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New Motor Vehicle Sales

February 2008



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Statistics Canada
Distributive Trades Division

New Motor Vehicle Sales

February 2008

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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
- 0s 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 to users

Figures may not add up to totals because of rounding.

Acknowledgements

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Highlights

February 2008

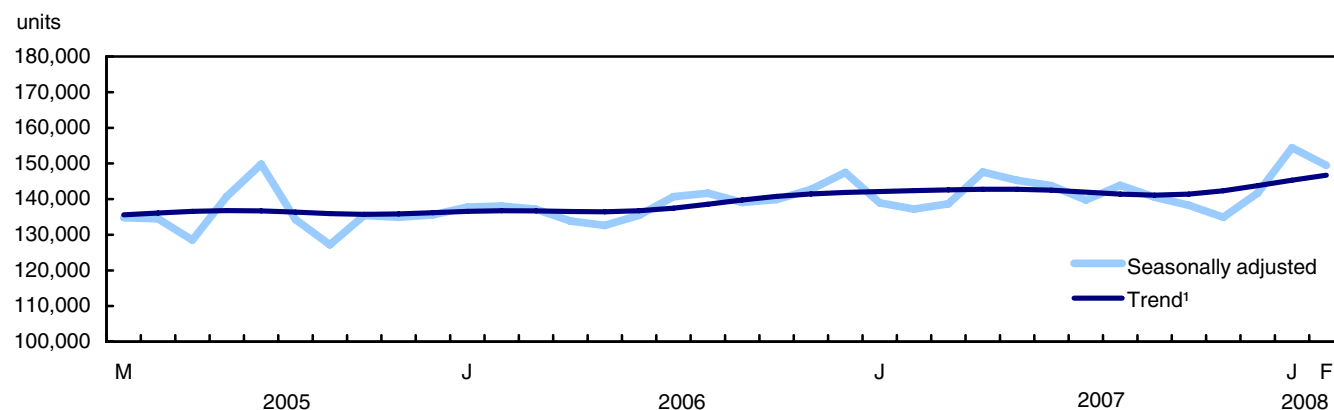
- The number of new motor vehicles sold fell 3.2% in February, after two months of very strong growth. New motor vehicle sales had recovered in December and January, following a downward trend in the second half of 2007.

Analysis – February 2008

The number of new motor vehicles sold fell 3.2% in February, after two months of very strong growth. New motor vehicle sales had recovered in December and January, following a downward trend in the second half of 2007.

Chart 1

New motor vehicle sales, seasonally adjusted, in units, 2005 to 2008



1. Trends represent smoothed seasonally adjusted data.

According to seasonally adjusted data from the New Motor Vehicle Sales Survey, consumers purchased 149,439 new vehicles in February, down 5,003 units from the previous month. Almost three-quarters of this decline was in Ontario.

Looking ahead, preliminary industry data for March suggest that the number of new motor vehicles sold will remain relatively unchanged.

Truck sales slump in February

Sales of both passenger cars and trucks declined in February. Sales of new trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) slumped 4.7% to 68,811 units. This drop follows the sharp increase in sales in December that was maintained in January.

Note to readers

Seasonally adjusted estimates of new motor vehicle sales have been revised for 2003 to 2007 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 unadjusted estimates.

The unadjusted series have been revised back to January 2006.

After experiencing the strongest growth in 10 years in January, passenger car sales dropped 1.9% to 80,628 units in February. This was due entirely to a 6.0% decline in sales of North American-built passenger cars, of which 50,500 units were sold. Nevertheless, this decline followed a 24.3% increase in sales of North American-built cars in January. Sales of overseas-built passenger cars increased 5.7% to 30,128 units, continuing the strong sales observed over the previous two months.

Sales down in seven provinces

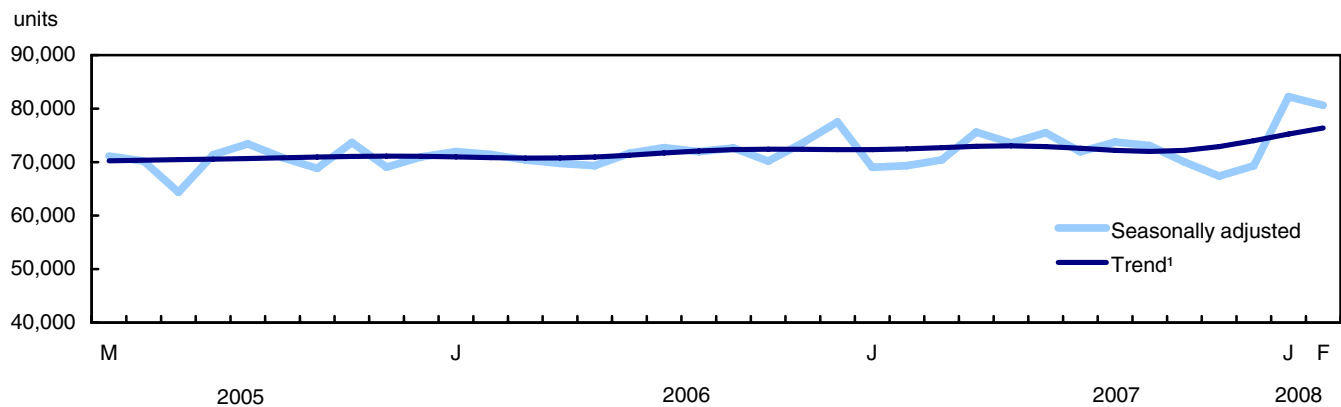
New motor vehicle sales decreased in all provinces with the exception of Newfoundland and Labrador, New Brunswick and Quebec. The largest decrease was observed in Ontario (-6.6%). Nevertheless, this decline was not enough to erase the strong advances observed in December and January.

Each of the western provinces saw declines in the sales of new motor vehicles. With a 5.6% decrease, British Columbia experienced the largest drop in this region followed by Manitoba (-5.4%), Alberta (-3.3%) and Saskatchewan (-0.8%). Trucks traditionally account for the majority of new vehicle sales in these provinces.

After rising by an astounding 18.1% in January, sales in Quebec rose for the third month in a row in February (+1.0%), reaching 40,395 units sold. Gains were also observed in Newfoundland and Labrador (+6.5%) and New Brunswick (+0.9%).

Chart 2

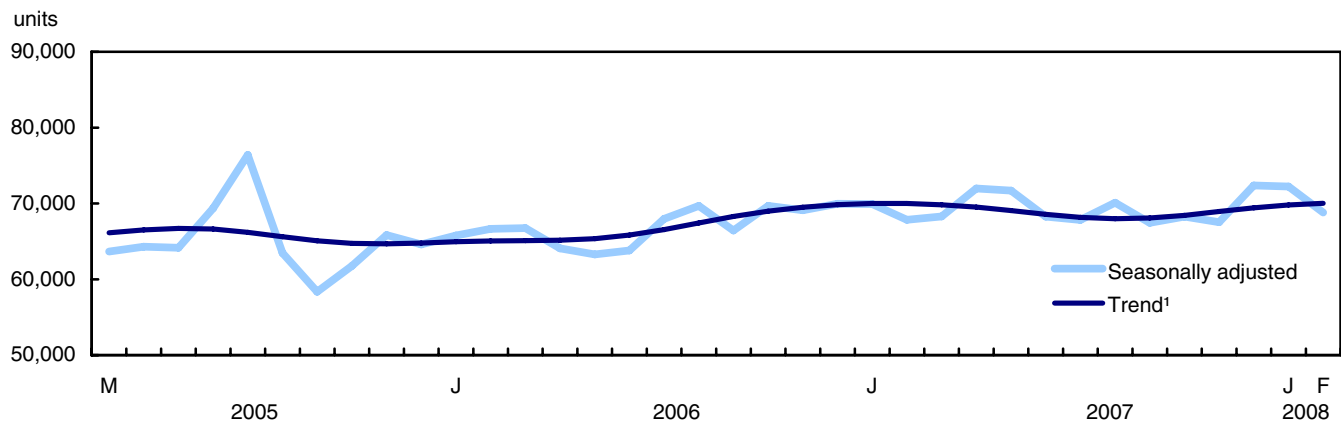
Passenger car sales, seasonally adjusted, in units, 2005 to 2008



1. Trends represent smoothed seasonally adjusted data.

Chart 3

Truck, van and bus sales, seasonally adjusted, in units, 2005 to 2008



1. Trends represent smoothed seasonally adjusted data.

Chart 4

Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2005 to 2008

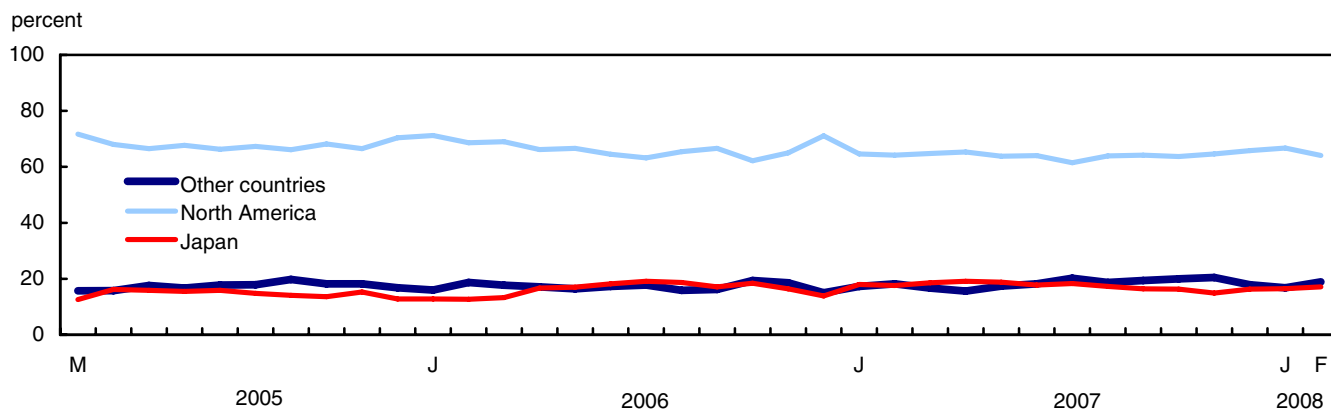
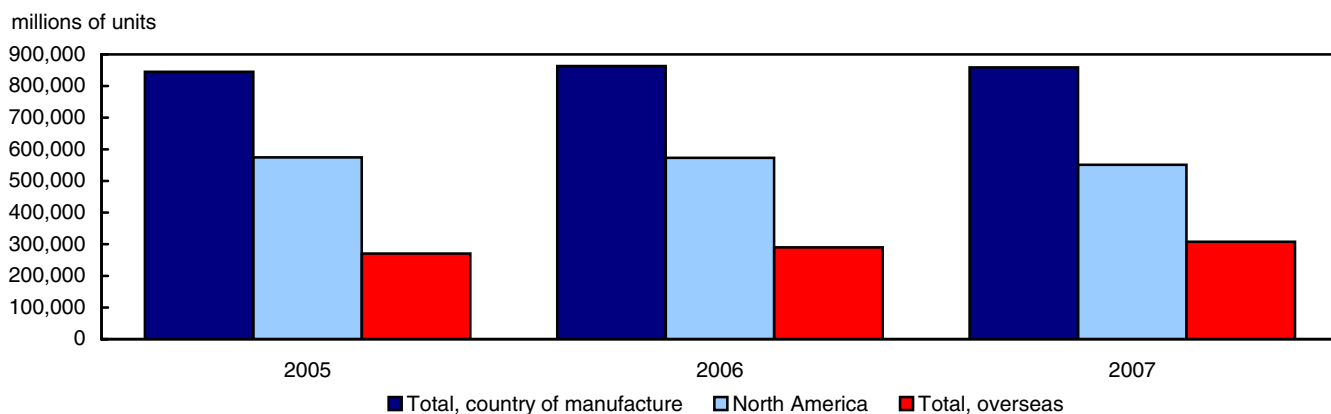


Chart 5

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



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

079-0003	New motor vehicle sales, Canada, provinces and territories, monthly
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Selected surveys from Statistics Canada

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

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

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.	%
2006										
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
Year	1,666,327	2.2	573,102	-0.3	142,159	15.1	147,900	0.5	863,161	2.1
2007										
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	154,450	-1.0	49,540	-9.5	14,206	34.6	12,741	-9.4	76,487	-3.6
April	172,428	8.1	60,392	5.7	17,649	22.7	14,405	-2.2	92,446	7.2
May	189,076	9.1	65,400	2.1	19,315	18.1	17,849	13.0	102,564	6.6
June	172,487	6.5	58,700	3.3	16,315	2.0	16,714	9.7	91,729	4.2
July	145,370	-0.1	47,819	-1.1	14,232	-2.6	15,671	15.3	77,722	1.5
August	160,883	1.9	53,749	-0.1	14,567	-5.0	15,751	20.3	84,067	2.2
September	134,516	-4.0	45,513	-6.2	11,602	-7.1	13,740	16.1	70,855	-2.7
October	124,072	0.8	39,486	1.7	10,098	-11.9	12,421	2.3	62,005	-0.7
November	120,012	-6.0	37,583	-9.4	8,689	-16.7	11,916	0.4	58,188	-8.7
December	122,954	-6.3	34,864	-21.6	8,622	-0.7	9,493	1.3	52,979	-15.3
Year	1,690,538	1.5	551,001	-3.9	151,298	6.4	156,704	6.0	859,003	-0.5
2008										
January	105,543	11.8	34,557	25.2	8,568	11.2	8,719	17.7	51,844	21.4
February ^p	113,841	14.0	37,369	23.1	9,956	20.0	11,002	28.0	58,327	23.4

See footnotes at the end of the table.

Table 1-1 – continued

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

	Total new motor vehicles		Trucks ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	no.	%	no.	%	no.	%	no.	%
2006								
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
Year	1,666,327	2.2	681,244	1.2	121,922	9.0	803,166	2.3
2007								
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	154,450	-1.0	68,305	5.0	9,658	-16.7	77,963	1.7
April	172,428	8.1	69,974	13.9	10,008	-14.9	79,982	9.3
May	189,076	9.1	76,370	17.2	10,142	-15.3	86,512	12.2
June	172,487	6.5	71,689	13.9	9,069	-17.9	80,758	9.2
July	145,370	-0.1	59,044	2.9	8,604	-25.9	67,648	-1.9
August	160,883	1.9	67,582	7.5	9,234	-27.6	76,816	1.6
September	134,516	-4.0	55,095	-0.9	8,566	-26.4	63,661	-5.3
October	124,072	0.8	54,266	6.1	7,801	-17.6	62,067	2.4
November	120,012	-6.0	54,374	-1.9	7,450	-12.6	61,824	-3.4
December	122,954	-6.3	60,045	-1.4	9,930	28.6	69,975	2.0
Year	1,690,538	1.5	727,909	6.8	103,626	-15.0	831,535	3.5
2008								
January	105,543	11.8	46,838	4.0	6,861	3.0	53,699	3.9
February P	113,841	14.0	48,315	4.8	7,199	10.7	55,514	5.5

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	%
2006										
January	2,943,630	9.5	783,654	17.5	141,207	17.9	203,457	2.3	1,128,317	14.5
February	3,315,853	-4.8	839,753	-4.0	155,157	2.9	263,647	7.5	1,258,557	-1.0
March	5,042,821	6.2	1,363,846	0.8	264,322	15.0	428,915	21.1	2,057,083	6.2
April	5,047,812	-4.5	1,412,732	-7.4	341,109	-1.9	442,874	4.3	2,196,715	-4.4
May	5,505,594	7.1	1,591,591	9.5	397,061	21.4	472,704	4.4	2,461,355	10.2
June	5,190,119	-2.5	1,417,848	-0.3	384,257	24.2	436,503	3.4	2,238,608	4.0
July	4,593,190	-7.8	1,197,134	-6.7	348,305	18.6	380,303	-5.2	1,925,742	-2.6
August	5,003,098	7.9	1,329,192	4.6	366,042	30.9	363,741	-8.0	2,058,975	5.8
September	4,551,778	10.8	1,185,371	5.9	303,344	24.5	360,700	-7.4	1,849,414	5.6
October	4,117,566	7.7	952,835	-10.4	278,233	27.0	348,268	4.0	1,579,335	-2.4
November	4,230,872	3.8	1,025,403	1.6	263,541	16.0	348,557	4.8	1,637,501	4.4
December	4,423,928	10.3	1,151,510	13.9	226,814	25.6	307,576	6.3	1,685,900	13.8
Year	53,966,261	3.2	14,250,869	1.4	3,469,392	18.5	4,357,245	2.8	22,077,502	4.0
2007										
January	3,119,488	6.0	678,980	-13.4	191,902	35.9	227,357	11.7	1,098,239	-2.7
February	3,331,750	0.5	744,780	-11.3	208,249	34.2	259,453	-1.6	1,212,483	-3.7
March	5,012,381	-0.6	1,211,963	-11.1	348,605	31.9	410,805	-4.2	1,971,373	-4.2
April	5,396,290	6.9	1,478,389	4.6	427,130	25.2	444,341	0.3	2,349,860	7.0
May	5,865,532	6.5	1,604,080	0.8	468,349	18.0	526,054	11.3	2,598,482	5.6
June	5,364,300	3.4	1,423,743	0.4	392,487	2.1	483,196	10.7	2,299,426	2.7
July	4,456,441	-3.0	1,150,075	-3.9	340,890	-2.1	425,667	11.9	1,916,632	-0.5
August	4,886,861	-2.3	1,283,780	-3.4	352,457	-3.7	431,219	18.6	2,067,456	0.4
September	4,171,174	-8.4	1,112,749	-6.1	284,723	-6.1	392,779	8.9	1,790,251	-3.2
October	3,966,157	-3.7	967,433	1.5	252,753	-9.2	358,920	3.1	1,579,105	0.0
November	3,900,293	-7.8	956,515	-6.7	219,328	-16.8	343,356	-1.5	1,519,199	-7.2
December	4,157,710	-6.0	877,276	-23.8	220,947	-2.6	306,270	-0.4	1,404,493	-16.7
Year	53,628,377	-0.6	13,489,763	-5.3	3,707,820	6.9	4,609,417	5.8	21,806,999	-1.2
2008										
January ^r	3,397,175	8.9	860,657	26.8	220,822	15.1	250,349	10.1	1,331,827	21.3
February ^p	3,614,011	8.5	926,767	24.4	244,561	17.4	298,502	15.1	1,469,830	21.2

See footnotes at the end of the table.

Table 1-2 – continued

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

	Total new motor vehicles		Trucks ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2006								
January	2,943,630	9.5	1,588,951	7.2	226,363	2.8	1,815,313	6.7
February	3,315,853	-4.8	1,783,024	-8.6	274,272	5.6	2,057,296	-6.9
March	5,042,821	6.2	2,570,492	4.7	415,246	15.9	2,985,738	6.1
April	5,047,812	-4.5	2,426,972	-7.0	424,125	11.9	2,851,097	-4.6
May	5,505,594	7.1	2,608,968	3.0	435,271	15.6	3,044,238	4.6
June	5,190,119	-2.5	2,552,993	-8.6	398,518	5.3	2,951,511	-7.0
July	4,593,190	-7.8	2,259,061	-14.1	408,387	8.8	2,667,448	-11.2
August	5,003,098	7.9	2,491,935	8.4	452,188	15.0	2,944,123	9.4
September	4,551,778	10.8	2,277,346	11.8	425,018	32.9	2,702,364	14.7
October	4,117,566	7.7	2,179,913	16.7	358,318	6.2	2,538,231	15.1
November	4,230,872	3.8	2,266,418	4.2	326,954	-1.6	2,593,371	3.4
December	4,423,928	10.3	2,439,194	10.9	298,834	-9.0	2,738,027	8.3
Year	53,966,261	3.2	27,445,267	1.5	4,443,494	9.5	31,888,757	2.6
2007								
January	3,119,488	6.0	1,767,669	11.2	253,581	12.0	2,021,249	11.3
February	3,331,750	0.5	1,872,596	5.0	246,671	-10.1	2,119,267	3.0
March	5,012,381	-0.6	2,683,279	4.4	357,729	-13.9	3,041,008	1.9
April	5,396,290	6.9	2,668,753	10.0	377,677	-11.0	3,046,430	6.9
May	5,865,532	6.5	2,883,932	10.5	383,117	-12.0	3,267,049	7.3
June	5,364,300	3.4	2,724,096	6.7	340,779	-14.5	3,064,874	3.8
July	4,456,441	-3.0	2,214,178	-2.0	325,631	-20.3	2,539,809	-4.8
August	4,886,861	-2.3	2,468,915	-0.9	350,490	-22.5	2,819,404	-4.2
September	4,171,174	-8.4	2,047,493	-10.1	333,431	-21.5	2,380,923	-11.9
October	3,966,157	-3.7	2,085,611	-4.3	301,440	-15.9	2,387,052	-6.0
November	3,900,293	-7.8	2,094,594	-7.6	286,499	-12.4	2,381,093	-8.2
December	4,157,710	-6.0	2,364,695	-3.1	388,522	30.0	2,753,217	0.6
Year	53,628,377	-0.6	27,875,811	1.6	3,945,567	-11.2	31,821,375	-0.2
2008								
January ^r	3,397,175	8.9	1,802,275	2.0	263,073	3.7	2,065,348	2.2
February ^p	3,614,011	8.5	1,873,436	0.0	270,745	9.8	2,144,181	1.2

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	Total, country of manufacture		North America		Total, overseas		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%	\$	%	\$	%
2006										
January	25,537	2.5	24,921	1.5	27,056	5.3	24,979	8.9	28,713	3.7
February	25,812	2.7	25,105	1.6	27,359	4.6	25,009	7.6	28,959	2.1
March	25,920	2.0	24,911	0.6	28,163	4.0	25,047	4.4	30,502	3.2
April	25,467	1.3	24,723	0.7	26,926	1.9	23,708	1.0	30,070	2.0
May	25,592	1.1	24,856	0.3	27,059	2.7	24,282	4.2	29,935	2.8
June	25,423	1.1	24,950	1.7	26,283	-0.6	24,030	3.4	28,648	-2.7
July	25,155	2.3	24,760	2.9	25,831	0.7	23,827	3.4	27,986	0.0
August	25,035	1.6	24,701	3.2	25,668	-1.7	23,862	-0.1	27,783	-0.6
September	25,399	1.8	24,442	1.4	27,307	2.7	24,295	-1.0	30,485	8.6
October	25,290	0.4	24,532	1.1	26,539	-2.2	24,262	-3.2	28,690	0.0
November	25,684	1.7	24,730	1.3	27,458	2.0	25,280	5.8	29,372	-0.3
December	26,953	5.0	25,880	4.0	29,600	7.6	26,128	7.1	32,815	9.7
Year	25,553	1.8	24,866	1.7	26,909	1.6	24,405	2.9	29,315	1.7
2007										
January	25,717	0.7	24,606	-1.3	27,745	2.5	24,909	-0.3	30,695	6.9
February	25,658	-0.6	24,531	-2.3	27,683	1.2	25,093	0.3	30,183	4.2
March	25,774	-0.6	24,464	-1.8	28,182	0.1	24,539	-2.0	32,243	5.7
April	25,419	-0.2	24,480	-1.0	27,188	1.0	24,201	2.1	30,846	2.6
May	25,335	-1.0	24,527	-1.3	26,757	-1.1	24,248	-0.1	29,472	-1.5
June	25,068	-1.4	24,255	-2.8	26,513	0.9	24,057	0.1	28,910	0.9
July	24,660	-2.0	24,051	-2.9	25,635	-0.8	23,952	0.5	27,163	-2.9
August	24,593	-1.8	23,885	-3.3	25,849	0.7	24,196	1.4	27,377	-1.5
September	25,266	-0.5	24,449	0.0	26,734	-2.1	24,541	1.0	28,587	-6.2
October	25,467	0.7	24,501	-0.1	27,162	2.4	25,030	3.2	28,896	0.7
November	26,108	1.7	25,451	2.9	27,308	-0.5	25,242	-0.1	28,815	-1.9
December	26,510	-1.6	25,163	-2.8	29,104	-1.7	25,626	-1.9	32,263	-1.7
Year	25,381	-0.7	24,500	-1.5	26,955	0.2	24,507	0.4	29,319	0.0
2008										
January	25,689	-0.1	24,905	1.2	27,256	-1.8	25,773	3.5	28,713	-6.5
February ^p	25,200	-1.8	24,800	1.1	25,912	-6.4	24,564	-2.1	27,132	-10.1

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					
	Units	Market share	North America		Japan		Other countries	
			Units	Market share	Units	Market share	Units	Market share
	no.	%	no.	%	no.	%	no.	%
2006								
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
Year	863,161	100.0	573,102	66.4	142,159	16.5	147,900	17.1
2007								
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	76,487	100.0	49,540	64.8	14,206	18.6	12,741	16.7
April	92,446	100.0	60,392	65.3	17,649	19.1	14,405	15.6
May	102,564	100.0	65,400	63.8	19,315	18.8	17,849	17.4
June	91,729	100.0	58,700	64.0	16,315	17.8	16,714	18.2
July	77,722	100.0	47,819	61.5	14,232	18.3	15,671	20.2
August	84,067	100.0	53,749	63.9	14,567	17.3	15,751	18.7
September	70,855	100.0	45,513	64.2	11,602	16.4	13,740	19.4
October	62,005	100.0	39,486	63.7	10,098	16.3	12,421	20.0
November	58,188	100.0	37,583	64.6	8,689	14.9	11,916	20.5
December	52,979	100.0	34,864	65.8	8,622	16.3	9,493	17.9
Year	859,003	100.0	551,001	64.1	151,298	17.6	156,704	18.2
2008								
January	51,844	100.0	34,557	66.7	8,568	16.5	8,719	16.8
February p	58,327	100.0	37,369	64.1	9,956	17.1	11,002	18.9

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

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2006 (no.)	100,740	1,145	284	2,747	2,037	23,064
2007 (no.)	99,877	1,253	278	2,606	2,019	23,310
2008 (no.)	113,841	2,013	355	3,515	2,527	29,750
2008 / 2007 %	14.0	60.7	27.7	34.9	25.2	27.6
2006 (\$'000)	3,315,853	32,368	7,636	76,419	60,894	692,891
2007 (\$'000)	3,331,750	36,673	7,318	74,132	63,063	691,447
2008 (\$'000)	3,614,011	54,405	8,966	96,830	72,520	837,386
2008 / 2007 %	8.5	48.4	22.5	30.6	15.0	21.1
Passenger cars, manufactured in North America						
2006 (no.)	33,450	369	125	969	720	8,179
2007 (no.)	30,361	402	115	929	692	8,070
2008 (no.)	37,369	777	144	1,393	977	10,625
2008 / 2007 %	23.1	93.3	25.2	49.9	41.2	31.7
2006 (\$'000)	839,753	8,466	2,892	22,971	17,226	195,927
2007 (\$'000)	744,780	9,000	2,549	21,185	15,701	187,917
2008 (\$'000)	926,767	17,997	3,285	33,237	22,599	244,130
2008 / 2007 %	24.4	100.0	28.9	56.9	43.9	29.9
Passenger cars, manufactured in Japan						
2006 (no.)	6,204	x	x	183	x	2,499
2007 (no.)	8,299	x	x	226	x	3,132
2008 (no.)	9,956	x	x	292	x	3,829
2008 / 2007 %	20.0	x	x	29.2	x	22.3
2006 (\$'000)	155,157	x	x	4,031	x	55,317
2007 (\$'000)	208,249	x	x	5,175	x	70,259
2008 (\$'000)	244,561	x	x	6,542	x	87,999
2008 / 2007 %	17.4	x	x	26.4	x	25.2
Passenger cars, manufactured in other countries						
2006 (no.)	9,104	x	x	319	x	3,198
2007 (no.)	8,596	x	x	247	x	2,904
2008 (no.)	11,002	x	x	412	x	4,517
2008 / 2007 %	28.0	x	x	66.8	x	55.5
2006 (\$'000)	263,647	x	x	6,451	x	79,321
2007 (\$'000)	259,453	x	x	5,461	x	75,269
2008 (\$'000)	298,502	x	x	8,957	x	104,955
2008 / 2007 %	15.1	x	x	64.0	x	39.4
Trucks ¹ , manufactured in North America						
2006 (no.)	44,353	x	x	1,056	842	7,245
2007 (no.)	46,119	x	x	1,063	946	7,670
2008 (no.)	48,315	x	x	1,263	1,021	8,957
2008 / 2007 %	4.8	x	x	18.8	7.9	16.8
2006 (\$'000)	1,783,024	x	x	35,741	31,948	297,876
2007 (\$'000)	1,872,596	x	x	37,229	37,702	301,172
2008 (\$'000)	1,873,436	x	x	42,904	37,672	337,216
2008 / 2007 %	0.0	x	x	15.2	-0.1	12.0
Trucks ¹ , manufactured overseas						
2006 (no.)	7,629	x	x	220	173	1,943
2007 (no.)	6,502	x	x	141	108	1,534
2008 (no.)	7,199	x	x	155	126	1,822
2008 / 2007 %	10.7	x	x	9.9	16.7	18.8
2006 (\$'000)	274,272	x	x	7,224	5,560	64,450
2007 (\$'000)	246,671	x	x	5,082	3,782	56,830
2008 (\$'000)	270,745	x	x	5,190	3,881	63,087
2008 / 2007 %	9.8	x	x	2.1	2.6	11.0

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, February

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories
Total, new motor vehicles						
2006 (no.)	100,740	37,568	2,543	2,376	16,038	12,938
2007 (no.)	99,877	35,347	2,652	2,429	16,333	13,650
2008 (no.)	113,841	38,605	3,086	3,204	17,263	13,523
2008 / 2007 %	14.0	9.2	16.4	31.9	5.7	-0.9
2006 (\$'000)	3,315,853	1,243,904	89,211	83,812	588,451	440,268
2007 (\$'000)	3,331,750	1,183,447	94,018	91,694	612,557	477,403
2008 (\$'000)	3,614,011	1,251,748	101,781	117,914	618,254	454,207
2008 / 2007 %	8.5	5.8	8.3	28.6	0.9	-4.9
Passenger cars, manufactured in North America						
2006 (no.)	33,450	13,770	746	634	4,071	3,867
2007 (no.)	30,361	11,566	744	523	3,555	3,765
2008 (no.)	37,369	13,754	981	873	4,118	3,727
2008 / 2007 %	23.1	18.9	31.9	66.9	15.8	-1.0
2006 (\$'000)	839,753	354,735	18,749	16,244	106,536	96,006
2007 (\$'000)	744,780	294,419	18,270	12,880	89,343	93,515
2008 (\$'000)	926,767	355,337	24,078	21,724	107,705	96,673
2008 / 2007 %	24.4	20.7	31.8	68.7	20.6	3.4
Passenger cars, manufactured in Japan						
2006 (no.)	6,204	1,649	78	65	609	937
2007 (no.)	8,299	2,473	140	70	705	1,343
2008 (no.)	9,956	2,875	177	115	973	1,447
2008 / 2007 %	20.0	16.3	26.4	64.3	38.0	7.7
2006 (\$'000)	155,157	45,914	1,889	1,949	16,888	25,173
2007 (\$'000)	208,249	67,668	3,608	2,054	19,459	35,436
2008 (\$'000)	244,561	75,202	4,109	3,188	26,384	35,749
2008 / 2007 %	17.4	11.1	13.9	55.2	35.6	0.9
Passenger cars, manufactured in other countries						
2006 (no.)	9,104	3,239	113	105	657	1,142
2007 (no.)	8,596	2,925	124	87	773	1,285
2008 (no.)	11,002	3,155	200	125	771	1,310
2008 / 2007 %	28.0	7.9	61.3	43.7	-0.3	1.9
2006 (\$'000)	263,647	106,013	3,052	2,404	20,475	39,475
2007 (\$'000)	259,453	102,516	3,111	2,426	23,745	41,680
2008 (\$'000)	298,502	103,007	5,007	3,017	21,925	41,724
2008 / 2007 %	15.1	0.5	60.9	24.4	-7.7	0.1
Trucks ¹ , manufactured in North America						
2006 (no.)	44,353	16,061	1,426	1,418	9,777	5,927
2007 (no.)	46,119	16,078	1,476	1,624	10,436	6,095
2008 (no.)	48,315	16,306	1,535	1,951	10,310	6,012
2008 / 2007 %	4.8	1.4	4.0	20.1	-1.2	-1.4
2006 (\$'000)	1,783,024	630,268	59,320	57,797	410,174	239,158
2007 (\$'000)	1,872,596	629,066	62,894	69,909	446,787	262,518
2008 (\$'000)	1,873,436	618,425	61,843	85,016	421,299	237,843
2008 / 2007 %	0.0	-1.7	-1.7	21.6	-5.7	-9.4
Trucks ¹ , manufactured overseas						
2006 (no.)	7,629	2,849	180	154	924	1,065
2007 (no.)	6,502	2,305	168	125	864	1,162
2008 (no.)	7,199	2,515	193	140	1,091	1,027
2008 / 2007 %	10.7	9.1	14.9	12.0	26.3	-11.6
2006 (\$'000)	274,272	106,975	6,200	5,419	34,378	40,456
2007 (\$'000)	246,671	89,778	6,135	4,425	33,223	44,254
2008 (\$'000)	270,745	99,777	6,744	4,970	40,941	42,217
2008 / 2007 %	9.8	11.1	9.9	12.3	23.2	-4.6

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 February

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.	%
2006										
Newfoundland and Labrador	2,214	-3.6	795	-4.2	x	x	x	x	1,116	-5.2
Prince Edward Island	493	1.9	213	11.5	x	x	x	x	267	3.9
Nova Scotia	5,539	12.3	2,207	12.8	298	42.6	606	51.9	3,111	21.3
New Brunswick	3,784	-0.2	1,397	-2.9	x	x	x	x	1,898	1.3
Quebec	42,352	-5.6	15,424	-4.7	4,574	-4.3	5,460	-2.3	25,458	-4.1
Ontario	71,708	-2.4	26,155	3.4	3,511	-1.9	5,766	2.1	35,432	2.6
Manitoba	4,942	-7.0	1,472	-9.6	188	8.0	238	-2.5	1,898	-7.3
Saskatchewan	4,282	3.9	1,102	12.4	108	-6.9	195	0.5	1,405	8.9
Alberta	30,496	18.8	8,336	26.5	1,087	20.4	1,223	-0.2	10,646	22.1
British Columbia and the Territories¹	24,352	5.3	7,794	4.3	1,788	6.7	2,129	9.1	11,711	5.5
Canada	190,162	1.1	64,895	3.7	11,857	1.3	16,190	2.3	92,942	3.2
2007										
Newfoundland and Labrador	2,417	9.2	768	-3.4	x	x	x	x	1,069	-4.2
Prince Edward Island	521	5.7	219	2.8	x	x	x	x	291	9.0
Nova Scotia	5,043	-9.0	1,730	-21.6	406	36.2	461	-23.9	2,597	-16.5
New Brunswick	4,039	6.7	1,418	1.5	x	x	x	x	1,960	3.3
Quebec	43,993	3.9	14,826	-3.9	5,905	29.1	5,276	-3.4	26,007	2.2
Ontario	69,746	-2.7	22,602	-13.6	4,947	40.9	5,481	-4.9	33,030	-6.8
Manitoba	5,182	4.9	1,465	-0.5	237	26.1	259	8.8	1,961	3.3
Saskatchewan	4,868	13.7	1,030	-6.5	134	24.1	169	-13.3	1,333	-5.1
Alberta	32,723	7.3	6,937	-16.8	1,458	34.1	1,413	15.5	9,808	-7.9
British Columbia and the Territories¹	25,758	5.8	6,960	-10.7	2,510	40.4	2,435	14.4	11,905	1.7
Canada	194,290	2.2	57,955	-10.7	16,003	35.0	16,003	-1.2	89,961	-3.2
2008										
Newfoundland and Labrador	3,723	54.0	1,410	83.6	x	x	x	x	1,941	81.6
Prince Edward Island	643	23.4	254	16.0	x	x	x	x	347	19.2
Nova Scotia	6,630	31.5	2,549	47.3	516	27.1	739	60.3	3,804	46.5
New Brunswick	4,665	15.5	1,764	24.4	x	x	x	x	2,449	24.9
Quebec	54,790	24.5	19,874	34.0	6,719	13.8	7,394	40.1	33,987	30.7
Ontario	75,892	8.8	26,853	18.8	5,612	13.4	6,125	11.7	38,590	16.8
Manitoba	6,035	16.5	2,002	36.7	345	45.6	347	34.0	2,694	37.4
Saskatchewan	6,162	26.6	1,529	48.4	218	62.7	240	42.0	1,987	49.1
Alberta	34,231	4.6	8,561	23.4	1,829	25.4	1,520	7.6	11,910	21.4
British Columbia and the Territories¹	26,613	3.3	7,130	2.4	2,843	13.3	2,489	2.2	12,462	4.7
Canada	219,384	12.9	71,926	24.1	18,524	15.8	19,721	23.2	110,171	22.5

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 February

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	no.	%	no.	%	no.	%	no.	%
2006								
Newfoundland and Labrador	2,214	-3.6	x	x	x	x	1,098	-1.9
Prince Edward Island	493	1.9	x	x	x	x	226	-0.4
Nova Scotia	5,539	12.3	2,053	-1.5	375	33.0	2,428	2.6
New Brunswick	3,784	-0.2	1,607	-7.7	279	58.5	1,886	-1.6
Quebec	42,352	-5.6	13,567	-9.3	3,327	-0.3	16,894	-7.6
Ontario	71,708	-2.4	30,819	-8.2	5,457	1.1	36,276	-6.9
Manitoba	4,942	-7.0	2,731	-9.1	313	19.5	3,044	-6.9
Saskatchewan	4,282	3.9	2,618	1.8	259	0.0	2,877	1.7
Alberta	30,496	18.8	18,197	17.8	1,653	9.6	19,850	17.1
British Columbia and the Territories ¹	24,352	5.3	10,687	6.1	1,954	0.3	12,641	5.2
Canada	190,162	1.1	83,391	-1.4	13,829	3.4	97,220	-0.8
2007								
Newfoundland and Labrador	2,417	9.2	x	x	x	x	1,348	22.8
Prince Edward Island	521	5.7	x	x	x	x	230	1.8
Nova Scotia	5,043	-9.0	2,152	4.8	294	-21.6	2,446	0.7
New Brunswick	4,039	6.7	1,847	14.9	232	-16.8	2,079	10.2
Quebec	43,993	3.9	14,995	10.5	2,991	-10.1	17,986	6.5
Ontario	69,746	-2.7	32,014	3.9	4,702	-13.8	36,716	1.2
Manitoba	5,182	4.9	2,906	6.4	315	0.6	3,221	5.8
Saskatchewan	4,868	13.7	3,262	24.6	273	5.4	3,535	22.9
Alberta	32,723	7.3	20,984	15.3	1,931	16.8	22,915	15.4
British Columbia and the Territories ¹	25,758	5.8	11,625	8.8	2,228	14.0	13,853	9.6
Canada	194,290	2.2	91,165	9.3	13,164	-4.8	104,329	7.3
2008								
Newfoundland and Labrador	3,723	54.0	x	x	x	x	1,782	32.2
Prince Edward Island	643	23.4	x	x	x	x	296	28.7
Nova Scotia	6,630	31.5	2,513	16.8	313	6.5	2,826	15.5
New Brunswick	4,665	15.5	1,973	6.8	243	4.7	2,216	6.6
Quebec	54,790	24.5	17,405	16.1	3,398	13.6	20,803	15.7
Ontario	75,892	8.8	32,133	0.4	5,169	9.9	37,302	1.6
Manitoba	6,035	16.5	2,994	3.0	347	10.2	3,341	3.7
Saskatchewan	6,162	26.6	3,871	18.7	304	11.4	4,175	18.1
Alberta	34,231	4.6	20,235	-3.6	2,086	8.0	22,321	-2.6
British Columbia and the Territories ¹	26,613	3.3	12,177	4.7	1,974	-11.4	14,151	2.2
Canada	219,384	12.9	95,153	4.4	14,060	6.8	109,213	4.7

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 February

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	%
2006										
Newfoundland and Labrador	62,052	-3.8	18,229	-4.0	x	x	x	x	24,623	-4.3
Prince Edward Island	13,040	-0.7	4,891	10.6	x	x	x	x	5,915	4.9
Nova Scotia	154,026	5.7	51,449	11.7	6,686	46.5	12,642	43.6	70,777	19.1
New Brunswick	113,675	0.4	32,881	-3.0	x	x	x	x	42,722	0.2
Quebec	1,257,273	-5.1	367,971	-3.9	100,706	4.6	133,286	1.1	601,963	-1.5
Ontario	2,382,189	-4.2	672,709	4.4	96,810	4.1	188,960	6.3	958,478	4.8
Manitoba	173,766	-6.6	36,760	-9.0	4,631	9.4	6,169	-1.8	47,561	-6.6
Saskatchewan	157,052	9.5	28,324	13.7	3,311	18.6	4,500	7.7	36,134	13.4
Alberta	1,121,877	20.1	217,106	32.1	30,269	31.3	36,820	0.0	284,196	26.8
British Columbia and the Territories¹	824,536	8.9	193,084	6.2	47,564	15.4	73,854	10.2	314,503	8.5
Canada	6,259,483	1.5	1,623,407	5.3	296,364	9.6	467,104	5.2	2,386,874	5.8
2007										
Newfoundland and Labrador	69,693	12.3	17,438	-4.3	x	x	x	x	23,557	-4.3
Prince Edward Island	13,725	5.3	4,997	2.2	x	x	x	x	6,476	9.5
Nova Scotia	153,031	-0.6	40,357	-21.6	9,715	45.3	9,843	-22.1	59,915	-15.3
New Brunswick	125,452	10.4	32,845	-0.1	x	x	x	x	44,392	3.9
Quebec	1,304,663	3.8	347,101	-5.7	130,165	29.3	135,373	1.6	612,638	1.8
Ontario	2,320,123	-2.6	572,880	-14.8	136,637	41.1	193,298	2.3	902,815	-5.8
Manitoba	188,393	8.4	35,769	-2.7	6,125	32.3	6,587	6.8	48,481	1.9
Saskatchewan	179,393	14.2	25,743	-9.1	3,757	13.5	4,281	-4.9	33,781	-6.5
Alberta	1,198,660	6.8	174,946	-19.4	40,414	33.5	44,892	21.9	260,252	-8.4
British Columbia and the Territories¹	898,108	8.9	171,683	-11.1	64,745	36.1	81,989	11.0	318,417	1.2
Canada	6,451,238	3.1	1,423,760	-12.3	400,151	35.0	486,810	4.2	2,310,722	-3.2
2008										
Newfoundland and Labrador	103,450	48.4	32,697	87.5	x	x	x	x	43,199	83.4
Prince Edward Island	16,814	22.5	5,747	15.0	x	x	x	x	7,574	17.0
Nova Scotia	186,987	22.2	61,588	52.6	11,658	20.0	15,552	58.0	88,798	48.2
New Brunswick	138,808	10.6	40,968	24.7	x	x	x	x	55,093	24.1
Quebec	1,561,911	19.7	462,011	33.1	154,751	18.9	174,126	28.6	790,888	29.1
Ontario	2,459,318	6.0	690,145	20.5	150,775	10.3	202,888	5.0	1,043,808	15.6
Manitoba	201,537	7.0	50,006	39.8	8,727	42.5	8,392	27.4	67,125	38.5
Saskatchewan	222,590	24.1	38,114	48.1	6,258	66.6	5,734	33.9	50,105	48.3
Alberta	1,218,383	1.6	223,601	27.8	50,811	25.7	44,525	-0.8	318,937	22.5
British Columbia and the Territories¹	901,387	0.4	182,546	6.3	72,644	12.2	80,939	-1.3	336,131	5.6
Canada	7,011,186	8.7	1,787,424	25.5	465,383	16.3	548,851	12.7	2,801,657	21.2

See footnotes at the end of the table.

Table 5-2 – continued

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

Province	Total new motor vehicles		Trucks ²					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
2006								
Newfoundland and Labrador	62,052	-3.8	x	x	x	x	37,429	-3.4
Prince Edward Island	13,040	-0.7	x	x	x	x	7,124	-5.0
Nova Scotia	154,026	5.7	70,994	-8.1	12,254	35.0	83,248	-3.6
New Brunswick	113,675	0.4	62,215	-4.6	8,737	63.4	70,952	0.6
Quebec	1,257,273	-5.1	543,556	-9.5	111,754	-1.5	655,310	-8.2
Ontario	2,382,189	-4.2	1,218,061	-11.1	205,650	2.2	1,423,710	-9.4
Manitoba	173,766	-6.6	115,605	-8.3	10,598	18.1	126,204	-6.6
Saskatchewan	157,052	9.5	111,700	8.5	9,217	7.9	120,918	8.4
Alberta	1,121,877	20.1	775,801	18.4	61,881	12.8	837,681	18.0
British Columbia and the Territories ¹	824,536	8.9	435,808	10.4	74,226	2.2	510,034	9.2
Canada	6,259,483	1.5	3,371,975	-1.8	500,635	4.3	3,872,609	-1.0
2007								
Newfoundland and Labrador	69,693	12.3	x	x	x	x	46,135	23.3
Prince Edward Island	13,725	5.3	x	x	x	x	7,249	1.8
Nova Scotia	153,031	-0.6	82,996	16.9	10,119	-17.4	93,116	11.9
New Brunswick	125,452	10.4	73,038	17.4	8,023	-8.2	81,061	14.2
Quebec	1,304,663	3.8	582,302	7.1	109,722	-1.8	692,025	5.6
Ontario	2,320,123	-2.6	1,233,442	1.3	183,866	-10.6	1,417,308	-0.4
Manitoba	188,393	8.4	128,502	11.2	11,411	7.7	139,912	10.9
Saskatchewan	179,393	14.2	135,592	21.4	10,020	8.7	145,612	20.4
Alberta	1,198,660	6.8	863,854	11.3	74,554	20.5	938,408	12.0
British Columbia and the Territories ¹	898,108	8.9	493,736	13.3	85,955	15.8	579,690	13.7
Canada	6,451,238	3.1	3,640,265	8.0	500,252	-0.1	4,140,516	6.9
2008								
Newfoundland and Labrador	103,450	48.4	x	x	x	x	60,250	30.6
Prince Edward Island	16,814	22.5	x	x	x	x	9,241	27.5
Nova Scotia	186,987	22.2	87,409	5.3	10,780	6.5	98,189	5.4
New Brunswick	138,808	10.6	75,945	4.0	7,769	-3.2	83,715	3.3
Quebec	1,561,911	19.7	651,462	11.9	119,562	9.0	771,023	11.4
Ontario	2,459,318	6.0	1,210,073	-1.9	205,438	11.7	1,415,510	-0.1
Manitoba	201,537	7.0	122,195	-4.9	12,217	7.1	134,412	-3.9
Saskatchewan	222,590	24.1	161,682	19.2	10,804	7.8	172,485	18.5
Alberta	1,218,383	1.6	819,488	-5.1	79,958	7.2	899,446	-4.2
British Columbia and the Territories ¹	901,387	0.4	484,860	-1.8	80,397	-6.5	565,257	-2.5
Canada	7,011,186	8.7	3,675,711	1.0	533,818	6.7	4,209,529	1.7

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 ¹		
		Total	North America	Japan	Other countries	Total	North America	Overseas
number								
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	45,758	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
2007	1,690,538	859,003	551,001	151,298	156,704	831,535	727,909	103,626
\$'000								
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	23,484,455	13,691,746	8,450,516	4,053,782	1,187,451	9,792,709	8,613,984	1,178,725
1993	24,630,359	13,278,180	8,620,649	3,560,913	1,096,620	11,352,180	10,227,082	1,125,101
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	53,966,261	22,077,502	14,250,869	3,469,392	4,357,245	31,888,757	27,445,267	4,443,494
2007	53,628,377	21,806,999	13,489,763	3,707,820	4,609,417	31,821,375	27,875,811	3,945,567

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

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

Period	Total new motor vehicles		Passenger cars				Trucks ¹	
			North America		Overseas		Total	
	Units	Month/month change	Units	Month/month change	Units	Month/month change	Units	Month/month change
	no.	%	no.	%	no.	%	no.	%
2006								
January	137,734	1.6	50,055	4.2	21,910	-4.5	65,769	1.8
February	138,067	0.2	48,176	-3.8	23,243	6.1	66,648	1.3
March	137,174	-0.6	47,940	-0.5	22,476	-3.3	66,758	0.2
April	133,836	-2.4	45,729	-4.6	24,020	6.9	64,087	-4.0
May	132,611	-0.9	45,503	-0.5	23,836	-0.8	63,272	-1.3
June	135,448	2.1	46,732	2.7	24,912	4.5	63,804	0.8
July	140,666	3.9	47,122	0.8	25,569	2.6	67,975	6.5
August	141,667	0.7	47,512	0.8	24,465	-4.3	69,690	2.5
September	139,081	-1.8	48,537	2.2	24,122	-1.4	66,422	-4.7
October	139,856	0.6	44,705	-7.9	25,480	5.6	69,671	4.9
November	142,711	2.0	48,499	8.5	25,108	-1.5	69,104	-0.8
December	147,474	3.3	52,592	8.4	24,917	-0.8	69,965	1.2
2007								
January	138,958	-5.8	43,359	-17.6	25,678	3.1	69,921	-0.1
February	137,186	-1.3	43,752	0.9	25,585	-0.4	67,849	-3.0
March	138,706	1.1	44,627	2.0	25,799	0.8	68,280	0.6
April	147,587	6.4	49,452	10.8	26,155	1.4	71,980	5.4
May	145,277	-1.6	47,069	-4.8	26,517	1.4	71,691	-0.4
June	143,778	-1.0	48,423	2.9	27,091	2.2	68,264	-4.8
July	139,758	-2.8	45,942	-5.1	25,984	-4.1	67,832	-0.6
August	143,840	2.9	47,909	4.3	25,835	-0.6	70,096	3.3
September	140,541	-2.3	47,301	-1.3	25,787	-0.2	67,453	-3.8
October	138,276	-1.6	45,907	-2.9	24,112	-6.5	68,257	1.2
November ^r	134,927	-2.4	44,066	-4.0	23,330	-3.2	67,531	-1.1
December ^r	141,703	5.0	43,194	-2.0	26,128	12.0	72,381	7.2
2008								
January ^r	154,442	9.0	53,700	24.3	28,515	9.1	72,227	-0.2
February ^p	149,439	-3.2	50,500	-6.0	30,128	5.7	68,811	-4.7

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
	number					
2006						
January	137,734	2,112	389	4,506	2,805	33,468
February	138,067	1,936	432	3,897	2,837	32,887
March	137,174	1,830	403	4,227	2,878	32,450
April	133,836	1,884	384	3,690	2,799	32,581
May	132,611	1,873	387	3,670	2,675	31,870
June	135,448	2,086	415	3,706	2,837	32,370
July	140,666	1,928	425	3,795	2,971	34,151
August	141,667	1,980	423	4,006	2,945	35,211
September	139,081	2,004	402	4,001	2,981	33,177
October	139,856	2,002	391	3,813	2,930	34,561
November	142,711	2,282	442	4,436	3,466	34,216
December	147,474	2,271	440	3,991	3,279	37,255
2007						
January	138,958	2,214	428	3,788	3,151	33,730
February	137,186	2,147	420	3,691	2,811	33,467
March	138,706	2,355	478	3,866	3,013	32,982
April	147,587	2,480	464	4,273	2,988	36,898
May	145,277	2,391	474	3,709	3,265	37,809
June	143,778	2,382	440	4,215	3,225	35,166
July	139,758	2,355	416	4,160	3,158	33,549
August	143,840	2,501	482	4,293	3,257	34,712
September	140,541	2,301	430	4,306	3,139	35,250
October	138,276	2,354	484	4,239	3,242	34,010
November	134,927	2,351	324	4,437	2,958	31,956
December	141,703	2,429	463	4,210	3,086	33,876
2008						
January	154,442	3,094	510	4,718	3,291	39,998
February	149,439	3,295	486	4,693	3,321	40,395

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
	number					
2006						
January	137,734	52,150	3,814	2,881	19,855	15,754
February	138,067	52,048	3,598	3,381	20,993	16,058
March	137,174	52,227	3,755	3,237	19,804	16,363
April	133,836	49,839	3,564	3,155	20,229	15,711
May	132,611	49,585	3,632	3,154	20,160	15,605
June	135,448	50,813	3,751	3,372	20,010	16,088
July	140,666	52,848	3,987	3,439	21,143	15,979
August	141,667	51,793	3,767	3,332	21,807	16,403
September	139,081	51,764	3,837	3,455	20,893	16,567
October	139,856	50,607	3,958	3,410	21,555	16,629
November	142,711	53,530	4,053	3,597	20,383	16,306
December	147,474	53,444	4,208	3,502	21,899	17,185
2007						
January	138,958	50,632	3,814	3,547	21,396	16,258
February	137,186	49,158	3,764	3,451	21,292	16,985
March	138,706	49,213	3,960	3,554	22,519	16,766
April	147,587	53,545	4,077	3,810	21,271	17,781
May	145,277	51,783	3,880	3,802	21,172	16,992
June	143,778	51,717	3,866	3,817	21,975	16,975
July	139,758	49,844	3,764	3,797	21,918	16,797
August	143,840	52,212	4,001	3,906	21,730	16,746
September	140,541	50,051	3,990	3,766	20,593	16,715
October	138,276	48,994	4,022	3,989	20,625	16,317
November ^r	134,927	47,533	3,945	3,895	21,048	16,480
December ^r	141,703	51,116	4,016	4,212	21,511	16,784
2008						
January ^r	154,442	54,728	4,411	4,322	22,143	17,227
February ^p	149,439	51,108	4,173	4,289	21,410	16,269

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.¹

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.² 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."³ Economic time series such as the New Motor Vehicles Sales Survey can be broken down into five main components: the trend-cycle, seasonality, the trading-day effect, the Easter holiday effect and the irregular component.

The trend represents the long-term change in the series, whereas the cycle represents a smooth, quasi-periodical movement about the trend, showing a succession of growth and decline phases (e.g., the business cycle). These two components—the trend and the cycle—are estimated together, and the trend-cycle reflects the fundamental evolution of the series. The other components reflect short-term transient movements.

The seasonal component represents sub-annual, monthly or quarterly fluctuations that recur more or less regularly from one year to the next. Seasonal variations are caused by the direct and indirect effects of the climatic seasons and institutional factors (attributable to social conventions or administrative rules; e.g., Christmas).

The trading-day component originates from the fact that the relative importance of the days varies systematically within the week and that the number of each day of the week in a given month varies from year to year. This effect is present when activity varies with the day of the week. For instance, Sunday is typically less active than the other days, and the number of Sundays, Mondays, etc., in a given month changes from year to year.

The Easter holiday effect is the variation due to the shift of part of April's activity to March when Easter falls in March rather than April.

Lastly, the irregular component includes all other more or less erratic fluctuations not taken into account in the preceding components. It is a residual that includes errors of measurement on the variable itself as well as unusual events (e.g., strikes, drought, floods, major power blackout or other unexpected events causing variations in respondents' activities).

Thus, the latter four components—seasonal, irregular, trading-day and Easter holiday effect—all conceal the fundamental trend-cycle component of the series. Seasonal adjustment (correction of seasonal variation) consists in removing the seasonal, trading-day and Easter holiday effect components from the series, and it thus helps reveal the trend-cycle. 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 should examine several months of the seasonally adjusted series.

Since April 2008, New Motor Vehicle Sales Survey data are seasonally adjusted using the X-12-ARIMA⁴ software. The technique that is used essentially consists of first correcting the initial series for all sorts of undesirable effects, such as the trading-day and the Easter holiday effects, by a module called regARIMA. These effects are estimated using regression models with ARIMA errors (auto-regressive integrated moving average models). The series can also be extrapolated for at least one year by using the model. Subsequently, the raw series—pre-adjusted and extrapolated if applicable—is seasonally adjusted by the X-11 method.

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

4. For more information, see X-12-ARIMA Reference Manual Version 0.3 (2007), U.S. Census Bureau.

The X-11 method is used for analysing monthly and quarterly series. It is based on an iterative principle applied in estimating the different components, with estimation being done at each stage using adequate moving averages.⁵ The moving averages used to estimate the main components—the trend and seasonality—are primarily smoothing tools designed to eliminate an undesirable component from the series. Since moving averages react poorly to the presence of atypical values, the X-11 method includes a tool for detecting and correcting atypical points. This tool is used to clean up the series during the seasonal adjustment. Outlying data points can also be detected and corrected in advance, within the regARIMA module.

Lastly, the annual totals of the seasonally adjusted series are forced to the annual totals of the original series.

Unfortunately, seasonal adjustment removes the sub-annual additivity of a system of series; small discrepancies can be observed between the sum of seasonally adjusted series and the *direct* seasonal adjustment of their total. To insure or restore additivity in a system of series, a reconciliation process is applied or *indirect* seasonal adjustment is used, i.e. the seasonal adjustment of a total is derived by the summation of the individually seasonally adjusted series.

To assist the user, the Months of Cyclical Dominance number, MCD, is provided.⁶ The MCD is the shortest monthly span for which a certain ratio becomes and remains less than one, that is, the ratio for which the absolute average percentage change of the trend-cycle of the seasonally adjusted series becomes greater than the absolute average per cent change of the irregular component. The MCD can be interpreted as the number of months over which a change in the seasonally adjusted series must move in a given direction before one can be reasonably certain that the trend-cycle of that series also has moved in the given direction. Clearly small MCD's are desirable and indicative of a smooth series. Applying a moving average to the seasonally adjusted data of MCD length tends to smooth irregular movements which may obscure the underlying trend-cycle. The MCD moving average provides a method of reducing all types of series to approximately the same degree of smoothness, whatever the size of the irregular component in the original series.

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.

5. Ladiray, D. and Quenneville, B. (2001). Seasonal Adjustment with the X-11 Method. New York: Springer-Verlag, Lecture Notes in Statistics #158.

6. MCD = 12 for North American passenger cars. MCD = 3 for Overseas passenger cars. MCD = 12 for Commercial vehicles.

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.