



Annual Contributions of New Brunswick's New-Vehicle Dealers*

New Brunswick's dealers operate a billion dollar retail industry

Total 2007 retail sales of new vehicle dealerships.....	\$1.6 billion	↑
New vehicle dealership sales as % of total retail sales	17%	↔
Sales tax generated by new vehicle dealerships [†] – HST (14%)	\$228 million	↓
Total revenues from sale of new motor vehicles	\$1.1 billion	↑
% revenues from passenger car sales	41%	↓
% revenues from truck sales	59%	↑
New motor vehicle sales as % of total retail sales	12%	↔
Total units sold	37,293	↑
% passenger cars	53%	↓
% trucks.....	47%	↑
Estimated number of new-vehicle dealerships	109	↔
Gross margin for new car dealers.....	13.0%	

Dealers provide thousands of well-paying jobs in New Brunswick

Average weekly employment in automobile dealerships	3,619	↑
Automobile dealership employment as % of total retail employment.....	9%	↔
Average weekly earnings of automobile dealership employees.....	\$919	↑
Amount by which average weekly earnings of automobile dealership employees exceeded average weekly retail earnings	\$439	↑
Vehicles registered (weighing less than 4500 kilograms)*	512,379	↑
Price increase for purchasing, leasing and rental of automobile vehicles.....	-1.5%	↓
Price increase for operation of automobile vehicles.....	0.0%	↔
Average annual consumer spending on purchase of automobile vehicles.....	\$3,067	↑

*Numbers reflect annual economic activity during 2007 unless otherwise indicated

[†]Tax revenues may be somewhat understated as HST was lowered from 15% to 14% in July, 2007

↑ indicates increase from last year ↓ indicates decline from last year ↔ indicates no change from last year

Sources: Statistics Canada, Canadian Automobile Dealers Association. Registration data © R.L. Polk & Company, 2007 data released 2008.

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