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# New Motor Vehicle Sales

March 2007



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Statistics Canada  
Distributive Trades Division

# New Motor Vehicle Sales

March 2007

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# User information

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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<sup>s</sup> value rounded to 0 (zero) where there is a meaningful distinction between true zero and the value that was rounded
- p preliminary
- r revised
- x suppressed to meet the confidentiality requirements of the *Statistics Act*
- E use with caution
- F too unreliable to be published

## Note

Components may not add to totals due to rounding.

## Acknowledgements

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# Highlights

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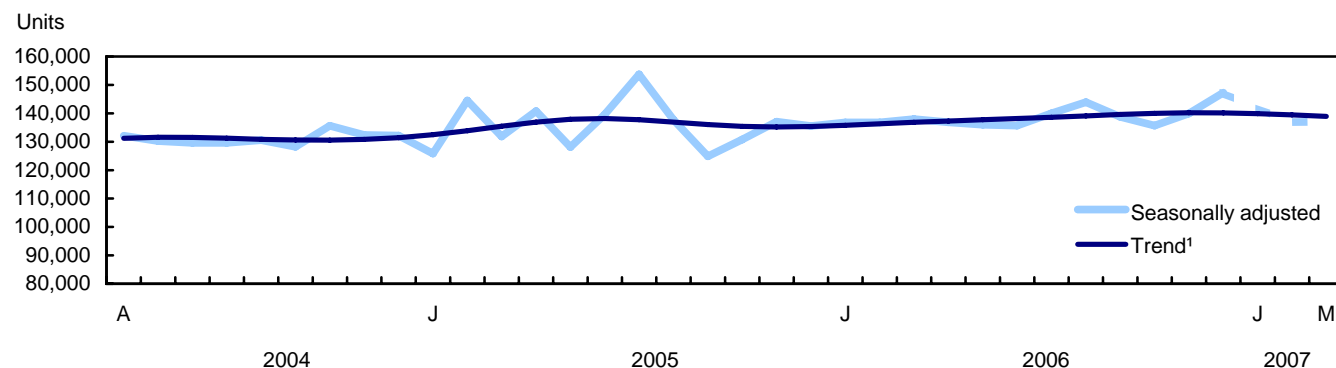
## March 2007

- New motor vehicle sales edged up in March after two consecutive monthly declines.

## Analysis – March 2007

New motor vehicle sales edged up in March after two consecutive monthly declines. Consumers purchased 137,050 new vehicles, edging up 110 vehicles or 0.1% from the previous month.

**Chart 1**  
New motor vehicle sales, seasonally adjusted, in units, 2004 to 2007



1. Trends represent smoothed seasonally adjusted data

### Note to readers

Seasonally adjusted estimates of new motor vehicle sales have been revised for 2003 to 2006 to reflect an update in seasonal adjustment factors. Because of the constant evolution of seasonal factors, revisions can be more significant for some months of the year. However, the annual sum of seasonally adjusted figures corresponds to the annual sum of adjusted estimates.

All data in this release are seasonally adjusted.

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

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

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.

Over the past several months, sales of new motor vehicles have been volatile with periods of offsetting declines and gains. Sales declined a combined 7.2% in January and February, almost offsetting the gains made in November and December of 2006. This decline, combined with flat sales in March, resulted in a 1.8% decline in the first quarter of 2007 compared to the fourth quarter of 2006.

Notwithstanding declines in the first quarter of 2007, new motor vehicle sales were roughly on par with 2006 first quarter sales, edging up 0.1%. Sales in the early months of 2006 were relatively stable before surging in July and



August due to "employee pricing" and other incentive programs. Sales of new motor vehicles remained strong in the second half of 2006, up 2.6% from the first half.

Preliminary sales figures from the automotive industry indicate that sales of new motor vehicles climbed 7% in April.

### Overseas-built cars make gains

Overseas-built passenger car sales rose 2.9% in March after declining 1.8% in February. Consumers purchased 25,992 overseas-built cars, the highest monthly sales level since June 1990. Sales of North American-built passenger cars declined 1.5% to 43,793 units, a third consecutive monthly decrease. Overall, total passenger car sales edged up 0.1% in March after two consecutive monthly declines.

Passenger car sales declined 2.5% in the first quarter of 2007 after falling 0.4% in the previous quarter. Sales for the first quarter were down 3.4% compared with the same period a year earlier.

After declining sales in January and February, dealers sold 67,265 new trucks in March (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses), practically unchanged from the February sales level of 67,234 units.

Flat and declining truck sales in the first three months of 2007 led to a 1.0% decline in the first quarter, partially offsetting the 2.0% gain in the fourth quarter of 2006. Despite the decline, sales in the first quarter of 2007 were 4.0% higher than in the same quarter in 2006.

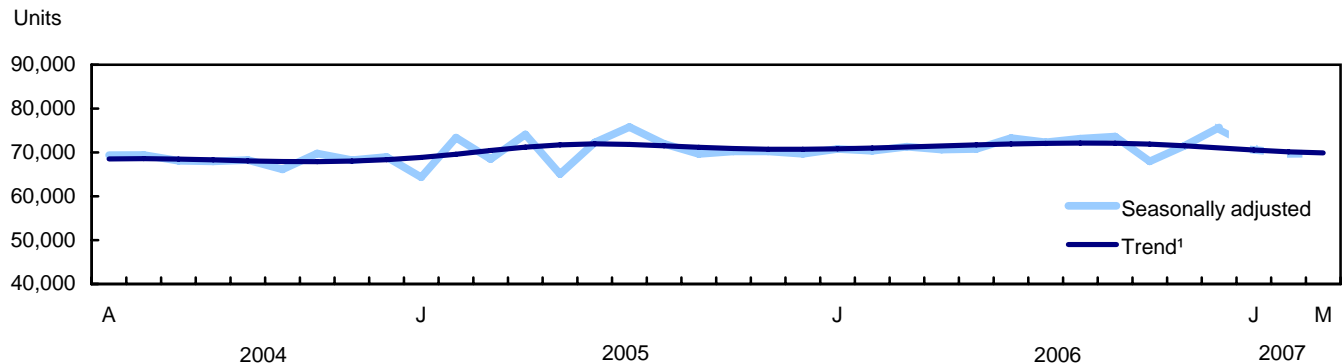
### Sales increase in six provinces

New motor vehicle sales by province were generally positive in March, with six provinces posting gains. The strongest sales growth was seen in Newfoundland and Labrador (+9.1%), Prince Edward Island (+8.8%), and Alberta (+6.2%).

Newfoundland and Labrador and Alberta both saw increases in new motor vehicle sales after two consecutive monthly declines. In both provinces, the rise in sales in March, more than offset declines of the previous two months.

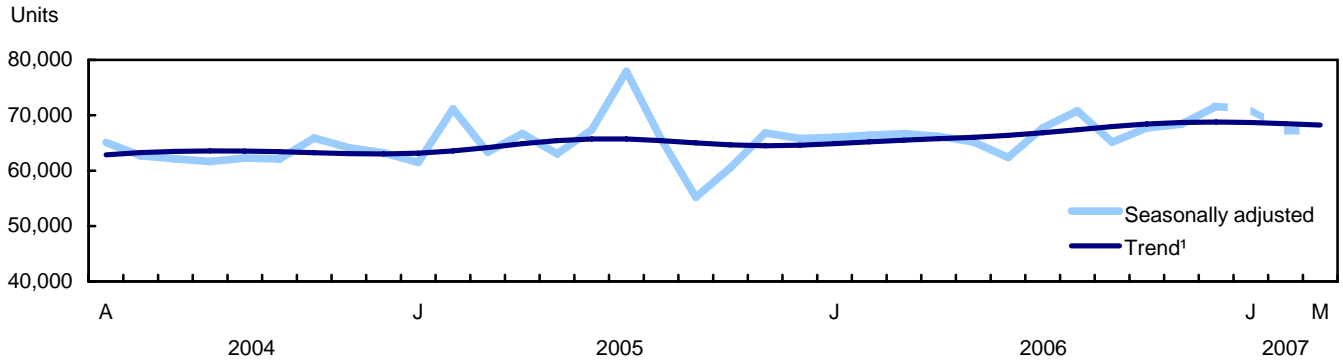
Nova Scotia (-2.2%), Quebec (-1.9%) and Ontario (-1.8%) experienced the largest declines in March. This was the third consecutive monthly decline for Quebec and Ontario, and the fourth consecutive monthly decline for Nova Scotia.

**Chart 2**  
Passenger car sales, seasonally adjusted, in units, 2004 to 2007



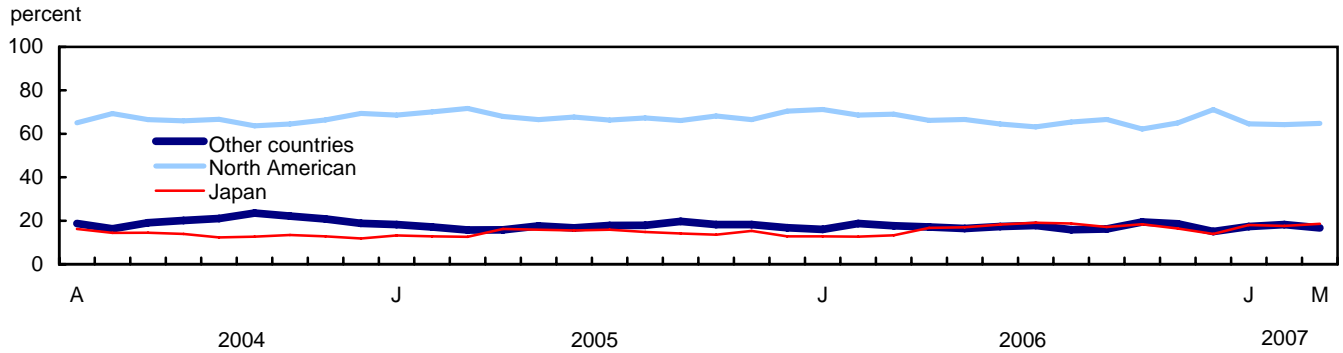
1. Trends represent smoothed seasonally adjusted data

**Chart 3**  
**Truck, van and bus sales, seasonally adjusted, in units, 2004 to 2007**

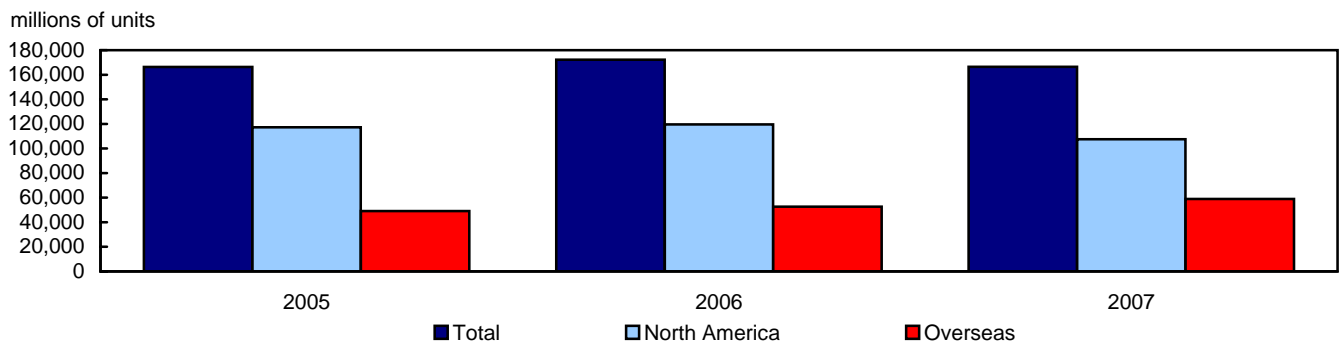


1. Trends represent smoothed seasonally adjusted data

**Chart 4**  
**Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2004 to 2007**



**Chart 5**  
**Cumulative sales of new passenger cars, by origin, in units, 2005 to 2007**  
**January to December**



## Related products

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### Selected publications from Statistics Canada

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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

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### Selected CANSIM tables from Statistics Canada

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

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### Selected surveys from Statistics Canada

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2402	New Motor Vehicle Sales Survey
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### Selected summary tables from Statistics Canada

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- *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

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

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
<b>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	162,029	-2.4	56,827	-1.9	15,991	20.2	15,237	6.3	88,055	2.9
July	145,521	-8.4	48,349	-9.3	14,618	14.7	13,589	-5.3	76,556	-4.8
August	157,868	7.5	53,812	1.4	15,340	31.0	13,092	-7.4	82,244	4.2
September	140,065	9.1	48,497	4.5	12,486	25.8	11,832	-14.7	72,815	3.7
October	123,076	3.4	38,841	-11.4	11,468	31.2	12,139	4.1	62,448	-2.8
November	127,732	2.9	41,464	0.4	10,425	9.6	11,867	5.1	63,756	2.6
December	131,157	8.0	44,495	9.5	8,681	17.3	9,373	-3.1	62,549	8.4
<b>Year</b>	1,666,327	2.2	573,102	-0.3	142,159	15.1	147,900	0.5	863,161	2.1
<b>2007</b>										
January	94,413	5.6	27,594	-12.2	7,704	36.3	7,407	4.5	42,705	-3.3
February	99,877	-0.9	30,361	-9.2	8,299	33.8	8,596	-5.6	47,256	-3.1
March P	154,450	-1.0	49,540	-9.5	14,206	34.6	12,741	-9.4	76,487	-3.6

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>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	162,029	-2.4	62,927	-10.0	11,047	5.1	73,974	-8.0
July	145,521	-8.4	57,354	-15.4	11,611	9.4	68,965	-12.0
August	157,868	7.5	62,878	10.4	12,746	16.1	75,624	11.3
September	140,065	9.1	55,604	12.6	11,646	32.0	67,250	15.6
October	123,076	3.4	51,157	11.5	9,471	7.1	60,628	10.7
November	127,732	2.9	55,453	3.7	8,523	0.0	63,976	3.2
December	131,157	8.0	60,884	11.7	7,724	-15.8	68,608	7.7
<b>Year</b>	1,666,327	2.2	681,244	1.2	121,922	9.0	803,166	2.3
<b>2007</b>								
January	94,413	5.6	45,046	15.4	6,662	7.5	51,708	14.3
February	99,877	-0.9	46,119	4.0	6,502	-14.8	52,621	1.2
March <sup>P</sup>	154,450	-1.0	68,305	5.0	9,658	-16.7	77,963	1.7
<b>Year</b>								

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

**Note(s):** 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>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	5,325,761	10.7	1,421,874	9.2	309,365	15.9	421,970	-4.4	2,153,209	7.1
July	4,981,923	17.0	1,282,543	9.4	293,788	24.5	401,275	5.3	1,977,606	10.5
August	4,636,671	9.2	1,270,479	5.9	279,738	32.1	395,205	-3.7	1,945,421	6.8
September	4,107,993	-2.3	1,118,829	6.9	243,568	22.3	389,540	-8.0	1,751,937	5.0
October	3,823,755	-4.7	1,063,921	4.0	219,053	9.0	334,761	-12.8	1,617,735	0.6
November	4,076,656	3.5	1,009,044	2.0	227,258	25.1	332,669	-7.1	1,568,970	2.6
December	4,009,693	4.0	1,011,223	2.5	180,607	11.7	289,343	-8.5	1,481,173	1.1
<b>Year</b>	<b>52,311,147</b>	<b>5.4</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	2,962,427	10.2	783,654	17.5	141,207	17.9	202,686	2.0	1,127,547	14.4
February	3,343,501	-4.0	839,753	-4.0	155,157	2.9	262,755	7.1	1,257,665	-1.1
March	5,094,299	7.2	1,363,846	0.8	264,322	15.0	426,170	20.3	2,054,338	6.1
April	5,082,302	-3.9	1,412,732	-7.4	341,109	-1.9	439,582	3.5	2,193,423	-4.6
May	5,553,032	8.0	1,591,591	9.5	397,061	21.4	470,374	3.9	2,459,025	10.1
June	5,228,955	-1.8	1,417,848	-0.3	384,257	24.2	434,507	3.0	2,236,612	3.9
July	4,630,579	-7.1	1,197,134	-6.7	348,305	18.6	377,516	-5.9	1,922,955	-2.8
August	5,038,722	8.7	1,329,192	4.6	366,042	30.9	361,956	-8.4	2,057,190	5.7
September	4,574,990	11.4	1,185,371	5.9	303,344	24.5	359,256	-7.8	1,847,970	5.5
October	4,129,229	8.0	952,835	-10.4	278,233	27.0	347,059	3.7	1,578,126	-2.4
November	4,249,508	4.2	1,025,403	1.6	263,541	16.0	347,538	4.5	1,636,482	4.3
December	4,450,403	11.0	1,151,510	13.9	226,814	25.6	306,354	5.9	1,684,679	13.7
<b>Year</b>	<b>54,337,947</b>	<b>3.9</b>	<b>14,250,869</b>	<b>1.4</b>	<b>3,469,392</b>	<b>18.5</b>	<b>4,335,753</b>	<b>2.2</b>	<b>22,056,012</b>	<b>3.9</b>
<b>2007</b>										
January	3,136,288	5.9	678,980	-13.4	191,902	35.9	226,609	11.8	1,097,491	-2.7
February	3,347,401	0.1	744,780	-11.3	208,249	34.2	258,630	-1.6	1,211,660	-3.7
March P	5,033,457	-1.2	1,211,963	-11.1	348,605	31.9	409,692	-3.9	1,970,260	-4.1

See footnotes at the end of the table.

Table 1-2 – continued

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

	Total new motor vehicles		Trucks <sup>1</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>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	5,325,761	10.7	2,794,223	12.9	378,329	15.3	3,172,551	13.2
July	4,981,923	17.0	2,629,101	23.3	375,217	11.8	3,004,318	21.8
August	4,636,671	9.2	2,298,120	10.9	393,129	11.1	2,691,249	10.9
September	4,107,993	-2.3	2,036,189	-6.6	319,867	-10.1	2,356,056	-7.1
October	3,823,755	-4.7	1,868,616	-10.2	337,404	4.6	2,206,020	-8.3
November	4,076,656	3.5	2,175,327	3.4	332,359	8.2	2,507,686	4.1
December	4,009,693	4.0	2,199,952	6.5	328,568	0.4	2,528,520	5.7
<b>Year</b>	<b>52,311,147</b>	<b>5.4</b>	<b>27,031,615</b>	<b>6.5</b>	<b>4,058,725</b>	<b>7.8</b>	<b>31,090,339</b>	<b>6.7</b>
<b>2006</b>								
January	2,962,427	10.2	1,608,517	8.6	226,363	2.8	1,834,880	7.8
February	3,343,501	-4.0	1,811,564	-7.1	274,272	5.6	2,085,836	-5.6
March	5,094,299	7.2	2,624,715	6.9	415,246	15.9	3,039,961	8.0
April	5,082,302	-3.9	2,464,753	-5.5	424,125	11.9	2,888,878	-3.3
May	5,553,032	8.0	2,658,736	5.0	435,271	15.6	3,094,006	6.4
June	5,228,955	-1.8	2,593,825	-7.2	398,518	5.3	2,992,343	-5.7
July	4,630,579	-7.1	2,299,237	-12.5	408,387	8.8	2,707,624	-9.9
August	5,038,722	8.7	2,529,344	10.1	452,188	15.0	2,981,532	10.8
September	4,574,990	11.4	2,302,001	13.1	425,018	32.9	2,727,019	15.7
October	4,129,229	8.0	2,192,784	17.3	358,318	6.2	2,551,102	15.6
November	4,249,508	4.2	2,286,072	5.1	326,954	-1.6	2,613,026	4.2
December	4,450,403	11.0	2,466,891	12.1	298,834	-9.0	2,765,724	9.4
<b>Year</b>	<b>54,337,947</b>	<b>3.9</b>	<b>27,838,439</b>	<b>3.0</b>	<b>4,443,494</b>	<b>9.5</b>	<b>32,281,931</b>	<b>3.8</b>
<b>2007</b>								
January	3,136,288	5.9	1,785,216	11.0	253,581	12.0	2,038,797	11.1
February	3,347,401	0.1	1,889,070	4.3	246,671	-10.1	2,135,741	2.4
March P	5,033,457	-1.2	2,705,469	3.1	357,729	-13.9	3,063,197	0.8

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

Note(s): 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>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	24,950	1.7	24,030	3.4	28,517	-3.1
July	24,760	2.9	23,827	3.4	27,781	-0.7
August	24,701	3.2	23,862	-0.1	27,647	-1.1
September	24,442	1.4	24,295	-1.0	30,363	8.2
October	24,532	1.1	24,262	-3.2	28,590	-0.4
November	24,730	1.3	25,280	5.8	29,286	-0.6
December	25,880	4.0	26,128	7.1	32,685	9.3
<b>Year</b>	24,866	1.7	24,405	2.9	29,315	1.7
<b>2007</b>						
January	24,606	-1.3	24,909	-0.3	30,594	7.0
February	24,531	-2.3	25,093	0.3	30,087	4.2
March	24,464	-1.8	24,539	-2.0	32,155	6.1
<b>Year</b>						

**Note(s):** 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>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	88,055	100.0	56,827	64.5	15,991	18.2	15,237	17.3
July	76,556	100.0	48,349	63.2	14,618	19.1	13,589	17.8
August	82,244	100.0	53,812	65.4	15,340	18.7	13,092	15.9
September	72,815	100.0	48,497	66.6	12,486	17.1	11,832	16.2
October	62,448	100.0	38,841	62.2	11,468	18.4	12,139	19.4
November	63,756	100.0	41,464	65.0	10,425	16.4	11,867	18.6
December	62,549	100.0	44,495	71.1	8,681	13.9	9,373	15.0
<b>Year</b>	<b>863,161</b>	<b>100.0</b>	<b>573,102</b>	<b>66.4</b>	<b>142,159</b>	<b>16.5</b>	<b>147,900</b>	<b>17.1</b>
<b>2007</b>								
January	42,705	100.0	27,594	64.6	7,704	18.0	7,407	17.3
February	47,256	100.0	30,361	64.2	8,299	17.6	8,596	18.2
March P	76,487	100.0	49,540	64.8	14,206	18.6	12,741	16.7
<b>Year</b>								

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

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
<b>Total, new motor vehicles</b>						
2005 (No.)	148,296	2,339	346	3,773	3,312	40,377
2006 (No.)	155,990	1,992	399	4,842	3,419	39,979
2007 (No.)	154,450	2,525	447	4,218	3,439	38,800
2007 / 2006 %	-1.0	26.8	12.0	-12.9	0.6	-2.9
2005 (\$'000)	4,750,643	62,900	9,329	108,994	95,793	1,157,849
2006 (\$'000)	5,094,299	55,983	10,237	135,226	95,277	1,197,281
2007 (\$'000)	5,033,457	68,919	12,377	115,680	98,418	1,129,292
2007 / 2006 %	-1.2	23.1	20.9	-14.5	3.3	-5.7
<b>Passenger cars, manufactured in North America</b>						
2005 (No.)	54,630	939	142	1,645	1,381	16,478
2006 (No.)	54,748	693	163	2,195	1,374	15,639
2007 (No.)	49,540	1,001	167	1,646	1,303	13,693
2007 / 2006 %	-9.5	44.4	2.5	-25.0	-5.2	-12.4
2005 (\$'000)	1,352,574	21,073	3,287	38,006	32,340	391,693
2006 (\$'000)	1,363,846	15,946	3,801	50,952	32,271	374,055
2007 (\$'000)	1,211,963	22,491	3,866	38,325	30,013	319,952
2007 / 2006 %	-11.1	41.0	1.7	-24.8	-7.0	-14.5
<b>Passenger cars, manufactured in Japan</b>						
2005 (No.)	9,576	x	x	204	x	4,238
2006 (No.)	10,553	x	x	267	x	4,255
2007 (No.)	14,206	x	x	412	x	5,985
2007 / 2006 %	34.6	x	x	54.3	x	40.7
2005 (\$'000)	229,750	x	x	4,436	x	87,502
2006 (\$'000)	264,322	x	x	6,539	x	97,177
2007 (\$'000)	348,605	x	x	9,351	x	133,197
2007 / 2006 %	31.9	x	x	43.0	x	37.1
<b>Passenger cars, manufactured in other countries</b>						
2005 (No.)	11,991	x	x	282	x	4,913
2006 (No.)	14,062	x	x	376	x	5,563
2007 (No.)	12,741	x	x	343	x	4,358
2007 / 2006 %	-9.4	x	x	-8.8	x	-21.7
2005 (\$'000)	354,295	x	x	6,523	x	123,650
2006 (\$'000)	426,170	x	x	7,915	x	144,708
2007 (\$'000)	409,692	x	x	7,852	x	123,233
2007 / 2006 %	-3.9	x	x	-0.8	x	-14.8
<b>Trucks <sup>1</sup>, manufactured in North America</b>						
2005 (No.)	62,010	x	x	1,419	1,416	11,694
2006 (No.)	65,037	x	x	1,749	1,385	11,570
2007 (No.)	68,305	x	x	1,643	1,533	12,391
2007 / 2006 %	5.0	x	x	-6.1	10.7	7.1
2005 (\$'000)	2,455,779	x	x	52,870	51,339	451,766
2006 (\$'000)	2,624,715	x	x	61,408	46,993	480,187
2007 (\$'000)	2,705,469	x	x	53,932	54,015	468,393
2007 / 2006 %	3.1	x	x	-12.2	14.9	-2.5
<b>Trucks <sup>1</sup>, manufactured overseas</b>						
2005 (No.)	10,089	x	x	223	155	3,054
2006 (No.)	11,590	x	x	255	213	2,952
2007 (No.)	9,658	x	x	174	140	2,373
2007 / 2006 %	-16.7	x	x	-31.8	-34.3	-19.6
2005 (\$'000)	358,245	x	x	7,160	4,695	103,237
2006 (\$'000)	415,246	x	x	8,411	6,608	101,155
2007 (\$'000)	357,729	x	x	6,221	4,497	84,519
2007 / 2006 %	-13.9	x	x	-26.0	-31.9	-16.4

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, March

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia <sup>2</sup>
<b>Total, new motor vehicles</b>						
2005 (No.)	148,296	56,244	4,154	3,390	18,460	15,901
2006 (No.)	155,990	59,060	4,111	3,404	20,961	17,823
2007 (No.)	154,450	54,650	4,357	3,715	23,875	18,424
2007 / 2006 %	-1.0	-7.5	6.0	9.1	13.9	3.4
2005 (\$'000)	4,750,643	1,859,040	143,499	120,003	658,739	534,497
2006 (\$'000)	5,094,299	1,946,729	144,930	119,414	782,294	606,929
2007 (\$'000)	5,033,457	1,810,240	154,604	135,342	876,800	631,786
2007 / 2006 %	-1.2	-7.0	6.7	13.3	12.1	4.1
<b>Passenger cars, manufactured in North America</b>						
2005 (No.)	54,630	21,526	1,400	898	5,189	5,032
2006 (No.)	54,748	21,869	1,231	908	5,200	5,476
2007 (No.)	49,540	18,985	1,286	846	5,686	4,927
2007 / 2006 %	-9.5	-13.2	4.5	-6.8	9.3	-10.0
2005 (\$'000)	1,352,574	553,030	34,948	22,772	131,864	123,562
2006 (\$'000)	1,363,846	565,072	30,824	23,443	131,727	135,754
2007 (\$'000)	1,211,963	479,467	31,840	21,236	143,253	121,521
2007 / 2006 %	-11.1	-15.1	3.3	-9.4	8.7	-10.5
<b>Passenger cars, manufactured in Japan</b>						
2005 (No.)	9,576	2,684	147	88	721	1,241
2006 (No.)	10,553	3,194	173	96	847	1,483
2007 (No.)	14,206	3,916	210	102	1,271	1,854
2007 / 2006 %	34.6	22.6	21.4	6.2	50.1	25.0
2005 (\$'000)	229,750	76,153	3,639	2,358	19,249	31,598
2006 (\$'000)	264,322	89,302	4,007	2,476	23,048	36,504
2007 (\$'000)	348,605	108,720	5,445	2,819	32,580	46,768
2007 / 2006 %	31.9	21.7	35.9	13.9	41.4	28.1
<b>Passenger cars, manufactured in other countries</b>						
2005 (No.)	11,991	3,964	181	141	821	1,241
2006 (No.)	14,062	4,623	173	118	901	1,731
2007 (No.)	12,741	4,338	205	135	1,092	1,811
2007 / 2006 %	-9.4	-6.2	18.5	14.4	21.2	4.6
2005 (\$'000)	354,295	135,721	4,919	3,423	26,713	44,233
2006 (\$'000)	426,170	164,254	4,585	2,515	29,153	61,880
2007 (\$'000)	409,692	160,467	5,610	4,002	38,312	60,373
2007 / 2006 %	-3.9	-2.3	22.4	59.1	31.4	-2.4
<b>Trucks<sup>1</sup>, manufactured in North America</b>						
2005 (No.)	62,010	24,211	2,239	2,041	10,708	7,202
2006 (No.)	65,037	24,913	2,186	2,057	12,581	7,579
2007 (No.)	68,305	23,989	2,411	2,417	14,228	8,475
2007 / 2006 %	5.0	-3.7	10.3	17.5	13.1	11.8
2005 (\$'000)	2,455,779	951,639	93,442	84,091	443,950	290,808
2006 (\$'000)	2,624,715	965,571	92,694	83,095	545,563	314,382
2007 (\$'000)	2,705,469	932,081	102,654	99,505	602,797	351,241
2007 / 2006 %	3.1	-3.5	10.7	19.7	10.5	11.7
<b>Trucks<sup>1</sup>, manufactured overseas</b>						
2005 (No.)	10,089	3,859	187	222	1,021	1,185
2006 (No.)	11,590	4,461	348	225	1,432	1,554
2007 (No.)	9,658	3,422	245	215	1,598	1,357
2007 / 2006 %	-16.7	-23.3	-29.6	-4.4	11.6	-12.7
2005 (\$'000)	358,245	142,497	6,552	7,359	36,964	44,297
2006 (\$'000)	415,246	162,528	12,819	7,885	52,803	58,409
2007 (\$'000)	357,729	129,505	9,054	7,781	59,857	51,884
2007 / 2006 %	-13.9	-20.3	-29.4	-1.3	13.4	-11.2

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

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

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

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%	No.	%
<b>2005</b>										
Newfoundland and Labrador	4,635	13.0	1,769	26.4	x	x	x	x	2,410	11.2
Prince Edward Island	830	4.9	333	13.3	x	x	x	x	446	10.7
Nova Scotia	8,705	0.0	3,602	15.6	413	-22.9	681	-12.6	4,696	6.0
New Brunswick	7,103	-2.9	2,819	4.9	x	x	x	x	3,615	-1.2
Quebec	85,224	0.6	32,662	13.1	9,019	-24.8	10,502	-15.7	52,183	-2.1
Ontario	129,746	2.0	46,820	9.2	6,263	-16.4	9,612	-7.9	62,695	3.1
Manitoba	9,469	3.5	3,029	5.6	321	-14.2	425	-17.5	3,775	0.5
Saskatchewan	7,510	-5.4	1,878	-3.8	204	-13.9	335	-21.5	2,417	-7.6
Alberta	44,137	8.4	11,780	13.8	1,624	-4.4	2,047	9.2	15,451	11.0
British Columbia <sup>1</sup>	39,020	0.2	12,503	-3.4	2,916	-16.8	3,193	0.6	18,612	-5.2
<b>Canada</b>	<b>336,379</b>	<b>2.1</b>	<b>117,195</b>	<b>9.1</b>	<b>21,286</b>	<b>-19.8</b>	<b>27,819</b>	<b>-9.6</b>	<b>166,300</b>	<b>1.0</b>
<b>2006</b>										
Newfoundland and Labrador	4,206	-9.3	1,488	-15.9	x	x	x	x	2,095	-13.1
Prince Edward Island	892	7.5	376	12.9	x	x	x	x	512	14.8
Nova Scotia	10,381	19.3	4,402	22.2	565	36.8	982	44.2	5,949	26.7
New Brunswick	7,203	1.4	2,771	-1.7	x	x	x	x	3,719	2.9
Quebec	82,331	-3.4	31,063	-4.9	8,829	-2.1	11,023	5.0	50,915	-2.4
Ontario	130,768	0.8	48,024	2.6	6,705	7.1	10,389	8.1	65,118	3.9
Manitoba	9,053	-4.4	2,703	-10.8	361	12.5	411	-3.3	3,475	-7.9
Saskatchewan	7,686	2.3	2,010	7.0	204	0.0	313	-6.6	2,527	4.6
Alberta	51,457	16.6	13,536	14.9	1,934	19.1	2,124	3.8	17,594	13.9
British Columbia <sup>1</sup>	42,175	8.1	13,270	6.1	3,271	12.2	3,860	20.9	20,401	9.6
<b>Canada</b>	<b>346,152</b>	<b>2.9</b>	<b>119,643</b>	<b>2.1</b>	<b>22,410</b>	<b>5.3</b>	<b>30,252</b>	<b>8.7</b>	<b>172,305</b>	<b>3.6</b>
<b>2007</b>										
Newfoundland and Labrador	4,942	17.5	1,769	18.9	x	x	x	x	2,460	17.4
Prince Edward Island	968	8.5	386	2.7	x	x	x	x	520	1.6
Nova Scotia	9,261	-10.8	3,376	-23.3	818	44.8	804	-18.1	4,998	-16.0
New Brunswick	7,478	3.8	2,721	-1.8	x	x	x	x	3,726	0.2
Quebec	82,793	0.6	28,519	-8.2	11,890	34.7	9,634	-12.6	50,043	-1.7
Ontario	124,396	-4.9	41,587	-13.4	8,863	32.2	9,819	-5.5	60,269	-7.4
Manitoba	9,539	5.4	2,751	1.8	447	23.8	464	12.9	3,662	5.4
Saskatchewan	8,583	11.7	1,876	-6.7	236	15.7	304	-2.9	2,416	-4.4
Alberta	56,598	10.0	12,623	-6.7	2,729	41.1	2,505	17.9	17,857	1.5
British Columbia <sup>1</sup>	44,182	4.8	11,887	-10.4	4,364	33.4	4,246	10.0	20,497	0.5
<b>Canada</b>	<b>348,740</b>	<b>0.7</b>	<b>107,495</b>	<b>-10.2</b>	<b>30,209</b>	<b>34.8</b>	<b>28,744</b>	<b>-5.0</b>	<b>166,448</b>	<b>-3.4</b>

See footnotes at the end of the table.

Table 5-1 – continued

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

Province	Total new motor vehicles		Trucks <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	No.	%	No.	%	No.	%	No.	%
<b>2005</b>								
Newfoundland and Labrador	4,635	13.0	x	x	x	x	2,225	15.1
Prince Edward Island	830	4.9	x	x	x	x	384	-1.0
Nova Scotia	8,705	0.0	3,504	-7.9	505	6.8	4,009	-6.2
New Brunswick	7,103	-2.9	3,157	-6.6	331	18.6	3,488	-4.7
Quebec	85,224	0.6	26,649	1.3	6,392	25.1	33,041	5.2
Ontario	129,746	2.0	57,792	-0.3	9,259	9.8	67,051	1.0
Manitoba	9,469	3.5	5,245	5.2	449	11.4	5,694	5.6
Saskatchewan	7,510	-5.4	4,612	-6.5	481	22.7	5,093	-4.4
Alberta	44,137	8.4	26,157	6.1	2,529	17.4	28,686	7.0
British Columbia <sup>1</sup>	39,020	0.2	17,274	6.6	3,134	0.6	20,408	5.6
<b>Canada</b>	336,379	2.1	146,621	1.6	23,458	13.8	170,079	3.1
<b>2006</b>								
Newfoundland and Labrador	4,206	-9.3	x	x	x	x	2,111	-5.1
Prince Edward Island	892	7.5	x	x	x	x	380	-1.0
Nova Scotia	10,381	19.3	3,802	8.5	630	24.8	4,432	10.6
New Brunswick	7,203	1.4	2,992	-5.2	492	48.6	3,484	-0.1
Quebec	82,331	-3.4	25,137	-5.7	6,279	-1.8	31,416	-4.9
Ontario	130,768	0.8	55,732	-3.6	9,918	7.1	65,650	-2.1
Manitoba	9,053	-4.4	4,917	-6.3	661	47.2	5,578	-2.0
Saskatchewan	7,686	2.3	4,675	1.4	484	0.6	5,159	1.3
Alberta	51,457	16.6	30,778	17.7	3,085	22.0	33,863	18.0
British Columbia <sup>1</sup>	42,175	8.1	18,266	5.7	3,508	11.9	21,774	6.7
<b>Canada</b>	346,152	2.9	148,428	1.2	25,419	8.4	173,847	2.2
<b>2007</b>								
Newfoundland and Labrador	4,942	17.5	x	x	x	x	2,482	17.6
Prince Edward Island	968	8.5	x	x	x	x	448	17.9
Nova Scotia	9,261	-10.8	3,795	-0.2	468	-25.7	4,263	-3.8
New Brunswick	7,478	3.8	3,380	13.0	372	-24.4	3,752	7.7
Quebec	82,793	0.6	27,386	8.9	5,364	-14.6	32,750	4.2
Ontario	124,396	-4.9	56,003	0.5	8,124	-18.1	64,127	-2.3
Manitoba	9,539	5.4	5,317	8.1	560	-15.3	5,877	5.4
Saskatchewan	8,583	11.7	5,679	21.5	488	0.8	6,167	19.5
Alberta	56,598	10.0	35,212	14.4	3,529	14.4	38,741	14.4
British Columbia <sup>1</sup>	44,182	4.8	20,100	10.0	3,585	2.2	23,685	8.8
<b>Canada</b>	348,740	0.7	159,470	7.4	22,822	-10.2	182,292	4.9

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

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

Note(s): Percentage changes shown are year-to-year changes.

**Table 5-2**  
**Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to March**

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2005</b>										
Newfoundland and Labrador	127,377	13.6	40,052	24.5	x	x	x	x	52,506	11.7
Prince Edward Island	22,465	6.4	7,708	16.3	x	x	x	x	9,737	13.3
Nova Scotia	254,722	-0.7	84,052	15.4	9,001	-23.2	15,325	-6.7	108,379	7.4
New Brunswick	208,992	-1.6	66,225	7.3	x	x	x	x	82,404	1.9
Quebec	2,482,995	3.0	774,532	13.5	183,823	-24.6	255,472	-15.0	1,213,828	-1.1
Ontario	4,345,432	5.1	1,197,236	11.3	169,180	-10.6	313,478	-9.0	1,679,894	4.3
Manitoba	329,464	7.6	75,338	6.9	7,871	-7.2	11,204	-14.2	94,413	2.6
Saskatchewan	263,406	-1.3	47,673	-1.4	5,149	-10.0	7,601	-17.1	60,422	-4.5
Alberta	1,592,784	12.7	296,164	17.0	42,300	0.5	63,529	6.3	401,994	13.2
British Columbia <sup>1</sup>	1,291,704	2.6	305,306	-0.7	72,807	-16.2	111,267	-1.8	489,378	-3.6
<b>Canada</b>	10,919,340	5.1	2,894,286	10.8	500,245	-16.9	798,426	-9.2	4,192,956	2.5
<b>2006</b>										
Newfoundland and Labrador	117,442	-7.8	34,175	-14.7	x	x	x	x	46,087	-12.2
Prince Edward Island	23,244	3.5	8,692	12.8	x	x	x	x	11,221	15.2
Nova Scotia	288,545	13.3	102,401	21.8	13,225	46.9	20,557	34.1	136,184	25.7
New Brunswick	204,217	-2.3	65,152	-1.6	x	x	x	x	84,398	2.4
Quebec	2,471,879	-0.4	742,026	-4.2	197,883	7.6	277,977	8.8	1,217,886	0.3
Ontario	4,333,002	-0.3	1,237,781	3.4	186,112	10.0	352,087	12.3	1,775,981	5.7
Manitoba	318,425	-3.4	67,584	-10.3	8,638	9.7	10,698	-4.5	86,922	-7.9
Saskatchewan	277,141	5.2	51,767	8.6	5,787	12.4	7,015	-7.7	64,568	6.9
Alberta	1,924,289	20.8	348,833	17.8	53,317	26.0	65,934	3.8	468,084	16.4
British Columbia <sup>1</sup>	1,442,043	11.6	328,838	7.7	84,068	15.5	135,311	21.6	548,218	12.0
<b>Canada</b>	11,400,227	4.4	2,987,253	3.2	560,686	12.1	891,611	11.7	4,439,550	5.9
<b>2007</b>										
Newfoundland and Labrador	138,197	17.7	39,929	16.8	x	x	x	x	54,458	18.2
Prince Edward Island	26,121	12.4	8,863	2.0	x	x	x	x	11,608	3.4
Nova Scotia	268,045	-7.1	78,682	-23.2	19,066	44.2	17,718	-13.8	115,467	-15.2
New Brunswick	223,280	9.3	62,858	-3.5	x	x	x	x	84,298	-0.1
Quebec	2,447,057	-1.0	667,053	-10.1	263,362	33.1	258,469	-7.0	1,188,884	-2.4
Ontario	4,124,747	-4.8	1,052,347	-15.0	245,357	31.8	352,945	0.2	1,650,649	-7.1
Manitoba	342,463	7.5	67,609	0.0	11,570	33.9	12,143	13.5	91,322	5.1
Saskatchewan	315,048	13.7	46,979	-9.2	6,576	13.6	8,283	18.1	61,837	-4.2
Alberta	2,094,662	8.9	318,199	-8.8	72,994	36.9	83,008	25.9	474,200	1.3
British Columbia <sup>1</sup>	1,537,527	6.6	293,204	-10.8	111,513	32.6	141,976	4.9	546,692	-0.3
<b>Canada</b>	11,517,146	1.0	2,635,723	-11.8	748,756	33.5	894,931	0.4	4,279,411	-3.6

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 March

Province	Total new motor vehicles		Trucks <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2005</b>								
Newfoundland and Labrador	127,377	13.6	x	x	x	x	74,871	15.0
Prince Edward Island	22,465	6.4	x	x	x	x	12,727	1.6
Nova Scotia	254,722	-0.7	130,103	-6.1	16,239	-4.2	146,342	-5.9
New Brunswick	208,992	-1.6	116,547	-4.7	10,041	9.1	126,589	-3.7
Quebec	2,482,995	3.0	1,052,525	5.6	216,642	15.9	1,269,167	7.3
Ontario	4,345,432	5.1	2,321,871	5.8	343,666	4.4	2,665,537	5.6
Manitoba	329,464	7.6	219,522	10.0	15,528	5.9	235,051	9.7
Saskatchewan	263,406	-1.3	187,080	-1.4	15,903	14.9	202,983	-0.3
Alberta	1,592,784	12.7	1,098,951	12.6	91,840	10.9	1,190,791	12.5
British Columbia <sup>1</sup>	1,291,704	2.6	685,386	8.7	116,940	-3.4	802,325	6.8
<b>Canada</b>	10,919,340	5.1	5,888,149	6.7	838,235	7.1	6,726,384	6.8
<b>2006</b>								
Newfoundland and Labrador	117,442	-7.8	x	x	x	x	71,355	-4.7
Prince Edward Island	23,244	3.5	x	x	x	x	12,023	-5.5
Nova Scotia	288,545	13.3	131,696	1.2	20,665	27.3	152,361	4.1
New Brunswick	204,217	-2.3	104,474	-10.4	15,345	52.8	119,819	-5.3
Quebec	2,471,879	-0.4	1,041,084	-1.1	212,909	-1.7	1,253,993	-1.2
Ontario	4,333,002	-0.3	2,188,842	-5.7	368,178	7.1	2,557,021	-4.1
Manitoba	318,425	-3.4	208,086	-5.2	23,417	50.8	231,503	-1.5
Saskatchewan	277,141	5.2	195,470	4.5	17,102	7.5	212,572	4.7
Alberta	1,924,289	20.8	1,341,521	22.1	114,684	24.9	1,456,205	22.3
British Columbia <sup>1</sup>	1,442,043	11.6	761,191	11.1	132,635	13.4	893,825	11.4
<b>Canada</b>	11,400,227	4.4	6,044,796	2.7	915,881	9.3	6,960,677	3.5
<b>2007</b>								
Newfoundland and Labrador	138,197	17.7	x	x	x	x	83,739	17.4
Prince Edward Island	26,121	12.4	x	x	x	x	14,513	20.7
Nova Scotia	268,045	-7.1	136,239	3.4	16,340	-20.9	152,580	0.1
New Brunswick	223,280	9.3	126,463	21.0	12,520	-18.4	138,982	16.0
Quebec	2,447,057	-1.0	1,063,932	2.2	194,241	-8.8	1,258,173	0.3
Ontario	4,124,747	-4.8	2,160,728	-1.3	313,371	-14.9	2,474,099	-3.2
Manitoba	342,463	7.5	230,678	10.9	20,465	-12.6	251,141	8.5
Saskatchewan	315,048	13.7	235,410	20.4	17,801	4.1	253,211	19.1
Alberta	2,094,662	8.9	1,486,051	10.8	134,411	17.2	1,620,461	11.3
British Columbia <sup>1</sup>	1,537,527	6.6	852,996	12.1	137,839	3.9	990,835	10.9
<b>Canada</b>	11,517,146	1.0	6,379,755	5.5	857,981	-6.3	7,237,735	4.0

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

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

Note(s): 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.								
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
2006	1,666,327	863,161	573,102	142,159	147,900	803,166	681,244	121,922
\$'000								
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	52,311,147	21,220,807	14,051,867	2,928,424	4,240,519	31,090,339	27,031,615	4,058,725
2006	54,337,947	22,056,012	14,250,869	3,469,392	4,335,753	32,281,931	27,838,439	4,443,494

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>2005</b>								
January	127,324	-2.5	45,455	-0.2	22,059	-2.7	59,810	-4.1
February	146,009	14.7	52,491	15.5	22,113	0.2	71,405	19.4
March	134,041	-8.2	49,365	-6.0	20,960	-5.2	63,716	-10.8
April	138,377	3.2	49,574	0.4	22,324	6.5	66,479	4.3
May	129,700	-6.3	43,044	-13.2	22,623	1.3	64,033	-3.7
June	141,179	8.9	49,505	15.0	22,421	-0.9	69,253	8.2
July	150,970	6.9	49,718	0.4	24,610	9.8	76,642	10.7
August	135,424	-10.3	47,903	-3.7	22,975	-6.6	64,546	-15.8
September	126,047	-6.9	46,633	-2.7	22,268	-3.1	57,147	-11.5
October	132,813	5.4	49,159	5.4	22,342	0.3	61,312	7.3
November	135,330	1.9	45,426	-7.6	23,418	4.8	66,486	8.4
December	133,096	-1.7	46,367	2.1	22,470	-4.0	64,259	-3.3
<b>2006</b>								
January	138,398	4.0	52,674	13.6	21,906	-2.5	63,818	-0.7
February	138,410	0.0	49,184	-6.6	22,628	3.3	66,599	4.4
March	138,541	0.1	48,318	-1.8	22,906	1.2	67,317	1.1
April	136,947	-1.2	46,880	-3.0	24,184	5.6	65,883	-2.1
May	135,357	-1.2	45,715	-2.5	24,173	0.0	65,470	-0.6
June	134,914	-0.3	47,403	3.7	25,010	3.5	62,501	-4.5
July	138,925	3.0	46,384	-2.1	25,634	2.5	66,907	7.0
August	142,843	2.8	47,891	3.2	24,512	-4.4	70,440	5.3
September	138,563	-3.0	47,747	-0.3	24,399	-0.5	66,418	-5.7
October	136,386	-1.6	43,336	-9.2	24,895	2.0	68,155	2.6
November	139,748	2.5	46,999	8.5	24,678	-0.9	68,071	-0.1
December	147,294	5.4	50,573	7.6	25,133	1.8	71,589	5.2
<b>2007</b>								
January <sup>r</sup>	141,856	-3.7	44,964	-11.1	25,717	2.3	71,174	-0.6
February <sup>r</sup>	136,940	-3.5	44,447	-1.1	25,259	-1.8	67,234	-5.5
March <sup>p</sup>	137,050	0.1	43,793	-1.5	25,992	2.9	67,265	0.0

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

**Note(s):** 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>2005</b>						
January	127,324	1,863	397	3,604	2,560	34,269
February	146,009	2,226	438	4,153	3,185	36,177
March	134,041	2,153	370	3,659	2,818	34,076
April	138,377	2,192	431	3,993	2,975	34,678
May	129,700	2,129	370	3,805	2,621	32,546
June	141,179	2,031	422	3,859	2,901	36,932
July	150,970	2,419	426	4,226	3,362	35,710
August	135,424	1,759	420	4,003	2,951	32,076
September	126,047	1,822	321	3,720	2,508	29,599
October	132,813	2,087	400	3,688	2,877	34,011
November	135,330	2,257	488	3,648	2,713	35,300
December	133,096	1,961	365	3,796	2,757	32,399
<b>2006</b>						
January	138,398	2,190	396	4,659	2,801	32,995
February	138,410	1,921	435	4,007	2,943	33,013
March	138,541	1,823	405	4,240	2,870	33,402
April	136,947	1,958	395	3,719	2,803	33,289
May	135,357	1,918	409	3,622	2,778	32,867
June	134,914	2,112	396	3,698	2,817	32,399
July	138,925	1,926	415	3,716	2,944	33,489
August	142,843	1,988	431	4,033	2,972	35,479
September	138,563	1,987	391	4,005	2,959	33,707
October	136,386	1,996	394	3,855	2,982	33,388
November	139,748	2,144	436	4,230	3,263	34,019
December	147,294	2,225	429	3,954	3,270	36,150
<b>2007</b>						
January <sup>r</sup>	141,856	2,187	458	3,911	3,203	34,325
February <sup>r</sup>	136,940	2,098	420	3,766	2,907	33,399
March <sup>p</sup>	137,050	2,288	457	3,685	2,948	32,780

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
<b>2005</b>						
January	127,324	48,406	3,576	2,612	16,136	13,902
February	146,009	58,050	4,391	3,283	18,349	15,757
March	134,041	50,508	3,884	3,289	17,538	15,745
April	138,377	51,845	3,923	3,610	18,850	15,879
May	129,700	49,031	3,629	3,219	16,867	15,482
June	141,179	52,344	3,969	3,469	19,136	16,117
July	150,970	58,281	4,703	4,116	21,182	16,545
August	135,424	51,208	4,036	3,351	19,121	16,500
September	126,047	47,342	3,648	3,135	18,634	15,319
October	132,813	49,707	3,560	2,826	18,463	15,194
November	135,330	50,542	3,535	3,193	18,827	14,826
December	133,096	50,450	3,646	3,150	19,258	15,314
<b>2006</b>						
January	138,398	52,660	3,904	2,831	20,098	15,864
February	138,410	52,269	3,666	3,360	20,931	15,866
March	138,541	52,540	3,793	3,304	19,988	16,175
April	136,947	51,595	3,645	3,186	20,143	16,216
May	135,357	50,460	3,620	3,387	20,411	15,885
June	134,914	50,524	3,731	3,337	19,932	15,967
July	138,925	51,948	3,847	3,392	21,281	15,967
August	142,843	52,457	3,773	3,377	21,871	16,462
September	138,563	50,682	3,861	3,411	20,825	16,733
October	136,386	48,980	3,984	3,309	21,156	16,341
November	139,748	52,446	3,957	3,461	19,932	15,861
December	147,294	54,087	4,143	3,560	22,165	17,311
<b>2007</b>						
January <sup>r</sup>	141,856	51,604	3,902	3,576	22,116	16,573
February <sup>r</sup>	136,940	49,212	3,828	3,414	21,181	16,717
March <sup>p</sup>	137,050	48,345	3,976	3,455	22,488	16,627

# Definitions

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## Trucks

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

## Passenger car

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

## Country of origin

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

## Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

## Motor vehicle sales - dollars

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

## Average price of passenger cars

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

# Appendix I

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## Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales 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

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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 = 8 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

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### List of North American motor vehicle manufacturers

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

Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

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

### **Japan**

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

### **Other Countries**

B.M.W. Canada Inc.

Daewoo Auto Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.