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NEW PRODUCTS



MAJOR RELEASES

New motor vehicle sales

November 2001

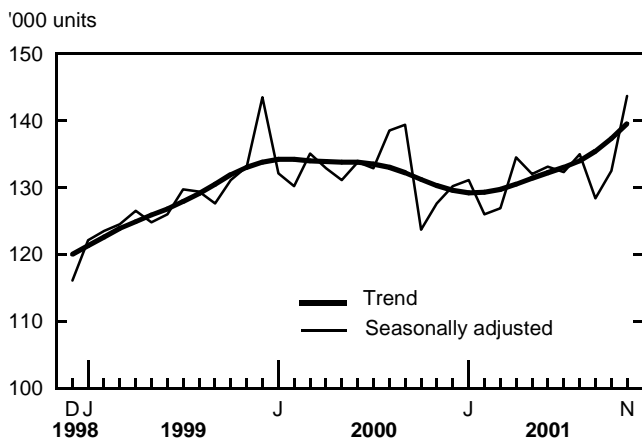
New motor vehicle sales surged 8.5% in November from October, boosted by generous incentives. This was the largest monthly increase since February 1998 (+10.4%), when sales were recovering from the effects of the ice storm a month earlier. November's gain was also the second consecutive monthly increase.

In all, 143,730 new vehicles rolled out of dealers' showrooms in November, up 11,272 from October. Truck sales accounted for two-thirds of the increase.

The number of new vehicles sold in November was the second highest monthly result in the past 25 years. In December 1997, 145,708 vehicles were sold, also with the help of attractive financing rates.

November's strong sales were largely the result of major incentives, such as the 0% financing introduced by some manufacturers, combined with existing incentives.

New motor vehicle sales surged in November



With the November gain, cumulative sales for the first 11 months of 2001 were almost equal to those for the same period in 2000. The rebounding sales in November thus ended the lag seen throughout 2001. Cumulative sales, which from January to the end of October were 1.3% lower than those in the same period of 2000, trailed the first 11 months of 2000 by only 0.1%.

November's exceptional results improved the level of new vehicle sales for 2001, which had been slightly lower than for 2000. Previously, throughout most of 2000,

Note to readers

All data in this release are seasonally adjusted. Seasonally adjusted provincial data from January 1991 are available on CANSIM.

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

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

For reasons of confidentiality, data for Yukon, the Northwest Territories and Nunavut are included in the British Columbia figures.

sales had generally been stable, except for the declines observed that autumn.

Preliminary figures from the auto industry indicate increases in sales of both new passenger cars and new trucks in December.

Lured by incentives, consumers bought trucks

Incentives offered by automakers, especially in November, appear to have induced consumers to buy more trucks. In November, 66,996 new trucks were purchased, up a significant 13.1% from October, when sales advanced 3.5%. November's number was the largest monthly figure since December 1997. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

Considering the high average price of trucks, the incentives offered by manufacturers might have brought more of these vehicles into consumers' price range. Also, the 0% financing was offered primarily by the Big Three automakers, and they hold the majority of the market for trucks.

After a period of stable sales that lasted a year until the fall of 2000, truck sales dropped sharply, stabilizing at the start of 2001. For most of 2001, truck sales were generally stable, rising sharply in November to capture 46.6% of the market.

In November, 76,734 new passenger cars were sold, up 4.8% from October. This increase, which followed a 2.9% rise in October, is attributable to both North American-built and overseas-built passenger cars. While sales of the former advanced 5.0%, sales of the overseas built cars rose 4.3%. The increase for overseas-built cars is sizable, considering that most of

the more generous incentive programs were for North American-built cars.

The strong sales in November and October maintained the upward movement of new passenger car sales since the start of 2001. Previously, sales were generally stable since the start of 2000, following an upward movement that began at the end of 1998.

Sales up in all provinces

In November, new motor vehicle sales advanced in all provinces. The strongest gains were in Saskatchewan (+14.1%), and Nova Scotia (+11.1%).

In Ontario, which accounts for approximately 40% of the national market, sales advanced 9.7% in November compared with October. This was Ontario's strongest monthly gain in the last four years.

Sales of new motor vehicles in Ontario have been generally stable for most of 2001. However, they are slightly below 2000 levels. Cumulative sales for the first 11 months of 2001 were 3.3% lower than in the same period of 2000.

Available on CANSIM: tables 079-0001 and 079-0002.

The November 2001 issue of *New motor vehicles* (63-007-XIB, \$13/\$124) will be available soon. See *How to order products*.

To order data, or for general information, contact Client Services (1 877 421-3067; 613-951-3549; retailinfo@statcan.ca). To enquire about the concepts, methods or data quality of this release, contact Clérance Kimanyi (613-951-6363; clerance.kimanyi@statcan.ca), Distributive Trades Division. □

New motor vehicle sales

	November 2000	October 2001 ^f	November 2001 ^P	November 2000 to November 2001	October to November 2001
Seasonally adjusted					
	Number of vehicles			% change	
New motor vehicles	127,627	132,458	143,730	12.6	8.5
Passenger cars	69,563	73,238	76,734	10.3	4.8
North American ¹	51,914	51,545	54,115	4.2	5.0
Overseas	17,649	21,693	22,619	28.2	4.3
Trucks, vans and buses	58,064	59,220	66,996	15.4	13.1
New motor vehicles					
Newfoundland and Labrador	1,983	2,137	2,246	13.3	5.1
Prince Edward Island	426	393	427	0.2	8.7
Nova Scotia	3,517	3,673	4,082	16.1	11.1
New Brunswick	3,358	3,344	3,439	2.4	2.8
Quebec	31,748	32,830	35,020	10.3	6.7
Ontario	52,460	52,825	57,943	10.5	9.7
Manitoba	3,283	3,690	3,888	18.4	5.4
Saskatchewan	2,832	3,105	3,542	25.1	14.1
Alberta	14,242	15,885	17,145	20.4	7.9
British Columbia ²	13,778	14,576	15,998	16.1	9.8
	November 2000	October 2001	November 2001 ^P	November 2000 to November 2001	
Unadjusted					
	Number of vehicles			% change	
New motor vehicles	117,609	124,217	131,917	12.2	
Passenger cars	63,661	68,642	70,050	10.0	
North American ¹	48,370	47,254	49,968	3.3	
Overseas	15,291	21,388	20,082	31.3	
Trucks, vans and buses	53,948	55,575	61,867	14.7	
New motor vehicles					
Newfoundland and Labrador	1,463	1,679	1,616	10.5	
Prince Edward Island	320	339	348	8.8	
Nova Scotia	2,765	2,984	3,184	15.2	
New Brunswick	2,854	2,880	2,934	2.8	
Quebec	26,731	29,429	29,950	12.0	
Ontario	51,191	51,935	55,691	8.8	
Manitoba	3,040	3,614	3,676	20.9	
Saskatchewan	2,737	3,119	3,396	24.1	
Alberta	13,775	15,247	16,566	20.3	
British Columbia ²	12,733	12,991	14,556	14.3	

^r Revised figures.

^p Preliminary figures.

¹ Manufactured or assembled in Canada, the United States or Mexico.

² Includes Yukon, the Northwest Territories and Nunavut.

Financing of small- and medium-sized enterprises

2000

Eighty-two percent of small- and medium-sized enterprises that sought a loan or other type of credit during 2000 were able to obtain it, according to a survey conducted in the fall of 2001 on a sample of enterprises in operation at the time.

Statistics Canada conducted the survey, in partnership with Industry Canada and Finance Canada, as part of a larger program of research on small- and medium-sized firms recently started up. Some 11,000 firms with between 0 and 499 employees reported on whether they had made financing requests and on the nature and outcomes of the requests they had made.

Larger firms more likely to have been accepted for financing

Among small- and medium-enterprises, smaller firms were less likely to have been accepted for debt financing than were larger ones. Of those firms with 1 to 4 employees that sought credit in 2000, about 79% said their request resulted in an approval. This rises to 85% of firms with 5 to 19 employees, 87% of those with 20 to 99 employees, and 94% of those with 100 to 499 employees.

Businesses in knowledge-based industries had a lower authorization rate for debt financing. About 70% of these companies were successful in obtaining financing, compared with 93% of companies in agriculture and 88% in the primary sector, which includes companies in forestry and mining.

Knowledge-based industries include firms in several technology sectors, such as telecommunications carriers, video production and computer services. It is a regrouping of Statistics Canada's standard industry categories, and is often used by Industry Canada and other organizations.

Larger firms and farming sector more likely to request financing

In 2000, 23% of the firms surveyed made at least one request for debt financing, but this figure varies by size of business. Among the smallest firms included in the survey—those run solely by their owner-operators with no employees—19% said they sought debt financing in 2000. This rose to 23% of firms with 1 to 4 employees, 33% of those

Note to readers

The Survey of Financing of Small- and Medium-sized Enterprises included only firms that were in operation at the time the survey was administered. Thus, the results do not reflect the role that a lack of financing may or may not have played in determining the outcome of businesses that would have ceased operations prior to the survey period. Entrepreneurs who tried to start up a business but failed were also excluded from the survey. Future studies may address these subjects.

The survey was administered to a sample of firms with 0 to 499 full-time equivalent employees. Financing and leasing companies, co-operatives, subsidiaries, not-for profit organizations, government offices, schools, hospitals and other public sector organizations were excluded.

The accuracy of the results declines as statistics for sub-groupings of the target population are broken out. For example, overall results for the population are generally accurate to within 2 percentage points, 19 times out of 20. Results for specified employment size categories (e.g., 0 employees, 1 to 4 employees or 5 to 19 employees) are generally accurate to within 5 percentage points, 19 times out of 20.

with 5 to 19 workers, 36% of those with 20 to 99 workers, and 35% of those with 100 to 499 employees.

The survey also showed a higher incidence of financing requests for firms in the agriculture sector; 39% of such firms made requests in 2000; a higher-than-average proportion approached credit unions or *caisses populaires* rather than banks. Professional services and the knowledge-based industries, however, had lower incidences—13% and 16%, respectively.

Operating credit instruments requested most often

Most of the requests for debt financing were for some form of operating credit. Forty-three percent of the businesses that sought debt financing in 2000 requested a new line of credit or higher limits on existing lines of credit. A further 12% requested a demand loan with repayment conditions of one year or less. Only a small proportion, 7%, said they sought a credit card.

Term credit accounted for the remainder of the requests for debt financing. About 32% of firms looking for credit said they sought a term loan with repayment conditions of more than one year. Another 10% wanted a mortgage loan.

Debt financing requested by small- and medium-sized enterprises 2000

	Debt financing Yes
	%
Canada	23
Employment size	
0 employees	19
1-4 employees	23
5-19 employees	33
20-99 employees	36
100-499 employees	35
Industry	
Agriculture	39
Primary	27
Manufacturing	27
Wholesale and retail trade	21
Professional services	13
Knowledge-based industries	16
Other sectors	22
Region	
Atlantic provinces	27
Quebec	20
Ontario	21
Manitoba, Saskatchewan and Nunavut	35
Alberta and Northwest Territories	25
British Columbia and Yukon	25

Most requests made to banks

Banks were the type of lender most commonly approached for debt financing, accounting for 66% of the financing requests made. Credit unions and *caisses populaires* accounted for 20% of requests, and Crown corporations and other federal, provincial or municipal programs accounted for 8%.

In attempting to obtain debt financing, 83% of the firms said they approached only one credit supplier. About 64% of all firms that sought debt financing reported that the primary reason for choosing the particular credit supplier they approached was because it was their regular financial institution.

Significant use of other financing instruments

Aside from asking about availability of term and operating credit from financial institutions and other

lenders, the survey asked separate questions about access to other forms of financing.

The survey estimates that 9% of firms requested leasing agreements to finance equipment or other assets during 2000. As well, 29% requested credit from a manufacturer or supplier to finance supplies and services. This short-term financing was usually for the acquisition of goods or services required in the normal commercial activities of small- and medium-sized firms.

Authorization rate for debt financing 2000

	Debt financing Yes
	%
Canada	82
Employment size	
0 employees	82
1-4 employees	79
5-19 employees	85
20-99 employees	87
100-499 employees	94
Industry	
Agriculture	93
Primary	88
Manufacturing	77
Wholesale and retail trade	71
Professional services	85
Knowledge-based industries	70
Other sectors	80
Region	
Atlantic provinces	78
Quebec	84
Ontario	81
Manitoba, Saskatchewan and Nunavut	87
Alberta and Northwest Territories	82
British Columbia and Yukon	77

About 2% of firms sought equity financing or grants from government agencies and community programs. Less than 1% sought to finance their business by selling off their receivables to collection agencies or factoring companies.

For more information, or to enquire about the concepts, methods or data quality of this release, contact Patrick Huot (613-951-0583), Small Business and Special Surveys Division. ■

OTHER RELEASES

Manufacturing industries of Canada: National and provincial areas 1999

Manufacturing shipments continued their upward trend in 1999, reaching \$488.6 billion, up 10.8% over 1998. It was the eighth consecutive year of growth for manufacturing shipments. This trend also continued in 2000; according to the Monthly Survey of Manufacturing, shipments rose by 9.2% compared with 1999.

The higher value of shipments in 1999 reflects increases in 16 of the 21 manufacturing subsectors. Transportation equipment manufacturing posted the greatest increase, \$26.0 billion. Motor vehicle manufacturing is the most important activity in this subsector. The strength of the U.S. economy in 1999 gave rise to higher demand for motor vehicles, thus creating strong growth for Canadian exports. Among the 21 manufacturing subsectors, this subsector experienced the highest percentage increase (+25.7%), matching petroleum and coal products manufacturing.

The value of petroleum and coal products shipments grew \$4.2 billion, the second greatest increase in dollar terms. This growth is largely the result of a 16.3% increase in the annual industry price index for this subsector, reflecting the sharp worldwide jump in petroleum prices in 1999.

Next in importance is wood product manufacturing, for which shipments rose by \$3.9 billion or 14.8%—the third greatest percentage increase among all manufacturing subsectors. In this case, prices rose and wood shipments increased as a result of strong housing construction in both the United States and Canada and an increase in the capacity utilization rate.

Machinery manufacturing saw the most dramatic drop in shipments (-\$758 million), as more and more Canadian industries purchased specialized machinery from abroad.

Newfoundland and Labrador registered the greatest increase in shipments in 1999, with a 15.8% increase from 1998. Nova Scotia placed second (+13.7%), followed by British Columbia and Ontario (both +12.4%). Of the 10 provinces, only Manitoba posted a drop in growth of manufacturing shipments in 1999 (-2.2%). The largest variations in dollar terms occurred in Ontario (+\$29.5 billion) and in Quebec (+\$10.2 billion), which respectively represent 62% and 22% of the total variation in Canada (+\$47.5 billion).

Value of manufacturing shipments

	1998	1999	1998 to 1999 % change
	\$ millions		
Canada	441,142.2	488,634.0	10.8
Newfoundland and Labrador	1,700.9	1,969.4	15.8
Prince Edward Island	935.5	1,029.1	10.0
Nova Scotia	6,538.1	7,430.8	13.7
New Brunswick	8,133.8	8,905.2	9.5
Quebec	104,479.5	114,705.4	9.8
Ontario	238,276.8	267,738.7	12.4
Manitoba	10,371.7	10,140.3	-2.2
Saskatchewan	6,079.1	6,172.2	1.5
Alberta	32,840.9	34,822.8	6.0
British Columbia	31,756.0	35,686.3	12.4
Yukon	11.8	12.8	8.5
Northwest Territories	15.3	17.9	17.0
Nunavut	2.8	3.1	10.7

Note: Data from the Annual Survey of Manufacturers for 1998 have been revised. Factors influencing revisions include late receipt of company data, incorrect information reported earlier and replacement of estimates with actual figures (once available). Consult the appropriate CANSIM table for revised data.

Available on CANSIM: table 301-0003.

For general information or to order data, contact the dissemination officer (1-866-873-8789; 613-951-9497; manufact@statcan.ca). To enquire about the concepts, methods or data quality of this release, contact Andy Shinnan (613- 951-3515; andy.shinnan@statcan.ca), Manufacturing, Construction and Energy Division. ■

Dairy statistics

November 2001 (preliminary)

Consumers purchased 260 000 kilolitres of milk and cream in November, up 2.9% from November 2000. Sales of milk rose 2.6%, and cream sales were up 7.2%.

The October–December 2001 issue of *The dairy review* (23-001-XIB, \$27/\$89; 23-001-XPB, \$36/\$119) will be available in February. See *How to order products*.

For more information or to enquire about the concepts, methods or data quality of this release, contact Anna Michalowska (1-800-465-1991; 613-951-2442; fax: 613-951-3868), Agriculture Division. ■

Oils and fats

November 2001

Production of all types of deodorized oils totalled 90 919 metric tonnes in November, a decrease of 6.1% from 96 834 tonnes in October.

Domestic sales of deodorized margarine oil totalled 12 093 tonnes; deodorized shortening oil totalled 26 905 tonnes; and deodorized salad oil totalled 32 909 tonnes in November.

Available on CANSIM: table 303-0012.

The November 2001 issue of *Oils and fats*, Vol. 52, no. 11 (32-006-XIB, \$5/\$47) is now available. See *How to order products*.

For general information or to order data, contact the dissemination officer (1-866-873-8789; 613-951-9497; manufact@statcan.ca). To enquire about the concepts, methods or data quality of this release, contact Peter Zylstra (613-951-3511; zylspet@statcan.ca), Manufacturing, Construction and Energy Division. ■

Monthly railway carloadings

October 2001

The freight loaded by railways in October totalled 21.5 million metric tonnes (excluding intermodal traffic), down 1.7% from October 2000. Intermodal tonnage, made up of containers on flatcars and trailers on flatcars, was 2.1 million metric tonnes, up 6.8% from October 2000.

Available on CANSIM: table 404-0002.

The October 2001 issue of *Monthly railway carloadings*, Vol. 78, no. 10 (52-001-XIE, \$8/\$77) is now available. See *How to order products*.

For more information, or to enquire about the concepts, methods or data quality of this release, contact Jean-Robert Larocque (613-951-2486; fax: 613-951-0009; laroque@statcan.ca), Transportation Division. ■

NEW PRODUCTS

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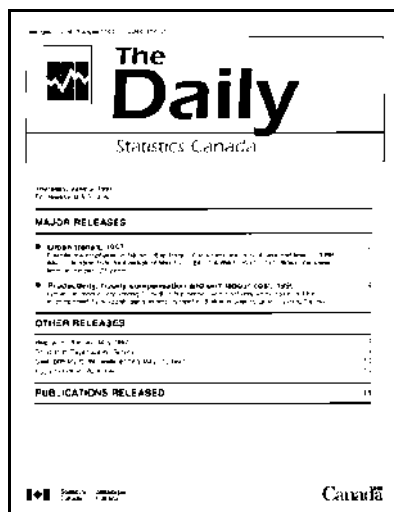
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