005 / 2004 %	15.3	x	x	28.0	23.5	19.6

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, June

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia ¹
Total, new motor vehicles						
2003 (No.)	149,816	58,716	4,239	3,476	17,437	15,835
2004 (No.)	154,134	58,373	4,380	3,527	18,130	18,040
2005 (No.)	166,040	62,045	4,558	3,784	21,327	19,041
2005 / 2004 %	7.7	6.3	4.1	7.3	17.6	5.5
2003 (\$'000)	4,596,710	1,841,438	139,901	116,141	580,945	512,784
2004 (\$'000)	4,812,540	1,890,077	138,601	113,583	596,960	595,439
2005 (\$'000)	5,353,446	2,070,776	155,762	129,178	743,784	662,274
2005 / 2004 %	11.2	9.6	12.4	13.7	24.6	11.2
Passenger cars, manufactured in North America						
2003 (No.)	55,824	22,284	1,593	1,114	5,352	5,523
2004 (No.)	53,326	20,620	1,455	955	5,686	5,960
2005 (No.)	57,953	21,864	1,499	1,070	5,921	6,313
2005 / 2004 %	8.7	6.0	3.0	12.0	4.1	5.9
2003 (\$'000)	1,352,584	555,482	38,847	27,828	136,766	133,353
2004 (\$'000)	1,302,258	516,982	35,512	23,705	138,459	144,652
2005 (\$'000)	1,421,874	555,879	36,846	26,748	148,887	155,186
2005 / 2004 %	9.2	7.5	3.8	12.8	7.5	7.3
Passenger cars, manufactured in Japan						
2003 (No.)	11,164	3,545	180	130	828	1,088
2004 (No.)	11,601	3,340	167	106	759	1,353
2005 (No.)	13,309	4,165	169	120	1,063	1,585
2005 / 2004 %	14.7	24.7	1.2	13.2	40.1	17.1
2003 (\$'000)	270,678	95,589	4,585	3,505	21,425	28,213
2004 (\$'000)	266,842	86,424	3,821	2,607	19,079	34,724
2005 (\$'000)	309,365	106,517	3,949	2,886	27,035	38,412
2005 / 2004 %	15.9	23.2	3.3	10.7	41.7	10.6
Passenger cars, manufactured in other countries						
2003 (No.)	13,098	4,733	202	148	730	1,277
2004 (No.)	15,310	5,253	323	214	957	1,607
2005 (No.)	14,337	4,990	270	196	995	1,459
2005 / 2004 %	-6.4	-5.0	-16.4	-8.4	4.0	-9.2
2003 (\$'000)	394,456	161,173	5,609	3,518	24,529	46,154
2004 (\$'000)	441,534	173,479	7,928	4,977	29,037	57,574
2005 (\$'000)	421,970	168,433	6,766	4,610	30,656	54,024
2005 / 2004 %	-4.4	-2.9	-14.7	-7.4	5.6	-6.2
Trucks², manufactured in North America						
2003 (No.)	60,493	24,447	2,096	1,911	9,628	6,700
2004 (No.)	65,041	25,420	2,246	2,076	9,913	7,845
2005 (No.)	69,929	26,795	2,400	2,185	12,258	8,361
2005 / 2004 %	7.5	5.4	6.9	5.3	23.7	6.6
2003 (\$'000)	2,236,697	885,763	84,756	74,958	363,840	257,199
2004 (\$'000)	2,473,893	967,768	84,820	76,197	379,645	313,002
2005 (\$'000)	2,821,908	1,084,324	100,625	87,578	496,626	362,098
2005 / 2004 %	14.1	12.0	18.6	14.9	30.8	15.7
Trucks², manufactured overseas						
2003 (No.)	9,237	3,707	168	173	899	1,247
2004 (No.)	8,856	3,740	189	176	815	1,275
2005 (No.)	10,512	4,231	220	213	1,090	1,323
2005 / 2004 %	18.7	13.1	16.4	21.0	33.7	3.8
2003 (\$'000)	342,295	143,430	6,105	6,333	34,385	47,865
2004 (\$'000)	328,012	145,425	6,519	6,096	30,740	45,487
2005 (\$'000)	378,329	155,624	7,576	7,356	40,580	52,555
2005 / 2004 %	15.3	7.0	16.2	20.7	32.0	15.5

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 June

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.	%
2003										
Newfoundland and Labrador	13,264	-1.8	5,517	-2.7	x	x	x	x	7,766	-2.3
Prince Edward Island	2,343	-7.0	1,060	-6.1	x	x	x	x	1,347	-7.6
Nova Scotia	24,385	-3.3	11,315	-5.6	1,599	-8.2	1,586	-8.1	14,500	-6.2
New Brunswick	20,301	-9.6	8,689	-4.7	x	x	x	x	11,054	-5.8
Quebec	220,275	-1.4	88,783	0.7	27,904	-5.5	28,323	3.0	145,010	-0.1
Ontario	325,374	-7.1	126,096	-9.5	21,769	-12.4	24,053	-3.3	171,918	-9.0
Manitoba	22,965	-5.2	8,351	-2.8	1,004	-15.3	1,053	-0.5	10,408	-4.0
Saskatchewan	19,744	-4.0	6,273	-4.3	772	-6.5	847	5.0	7,892	-3.6
Alberta	98,085	-6.4	29,689	-10.9	4,405	-1.0	3,644	-1.6	37,738	-9.0
British Columbia ¹	91,256	-10.3	32,602	-9.6	7,074	-10.2	6,990	0.1	46,666	-8.4
Canada	837,992	-5.7	318,375	-6.3	67,012	-8.2	68,912	-0.6	454,299	-5.8
2004										
Newfoundland and Labrador	11,762	-11.3	4,410	-20.1	x	x	x	x	6,505	-16.2
Prince Edward Island	2,325	-0.8	950	-10.4	x	x	x	x	1,317	-2.2
Nova Scotia	24,561	0.7	10,337	-8.6	1,620	1.3	2,264	42.7	14,221	-1.9
New Brunswick	18,149	-10.6	6,936	-20.2	x	x	x	x	9,549	-13.6
Quebec	215,186	-2.3	77,828	-12.3	30,340	8.7	30,705	8.4	138,873	-4.2
Ontario	306,826	-5.7	108,580	-13.9	18,456	-15.2	26,389	9.7	153,425	-10.8
Manitoba	22,808	-0.7	7,559	-9.5	957	-4.7	1,368	29.9	9,884	-5.0
Saskatchewan	18,881	-4.4	5,163	-17.7	634	-17.9	1,039	22.7	6,836	-13.4
Alberta	97,420	-0.7	28,140	-5.2	4,176	-5.2	4,664	28.0	36,980	-2.0
British Columbia ¹	92,167	1.0	31,921	-2.1	7,550	6.7	7,867	12.5	47,338	1.4
Canada	810,085	-3.3	281,824	-11.5	65,617	-2.1	77,487	12.4	424,928	-6.5
2005										
Newfoundland and Labrador	13,288	13.0	5,522	25.2	x	x	x	x	7,562	16.2
Prince Edward Island	2,386	2.6	994	4.6	x	x	x	x	1,415	7.4
Nova Scotia	24,635	0.3	10,911	5.6	1,393	-14.0	2,042	-9.8	14,346	0.9
New Brunswick	18,018	-0.7	7,339	5.8	x	x	x	x	9,697	1.5
Quebec	216,911	0.8	82,246	5.7	28,131	-7.3	27,293	-11.1	137,670	-0.9
Ontario	311,354	1.5	113,623	4.6	18,386	-0.4	24,954	-5.4	156,963	2.3
Manitoba	22,937	0.6	7,643	1.1	874	-8.7	1,178	-13.9	9,695	-1.9
Saskatchewan	19,071	1.0	5,312	2.9	556	-12.3	916	-11.8	6,784	-0.8
Alberta	108,465	11.3	30,762	9.3	4,750	13.7	5,006	7.3	40,518	9.6
British Columbia ¹	94,660	2.7	31,640	-0.9	7,562	0.2	7,699	-2.1	46,901	-0.9
Canada	831,725	2.7	295,992	5.0	63,447	-3.3	72,112	-6.9	431,551	1.6

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 June

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
2003								
Newfoundland and Labrador	13,264	-1.8	x	x	x	x	5,498	-1.0
Prince Edward Island	2,343	-7.0	x	x	x	x	996	-6.1
Nova Scotia	24,385	-3.3	8,741	1.1	1,144	2.9	9,885	1.3
New Brunswick	20,301	-9.6	8,373	-15.4	874	5.0	9,247	-13.8
Quebec	220,275	-1.4	61,295	-7.2	13,970	14.6	75,265	-3.8
Ontario	325,374	-7.1	131,648	-7.5	21,808	16.5	153,456	-4.7
Manitoba	22,965	-5.2	11,605	-7.2	952	7.3	12,557	-6.3
Saskatchewan	19,744	-4.0	10,883	-5.8	969	19.0	11,852	-4.2
Alberta	98,085	-6.4	55,145	-6.6	5,202	21.1	60,347	-4.8
British Columbia ¹	91,256	-10.3	37,699	-13.4	6,891	-4.7	44,590	-12.2
Canada	837,992	-5.7	330,982	-7.9	52,711	12.5	383,693	-5.6
2004								
Newfoundland and Labrador	11,762	-11.3	x	x	x	x	5,257	-4.4
Prince Edward Island	2,325	-0.8	x	x	x	x	1,008	1.2
Nova Scotia	24,561	0.7	9,176	5.0	1,164	1.7	10,340	4.6
New Brunswick	18,149	-10.6	7,861	-6.1	739	-15.4	8,600	-7.0
Quebec	215,186	-2.3	64,218	4.8	12,095	-13.4	76,313	1.4
Ontario	306,826	-5.7	134,189	1.9	19,212	-11.9	153,401	0.0
Manitoba	22,808	-0.7	11,956	3.0	968	1.7	12,924	2.9
Saskatchewan	18,881	-4.4	11,160	2.5	885	-8.7	12,045	1.6
Alberta	97,420	-0.7	55,619	0.9	4,821	-7.3	60,440	0.2
British Columbia ¹	92,167	1.0	38,251	1.5	6,578	-4.5	44,829	0.5
Canada	810,085	-3.3	337,988	2.1	47,169	-10.5	385,157	0.4
2005								
Newfoundland and Labrador	13,288	13.0	x	x	x	x	5,726	8.9
Prince Edward Island	2,386	2.6	x	x	x	x	971	-3.7
Nova Scotia	24,635	0.3	9,084	-1.0	1,205	3.5	10,289	-0.5
New Brunswick	18,018	-0.7	7,468	-5.0	853	15.4	8,321	-3.2
Quebec	216,911	0.8	64,004	-0.3	15,237	26.0	79,241	3.8
Ontario	311,354	1.5	132,777	-1.1	21,614	12.5	154,391	0.6
Manitoba	22,937	0.6	12,108	1.3	1,134	17.1	13,242	2.5
Saskatchewan	19,071	1.0	11,165	0.0	1,122	26.8	12,287	2.0
Alberta	108,465	11.3	62,079	11.6	5,868	21.7	67,947	12.4
British Columbia ¹	94,660	2.7	40,858	6.8	6,901	4.9	47,759	6.5
Canada	831,725	2.7	345,248	2.1	54,926	16.4	400,174	3.9

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 June

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\$	%
2003										
Newfoundland and Labrador	350,146	0.8	124,901	-1.8	x	x	x	x	169,898	-0.8
Prince Edward Island	62,239	-5.4	23,911	-6.0	x	x	x	x	29,596	-8.7
Nova Scotia	683,459	2.1	262,158	-3.4	36,293	-4.8	37,193	-5.3	335,646	-3.8
New Brunswick	574,679	-9.8	206,127	-3.1	x	x	x	x	257,098	-4.2
Quebec	6,106,632	0.7	2,036,665	3.5	596,271	-6.0	731,963	3.1	3,364,900	1.6
Ontario	10,201,713	-4.5	3,133,376	-8.5	577,469	-13.0	849,340	-3.0	4,560,186	-8.1
Manitoba	756,209	-2.8	204,015	-2.7	25,438	-16.4	28,694	-1.5	258,145	-4.2
Saskatchewan	646,128	-1.8	154,643	-3.6	20,519	-6.4	20,678	2.9	195,842	-3.3
Alberta	3,341,203	-3.0	753,711	-9.5	116,280	-3.3	125,348	-2.6	995,341	-8.0
British Columbia ¹	2,935,355	-7.8	776,865	-9.3	181,442	-10.4	261,135	0.6	1,219,443	-7.6
Canada	25,657,761	-3.3	7,676,374	-5.1	1,605,275	-9.0	2,104,443	-0.5	11,386,095	-4.9
2004										
Newfoundland and Labrador	317,096	-9.4	100,601	-19.5	x	x	x	x	141,249	-16.9
Prince Edward Island	61,195	-1.7	21,316	-10.9	x	x	x	x	27,977	-5.5
Nova Scotia	694,162	1.6	238,457	-9.0	33,728	-7.1	50,770	36.5	322,956	-3.8
New Brunswick	525,851	-8.5	159,568	-22.6	x	x	x	x	212,078	-17.5
Quebec	6,086,697	-0.3	1,843,637	-9.5	624,431	4.7	769,462	5.1	3,237,531	-3.8
Ontario	9,842,347	-3.5	2,726,610	-13.0	471,143	-18.4	885,319	4.2	4,083,073	-10.5
Manitoba	739,488	-2.2	183,881	-9.9	22,466	-11.7	35,230	22.8	241,578	-6.4
Saskatchewan	618,871	-4.2	127,175	-17.8	15,591	-24.0	23,517	13.7	166,284	-15.1
Alberta	3,256,192	-2.5	686,313	-8.9	106,511	-8.4	148,182	18.2	941,008	-5.5
British Columbia ¹	2,981,365	1.6	757,853	-2.4	193,000	6.4	284,133	8.8	1,234,986	1.3
Canada	25,123,263	-2.1	6,845,417	-10.8	1,503,798	-6.3	2,259,501	7.4	10,608,718	-6.8
2005										
Newfoundland and Labrador	354,902	11.9	124,570	23.8	x	x	x	x	163,646	15.9
Prince Edward Island	62,776	2.6	22,827	7.1	x	x	x	x	30,574	9.3
Nova Scotia	710,818	2.4	253,536	6.3	30,777	-8.7	46,696	-8.0	331,012	2.5
New Brunswick	517,418	-1.6	171,773	7.6	x	x	x	x	219,774	3.6
Quebec	6,261,825	2.9	1,951,523	5.9	584,141	-6.5	684,009	-11.1	3,219,673	-0.6
Ontario	10,346,542	5.1	2,908,417	6.7	486,770	3.3	830,873	-6.1	4,226,059	3.5
Manitoba	804,970	8.9	189,454	3.0	21,372	-4.9	29,684	-15.7	240,510	-0.4
Saskatchewan	658,526	6.4	134,153	5.5	14,213	-8.8	21,375	-9.1	169,740	2.1
Alberta	3,827,104	17.5	773,664	12.7	123,668	16.1	156,128	5.4	1,053,462	12.0
British Columbia ¹	3,157,257	5.9	765,910	1.1	188,333	-2.4	269,273	-5.2	1,223,515	-0.9
Canada	26,702,141	6.3	7,295,828	6.6	1,484,412	-1.3	2,097,726	-7.2	10,877,965	2.5

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 June

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	'000\$	%	'000\$	%	'000\$	%	'000\$	%
2003								
Newfoundland and Labrador	350,146	0.8	x	x	x	x	180,248	2.3
Prince Edward Island	62,239	-5.4	x	x	x	x	32,642	-2.2
Nova Scotia	683,459	2.1	308,451	8.0	39,361	13.7	347,813	8.6
New Brunswick	574,679	-9.8	289,457	-15.8	28,124	11.4	317,580	-14.0
Quebec	6,106,632	0.7	2,256,784	-4.5	484,947	23.8	2,741,731	-0.4
Ontario	10,201,713	-4.5	4,812,909	-5.1	828,617	27.2	5,641,526	-1.4
Manitoba	756,209	-2.8	463,770	-3.2	34,296	16.5	498,064	-2.1
Saskatchewan	646,128	-1.8	415,770	-3.0	34,516	30.0	450,287	-1.1
Alberta	3,341,203	-3.0	2,150,439	-2.8	195,427	32.1	2,345,866	-0.7
British Columbia ¹	2,935,355	-7.8	1,451,240	-9.5	264,672	1.0	1,715,911	-8.1
Canada	25,657,761	-3.3	12,334,150	-4.9	1,937,518	21.8	14,271,668	-2.0
2004								
Newfoundland and Labrador	317,096	-9.4	x	x	x	x	175,846	-2.4
Prince Edward Island	61,195	-1.7	x	x	x	x	33,216	1.8
Nova Scotia	694,162	1.6	331,286	7.4	39,918	1.4	371,205	6.7
New Brunswick	525,851	-8.5	289,809	0.1	23,964	-14.8	313,774	-1.2
Quebec	6,086,697	-0.3	2,412,127	6.9	437,042	-9.9	2,849,166	3.9
Ontario	9,842,347	-3.5	5,015,618	4.2	743,656	-10.3	5,759,274	2.1
Manitoba	739,488	-2.2	463,498	-0.1	34,412	0.3	497,911	0.0
Saskatchewan	618,871	-4.2	421,207	1.3	31,376	-9.1	452,584	0.5
Alberta	3,256,192	-2.5	2,132,187	-0.8	182,998	-6.4	2,315,186	-1.3
British Columbia ¹	2,981,365	1.6	1,499,165	3.3	247,217	-6.6	1,746,380	1.8
Canada	25,123,263	-2.1	12,752,110	3.4	1,762,435	-9.0	14,514,545	1.7
2005								
Newfoundland and Labrador	354,902	11.9	x	x	x	x	191,256	8.8
Prince Edward Island	62,776	2.6	x	x	x	x	32,202	-3.1
Nova Scotia	710,818	2.4	340,507	2.8	39,299	-1.6	379,806	2.3
New Brunswick	517,418	-1.6	271,370	-6.4	26,275	9.6	297,646	-5.1
Quebec	6,261,825	2.9	2,524,284	4.6	517,868	18.5	3,042,153	6.8
Ontario	10,346,542	5.1	5,312,968	5.9	807,514	8.6	6,120,482	6.3
Manitoba	804,970	8.9	525,743	13.4	38,716	12.5	564,460	13.4
Saskatchewan	658,526	6.4	451,244	7.1	37,540	19.6	488,785	8.0
Alberta	3,827,104	17.5	2,559,530	20.0	214,115	17.0	2,773,645	19.8
British Columbia ¹	3,157,257	5.9	1,672,213	11.5	261,530	5.8	1,933,742	10.7
Canada	26,702,141	6.3	13,851,995	8.6	1,972,181	11.9	15,824,176	9.0

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

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

Table 7

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

Period	Total new motor vehicles		Passenger cars				Trucks ¹	
	Units	Month/month change	North America		Overseas		Total	
			Units	Month/month change	Units	Month/month change	Units	Month/month change
	No.	%	No.	%	No.	%	No.	%
2003								
January	138,029	-8.1	53,292	-6.2	24,133	-1.0	60,604	-12.0
February	143,296	3.8	54,447	2.2	23,801	-1.4	65,047	7.3
March	137,631	-4.0	50,708	-6.9	23,045	-3.2	63,879	-1.8
April	130,934	-4.9	49,827	-1.7	21,473	-6.8	59,634	-6.6
May	140,959	7.7	53,118	6.6	21,422	-0.2	66,420	11.4
June	128,807	-8.6	47,421	-10.7	21,084	-1.6	60,302	-9.2
July	144,194	11.9	53,089	12.0	21,158	0.4	69,948	16.0
August	139,613	-3.2	49,773	-6.2	22,963	8.5	66,877	-4.4
September	137,476	-1.5	50,686	1.8	21,361	-7.0	65,428	-2.2
October	131,364	-4.4	48,883	-3.6	19,894	-6.9	62,587	-4.3
November	128,826	-1.9	48,727	-0.3	19,247	-3.3	60,852	-2.8
December	125,338	-2.7	44,754	-8.2	21,168	10.0	59,416	-2.4
2004								
January	125,205	-0.1	44,928	0.4	23,432	10.7	56,844	-4.3
February	127,268	1.6	42,213	-6.0	22,998	-1.9	62,058	9.2
March	136,198	7.0	45,493	7.8	23,971	4.2	66,735	7.5
April	136,145	0.0	47,142	3.6	23,645	-1.4	65,358	-2.1
May	131,171	-3.7	45,869	-2.7	23,195	-1.9	62,107	-5.0
June	131,241	0.1	45,941	0.2	22,841	-1.5	62,459	0.6
July	131,584	0.3	46,246	0.7	22,920	0.3	62,418	-0.1
August	131,396	-0.1	46,357	0.2	22,429	-2.1	62,610	0.3
September	128,035	-2.6	43,298	-6.6	22,611	0.8	62,127	-0.8
October	133,589	4.3	45,178	4.3	23,702	4.8	64,709	4.2
November	132,171	-1.1	44,183	-2.2	23,321	-1.6	64,666	-0.1
December	131,192	-0.7	45,966	4.0	22,225	-4.7	63,001	-2.6
2005								
January	127,281	-3.0	43,720	-4.9	21,480	-3.4	62,080	-1.5
February	142,361	11.8	50,940	16.5	21,452	-0.1	69,969	12.7
March ^r	135,832	-4.6	49,736	-2.4	21,070	-1.8	65,027	-7.1
April ^r	139,114	2.4	50,441	1.4	22,305	5.9	66,368	2.1
May ^r	129,262	-7.1	42,503	-15.7	22,730	1.9	64,030	-3.5
June ^p	138,875	7.4	48,961	15.2	22,937	0.9	66,978	4.6

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
2003						
January	138,029	1,776	356	3,724	2,863	35,005
February	143,296	2,144	408	4,005	3,364	36,284
March	137,631	2,014	412	3,756	3,183	35,216
April	130,934	2,146	372	3,651	2,917	34,415
May	140,959	2,150	431	3,956	3,409	36,384
June	128,807	2,164	366	3,612	3,174	32,987
July	144,194	2,300	415	4,531	3,508	36,308
August	139,613	2,268	435	3,905	3,189	38,137
September	137,476	2,087	399	3,605	3,107	35,851
October	131,364	2,020	403	3,914	2,928	33,779
November	128,826	2,000	384	3,855	2,998	33,378
December	125,338	2,359	352	3,846	2,769	32,441
2004						
January	125,205	1,858	363	3,674	2,913	32,307
February	127,268	1,756	368	3,247	2,852	32,687
March	136,198	1,858	398	3,944	2,940	36,141
April	136,145	1,908	443	3,904	2,822	35,025
May	131,171	1,899	378	3,851	2,674	33,541
June	131,241	1,833	387	4,055	2,747	34,180
July	131,584	1,866	388	3,762	2,923	34,007
August	131,396	1,921	386	3,785	2,953	33,312
September	128,035	1,948	404	3,712	2,903	32,513
October	133,589	2,203	395	4,012	3,238	33,794
November	132,171	1,951	378	3,640	2,771	34,015
December	131,192	1,897	409	3,580	2,780	33,559
2005						
January	127,281	1,887	389	3,652	2,560	34,110
February	142,361	2,105	457	4,137	3,082	35,346
March ^r	135,832	2,134	389	3,725	2,805	34,843
April ^r	139,114	2,173	409	4,018	2,904	35,324
May ^r	129,262	2,054	380	3,686	2,545	32,408
June ^p	138,875	2,072	416	3,842	2,837	35,632

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 ¹
2003						
January	138,029	54,231	3,908	3,293	16,674	16,200
February	143,296	56,954	3,838	3,512	16,765	16,024
March	137,631	54,986	3,904	3,532	16,117	14,512
April	130,934	51,892	3,520	3,138	15,080	13,803
May	140,959	55,324	4,096	3,509	16,801	14,899
June	128,807	49,581	3,920	3,251	15,913	13,839
July	144,194	54,909	4,147	4,059	17,916	16,100
August	139,613	51,498	3,868	3,591	16,791	15,931
September	137,476	53,344	3,939	3,534	16,180	15,430
October	131,364	50,178	3,720	3,387	16,076	14,960
November	128,826	48,963	3,660	3,036	15,512	15,040
December	125,338	47,914	3,541	3,304	14,624	14,188
2004						
January	125,205	48,707	3,576	2,697	15,150	13,959
February	127,268	49,706	3,722	3,410	15,968	13,551
March	136,198	52,019	3,786	3,285	16,340	15,487
April	136,145	52,465	4,099	3,394	16,526	15,560
May	131,171	50,230	3,809	3,186	16,136	15,468
June	131,241	49,618	3,809	3,305	15,867	15,439
July	131,584	50,012	3,711	3,260	16,169	15,486
August	131,396	50,163	3,824	3,363	16,309	15,381
September	128,035	48,094	3,721	3,175	16,336	15,230
October	133,589	50,315	3,799	3,322	17,069	15,442
November	132,171	49,816	3,714	3,288	17,252	15,347
December	131,192	49,783	3,762	3,136	17,032	15,255
2005						
January	127,281	48,507	3,502	2,570	16,398	13,706
February	142,361	56,285	4,039	3,210	18,138	15,562
March ^r	135,832	51,127	3,969	3,313	17,699	15,829
April ^r	139,114	52,197	3,872	3,496	18,756	15,963
May ^r	129,262	49,269	3,584	3,234	16,756	15,346
June ^p	138,875	51,679	3,948	3,491	18,786	16,173

Definitions

Trucks

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

Passenger car

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

Country of origin

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

Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

Motor vehicle sales - dollars

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

Average price of passenger cars

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

Appendix I

Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales¹ of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.²

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

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

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

Data quality and methodology

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

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

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

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

Data confidentiality

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

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

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

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

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

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

Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."⁴ 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 method⁵ to seasonally adjust its time series. The ARIMA part of this method minimizes the impact of seasonal variations on the series and essentially consists of adding one year of estimated data onto each end of the original series before it is seasonally adjusted per se. The estimated data are derived from forecasts and back casts using ARIMA (Autoregressive Integrated Moving Average) models of the Box-Jenkins type.

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

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

To assist the user, the Months of Cyclical Dominance number, MCD, is provided.⁶ 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 = 4 for Overseas passenger cars. MCD = 9 for Commercial vehicles.

Revision procedures

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

Appendix II

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.