



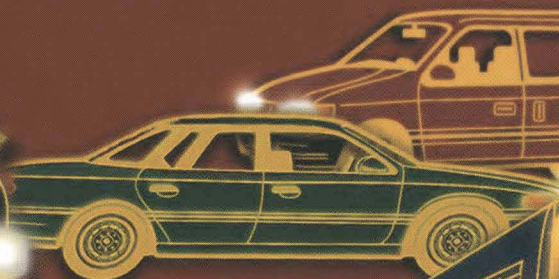
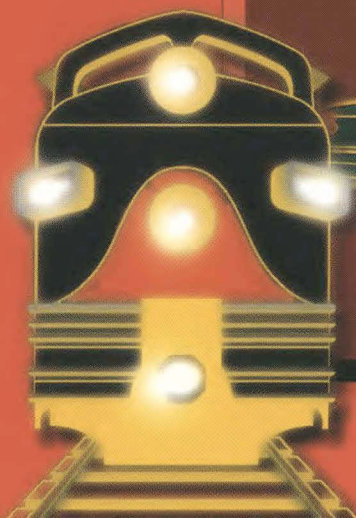
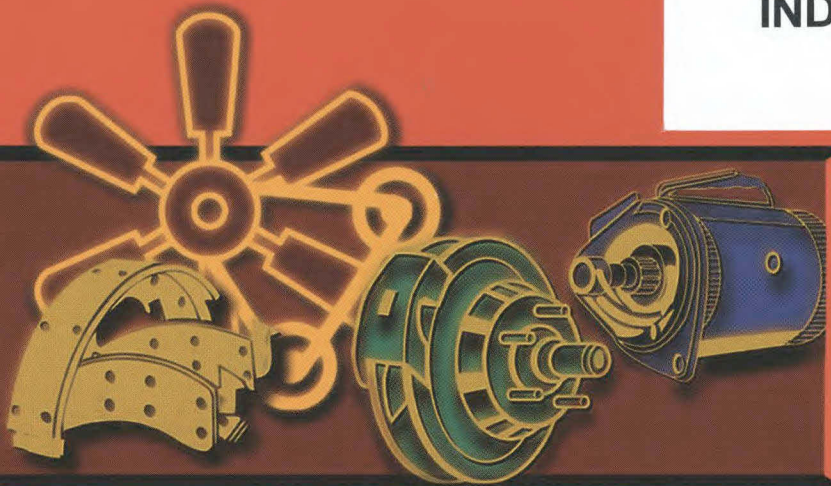
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**STATISTICAL REVIEW
OF THE CANADIAN AUTOMOTIVE
INDUSTRY: 2000 EDITION**



Canada

**STATISTICAL REVIEW
OF THE CANADIAN AUTOMOTIVE
INDUSTRY: 2000 EDITION**

Aerospace and Automotive Branch
Industry Canada
235 Queen Street
Ottawa, Ontario
Tel: (613) 952-7254
Fax: (613) 952-8088
E-mail address: automotive.canada.ic.gc.ca
Web site: <http://strategis.ic.gc.ca/atb>

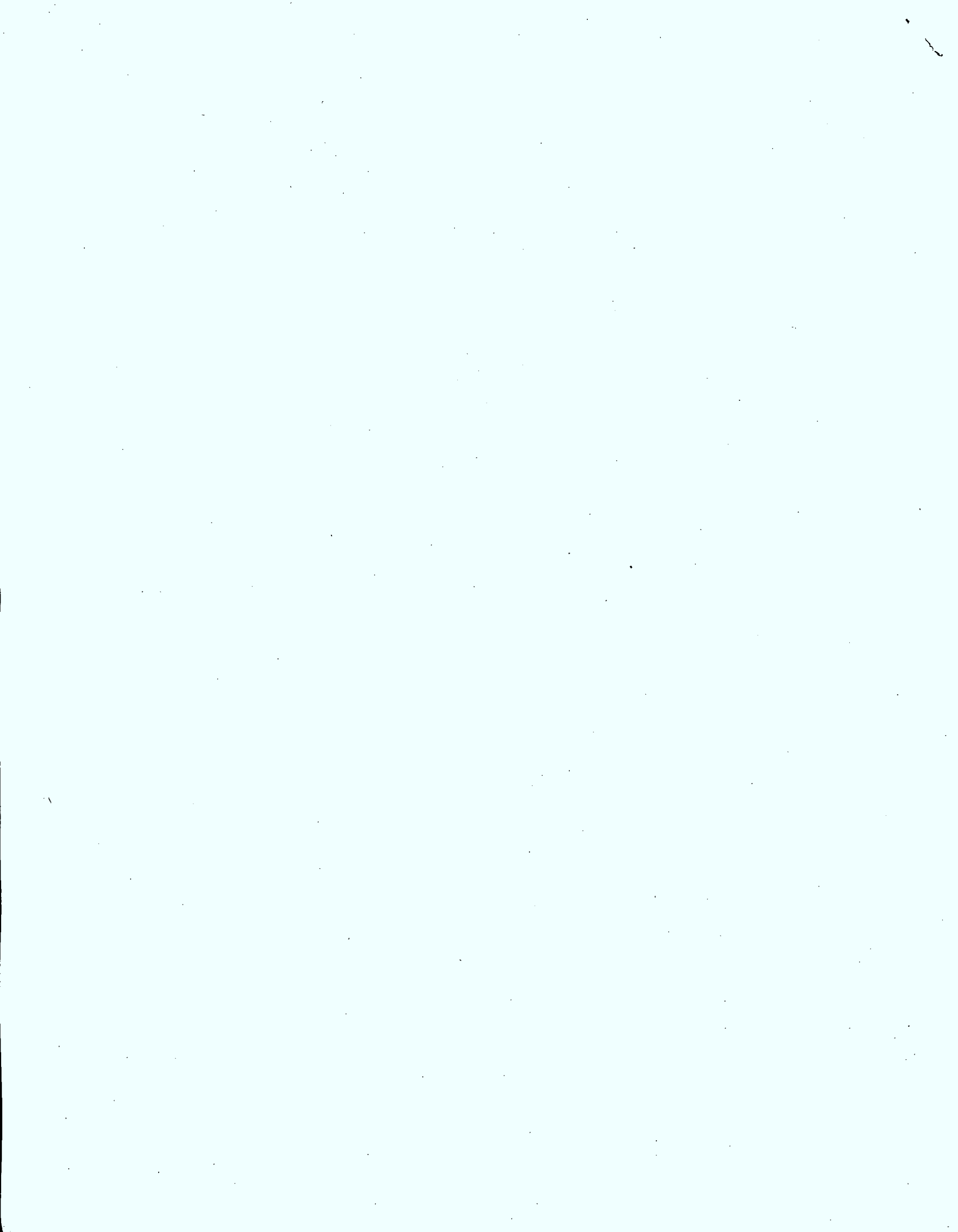
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Statistical Review of the Canadian Automotive Industry: 2000 Edition

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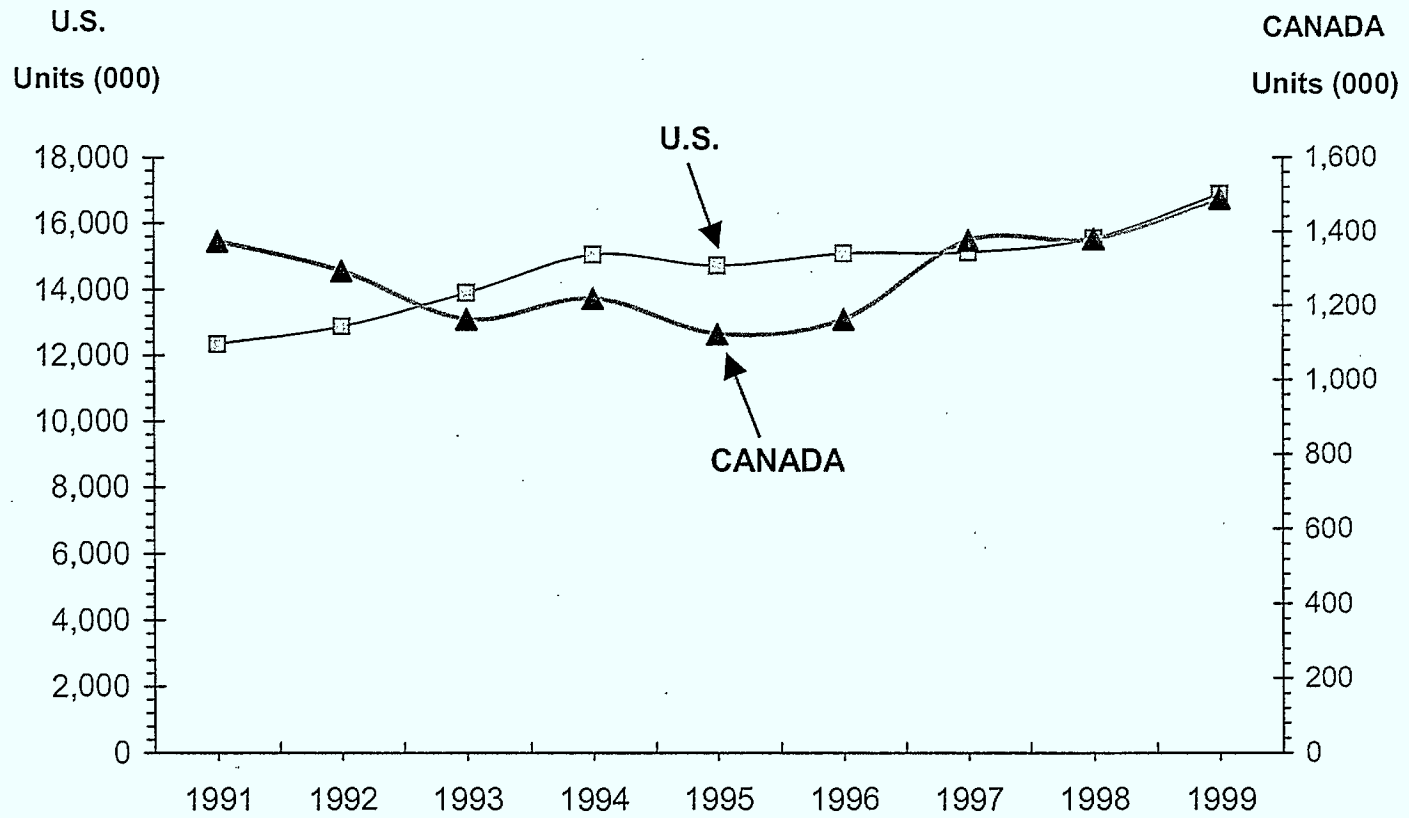
**Retail Sales of New Light Vehicles in Canada
(Thousands of Units)**

Table 1.1

	1991	1992	1993	1994	1995	1996	1997	1998	1999
Passenger Cars									
North American Produced*	579	519	517	585	555	571	627	589	620
Daimler Chrysler	92	75	88	101	91	85	87	86	85
Ford	143	124	124	124	109	113	115	99	88
General Motors	262	235	214	235	227	215	242	222	258
Honda	28	29	31	41	41	59	75	72	90
Mazda	6	6	12	11	8	6	7	6	5
Nissan	13	17	19	16	14	12	12	13	12
Toyota	20	19	10	33	40	50	57	49	45
Other	15	14	19	24	25	31	32	42	37
Total Imports	288	276	221	163	115	86	107	151	182
Total Imports from Europe	34	32	23	23	22	18	23	29	45
Total Imports from Japan	226	215	177	117	71	49	65	99	104
Total Imports from South Korea	25	27	21	23	22	19	19	23	33
From Other Sources	3	2	0	0	0	0	0	0	0
Total Passenger Cars	867	795	738	748	670	657	734	740	802
Light Trucks									
North American Produced*	327	349	380	442	434	484	588	586	629
Daimler Chrysler	96	106	118	130	128	153	169	183	180
Ford	96	106	118	139	141	157	199	170	188
General Motors	130	132	135	161	153	161	203	199	213
Honda	0	0	0	0	0	0	0	2	12
Mazda	0	0	3	7	4	4	4	4	5
Nissan	0	1	4	3	4	5	5	4	5
Toyota	0	0	0	0	2	2	6	18	19
Other	5	4	2	2	2	2	2	6	7
Total Imports	180	150	46	30	20	23	54	54	58
Total Imports from Europe	1	2	2	1	1	0	1	1	1
Total Imports from Japan	179	148	44	29	19	23	53	53	56
From Other Sources	0	0	0	0	0	0	0	0	1
Total Light Trucks	507	499	426	472	454	507	642	640	687
Total Light Vehicles	1 374	1 294	1 164	1 220	1 124	1 164	1 376	1 380	1 489

* Includes Mexico

Source: Ward's AutoInfoBank, AIAMC



Statistical Review Questionnaire

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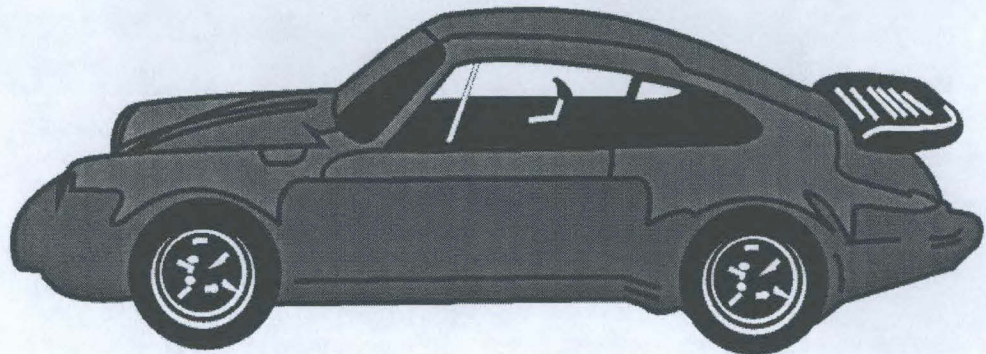
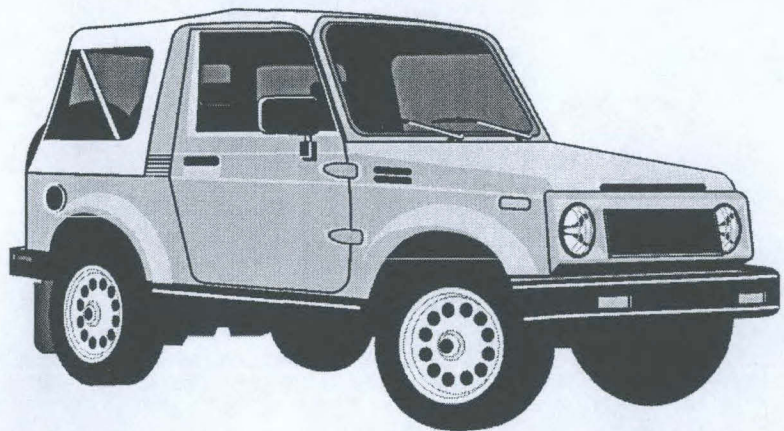
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This edition reflects the latest revisions and estimates provided by the various data sources. Accordingly, some historical figures appearing in the 1999 Edition have been modified. As a variety of sources are utilized in this publication, some totals may not agree.



S a l e s

Retail Sales of New Light Vehicles in Canada
(Thousands of Units)

Table 1.1

	1991	1992	1993	1994	1995	1996	1997	1998	1999
Passenger Cars									
North American Produced*	356	298	300	361	355	373	426	405	447
Daimler Chrysler	92	75	88	101	91	85	87	86	85
Ford	143	124	124	124	109	113	115	99	88
General Motors	262	235	214	235	227	215	242	222	258
Honda	28	29	31	41	41	59	75	72	90
Mazda	8	6	12	11	8	6	7	6	5
Nissan	9	9	13	16	14	12	12	13	12
Toyota	20	19	10	33	40	50	57	49	45
Other	29	25	20	25	25	31	33	43	37
Total Imports	286	279	229	165	115	89	109	152	186
Total Imports from Europe	24	21	25	24	23	20	24	30	47
Total Imports from Japan	233	229	183	118	70	50	65	98	105
Total Imports from South Korea	25	27	21	23	22	19	20	24	34
From Other Sources	4	2	0	0	0	0	0	0	0
Total Passenger Cars	642	577	529	526	470	462	535	557	633
Light Trucks									
North American Produced*	135	136	142	174	165	174	221	2 382	12 380
Daimler Chrysler	96	106	118	130	128	153	169	183	180
Ford	96	106	118	139	141	157	199	170	188
General Motors	130	132	135	161	153	161	203	199	213
Honda	0	0	0	0	0	0	0	2151	12130
Mazda	0	0	0	7	4	4	4	4	5
Nissan	0	0	4	3	4	5	5	4	5
Toyota	0	0	0	0	2	2	6	18	19
Other	5	4	3	3	2	2	3	6	8
Total Imports	62	54	45	30	23	25	57	56	58
Total Imports from Europe	1	2	3	2	2	2	3	2	1
Total Imports from Japan	61	52	42	28	21	23	54	54	56
From Other Sources	0	0	0	0	0	0	0	0	1
Total Light Trucks	197	190	187	204	188	199	278	2 438	12 438
Total Light Vehicles	839	767	716	730	658	661	813	2 995	13 071

* Includes Mexico

Source: Ward's AutoInfoBank

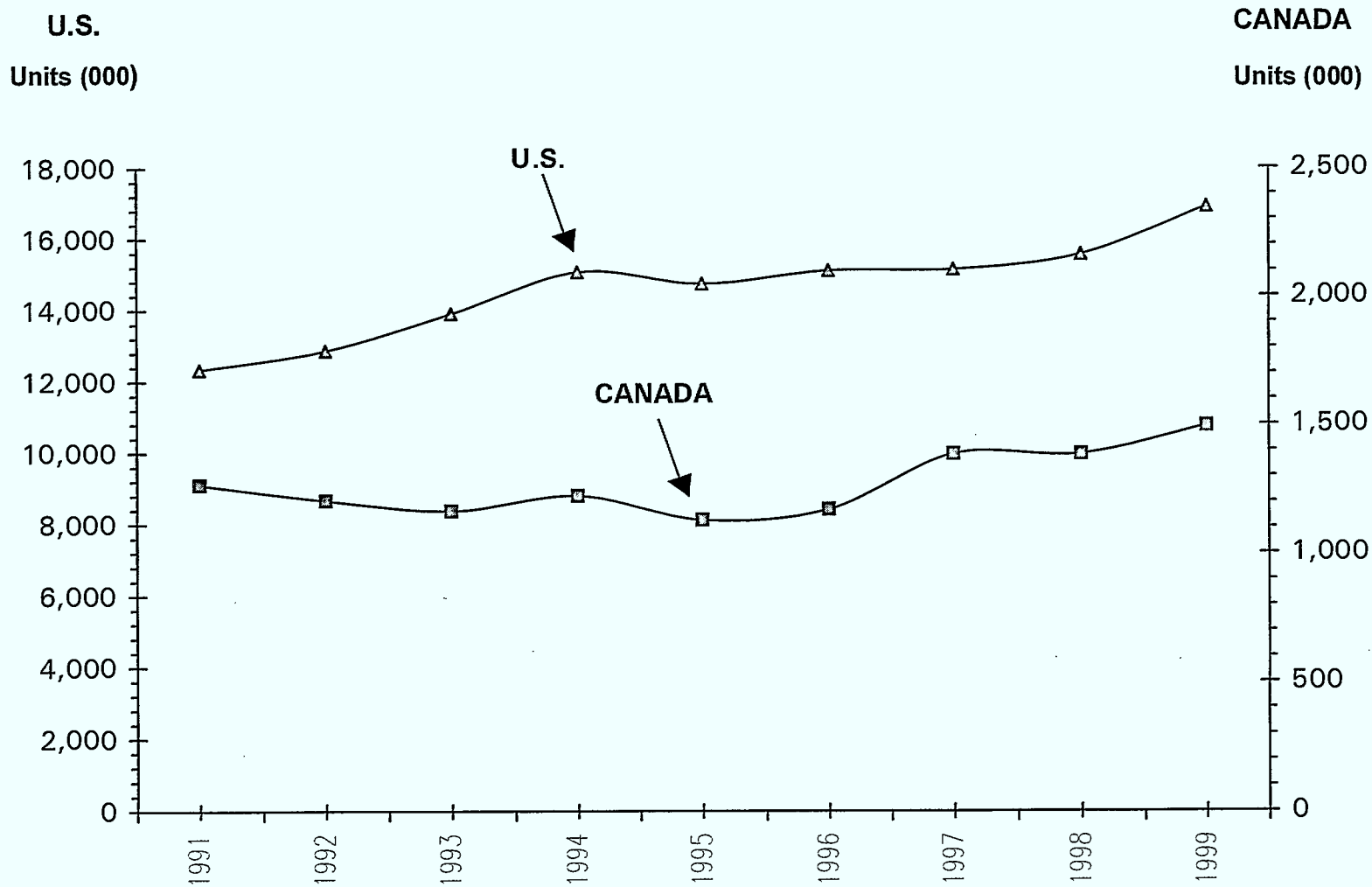
Retail Sales of New Light Vehicles in US
(Thousands of Units)

Table 1.2

	1991	1992	1993	1994	1995	1996	1997	1998	1999
Passenger Cars									
North American Produced*	6 161	6 287	6 742	7 255	7 129	7 256	6 916	6 762	6 980
Daimler Chrysler	637	617	766	783	771	828	737	739	745
Ford	1 582	1 731	1 837	1 899	1 732	1 700	1 576	1 532	1 581
General Motors	2 784	2 750	2 852	3 053	2 931	2 756	2 635	2 401	2 537
Honda	482	476	418	465	511	666	665	731	703
Mazda	77	79	100	109	106	86	79	92	87
Mitsubishi	69	65	76	117	101	126	101	102	137
Nissan	113	146	250	313	300	309	293	252	218
Toyota	334	341	368	384	499	556	594	623	637
Other	83	82	75	132	178	229	236	290	335
Total Imports	2 029	1 927	1 776	1 735	1 506	1 271	1 355	1 380	1 719
Total Imports from Europe	310	308	292	312	340	372	436	528	674
Total Imports from Japan	1 505	1 452	1 328	1 239	982	726	726	691	758
Total Imports from South Korea	179	144	135	173	183	172	182	152	277
From Other Sources	35	23	21	11	1	1	11	9	10
Total Passenger Cars	8 190	8 214	8 518	8 990	8 635	8 527	8 271	8 142	8 699
Light Trucks									
North American Produced*	3 605	4 247	5 000	5 659	5 691	6 132	6 271	6 745	7 421
General Motors	1 405	1 545	1 746	1 943	1 895	1 972	2 040	2 110	2 379
Ford	1 212	1 397	1 663	1 850	1 977	2 070	2 172	2 300	2 385
Daimler Chrysler	800	1 028	1 212	1 392	1 378	1 618	1 567	1 771	1 893
Honda	0	0	0	26	28	28	23	33	101
Mazda	11	8	30	64	45	43	38	42	39
Nissan	130	130	156	173	181	174	169	122	189
Toyota	1	65	112	130	113	142	161	234	297
Other	46	74	81	81	74	85	101	133	138
Total Imports	538	408	378	410	402	439	580	656	775
Total Imports from Europe	8	7	11	17	21	24	26	23	33
Total Imports from Japan	530	401	367	393	373	405	534	604	690
From Other Sources	0	0	0	0	8	10	20	29	52
Total Light Trucks	4 143	4 655	5 378	6 069	6 093	6 571	6 851	7 401	8 196
Total Light Vehicles	12 333	12 869	13 896	15 059	14 728	15 098	15 122	15 543	16 895

* includes Mexico

Source: Ward's AutoInfoBank



Canadian Car Sales by Size
(Thousands of Units)

Table 1.3

	1970*	1975*	1980*	1985*	1990	1994	1995	1996	1997	1998	1999
Compact	110	261	369	439	483	320	281	275	308	311	339
<i>Percent Share of Total</i>	22.2	36.0	49.8	56.1	54.6	43.0	41.5	41.9	41.8	42.0	42.0
<i>Percentage Change</i>		137.3	41.4	19.0	10.0	-7.8	-12.2	-2.1	12.0	1.0	9.0
Intermediate	156	229	206	246	279	304	287	277	312	318	344
<i>Percent Share of Total</i>	31.5	31.6	27.8	31.5	31.5	40.9	42.4	42.2	42.3	42.9	42.6
<i>Percentage Change</i>		46.8	-10.0	19.4	13.4	4.8	-5.6	-3.5	12.6	1.9	8.2
Full-size	215	223	148	80	77	73	62	55	51	47	48
<i>Percent Share of Total</i>	43.4	30.8	20.0	10.2	8.7	9.8	9.2	8.4	6.9	6.3	5.9
<i>Percentage Change</i>		3.7	-33.6	-45.9	-3.8	25.9	-15.1	-11.3	-7.3	-7.8	2.1
Luxury	14	12	18	17	46	47	47	50	66	65	76
<i>Percent Share of Total</i>	2.8	1.7	2.4	2.2	5.2	6.3	6.9	7.6	9.0	8.8	9.4
<i>Percentage Change</i>		-14.3	50.0	-5.6	170.6	2.2	0.0	6.4	32.0	-1.5	16.9
Total Sales	495	725	741	782	885	744	677	657	737	741	807

* Prior to 1990, data does not include import models; see Table 1.1 for total import sales for those years.

Source: Canadian Vehicle Manufacturers' Association and AIAMC, classified by Ward's segmentation, Ward's AutoInfoBank.

**U.S. Car Sales by Size
(Thousands of Units)**

Table 1.4

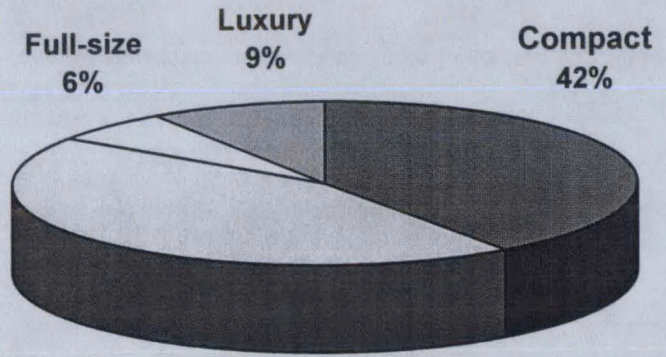
	1980*	1985*	1990	1991	1992	1994	1995	1996	1997	1998	1999
Compact	2 816	3 494	3 012	2 778	2 732	2 623	2 339	2 313	2 176	2 009	2 106
<i>Percent Share of Total</i>	31.5	31.8	32.4	33.9	33.3	29.2	27.1	27.1	26.3	24.7	24.2
<i>Percentage Change</i>		24.1	-6.8	-7.8	-1.7	-5.4	-10.8	-1.1	-5.9	-7.7	4.8
Intermediate	4 441	5 110	4 146	3 562	3 605	4 098	4 191	4 223	4 093	4 163	4 500
<i>Percent Share of Total</i>	49.6	46.5	44.6	43.5	43.9	45.6	48.5	49.5	49.5	51.1	51.7
<i>Percentage Change</i>		15.1	-4.5	-14.1	1.2	10.9	2.3	0.8	-3.1	1.7	8.1
Full-size	1 166	1 299	877	685	752	1 054	932	843	782	669	660
<i>Percent Share of Total</i>	13.0	11.8	9.4	8.4	9.2	11.7	10.8	9.9	9.5	8.2	7.6
<i>Percentage Change</i>		-5.9	-16.3	-21.9	9.8	11.8	-11.6	-9.5	-7.2	-14.5	-1.3
Luxury	526	1 077	1 268	1 164	1 124	1 216	1 173	1 147	1 221	1 301	1 432
<i>Percent Share of Total</i>	5.9	9.8	13.6	14.2	13.7	13.5	13.6	13.5	14.8	16.0	16.5
<i>Percentage Change</i>		104.8	9.8	-8.2	-3.4	9.9	-3.5	-2.2	6.5	6.6	10.1
Total Sales	8 949	10 980	9 303	8 189	8 213	8 991	8 635	8 526	8 272	8 142	8 698

* Prior to 1988, data does not include import models; see Table 1.2 for total imports for those years.

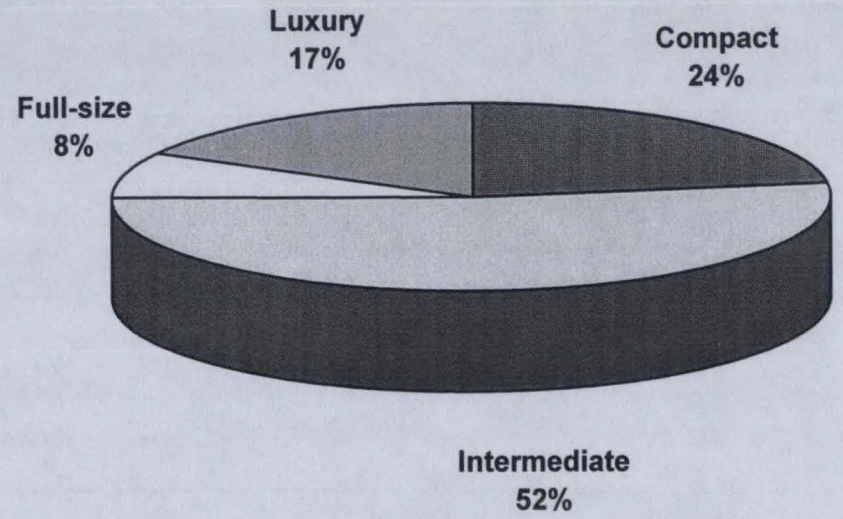
Data incomplete prior to 1980.

Source: Ward's Automotive Reports, Ward's Yearbook, Ward's AutoInfoBank.

CANADA



UNITED STATES



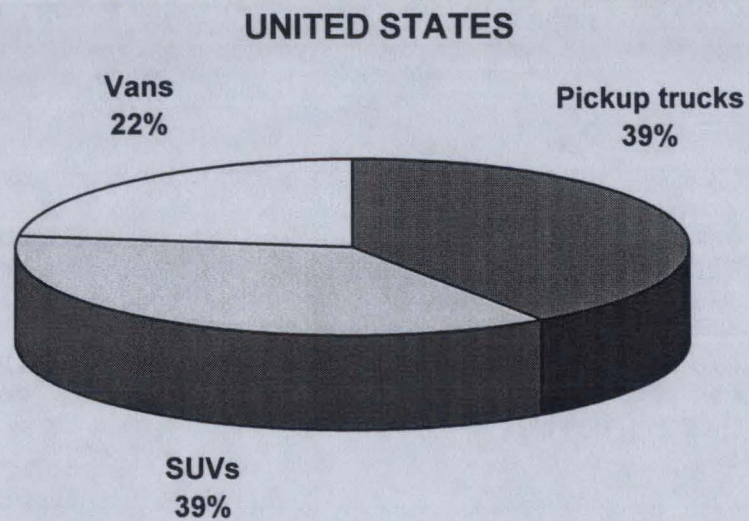
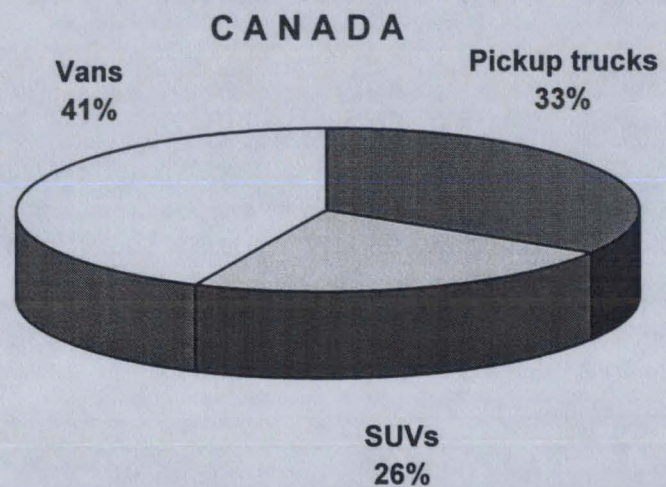
Canadian and U.S. Light Truck Sales by Segment
(Units)

Table 1.5

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Canada*										
Pickup trucks	185 369	170 980	163 789	164 032	188 246	179 073	196 444	238 303	232 876	226 802
<i>Percent Share of Total</i>	46.1	43.6	40.5	38.4	39.7	38.1	38.6	36.8	35.9	33.0
<i>Percentage Change</i>		-7.8	-4.2	0.1	14.8	-4.9	9.7	21.3	-2.3	-2.6
Sports Utility Vehicles	71 413	73 064	73 053	77 007	79 480	88 258	98 380	150 342	159 590	179 192
<i>Percent Share of Total</i>	17.8	18.6	18.1	18.0	16.7	18.8	19.3	23.2	24.6	26.1
<i>Percentage Change</i>		2.3	0.0	5.4	3.2	11.0	11.5	52.8	6.2	12.3
Vans	145 198	147 781	167 297	186 090	206 857	203 005	213 810	258 437	256 280	281 659
<i>Percent Share of Total</i>	36.1	37.7	41.4	43.6	43.6	43.2	42.0	39.9	39.5	41.0
<i>Percentage Change</i>		1.8	13.2	11.2	11.2	-1.9	5.3	20.9	-0.8	9.9
Total	401 980	391 825	404 139	427 129	474 583	470 336	508 634	647 082	648 746	687 653
<i>Percentage Change</i>		-2.5	3.1	5.7	11.1	-0.9	8.1	27.2	0.3	6.0
United States*										
Pickup trucks	2 292 934	2 020 739	2 145 389	2 417 230	2 792 063	2 656 949	2 810 868	2 769 562	2 959 749	3 193 458
<i>Percent Share of Total</i>	50.6	49.1	46.4	45.3	46.4	43.9	43.0	40.6	40.2	39.1
<i>Percentage Change</i>		-11.9	6.2	12.7	15.5	-4.8	5.8	-1.5	6.9	7.9
Sports Utility Vehicles	929 066	909 555	1 133 141	1 379 600	1 556 075	1 753 417	2 140 455	2 435 301	2 794 206	3 218 503
<i>Percent Share of Total</i>	20.5	22.1	24.5	25.8	25.8	29.0	32.8	35.7	37.9	39.4
<i>Percentage Change</i>		-2.1	24.6	21.8	12.8	12.7	22.1	13.8	14.7	15.2
Vans	1 309 010	1 181 349	1 341 062	1 541 122	1 674 719	1 642 269	1 582 590	1 609 681	1 615 181	1 759 510
<i>Percent Share of Total</i>	28.9	28.7	29.0	28.9	27.8	27.1	24.2	23.6	21.9	21.5
<i>Percentage Change</i>		-9.8	13.5	14.9	8.7	-1.9	-3.6	1.7	0.3	8.9
Total	4 531 010	4 111 643	4 619 592	5 337 952	6 022 857	6 052 635	6 533 913	6 814 544	7 369 136	8 171 471
<i>Percentage Change</i>		-9.3	12.4	15.6	12.8	0.5	8.0	4.3	8.1	10.9

* Commercial Chassis are not included in totals

Source: Ward's AutoInfoBank



**Motor Vehicle Registrations in Canada
(Thousands of Units)**

Table 1.6

	1985	1987	1988	1989	1990	1993	1994	1995	1996	1997	1998	1999*
Passenger Cars	11 118	11 773	12 086	12 811	12 622	12 925	13 131	13 192	13 251	13 487	13 887	16538
Trucks and Truck Tractors	3 095	3 508	3 706	3 396	3 867	3 345	3 393	3 411	3 476	3 527	3 625	2607
Buses	53	59	60	62	64	65	65	64	64	65	68	73
Motorcycles	453	414	370	348	331	309	306	297	290	299	314	274
Mopeds	35	34	31	30	28	26	24	22	21	20	20	N/A
Other Vehicles	64	76	84	72	69	61	63	60	60	80	73	N/A
Total	14 818	15 864	16 337	16 719	16 981	16 731	16 982	17 046	17 162	17 478	17 987	19 492

* Different grouping used for 1999; mopeds included in motorcycles

**Motor Vehicle Registrations in Major Markets
(Thousands of Units)**

Table 1.7

	1970	1975	1980	1985	1990	1994	1995	1996	1997	1998
Australia	4 784	6 214	7 263	8 729	9 777	10 518	10 651	10 750	11 351	11 738
Belguim	2 351	2 936	3 513	3 634	4 277	4 619	4 696	4 780	4 862	5 001
Canada	8 083	11 028	13 719	14 818	16 553	17 440	17 046	17 231	17 478	17 987
France	14 370	17 810	21 705	25 070	28 460	30 040	30 295	30 755	31 470	32 310
Germany	15 605	19 499	24 853	27 822	32 685	42 545	43 319	43 971	44 552	44 979
Italy	11 111	16 253	19 115	24 405	29 910	32 455	33 164	33 736	34 398	34 596
Japan	17 582	28 091	37 856	46 157	57 678	65 011	66 854	68 801	70 003	70 815
Netherlands	2 777	2 741	4 889	5 330	6 091	6 211	6 290	6 420	6 670	6 640
Spain	3 119	5 860	8 962	10 884	14 443	16 687	17 284	17 954	18 657	19 612
Sweden	2 447	2 931	3 077	3 383	3 925	3 912	3 953	3 982	4 040	4 145
U.K.	13 571	15 995	17 358	22 231	26 302	26 926	27 431	28 021	28 816	30 406
Mexico	1 792	3 340	5 829	7 476	9 882	11 530	11 825	12 230	12 700	13 891
U.S.	108 418	132 949	188 796	171 354	188 656	195 469	200 446	206 365	207 754	209 750
Total	206 010	265 647	356 935	371 293	428 639	463 363	473 254	484 996	492 751	501 870

Source: Data was compiled from various sources such as governments and associations' Internet-based databases, other printed publications, National Institute of Statistics (INEGI), Kama.

Top 15 Best Selling Passenger Cars in Canada - 1998 and 1999
(Units)

Table 1.8

Passenger Cars

		1999			1998
1	Honda Civic	58 122	1	Honda Civic	54 065
2	Chevrolet Cavalier	50 711	2	Chevrolet Cavalier	43 942
3	Pontiac Sunfire	46 526	3	Pontiac Sunfire	40 797
4	Toyota Corolla	41 630	4	Toyota Corolla	40 773
5	Chrysler Neon	28 858	5	Chrysler Neon	30 827
6	Ford Taurus	26 557	6	Ford Escort	27 185
7	Dodge Intrepid	26 023	7	Honda Accord	25 490
8	Chevrolet Malibu	25 218	8	Chevrolet Malibu	24 686
9	Pontiac Grand Am	25 152	9	Ford Taurus	23 547
10	Mazda Protegé	25 147	10	Toyota Tercel	23 395
11	Honda Accord	24 100	11	Toyota Camry	22 827
12	Toyota Camry	22 411	12	Dodge Intrepid	22 474
13	Toyota Tercel	21 246	13	Saturn	18 263
14	Volkswagen Jetta	20 134	14	Pontiac Grand Am	15 865
15	Saturn	18 326	15	Mazda Protegé	15 196

**Top 15 Best Selling Light Trucks in Canada - 1998 and 1999
(Units)**

Table 1.9

Light Trucks		
	1999	1998
1	Dodge Caravan 73 930	1 Ford F-Series 69 477
2	Ford F-Series 73 748	2 Dodge Caravan 51 646
3	Ford Windstar 55 528	3 Ford Windstar 48 300
4	GMC-Sierra 36 829	4 Chevy CK Pickup 40 945
5	Chevy Silverado 34 234	5 GMC-Sierra 39 304
6	Dodge Ram Pickup 30 064	6 Plymouth Voyager 38 553
7	Ford Explorer 24 928	7 Dodge Ram Pickup 34 171
8	Chevrolet Venture 23 151	8 Ford Explorer 19 809
9	Jeep Grand Cherokee 19 003	9 Pontiac Trans Sport 19 135
10	Pontiac Trans Sport 17 838	10 Chevrolet Venture 17 719
11	Toyota Sienna 15 763	11 Jeep Grand Cherokee 15 763
12	Plymouth Voyager 15 711	12 Toyota Sienna 15 138
13	Ford Econoline 14 835	13 Honda CR-V 14 306
14	Honda CR-V 14 511	14 Dodge Dakota 14 286
15	Dodge Dakota 14 411	15 Ford Econoline 13 347

Source: Ward's AutoInfoBank, AIAMC

Light Vehicle Dealerships by Company In Canada

Table 1.10

Company	1980	1985	1989	1990	1993	1994	1995	1996	1997	1998	1999
Acura	--	--	--	41	44	42	39	39	41	48	42
American Motors	256	189	--	--	--	--	--	--	--	--	--
BMW	39	43	42	38	35	36	33	33	30	31	31
Daimler Chrysler	566	555	695	659	601	607	609	598	586	570	570
Daewoo	--	--	--	--	--	--	--	--	--	11	11
Fiat	53	88	--	--	--	--	--	--	--	--	--
Ford	781	715	669	655	643	640	623	604	597	577	577
General Motors	1 091	969	964	947	906	868	847	824	868	848	848
Honda	160	188	256	218	217	213	205	203	203	206	205
Hyundai	--	173	157	144	156	146	139	139	142	143	143
Infiniti *	--	--	--	--	23	22	22	23	--	--	--
Jaguar	97	20	23	23	21	21	20	18	18	19	19
Kia	--	--	--	--	--	--	--	--	--	--	28
Lada	44	76	61	69	78	77	89	75	22	21	21
Land Rover	--	--	--	--	--	--	--	--	--	13	13
Lexus **	--	--	--	--	22	22	22	22	--	--	--
Mazda	130	137	168	176	184	181	176	167	159	151	151
Mercedes-Benz	57	53	54	56	39	57	58	56	53	49	49
Nissan	212	188	180	179	161	156	148	146	169	165	165
Passport/Saturn ***	--	--	59	70	66	65	62	--	--	--	--
Porche	--	--	--	--	--	--	--	--	--	11	11
Saab***	52	41	32	--	--	--	--	--	--	--	--
Skocar	--	60	23	34	--	--	--	--	--	--	--
Subaru	102	80	89	87	87	93	95	97	100	97	97
Suzuki	--	86	103	107	103	106	108	91	86	89	89
Toyota	195	208	237	239	234	232	229	228	251	251	251
Volkswagen/Audi	202	200	189	184	180	174	162	160	155	190	190
Volvo	94	72	61	61	53	51	48	46	46	45	45
Total Light Vehicle Dealers	4 131	4 141	4 062	3 987	3 853	3 809	3 734	3 569	3 526	3 535	3 556

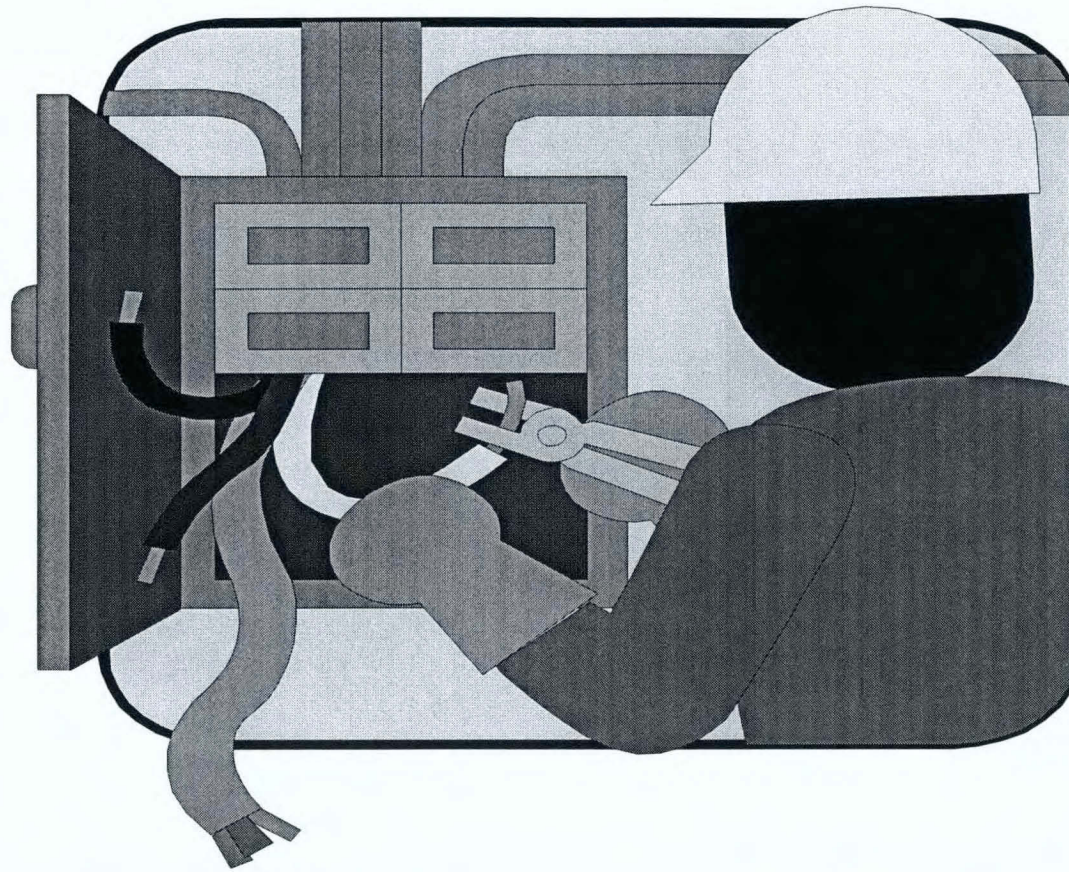
* Figures are included with Nissan in 1997

** Figures are included with Toyota in 1997

*** Figures are included with General Motors starting in 1996.

Source: Canadian Automobile Dealers Association (CADA)





PRODUCTION



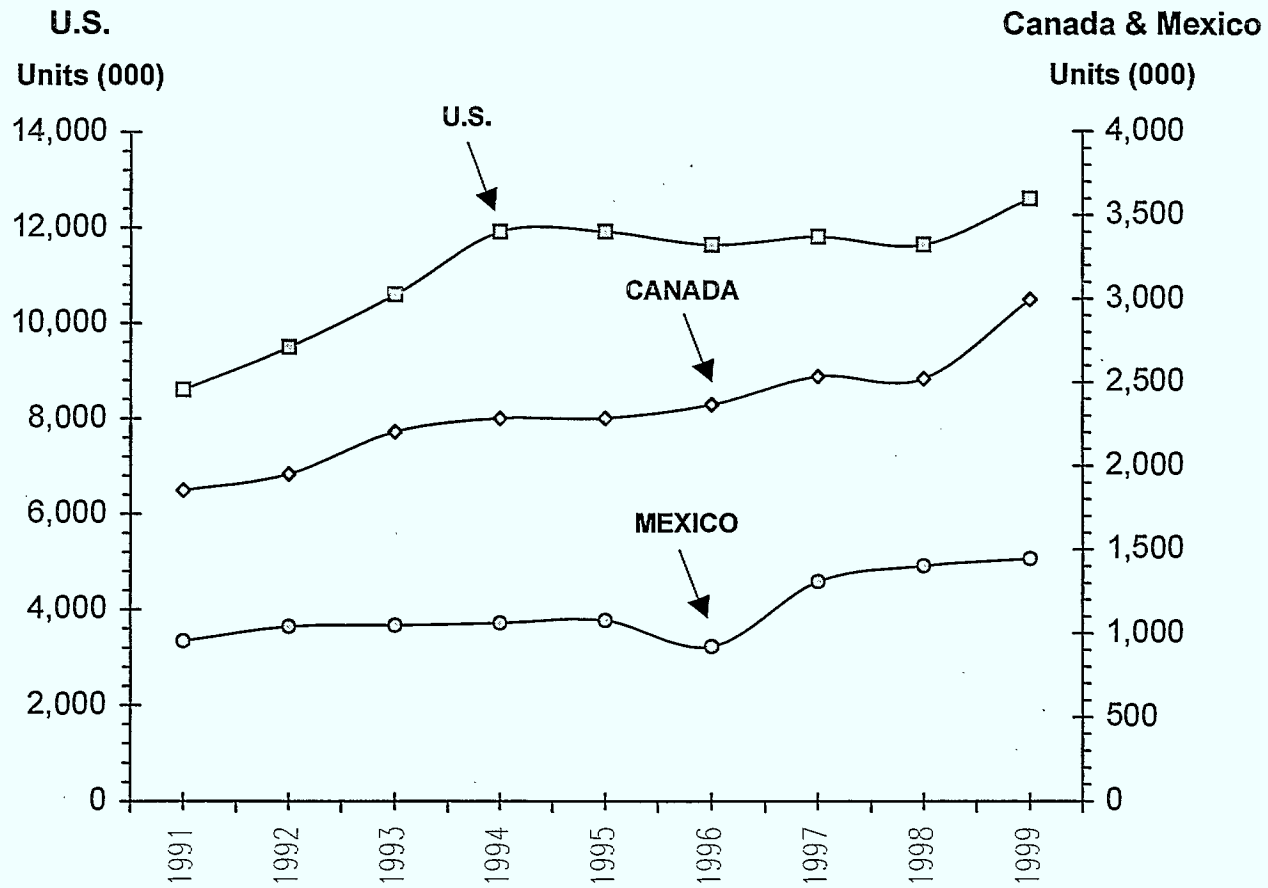
North American Production of Motor Vehicles
(Thousands of Units)

Table 2.1

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Canada											
Passenger Cars	1 017	1 098	1 060	1 028	1 353	1 216	1 337	1 280	1 373	1 481	1 626
Light Trucks	900	807	796	907	852	1 069	1 030	1 088	1 161	1 040	1 370
Light Vehicles	1 917	1 905	1 856	1 935	2 205	2 285	2 367	2 368	2 534	2 521	2 996
Heavy-Duty Trucks	47	43	31	38	49	36	41	29	37	49	61
Total Vehicles	1 964	1 948	1 887	1 973	2 254	2 321	2 408	2 397	2 571	2 570	3 057
U.S.											
Passenger Cars	6 821	6 078	5 440	5 667	5 982	6 601	6 340	6 083	5 934	5 554	5 638
Light Trucks	3 781	3 464	3 160	3 825	4 608	5 305	5 285	5 449	5 859	6 074	6 955
Light Vehicles	10 602	9 542	8 600	9 492	10 590	11 906	11 625	11 532	11 793	11 628	12 593
Heavy-Duty Trucks	254	226	173	217	265	333	370	299	338	374	432
Total Vehicles	10 856	9 768	8 773	9 709	10 855	12 239	11 995	11 831	12 131	12 002	13 025
Mexico											
Passenger Cars	439	598	720	776	835	857	705	798	855	956	994
Light Trucks	190	203	235	264	213	220	217	386	454	445	451
Light Vehicles	629	801	955	1 040	1 048	1 077	922	1 184	1 309	1 401	1 445
Heavy-Duty Trucks	12	17	31	38	29	45	18	34	45	59	89
Total Vehicles	641	818	986	1 078	1 077	1 122	940	1 218	1 354	1 460	1 534
North America Total											
Passenger Cars	8 277	7 774	7 220	7 471	8 170	8 674	8 382	8 161	8 162	7 991	8 258
Light Trucks	4 871	4 474	4 191	4 996	5 673	6 594	6 532	6 923	7 474	7 559	8 776
Light Vehicles	13 148	12 248	11 411	12 467	13 843	15 268	14 914	15 084	15 636	15 550	17 034
Heavy-Duty Trucks	313	286	235	293	343	414	429	362	420	482	582
Total Vehicles	13 461	12 534	11 646	12 760	14 186	15 682	15 343	15 446	16 056	16 032	17 616

*Includes motor homes and chassis

Source: Ward's AutoInfoBank



**Vehicle Manufacturers by Total Output
(Thousands of Units)**

Table 2.2

Company									
Ranked by 1999 North American Production*	1996 Ranking		1997 Ranking		1998 Ranking		1999 Ranking		
General Motors	4 943	1	5 415	1	4 992	1	5 739	1	
Ford	4 233	2	4 308	2	4 326	2	4 580	2	
DaimlerChrysler	2 461	3	2 672	3	4 254	3	3 090	3	
Honda	780	4	816	4	895	5	971	4	
Toyota	483	6	467	6	969	4	745	5	
Nissan	550	5	571	5	529	6	510	6	
Volkswagen	238	8	258	8	339	8	410	7	
NUMMI	356	7	422	7	362	7	367	8	
Subaru-Isuzu	195	9	187	10	216	9	192	9	
Auto Alliance (formerly Mazda)	129	11	110	11	167	10	165	10	
Diamond Star	192	10	189	9	157	11	160	11	
CAMI	124	12	100	12	45	12	112	12	
Ranked by 1999 World Production									
General Motors	8 400	1	8 198	1	7 560	1	8 236	1	
Ford	6 750	2	7 047	2	6 823	2	6 665	2	
Toyota	4 756	3	4 890	3	5 290	3	5 496	3	
DaimlerChrysler	2 861	5	2 819	7	4 423	5	4 822	4	
Renault**	1 804	10	1 940	11	2 283	9	4 802	5	
Volkswagen	3 977	4	4 291	4	4 823	4	4 786	6	
Fiat-Iveco	2 586	7	2 886	5	2 660	6	2 624	7	
Peugeot-Citroen	1 147	13	2 052	10	2 270	10	2 515	8	
Honda	2 084	8	2 316	8	2 330	8	2 425	9	
Hyundai	1 282	12	1 123	17	899	15	1 970	10	
Mitsubishi	1 943	9	2 033	9	1 664	12	1 555	11	
Suzuki	1 789	11	1 875	12	1 672	11	1 521	12	

* Includes Mexico

** Nissan is part of Renault in World Production from 1999

Source: Ward's Automotive Reports, Automotive News.

Motor Vehicle Production by Major Producing Country
(Thousands of Units)

Table 2.3

	1970	1975	1980	1985	1990	1995	1996	1997	1998	1999
U.S.	8 263	8 965	8 010	11 648	9 768	11 972	11 832	12 149	12 042	13 025
Japan	5 289	6 941	11 043	12 271	13 487	10 195	10 346	11 177	10 976	9 905
Germany	3 842	3 186	3 879	4 446	4 661	4 515	4 351	4 537	5 721	5 688
Canada	1 193	1 442	1 374	1 930	1 922	2 401	2 397	2 578	2 568	3 057
France	2 750	2 861	3 378	3 016	3 295	2 740	2 728	3 047	2 910	3 033
Spain	536	814	1 182	1 418	1 679	2 308	2 412	2 531	2 752	2 852
South Korea	29	36	123	378	1 322	2 679	2 813	2 867	1 994	2 832
U.K.	2 098	1 648	1 313	1 311	1 296	1 738	1 929	1 941	1 987	1 973
Italy	1 854	1 459	1 612	1 573	1 875	1 623	1 547	1 811	1 657	1 701
Mexico	NA	NA	NA	398	804	944	1 222	1 336	1 428	1 534
Brazil	416	930	1 165	967	914	1 650	1 813	2 067	1 573	1 344
Russia	916	1 964	2 199	2 200	2 000	1 276	1 077	1 264	1 075	1 173

Source: Ward's Automotive Yearbook.

Average Unit Value of Canadian Motor Vehicle Production

Table 2.4

	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Number of Units Produced (Thousands)	1 780	1 964	1 948	1 888	1 973	2 254	2 321	2 408	2 397	2 571	2 570	3 057
Value of SIC 3231 Shipments* (Millions of Dollars)	28 114	27 519	27 239	26 017	29 564	37 803	44 558	49 474	47 902	52 715	55 509	70 304
Unit Value (Dollars)	15 794	14 012	13 983	13 780	14 984	16 772	19 198	20 546	19 984	20 504	21 599	22 998

* Preliminary data based on Statistics Canada Catalogue Number 31-001-XPB.

Source: Statistics Canada and Ward's Automotive Yearbook.

**Industrial Product Price Indices* by Industry
(1992=100)**

Table 2.5

	1992	1993	1994	1995	1996	1997	1998	1999
Motor Vehicle Industry (SIC 323)	100	107.5	114.7	118.7	122.8	127.3	139.0	141.2
Trailer and Bus Body and Trailer Industry (SIC 324)	100	101.8	99.8	105.8	110.0	114.6	117.0	118.3
Motor Vehicle Parts and Accessories Industry (SIC 325)	100	100.5	103.8	107.1	108.7	108.6	111.8	111.7

* The Industrial Product Price Indices (IPPI) measure price changes for major commodities sold by Canadian manufacturers.

Source: Statistics Canada Catalogue 62-011-XPB.

**Value of Shipments in Canadian Automotive Industries
(Millions of Dollars)**

Table 2.6

	1970	1975	1980	1985	1990	1994	1995	1996	1997	1998	1999
Motor Vehicle Manufacturers	2 963	6 024	10 071	23 723	27 239	44 558	49 474	47 902	52 715	55 509	70 304
Truck Body and Trailer Manufacturers	244	774	978	1 148	1 411	1 567	1 923	2 004	2 333	2 671	2 862
Motor Vehicle Parts and Accessories Manufacturers	1 408*	2 552*	4 034	12 923	13 902	19 996	22 333	23 840	27 434	29 366	33 327
Automotive Tire and Tube Manufacturers**	N/A	N/A	N/A	1 653	1 350	1 550	1 744	1 754	1 773	1 940	15 156
Total	3 207	6 798	15 083	39 447	43 902	67 671	75 474	75 500	84 255	89 486	121 649

* Includes automobile fabric and accessories manufacturers

** Information supplied by companies

Source: Statistics Canada Catalogue Numbers 31-001-XPB, 31-203-XPB and 42-251-XPB.

**Canadian Light Vehicle Production by Company
(Units)**

Table 2.7

	1992	1993	1994	1995	1996	1997	1998	1999	1999 % Market Share
CAMI (GM/Suzuki)	133 521	159 399	170 231	183 510	124 100	99 770	45 063	112 314	3.75
DaimlerChrysler	464 523	643 371	695 630	538 097	705 446	627 157	738 321	796 727	26.59
Ford	474 845	454 165	494 829	533 443	537 082	630 829	627 384	685 535	22.88
GM	668 203	747 471	723 903	907 833	752 371	894 974	750 907	915 507	30.56
Honda	104 123	100 621	108 308	106 133	144 482	165 181	179 797	274 908	9.18
Hyundai	15 186	14 585	0	0	0	0	0	0	0.00
Toyota	68 092	79 219	85 871	90 136	97 344	108 952	171 739	211 082	7.05
Volvo	6 288	5 504	6 436	7 588	7 127	6 548	8 373	0	0.00
Total Production	1 934 781	2 204 335	2 285 208	2 366 740	2 367 952	2 533 411	2 521 584	2 996 073	100.00

Source: Ward's Auto Infobank

**U.S. Light Vehicle Production by Company
(Units)**

Table 2.8

	1992	1993	1994	1995	1996	1997	1998	1999	1999 % Market Share
Auto Alliance (Ford/Mazda)	168 859	219 096	247 004	149 562	129 441	100 394	167 268	165 143	1.31
BMW	0	0	385	11 877	50 278	62 943	54 802	48 394	0.38
DaimlerChrysler	1 283 369	1 427 555	1 693 535	1 718 583	1 694 121	1 705 657	1 809 342	1 960 110	15.57
Diamond Star/Mitsubishi	139 783	136 022	169 829	218 161	192 961	189 086	157 139	159 702	1.27
Ford	2 784 448	3 294 217	3 655 762	3 371 424	3 474 706	3 458 342	3 449 023	3 638 879	28.90
GM	3 718 894	4 040 453	4 403 909	4 222 624	3 994 720	4 233 144	3 863 421	4 436 252	35.23
Honda	458 251	403 775	498 710	552 995	634 374	648 268	694 703	686 043	5.45
Mercedes Benz	0	0	0	84	766	20 205	69 526	78 507	0.62
Nissan	300 326	386 973	444 608	465 786	414 031	398 308	308 837	324 645	2.58
NUMMI (GM/Toyota)	256 231	321 428	363 040	352 675	365 469	357 809	361 859	367 121	2.92
Subaru-Isuzu	124 020	126 558	153 883	180 174	194 871	186 891	216 198	192 200	1.53
Toyota	240 382	234 060	275 678	381 445	385 657	431 811	476 203	533 702	4.24
Total Production	9 474 563	10 590 137	11 906 343	11 625 390	11 531 395	11 792 858	11 628 321	12 590 698	100.00

Source: Ward's AutoInfoBank

**Mexico Light Vehicle Production by Company
(Units)**

Table 2.9

	1992	1993	1994	1995	1996	1997	1998	1999	1999 Market Share
BMW	0	0	0	245	487	970	1 932	1 596	0.11
DaimlerChrysler	229 145	222 609	238 888	205 192	360 333	352 847	361 802	332 786	23.02
Ford	251 811	208 530	226 329	213 531	188 228	221 523	186 002	177 205	12.26
GM	198 132	192 279	161 094	198 407	266 012	299 485	314 516	327 526	22.66
Honda	0	0	0	135	1 194	3 045	7 194	10 241	0.71
Mercedes Benz	0	0	590	814	1 043	955	722	190	0.01
Nissan	172 562	185 922	193 591	106 794	135 637	172 763	189 787	185 574	12.84
Porsche	0	0	0	0	32	20	13	9	0.00
Volkswagen	188 488	239 003	256 317	191 438	231 078	257 366	338 959	410 308	28.39
Total Production	1 040 138	1 048 343	1 076 809	916 556	1 184 044	1 308 974	1 400 927	1 445 435	100.00

Source: Ward's AutoInfoBank

**Total North American Light Vehicle Production by Company
(Units)**

Table 2.10

	1992	1993	1994	1995	1996	1997	1998	1999	1999 % Market Share
Auto Alliance (Ford/Mazda)	168 859	219 096	247 004	149 562	129 441	100 394	167 268	165 143	0.97
BMW	0	0	385	12 122	50 765	63 913	56 734	49 990	0.29
CAMI (GM/Suzuki)	133 521	159 399	170 231	183 510	124 100	99 770	45 063	112 314	0.66
DaimlerChrysler	1 977 037	2 293 535	2 628 053	2 467 765	2 759 900	2 685 661	2 909 465	3 089 629	18.14
Diamond Star/Mitsubishi	139 783	136 022	169 829	218 161	192 961	189 086	157 139	159 702	0.94
Ford	3 511 104	3 956 912	4 376 920	4 118 398	4 200 016	4 310 694	4 262 409	4 501 619	26.43
GM	4 585 229	4 980 203	5 288 906	5 328 864	5 013 103	5 427 603	4 928 844	5 679 285	33.34
Honda	562 374	504 396	607 018	659 263	780 050	816 494	881 694	971 192	5.70
Hyundai	15 186	14 585	0	0	0	0	0	0	0.00
Mercedes Benz	0	0	590	898	1 809	21 160	70 248	78 697	0.46
Nissan	472 888	572 895	638 199	572 580	549 668	571 071	498 624	510 219	3.00
NUMMI (GM/Toyota)	256 231	321 428	363 040	352 675	365 469	357 809	361 859	367 121	2.16
Porsche	0	0	0	0	29	20	13	9	0.00
Subaru-Isuzu	124 020	126 558	153 883	180 174	194 871	186 891	216 198	192 200	1.13
Toyota	308 474	313 279	361 549	471 581	483 001	540 763	647 942	744 784	4.37
VW	188 488	239 003	256 317	191 438	231 078	257 366	338 959	410 308	2.41
Volvo	6 288	5 504	6 436	7 588	7 127	6 548	8 373	0	0.00
Total Production	12 449 482	13 842 815	15 268 360	14 914 579	15 083 388	15 635 243	15 550 832	17 032 212	100.00

Source: Ward's AutoInfoBank and Automotive Reports

**Cost of Materials* in the Canadian Automotive Industry
(Millions of Dollars)**

Table 2.11

	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Motor Vehicles	19 600	34 309	40 279	39 326	36 847	21 801	24 601	31 512	36 609	40 680	37 972	41 458
Truck and bus body	248	290	367	401	287	279	210	219	264	295	271	372
Commerical trailers	308	430	442	368	310	166	1 459	185	274	446	424	545
Non-commerical trailers	220	266	329	300	240	125	156	177	223	288	258	286
Mobile homes	58	59	79	99	112	98	102	116	139	135	150	149
Total	834	1 045	1 217	1 168	949	668	1 927	697	900	1 164	1 103	1 352
Engines and parts	1 645	2 028	2 143	2 357	1 720	881	1 129	1 495	1 898	1 706	2 238	2 398
Wiring assemblies	187	185	172	253	239	200	230	439	591	701	597	596
Stampings	1 060	1 133	1 321	1 421	1 305	1 298	1 430	1 572	1 854	2 131	2 119	2 305
Steering and suspension	288	307	429	480	155	345	428	564	784	849	832	914
Wheel and brake	419	472	540	597	535	416	476	532	634	715	721	827
Plastic parts	551	669	720	838	598	527	571	693	895	1 009	1 001	1 245
Fabrics	488	524	609	648	740	699	862	995	1 274	1 324	1 379	1 684
Other motor vehicle parts	1 589	1 669	2 086	2 381	2 430	2 635	2 869	3 082	3 608	4 296	4 376	5 545
Total parts	6 227	6 987	8 020	8 975	7 722	7 001	7 995	9 372	11 538	12 731	13 263	15 514
Total industry	26 661	42 341	49 516	49 469	45 518	29 470	34 523	41 581	49 047	54 575	52 338	58 324

* Represents cost of items used in the manufacturing process.

Source: Statistics Canada Catalogue Number 42-251B and 31-203-XPB.

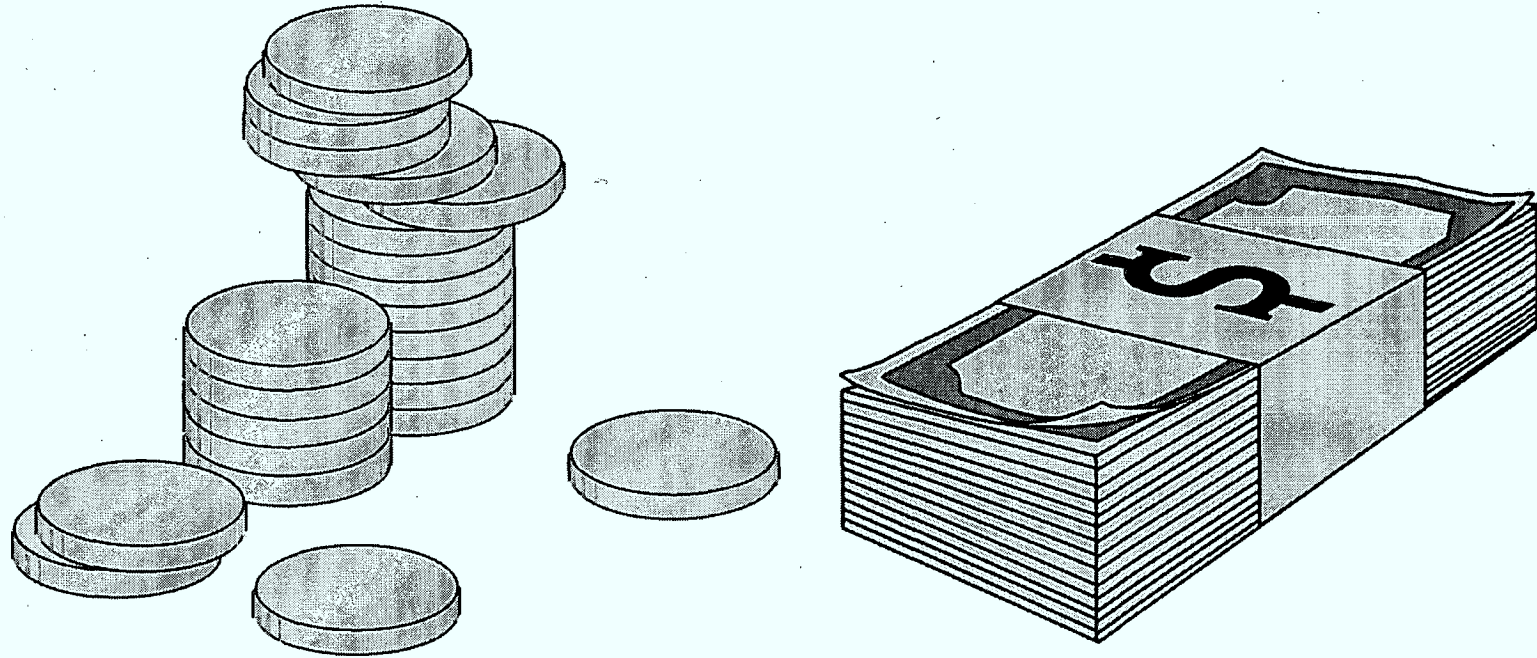
Manufacturing Value Added in the Canadian Automobile Industry
(Millions of Dollars)

Table 2.12

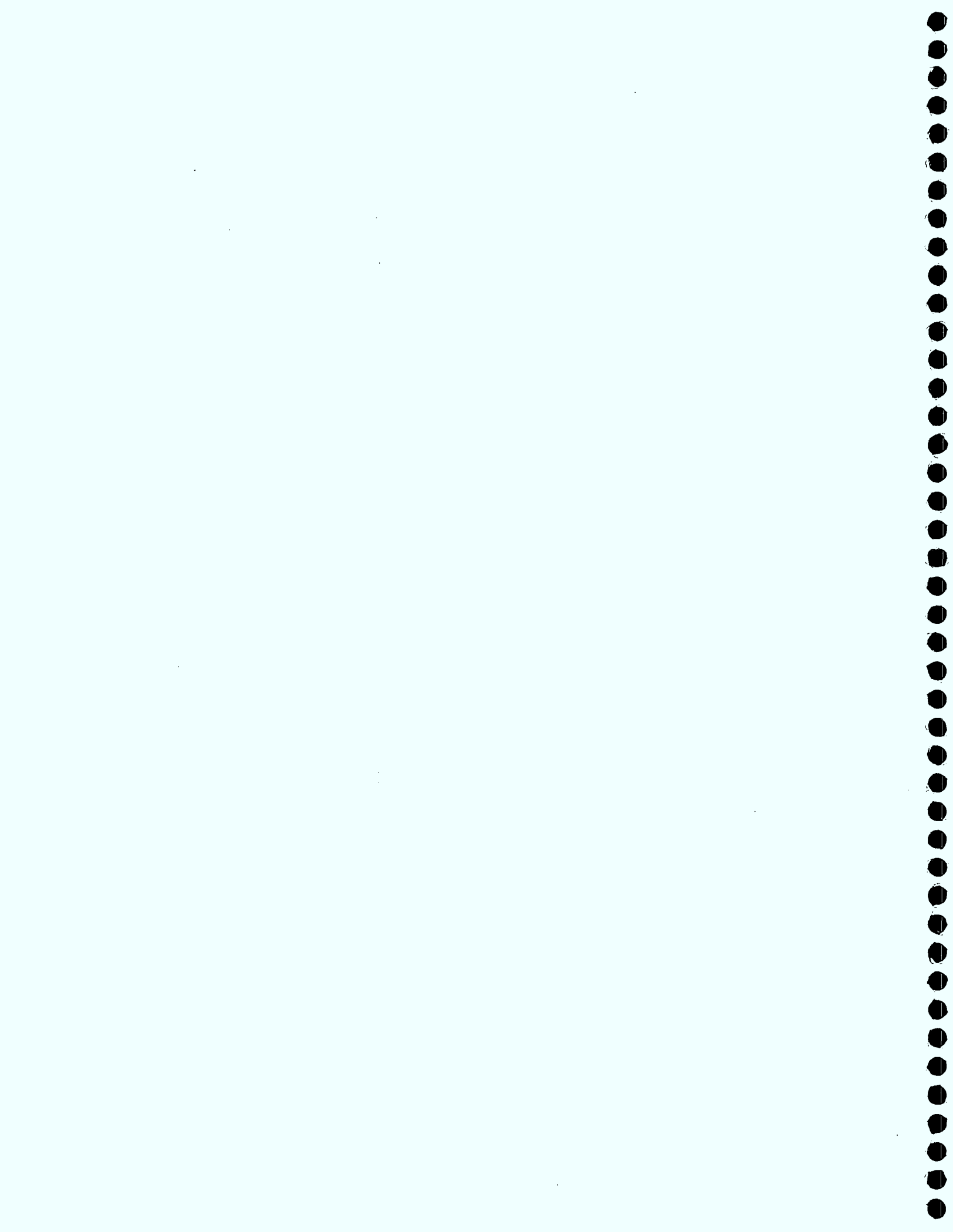
	1990	1991	1992	1993	1994	1995	1996	1997	1998
Automobile and Light Duty Motor Vehicles	4 272	3 624	4 595	5 252	6 964	7 538	8 997	10 001	11 275
Heavy Duty Vehicles									
Heavy duty trucks	384	416	364	765	1 005	1 184	789	871	1 187
Motor vehicle body	276	216	220	263	272	345	440	492	520
Truck trailer	189	143	107	129	225	278	281	295	381
Total	849	775	691	1 157	1 502	1 807	1 510	1 658	2 088
Auto Parts and Components									
Engines and parts	1 197	667	603	1 042	1 103	1 465	2 036	2 303	2 943
Seating and interior trim	656	687	696	712	987	1 066	1 182	1 315	1 388
Metal stampings	704	758	873	1 216	1 375	1 562	1 533	1 657	1 520
Transmission and power train parts	556	824	855	827	688	860	891	1 285	1 394
Brake system	385	350	424	509	589	642	625	703	831
Steering and suspension components	322	249	304	378	434	501	536	606	685
Electrical and electronic equipment	334	274	281	357	488	417	510	592	681
Other motor vehicle parts	1 222	1 132	1 290	1 331	1 477	1 683	1 638	1 766	1 910
Total	5 376	4 941	5 326	6 372	7 141	8 196	8 951	10 227	11 352
Total Industry	10 497	9 340	10 612	12 781	15 607	17 541	19 458	21 886	24 715

Source: Statistics Canada Catalogue Number 31-203;
Methodology and groupings underwent minor modifications in 1997.





**Investment/Research and
Development/Exchange
Rates/Prices/GDP**



**New Capital Expenditures in Canadian Automotive Industries
(Millions of Dollars)**

Table 3.1

	1970	1975	1980	1985	1990	1994	1995	1996	1997	1998	1999*
Motor Vehicle Manufacturers (SIC 323)	32	61	136	714	787	1 342	1 608	2 915	3 184	2 465	2 346
Truck Body Manufacturers (SIC 324)**	13	19	47	9	8	66	75	79	87	35	35
Motor Vehicle Parts and Accessories Manufacturers (SIC 325)	170	81	781	332	457	1 774	1 671	818	1 104	1 330	840
Automotive Dealers (SIC 631)***	N/A	N/A	192	292	316	1 017	1 261	1 005	924	1 012	1 038
Total	215	161	1 156	1 347	1 568	4 199	4 615	4 817	5 299	4 807	4 224

* Intentions

** Decrease from 1993 to 1994 is due to a change in the survey sample.

*** Data for 1991 onward also includes recreational vehicle dealers, gasoline service stations, repair shops and parts and accessories dealers. Revised data for previous years is not available.

Note: Decrease in 1996 for SIC 325 is due to capital investment that was planned and took place only in 1997.

Source: Statistics Canada catalogue Number 61-205-XPB.

**Research and Development in the Motor Vehicle Industries
(SIC 323, 324 and 325)**

Table 3.2

	1970	1981	1985	1990	1991	1992	1993	1994	1995	1996	1997*	1998
Number of R&D Performers	28	33	39	46	39	50	53	153	143	131	98	103
Total R&D Personnel (Person Years)	NA	890	1 050	895	860	865	975	1 534	1 478	1 463	1 338	1 480
Total R&D Expenditures (Millions of Dollars)	12	50	78	69	77	83	125	212	185	170	175	189
<i>R&D Expenditures as Percentage of Shipments</i>	<i>0.21</i>	<i>0.28</i>	<i>0.19</i>	<i>0.16</i>	<i>0.19</i>	<i>0.18</i>	<i>0.22</i>	<i>0.29</i>	<i>0.21</i>	<i>0.19</i>	<i>0.20</i>	<i>0.21</i>

* Preliminary figures

R&D data for 1991 has been revised due to reclassification of the largest category of R&D performer.

Starting in 1996, data may be incomplete due to new methodology adopted by Statistics Canada.

Source: Statistics Canada catalogue number 88-202-X1B

**Exchange Rates
(Canadian dollars)**

Table 3.3

	1970	1975	1980	1985	1990	1995	1996	1997	1998	1999
U.S. Dollar	1.077	1.017	1.169	1.366	1.167	1.372	1.364	1.385	1.484	1.486
British Pound	2.502	2.259	2.720	1.771	2.082	2.166	2.130	2.268	2.459	2.404
French Franc	0.189	0.238	0.277	0.153	0.215	0.275	0.267	0.237	0.252	0.242
German Mark	0.286	0.414	0.644	0.468	0.724	0.959	0.907	0.799	0.845	0.811
Japanese Yen (000)	2.920	3.430	5.190	5.770	8.100	14.680	12.540	11.450	11.400	13.110

Source: Statistics Canada, Canadian Economic Observer, Catalogue Numbers 11-210-XPB and 11-010-XPB

**Average Prices of Passenger Cars
(\$ Canadian)**

Table 3.4

	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
North American	14 312	15 290	16 339	16 876	15 766	16 785	17 459	18 478	20 009	21 066	21 937	21 066	22 612
Japan	14 665	15 522	16 228	16 761	15 940	17 128	18 139	18 110	20 875	23 345	22 921	21 474	21 808
Other Countries	17 759	21 013	22 114	22 390	20 519	20 513	22 389	27 136	29 036	33 025	35 259	35 518	33 680
Total all Countries	15 579	17 275	18 227	18 676	17 408	18 142	19 329	21 241	23 307	25 812	26 706	26 019	26 033

Source: Statistics Canada Catalogue Number 63-007-XPB

Gross Domestic Product (1992 Factor Cost)
(\$ Millions)

Table 3.5

	1993	1994	1995	1996	1997	1998	1999
Total Industry	618 422	645 957	663 082	672 799	700 039	721 879	753 047
Manufacturing Industries	101 101	108 859	114 239	115 659	122 320	127 335	135 419
Motor Vehicle Industry	5 403	5 855	6 103	5 644	6 005	6 246	7 744
Truck and bus body and trailer industries	470	585	682	723	836	929	992
Motor vehicle engine and engine parts	568	633	630	877	1 033	1 144	1 323
Motor vehicle wiring assemblies	332	473	423	425	410	393	360
Motor vehicle stampings	951	1 200	1 427	1 486	1 637	1 802	2 140
Motor vehicle steering and suspension parts	422	547	610	655	714	825	822
Motor vehicle wheel and brakes	403	473	485	444	513	557	605
Plastic parts and accessories	611	748	884	944	1 106	1 093	1 270
Motor vehicle fabric accessories	519	640	722	767	831	846	945
Other motor vehicle parts and accessories	2 063	2 328	2 542	2 596	3 222	3 232	3 807
Motor vehicle parts and accessories industries	5 931	6 498	7 412	7 564	8 198	9 892	11 272
Total Automotive Industry	11 804	12 938	14 197	13 931	15 039	17 067	20 008
<i>Percent of Manufacturing GDP</i>	<i>11.68</i>	<i>11.89</i>	<i>12.43</i>	<i>12.04</i>	<i>12.29</i>	<i>13.40</i>	<i>14.77</i>
<i>Percent of Total Industry GDP</i>	<i>1.91</i>	<i>2.00</i>	<i>2.14</i>	<i>2.07</i>	<i>2.15</i>	<i>2.36</i>	<i>2.66</i>

Source: Statistics Canada, Catalogue Number 15-001-XPB





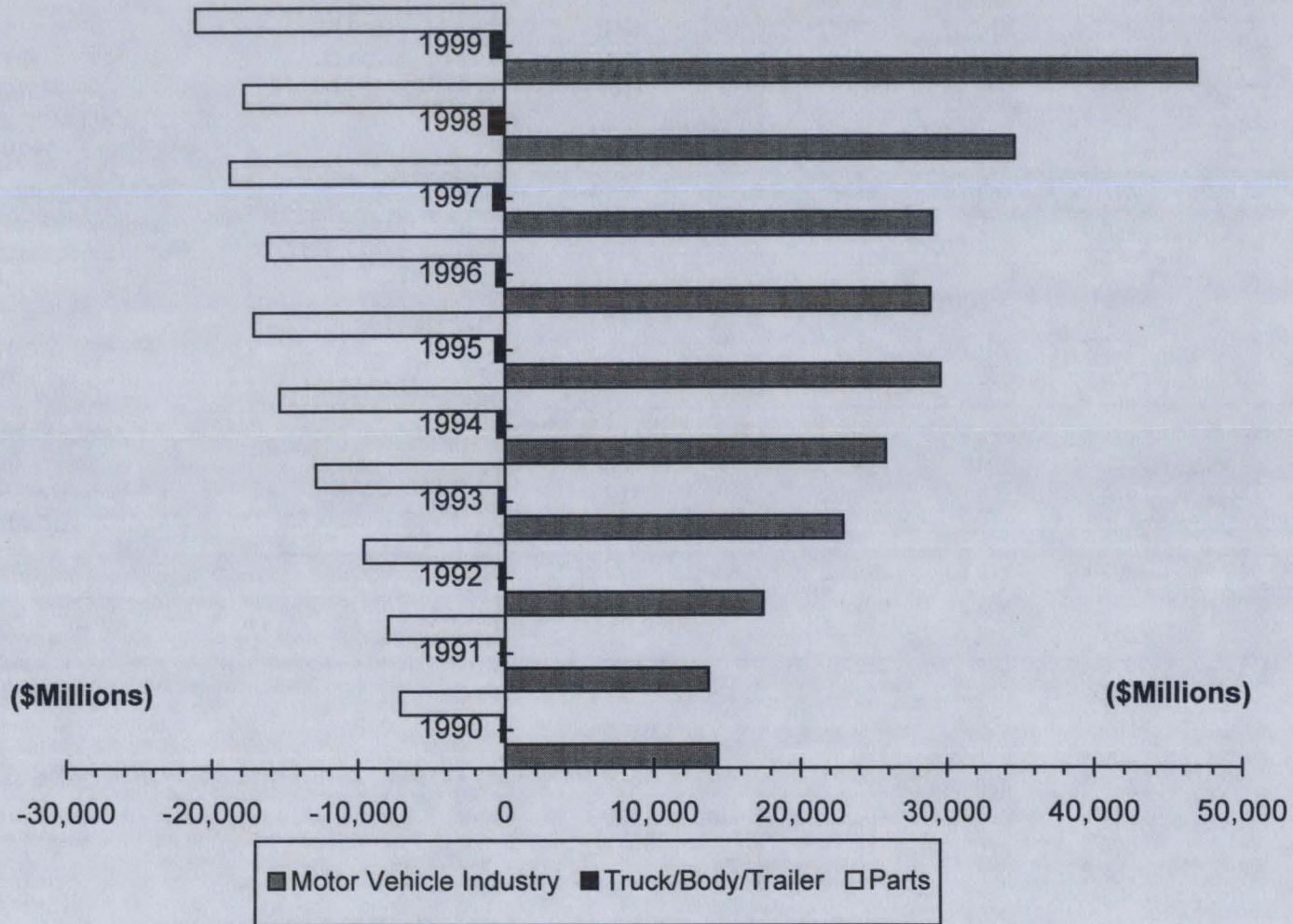
Trade Data



Total Canadian Trade in Automotive Products
(Millions of Dollars)

Table 4.1

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Canadian Exports										
Motor Vehicle Industry	23 943	23 609	27 306	34 681	42 260	45 838	45 208	49 141	54 600	68 658
Truck/Body/Trailer	136	178	220	309	321	357	389	485	627	789
Engine Parts Industry	3 034	2 376	2 696	3 382	3 763	3 638	4 591	4 950	5 984	7 314
Wiring Assemblies	230	174	212	193	246	222	237	252	308	314
Stampings	903	829	1 020	1 332	1 671	1 710	1 905	2 238	2 286	2 622
Steering and Suspension	660	591	696	835	1 002	1 029	964	962	972	1 121
Wheel and Brake	979	915	1 133	1 370	1 531	1 633	1 609	1 740	2 072	2 089
Plastic Parts	240	269	359	515	712	801	959	1 157	1 217	1 399
Motor Vehicle Fabric	289	232	305	382	868	778	847	949	1 133	1 109
Other Motor Vehicle Parts	3 534	3 033	3 493	3 938	4 188	4 508	4 389	4 932	5 513	6 796
Total Exports	33 948	32 206	37 440	46 937	56 562	60 514	61 098	66 806	74 712	92 211
Canadian Imports										
Motor Vehicle Industry	13 364	14 523	14 245	15 318	19 689	19 091	19 546	25 047	25 153	27 945
Truck/Body/Trailer	428	461	627	737	855	1 000	955	1 239	1 693	1 734
Engine Parts Industry	4 097	3 950	4 725	6 121	7 408	7 823	8 131	9 109	8 651	10 734
Wiring Assemblies	1 122	1 139	1 227	1 627	2 050	2 064	2 141	2 400	2 918	3 344
Stampings	3 851	3 508	3 912	4 657	5 530	5 509	5 525	6 064	4 478	5 424
Steering and Suspension	1 217	1 219	1 464	1 927	2 195	2 289	2 220	2 628	2 984	3 460
Wheel and Brake	962	1 018	1 279	1 782	2 196	2 306	2 273	2 648	2 897	3 081
Plastic Parts	36	35	42	46	50	47	48	51	57	61
Motor Vehicle Fabric	172	182	323	461	398	985	939	1 066	1 307	1 813
Other Motor Vehicle Parts	5 541	5 300	6 528	8 218	9 561	10 479	10 474	11 978	14 025	15 953
Total Imports	30 790	31 335	34 372	40 894	49 932	51 593	52 252	62 230	64 163	73 549
Trade Balances										
Motor Vehicle Industry	10 579	9 086	13 061	19 363	22 571	26 747	25 662	24 094	29 447	40 713
Truck/Body/Trailer	(292)	(283)	(407)	(428)	(534)	(643)	(566)	(754)	(1 066)	(945)
Engine Parts Industry	(1 063)	(1 574)	(2 029)	(2 739)	(3 645)	(4 185)	(3 540)	(4 159)	(2 667)	(3 420)
Wiring Assemblies	(892)	(965)	(1 015)	(1 434)	(1 804)	(1 842)	(1 904)	(2 148)	(2 610)	(3 030)
Stampings	(2 948)	(2 679)	(2 892)	(3 325)	(3 859)	(3 799)	(3 620)	(3 826)	(2 192)	(2 802)
Steering and Suspension	(557)	(628)	(768)	(1 092)	(1 193)	(1 260)	(1 256)	(1 666)	(2 012)	(2 339)
Wheel and Brake	17	(103)	(146)	(412)	(665)	(673)	(664)	(908)	(825)	(992)
Plastic Parts	204	234	317	469	662	754	911	1 106	1 160	1 338
Motor Vehicle Fabric	117	50	(18)	(79)	470	(207)	(92)	(117)	(174)	(704)
Other Motor Vehicle Parts	(2 007)	(2 267)	(3 035)	(4 280)	(5 373)	(5 971)	(6 085)	(7 046)	(8 512)	(9 157)
Total Exports and Imports	3 158	871	3 068	6 043	6 630	8 921	8 846	4 576	10 549	18 662



Canada-U.S. Trade in Automotive Products
(Millions of Dollars)

Table 4.2

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Canadian Exports										
Motor Vehicle Industry	23 737	23 367	27 020	34 163	41 617	44 839	44 580	48 595	54 138	68 013
Truck/Body/Trailer	130	167	216	300	307	340	374	470	611	776
Engine Parts Industry	2 930	2 273	2 585	3 242	3 623	3 429	4 398	4 780	5 838	7 156
Wiring Assemblies	218	163	199	177	220	203	214	235	287	296
Stampings	800	706	867	1 125	1 439	1 440	1 719	1 917	2 064	2 443
Steering and Suspension	641	568	672	792	955	962	902	907	935	1 086
Wheel and Brake	904	822	1 028	1 277	1 425	1 516	1 484	1 593	1 946	1 983
Plastic Parts	174	193	265	392	571	649	867	950	1 074	1 289
Motor Vehicle Fabric	247	179	244	298	766	672	785	810	1 028	990
Other Motor Vehicle Parts	3 369	2 825	3 279	3 655	3 901	3 995	3 968	4 459	5 240	6 419
Total Exports	33 150	31 263	36 375	45 421	54 824	58 045	59 291	64 716	73 161	90 451
Canadian Imports										
Motor Vehicle Industry	9 366	9 629	9 506	11 251	15 748	15 205	15 625	19 490	19 389	20 930
Truck/Body/Trailer	408	447	599	709	822	976	934	1 221	1 636	1 681
Engine Parts Industry	3 191	3 116	3 880	5 053	5 975	6 458	6 707	7 825	7 803	9 447
Wiring Assemblies	925	900	966	1 348	1 600	1 488	1 401	1 476	1 739	2 075
Stampings	3 345	2 890	3 316	4 077	4 922	5 057	5 151	5 700	4 089	4 942
Steering and Suspension	1 105	1 076	1 300	1 709	1 936	2 038	2 002	2 402	2 727	3 162
Wheel and Brake	775	768	1 030	1 543	1 920	2 023	1 979	2 310	2 529	2 676
Plastic Parts	27	24	32	34	35	29	29	35	48	56
Motor Vehicle Fabric	119	131	150	169	186	626	591	641	797	1 179
Other Motor Vehicle Parts	4 731	4 422	5 666	7 150	8 238	9 304	9 477	10 988	12 645	14 455
Total Imports	23 992	23 403	26 445	33 043	41 382	43 204	43 896	52 088	53 402	60 603
Trade Balances										
Motor Vehicle Industry	14 371	13 738	17 514	22 912	25 869	29 634	28 955	29 105	34 749	47 083
Truck/Body/Trailer	(278)	(280)	(383)	(409)	(515)	(636)	(560)	(751)	(1 025)	(905)
Engine Parts Industry	(261)	(843)	(1 295)	(1 811)	(2 352)	(3 029)	(2 309)	(3 045)	(1 965)	(2 291)
Wiring Assemblies	(707)	(737)	(767)	(1 171)	(1 380)	(1 285)	(1 187)	(1 241)	(1 452)	(1 779)
Stampings	(2 545)	(2 184)	(2 449)	(2 952)	(3 483)	(3 617)	(3 432)	(3 783)	(2 025)	(2 499)
Steering and Suspension	(464)	(508)	(628)	(917)	(981)	(1 076)	(1 100)	(1 495)	(1 792)	(2 076)
Wheel and Brake	129	(54)	(2)	(266)	(495)	(507)	(495)	(717)	(583)	(693)
Plastic Parts	147	169	233	358	536	620	838	915	1 026	1 233
Motor Vehicle Fabric	128	48	(94)	(129)	580	(46)	(194)	(169)	(231)	(189)
Other Motor Vehicle Parts	(1 362)	(1 597)	(2 387)	(3 495)	(4 337)	(5 309)	(5 509)	(6 529)	(7 405)	(8 036)
Total Exports and Imports	9 158	7 860	9 930	12 378	13 442	14 841	15 395	12 628	19 759	29 848

Canada-Mexico Trade in Automotive Products
(Thousands of Dollars)

Table 4.3

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Canadian Exports										
Motor Vehicle Industry	27	28 408	32	4 970	61 265	43 583	64 265	36 726	20 138	81 627
Truck/Body/Trailer	9	643	0	362	6	0	0	3	126	38
Engine Parts Industry	24 345	13 138	20 033	25 967	24 946	68 718	66 694	73 038	62 978	67 651
Wiring Assemblies	539	184	343	849	475	388	126	74	354	323
Stampings	15 466	16 101	25 551	24 361	18 581	25 852	29 308	19 607	20 188	21 634
Steering and Suspension	3 654	4 161	5 484	4 839	4 999	8 870	7 141	8 635	8 976	10 703
Wheel and Brake	2 631	5 105	1 881	2 636	8 333	14 072	25 888	47 964	45 216	57 797
Plastic Parts	7 981	7 537	10 825	10 788	8 688	8 661	7 824	4 653	6 528	6 092
Motor Vehicle Fabric	5163	8 172	6 378	10 035	9 447	8 772	5 761	4 093	12 769	49 586
Other Motor Vehicle Parts	53 147	69 672	88 981	61 900	27 522	81 036	84 236	103 730	96 353	144 328
Total Exports	112 962	153 121	159 508	146 707	164 262	259 952	291 243	298 523	273 626	439 779
Canadian Imports										
Motor Vehicle Industry	133 239	717 651	601 970	962 186	1 159 751	1 568 571	1 669 480	1 744 411	1 412 850	1 696 106
Truck/Body/Trailer	311	20	50	615	4 374	4 729	2 339	2 865	30 888	17 989
Engine Parts Industry	297 192	223 225	141 338	243 985	367 179	327 970	377 721	307 649	178 242	344 621
Wiring Assemblies	101 611	129 968	152 539	179 806	287 112	432 146	555 116	729 325	928 373	942 536
Stampings	214 284	334 498	319 945	275 001	253 634	142 853	97 126	88 077	131 801	182 018
Steering and Suspension	17 769	33 603	45 276	50 905	54 778	53 423	57 122	60 552	66 206	77 187
Wheel and Brake	14 224	18 449	21 805	27 893	34 047	39 090	48 468	66 991	65 194	71 506
Plastic Parts	2 747	3 965	3 098	1 681	3 655	12 134	12 010	9 731	6 503	422
Motor Vehicle Fabric	31 543	32 872	153 906	274 856	198 117	336 349	323 071	405 356	492 203	623 279
Other Motor Vehicle Parts	14 567	123 394	164 667	238 908	389 071	127 268	99 659	124 253	208 686	273 219
Total Imports	827 487	1 617 645	1 604 594	2 255 836	2 751 718	3 044 533	3 242 112	3 539 210	3 520 946	4 228 883
Trade Balances										
Motor Vehicle Industry	(133 212)	- 689 243	(601 938)	- 957 216	-1 098 486	-1 524 988	-1 605 215	-1 707 685	-1 392 712	-1 614 479
Truck/Body/Trailer	(302)	(623)	(50)	(253)	(4 368)	(4 729)	(2 339)	(2 862)	(30 762)	(17 951)
Engine Parts Industry	(272 847)	(210 087)	(121 305)	(218 018)	(342 233)	(259 252)	(311 027)	(234 611)	(115 264)	(276 970)
Wiring Assemblies	(101 072)	(129 784)	(152 196)	(178 957)	(286 637)	(431 758)	(554 990)	(729 251)	(928 019)	(942 213)
Stampings	(198 818)	(318 397)	(294 394)	(250 640)	(235 053)	(117 001)	(67 818)	(68 470)	(111 613)	(160 384)
Steering and Suspension	(14 115)	(29 442)	(39 792)	(46 066)	(49 779)	(44 553)	(49 981)	(51 917)	(57 230)	(66 484)
Wheel and Brake	(11 593)	(13 344)	(19 924)	(25 257)	(25 714)	(25 018)	(22 580)	(19 027)	(19 978)	(13 709)
Plastic Parts	5 234	3 572	7 727	9 107	5 033	(3 473)	(4 186)	(5 078)	25	5 670
Motor Vehicle Fabric	(26 380)	(24 700)	(147 528)	(264 821)	(188 670)	(327 577)	(317 310)	(401 263)	(479 434)	(573 693)
Other Motor Vehicle Parts	(38 580)	(53 722)	(75 686)	(177 008)	(361 549)	(46 232)	(15 423)	(20 523)	(112 333)	(128 891)
Total Exports and Imports	(714 525)	(1464 524)	(1445 086)	(2109 129)	(2587 456)	(2784 581)	(2950 869)	(3240 687)	(3247 320)	(3789 104)

Canada-Japan Trade in Automotive Products
(Thousands of Dollars)

Table 4.4

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Canadian Exports										
Motor Vehicle Industry	10 274	5 809	1 408	31 517	55 999	128 287	107 059	65 474	52 864	149 594
Truck/Body/Trailer	322	610	1 244	4 783	8 073	10 732	8 293	7 084	5 320	1 416
Engine Parts Industry	3 853	4 524	4 903	7 091	4 872	2 477	3 060	4 181	1 960	1 421
Wiring Assemblies	359	275	246	330	502	468	1 375	506	316	714
Stampings	532	1 018	1 660	3 064	3 217	1 278	930	4 391	2 244	1 467
Steering and Suspension	337	216	238	469	286	519	1 135	3 320	2 377	545
Wheel and Brake	36 712	32 396	30 164	37 257	40 900	22 171	30 714	32 025	17 806	9 129
Plastic Parts	570	791	1 078	1 943	2 197	615	492	1 320	673	455
Motor Vehicle Fabric	175	981	852	1 747	6 249	1 783	625	517	300	210
Other Motor Vehicle Parts	1 545	1 919	1 688	3 357	2 019	3 605	2 868	6 030	6 444	3 690
Total Exports	54 679	48 539	43 481	91 558	124 314	171 935	156 551	124 848	90 304	168 641
Canadian Imports										
Motor Vehicle Industry	2 836 622	3 179 607	3 292 664	2 375 035	1 717 583	1 404 984	1 247 317	2 504 739	2 616 302	3 015 220
Truck/Body/Trailer	1 879	1 188	1 273	2 031	1 503	2 124	1 837	2 739	3 904	7 730
Engine Parts Industry	418 912	425 444	563 454	658 953	844 181	807 937	814 129	702 870	398 003	667 962
Wiring Assemblies	39 040	35 215	42 693	52 859	51 624	54 824	67 239	49 502	59 838	69 690
Stampings	148 734	168 522	163 819	199 605	232 338	210 273	155 760	143 799	120 828	184 757
Steering and Suspension	49 591	62 467	66 222	90 576	84 629	95 561	68 911	60 690	76 344	94 483
Wheel and Brake	52 732	59 430	55 036	65 238	72 948	73 162	44 736	41 727	67 585	71 931
Plastic Parts	1 760	1 783	2 088	2 174	2 487	2 059	1 679	1 442	1 268	1 431
Motor Vehicle Fabric	9 268	8 114	8 850	5 571	2 677	7 471	4 551	5 120	4 138	2 194
Other Motor Vehicle Parts	408 730	446 296	442 753	511 326	569 546	688 372	512 181	455 421	731 851	788 716
Total Imports	3 967 268	4 388 066	4 638 852	3 963 368	3 579 516	3 346 767	2 918 340	3 968 049	4 080 061	4 904 114
Trade Balances										
Motor Vehicle Industry	(2826 348)	-3 173 798	(3291 256)	(2343 518)	(1661 584)	(1276 697)	(1140 258)	(2439 265)	(2563 438)	(2865 626)
Truck/Body/Trailer	(1 557)	(578)	(29)	(2 752)	(6 570)	(8 608)	(6 456)	(4 345)	(1 416)	(6 314)
Engine Parts Industry	(415 059)	(420 920)	(558 551)	(651 862)	(839 309)	(805 460)	(811 069)	(698 689)	(396 043)	(666 541)
Wiring Assemblies	(38 681)	(34 940)	(42 447)	(52 529)	(51 122)	(54 356)	(65 864)	(48 996)	(59 522)	(68 976)
Stampings	(148 202)	(167 504)	(162 159)	(196 541)	(229 121)	(208 995)	(154 830)	(139 408)	(118 584)	(183 290)
Steering and Suspension	(49 254)	(62 251)	(65 984)	(90 107)	(84 343)	(95 042)	(67 776)	(57 370)	(73 967)	(93 938)
Wheel and Brake	(16 020)	(27 034)	(24 872)	(27 981)	(32 048)	(50 991)	(14 022)	(9 702)	(49 779)	(62 802)
Plastic Parts	- 1 190	- 992	- 1 010	- 231	- 290	(1 444)	(1 187)	(122)	- 595	- 976
Motor Vehicle Fabric	(9 093)	(7 133)	(7 998)	(3 824)	(3 572)	(5 688)	(3 926)	(4 603)	(3 838)	(1 984)
Other Motor Vehicle Parts	(407 185)	(444 377)	(441 065)	(507 969)	(567 527)	(684 767)	(509 313)	(449 391)	(725 407)	(785 026)
Total Exports and Imports	(3912 589)	(4339 527)	(4595 371)	(3871 810)	(3455 202)	(3174 832)	(2761 789)	(3843 201)	(3989 757)	(4735 473)

Canadian Trade in Automotive Products (Other Countries)
(Millions of Dollars)

Table 4.5

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Canadian Exports										
Motor Vehicle Industry	196	208	285	482	526	827	457	444	389	414
Truck/Body/Trailer	6	10	3	4	6	6	7	8	11	12
Engine Parts Industry	76	85	86	107	110	138	123	93	81	89
Wiring Assemblies	11	11	12	15	25	18	21	16	20	17
Stampings	87	106	126	180	210	243	156	297	200	156
Steering and Suspension	15	19	18	38	42	58	54	43	26	24
Wheel and Brake	36	55	73	53	57	81	68	67	63	39
Plastic Parts	57	68	82	110	130	143	84	201	136	103
Motor Vehicle Fabric	37	44	54	72	86	95	56	134	92	69
Other Motor Vehicle Parts	110	136	123	218	257	428	334	363	170	229
Total Exports	631	742	862	1 279	1 449	2 037	1 360	1 666	1 188	1 152
Canadian Imports										
Motor Vehicle Industry	1 028	997	844	730	1 064	912	1 004	1 308	1 735	2 304
Truck/Body/Trailer	18	13	27	25	27	17	17	12	22	27
Engine Parts Industry	190	185	140	165	222	229	232	273	272	274
Wiring Assemblies	56	74	66	46	111	89	118	145	191	257
Stampings	143	115	112	105	122	99	121	132	136	115
Steering and Suspension	45	47	53	77	120	102	92	105	114	126
Wheel and Brake	120	172	172	146	169	171	201	229	235	262
Plastic Parts	4	5	5	8	9	4	5	5	1	3
Motor Vehicle Fabric	12	10	10	12	11	15	20	15	14	9
Other Motor Vehicle Parts	387	308	255	318	364	359	385	410	439	436
Total Imports	2 003	1 926	1 684	1 632	2 219	1 997	2 195	2 634	3 159	3 813
Trade Balances										
Motor Vehicle Industry	(832)	- 789	(559)	(248)	(538)	(85)	(547)	(864)	(1 346)	(1 890)
Truck/Body/Trailer	(12)	(3)	(24)	(21)	(21)	(11)	(10)	(4)	(11)	(15)
Engine Parts Industry	(114)	(100)	(54)	(58)	(112)	(91)	(109)	(180)	(191)	(185)
Wiring Assemblies	(45)	(63)	(60)	(31)	(86)	(71)	(97)	(129)	(171)	(240)
Stampings	(56)	(9)	(94)	(75)	(88)	(144)	(35)	(165)	(64)	(41)
Steering and Suspension	(30)	(28)	(20)	(39)	(78)	(44)	(38)	(192)	(88)	(102)
Wheel and Brake	(84)	(117)	(90)	(93)	(112)	(90)	(133)	(186)	(172)	(223)
Plastic Parts	53	63	49	102	121	(139)	(79)	(62)	135	100
Motor Vehicle Fabric	(25)	(34)	(113)	(60)	(75)	(80)	(36)	(186)	(78)	(60)
Other Motor Vehicle Parts	(277)	(172)	(132)	(100)	(107)	(69)	(51)	(276)	(269)	(207)
Total Exports and Imports	(1 372)	(1 184)	(822)	(353)	(770)	(40)	(835)	(2 271)	(1 971)	(2 661)



Employment



**North American Employment Related to Automotive Industries
(Annual Average in Thousands)**

Table 5.1

	1980	1985	1990	1995	1996	1997	1998*	1999*
Canada								
Total Manufacturing	112	152	154	167	167	159	172	176
Motor Vehicle Assembly (SIC 323)	45	57	56	54	50	51	54	54
Truck Bodies and Trailers (SIC 324)	15	11	12	12	15	16	18	18
Automotive Parts and Accessories (SIC 325)**	52	84	86	101	102	92	100	105
Total Retail	NA	310	368	351	355	380	365	364
Automotive Dealers/Distribution (SIC 631)	NA	96	129	128	130	158	143	144
Aftermarket (SIC 552, 633, 634, 635)***	NA	214	239	223	225	222	222	220
Total Automotive Industries	112	462	522	518	522	539	537	540
United States								
Total Manufacturing	853	946	869	1 029	1 032	1 047	1 051	1 073
Motor Vehicles (SIC 3711)	368	409	329	357	346	348	345	353
Truck and Bus Bodies (SIC 3713)	40	37	39	39	39	41	43	48
Parts and Accessories (SIC 3714)	350	394	400	516	530	544	547	553
Automotive Stampings (SIC 3465)	95	106	101	116	117	115	116	120
Total Retail	1740	2080	2245	2374	2456	2500	2518	2556
Automotive Dealers (SIC 551)	745	856	924	996	1 031	1 046	1 047	1 079
Aftermarket (SIC 501, 554, 7538)****	995	1 224	1 321	1 378	1 425	1 454	1 471	1 477
Total Automotive Industries	2 593	3 026	3 114	3 402	3 488	3 548	3 569	3 629
Mexico								
Vehicle manufacturers	NA	NA	58	42	44	49	54	57
Components industry	NA	NA	237	253	280	320	356	377
of which Maquiladora components industry	NA	NA	102	119	136	159	173	189
Dealer network	NA	65	69	52	57	68	87	N/A
Total Automotive Industries	NA	NA	364	347	381	437	497	434
Total North American Employment	2 705	3 488	4 000	4 267	4 391	4 524	4 603	4 603

* Figures for manufacturing are Survey of Earnings, Payroll and Hours (SEPH). Previous years are from the Census of Manufacturers

** Includes aftermarket manufacturing

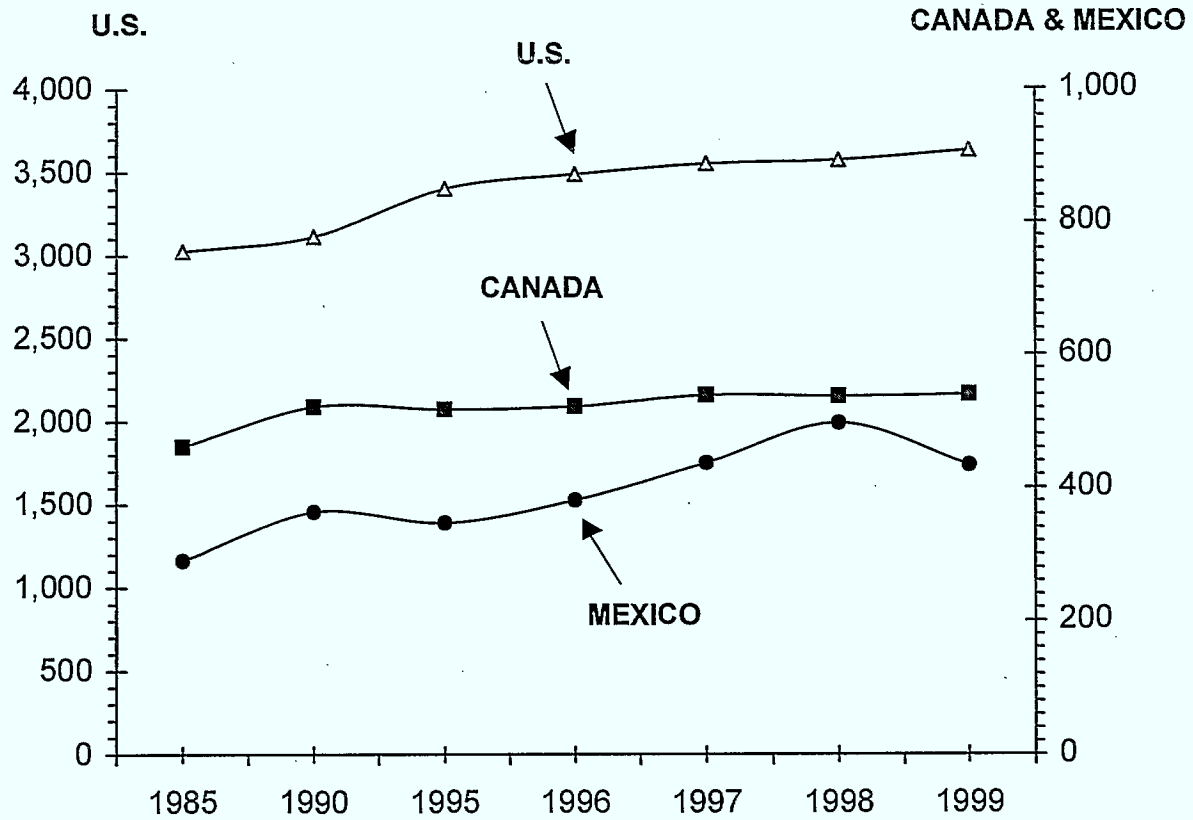
*** Includes wholesale and retail stores, service stations and repair shops

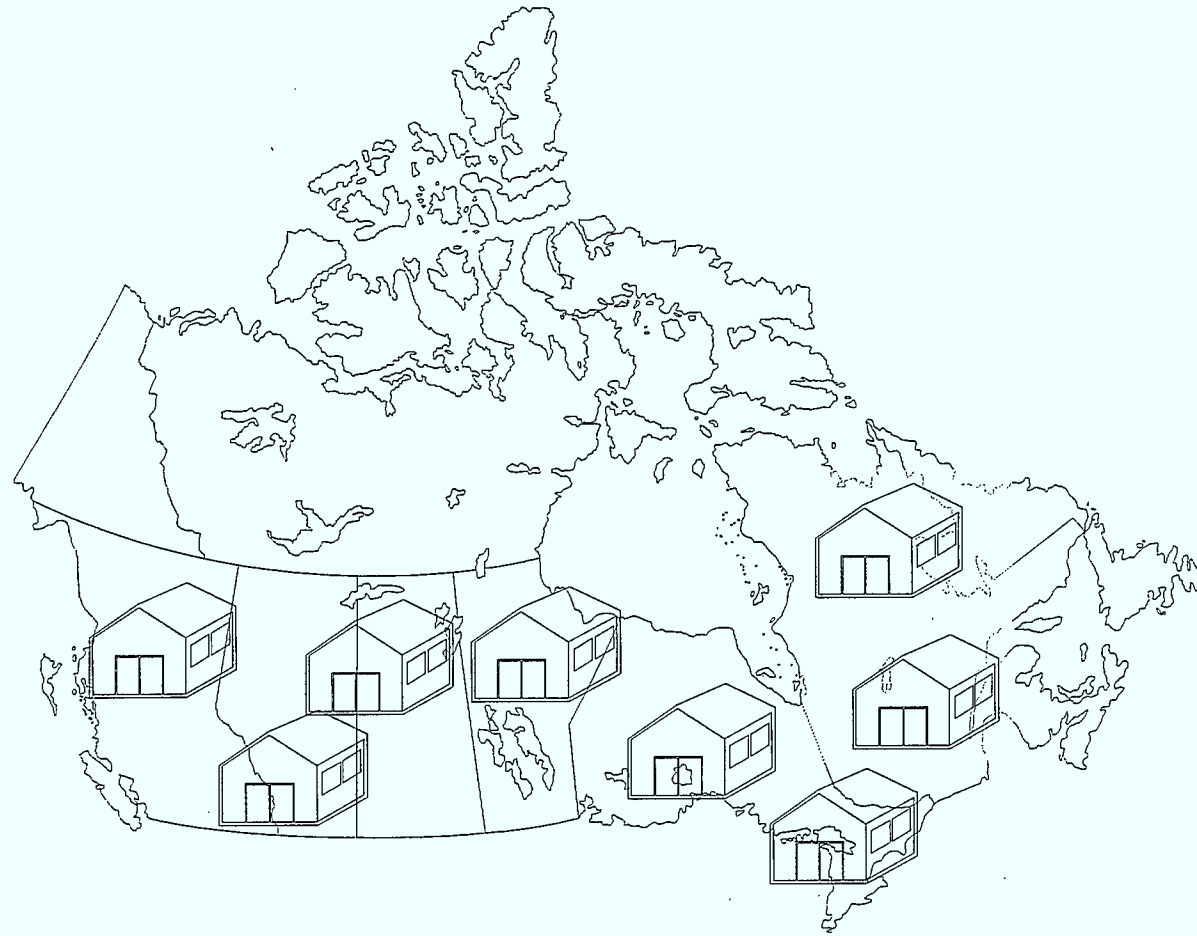
**** Includes SIC 501 and 554 for 1972-1981 and SIC 554 only 1965-1971

Source: *Statistics Canada Catalogue Number 42-251B (up to 1986), 31-203 (1986 and subsequent years), and 72-002; U.S. Bureau of Labor Statistics; Secofi*

North America Employment in Automotive Industries
(Annual Average)

Graph 5.1





Automotive Plants in Canada



Major Motor Vehicle Assembly Plants in Canada

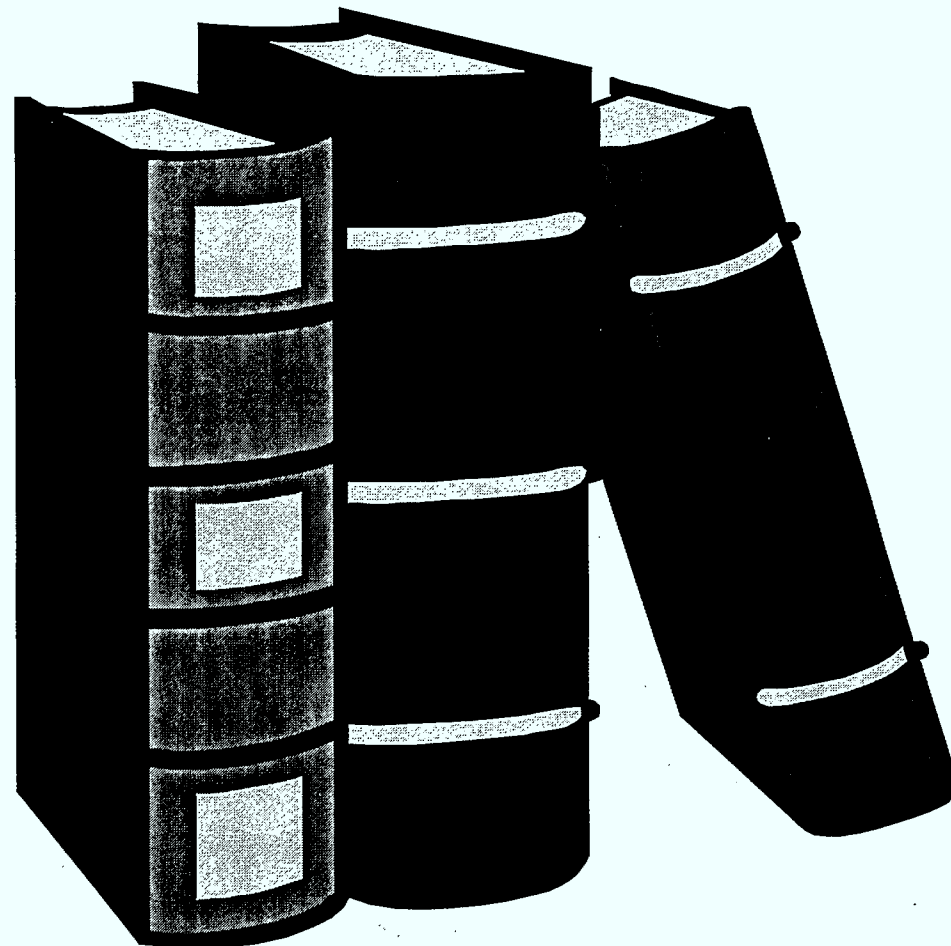
Table 6.1

Company/Plant Name	Location	Products
Light Vehicle Manufacturers		
Canadian Automobile Mfg. Inc. (CAMI) http://www.cami.ca/start.htm	Ingersoll, Ontario	Suzuki Swift, Suzuki Vitara, Chevrolet Tracker
Daimler Chrysler Canada Ltd. http://www.daimlerchrysler.ca	Bramalea, Ontario	Concorde, Dodge Intrepid, LHS, 300M
	Windsor, Ontario	Dodge Caravan, Grand Caravan, Plymouth Voyager, Grand Voyager
	Windsor, Ontario (Pilette Road)	Dodge Ram, Ram wagon
Ford of Canada Ltd. http://www.ford.ca/fordFlash.html	Oakville, Ontario	Windstar, F series
	Oakville, Ontario	F series
	St. Thomas, Ontario	Crown Victoria, Mercury Grand Marquis
Honda Canada Manufacturing Inc. http://www.honda.ca	Alliston, Ontario	Acura EL, Civic, Acura MD-X
	Alliston, Ontario	Odyssey
General Motors of Canada Ltd. http://www.grcanada.com/english/home/home.html	Oshawa, Ontario	Lumina, Monte Carlo, Impala
	Oshawa, Ontario	Century, Regal, Impala
	Oshawa, Ontario	GMC Sierra (extended cab), Silverado (extended cab)
	Sainte-Thérèse, Quebec	Camaro/ Firebird
Toyota Motor Manufacturing Canada Inc. http://www.toyota.ca/toyota/homeE.html	Cambridge, Ontario	Corolla
	Cambridge, Ontario	Lexus RX-300
Heavy-Duty Truck Manufacturers		
Navistar International Corporation Canada http://www.navistar.com	Chatham, Ontario	Heavy-duty trucks
Sterling Trucks (Division of Freightliner of Canada Ltd.) http://www.sterlingtrucks.com	St. Thomas, Ontario	Heavy-duty trucks
Western Star Trucks Inc. http://www.westernstarholdings.com	Kelowna, British Columbia	Heavy-duty trucks

Major Motor Vehicle Assembly Plants in Canada

Table 6.1

Bus Manufacturers		
Canadian Bluebird Coach Ltd.	Brantford, Ontario	School buses
DaimlerChrysler Canada Ltd. http://www.daimlerchrysler.ca	Windsor, Ontario	Mini-buses (10-15 passenger)
Entreprise Michel Corbeil http://paiauto.com/kw	Ville de Laurentide, Quebec	School buses
Girardin Inc. http://girardin.com/indexA.htm	Drummondville, Quebec	Mini school buses
Novabus http://novabus.com/index-e.htm	Saint-Eustache, Quebec	Urban transit buses
Motor Coach Industries Ltd. http://www.motorcoach.ca	Winnipeg, Manitoba	Highway buses
New Flyer Industries Ltd. http://www.newflyer.com	Winnipeg, Manitoba	Urban transit buses
Orion http://www.transit-center.com/Orion	Mississauga, Ontario	Urban transit buses
Prévost Car Inc. http://www.prevastcar.com	Sainte-Claire, Quebec	Highway buses
Thomas Built Buses of Canada http://www.thomasbus.com/index.html	Woodstock, Ontario	School buses



Glossary



Glossary of Automotive Terms

Aftermarket (Replacement Market) - all products and services used in the repair and maintenance of vehicles.

Aftermarket part - goods not for use as original equipment in the production of light-duty vehicles or heavy-duty vehicles, i.e. products and services used in the repair and maintenance of these vehicles.

Agent or broker - an intermediary with legal authority to operate on behalf of the manufacturer.

American Automobile Labelling Act (AALA) - regulations requiring vehicle manufacturers to include content information on vehicle labels for cars and trucks for sale in the U.S. after October 1, 1994.

Anti-lock braking system (ABS) - System that automatically controls wheel slip or prevents sustained wheel-locking on braking.

Asia Pacific Economic Cooperation (APEC) - An organization established in 1989 to promote trade and investment in the Pacific Basin. APEC now comprises eighteen countries located in and around the Pacific Ocean: Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Malaysia, Mexico, New Zealand, Papua New Guinea, the Philippines, Singapore, South Korea, Taiwan, Thailand, and the United States.

Association of South East Asian Nations (ASEAN) - an organization of states (including Brunei, Myanmar, Burma, Indonesia, Laos, Malaysia, the Philippines, Singapore, Thailand, and Vietnam) founded in 1967 to present an united front that addresses the political, economic, and strategic dynamics of the region.

Automated Guided Vehicle System (AGVS) - vehicles equipped with automatic guidance equipment which follow a prescribed path, stopping at each machining or assembly station for manual loading and unloading of parts.

Autodealership or auto dealer - a retail outlet that carries one (or in some cases in the U.S., a number of) manufacturer's product line and sells to general consumers and fleet operators. The outlet will also provide service and sell parts for the brand of vehicle that it carries. In some instances, a dealer may dual for another manufacturer's product line.

Automobile - four-wheeled passenger motor vehicle having a seating capacity for not more than 10 people including police cars and racing cars but not including ambulances or hearses.

Auto parts store - jobber and retail auto parts stores which primarily sell automotive products and conduct business at the retail level.

Average weekly earnings - gross taxable payrolls divided by the number of employees.

Body shop - service outlet specializing in vehicle body repair work.

Bus - passenger motor vehicle or chassis having a seating capacity for more than 10 people.

Buying decisions - the act of determining whether or not a product purchase or repair, will be made, and/or which product or service will be purchased.

Glossary of Automotive Terms

Canada-U.S. Free Trade Agreement (FTA) - Implemented in January 1989 to eliminate all tariffs on U.S. and Canadian goods by January 1998 and to reduce or eliminate many non-tariff barriers.

Canadian Automotive Repair and Service Council (CARS) - a not-for-profit organization established to serve the human resource and training needs of the Canadian car and truck repair and service industry.

Canadian Environmental Protection Act (CEPA) - act where the goal is to pollution prevention and protection of Canadians from toxic substances.

Capacity - maximum production attainable under normal conditions. With regard to normal conditions, the company's operating practices are to be followed with respect to the use of production facilities, overtime, workshifts, holidays, etc.

Capital Expenditures - expenditures to acquire or add to capital assets that will yield benefits over several accounting periods. Included are cost of procuring, construction, installing new durable plants, machinery and equipment where for replacement, addition or for lease or rent to other companies including subsidies.

Captive Import - an imported motor vehicle or part manufactured by another automaker usually for sale under the brand name of the importer.

Casting - a process technology that delivers a liquid molten metal into a purpose-built mould. After cooling, the solid metal surface has the shape of the mould cavity.

Census value added - residual representing the difference between the value of goods and industrial services produced and the direct material costs associated with the production of goods.

Changeover - the refitting of equipment to either neutralize the effects of the just completed production or to prepare equipment for production of the next scheduled item, or both.

Climate Change - the international concern that increasing concentrations of greenhouse gases (GHGs) in the atmosphere are changing the climate in ways detrimental to our social and economic well-being.

Component - a raw material, ingredient, part or subassembly that goes into a higher level assembly, compound, or other item.

Component assembly - a combination of two or more parts or sub-components to form an assembly.

Component Design - the activity for the design of specific components including responsibility for material, cost, weight, reliability, durability, function, appearance, serviceability.

Concept Vehicle - a current production vehicle modified for installation of new design concepts for evaluation of environmental functional feasibility.

Consumer factors - demographic characteristics of consumers including age, gender, income and geographic location, afford ability.

Corporate Average Fuel Economy (CAFE) - regulation enacted in 1975 which requires a motor vehicle manufacturer to classify its U.S. vehicle fleet sales as either domestic or import for the purpose of fuel economy averaging.

Glossary of Automotive Terms

Cost of production - actual cost to the manufacturer of producing a vehicle (does not include mark-up).

Customs duties - customs duties levied on imported goods under the Customs Tariff.

Days' Supply - number of days needed to sell all vehicles in inventory, based on the previous month's sales rate.

Dealer - a firm that buys and sells, adding some value for the consumer in the process. Dealer often means a firm which operates closer in the distribution channel to the consumer than a distributor or wholesaler, and may add more value for consumers than either of the above-mentioned terms.

Dealer principal - the individual or corporation that owns and controls one or a number of auto dealerships.

Die - solid or hollow form used for shaping materials by stamping, pressing, extruding, drawing or threading.

Diffusion - the way in which innovations spread through market or non-market channels.

Distributor - synonymous with wholesalers; distributors perform many of the same functions as wholesalers, such as selling, physical distribution, credit, etc. Some industries use the term distributor instead of wholesaler.

Distribution channel - is the path goods take as their title transfers from producer to consumer. The title transfer for consumer goods is usually accompanied by transfer of the physical goods, as well.

Do-it-Yourself Market (DIY) - the vehicle maintenance and repairs conducted by the vehicle owner or friend/relative who purchase auto parts from a retail outlet.

Door rates - the hourly rates charged by dealers on standardized units of service work. Hourly rates may or may not correspond to an actual hour of work.

Duty drawback - import duties or taxes repaid by a government in whole or in part, when the imported goods are re-exported or used in the manufacture of exported goods.

Duty paid value - in respect to imported goods, is the aggregate value for duty on imported goods.

Duty waiver - forgiveness, in whole or in part, of import duties when certain conditions are met.

Electric Vehicle - cars, buses, vans or trucks which use dedicated or hybrid electric systems as their power source.

Employment - total employment in each manufacturing facility, including total manufacturing employees, total support staff, and total engineering/R&D staff. Production workers relate to the average number actually engaged in the manufacturing process. Administrative and non-manufacturing includes employees at head offices and sales offices.

Employee Benefits - the provision of direct (salary, bonuses, etc.) indirect (vacation leave, medical and dental plans, etc.) and deferred employee compensation (pensions, etc.)

Glossary of Automotive Terms

Establishment - smallest operating entity producing a homogenous set of goods and services and is capable of reporting full range of production account variables to calculate "value added".

Free Trade Agreement of the Americas (FTAA) - an effort to unite the economies of the Western Hemisphere into a single free trade arrangement. The Heads of State of the 34 democracies in the region agreed to construct a "Free Trade Area of the Americas" and to complete negotiations for the agreement by 2005.

Finance & control - ownership of company (ie. Canadian, U.S., Japanese, German, etc.); public or private; capital investments: buildings, machinery and equipment, tooling programs

Firm - a business or institution comprising sole proprietorships, partnerships, companies and other forms of organizations.

Fixed or One Price Selling - published fixed price displayed on a new vehicle eliminating need for negotiation with the dealer.

Fixture - device for holding goods in process while working tools are in operation that does not contain any special arrangements for guiding the working tools.

Fleet sales - the purchase of vehicles by a business that meet a minimum requirement of units sold.

Forecast - prediction of future production or sales in the automotive industry.

Forging - a process that transforms solid metal into shapes of varying cross-sectional material thickness, often involving heating.

Franchise - establishment that has the right to exercise the powers of a corporation.

G7 (Group of Seven) - Seven industrial countries consisting of the United States, Japan, Germany, France, the United Kingdom, Italy and Canada, whose leaders have met at annual economic summits since 1975 to coordinate economic policies.

General Agreement on Tariffs and Trade (GATT) - Signed in 1947, the GATT was formal multilateral agreement aimed at expanding and liberalizing world trade. The World Trade Organization which is the successor to the GATT came into existence on January 1, 1995.

Generalized Preferential Tariff (GPT) - system of non-reciprocal tariff preferences for the benefit of developing countries. It grants duty-free or preferential entry to imports for eligible developing countries up to a certain dollar value or import percentage limit.

Greenhouse gases (GHGs) - group of gases which individually act to trap solar energy near the earth. GHGs for which emission levels have been estimated are carbon dioxide(CO₂), methane (CH₄), nitrous oxide (N₂O), sulphur hexafluoride (SF₆), carbon tetrafluoride (CF₄), carbon hexafluoride (C₂F₆) and hydro fluorocarbons (HFCs).

Grey market - the grey market describes the purchase by intermediaries of product which is not supplied to them by the "authorized" distribution channel of the supplier. Thus, a warehouse club in Canada that sells a stereo bought in the U.S. or elsewhere from other than the manufacturer is supplying grey market goods. While grey market products are frequently the same as would be available from conventional channels in Canada, the grey market assumes responsibility for service or repair where the manufacturer declines this support.

Glossary of Automotive Terms

Gross Vehicle Weight (GVW) -Maximum legal weight at which a vehicle can be operated.

Heavy-duty truck - vehicle weighing from 26,001 to 33,001 lbs. Also included off-highway trucks.

Ignition System - Electrical system devised to produce timed sparks from engine spark plugs. Consisting of a battery, induction coil, capacitor, distributor, spark plugs and relevant switches and wiring.

Importer - an organization that typically operates at arms length or under contractual agreement with manufacturers to bring products made in another country into Canada

Import Nameplate - vehicles sold by manufacturers primarily located outside North America whether assembled Overseas or in North America

Independent Repair Shop - small service outlet offering specialized repair services. They usually do not sell gasoline

Intellectual Property Rights (IPR) - the right to possess or control the use of intellectual property, such as trademarks, copyrights, patents and trade secrets.

Interchannel competition - rivalry between different channels of the distribution system. For example, independent retailers competing with manufacturers' outlets.

Intermediary - firm or organization that operates between the producer of the goods and the end purchaser. Thus, the members of the distribution channel noted above are intermediaries or "middlemen".

Intrachannel competition - rivalry between channel participants at the same level in the distribution channel. For example, department stores competing with one another.

Inventories - book value of inventory owned and held in Canada.

Jigs - device used in the accurate machining of good in process by holding the goods firmly and guiding tools exactly to position.

Joint venture - an international business collaboration between foreign interests and private parties from a host country in which two or more parties establish a new business enterprise to which each contributes and where ownership and control are shared.

Just-in-Time (JIT) - refers to the movement of material to the necessary place at the necessary time. It is part of a business philosophy based on achieving excellence in a manufacturing company through the continuous elimination of waste.

Kaizen activities - activity through which continuous improvement is sought.

Kyoto Protocol - international agreement among industrialized countries negotiated in Kyoto, Japan in December 1997 to reduce greenhouse gas emissions. Canada committed to reduce its greenhouse gas emissions by 6 percent of 1990 levels between 2008 and 2012.

Lease - form of contract transferring the use of a vehicle in consideration of payment.

Light truck - vehicle weighing less than 14,000 lbs.

Light vehicles - passenger cars and light trucks.

Glossary of Automotive Terms

Loss Leader - products whose prices are cut with the idea that they will attract customers to the store.

Make - brand name of a car or truck (i.e. Chevrolet, Ford, Dodge, Honda).

Manufacturer's Suggested Retail Price (MSRP) - Dealers typically sell at a discount to this price.

Machining - an operation which shapes metal parts by carving away excess material as chips produced in a sequential process of turning, milling and grinding operations.

Manufacturing - process technology (ie. metal forming, machining, injection moulding, blow moulding, die casting, forgings, electronics/electrical, assembly, coating/plating); capacity utilization (in percent); production volumes; strategic alliances (eg. joint ventures, technology agreements).

Market share - the percentage of total sales represented by an individual manufacturer/importer, make or nameplate.

Margin or gross margin - the return an intermediary achieves on the selling price of the article. That is, if the intermediary buys a product for \$1 and sells it for \$1.50, the margin is calculated. For example, .50 divided by \$1.50, or 33%.

Mark-up - Mark-up is the return an intermediary achieves on the cost price of an article. Using the same example described above, mark-up is .50 divided by \$1, or 50%.

Maquila (maquiladora) - Mexican assembly plant located near the U.S.-Mexican border where most production is exported to the United States.

Mechanic installed market (MIL) - vehicle maintenance and repair conducted by a mechanic/professional at a service outlet.

Medium-duty truck - vehicle weighing from 14,001 to 26,000 lbs.

Mercosur - the southern cone common market of Argentina, Brazil, Paraguay and Uruguay. Mercosur enacted a common external tariff on January 1, 1995 for almost 85 percent of tariff items of the four countries; most trade among members will be duty-free.

Metal forming - solid metal and molten metal process such as casting, forging, stamping and machining.

Methylcyclopentadienyl Manganese Tricarbonyl (MMT) - organic manganese compound used as a fuel additive to enhance octane levels in gasoline.

Model line - group of motor vehicles having the same platform or model name.

Model name - word, group of words, letter, number or similar designation assigned to a motor vehicle by a marketing division of a motor vehicle assembler.

Most-Favoured-Nation (MFN) Treatment - one country's commitment to extend to another country the lowest tariff rates that it applies to any third country.

Motor Vehicle Safety Act (MVSA) - act which regulates the manufacture and importation of motor vehicles and motor vehicle equipment to reduce risk of death, injury and damage to property and the environment.

Glossary of Automotive Terms

Mould - hollow form, matrix or cavity into which materials are placed to produce goods of desired shapes.

North American Industrial Classification System (NAICS) - Industry classification between Canada, the United States and Mexico to increase compatibility of data with these countries. The classification is based on establishment rather commodity. This classification system will be implemented with reference to year 1997 and data will be available in 1999.

Net sales value - the selling price received by the manufacturer for the vehicle including the cost of transporting the vehicle in Canada (includes mark-up).

New car dealer - major car dealership with a parts and service operation.

North American Free Trade Agreement (NAFTA) - Agreement creating free trade among the United States, Canada and Mexico. The NAFTA went into effect on January 1, 1994.

North American produced - motor vehicles assembled in Canada, the United States or Mexico.

Off-Highway Vehicle - Vehicle intended for operation on unmade surfaces or rough terrain (i.e. for construction or agriculture).

On Board Diagnostics (OBD) - a unit that monitors the Electronic Control Unit and system responses for errors during normal vehicle operations. When the vehicle is serviced, this information on the errors can be down loaded and displayed to the service personnel which will facilitate the trouble shooting process.

Operating profit - pre-tax earnings after deducting all operating expenses from gross margin.

Organization for Economic Co-operation and Development (OECD) - an organization whose purpose is to provide its 29 Member countries with a forum in which governments can compare their experiences, discuss the problems they share and seek solutions which can then be applied within their own national contexts. Each member country is committed to the principles of the market economy and pluralistic democracy.

Outlet - synonymous with vehicle dealership.

Overcapacity - the situation where maximum global production of automobiles exceeds the total global demand for automobiles.

Overtime - includes pay received for the number of hours worked in excess of the standard workday or workweek.

Partnership for a New Generation of Vehicles (PNGV) - established in 1993, this partnership, between the United States Federal Government and the automotive industry, was founded to establish global technical leadership in the development and production of affordable, fuel-efficient, low emission vehicles that meet today's performance standards.

Passenger vehicle - four wheeled motor vehicle that also includes mini-vans and sport utility vehicles.

Plastic moulding - a process that converts organic-based materials, by means of a general-purpose press and purpose-built tooling under controlled heat and pressure, and injects the hot material into a die cavity shaped in the final form of the intended part.

Glossary of Automotive Terms

Platform - primary load-bearing structural assembly of a motor vehicle determining the basic size of the motor vehicle, and is the structural base that supports the drive line and links the suspension components of the motor vehicle.

Process Innovation - a significant change in the technology of the production of an item which may involve new equipment, new management and organization methods.

Product Innovation - commercialization of a technologically changed product, whose design characteristics are changed in ways which deliver new or improved services to the consumer.

Pneumatic Tire - Flexible, hollow rubber forming the outer part of the vehicle wheel and inflated by air pressure.

Product design - the process of planning the product's specifications.

Product testing - rigorous methods whereby a product's quality and durability are measured.

Product planning - a function whereby an enterprise is responsible for the efficient, planning, scheduling and coordination of production activities.

Production engineering - planning and control of the mechanical means of changing the shape, condition of materials toward greater effectiveness and value.

Productivity - relative measure of output per labour and/or machine output.

Program cars - automobiles sold by manufacturers for fleet use. Usually applies to very large fleets, such as those of car rental companies.

Program Objectives - A consensus of what has been determined to be the most marketable product for a given model year.

Purchasing - total materials purchased for manufacturing/assembly into auto parts (ie. steel, plastics, rubber, textiles, etc.)

QDC - quick die change

Quality - conformance to requirements in relation to a degree of excellence.

Refit - closure of a plant for the purpose of plant conversion or retooling.

Registration - motor vehicle ownership that is filed with the province/state.

Research & development - R&D expenditures (product and process development).

SAE - Society of Automotive Engineers.

Sales - total automotive product sales (vehicles, automotive parts, including OE and aftermarket)

Scientific Research and Experimental Development (SR&ED) Program - incentive for industrial research and development in Canada which allows individuals and companies to deduct 100 percent of qualified current SR and ED expenditures and capital SR and ED expenditures.

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Scrappage - a vehicle registered in the previous year but not re-registered in the current year.

Service station - outlets which sell gasoline and are operated by the major oil companies.

Shipments (value of) - summation of value of shipments produced by establishment, receipts of custom and repair revenue.

Special Import Measures Act (SIMA) - legislation that helps to protect Canadian producers from harm or injury caused by the dumping of goods into Canada by foreign exporters or the subsidizing of goods by foreign governments.

Special services - a category that describes plants which add value to automotive parts manufactured by others by using process such as painting, plating, heat treatment, etc.

Specialty repair shop - retail outlet which offers specialized vehicle products and service.

Stamping - a process technology which manufactures automotive parts by shaping rolled sheet metal or by bending or stretching it in a sequence of purpose-built tools fitted to a general purpose press.

Standard Industrial Classification (SIC) - industry class that represents a level of organization of production by type of specialization. Currently the 1980 Standard Industrial Classification is in effect identifying each industry at the 4 digit level. In 1997, the North American Industrial Classification System (NAICS) comes into effect.

Standard Work Week - average number of hours worked normally scheduled in a work week.

Subsidiary - a subsidiary is an organization operating in Canada that is owned or controlled by a foreign company which may or may not manufacture in Canada.

Supplier Cost Reduction Effort (SCORE) - a United States program that urges suppliers to develop processes to cut costs. Suppliers are allowed to keep half the savings and pass on the other half to the automakers.

SUV - Sports Utility Vehicle

Tariff - A duty or tax imposed on imports

Tier 1 Supplier - manufacturer to the vehicle assemblers who are responsible for delivery of the finished assembly, product development and continued technology renewal.

Tier 2 Supplier - producer of parts providing value-added to minor sub-assembly.

Tier 3 Supplier - supplier of engineered materials and special services, such as rolls of sheet steel, bars and heat treating, surface treatments.

Tire store - retail outlet selling tires and offering vehicle repair services.

Total Quality Management (TQM) - A management technique to improve the quality of goods and services, reduce operating costs and increase customer satisfaction.

Tool - device for use in, or attachment to, production machinery that is for the assembling of materials or the working of materials by

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turning, milling, grinding, polishing, drilling, punching, boring, shaping, shearing, pressing or planning.

Tooling - set of required standard or special tools needed to produce a particular part; includes jigs, fixtures, gages and cutting tools, but excluding machined tools.

Trim Level - vehicle designation assigned by vehicle manufacturers that represent specific equipment packages.

Used vehicle - vehicle that has been previously owned or driven.

United States Council for Automotive Research (USCAR) - an organization founded by Chrysler, Ford, and General Motors to strengthen the technology base of the domestic automotive industry through research and co-operation.

VA - Value analysis

VE - Value engineering

VER - Voluntary export restraint in relation to Japanese manufacturers exporting to Canada (no longer in effect).

VRA - Voluntary restraint agreement in relation to Japanese manufacturers exporting to the United States (no longer in effect).

Vehicle Identification Number (VIN) - Number assigned to a vehicle by the manufacturer primarily for registration and identification purposes (consisting of numerals and letters).

Windsor Experiment - Chrysler Canada, in partnership with government and educational institutions, has launched a number of initiatives collectively referred to as the Windsor Experiment. The

Windsor Experiment conducts studies to benchmark "best practice" training and education in Europe, and applied the results in various skills development programs.

World Trade Organization (WTO) - Created by the Uruguay Round and successor to the GATT, this new organization began operations on January 1, 1995.

Wholesaler - an intermediary which sells to other intermediaries, such as a firm that buys from a manufacturer and sells to a retailer.

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Automotive Associations

*Association of International
Automobile Manufacturers of Canada*
Suite 1618
438 University Ave.
TORONTO, Ont.
M5G 2E8
Tel.: (416) 595-5333
Fax: (416) 595-8226
E-mail: abradford@importers.ca
Web site: www.importers.ca

*Automotive Industries Association
of Canada*
1272 Wellington Street
OTTAWA, Ont.
K1Y 3A7
Tel.: (613) 728-5821
Fax: (613) 728-6021
E-mail: aia@aia.canada.com
Web site: www.aiacanada.com

*Automotive Parts Manufacturers'
Association of Canada*
Suite 516
195 The West Mall
ETOBICOKE, Ont.
M9C 5K1
Tel.: (416) 620-4220
Fax: (416) 620-9730
E-mail: apma@interware.net
Web site: www.capma.com

*Canadian Association of Japanese
Automobile Dealers (CAJAD)*
Suite 101
1 Eva Road
ETOBICOKE, Ont.
M9C 4Z5
Tel.: (416) 620-9717
Fax: (416) 620-0392
E-mail: cajad@cajad.com
Web site: www.cajad.com

Canadian Auto Workers' (CAW)
205 Placer Court
WILLOWDALE, Ont.
M2H 3H9
Tel.: (416) 497-4110
Fax: (416) 495-6552
E-mail: caw@caw.ca
Web site: www.caw.ca

*Canadian Automobile
Dealers Association of Canada*
85 Renfrew Drive
MARKHAM, Ont.
L3R 0N9
Tel.: (905) 940-4959
Fax: (905) 940-6870

Canadian Plastics Industry Association
Suite 500
5925 Airport Rd.
MISSISSAUGA, Ontario
L4V 1W1
Tel.: (905) 678-7748
Fax: (905) 678-0774
E-mail: info@plastics.ca
Web site: www.plastics.ca

*Canadian Vehicle Manufacturers'
Association*
Suite 1602
25 Adelaide Street East
TORONTO, Ont.
M5C 3A1
Tel.: (416) 364-9333
Fax: (416) 367-3221
E-mail: info@cvma.ca
Web site: www.cvma.ca

*Japan Automobile Manufacturers'
Association of Canada*
Suite 460
151 Bloor St. W.
TORONTO, Ont.
M5S 1S4
Tel.: (416) 968-0150
Fax: (416) 968-7095
E-mail: JAMA@jama.ca
Web site: www.jama.ca

Rubber Association of Canada (The)
Suite 308
89 Queensway West
MISSISSAUGA, Ont.
L5B 2V2
Tel.: (905) 270-8322
Fax: (905) 270-2640
E-mail: rac@inforamp.net

Used Car Dealers Association of Ontario
Suite 205
4174 Dundas Street West
TORONTO, Ont.
M8X 1X3
Tel.: 1-800-268-2598
Fax: (416) 232-0775
Web site: www.ucda.org

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