



Catalogue no. 63-007-XIE

# New Motor Vehicle Sales

June 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

June 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.

August 2006

Catalogue no. 63-007-XIE, Vol. 78, No. 6

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 – June 2006</b>	<b>6</b>
Truck sales slump in June	7
Mixed results across the country	7
<b>Related products</b>	<b>10</b>
<b>Statistical tables</b>	
1 Monthly sales of new motor vehicles, by type and origin	12
1-1 in units	12
1-2 in dollars	14
2 Average monthly prices of passenger cars, by origin	16
3 Monthly market share of new passenger car sales (units), by origin, Canada	17
4 Provincial sales of new motor vehicles, by type and origin, in units and dollars, June	18
5 Year to date provincial sales of new motor vehicles, by type and origin	20
5-1 in units, January to June	20
5-2 in dollars, January to June	22
6 Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada	24
7 Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted	25
8 Monthly sales of new motor vehicles, in units, by province, seasonally adjusted	26
<b>Definitions</b>	<b>28</b>
<b>Appendix</b>	
I Scope of the survey	29
II List of North American motor vehicle manufacturers	32

## 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	8
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	9

## Highlights

---

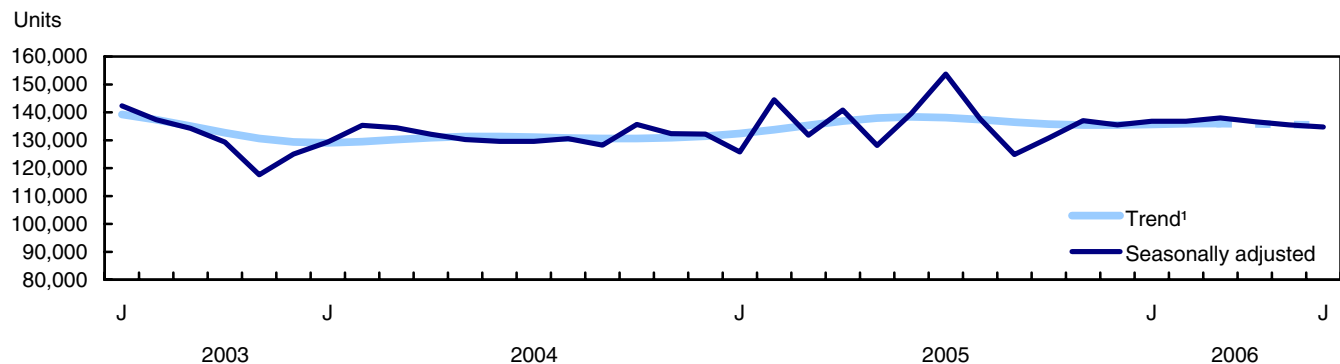
### June 2006

- Sagging demand for trucks drove new motor vehicle sales down for a third consecutive month in June.

## Analysis – June 2006

Sagging demand for trucks drove new motor vehicle sales down for a third consecutive month in June. Sales slipped by 0.6% in June after edging down by 0.8% in May and 1.0% in April. Consumers drove 134,734 new vehicles off dealers' lots in June, 770 fewer vehicles than in the previous month. Sales in the second quarter of 2006 weakened slightly, edging down 1.1%, partially offsetting the 2.0% increase recorded in the first quarter.

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



1. Trends represent smoothed seasonally adjusted data

Although sales have declined slightly over the past three months with the absence of major promotions or incentive programs, in general new motor vehicle sales have remained relatively stable since the end of 2005. This stability follows 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". Previously, sales had declined steeply at the end of 2003 before recovering partially and then levelling 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 rebounded by about 3% in July. These preliminary estimates indicate the increase was the result of truck sales rising after several months of declines. New passenger car sales, on the other hand, are estimated to have declined slightly in July.



## Truck sales slump in June

Lacklustre trucks sales have been the primary driver of declining new motor vehicle sales over the past three months, and have been mostly outperformed by passenger car sales in the first half of 2006.

Though consumers' recent predilection for comparatively more fuel efficient cars may be partly attributable to high sustained gasoline prices (prices at the pump were among record highs in May and June), trucks have not bowed out yet: preliminary estimates show that car sales lost ground in July, and that trucks sales staged a comeback.

Trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) accounted for all of the sales losses in June, falling 5.0%. After posting some small increases in the first few months of 2006, truck sales have since slumped significantly. Truck sales had been gradually rising since the beginning of 2004, although they showed great volatility in 2005.

Sales of new passenger cars were fairly strong in June, pulling ahead 3.5% compared to May. Overseas built cars gained 4.8% in June, and other than a decline in January have gained steadily in 2006. Sales of North American built vehicles posted their strongest increase in the past five months, advancing 2.8% in June. North American built vehicles have not realized the same gains as overseas built cars so far in 2006.

Overall, car sales have been trending up slightly over the past eight months, following a softening in the late summer months of 2005, as generous incentive programs came to an end.

## Mixed results across the country

The cup appeared half-empty in June. Although half of the provinces registered sales gains during the month, overall sales were pulled down by heavy-weights such as Quebec and Alberta where there were sizeable declines.

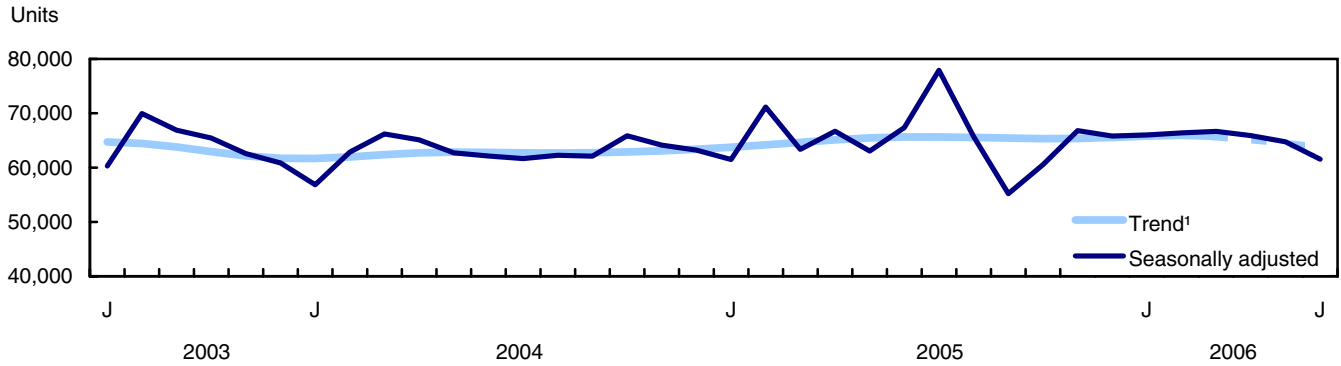
In terms of the number of vehicles sold, the largest decreases in June were seen in Quebec and in Alberta. Sales in Quebec declined 2.4% or by about 750 vehicles. Sales also declined 2.4% in Alberta, the equivalent of about 500 fewer vehicles leaving dealers' lots. Sales have generally been very strong in Alberta, as this was only the second decrease for the province in eight months.

Other provinces to register declines were Prince Edward Island (-3.9%), Saskatchewan (-1.7%), and Ontario (-0.1%).

With the exception of Prince Edward Island, sales in most of Eastern Canada saw a recovery in June after weak sales in May. Sales shot ahead 9.9% in Newfoundland and Labrador, an increase of about 200 vehicles. Sales also increased in Nova Scotia (+2.2%) and New Brunswick (+1.0%).

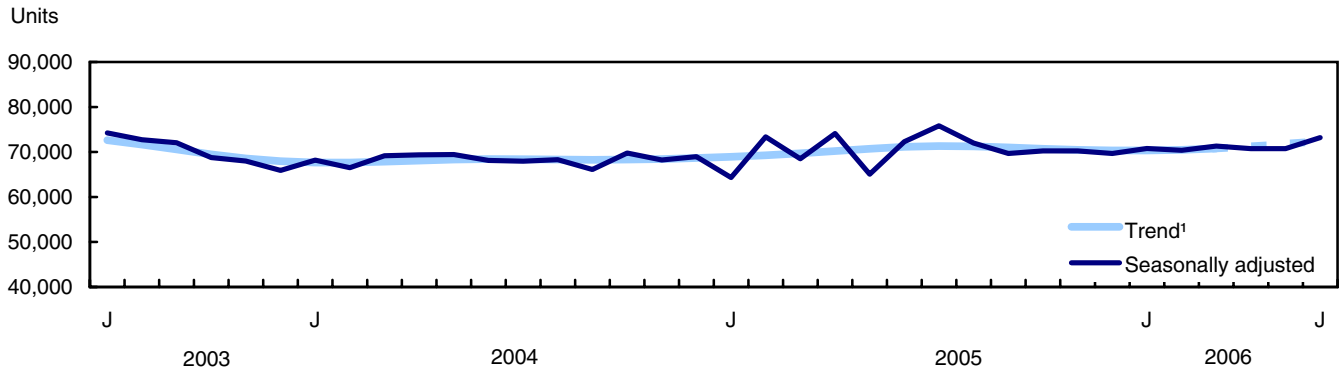
Out West, automotive sales in the region formed by British Columbia and the territories continued to roar ahead, with sales gaining 1.3% in June. Sales in that region have risen steadily over the past seven months, with the exception of a brief drop in April. Sales in Manitoba also rose in June, gaining 2.7% after two months of declines.

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



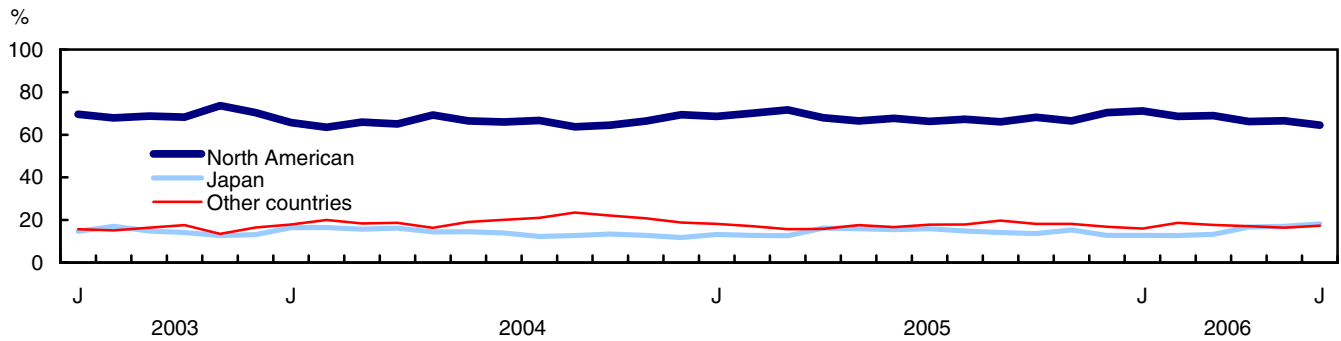
1. Trends represent smoothed seasonally adjusted data

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

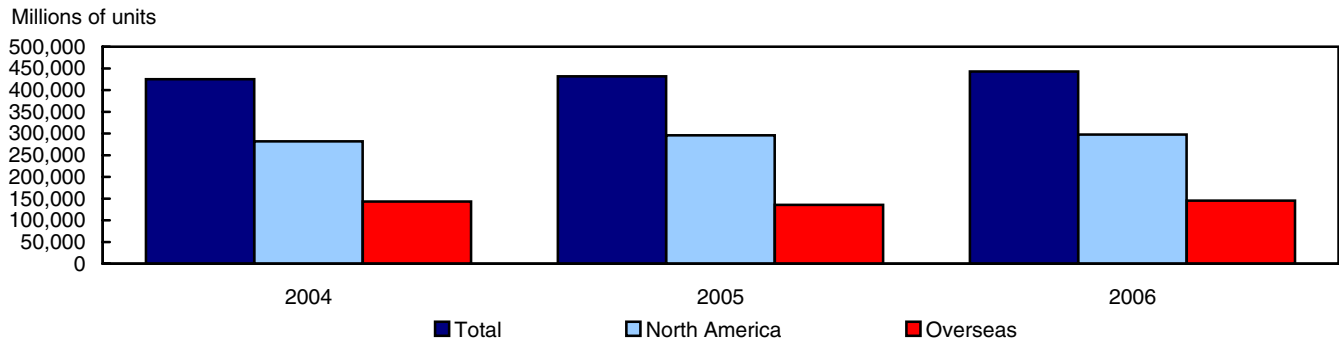


1. Trends represent smoothed seasonally adjusted data

**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 June**



## 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	173,291	7.1	64,032	9.1	16,352	16.6	15,791	1.5	96,175	9.0
June P	162,033	-2.4	56,827	-1.9	15,991	20.2	15,237	6.3	88,055	2.9

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	173,291	7.1	65,146	3.0	11,970	15.8	77,116	4.8
June P	162,033	-2.4	62,931	-10.0	11,047	5.1	73,978	-8.0
<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	5,575,030	8.4	1,591,591	9.5	397,061	21.4	470,374	3.9	2,459,025	10.1
June <sup>p</sup>	5,252,659	-1.9	1,417,848	-0.3	384,257	24.2	437,992	3.8	2,240,097	4.0

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	5,575,030	8.4	2,680,734	5.8	435,271	15.6	3,116,005	7.1
June P	5,252,659	-1.9	2,614,095	-7.5	398,467	5.3	3,012,563	-6.0

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	24,856	0.3	24,282	4.2	29,787	2.3
June <sup>p</sup>	24,950	1.7	24,030	3.4	28,745	-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	96,175	100.0	64,032	66.6	16,352	17.0	15,791	16.4
June <sup>p</sup>	88,055	100.0	56,827	64.5	15,991	18.2	15,237	17.3
<b>Year</b>								

**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
<b>Total, new motor vehicles</b>						
2004 (No.)	154,134	2,472	511	5,195	3,522	39,984
2005 (No.)	166,024	2,865	553	4,916	3,682	43,267
2006 (No.)	162,033	2,903	561	4,856	3,674	39,043
2006 / 2005 %	-2.4	1.3	1.4	-1.2	-0.2	-9.8
2004 (\$'000)	4,812,540	67,501	13,240	145,046	106,474	1,145,620
2005 (\$'000)	5,357,018	77,228	14,960	147,879	104,747	1,248,809
2006 (\$'000)	5,252,659	76,455	15,186	138,486	107,332	1,129,288
2006 / 2005 %	-1.9	-1.0	1.5	-6.4	2.5	-9.6
<b>Passenger cars, manufactured in North America</b>						
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
2006 (No.)	56,827	1,284	249	2,246	1,583	14,186
2006 / 2005 %	-1.9	12.2	19.1	7.4	4.9	-13.1
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
2006 (\$'000)	1,417,848	29,384	5,821	52,858	37,528	342,546
2006 / 2005 %	-0.3	14.8	21.0	8.7	7.0	-10.8
<b>Passenger cars, manufactured in Japan</b>						
2004 (No.)	11,601	x	x	289	x	5,241
2005 (No.)	13,309	x	x	321	x	5,499
2006 (No.)	15,991	x	x	423	x	6,296
2006 / 2005 %	20.2	x	x	31.8	x	14.5
2004 (\$'000)	266,842	x	x	6,191	x	107,342
2005 (\$'000)	309,365	x	x	7,151	x	115,684
2006 (\$'000)	384,257	x	x	9,644	x	136,495
2006 / 2005 %	24.2	x	x	34.9	x	18.0
<b>Passenger cars, manufactured in other countries</b>						
2004 (No.)	15,310	x	x	535	x	5,738
2005 (No.)	14,337	x	x	436	x	5,355
2006 (No.)	15,237	x	x	464	x	5,321
2006 / 2005 %	6.3	x	x	6.4	x	-0.6
2004 (\$'000)	441,534	x	x	11,907	x	143,451
2005 (\$'000)	421,970	x	x	9,864	x	134,984
2006 (\$'000)	437,992	x	x	10,959	x	136,860
2006 / 2005 %	3.8	x	x	11.1	x	1.4
<b>Trucks 1, manufactured in North America</b>						
2004 (No.)	65,041	x	x	1,993	1,555	12,731
2005 (No.)	69,913	x	x	1,830	1,497	13,272
2006 (No.)	62,931	x	x	1,491	1,313	10,567
2006 / 2005 %	-10.0	x	x	-18.5	-12.3	-20.4
2004 (\$'000)	2,473,893	x	x	69,872	61,252	479,037
2005 (\$'000)	2,825,480	x	x	74,438	53,721	518,964
2006 (\$'000)	2,614,095	x	x	57,457	51,987	420,808
2006 / 2005 %	-7.5	x	x	-22.8	-3.2	-18.9
<b>Trucks 1, manufactured overseas</b>						
2004 (No.)	8,856	x	x	180	134	2,215
2005 (No.)	10,512	x	x	237	171	2,809
2006 (No.)	11,047	x	x	232	172	2,673
2006 / 2005 %	5.1	x	x	-2.1	0.6	-4.8
2004 (\$'000)	328,012	x	x	6,093	4,387	79,388
2005 (\$'000)	378,329	x	x	7,802	5,418	94,948
2006 (\$'000)	398,467	x	x	7,568	5,689	92,579
2006 / 2005 %	5.3	x	x	-3.0	5.0	-2.5

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 <sup>1</sup>
<b>Total, new motor vehicles</b>						
2004 (No.)	154,134	58,373	4,380	3,527	18,130	18,040
2005 (No.)	166,024	62,037	4,552	3,784	21,327	19,041
2006 (No.)	162,033	61,377	4,331	3,897	22,356	19,035
2006 / 2005 %	-2.4	-1.1	-4.9	3.0	4.8	0.0
2004 (\$'000)	4,812,540	1,890,077	138,601	113,583	596,960	595,439
2005 (\$'000)	5,357,018	2,072,605	154,659	129,311	744,210	662,610
2006 (\$'000)	5,252,659	2,007,336	140,269	134,262	843,331	660,716
2006 / 2005 %	-1.9	-3.1	-9.3	3.8	13.3	-0.3
<b>Passenger cars, manufactured in North America</b>						
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
2006 (No.)	56,827	23,232	1,546	1,077	5,294	6,130
2006 / 2005 %	-1.9	6.3	3.1	0.7	-10.6	-2.9
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
2006 (\$'000)	1,417,848	594,818	38,775	27,426	133,798	154,893
2006 / 2005 %	-0.3	7.0	5.2	2.5	-10.1	-0.2
<b>Passenger cars, manufactured in Japan</b>						
2004 (No.)	11,601	3,340	167	106	759	1,353
2005 (No.)	13,309	4,165	169	120	1,063	1,585
2006 (No.)	15,991	4,753	265	172	1,490	2,162
2006 / 2005 %	20.2	14.1	56.8	43.3	40.2	36.4
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
2006 (\$'000)	384,257	126,818	6,162	4,562	38,368	53,260
2006 / 2005 %	24.2	19.1	56.0	58.1	41.9	38.7
<b>Passenger cars, manufactured in other countries</b>						
2004 (No.)	15,310	5,253	323	214	957	1,607
2005 (No.)	14,337	4,990	270	196	995	1,459
2006 (No.)	15,237	5,234	310	211	1,085	1,882
2006 / 2005 %	6.3	4.9	14.8	7.7	9.0	29.0
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
2006 (\$'000)	437,992	167,006	7,499	5,083	35,875	60,807
2006 / 2005 %	3.8	-0.8	10.8	10.3	17.0	12.6
<b>Trucks<sup>2</sup>, manufactured in North America</b>						
2004 (No.)	65,041	25,420	2,246	2,076	9,913	7,845
2005 (No.)	69,913	26,787	2,394	2,185	12,258	8,361
2006 (No.)	62,931	23,749	1,952	2,199	13,034	7,451
2006 / 2005 %	-10.0	-11.3	-18.5	0.6	6.3	-10.9
2004 (\$'000)	2,473,893	967,768	84,820	76,197	379,645	313,002
2005 (\$'000)	2,825,480	1,086,153	99,522	87,711	497,052	362,433
2006 (\$'000)	2,614,095	955,624	79,185	88,860	581,643	339,141
2006 / 2005 %	-7.5	-12.0	-20.4	1.3	17.0	-6.4
<b>Trucks<sup>2</sup>, manufactured overseas</b>						
2004 (No.)	8,856	3,740	189	176	815	1,275
2005 (No.)	10,512	4,231	220	213	1,090	1,323
2006 (No.)	11,047	4,409	258	238	1,453	1,410
2006 / 2005 %	5.1	4.2	17.3	11.7	33.3	6.6
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
2006 (\$'000)	398,467	163,070	8,648	8,330	53,646	52,614
2006 / 2005 %	5.3	4.8	14.1	13.2	32.2	0.1

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.	%
<b>2004</b>										
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 <sup>1</sup>	92,167	1.0	31,921	-2.1	7,550	6.7	7,867	12.5	47,338	1.4
<b>Canada</b>	810,085	-3.3	281,824	-11.5	65,617	-2.1	77,487	12.4	424,928	-6.5
<b>2005</b>										
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	216,909	0.8	82,246	5.7	28,131	-7.3	27,293	-11.1	137,670	-0.9
Ontario	311,346	1.5	113,623	4.6	18,386	-0.4	24,954	-5.4	156,963	2.3
Manitoba	22,931	0.5	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 <sup>1</sup>	94,660	2.7	31,640	-0.9	7,562	0.2	7,699	-2.1	46,901	-0.9
<b>Canada</b>	831,709	2.7	295,992	5.0	63,447	-3.3	72,112	-6.9	431,551	1.6
<b>2006</b>										
Newfoundland and Labrador	12,523	-5.8	5,238	-5.1	x	x	x	x	7,141	-5.6
Prince Edward Island	2,435	2.1	1,089	9.6	x	x	x	x	1,529	8.1
Nova Scotia	25,414	3.2	11,412	4.6	1,741	25.0	2,443	19.6	15,596	8.7
New Brunswick	18,089	0.4	7,440	1.4	x	x	x	x	10,182	5.0
Quebec	207,528	-4.3	78,064	-5.1	28,616	1.7	27,889	2.2	134,569	-2.3
Ontario	312,979	0.5	117,887	3.8	20,218	10.0	25,708	3.0	163,813	4.4
Manitoba	22,055	-3.8	7,220	-5.5	1,061	21.4	1,272	8.0	9,553	-1.5
Saskatchewan	18,997	-0.4	5,336	0.5	659	18.5	935	2.1	6,930	2.2
Alberta	123,147	13.5	32,575	5.9	5,768	21.4	5,448	8.8	43,791	8.1
British Columbia <sup>1</sup>	97,745	3.3	31,383	-0.8	9,128	20.7	9,178	19.2	49,689	5.9
<b>Canada</b>	840,912	1.1	297,644	0.6	69,141	9.0	76,008	5.4	442,793	2.6

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 <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	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 <sup>1</sup>	92,167	1.0	38,251	1.5	6,578	-4.5	44,829	0.5
<b>Canada</b>	<b>810,085</b>	<b>-3.3</b>	<b>337,988</b>	<b>2.1</b>	<b>47,169</b>	<b>-10.5</b>	<b>385,157</b>	<b>0.4</b>
<b>2005</b>								
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	216,909	0.8	64,002	-0.3	15,237	26.0	79,239	3.8
Ontario	311,346	1.5	132,769	-1.1	21,614	12.5	154,383	0.6
Manitoba	22,931	0.5	12,102	1.2	1,134	17.1	13,236	2.4
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 <sup>1</sup>	94,660	2.7	40,858	6.8	6,901	4.9	47,759	6.5
<b>Canada</b>	<b>831,709</b>	<b>2.7</b>	<b>345,232</b>	<b>2.1</b>	<b>54,926</b>	<b>16.4</b>	<b>400,158</b>	<b>3.9</b>
<b>2006</b>								
Newfoundland and Labrador	12,523	-5.8	x	x	x	x	5,382	-6.0
Prince Edward Island	2,435	2.1	x	x	x	x	906	-6.7
Nova Scotia	25,414	3.2	8,445	-7.0	1,373	13.9	9,818	-4.6
New Brunswick	18,089	0.4	6,852	-8.2	1,055	23.7	7,907	-5.0
Quebec	207,528	-4.3	57,796	-9.7	15,163	-0.5	72,959	-7.9
Ontario	312,979	0.5	125,825	-5.2	23,341	8.0	149,166	-3.4
Manitoba	22,055	-3.8	10,952	-9.5	1,550	36.7	12,502	-5.5
Saskatchewan	18,997	-0.4	10,875	-2.6	1,192	6.2	12,067	-1.8
Alberta	123,147	13.5	71,756	15.6	7,600	29.5	79,356	16.8
British Columbia <sup>1</sup>	97,745	3.3	40,086	-1.9	7,970	15.5	48,056	0.6
<b>Canada</b>	<b>840,912</b>	<b>1.1</b>	<b>337,918</b>	<b>-2.1</b>	<b>60,201</b>	<b>9.6</b>	<b>398,119</b>	<b>-0.5</b>

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

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

**Table 5-2**  
**Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to 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	%
<b>2004</b>										
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 <sup>1</sup>	2,981,365	1.6	757,853	-2.4	193,000	6.4	284,133	8.8	1,234,986	1.3
<b>Canada</b>	<b>25,123,263</b>	<b>-2.1</b>	<b>6,845,417</b>	<b>-10.8</b>	<b>1,503,798</b>	<b>-6.3</b>	<b>2,259,501</b>	<b>7.4</b>	<b>10,608,718</b>	<b>-6.8</b>
<b>2005</b>										
Newfoundland and Labrador	355,022	12.0	124,570	23.8	x	x	x	x	163,646	15.9
Prince Edward Island	62,752	2.5	22,827	7.1	x	x	x	x	30,574	9.3
Nova Scotia	710,875	2.4	253,536	6.3	30,777	-8.7	46,696	-8.0	331,012	2.5
New Brunswick	517,648	-1.6	171,773	7.6	x	x	x	x	219,774	3.6
Quebec	6,263,394	2.9	1,951,523	5.9	584,141	-6.5	684,009	-11.1	3,219,673	-0.6
Ontario	10,348,371	5.1	2,908,417	6.7	486,770	3.3	830,873	-6.1	4,226,059	3.5
Manitoba	803,867	8.7	189,454	3.0	21,372	-4.9	29,684	-15.7	240,510	-0.4
Saskatchewan	658,659	6.4	134,153	5.5	14,213	-8.8	21,375	-9.1	169,740	2.1
Alberta	3,827,530	17.5	773,664	12.7	123,668	16.1	156,128	5.4	1,053,462	12.0
British Columbia <sup>1</sup>	3,157,593	5.9	765,910	1.1	188,333	-2.4	269,273	-5.2	1,223,515	-0.9
<b>Canada</b>	<b>26,705,713</b>	<b>6.3</b>	<b>7,295,828</b>	<b>6.6</b>	<b>1,484,412</b>	<b>-1.3</b>	<b>2,097,726</b>	<b>-7.2</b>	<b>10,877,965</b>	<b>2.5</b>
<b>2006</b>										
Newfoundland and Labrador	336,995	-5.1	120,632	-3.2	x	x	x	x	158,308	-3.3
Prince Edward Island	63,405	1.0	25,435	11.4	x	x	x	x	33,723	10.3
Nova Scotia	728,121	2.4	268,099	5.7	39,550	28.5	54,456	16.6	362,105	9.4
New Brunswick	520,125	0.5	177,356	3.3	x	x	x	x	232,688	5.9
Quebec	6,101,254	-2.6	1,869,374	-4.2	629,334	7.7	716,758	4.8	3,215,465	-0.1
Ontario	10,283,436	-0.6	3,019,272	3.8	547,139	12.4	865,569	4.2	4,431,981	4.9
Manitoba	755,994	-6.0	180,184	-4.9	25,373	18.7	32,375	9.1	237,933	-1.1
Saskatchewan	664,134	0.8	136,248	1.6	17,291	21.7	22,140	3.6	175,679	3.5
Alberta	4,529,261	18.3	828,467	7.1	153,887	24.4	175,147	12.2	1,157,501	9.9
British Columbia <sup>1</sup>	3,410,739	8.0	784,352	2.4	229,325	21.8	313,032	16.3	1,326,710	8.4
<b>Canada</b>	<b>27,393,462</b>	<b>2.6</b>	<b>7,409,424</b>	<b>1.6</b>	<b>1,683,113</b>	<b>13.4</b>	<b>2,239,559</b>	<b>6.8</b>	<b>11,332,095</b>	<b>4.2</b>

See footnotes at the end of the table.



Table 5-2 – continued

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

Province	Total new motor vehicles		Trucks <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2004</b>								
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 <sup>1</sup>	2,981,365	1.6	1,499,165	3.3	247,217	-6.6	1,746,380	1.8
<b>Canada</b>	25,123,263	-2.1	12,752,110	3.4	1,762,435	-9.0	14,514,545	1.7
<b>2005</b>								
Newfoundland and Labrador	355,022	12.0	x	x	x	x	191,376	8.8
Prince Edward Island	62,752	2.5	x	x	x	x	32,178	-3.1
Nova Scotia	710,875	2.4	340,564	2.8	39,299	-1.6	379,863	2.3
New Brunswick	517,648	-1.6	271,599	-6.3	26,275	9.6	297,875	-5.1
Quebec	6,263,394	2.9	2,525,853	4.7	517,868	18.5	3,043,722	6.8
Ontario	10,348,371	5.1	5,314,797	6.0	807,514	8.6	6,122,311	6.3
Manitoba	803,867	8.7	524,640	13.2	38,716	12.5	563,357	13.1
Saskatchewan	658,659	6.4	451,377	7.2	37,540	19.6	488,918	8.0
Alberta	3,827,530	17.5	2,559,956	20.1	214,115	17.0	2,774,071	19.8
British Columbia <sup>1</sup>	3,157,593	5.9	1,672,548	11.6	261,530	5.8	1,934,078	10.7
<b>Canada</b>	26,705,713	6.3	13,855,567	8.7	1,972,181	11.9	15,827,748	9.0
<b>2006</b>								
Newfoundland and Labrador	336,995	-5.1	x	x	x	x	178,687	-6.6
Prince Edward Island	63,405	1.0	x	x	x	x	29,683	-7.8
Nova Scotia	728,121	2.4	320,335	-5.9	45,680	16.2	366,016	-3.6
New Brunswick	520,125	0.5	254,154	-6.4	33,282	26.7	287,437	-3.5
Quebec	6,101,254	-2.6	2,366,976	-6.3	518,814	0.2	2,885,789	-5.2
Ontario	10,283,436	-0.6	4,978,360	-6.3	873,094	8.1	5,851,454	-4.4
Manitoba	755,994	-6.0	464,600	-11.4	53,461	38.1	518,061	-8.0
Saskatchewan	664,134	0.8	446,811	-1.0	41,643	10.9	488,454	-0.1
Alberta	4,529,261	18.3	3,091,421	20.8	280,338	30.9	3,371,759	21.5
British Columbia <sup>1</sup>	3,410,739	8.0	1,785,897	6.8	298,131	14.0	2,084,029	7.8
<b>Canada</b>	27,393,462	2.6	13,887,625	0.2	2,173,744	10.2	16,061,369	1.5

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>	
			North America		Overseas		Total	
	Units	Month/month change	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	136,780	0.0	48,703	-1.3	21,681	1.1	66,395	0.6
March <sup>r</sup>	137,973	0.9	48,847	0.3	22,456	3.6	66,670	0.4
April <sup>r</sup>	136,632	-1.0	46,531	-4.7	24,216	7.8	65,886	-1.2
May <sup>r</sup>	135,504	-0.8	46,526	0.0	24,227	0.0	64,751	-1.7
June <sup>p</sup>	134,734	-0.6	47,814	2.8	25,381	4.8	61,540	-5.0

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 r	137,973	1,873	417	4,263	2,847	32,970
April r	136,632	1,969	395	3,811	2,804	33,072
May r	135,504	1,944	414	3,683	2,797	32,253
June p	134,734	2,137	398	3,763	2,824	31,491

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	136,780	51,381	3,589	3,331	20,706	15,726
March <sup>r</sup>	137,973	51,782	3,825	3,310	20,159	16,526
April <sup>r</sup>	136,632	51,567	3,644	3,212	20,164	15,994
May <sup>r</sup>	135,504	50,736	3,631	3,437	20,502	16,109
June <sup>p</sup>	134,734	50,677	3,730	3,380	20,019	16,317

# 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 = 12 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.