

Catalogue no. 63-007-X

# New Motor Vehicle Sales

February 2012



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Statistics Canada  
Distributive Trades Division

# New Motor Vehicle Sales

February 2012

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# User information

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## Symbols

The following standard symbols are used in Statistics Canada publications:

- . not available for any reference period
- .. not available for a specific reference period
- ... not applicable
- 0 true zero or a value rounded to zero
- 0<sup>s</sup> value rounded to 0 (zero) where there is a meaningful distinction between true zero and the value that was rounded
- p preliminary
- r revised
- x suppressed to meet the confidentiality requirements of the *Statistics Act*
- E use with caution
- F too unreliable to be published
- \* significantly different from reference category ( $p < 0.05$ )

## Note to users

Figures may not add up to totals because of rounding.

### User information:

This is the last release of the monthly New Motor Vehicle Sales publication. Effective on May 14, 2012, with the release of data for the March 2012 reference month, only unadjusted data on new motor vehicle sales will be available. The unadjusted data will continue to be available on CANSIM table 79-0003. Seasonally adjusted data will no longer be available.

## Acknowledgements

This publication was prepared under the direction of:

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## Highlights

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### February 2012

The number of new motor vehicles sold in February declined 6.7% to 141,589 units, partially offsetting January's gain. Lower sales in Ontario and Quebec accounted for over three-quarters of the national decrease.

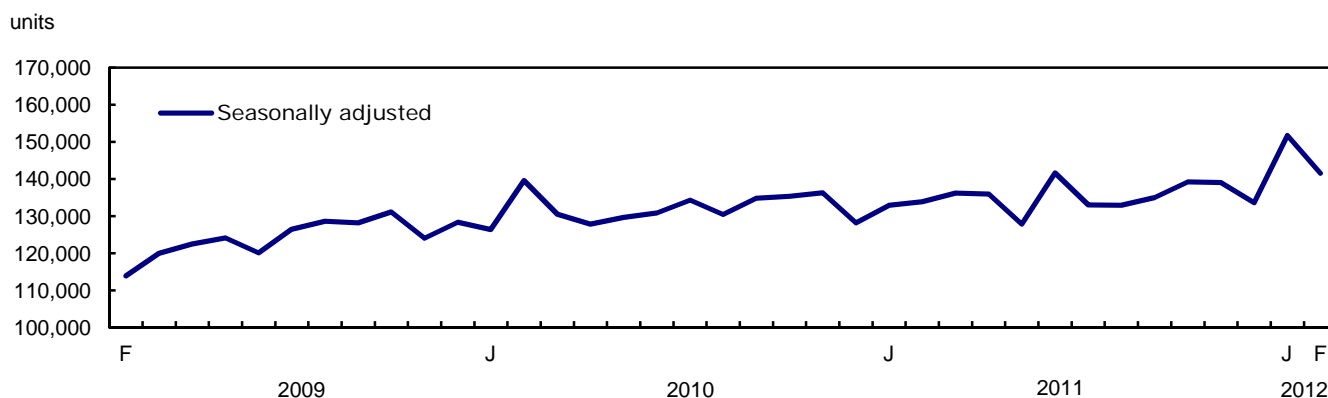
## Analysis – February 2012

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The number of new motor vehicles sold in February declined 6.7% to 141,589 units, partially offsetting January's gain. Lower sales in Ontario and Quebec accounted for over three-quarters of the national decrease.

Chart 1

New motor vehicle sales, seasonally adjusted, in units, 2009 to 2012



Preliminary industry data indicate that the number of new motor vehicles sold in March declined 2%.

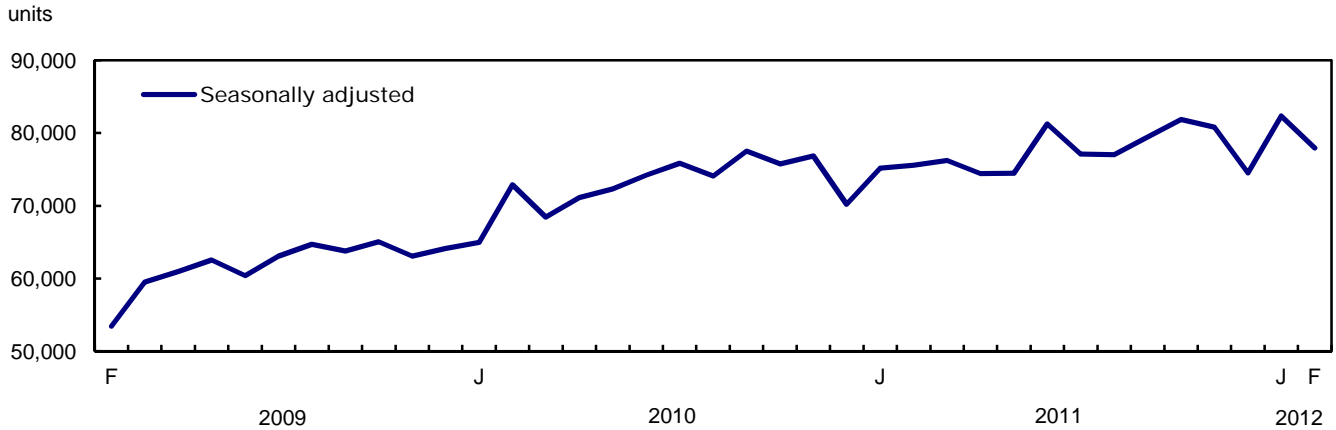
### Sales decrease for both passenger cars and trucks

Passenger car sales in February decreased 8.3%, partially offsetting gains in January. Sales of North American-built passenger cars accounted for most of the decline, falling 10.9%. Following five consecutive monthly increases, sales of overseas-built passenger cars declined 3.9%.

Sales of trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) decreased 5.3% in February, the third decline in four months. February's decline did not offset January's increase.



**Chart 2**  
**Truck, van and bus sales, seasonally adjusted, in units, 2009 to 2012**



**Sales decrease most in Ontario and Quebec**

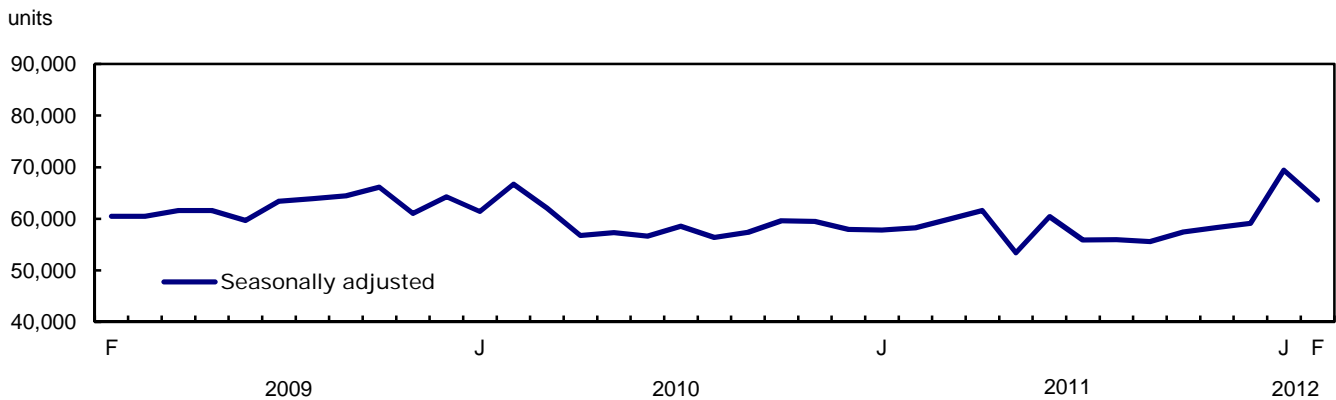
New motor vehicle sales were down in seven provinces in February. Sales decreased most in Ontario and Quebec.

The number of new motor vehicles sold in Ontario fell 9.5%. This decrease partially offset a 21.4% gain in January. Sales in this province have been trending upward since mid-2011.

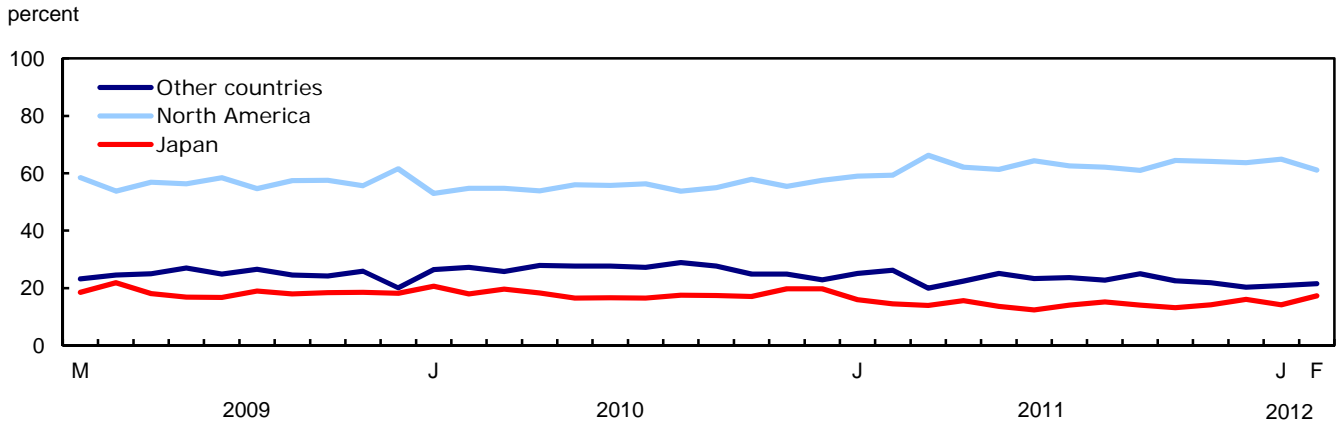
Following five consecutive monthly increases, sales of new motor vehicles in Quebec fell 9.1%.

Sales in Saskatchewan (+2.6%) advanced for a third month in a row. Sales in this province have been trending upward since mid-2010.

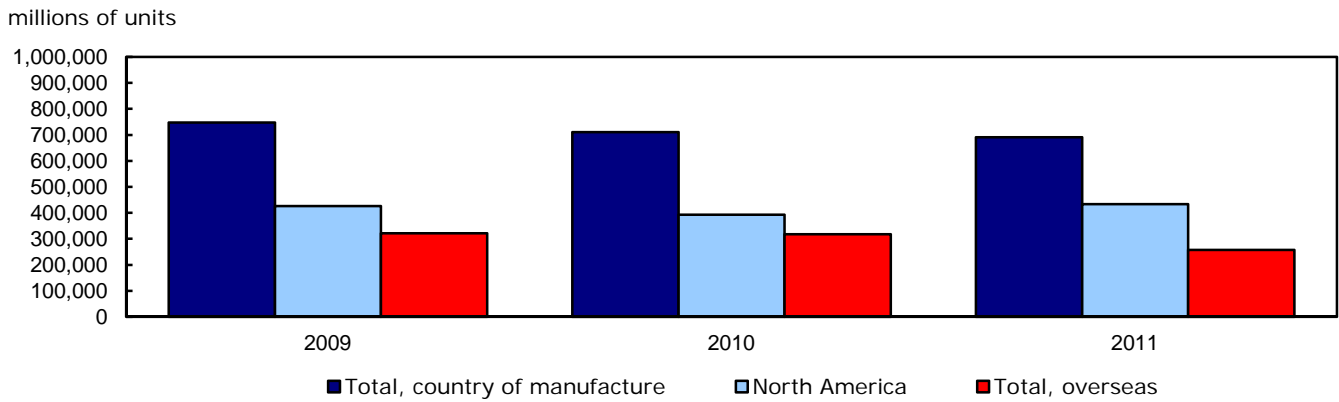
**Chart 3**  
**Passenger car sales, seasonally adjusted, in units, 2009 to 2012**



**Chart 4**  
**Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2009 to 2012**



**Chart 5**  
**Cumulative sales of new passenger cars, by origin, in units, 2009 to 2011**  
**January to December**



## Related products

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### Selected publications from Statistics Canada

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63-005-X	Retail Trade
63-210-X	Retail Chain and Department Stores
63-236-X	Wholesaling and Retailing in Canada
63-541-X	Retail Commodity Survey, 1989
63F0006X	New Motor Vehicle Sales Seasonal Factors

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### Selected CANSIM tables from Statistics Canada

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

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

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

# Statistical tables

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

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	number	%	number	%	number	%	number	%	number	%
<b>2010</b>										
January	83,512	6.0	18,910	-12.4	7,361	6.6	9,403	29.6	35,674	-0.2
February	101,788	24.1	24,871	7.5	8,180	8.2	12,366	22.5	45,417	11.4
March	148,052	14.0	38,427	0.2	13,746	13.2	18,079	18.9	70,252	6.9
April	152,187	4.2	37,922	-6.3	12,908	-21.4	19,682	6.7	70,512	-6.4
May	157,082	0.7	41,793	-11.8	12,296	-18.1	20,591	-1.0	74,680	-10.2
June	156,891	11.7	40,601	-2.5	12,069	-2.7	20,212	1.2	72,882	-1.5
July	150,800	6.5	38,018	-11.4	11,170	-8.7	18,394	0.6	67,582	-8.0
August	138,210	0.9	32,796	-12.1	10,669	-17.6	17,632	-2.7	61,097	-10.7
September	137,349	4.6	32,803	-15.3	10,398	-14.6	16,449	-0.6	59,650	-11.6
October	125,731	1.7	32,086	-9.1	9,496	-15.8	13,809	-7.0	55,391	-9.8
November	118,521	13.3	28,371	-0.5	10,069	6.2	12,763	-3.9	51,203	-0.1
December	114,376	0.7	26,372	-16.0	9,027	-2.9	10,475	2.2	45,874	-9.9
<b>Year</b>	1,584,499	6.7	392,970	-7.9	127,389	-7.6	189,855	3.7	710,214	-5.0
<b>2011</b>										
January	86,320	3.4	18,983	0.4	5,131	-30.3	8,069	-14.2	32,183	-9.8
February	98,147	-3.6	23,456	-5.7	5,735	-29.9	10,388	-16.0	39,579	-12.9
March	156,452	5.7	45,830	19.3	9,636	-29.9	13,789	-23.7	69,255	-1.4
April	162,613	6.9	46,962	23.8	11,774	-8.8	16,948	-13.9	75,684	7.3
May	152,064	-3.2	42,526	1.8	9,433	-23.3	17,444	-15.3	69,403	-7.1
June	168,119	7.2	49,009	20.7	9,482	-21.4	17,782	-12.0	76,273	4.7
July	144,171	-4.4	39,273	3.3	8,776	-21.4	14,819	-19.4	62,868	-7.0
August	143,653	3.9	37,489	14.3	9,164	-14.1	13,733	-22.1	60,386	-1.2
September	137,660	0.2	34,587	5.4	7,934	-23.7	14,154	-14.0	56,675	-5.0
October	129,049	2.6	33,743	5.2	6,860	-27.8	11,761	-14.8	52,364	-5.5
November	124,466	5.0	32,521	14.6	7,134	-29.1	11,108	-13.0	50,763	-0.9
December	117,863	3.0	29,073	10.2	7,327	-18.8	9,246	-11.7	45,646	-0.5
<b>Year</b>	1,620,577	2.3	433,452	10.3	98,386	-22.8	159,241	-16.1	691,079	-2.7
<b>2012</b>										
January	100,448	16.4	26,345	38.8	5,738	11.8	8,502	5.4	40,585	26.1
February	109,817	11.9	28,295	20.6	8,027	40.0	9,960	-4.1	46,282	16.9

See notes at the end of the table.

Table 1-1 – continued

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

	Total new motor vehicles		Trucks <sup>1</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	number	%	number	%	number	%	number	%
<b>2010</b>								
January	83,512	6.0	41,566	12.4	6,272	3.0	47,838	11.1
February	101,788	24.1	49,174	40.7	7,197	14.0	56,371	36.6
March	148,052	14.0	67,511	20.3	10,289	28.1	77,800	21.3
April	152,187	4.2	71,606	15.7	10,069	14.3	81,675	15.5
May	157,082	0.7	72,163	14.3	10,239	5.3	82,402	13.1
June	156,891	11.7	73,745	29.2	10,264	9.7	84,009	26.5
July	150,800	6.5	72,977	24.6	10,241	6.4	83,218	22.0
August	138,210	0.9	67,408	13.0	9,705	8.5	77,113	12.4
September	137,349	4.6	68,393	24.2	9,306	6.3	77,699	21.8
October	125,731	1.7	60,511	11.9	9,829	21.0	70,340	13.1
November	118,521	13.3	57,748	25.1	9,570	33.6	67,318	26.2
December	114,376	0.7	58,530	5.0	9,972	43.6	68,502	9.3
<b>Year</b>	1,584,499	6.7	761,332	19.1	112,953	15.4	874,285	18.6
<b>2011</b>								
January	86,320	3.4	45,268	8.9	8,869	41.4	54,137	13.2
February	98,147	-3.6	49,028	-0.3	9,540	32.6	58,568	3.9
March	156,452	5.7	74,065	9.7	13,132	27.6	87,197	12.1
April	162,613	6.9	73,899	3.2	13,030	29.4	86,929	6.4
May	152,064	-3.2	70,239	-2.7	12,422	21.3	82,661	0.3
June	168,119	7.2	78,349	6.2	13,497	31.5	91,846	9.3
July	144,171	-4.4	69,086	-5.3	12,217	19.3	81,303	-2.3
August	143,653	3.9	70,217	4.2	13,050	34.5	83,267	8.0
September	137,660	0.2	67,039	-2.0	13,946	49.9	80,985	4.2
October	129,049	2.6	64,002	5.8	12,683	29.0	76,685	9.0
November	124,466	5.0	60,398	4.6	13,305	39.0	73,703	9.5
December	117,863	3.0	61,451	5.0	10,766	8.0	72,217	5.4
<b>Year</b>	1,620,577	2.3	783,041	2.9	146,457	29.7	929,498	6.3
<b>2012</b>								
January	100,448	16.4	49,790	10.0	10,073	13.6	59,863	10.6
February	109,817	11.9	52,932	8.0	10,603	11.1	63,535	8.5

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	%
<b>2010</b>										
January	2,834,682	14.6	469,745	-7.4	177,970	7.4	288,085	36.2	935,801	5.8
February	3,307,185	29.4	608,747	10.5	198,112	9.9	379,243	29.8	1,186,103	15.9
March	4,817,510	19.7	942,317	1.9	340,711	18.9	572,310	21.7	1,855,338	10.3
April	4,974,619	12.7	949,951	-2.8	323,502	-12.0	629,029	19.3	1,902,482	1.6
May	4,990,170	3.4	1,023,559	-11.4	304,179	-15.1	650,251	6.0	1,977,988	-7.0
June	5,090,394	14.1	991,474	-3.8	310,286	2.3	655,935	6.4	1,957,694	0.4
July	4,853,046	11.0	933,565	-9.1	280,458	-8.1	584,975	7.3	1,798,998	-4.2
August	4,521,798	3.6	798,994	-11.6	259,445	-18.1	558,506	2.1	1,616,945	-8.5
September	4,549,860	9.2	797,687	-13.7	254,411	-13.1	540,414	8.1	1,592,511	-7.2
October	4,216,887	4.5	778,456	-10.6	238,846	-12.3	475,029	1.2	1,492,330	-7.4
November	4,054,432	18.0	709,588	0.4	245,589	4.6	449,176	8.3	1,404,353	3.6
December	4,105,026	7.9	654,931	-14.8	222,015	-0.8	384,946	17.5	1,261,892	-4.4
<b>Year</b>	<b>52,315,609</b>	<b>11.5</b>	<b>9,659,014</b>	<b>-6.6</b>	<b>3,155,524</b>	<b>-4.6</b>	<b>6,167,899</b>	<b>11.4</b>	<b>18,982,435</b>	<b>-1.1</b>
<b>2011</b>										
January	2,965,868	4.6	466,626	-0.7	126,283	-29.0	270,123	-6.2	863,031	-7.8
February	3,359,312	1.6	568,105	-6.7	138,885	-29.9	349,046	-8.0	1,056,037	-11.0
March	5,159,286	7.1	1,069,637	13.5	239,552	-29.7	491,505	-14.1	1,800,694	-2.9
April	5,325,409	7.1	1,131,746	19.1	283,427	-12.4	588,270	-6.5	2,003,443	5.3
May	5,051,223	1.2	1,049,241	2.5	225,002	-26.0	586,880	-9.7	1,861,123	-5.9
June	5,541,638	8.9	1,222,406	23.3	211,350	-31.9	599,971	-8.5	2,033,727	3.9
July	4,693,564	-3.3	981,319	5.1	198,025	-29.4	489,348	-16.3	1,668,693	-7.2
August	4,780,998	5.7	939,098	17.5	206,380	-20.5	462,090	-17.3	1,607,567	-0.6
September	4,669,021	2.6	853,035	6.9	196,997	-22.6	485,911	-10.1	1,535,943	-3.6
October	4,437,146	5.2	818,568	5.2	177,322	-25.8	420,205	-11.5	1,416,094	-5.1
November	4,167,963	2.8	771,669	8.7	169,779	-30.9	410,139	-8.7	1,351,587	-3.8
December	3,974,503	-3.2	698,069	6.6	172,526	-22.3	339,879	-11.7	1,210,474	-4.1
<b>Year</b>	<b>54,125,931</b>	<b>3.5</b>	<b>10,569,519</b>	<b>9.4</b>	<b>2,345,528</b>	<b>-25.7</b>	<b>5,493,367</b>	<b>-10.9</b>	<b>18,408,413</b>	<b>-3.0</b>
<b>2012</b>										
January	3,348,298	12.9	630,663	35.2	140,362	11.1	296,136	9.6	1,067,161	23.7
February	3,679,112	9.5	692,912	22.0	194,889	40.3	347,748	-0.4	1,235,549	17.0

See notes at the end of the table.

Table 1-2 – continued

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

	Total new motor vehicles		Trucks <sup>1</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2010</b>								
January	2,834,682	14.6	1,645,833	21.5	253,049	7.7	1,898,881	19.4
February	3,307,185	29.4	1,837,516	42.7	283,567	16.2	2,121,082	38.5
March	4,817,510	19.7	2,549,284	25.7	412,888	31.5	2,962,172	26.5
April	4,974,619	12.7	2,671,908	21.7	400,230	15.2	3,072,138	20.8
May	4,990,170	3.4	2,615,304	12.9	396,878	3.7	3,012,182	11.6
June	5,090,394	14.1	2,729,176	27.6	403,524	8.6	3,132,699	24.7
July	4,853,046	11.0	2,647,060	24.9	406,988	8.6	3,054,048	22.4
August	4,521,798	3.6	2,516,585	12.2	388,269	9.6	2,904,853	11.8
September	4,549,860	9.2	2,573,332	22.7	384,017	8.9	2,957,349	20.7
October	4,216,887	4.5	2,326,945	11.2	397,611	19.6	2,724,556	12.4
November	4,054,432	18.0	2,276,030	27.8	374,048	24.7	2,650,078	27.3
December	4,105,026	7.9	2,460,958	12.2	382,176	30.7	2,843,134	14.4
<b>Year</b>	<b>52,315,609</b>	<b>11.5</b>	<b>28,849,931</b>	<b>21.0</b>	<b>4,483,245</b>	<b>14.9</b>	<b>33,333,172</b>	<b>20.1</b>
<b>2011</b>								
January	2,965,868	4.6	1,767,583	7.4	335,254	32.5	2,102,837	10.7
February	3,359,312	1.6	1,937,636	5.4	365,640	28.9	2,303,276	8.6
March	5,159,286	7.1	2,857,077	12.1	501,516	21.5	3,358,593	13.4
April	5,325,409	7.1	2,823,472	5.7	498,495	24.6	3,321,967	8.1
May	5,051,223	1.2	2,714,825	3.8	475,275	19.8	3,190,100	5.9
June	5,541,638	8.9	3,007,699	10.2	500,212	24.0	3,507,911	12.0
July	4,693,564	-3.3	2,579,350	-2.6	445,521	9.5	3,024,871	-1.0
August	4,780,998	5.7	2,695,535	7.1	477,896	23.1	3,173,431	9.2
September	4,669,021	2.6	2,625,290	2.0	507,789	32.2	3,133,079	5.9
October	4,437,146	5.2	2,551,206	9.6	469,846	18.2	3,021,052	10.9
November	4,167,963	2.8	2,324,843	2.1	491,534	31.4	2,816,377	6.3
December	3,974,503	-3.2	2,352,675	-4.4	411,354	7.6	2,764,029	-2.8
<b>Year</b>	<b>54,125,931</b>	<b>3.5</b>	<b>30,237,191</b>	<b>4.8</b>	<b>5,480,332</b>	<b>22.2</b>	<b>35,717,523</b>	<b>7.2</b>
<b>2012</b>								
January	3,348,298	12.9	1,900,558	7.5	380,578	13.5	2,281,136	8.5
February	3,679,112	9.5	2,037,121	5.1	406,442	11.2	2,443,563	6.1

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
	\$	%	\$	%	\$	%	\$	%	\$	%
<b>2010</b>										
January	26,232	6.0	24,841	5.7	27,801	4.4	24,177	0.8	30,638	5.1
February	26,116	4.1	24,476	2.7	28,101	5.0	24,219	1.6	30,668	6.0
March	26,410	3.2	24,522	1.7	28,689	3.7	24,786	5.0	31,656	2.4
April	26,981	8.6	25,050	3.8	29,228	13.9	25,062	12.0	31,960	11.8
May	26,486	3.6	24,491	0.4	29,021	7.0	24,738	3.7	31,579	7.1
June	26,861	2.0	24,420	-1.3	29,932	5.3	25,709	5.1	32,453	5.1
July	26,619	4.1	24,556	2.6	29,273	5.1	25,108	0.6	31,802	6.7
August	26,465	2.4	24,363	0.6	28,902	4.0	24,318	-0.6	31,676	5.0
September	26,698	4.9	24,318	2.0	29,606	7.3	24,467	1.7	32,854	8.7
October	26,942	2.7	24,262	-1.6	30,632	7.9	25,152	4.3	34,400	8.7
November	27,427	3.7	25,011	0.9	30,429	6.6	24,391	-1.5	35,194	12.7
December	27,508	6.2	24,834	1.5	31,123	10.3	24,595	2.2	36,749	14.9
<b>Year</b>	26,728	4.1	24,580	1.4	29,389	6.7	24,771	3.3	32,487	7.5
<b>2011</b>										
January	26,816	2.2	24,581	-1.0	30,031	8.0	24,612	1.8	33,477	9.3
February	26,682	2.2	24,220	-1.0	30,263	7.7	24,217	0.0	33,601	9.6
March	26,001	-1.5	23,339	-4.8	31,208	8.8	24,860	0.3	35,645	12.6
April	26,471	-1.9	24,099	-3.8	30,349	3.8	24,072	-3.9	34,710	8.6
May	26,816	1.2	24,673	0.7	30,207	4.1	23,853	-3.6	33,644	6.5
June	26,664	-0.7	24,942	2.1	29,758	-0.6	22,290	-13.3	33,740	4.0
July	26,543	-0.3	24,987	1.8	29,132	-0.5	22,564	-10.1	33,022	3.8
August	26,622	0.6	25,050	2.8	29,195	1.0	22,521	-7.4	33,648	6.2
September	27,101	1.5	24,663	1.4	30,918	4.4	24,829	1.5	34,330	4.5
October	27,043	0.4	24,259	0.0	32,089	4.8	25,849	2.8	35,729	3.9
November	26,625	-2.9	23,728	-5.1	31,790	4.5	23,799	-2.4	36,923	4.9
December	26,519	-3.6	24,011	-3.3	30,918	-0.7	23,547	-4.3	36,760	0.0
<b>Year</b>	26,637	-0.3	24,385	-0.8	30,427	3.5	23,840	-3.8	34,497	6.2
<b>2012</b>										
January	26,294	-1.9	23,939	-2.6	30,653	2.1	24,462	-0.6	34,831	4.0
February	26,696	0.1	24,489	1.1	30,168	-0.3	24,279	0.3	34,914	3.9

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

**Table 3**  
**Monthly market share of new passenger car sales (units), by origin, Canada**

Period	Total		Passenger cars					
			North America		Japan		Other countries	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share
	number	%	number	%	number	%	number	%
<b>2010</b>								
January	35,674	100.0	18,910	53.0	7,361	20.6	9,403	26.4
February	45,417	100.0	24,871	54.8	8,180	18.0	12,366	27.2
March	70,252	100.0	38,427	54.7	13,746	19.6	18,079	25.7
April	70,512	100.0	37,922	53.8	12,908	18.3	19,682	27.9
May	74,680	100.0	41,793	56.0	12,296	16.5	20,591	27.6
June	72,882	100.0	40,601	55.7	12,069	16.6	20,212	27.7
July	67,582	100.0	38,018	56.3	11,170	16.5	18,394	27.2
August	61,097	100.0	32,796	53.7	10,669	17.5	17,632	28.9
September	59,650	100.0	32,803	55.0	10,398	17.4	16,449	27.6
October	55,391	100.0	32,086	57.9	9,496	17.1	13,809	24.9
November	51,203	100.0	28,371	55.4	10,069	19.7	12,763	24.9
December	45,874	100.0	26,372	57.5	9,027	19.7	10,475	22.8
<b>Year</b>	710,214	100.0	392,970	55.3	127,389	17.9	189,855	26.7
<b>2011</b>								
January	32,183	100.0	18,983	59.0	5,131	15.9	8,069	25.1
February	39,579	100.0	23,456	59.3	5,735	14.5	10,388	26.2
March	69,255	100.0	45,830	66.2	9,636	13.9	13,789	19.9
April	75,684	100.0	46,962	62.1	11,774	15.6	16,948	22.4
May	69,403	100.0	42,526	61.3	9,433	13.6	17,444	25.1
June	76,273	100.0	49,009	64.3	9,482	12.4	17,782	23.3
July	62,868	100.0	39,273	62.5	8,776	14.0	14,819	23.6
August	60,386	100.0	37,489	62.1	9,164	15.2	13,733	22.7
September	56,675	100.0	34,587	61.0	7,934	14.0	14,154	25.0
October	52,364	100.0	33,743	64.4	6,860	13.1	11,761	22.5
November	50,763	100.0	32,521	64.1	7,134	14.1	11,108	21.9
December	45,646	100.0	29,073	63.7	7,327	16.1	9,246	20.3
<b>Year</b>	691,079	100.0	433,452	62.7	98,386	14.2	159,241	23.0
<b>2012</b>								
January	40,585	100.0	26,345	64.9	5,738	14.1	8,502	20.9
February	46,282	100.0	28,295	61.1	8,027	17.3	9,960	21.5

**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
<b>Total, new motor vehicles</b>						
2010 (number)	101,788	1,693	297	3,242	2,553	26,476
2011 (number)	98,147	1,684	292	2,796	2,135	24,047
2012 (number)	109,817	1,851	404	3,059	2,514	26,686
2012 / 2011 (%)	11.9	9.9	38.4	9.4	17.8	11.0
2010 \$'000	3,307,185	49,818	8,078	95,581	78,748	775,357
2011 \$'000	3,359,312	49,482	8,322	83,806	67,116	756,060
2012 \$'000	3,679,112	53,277	10,993	89,603	79,075	798,713
2012 / 2011 (%)	9.5	7.7	32.1	6.9	17.8	5.6
<b>Passenger cars, manufactured in North America</b>						
2010 (number)	24,871	426	92	958	648	6,901
2011 (number)	23,456	466	85	931	552	6,837
2012 (number)	28,295	506	122	1,028	746	8,134
2012 / 2011 (%)	20.6	8.6	43.5	10.4	35.1	19.0
2010 \$'000	608,747	9,389	2,059	22,724	15,525	155,335
2011 \$'000	568,105	10,246	1,898	22,372	12,499	157,533
2012 \$'000	692,912	11,295	2,805	24,486	17,715	190,798
2012 / 2011 (%)	22.0	10.2	47.8	9.4	41.7	21.1
<b>Passenger cars, manufactured in Japan</b>						
2010 (number)	8,180	x	x	219	x	3,477
2011 (number)	5,735	x	x	130	x	2,410
2012 (number)	8,027	x	x	180	x	3,076
2012 / 2011 (%)	40.0	x	x	38.5	x	27.6
2010 \$'000	198,112	x	x	5,189	x	78,115
2011 \$'000	138,885	x	x	2,944	x	53,195
2012 \$'000	194,889	x	x	4,089	x	66,065
2012 / 2011 (%)	40.3	x	x	38.9	x	24.2
<b>Passenger cars, manufactured in other countries</b>						
2010 (number)	12,366	x	x	460	x	4,271
2011 (number)	10,388	x	x	318	x	3,155
2012 (number)	9,960	x	x	289	x	3,533
2012 / 2011 (%)	-4.1	x	x	-9.1	x	12.0
2010 \$'000	379,243	x	x	11,107	x	117,138
2011 \$'000	349,046	x	x	7,672	x	96,425
2012 \$'000	347,748	x	x	7,770	x	110,020
2012 / 2011 (%)	-0.4	x	x	1.3	x	14.1
<b>Trucks <sup>1</sup>, manufactured in North America</b>						
2010 (number)	49,174	x	x	1,422	1,293	9,753
2011 (number)	49,028	x	x	1,246	1,133	9,150
2012 (number)	52,932	x	x	1,373	1,241	8,933
2012 / 2011 (%)	8.0	x	x	10.2	9.5	-2.4
2010 \$'000	1,837,516	x	x	49,890	48,094	349,516
2011 \$'000	1,937,636	x	x	44,678	42,636	357,703
2012 \$'000	2,037,121	x	x	46,689	47,214	323,707
2012 / 2011 (%)	5.1	x	x	4.5	10.7	-9.5
<b>Trucks <sup>1</sup>, manufactured overseas</b>						
2010 (number)	7,197	x	x	183	128	2,074
2011 (number)	9,540	x	x	171	150	2,495
2012 (number)	10,603	x	x	189	174	3,010
2012 / 2011 (%)	11.1	x	x	10.5	16.0	20.6
2010 \$'000	283,567	x	x	6,670	4,421	75,253
2011 \$'000	365,640	x	x	6,140	5,024	91,203
2012 \$'000	406,442	x	x	6,569	5,941	108,124
2012 / 2011 (%)	11.2	x	x	7.0	18.3	18.6

See notes 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 <sup>2</sup>
<b>Total, new motor vehicles</b>						
2010 (number)	101,788	37,427	2,921	3,187	13,770	10,222
2011 (number)	98,147	36,818	2,894	2,840	13,728	10,913
2012 (number)	109,817	39,644	3,187	3,637	16,586	12,249
2012 / 2011 (%)	11.9	7.7	10.1	28.1	20.8	12.2
2010 \$'000	3,307,185	1,232,649	101,564	111,010	505,569	348,811
2011 \$'000	3,359,312	1,272,245	102,770	104,418	524,062	391,031
2012 \$'000	3,679,112	1,347,546	116,110	130,146	624,936	428,713
2012 / 2011 (%)	9.5	5.9	13.0	24.6	19.2	9.6
<b>Passenger cars, manufactured in North America</b>						
2010 (number)	24,871	9,950	718	587	2,433	2,158
2011 (number)	23,456	9,480	605	422	2,043	2,035
2012 (number)	28,295	11,333	658	631	2,351	2,786
2012 / 2011 (%)	20.6	19.5	8.8	49.5	15.1	36.9
2010 \$'000	608,747	254,520	17,331	14,000	64,444	53,420
2011 \$'000	568,105	232,638	15,038	10,887	53,640	51,353
2012 \$'000	692,912	280,174	16,364	16,618	61,981	70,676
2012 / 2011 (%)	22.0	20.4	8.8	52.6	15.5	37.6
<b>Passenger cars, manufactured in Japan</b>						
2010 (number)	8,180	2,477	101	108	599	930
2011 (number)	5,735	1,621	96	76	474	748
2012 (number)	8,027	2,551	119	91	733	992
2012 / 2011 (%)	40.0	57.4	24.0	19.7	54.6	32.6
2010 \$'000	198,112	64,085	2,585	2,774	16,090	23,577
2011 \$'000	138,885	43,342	2,402	1,899	12,844	18,358
2012 \$'000	194,889	68,002	3,059	2,286	19,838	25,555
2012 / 2011 (%)	40.3	56.9	27.4	20.4	54.5	39.2
<b>Passenger cars, manufactured in other countries</b>						
2010 (number)	12,366	4,335	170	166	1,045	1,368
2011 (number)	10,388	3,929	195	138	771	1,508
2012 (number)	9,960	3,514	170	133	713	1,257
2012 / 2011 (%)	-4.1	-10.6	-12.8	-3.6	-7.5	-16.6
2010 \$'000	379,243	149,479	4,593	4,497	33,625	46,652
2011 \$'000	349,046	145,878	5,337	3,945	24,110	57,040
2012 \$'000	347,748	135,564	5,175	4,419	26,492	49,048
2012 / 2011 (%)	-0.4	-7.1	-3.0	12.0	9.9	-14.0
<b>Trucks<sup>1</sup>, manufactured in North America</b>						
2010 (number)	49,174	18,096	1,785	2,181	8,718	4,888
2011 (number)	49,028	18,347	1,770	2,012	8,945	5,408
2012 (number)	52,932	18,425	2,013	2,524	11,384	5,900
2012 / 2011 (%)	8.0	0.4	13.7	25.4	27.3	9.1
2010 \$'000	1,837,516	658,765	71,762	84,327	351,999	187,114
2011 \$'000	1,937,636	712,716	72,061	80,733	379,542	212,641
2012 \$'000	2,037,121	711,832	83,568	97,132	462,172	228,733
2012 / 2011 (%)	5.1	-0.1	16.0	20.3	21.8	7.6
<b>Trucks<sup>1</sup>, manufactured overseas</b>						
2010 (number)	7,197	2,569	147	145	975	878
2011 (number)	9,540	3,441	228	192	1,495	1,214
2012 (number)	10,603	3,821	227	258	1,405	1,314
2012 / 2011 (%)	11.1	11.0	-0.4	34.4	-6.0	8.2
2010 \$'000	283,567	105,798	5,294	5,411	39,411	38,047
2011 \$'000	365,640	137,671	7,931	6,954	53,925	51,639
2012 \$'000	406,442	151,975	7,944	9,691	54,453	54,703
2012 / 2011 (%)	11.2	10.4	0.2	39.4	1.0	5.9

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
	number	%	number	%	number	%	number	%	number	%
<b>2010</b>										
Newfoundland and Labrador	3,238	40.0	863	34.0	x	x	x	x	1,410	30.4
Prince Edward Island	594	21.5	176	6.7	x	x	x	x	262	-2.2
Nova Scotia	5,808	26.5	1,694	12.9	436	17.5	730	24.4	2,860	16.4
New Brunswick	4,566	30.6	1,106	14.7	x	x	x	x	1,922	26.9
Quebec	45,876	17.2	11,617	1.5	6,109	8.5	7,461	17.9	25,187	7.6
Ontario	67,155	15.7	16,884	-5.7	4,768	11.8	7,606	30.5	29,258	4.5
Manitoba	5,261	11.5	1,227	5.1	209	-21.1	344	7.5	1,780	1.6
Saskatchewan	6,179	20.6	1,086	-3.7	213	6.5	308	51.0	1,607	4.9
Alberta	26,295	8.4	4,865	-4.4	1,101	-5.2	1,792	22.5	7,758	0.6
British Columbia and the Territories <sup>1</sup>	20,328	8.7	4,263	-9.4	2,222	3.6	2,562	30.8	9,047	2.7
<b>Canada</b>	<b>185,300</b>	<b>15.2</b>	<b>43,781</b>	<b>-2.1</b>	<b>15,541</b>	<b>7.4</b>	<b>21,769</b>	<b>25.4</b>	<b>81,091</b>	<b>6.0</b>
<b>2011</b>										
Newfoundland and Labrador	3,230	-0.2	875	1.4	x	x	x	x	1,270	-9.9
Prince Edward Island	531	-10.6	140	-20.5	x	x	x	x	211	-19.5
Nova Scotia	5,099	-12.2	1,520	-10.3	241	-44.7	608	-16.7	2,369	-17.2
New Brunswick	4,182	-8.4	1,077	-2.6	x	x	x	x	1,611	-16.2
Quebec	43,952	-4.2	12,053	3.8	4,227	-30.8	5,758	-22.8	22,038	-12.5
Ontario	68,406	1.9	16,997	0.7	3,315	-30.5	6,863	-9.8	27,175	-7.1
Manitoba	5,458	3.7	1,054	-14.1	187	-10.5	343	-0.3	1,584	-11.0
Saskatchewan	5,971	-3.4	862	-20.6	114	-46.5	229	-25.6	1,205	-25.0
Alberta	26,852	2.1	3,780	-22.3	932	-15.3	1,339	-25.3	6,051	-22.0
British Columbia and the Territories <sup>1</sup>	20,786	2.3	4,081	-4.3	1,523	-31.5	2,644	3.2	8,248	-8.8
<b>Canada</b>	<b>184,467</b>	<b>-0.4</b>	<b>42,439</b>	<b>-3.1</b>	<b>10,866</b>	<b>-30.1</b>	<b>18,457</b>	<b>-15.2</b>	<b>71,762</b>	<b>-11.5</b>
<b>2012</b>										
Newfoundland and Labrador	3,551	9.9	924	5.6	x	x	x	x	1,333	5.0
Prince Edward Island	749	41.1	218	55.7	x	x	x	x	320	51.7
Nova Scotia	5,835	14.4	1,974	29.9	335	39.0	501	-17.6	2,810	18.6
New Brunswick	4,673	11.7	1,336	24.0	x	x	x	x	1,922	19.3
Quebec	49,101	11.7	15,022	24.6	5,241	24.0	6,206	7.8	26,469	20.1
Ontario	77,098	12.7	22,564	32.8	4,500	35.7	6,956	1.4	34,020	25.2
Manitoba	6,089	11.6	1,307	24.0	211	12.8	308	-10.2	1,826	15.3
Saskatchewan	7,353	23.1	1,202	39.4	144	26.3	232	1.3	1,578	31.0
Alberta	32,803	22.2	4,979	31.7	1,260	35.2	1,293	-3.4	7,532	24.5
British Columbia and the Territories <sup>1</sup>	23,013	10.7	5,114	25.3	1,625	6.7	2,318	-12.3	9,057	9.8
<b>Canada</b>	<b>210,265</b>	<b>14.0</b>	<b>54,640</b>	<b>28.7</b>	<b>13,765</b>	<b>26.7</b>	<b>18,462</b>	<b>0.0</b>	<b>86,867</b>	<b>21.0</b>

See notes 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 <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	number	%	number	%	number	%	number	%
<b>2010</b>								
Newfoundland and Labrador	3,238	40.0	x	x	x	x	1,828	48.4
Prince Edward Island	594	21.5	x	x	x	x	332	50.2
Nova Scotia	5,808	26.5	2,666	44.8	282	-4.1	2,948	38.1
New Brunswick	4,566	30.6	2,395	36.7	249	8.7	2,644	33.5
Quebec	45,876	17.2	16,979	33.4	3,710	23.1	20,689	31.5
Ontario	67,155	15.7	33,054	30.6	4,843	2.7	37,897	26.2
Manitoba	5,261	11.5	3,195	20.0	286	-5.3	3,481	17.4
Saskatchewan	6,179	20.6	4,287	30.7	285	-8.4	4,572	27.4
Alberta	26,295	8.4	16,712	12.2	1,825	10.6	18,537	12.1
British Columbia and the Territories <sup>1</sup>	20,328	8.7	9,485	15.7	1,796	5.6	11,281	14.0
<b>Canada</b>	<b>185,300</b>	<b>15.2</b>	<b>90,740</b>	<b>26.2</b>	<b>13,469</b>	<b>8.6</b>	<b>104,209</b>	<b>23.6</b>
<b>2011</b>								
Newfoundland and Labrador	3,230	-0.2	x	x	x	x	1,960	7.2
Prince Edward Island	531	-10.6	x	x	x	x	320	-3.6
Nova Scotia	5,099	-12.2	2,395	-10.2	335	18.8	2,730	-7.4
New Brunswick	4,182	-8.4	2,256	-5.8	315	26.5	2,571	-2.8
Quebec	43,952	-4.2	17,043	0.4	4,871	31.3	21,914	5.9
Ontario	68,406	1.9	34,593	4.7	6,638	37.1	41,231	8.8
Manitoba	5,458	3.7	3,450	8.0	424	48.3	3,874	11.3
Saskatchewan	5,971	-3.4	4,366	1.8	400	40.4	4,766	4.2
Alberta	26,852	2.1	17,961	7.5	2,840	55.6	20,801	12.2
British Columbia and the Territories <sup>1</sup>	20,786	2.3	10,224	7.8	2,314	28.8	12,538	11.1
<b>Canada</b>	<b>184,467</b>	<b>-0.4</b>	<b>94,296</b>	<b>3.9</b>	<b>18,409</b>	<b>36.7</b>	<b>112,705</b>	<b>8.2</b>
<b>2012</b>								
Newfoundland and Labrador	3,551	9.9	x	x	x	x	2,218	13.2
Prince Edward Island	749	41.1	x	x	x	x	429	34.1
Nova Scotia	5,835	14.4	2,613	9.1	412	23.0	3,025	10.8
New Brunswick	4,673	11.7	2,398	6.3	353	12.1	2,751	7.0
Quebec	49,101	11.7	17,109	0.4	5,523	13.4	22,632	3.3
Ontario	77,098	12.7	35,478	2.6	7,600	14.5	43,078	4.5
Manitoba	6,089	11.6	3,775	9.4	488	15.1	4,263	10.0
Saskatchewan	7,353	23.1	5,298	21.3	477	19.2	5,775	21.2
Alberta	32,803	22.2	22,351	24.4	2,920	2.8	25,271	21.5
British Columbia and the Territories <sup>1</sup>	23,013	10.7	11,444	11.9	2,512	8.6	13,956	11.3
<b>Canada</b>	<b>210,265</b>	<b>14.0</b>	<b>102,722</b>	<b>8.9</b>	<b>20,676</b>	<b>12.3</b>	<b>123,398</b>	<b>9.5</b>

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

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	%
<b>2010</b>										
Newfoundland and Labrador	94,321	49.2	18,832	32.0	x	x	x	x	30,386	31.9
Prince Edward Island	16,155	29.4	4,005	12.1	x	x	x	x	5,744	3.9
Nova Scotia	173,200	34.3	39,887	15.6	10,222	23.1	17,309	37.5	67,419	21.7
New Brunswick	141,108	34.5	26,478	20.4	x	x	x	x	44,625	32.5
Quebec	1,376,987	19.2	265,575	3.0	136,841	10.7	203,984	30.6	606,398	12.8
Ontario	2,227,914	22.0	431,541	0.3	123,705	9.8	261,145	32.7	816,393	10.4
Manitoba	183,164	22.7	29,996	9.7	5,307	-15.1	9,347	24.3	44,650	8.6
Saskatchewan	222,009	31.8	26,674	-2.2	5,481	12.5	8,189	68.5	40,344	9.0
Alberta	965,378	19.0	129,415	2.2	29,491	-2.9	58,943	33.5	217,849	8.3
British Columbia and the Territories <sup>1</sup>	741,631	21.7	106,090	-7.4	54,725	7.4	87,278	28.2	248,095	6.2
<b>Canada</b>	6,141,867	22.1	1,078,492	1.9	376,082	8.7	667,328	32.5	2,121,904	11.2
<b>2011</b>										
Newfoundland and Labrador	96,587	2.4	19,391	3.0	x	x	x	x	28,162	-7.3
Prince Edward Island	15,828	-2.0	3,199	-20.1	x	x	x	x	4,744	-17.4
Nova Scotia	152,951	-11.7	36,001	-9.7	5,419	-47.0	15,045	-13.1	56,463	-16.3
New Brunswick	134,118	-5.0	24,873	-6.1	x	x	x	x	37,669	-15.6
Quebec	1,390,260	1.0	278,885	5.0	94,170	-31.2	175,204	-14.1	548,258	-9.6
Ontario	2,364,939	6.2	420,953	-2.5	88,143	-28.7	250,994	-3.9	760,091	-6.9
Manitoba	192,533	5.1	26,213	-12.6	4,594	-13.4	9,547	2.1	40,354	-9.6
Saskatchewan	218,166	-1.7	22,001	-17.5	2,945	-46.3	6,361	-22.3	31,307	-22.4
Alberta	1,020,109	5.7	99,378	-23.2	24,789	-15.9	45,016	-23.6	169,184	-22.3
British Columbia and the Territories <sup>1</sup>	739,688	-0.3	103,836	-2.1	37,897	-30.8	101,100	15.8	242,834	-2.1
<b>Canada</b>	6,325,180	3.0	1,034,731	-4.1	265,168	-29.5	619,169	-7.2	1,919,068	-9.6
<b>2012</b>										
Newfoundland and Labrador	103,392	7.0	20,747	7.0	x	x	x	x	30,729	9.1
Prince Edward Island	20,381	28.8	4,731	47.9	x	x	x	x	7,072	49.1
Nova Scotia	170,439	11.4	47,013	30.6	7,692	41.9	13,290	-11.7	67,994	20.4
New Brunswick	148,560	10.8	31,176	25.3	x	x	x	x	44,964	19.4
Quebec	1,484,070	6.7	346,763	24.3	113,908	21.0	192,044	9.6	652,714	19.1
Ontario	2,576,023	8.9	550,786	30.8	120,186	36.4	266,169	6.0	937,142	23.3
Manitoba	217,997	13.2	32,046	22.3	5,326	15.9	9,464	-0.9	46,836	16.1
Saskatchewan	262,405	20.3	31,361	42.5	3,594	22.0	7,650	20.3	42,604	36.1
Alberta	1,234,736	21.0	131,500	32.3	33,290	34.3	48,249	7.2	213,039	25.9
British Columbia and the Territories <sup>1</sup>	809,408	9.4	127,453	22.7	41,598	9.8	90,566	-10.4	259,615	6.9
<b>Canada</b>	7,027,410	11.1	1,323,575	27.9	335,251	26.4	643,884	4.0	2,302,710	20.0

See notes 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 <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2010</b>								
Newfoundland and Labrador	94,321	49.2	x	x	x	x	63,935	59.1
Prince Edward Island	16,155	29.4	x	x	x	x	10,410	49.5
Nova Scotia	173,200	34.3	95,382	50.1	10,399	3.6	105,781	43.7
New Brunswick	141,108	34.5	88,028	38.0	8,454	13.9	96,482	35.5
Quebec	1,376,987	19.2	633,429	25.4	137,158	21.9	770,588	24.7
Ontario	2,227,914	22.0	1,210,022	34.5	201,498	7.6	1,411,521	29.9
Manitoba	183,164	22.7	127,808	30.7	10,708	4.2	138,515	28.1
Saskatchewan	222,009	31.8	170,784	42.3	10,881	-4.3	181,665	38.3
Alberta	965,378	19.0	674,561	23.5	72,969	13.8	747,529	22.5
British Columbia and the Territories <sup>1</sup>	741,631	21.7	415,455	35.8	78,082	11.8	493,536	31.4
<b>Canada</b>	<b>6,141,867</b>	<b>22.1</b>	<b>3,483,349</b>	<b>31.8</b>	<b>536,616</b>	<b>12.0</b>	<b>4,019,963</b>	<b>28.8</b>
<b>2011</b>								
Newfoundland and Labrador	96,587	2.4	x	x	x	x	68,425	7.0
Prince Edward Island	15,828	-2.0	x	x	x	x	11,084	6.5
Nova Scotia	152,951	-11.7	84,577	-11.3	11,910	14.5	96,488	-8.8
New Brunswick	134,118	-5.0	85,948	-2.4	10,500	24.2	96,449	0.0
Quebec	1,390,260	1.0	665,465	5.1	176,536	28.7	842,002	9.3
Ontario	2,364,939	6.2	1,342,276	10.9	262,573	30.3	1,604,849	13.7
Manitoba	192,533	5.1	137,134	7.3	15,044	40.5	152,178	9.9
Saskatchewan	218,166	-1.7	172,353	0.9	14,505	33.3	186,858	2.9
Alberta	1,020,109	5.7	747,082	10.8	103,844	42.3	850,926	13.8
British Columbia and the Territories <sup>1</sup>	739,688	-0.3	400,090	-3.7	96,764	23.9	496,854	0.7
<b>Canada</b>	<b>6,325,180</b>	<b>3.0</b>	<b>3,705,219</b>	<b>6.4</b>	<b>700,894</b>	<b>30.6</b>	<b>4,406,113</b>	<b>9.6</b>
<b>2012</b>								
Newfoundland and Labrador	103,392	7.0	x	x	x	x	72,664	6.2
Prince Edward Island	20,381	28.8	x	x	x	x	13,307	20.1
Nova Scotia	170,439	11.4	88,289	4.4	14,156	18.9	102,445	6.2
New Brunswick	148,560	10.8	91,872	6.9	11,724	11.7	103,596	7.4
Quebec	1,484,070	6.7	633,471	-4.8	197,884	12.1	831,356	-1.3
Ontario	2,576,023	8.9	1,339,323	-0.2	299,560	14.1	1,638,881	2.1
Manitoba	217,997	13.2	154,433	12.6	16,728	11.2	171,160	12.5
Saskatchewan	262,405	20.3	201,497	16.9	18,304	26.2	219,801	17.6
Alberta	1,234,736	21.0	910,883	21.9	110,814	6.7	1,021,697	20.1
British Columbia and the Territories <sup>1</sup>	809,408	9.4	445,241	11.3	104,552	8.0	549,792	10.7
<b>Canada</b>	<b>7,027,410</b>	<b>11.1</b>	<b>3,937,679</b>	<b>6.3</b>	<b>787,020</b>	<b>12.3</b>	<b>4,724,699</b>	<b>7.2</b>

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

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

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



**Table 6**  
**Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada**

Year	Total	Passenger cars				Trucks <sup>1</sup>		
		Total	North America	Japan	Other countries	Total	North America	Overseas
number								
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
2008	1,674,145	894,506	557,422	167,916	169,168	779,639	667,139	112,500
2009	1,484,856	747,671	426,709	137,860	183,102	737,185	639,306	97,879
2010	1,584,499	710,214	392,970	127,389	189,855	874,285	761,332	112,953
2011	1,620,577	691,079	433,452	98,386	159,241	929,498	783,041	146,457
\$'000								
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	53,676,866	21,770,114	13,452,878	3,707,820	4,609,417	31,906,752	27,961,186	3,945,567
2008	51,565,539	22,331,952	13,263,053	3,966,400	5,102,499	29,233,586	25,036,422	4,197,166
2009	46,937,588	19,188,411	10,346,359	3,307,036	5,535,011	27,749,177	23,847,949	3,901,228
2010	52,315,609	18,982,435	9,659,014	3,155,524	6,167,899	33,333,172	28,849,931	4,483,245
2011	54,125,931	18,408,413	10,569,519	2,345,528	5,493,367	35,717,523	30,237,191	5,480,332

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

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

Period	Total new motor vehicles		Passenger cars				Trucks <sup>1</sup>	
			North America		Overseas		Total	
	Units	Month/month change	Units	Month/month change	Units	Month/month change	Units	Month/month change
	number	%	number	%	number	%	number	%
<b>2010</b>								
January	126,380	-1.6	33,140	-11.9	28,280	6.1	64,960	1.3
February	139,562	10.4	36,954	11.5	29,711	5.1	72,897	12.2
March	130,520	-6.5	32,608	-11.8	29,450	-0.9	68,462	-6.1
April	127,903	-2.0	31,676	-2.9	25,100	-14.8	71,127	3.9
May	129,651	1.4	30,926	-2.4	26,396	5.2	72,329	1.7
June	130,887	1.0	30,525	-1.3	26,134	-1.0	74,228	2.6
July	134,368	2.7	32,720	7.2	25,806	-1.3	75,842	2.2
August	130,458	-2.9	31,386	-4.1	24,986	-3.2	74,086	-2.3
September	134,883	3.4	32,370	3.1	25,001	0.1	77,512	4.6
October	135,399	0.4	34,674	7.1	24,954	-0.2	75,771	-2.2
November	136,311	0.7	33,611	-3.1	25,854	3.6	76,846	1.4
December	128,178	-6.0	32,380	-3.7	25,572	-1.1	70,226	-8.6
<b>2011</b>								
January	132,963	3.7	34,938	7.9	22,861	-10.6	75,164	7.0
February	133,863	0.7	35,279	1.0	22,995	0.6	75,589	0.6
March	136,193	1.7	38,665	9.6	21,273	-7.5	76,255	0.9
April	135,994	-0.1	39,549	2.3	22,018	3.5	74,427	-2.4
May	127,887	-6.0	32,230	-18.5	21,174	-3.8	74,483	0.1
June	141,651	10.8	38,993	21.0	21,397	1.1	81,261	9.1
July	133,004	-6.1	34,729	-10.9	21,168	-1.1	77,107	-5.1
August	132,952	0.0	35,566	2.4	20,362	-3.8	77,024	-0.1
September	135,046	1.6	34,878	-1.9	20,709	1.7	79,459	3.2
October	139,283	3.1	36,664	5.1	20,755	0.2	81,864	3.0
November	139,079	-0.1	36,657	0.0	21,628	4.2	80,794	-1.3
December	133,620	-3.9	36,239	-1.1	22,866	5.7	74,515	-7.8
<b>2012</b>								
January	151,752	13.6	44,092	21.7	25,299	10.6	82,361	10.5
February	141,589	-6.7	39,308	-10.9	24,319	-3.9	77,962	-5.3

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					
<b>2010</b>						
January	126,380	2,663	496	4,050	3,072	34,052
February	139,562	2,665	475	4,538	3,558	37,856
March	130,520	2,667	486	3,929	3,143	36,129
April	127,903	2,511	463	4,155	3,263	33,666
May	129,651	2,564	497	3,990	3,142	33,061
June	130,887	2,718	473	4,432	3,123	33,881
July	134,368	2,675	487	3,714	3,311	34,875
August	130,458	2,551	461	3,773	3,152	34,146
September	134,883	2,591	480	4,056	3,299	34,638
October	135,399	2,790	504	3,826	3,232	36,245
November	136,311	2,657	516	3,747	3,465	35,961
December	128,178	2,617	445	3,433	3,017	35,337
<b>2011</b>						
January	132,963	2,762	432	3,798	3,222	35,466
February	133,863	2,607	471	3,863	2,989	34,254
March	136,193	2,572	520	3,927	3,446	34,322
April	135,994	2,383	482	3,617	3,259	34,780
May	127,887	2,315	433	3,470	3,239	32,851
June	141,651	2,445	492	3,847	3,522	35,088
July	133,004	2,366	473	3,899	3,164	33,742
August	132,952	2,531	494	3,774	3,320	32,365
September	135,046	2,617	475	3,795	3,203	34,035
October	139,283	2,787	524	4,185	3,462	34,715
November	139,079	2,753	507	3,857	3,362	35,806
December	133,620	2,727	524	3,944	3,325	36,129
<b>2012</b>						
January	151,752	2,895	558	4,312	3,388	39,138
February	141,589	2,728	566	3,989	3,378	35,595

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					
<b>2010</b>						
January	126,380	45,603	3,536	3,912	15,888	13,108
February	139,562	51,482	4,079	4,612	17,544	12,753
March	130,520	47,990	3,482	3,686	16,350	12,658
April	127,903	47,118	3,647	3,808	16,536	12,736
May	129,651	48,862	3,885	3,747	16,805	13,098
June	130,887	48,392	3,883	3,917	17,021	13,047
July	134,368	50,888	3,979	3,888	17,274	13,277
August	130,458	47,301	3,811	3,987	17,969	13,307
September	134,883	50,013	3,870	4,180	18,313	13,443
October	135,399	50,720	3,681	3,880	17,156	13,365
November	136,311	50,988	3,909	4,077	17,474	13,517
December	128,178	47,277	3,593	3,905	16,207	12,347
<b>2011</b>						
January	132,963	49,031	3,920	4,264	17,088	12,980
February	133,863	50,439	4,015	4,102	17,491	13,632
March	136,193	51,091	4,262	4,299	18,217	13,537
April	135,994	51,756	3,931	4,039	18,031	13,716
May	127,887	47,356	3,833	4,146	17,971	12,273
June	141,651	54,141	4,118	4,408	19,919	13,671
July	133,004	49,451	3,973	4,064	18,491	13,381
August	132,952	49,621	4,104	4,208	19,055	13,480
September	135,046	49,730	3,966	4,268	19,301	13,656
October	139,283	50,376	4,180	4,483	20,573	13,998
November	139,079	51,074	4,066	4,285	19,828	13,541
December	133,620	47,177	4,142	4,485	18,216	12,951
<b>2012</b>						
January	151,752	57,251	4,353	4,755	20,838	14,264
February	141,589	51,832	4,164	4,880	20,129	14,328

# Definitions

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## Trucks

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

## Passenger car

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

## Country of origin

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

## Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

## Motor vehicle sales - dollars

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

## Average price of passenger cars

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

# Appendix I

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## Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.<sup>1</sup>

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

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

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

## Data quality and methodology

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

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

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

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

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

## Data confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous consent in writing of that business.<sup>2</sup> The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality are therefore applied in such a way that no data are shown for cells (or statistical units). If information is withheld for reasons of confidentiality an "X" will appear in the appropriate cell of this publication.

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

## Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."<sup>3</sup> 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.

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

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

Since April 2008, New Motor Vehicle Sales Survey data are seasonally adjusted using the X-12-ARIMA<sup>4</sup> 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.

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.<sup>5</sup> 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.<sup>6</sup> The MCD is the shortest monthly span for which a certain ratio becomes and remains less than one, that is, the ratio for which the absolute average percentage change of the trend-cycle of the seasonally adjusted series becomes greater than the absolute average per cent change of the irregular component. The MCD can be interpreted as the number of months over which a change in the seasonally adjusted series must move in a given direction before one can be reasonably certain that the trend-cycle of that series also has moved in the given direction. Clearly small MCD's are desirable and indicative of a smooth series. Applying a moving average to the seasonally adjusted data of MCD length tends to smooth irregular movements which may obscure the underlying trend-cycle. The MCD moving average provides a method of reducing all types of series to approximately the same degree of smoothness, whatever the size of the irregular component in the original series.

## 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.

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

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 = 8 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 8 for Commercial vehicles.



## Appendix II

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### List of North American motor vehicle manufacturers

B.M.W. Canada Inc.  
Blue Bird Body Co.  
Chrysler 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 Trucks  
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.

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.