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New Motor Vehicle Sales

March 2008



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Statistics Canada
Distributive Trades Division

New Motor Vehicle Sales

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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

March 2008

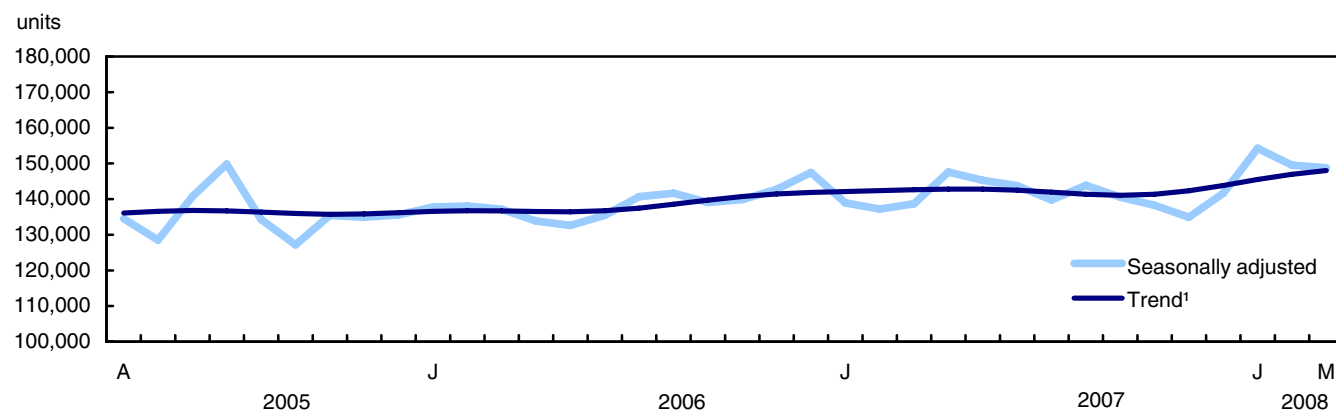
- Despite a slight decline in March, sales of new motor vehicles closed the first quarter of 2008 with their strongest gain since 1998.

Analysis – March 2008

Despite a slight decline in March, sales of new motor vehicles closed the first quarter of 2008 with their strongest gain since 1998.

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 148,796 new vehicles in March, down 0.5% from February.

Sales of both passenger cars and trucks declined more slowly in March compared with February. Sales of new trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) fell 0.6% while passenger car sales slipped 0.3%.

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

Strongest quarterly growth since 1998

After experiencing a downturn in the second half of 2007, new motor vehicle sales have resumed their upward swing. An exceptionally strong January powered a 9.1% gain in unit sales in the first quarter of 2008 compared with the fourth quarter of 2007. This was the strongest growth rate since the second quarter of 1998. Lower prices, additional rebates and incentives, such as better financing, along with a one percentage point reduction in the Goods and Services Tax, appear to have paid off for new car dealers.

This quarterly increase in units sold was driven almost entirely by strong sales of new passenger cars, which were up 17.8%, the largest increase since 1976. In particular, sales of overseas-built passenger cars have been rising rapidly since November 2007.

Sales up in seven provinces

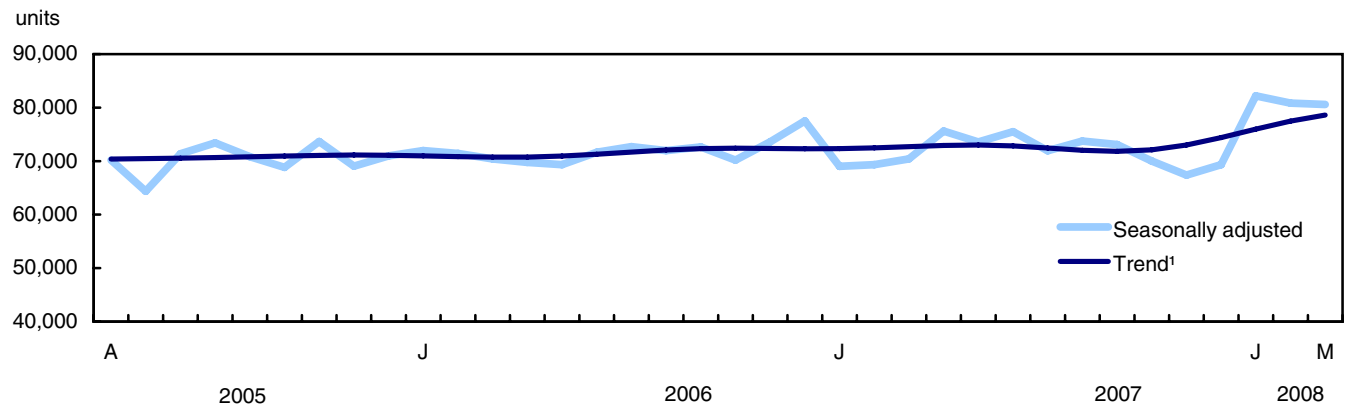
In March, significant drops in new motor vehicle sales in Quebec and Newfoundland and Labrador more than offset increased sales in most provinces. The significant declines in Newfoundland and Labrador and Quebec did not offset the extraordinary increases registered in January.

British Columbia led the provinces in March with an 8.1% increase in unit sales, the strongest monthly growth rate in the province in over three years.

The exceptionally strong performance of the first quarter of 2008 was concentrated in the Atlantic provinces and Quebec, where passenger cars account for most of the new motor vehicles sold.

Chart 2

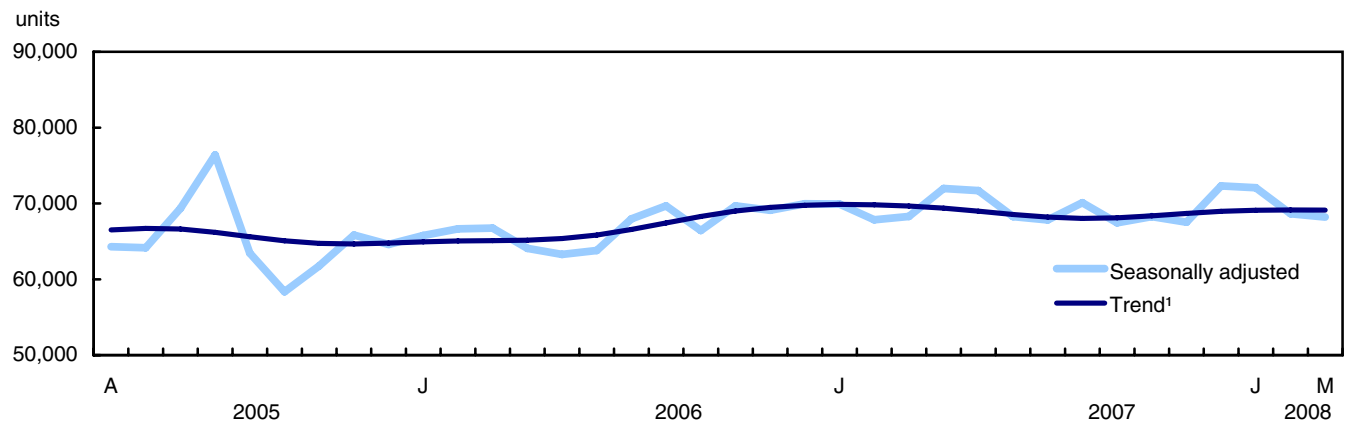
Passenger car sales, seasonally adjusted, in units, 2005 to 2008



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

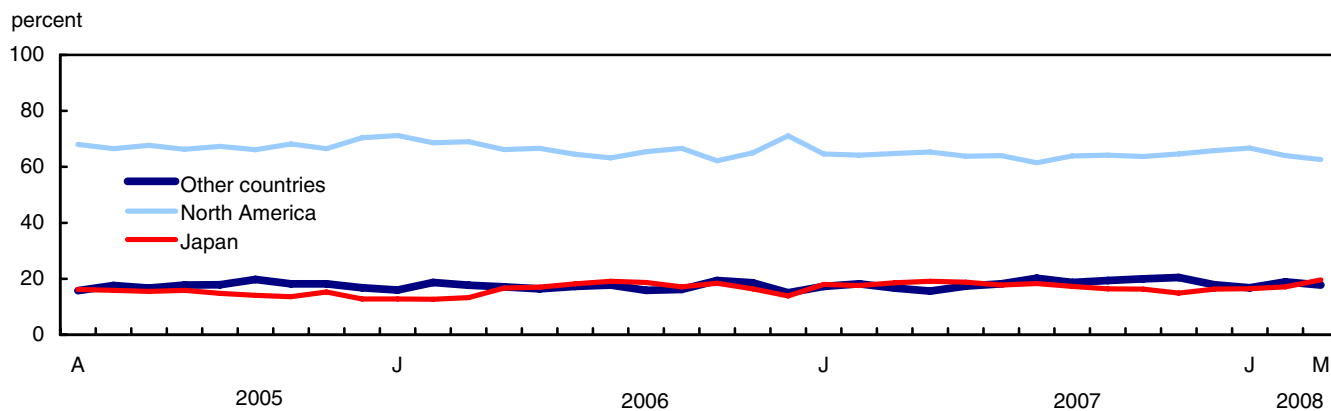
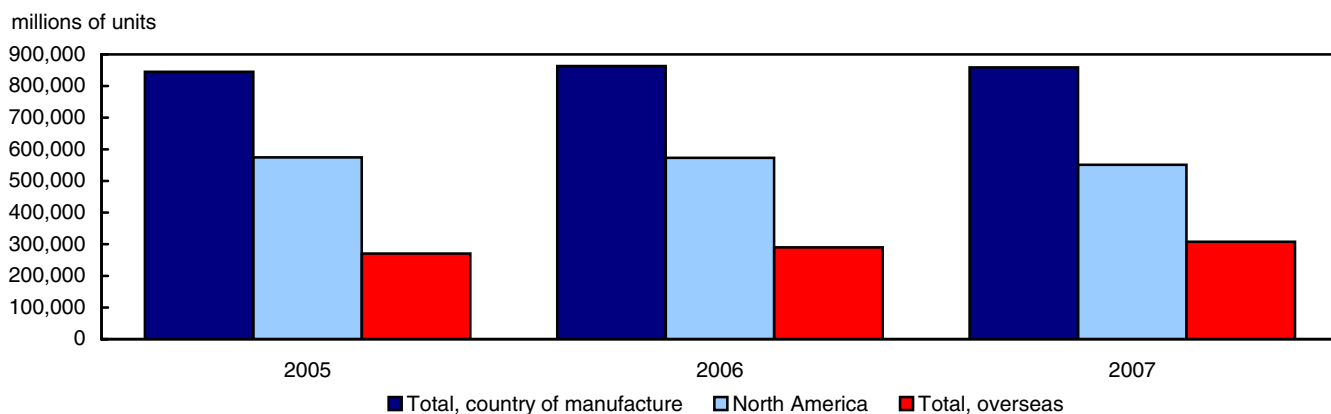


Chart 5

**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	105,546	11.8	34,557	25.2	8,571	11.3	8,719	17.7	51,847	21.4
February ^r	113,877	14.0	37,369	23.1	9,992	20.4	11,002	28.0	58,363	23.5
March ^p	153,455	-0.6	50,287	1.5	15,780	11.1	14,298	12.2	80,365	5.1

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	105,546	11.8	46,838	4.0	6,861	3.0	53,699	3.9
February ^r	113,877	14.0	48,315	4.8	7,199	10.7	55,514	5.5
March ^p	153,455	-0.6	62,715	-8.2	10,375	7.4	73,090	-6.3

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	3,385,689	8.5	860,657	26.8	208,430	8.6	250,349	10.1	1,319,435	20.1
February ^r	3,561,129	6.9	914,534	22.8	232,795	11.8	298,502	15.1	1,445,831	19.2
March ^p	4,811,263	-4.0	1,227,814	1.3	378,411	8.6	406,385	-1.1	2,012,610	2.1

See footnotes at the end of the table.

Table 1-2 – continued

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

	Total new motor vehicles		Trucks ¹					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
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	3,385,689	8.5	1,801,221	1.9	265,033	4.5	2,066,253	2.2
February ^r	3,561,129	6.9	1,841,178	-1.7	274,119	11.1	2,115,297	-0.2
March ^p	4,811,263	-4.0	2,415,367	-10.0	383,286	7.1	2,798,653	-8.0

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	25,449	-1.0	24,905	1.2	26,534	-4.4	24,318	-2.4	28,713	-6.5
February ^r	24,773	-3.4	24,473	-0.2	25,307	-8.6	23,298	-7.2	27,132	-10.1
March ^p	25,043	-2.8	24,416	-0.2	26,092	-7.4	23,980	-2.3	28,423	-11.8

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	51,847	100.0	34,557	66.7	8,571	16.5	8,719	16.8
February	58,363	100.0	37,369	64.0	9,992	17.1	11,002	18.9
March	80,365	100.0	50,287	62.6	15,780	19.6	14,298	17.8

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
Total, new motor vehicles						
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
2008 (no.)	153,455	2,530	452	4,990	3,509	39,498
2008 / 2007 %	-0.6	0.2	1.1	18.3	2.0	1.8
2006 (\$'000)	5,042,821	55,693	10,236	135,667	99,957	1,175,897
2007 (\$'000)	5,012,381	68,929	12,389	116,282	98,683	1,120,025
2008 (\$'000)	4,811,263	67,213	11,210	135,246	97,043	1,090,820
2008 / 2007 %	-4.0	-2.5	-9.5	16.3	-1.7	-2.6
Passenger cars, manufactured in North America						
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
2008 (no.)	50,287	897	213	2,025	1,351	14,157
2008 / 2007 %	1.5	-10.4	27.5	23.0	3.7	3.4
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
2008 (\$'000)	1,227,814	20,097	4,724	47,383	31,334	321,462
2008 / 2007 %	1.3	-10.6	22.2	23.6	4.4	0.5
Passenger cars, manufactured in Japan						
2006 (no.)	10,553	x	x	267	x	4,255
2007 (no.)	14,206	x	x	412	x	5,985
2008 (no.)	15,780	x	x	438	x	6,130
2008 / 2007 %	11.1	x	x	6.3	x	2.4
2006 (\$'000)	264,322	x	x	6,539	x	97,177
2007 (\$'000)	348,605	x	x	9,351	x	133,197
2008 (\$'000)	378,411	x	x	9,492	x	133,852
2008 / 2007 %	8.6	x	x	1.5	x	0.5
Passenger cars, manufactured in other countries						
2006 (no.)	14,062	x	x	376	x	5,563
2007 (no.)	12,741	x	x	343	x	4,358
2008 (no.)	14,298	x	x	544	x	5,314
2008 / 2007 %	12.2	x	x	58.6	x	21.9
2006 (\$'000)	428,915	x	x	7,915	x	145,525
2007 (\$'000)	410,805	x	x	7,846	x	123,448
2008 (\$'000)	406,385	x	x	10,873	x	131,038
2008 / 2007 %	-1.1	x	x	38.6	x	6.1
Trucks ¹ , manufactured in North America						
2006 (no.)	65,037	x	x	1,749	1,385	11,570
2007 (no.)	68,305	x	x	1,643	1,533	12,391
2008 (no.)	62,715	x	x	1,748	1,427	11,264
2008 / 2007 %	-8.2	x	x	6.4	-6.9	-9.1
2006 (\$'000)	2,570,492	x	x	61,849	51,673	457,985
2007 (\$'000)	2,683,279	x	x	54,539	54,280	458,910
2008 (\$'000)	2,415,367	x	x	59,670	49,254	410,729
2008 / 2007 %	-10.0	x	x	9.4	-9.3	-10.5
Trucks ¹ , manufactured overseas						
2006 (no.)	11,590	x	x	255	213	2,952
2007 (no.)	9,658	x	x	174	140	2,373
2008 (no.)	10,375	x	x	235	156	2,633
2008 / 2007 %	7.4	x	x	35.1	11.4	11.0
2006 (\$'000)	415,246	x	x	8,411	6,608	101,155
2007 (\$'000)	357,729	x	x	6,221	4,497	84,519
2008 (\$'000)	383,286	x	x	7,827	5,054	93,740
2008 / 2007 %	7.1	x	x	25.8	12.4	10.9

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 and the Territories
Total, new motor vehicles						
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
2008 (no.)	153,455	53,737	4,521	4,368	22,403	17,447
2008 / 2007 %	-0.6	-1.7	3.8	17.6	-6.2	-5.3
2006 (\$'000)	5,042,821	1,939,545	144,463	118,347	763,412	599,605
2007 (\$'000)	5,012,381	1,815,398	155,277	135,415	862,070	627,915
2008 (\$'000)	4,811,263	1,748,108	148,649	154,133	795,434	563,407
2008 / 2007 %	-4.0	-3.7	-4.3	13.8	-7.7	-10.3
Passenger cars, manufactured in North America						
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
2008 (no.)	50,287	19,122	1,308	1,044	5,479	4,691
2008 / 2007 %	1.5	0.7	1.7	23.4	-3.6	-4.8
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
2008 (\$'000)	1,227,814	485,484	32,661	25,633	140,948	118,087
2008 / 2007 %	1.3	1.3	2.6	20.7	-1.6	-2.8
Passenger cars, manufactured in Japan						
2006 (no.)	10,553	3,194	173	96	847	1,483
2007 (no.)	14,206	3,916	210	102	1,271	1,854
2008 (no.)	15,780	4,420	330	203	1,484	2,304
2008 / 2007 %	11.1	12.9	57.1	99.0	16.8	24.3
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
2008 (\$'000)	378,411	115,863	7,951	5,226	39,739	56,572
2008 / 2007 %	8.6	6.6	46.0	85.4	22.0	21.0
Passenger cars, manufactured in other countries						
2006 (no.)	14,062	4,623	173	118	901	1,731
2007 (no.)	12,741	4,338	205	135	1,092	1,811
2008 (no.)	14,298	4,559	287	240	1,161	1,623
2008 / 2007 %	12.2	5.1	40.0	77.8	6.3	-10.4
2006 (\$'000)	428,915	165,458	4,620	2,515	29,492	62,230
2007 (\$'000)	410,805	161,261	5,592	4,002	38,279	60,533
2008 (\$'000)	406,385	150,036	7,090	6,027	36,503	53,982
2008 / 2007 %	-1.1	-7.0	26.8	50.6	-4.6	-10.8
Trucks ¹ , manufactured in North America						
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
2008 (no.)	62,715	21,864	2,342	2,615	12,639	7,559
2008 / 2007 %	-8.2	-8.9	-2.9	8.2	-11.2	-10.8
2006 (\$'000)	2,570,492	957,184	92,192	82,028	526,342	306,707
2007 (\$'000)	2,683,279	936,444	103,345	99,578	588,101	347,209
2008 (\$'000)	2,415,367	854,269	92,078	107,893	516,407	285,217
2008 / 2007 %	-10.0	-8.8	-10.9	8.4	-12.2	-17.9
Trucks ¹ , manufactured overseas						
2006 (no.)	11,590	4,461	348	225	1,432	1,554
2007 (no.)	9,658	3,422	245	215	1,598	1,357
2008 (no.)	10,375	3,772	254	266	1,640	1,270
2008 / 2007 %	7.4	10.2	3.7	23.7	2.6	-6.4
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
2008 (\$'000)	383,286	142,455	8,868	9,356	61,836	49,549
2008 / 2007 %	7.1	10.0	-2.1	20.2	3.3	-4.5

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.	%
2006										
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 and the Territories¹	42,175	8.1	13,270	6.1	3,271	12.2	3,860	20.9	20,401	9.6
Canada	346,152	2.9	119,643	2.1	22,410	5.3	30,252	8.7	172,305	3.6
2007										
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 and the Territories¹	44,182	4.8	11,887	-10.4	4,364	33.4	4,246	10.0	20,497	0.5
Canada	348,740	0.7	107,495	-10.2	30,209	34.8	28,744	-5.0	166,448	-3.4
2008										
Newfoundland and Labrador	6,253	26.5	2,307	30.4	x	x	x	x	3,237	31.6
Prince Edward Island	1,095	13.1	467	21.0	x	x	x	x	627	20.6
Nova Scotia	11,621	25.5	4,574	35.5	955	16.7	1,283	59.6	6,812	36.3
New Brunswick	8,174	9.3	3,115	14.5	x	x	x	x	4,375	17.4
Quebec	94,294	13.9	34,031	19.3	12,855	8.1	12,708	31.9	59,594	19.1
Ontario	129,639	4.2	45,975	10.6	10,042	13.3	10,684	8.8	66,701	10.7
Manitoba	10,557	10.7	3,310	20.3	676	51.2	634	36.6	4,620	26.2
Saskatchewan	10,533	22.7	2,573	37.2	424	79.7	480	57.9	3,477	43.9
Alberta	56,553	-0.1	14,027	11.1	3,319	21.6	2,681	7.0	20,027	12.2
British Columbia and the Territories¹	44,159	-0.1	11,834	-0.4	5,159	18.2	4,112	-3.2	21,105	3.0
Canada	372,878	6.9	122,213	13.7	34,343	13.7	34,019	18.4	190,575	14.5

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 March

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	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 and the Territories ¹	42,175	8.1	18,266	5.7	3,508	11.9	21,774	6.7
Canada	346,152	2.9	148,428	1.2	25,419	8.4	173,847	2.2
2007								
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 and the Territories ¹	44,182	4.8	20,100	10.0	3,585	2.2	23,685	8.8
Canada	348,740	0.7	159,470	7.4	22,822	-10.2	182,292	4.9
2008								
Newfoundland and Labrador	6,253	26.5	x	x	x	x	3,016	21.5
Prince Edward Island	1,095	13.1	x	x	x	x	468	4.5
Nova Scotia	11,621	25.5	4,261	12.3	548	17.1	4,809	12.8
New Brunswick	8,174	9.3	3,400	0.6	399	7.3	3,799	1.3
Quebec	94,294	13.9	28,669	4.7	6,031	12.4	34,700	6.0
Ontario	129,639	4.2	53,997	-3.6	8,941	10.1	62,938	-1.9
Manitoba	10,557	10.7	5,336	0.4	601	7.3	5,937	1.0
Saskatchewan	10,533	22.7	6,486	14.2	570	16.8	7,056	14.4
Alberta	56,553	-0.1	32,800	-6.8	3,726	5.6	36,526	-5.7
British Columbia and the Territories ¹	44,159	-0.1	19,810	-1.4	3,244	-9.5	23,054	-2.7
Canada	372,878	6.9	157,868	-1.0	24,435	7.1	182,303	0.0

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 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	%
2006										
Newfoundland and Labrador	117,745	-7.6	34,175	-14.7	x	x	x	x	46,087	-12.2
Prince Edward Island	23,276	3.6	8,692	12.8	x	x	x	x	11,221	15.2
Nova Scotia	289,693	13.7	102,401	21.8	13,225	46.9	20,557	34.1	136,184	25.7
New Brunswick	213,632	2.2	65,152	-1.6	x	x	x	x	84,398	2.4
Quebec	2,433,170	-2.0	742,026	-4.2	197,883	7.6	278,811	9.1	1,218,720	0.4
Ontario	4,321,734	-0.5	1,237,781	3.4	186,112	10.0	354,418	13.1	1,778,311	5.9
Manitoba	318,229	-3.4	67,584	-10.3	8,638	9.7	10,789	-3.7	87,013	-7.8
Saskatchewan	275,399	4.6	51,767	8.6	5,787	12.4	7,015	-7.7	64,568	6.9
Alberta	1,885,289	18.4	348,833	17.8	53,317	26.0	66,312	4.4	468,463	16.5
British Columbia and the Territories¹	1,424,141	10.3	328,838	7.7	84,068	15.5	136,084	22.3	548,991	12.2
Canada	11,302,304	3.5	2,987,253	3.2	560,686	12.1	896,019	12.2	4,443,957	6.0
2007										
Newfoundland and Labrador	138,622	17.7	39,929	16.8	x	x	x	x	54,458	18.2
Prince Edward Island	26,114	12.2	8,863	2.0	x	x	x	x	11,608	3.4
Nova Scotia	269,313	-7.0	78,682	-23.2	19,066	44.2	17,689	-14.0	115,437	-15.2
New Brunswick	224,135	4.9	62,858	-3.5	x	x	x	x	84,298	-0.1
Quebec	2,424,688	-0.3	667,053	-10.1	263,362	33.1	258,821	-7.2	1,189,234	-2.4
Ontario	4,135,521	-4.3	1,052,347	-15.0	245,357	31.8	354,559	0.0	1,652,264	-7.1
Manitoba	343,670	8.0	67,609	0.0	11,570	33.9	12,179	12.9	91,358	5.0
Saskatchewan	314,808	14.3	46,979	-9.2	6,576	13.6	8,283	18.1	61,837	-4.2
Alberta	2,060,730	9.3	318,199	-8.8	72,994	36.9	83,171	25.4	474,364	1.3
British Columbia and the Territories¹	1,526,023	7.2	293,204	-10.8	111,513	32.6	142,522	4.7	547,239	-0.3
Canada	11,463,619	1.4	2,635,723	-11.8	748,756	33.5	897,615	0.2	4,282,095	-3.6
2008										
Newfoundland and Labrador	172,120	24.2	52,907	32.5	x	x	x	x	71,007	30.4
Prince Edward Island	28,217	8.1	10,492	18.4	x	x	x	x	13,583	17.0
Nova Scotia	324,531	20.5	109,249	38.8	20,855	9.4	26,425	49.4	156,529	35.6
New Brunswick	237,289	5.9	72,486	15.3	x	x	x	x	97,591	15.8
Quebec	2,652,998	9.4	783,725	17.5	279,080	6.0	305,164	17.9	1,367,968	15.0
Ontario	4,173,723	0.9	1,167,063	10.9	260,934	6.3	352,924	-0.5	1,780,921	7.8
Manitoba	346,860	0.9	82,362	21.8	15,937	37.7	15,482	27.1	113,782	24.5
Saskatchewan	372,332	18.3	63,343	34.8	11,021	67.6	11,761	42.0	86,123	39.3
Alberta	1,988,097	-3.5	362,668	14.0	86,182	18.1	81,028	-2.6	529,879	11.7
British Columbia and the Territories¹	1,461,912	-4.2	298,710	1.9	126,863	13.8	134,921	-5.3	560,495	2.4
Canada	11,758,081	2.6	3,003,005	13.9	819,636	9.5	955,236	6.4	4,777,876	11.6

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 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	117,745	-7.6	x	x	x	x	71,658	-4.3
Prince Edward Island	23,276	3.6	x	x	x	x	12,054	-5.3
Nova Scotia	289,693	13.7	132,843	2.1	20,665	27.3	153,508	4.9
New Brunswick	213,632	2.2	113,888	-2.3	15,345	52.8	129,233	2.1
Quebec	2,433,170	-2.0	1,001,541	-4.8	212,909	-1.7	1,214,450	-4.3
Ontario	4,321,734	-0.5	2,175,245	-6.3	368,178	7.1	2,543,422	-4.6
Manitoba	318,229	-3.4	207,797	-5.3	23,417	50.8	231,216	-1.6
Saskatchewan	275,399	4.6	193,728	3.6	17,102	7.5	210,831	3.9
Alberta	1,885,289	18.4	1,302,143	18.5	114,684	24.9	1,416,826	19.0
British Columbia and the Territories ¹	1,424,141	10.3	742,515	8.3	132,635	13.4	875,151	9.1
Canada	11,302,304	3.5	5,942,467	0.9	915,881	9.3	6,858,347	2.0
2007								
Newfoundland and Labrador	138,622	17.7	x	x	x	x	84,163	17.5
Prince Edward Island	26,114	12.2	x	x	x	x	14,506	20.3
Nova Scotia	269,313	-7.0	137,535	3.5	16,340	-20.9	153,875	0.2
New Brunswick	224,135	4.9	127,318	11.8	12,520	-18.4	139,838	8.2
Quebec	2,424,688	-0.3	1,041,212	4.0	194,241	-8.8	1,235,454	1.7
Ontario	4,135,521	-4.3	2,169,886	-0.2	313,371	-14.9	2,483,257	-2.4
Manitoba	343,670	8.0	231,847	11.6	20,465	-12.6	252,312	9.1
Saskatchewan	314,808	14.3	235,170	21.4	17,801	4.1	252,970	20.0
Alberta	2,060,730	9.3	1,451,955	11.5	134,411	17.2	1,586,366	12.0
British Columbia and the Territories ¹	1,526,023	7.2	840,945	13.3	137,839	3.9	978,783	11.8
Canada	11,463,619	1.4	6,323,544	6.4	857,981	-6.3	7,181,524	4.7
2008								
Newfoundland and Labrador	172,120	24.2	x	x	x	x	101,114	20.1
Prince Edward Island	28,217	8.1	x	x	x	x	14,636	0.9
Nova Scotia	324,531	20.5	149,250	8.5	18,751	14.8	168,002	9.2
New Brunswick	237,289	5.9	126,712	-0.5	12,986	3.7	139,698	-0.1
Quebec	2,652,998	9.4	1,069,536	2.7	215,492	10.9	1,285,029	4.0
Ontario	4,173,723	0.9	2,043,669	-5.8	349,133	11.4	2,392,802	-3.6
Manitoba	346,860	0.9	211,775	-8.7	21,305	4.1	233,079	-7.6
Saskatchewan	372,332	18.3	265,989	13.1	20,222	13.6	286,210	13.1
Alberta	1,988,097	-3.5	1,315,786	-9.4	142,432	6.0	1,458,218	-8.1
British Columbia and the Territories ¹	1,461,912	-4.2	770,902	-8.3	130,516	-5.3	901,418	-7.9
Canada	11,758,081	2.6	6,057,766	-4.2	922,438	7.5	6,980,203	-2.8

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	134,927	-2.4	44,066	-4.0	23,330	-3.2	67,531	-1.1
December	141,649	5.0	43,062	-2.3	26,270	12.6	72,317	7.1
2008								
January ^r	154,272	8.9	53,398	24.0	28,795	9.6	72,079	-0.3
February ^r	149,489	-3.1	50,208	-6.0	30,639	6.4	68,642	-4.8
March ^p	148,796	-0.5	47,875	-4.6	32,724	6.8	68,197	-0.6

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	141,649	2,412	463	4,203	3,082	33,888
2008						
January ^r	154,272	3,075	512	4,772	3,285	39,965
February ^r	149,489	3,273	488	4,747	3,318	40,460
March ^p	148,796	2,572	501	4,988	3,269	37,566

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	134,927	47,533	3,945	3,895	21,048	16,480
December	141,649	51,004	4,052	4,220	21,484	16,841
2008						
January	154,272	54,570	4,350	4,366	22,116	17,261
February	149,489	50,991	4,204	4,345	21,388	16,275
March	148,796	51,220	4,259	4,679	22,145	17,597

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.