

CANADA NOW!



Motorcycle & Moped Industry Council
Le conseil de l'industrie de la motocyclette et du cyclomoteur



Canadian Off-Highway Vehicle Distributors Council
Conseil Canadien des Distributeurs de Véhicules Hors Route

NEWS AND INFORMATION FOR THE CANADIAN MOTORCYCLE AND ATV INDUSTRY

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JANUARY, 2009

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STRONG START TO SHOW SEASON

And a strong start it was.

The show floors of the MMIC/COHV Toronto and Calgary Motorcycle Shows were humming with energy and activity. It was evident that riders were looking to the new riding season in 2009 with keen anticipation. Retail and accessory interest was strong.

The following are excerpts from a report by Toronto Show producer Darryl Bond to the show committee and industry insiders, summarizing the good vibrations in Toronto:

I don't know about you, but given the level of gloom and doom in the news, it appears that in addition to the traditional holiday festivities we all have something additional to celebrate prior to the coming of the New Year! The shows numbers are in, and they're excellent. We've been occupied over the last few days with post move-out items and the general counting, verifying, and double checking of the various factors that go into the shows final attendance figures.

But the wait has been worth it and I'm pleased to report that the 2008 Toronto Motorcycle Show showed a net increase of 866 people over last year's final of 34,827 to come in at 35,693.

This is good news as we move into the 2009 show and

selling season. It appears that the apprehension the industry felt as we fired up the Toronto show has been dispelled and I'm confident that the rest of the remaining 6 shows are going to do just fine if the Toronto show is any indicator.

I'd like to take the time to thank my CNSS show team, Neal Diefenbaker, Lori Borda, Dianne Franchino and Tanya Kury, and our home office staff for all their efforts to "take care of business" and give me the time to work with our advertising, website, promotion and PR people to create the best advertising campaign that I could for this year. We have a fantastic supplier team that we work with on the shows that we run for the MMIC and COHV. So my hat is off to Mack Capel of Mack Advertising who handles our print and radio campaigns, Cathy St. Jean from Media Dimensions who gets us the right advertising mix and radio promotions, John from Cybertech Productions who puts together the 4 shows websites which I consider to be second to none in the "motorcycle show industry" (including our compatriots south of the border), and our newest addition to the Toronto show team, Sarah Thompson of Punch Communications, who performed well above the expectations. This being the first year of our relationship with the Toronto show. Collectively, their efforts delivered an audience for our show at a time in our industry when it was very much necessary!

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She Rides Nite continues to grow. It showed a 25% increase over last years 1,800 women to come in at 2,257. We will continue to work this market into the future to help drive more women into riding, which will result in future sales as this market becomes more important. Our EMS night on Saturday failed to materialize for a second year in a row, however, I already have some ideas on complimenting promotions that I plan to engage next year to hopefully get Saturday night up to par.

Preliminary feedback from exhibitors indicates that we appear to have sold a good number of motorcycles as a result of the show, and hopefully this carries through the next few weeks prior to the price increases early in January. Most exhibitors also appear to have been pleased with the numbers and quality of the visitors. We can be thankful that these visitors showed up in a near record level and the fact that they were spending bodes well for the rest of the shows. As Show Manager, I want to thank all of you for your support of the show. The show looks great because of

the efforts of the exhibitors to present themselves in a professional, family friendly manner and send a positive image of our companies, our industry and our objectives to the mainstream market. Without your efforts, we'd just be another show among many. Through our collective efforts, I can say that there is no other show in Ontario that even comes close to the high standards of Toronto which helps to reinforce the positive, pro motorcycle message and image that we as MMIC members strive to communicate. So, in ending, I want to thank all of you, your companies, staff and suppliers who put a lot of your money, time and collective talent towards making this show a fitting start to the 2009 season. Please feel free to forward me any feedback, good or bad, with your experience at this years show. I'd also appreciate it if you could forward this message to anyone in your organization that needs to get it.

Many thanks

Darryl

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MMIC/COHV 2009 STRATEGIES SET

Every December the MMIC and COHV Executive set their strategic direction for the two Councils in the new year.

Both the COHV and the MMIC tackle projects and issues under seven general headings that reflect the mandate and mission of the two Councils: Policy and Government Affairs, Technical Standards and Regulations, Motorcycle Insurance, Motorcycle and OHV Show Priorities, Media and Public Relations, Training, Safety and Licensing, and Industry Initiatives.

Here are some of the projects and initiatives in the various categories:

MMIC

In Government Affairs, the MMIC will continue their work in the sound emission field in various jurisdictions in Canada, and will continue to work with various provincial governments on easing scooter operating requirements.

In the Technical and Standards area, MMIC will look to broaden motorcycle and scooter importer compliance with Transport Canada. MMIC will also continue to participate in the International Motorcycle Manufacturers Association to ensure consistency in motorcycle equipment standards and policies.

In Insurance Priorities, MMIC is continuing to lobby against the 2009 and 2010 motorcycle insurance rate increase in Quebec. They will also continue to promote and expand the two insurance programs they endorse; the Open Road Insurance program for riders of motorcycles and ATVs, and the Power Secure commercial insurance program with Federated Insurance.

In the Show Priorities area, MMIC wants to continue to develop attendance at their seven major shows across Canada. They also will continue to attend non-MMIC shows to increase awareness of MMIC and COHV and their activities.

In Media and Public Relations, will continue to expand their presence in enthusiast magazines and general media to improve both industry and rider image. They'll also continue to develop and package educational materials, and make it available to clubs, federations, and rider groups to enhance safety and riding awareness.

In Rider Training/Licensing/Safety, the MMIC wants to

broaden awareness of off-road rider training and its benefits, and develop new rider safety pamphlets and poster.

In Industry Initiatives, MMIC will continue to expand awareness of motorcycle technician apprenticeship and career opportunities. They will also continue to encourage importing companies to join MMIC.

COHV

In Government Affairs, youth ATV safety will continue to be a project. Other categories will be land management and trail access and provincial regulation development.

In Technical Standards, COHV advocate for OHV compliance with Transport Canada equipment standards and implementation of the ANSI-SVIA standards through Transport Canada. They will also work to ensure consistency and foster harmonization of provincial OHV regulations.

In OHV Safety and Training, COHV will continue with youth safety messaging and promote and expand the Adventure Trail youth safety initiative. They will also continue with the distribution of the ATV SafetyWatch and other safety material. Another project is to increase promotion of OHV rider training programs.

In the Environmental Awareness area, they will expand the ATV NatureWatch program and distribution of materials, and develop partnerships with the federal government on trail mapping and environmental technology research.

In Provincial OHV Federations, COHV will continue to coordinate the funding and disbursement to meet the industry strategic priorities, as well as coordinate safety and environmental awareness campaigns with OHV federations. They will also develop national and provincial government relations initiatives, as well a national OHV land management and trails policy with the federations.

In Media and Public Relations, as with MMIC, COHV will expand awareness of OHV activities. They will also prepare media packaging related to youth safety, and continue to build awareness relating to environment.

In Industry Initiatives, COHV will continue to advocate for membership of importing companies and adherence to the ATV Voluntary Standard. They will also expand promotion of the Off-Road Vehicle insurance program.



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RETAIL SALES ANALYSIS

For: December/Year End 2008

MOTORCYCLE

The December numbers finished the year on a very positive note with a 15% increase over the same month of 2007. The dual-purpose and off-road categories experienced a decline for the month, but all other sections were up, most notably competition, mini-bikes, and scooters. The street category maintained its high level with a 3.2% increase.

Most of the larger provinces maintained a modest gain for the month, with Quebec gaining more than 100%, while Ontario was down 15%.

For 2008 year, all categories had good to large gains with the street category gaining over 4,400 units, or a 9% increase over 2007. Dual purpose also increased by 7.5%. Mini bikes had a large gain with an almost 100% increase over 2007, while scooters increased by 1,721 units, or plus 19.5%. Only competition and off-road rec bikes showed small decreases.

All provinces were in positive numbers for 2008 over 2007. Quebec showed the highest gain in units with over 2,700 units, while BC and Ontario were next with over 1,100 units each. Newfoundland was noted for its nearly 17% increase, or 293 units over a total of 1,768 in 2007.

Overall, nationally, motorcycle sales were up by 6,908 units over 2007, or an 8.38% gain.

ATV

ATVs settled at an 8.49% decrease for the year, a number that had slowed during the final months of 2008. Saskatchewan and Manitoba along with some of the eastern provinces maintained or exceeded their 2007 numbers, while BC, Alberta, Ontario and Quebec showed decreases for the same period.

Respectfully submitted.

Tim Stover
Manager, Shows and Member Services
nsep0109

MMIC Statistics Report
Retail Motorcycle Sales Report
For the Month of 2008/December

	Current Month	% of Volumes (CM)	Same Month LFY	% of Volumes (CM LY)	Unit Change	% Change	YTD	% of Volumes (YTD)	Prior YTD	% of Volumes (YTD LY)	Unit Change	% Change
Street	1,186	44.57%	1,149	50.07%	37	3.22%	52,605	58.85%	48,136	58.36%	4,469	9.28%
Dual Purpose	51	1.92%	75	3.27%	-24	-32.00%	4,622	5.17%	4,298	5.21%	324	7.54%
Competition	529	19.88%	356	15.51%	173	48.60%	10,549	11.80%	11,387	13.81%	-838	-7.36%
Off-Road Rec	316	11.88%	371	16.17%	-55	-14.82%	7,731	8.65%	8,121	9.85%	-390	-4.80%
Mini Bike	386	14.51%	226	9.85%	160	70.80%	3,314	3.71%	1,695	2.05%	1,619	95.52%
Scooter	193	7.25%	118	5.14%	75	63.56%	10,551	11.80%	8,830	10.71%	1,721	19.49%
Dual	0	0.00%	0	0.00%	0	/0	18	0.02%	15	0.02%	3	20.00%
Categories TOTAL	2,661	100.00%	2,295	100.00%	366	139.36%	89,390	100.00%	82,482	100.00%	6,908	8.38%
British Columbia	533	20.03%	520	22.66%	13	2.50%	14,718	16.46%	13,446	16.30%	1,272	9.46%
Alberta	475	17.85%	472	20.57%	3	0.64%	19,509	21.82%	18,883	22.89%	626	3.32%
Saskatchewan	81	3.04%	76	3.31%	5	6.58%	3,074	3.44%	2,677	3.25%	397	14.83%
Manitoba	89	3.34%	69	3.01%	20	28.99%	2,208	2.47%	2,129	2.58%	79	3.71%
Ontario	587	22.06%	698	30.41%	-111	-15.90%	21,714	24.29%	20,536	24.90%	1,178	5.74%
Quebec	691	25.97%	303	13.20%	388	128.05%	20,397	22.82%	17,646	21.39%	2,751	15.59%
New Brunswick	54	2.03%	51	2.22%	3	5.88%	2,311	2.59%	2,244	2.72%	67	2.99%
Prince Edward Island	14	0.53%	11	0.48%	3	27.27%	436	0.49%	356	0.43%	80	22.47%
Nova Scotia	99	3.72%	53	2.31%	46	86.79%	2,556	2.86%	2,495	3.02%	61	2.44%
Newfoundland	29	1.09%	33	1.44%	-4	-12.12%	2,061	2.31%	1,768	2.14%	293	16.57%
Nunavut	0	0.00%	0	0.00%	0	/0	27	0.03%	13	0.02%	14	107.69%
Northwest Territories	7	0.26%	2	0.09%	5	250.00%	194	0.22%	132	0.16%	62	46.97%
Yukon	2	0.08%	7	0.31%	-5	-71.43%	185	0.21%	157	0.19%	28	17.83%
Provinces TOTAL	2,661	100.00%	2,295	100.00%	366	0.00%	89,390	100.00%	82,482	100.00%	6,908	8.38%

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RETAIL MOTORCYCLE UNIT SALES-CUSTOM CLASSIC

	up to 250cc		251 TO 400cc		401 to 600cc		601 TO 750cc		751 TO 950cc		951cc &over		TOTAL	TOTAL
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS
2005 Jan	9	9	0	0	0	0	33	33	53	53	307	307	402	402
Feb	16	25	0	0	1	1	104	137	99	152	715	1022	935	1337
Mar	32	57	0	0	18	19	347	484	418	570	1956	2978	2771	4108
Apr	63	120	0	0	72	91	766	1250	842	1412	3358	6336	5101	9209
May	56	176	0	0	56	147	674	1924	710	2122	3248	9584	4744	13953
Jun	57	233	0	0	35	182	460	2384	537	2659	2263	11847	3352	17305
Jul	50	283	0	0	34	216	372	2756	457	3116	1564	13411	2477	19782
Aug	44	327	0	0	23	239	280	3036	357	3473	1621	15032	2325	22107
Sep	37	364	0	0	12	251	161	3197	235	3708	1011	16043	1456	23563
Oct	14	378	0	0	7	258	136	3333	112	3820	634	16677	903	24466
Nov	43	421	0	0	4	262	47	3380	55	3875	322	16999	471	24937
Dec	2	423	0	0	2	264	39	3419	47	3922	302	17301	392	25329
2006 Jan	6	420	0	0	1	265	37	3423	64	3933	305	17299	413	25340
Feb	11	415	0	0	7	271	92	3411	123	3957	579	17163	812	25217
Mar	67	450	0	0	30	283	236	3300	340	3879	1515	16722	2188	24634
Apr	59	446	0	0	56	267	510	3044	1071	4108	3204	16568	4900	24433
May	63	453	0	0	52	263	523	2893	898	4296	3054	16374	4590	24279
Jun	63	459	0	0	44	272	478	2911	765	4524	2038	16149	3388	24315
Jul	33	442	0	0	22	260	457	2996	480	4547	1522	16107	2514	24352
Aug	49	447	0	0	13	250	386	3102	424	4614	1457	15943	2329	24356
Sep	11	421	0	0	8	246	216	3157	188	4567	860	15792	1283	24183
Oct	10	417	0	0	2	241	135	3156	137	4592	859	16017	1143	24423
Nov	2	376	0	0	3	240	84	3193	66	4603	388	16083	543	24495
Dec	3	377	0	0	1	239	51	3205	56	4612	338	16119	449	24552
2007 Jan	6	377	0	0	3	241	53	3221	59	4607	335	16149	456	24595
Feb	3	369	0	0	5	239	87	3216	118	4602	501	16071	714	24497
Mar	7	309	1	1	15	224	293	3273	521	4783	1484	16040	2321	24630
Apr	29	279	0	1	24	192	552	3315	893	4605	2598	15434	4096	23826
May	52	268	4	5	46	186	677	3469	1136	4843	3363	15743	5278	24514
Jun	58	263	3	8	47	189	569	3560	705	4783	2156	15861	3538	24664
Jul	37	267	0	8	31	198	406	3509	447	4750	1520	15859	2441	24591
Aug	70	288	1	9	22	207	458	3581	435	4761	1524	15926	2510	24772
Sep	21	298	1	10	15	214	227	3592	421	4994	1174	16240	1859	25348
Oct	15	303	2	12	11	223	119	3576	146	5003	695	16076	988	25193
Nov	7	308	2	14	1	221	82	3574	83	5020	493	16181	668	25318
Dec	3	308	0	14	2	222	47	3570	38	5002	511	16354	601	25470
2008 Jan	21	323	0	14	12	231	225	3742	82	5025	644	16663	984	25998
Feb	14	334	0	14	1	227	56	3711	141	5048	678	16840	890	26174
Mar	41	368	0	13	19	231	133	3551	370	4897	1641	16997	2204	26057
Apr	110	449	0	13	40	247	446	3445	929	4933	3243	17642	4768	26729
May	144	541	29	38	35	236	569	3337	938	4735	3435	17714	5150	26601
Jun	133	616	0	35	35	224	557	3325	615	4645	2180	17738	3520	26583
Jul	117	696	0	35	31	224	482	3401	472	4670	1594	17812	2696	26838
Aug	61	687	0	34	9	211	368	3311	335	4570	1412	17700	2185	26513
Sep	46	712	0	33	7	203	243	3327	287	4436	1117	17643	1700	26354
Oct	28	725	0	31	4	196	110	3318	98	4388	720	17668	960	26326
Nov	3	721	0	29	1	196	44	3280	72	4377	509	17684	629	26287
Dec	6	724	0	29	3	197	68	3301	46	4385	392	17565	515	26201

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RETAIL MOTORCYCLE UNIT SALES-STREET BIKES

	up to 250cc		251 TO 400cc		401 to 600cc		601 TO 750cc		751 TO 950cc		951cc & over		TOTAL	TOTAL
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS
2005 Jan	9	9	3	3	52	52	64	64	59	59	495	495	682	682
Feb	20	29	4	7	152	204	181	245	112	171	1099	1594	1568	2250
Mar	45	74	30	37	575	779	709	954	465	636	3071	4665	4895	7145
Apr	116	190	76	113	1118	1897	1655	2609	946	1582	5728	10393	9639	16784
May	91	281	69	182	990	2887	1326	3935	813	2395	5361	15754	8650	25434
Jun	88	369	36	218	652	3539	906	4841	594	2989	3613	19367	5889	31323
Jul	74	443	36	254	524	4063	653	5494	516	3505	2495	21862	4298	35621
Aug	62	505	54	308	413	4476	586	6080	395	3900	2512	24374	4022	39643
Sep	43	548	28	336	262	4738	347	6427	266	4166	1677	26051	2623	42266
Oct	24	572	12	348	166	4904	237	6664	138	4304	996	27047	1573	43839
Nov	44	616	4	352	61	4965	93	6757	62	4366	546	27593	810	44649
Dec	4	620	7	359	54	5019	103	6860	59	4425	563	28156	790	45439
2006 Jan	9	620	1	357	81	5048	101	6897	76	4442	586	28247	854	45611
Feb	16	616	3	356	176	5072	201	6917	139	4469	1010	28158	1545	45588
Mar	92	663	24	350	530	5027	611	6819	386	4390	2630	27717	4273	44966
Apr	98	645	83	357	1039	4948	1368	6532	1145	4589	5464	27453	9197	44524
May	103	657	40	328	888	4846	1251	6457	956	4732	5160	27252	8398	44272
Jun	100	669	39	331	763	4957	1091	6642	819	4957	3551	27190	6363	44746
Jul	61	656	20	315	528	4961	751	6740	518	4959	2492	27187	4370	44818
Aug	68	662	37	298	496	5044	736	6890	476	5040	2596	27271	4409	45205
Sep	22	641	16	286	199	4981	345	6888	212	4986	1576	27170	2370	44952
Oct	13	630	5	279	144	4959	258	6909	158	5006	860	27034	1438	44817
Nov	2	588	3	278	97	4995	136	6952	78	5022	542	27030	858	44865
Dec	8	592	8	279	104	5045	119	6968	110	5073	612	27079	961	45036
2007 Jan	9	592	0	278	79	5043	110	6977	67	5064	620	27113	885	45067
Feb	4	580	0	275	125	4992	168	6944	132	5057	913	27016	1342	44864
Mar	20	508	1	252	451	4913	663	6996	584	5255	2615	27001	4334	44925
Apr	67	477	0	169	869	4743	1038	6666	1004	5114	4769	26306	7747	43475
May	88	462	4	133	1069	4924	1326	6741	1243	5401	5827	26973	9557	44634
Jun	740	1102	3	97	801	4962	947	6597	788	5370	3812	27234	7091	45362
Jul	507	1548	0	77	550	4984	622	6468	538	5390	2588	27330	4805	45797
Aug	244	1724	1	41	534	5022	690	6422	534	5448	2573	27307	4576	45964
Sep	96	1798	1	26	370	5193	387	6464	479	5715	2000	27731	3333	46927
Oct	45	1830	2	23	119	5168	181	6387	160	5717	1296	28167	1803	47292
Nov	37	1865	2	22	73	5144	118	6369	98	5737	916	28541	1244	47678
Dec	31	1888	1	15	57	5097	78	6328	57	5684	923	28852	1147	47864
2008 Jan	61	1940	0	15	252	5270	271	6489	138	5755	1208	29440	1930	48909
Feb	77	2013	0	15	103	5248	121	6442	152	5775	1218	29745	1671	49238
Mar	212	2205	0	14	387	5184	320	6099	434	5625	3092	30222	4445	49349
Apr	785	2923	0	14	888	5203	1006	6067	1068	5689	5841	31294	9588	51190
May	697	3532	0	10	987	5121	1336	6077	1077	5523	6152	31619	10249	51882
Jun	546	3338	0	7	672	4992	1013	6143	699	5434	4051	31858	6981	51772
Jul	511	3342	0	7	577	5019	823	6344	544	5440	2861	32131	5316	52283
Aug	263	3361	0	6	290	4775	565	6219	395	5301	2651	32209	4164	51871
Sep	203	3468	0	5	259	4664	452	6284	346	5168	2178	32387	3438	51976
Oct	128	3551	0	3	118	4663	199	6302	176	5184	1368	32459	1989	52162
Nov	84	3598	0	1	63	4653	96	6280	106	5192	1026	32569	1375	52293
Dec	50	3617	0	0	76	4672	107	6309	130	5265	823	32469	1186	52332

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RETAIL MOTORCYCLE UNIT SALES-STREET BIKES-SPORT

	up to 250cc		251 TO 400cc		401 to 600cc		601 TO 750cc		751 TO 950cc		951cc & over		TOTAL	TOTAL
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS
2005 Jan	0	0	0	0	52	52	28	28	6	6	81	81	167	167
Feb	4	4	0	0	151	203	76	104	13	19	172	253	416	583
Mar	13	17	3	3	551	754	341	445	47	66	539	792	1494	2077
Apr	53	70	6	9	1008	1762	796	1241	104	170	1020	1812	2987	5064
May	35	105	11	20	893	2655	583	1824	103	273	890	2702	2515	7579
Jun	31	136	2	22	596	3251	402	2226	57	330	486	3188	1574	9153
Jul	24	160	2	24	466	3717	257	2483	59	389	370	3558	1178	10331
Aug	18	178	3	27	368	4085	283	2766	38	427	386	3944	1096	11427
Sep	6	184	2	29	237	4322	175	2941	31	458	260	4204	711	12138
Oct	10	194	0	29	145	4467	85	3026	25	483	148	4352	413	12551
Nov	1	195	0	29	53	4520	36	3062	7	490	72	4424	169	12720
Dec	2	197	0	29	49	4569	61	3123	12	502	96	4520	220	12940
2006 Jan	3	200	0	29	75	4592	63	3158	12	508	111	4550	264	13037
Feb	5	201	0	29	162	4603	104	3186	16	511	165	4543	452	13073
Mar	25	213	0	26	484	4536	338	3183	46	510	437	4441	1330	12909
Apr	39	199	0	20	945	4473	765	3152	74	480	866	4287	2689	12611
May	40	204	0	9	810	4390	692	3261	58	435	681	4078	2281	12377
Jun	37	210	0	7	704	4498	568	3427	54	432	503	4095	1866	12669
Jul	28	214	0	5	477	4509	275	3445	38	411	295	4020	1113	12604
Aug	19	215	0	2	459	4600	311	3473	52	425	356	3990	1197	12705
Sep	11	220	0	0	177	4540	115	3413	24	418	181	3911	508	12502
Oct	13	223	5	5	144	4539	258	3586	158	551	860	4623	1438	13527
Nov	0	222	0	5	86	4572	49	3599	12	556	101	4652	248	13606
Dec	5	225	0	5	96	4619	55	3593	52	596	96	4652	304	13690
2007 Jan	3	225	0	5	74	4618	57	3587	6	590	76	4617	216	13642
Feb	1	221	0	5	119	4575	81	3564	10	584	126	4578	337	13527
Mar	17	213	0	5	613	4704	508	3734	61	599	645	4786	1844	14041
Apr	38	212	0	5	816	4575	486	3455	68	593	750	4670	2158	13510
May	36	208	0	5	993	4758	649	3412	63	598	843	4832	2584	13813
Jun	682	853	0	5	727	4781	378	3222	48	592	619	4948	2454	14401
Jul	470	1295	0	5	493	4797	216	3163	58	612	410	5063	1647	14935
Aug	174	1450	0	5	457	4795	232	3084	85	645	369	5076	1317	15055
Sep	75	1514	0	5	319	4937	160	3129	44	665	271	5166	869	15416
Oct	30	1531	0	0	100	4893	62	2933	10	517	151	4457	353	14331
Nov	28	1559	0	0	68	4875	36	2920	12	517	96	4452	240	14323
Dec	28	1582	1	1	49	4828	31	2896	10	475	97	4453	216	14235
2008 Jan	40	1619	0	1	210	4964	46	2885	56	525	142	4519	494	14513
Feb	63	1681	0	1	99	4944	65	2869	11	526	155	4548	393	14569
Mar	171	1835	0	1	358	4689	191	2552	49	514	435	4338	1204	13929
Apr	675	2472	0	1	801	4674	560	2626	105	551	755	4343	2896	14667
May	553	2989	0	1	869	4550	767	2744	85	573	806	4306	3080	15163
Jun	413	2720	0	1	611	4434	456	2822	60	585	537	4224	2077	14786
Jul	394	2644	0	1	525	4466	341	2947	42	569	444	4258	1746	14885
Aug	202	2672	0	1	269	4278	197	2912	34	518	318	4207	1020	14588
Sep	157	2754	0	1	246	4205	206	2958	24	498	301	4237	934	14653
Oct	100	2824	0	1	111	4216	89	2985	15	503	173	4259	488	14788
Nov	81	2877	0	1	61	4209	52	3001	5	496	109	4272	308	14856
Dec	44	2893	0	0	64	4224	39	3009	13	499	126	4301	286	14926

CONFIDENTIAL

RETAIL MOTORCYCLE UNIT SALES-STREET BIKES-TOURING

	up to 250cc		251 TO 400c		401 to 600cc		601 TO 750cc		751 TO 950cc		951cc &over		TOTAL	
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS
2005 Jan	0	0	3	3	0	0	3	3	0	0	107	107	113	113
Feb	0	0	4	7	0	0	1	4	0	0	212	319	217	330
Mar	0	0	27	34	6	6	21	25	0	0	576	895	630	960
Apr	0	0	70	104	38	44	93	118	0	0	1350	2245	1551	2511
May	0	0	58	162	41	85	69	187	0	0	1223	3468	1391	3902
Jun	0	0	34	196	21	106	44	231	0	0	864	4332	963	4865
Jul	0	0	34	230	24	130	24	255	0	0	561	4893	643	5508
Aug	0	0	51	281	22	152	23	278	0	0	505	5398	601	6109
Sep	0	0	26	307	13	165	11	289	0	0	406	5804	456	6565
Oct	0	0	12	319	14	179	16	305	1	1	214	6018	257	6822
Nov	0	0	4	323	4	183	10	315	0	1	152	6170	170	6992
Dec	0	0	7	330	3	186	3	318	0	1	165	6335	178	7170
2006 Jan	0	0	1	328	5	191	1	316	0	1	170	6228	177	7234
Feb	0	0	3	327	7	198	5	320	0	1	266	6452	281	7298
Mar	0	0	24	324	16	208	37	336	0	1	678	6554	755	7423
Apr	0	0	83	337	38	208	93	336	0	1	1394	6598	1608	7480
May	0	0	40	319	26	193	36	303	0	1	1425	6800	1527	7616
Jun	0	0	39	324	15	187	45	304	0	1	1010	6946	1109	7762
Jul	0	0	20	310	29	192	19	299	0	1	675	7060	743	7862
Aug	0	0	37	296	24	194	39	315	0	1	783	7338	883	8144
Sep	0	0	16	286	14	195	14	318	0	1	535	7467	579	8267
Oct	0	0	5	279	6	187	11	313	0	0	335	7588	357	8367
Nov	0	0	3	278	8	191	3	306	0	0	195	7631	209	8406
Dec	0	0	8	279	7	195	13	316	2	2	178	7644	208	8436
2007 Jan	0	0	0	278	2	192	0	315	2	4	209	7474	213	8472
Feb	0	0	0	275	1	186	0	310	4	8	286	7417	291	8482
Mar	0	0	0	251	16	186	0	273	18	26	657	7025	691	8418
Apr	0	0	0	168	29	177	0	180	43	69	1421	6288	1493	8303
May	0	0	0	128	30	181	0	144	44	113	1621	7905	1695	8471
Jun	0	0	0	89	27	193	0	99	35	148	1037	7932	1099	8461
Jul	0	0	0	69	26	190	0	80	33	181	658	7915	717	8435
Aug	0	0	0	32	55	221	0	41	14	195	680	7812	749	8301
Sep	0	0	0	16	36	243	0	27	14	209	555	7832	605	8327
Oct	0	0	0	11	8	245	0	16	4	213	450	7947	462	8432
Nov	0	0	0	8	4	241	0	13	3	216	329	8081	336	8559
Dec	0	0	0	0	6	240	0	0	9	223	315	8218	330	8681
2008 Jan	0	0	0	0	30	268	0	0	0	221	422	8009	452	8920
Feb	0	0	0	0	3	270	0	0	0	217	385	8530	388	9017
Mar	0	0	0	0	10	264	0	0	11	210	1016	8889	1037	9363
Apr	0	0	0	0	47	282	0	0	34	201	1843	9311	1924	9794
May	0	0	0	0	54	306	0	0	54	211	1911	9601	2019	10118
Jun	0	0	0	0	26	305	0	0	24	200	1334	9898	1384	10403
Jul	0	0	0	0	21	300	0	0	30	197	823	10063	874	10560
Aug	0	0	0	0	12	257	0	0	26	209	921	10304	959	10770
Sep	0	0	0	0	6	227	0	0	38	233	760	10509	804	10969
Oct	0	0	0	0	3	222	0	0	63	292	475	10534	541	11048
Nov	0	0	0	0	1	219	0	0	29	318	678	10883	708	11420
Dec	0	0	0	0	9	222	0	0	71	380	305	10873	385	11475

CONFIDENTIAL

RETAIL MOTORCYCLE UNIT SALES-DUAL PURPOSE

	up to 125cc		126 to 250cc		251cc & over		951cc & over			TOTAL	TOTAL
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS		MONTH	12 MOS
2005 Jan	0	0	9	9	22	22	0	0		31	31
Feb	0	0	24	33	75	97	1	1		100	131
Mar	0	0	84	117	262	359	1	2		347	478
Apr	0	0	157	274	427	786	6	8		590	1068
May	0	0	118	392	335	1121	2	10		455	1523
Jun	0	0	86	478	245	1366	5	15		336	1859
Jul	0	0	64	542	168	1534	4	19		236	2095
Aug	0	0	58	600	156	1690	3	22		217	2312
Sep	0	0	60	660	135	1825	4	26		199	2511
Oct	0	0	24	684	80	1905	2	28		106	2617
Nov	0	0	20	704	49	1954	0	28		69	2686
Dec	0	0	19	723	67	2021	5	33		91	2777
2006 Jan	0	0	25	739	61	2060	0	33		86	2832
Feb	0	0	46	761	104	2089	0	32		150	2882
Mar	0	0	116	793	282	2109	5	36		403	2938
Apr	1	1	222	858	433	2115	10	40		666	3014
May	1	2	190	930	393	2173	16	54		600	3159
Jun	0	2	140	984	255	2183	20	69		415	3238
Jul	0	2	81	1001	194	2209	13	78		288	3290
Aug	0	2	88	1031	219	2272	9	84		316	3389
Sep	0	2	56	1027	87	2224	4	84		147	3337
Oct	0	2	38	1041	87	2231	5	87		130	3361
Nov	0	2	25	1046	90	2272	1	88		116	3408
Dec	0	2	23	1050	57	2262	6	89		86	3403
2007 Jan	3	5	20	1045	65	2266	2	91		90	3407
Feb	0	5	51	1050	93	2255	6	97		150	3407
Mar	0	5	136	1070	240	2213	23	115		399	3403
Apr	0	4	196	1044	369	2149	39	144		604	3341
May	0	3	242	1096	817	2573	44	172		1103	3844
Jun	0	3	192	1148	500	2818	22	174		714	4143
Jul	0	3	122	1189	393	3017	14	175		529	4384
Aug	0	3	100	1201	319	3117	15	181		434	4502
Sep	2	5	39	1184	161	3191	14	191		216	4571
Oct	5	10	29	1175	104	3208	17	203		155	4596
Nov	3	13	20	1170	72	3190	11	213		106	4586
Dec	0	13	7	1154	63	3196	4	211		74	4574
2008 Jan	0	10	21	1155	82	3213	7	216		110	4594
Feb	32	42	31	1135	10	3130	61	271		134	4578
Mar	0	42	57	1056	256	3146	11	259		324	4503
Apr	0	42	211	1071	568	3345	120	340		899	4798
May	0	42	243	1072	637	3165	94	390		974	4669
Jun	0	42	213	1093	444	3109	19	387		676	4631
Jul	0	42	175	1146	381	3097	51	424		607	4709
Aug	0	42	110	1156	217	2995	40	449		367	4642
Sep	0	40	63	1180	241	3075	29	464		333	4759
Oct	0	35	52	1203	103	3074	24	471		179	4783
Nov	0	32	32	1215	58	3060	13	473		103	4780
Dec	0	32	12	1220	33	3030	6	475		51	4757

CONFIDENTIAL

RETAIL MOTORCYCLE UNIT SALES-OFF ROAD RECREATION

	up to 125cc		126 to 250cc		251 cc and over					TOTAL	TOTAL
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS				MONTH	12 MOS
2005 Jan	132	132	54	54	7	7				193	193
Feb	149	281	107	161	12	19				268	461
Mar	403	684	297	458	61	80				761	1222
Apr	837	1521	587	1045	64	144				1488	2710
May	943	2464	636	1681	41	185				1620	4330
Jun	726	3190	455	2136	28	213				1209	5539
Jul	687	3877	343	2479	35	248				1065	6604
Aug	616	4493	233	2712	39	287				888	7492
Sep	398	4891	139	2851	7	294				544	8036
Oct	263	5154	95	2946	2	296				360	8396
Nov	152	5306	64	3010	3	299				219	8615
Dec	275	5581	64	3074	4	303				343	8958
2006 Jan	170	5619	72	3092	2	298				244	9009
Feb	138	5608	76	3061	8	294				222	8963
Mar	348	5553	187	2951	9	242				544	8746
Apr	803	5519	535	2899	2	180				1340	8598
May	896	5472	642	2905	8	147				1546	8524
Jun	717	5463	511	2961	4	123				1232	8547
Jul	645	5421	421	3039	3	91				1069	8551
Aug	270	5075	336	3142	239	291				845	8508
Sep	362	5039	215	3218	1	285				578	8542
Oct	257	5033	167	3290	4	287				428	8610
Nov	507	5388	135	3361	1	285				643	9034
Dec	246	5359	159	3456	5	286				410	9101
2007 Jan	102	5291	93	3477	1	285				196	9053
Feb	94	5247	105	3506	0	277				199	9030
Mar	301	5200	241	3560	7	275				549	9035
Apr	617	5014	475	3500	6	279				1098	8793
May	791	4909	657	3515	9	280				1457	8704
Jun	632	4824	514	3518	6	282				1152	8624
Jul	676	4855	447	3544	2	281				1125	8680
Aug	548	5133	400	3608	11	53				959	8794
Sep	285	5056	161	3554	2	54				448	8664
Oct	227	5026	100	3487	1	51				328	8564
Nov	114	4633	83	3435	0	50				197	8118
Dec	261	4648	107	3383	1	46				369	8077
2008 Jan	331	4877	161	3451	6	51				498	8379
Feb	92	4875	41	3387	2	53				135	8315
Mar	268	4842	122	3268	5	51				395	8161
Apr	641	4866	459	3252	2	47				1102	8165
May	805	4880	595	3190	3	41				1403	8111
Jun	617	4865	323	2999	3	38				943	7902
Jul	605	4794	307	2859	4	40				916	7693
Aug	382	4628	227	2686	0	29				609	7343
Sep	249	4592	120	2645	2	29				371	7266
Oct	193	4558	96	2641	5	33				294	7232
Nov	116	4560	59	2617	6	39				181	7216
Dec	236	4535	69	2579	11	49				316	7163

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RETAIL MOTORCYCLE UNIT SALES-COMPETITION

	up to 80cc		81 to 125cc		126 to 250cc		251 &over		401cc &over				TOTAL	TOTAL
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS			MONTH	12 MOS
2005 Jan	30	30	65	65	191	191	134	134					420	420
Feb	38	68	99	164	401	592	196	330					734	1154
Mar	181	249	331	495	842	1434	347	677					1701	2855
Apr	169	418	433	928	1109	2543	534	1211					2245	5100
May	92	510	359	1287	748	3291	426	1637					1625	6725
Jun	68	578	241	1528	415	3706	280	1917					1004	7729
Jul	64	642	190	1718	288	3994	215	2132					757	8486
Aug	126	768	208	1926	299	4293	192	2324					825	9311
Sep	98	866	182	2108	293	4586	176	2500					749	10060
Oct	66	932	134	2242	295	4881	246	2746					741	10801
Nov	40	972	71	2313	341	5222	165	2911					617	11418
Dec	51	1023	97	2410	295	5517	164	3075					607	12025
2006 Jan	50	1043	65	2410	305	5631	192	3133					612	12217
Feb	51	1056	71	2382	414	5644	295	3232					831	12314
Mar	73	948	208	2259	681	5483	486	3371					1448	12061
Apr	114	893	377	2203	1003	5377	740	3577					2234	12050
May	94	895	302	2146	770	5399	590	3741					1756	12181
Jun	85	912	215	2120	604	5588	314	3775					1218	12395
Jul	94	942	189	2119	406	5706	292	3852					981	12619
Aug	55	871	215	2126	336	5743	239	3899					845	12639
Sep	55	828	111	2055	274	5724	160	3883					600	12490
Oct	47	809	76	1997	247	5676	162	3799					532	12281
Nov	58	827	54	1980	231	5566	150	3784					493	12157
Dec	42	818	69	1952	206	5477	137	3757					454	12004
2007 Jan	35	803	63	1950	242	5414	212	3777					552	11944
Feb	11	763	53	1932	231	5231	238	3720					533	11646
Mar	65	755	180	1904	644	5194	551	3785					1440	11638
Apr	96	737	288	1815	828	5019	700	3745					1912	11316
May	131	774	277	1790	878	5127	673	3828					1959	11519
Jun	53	742	173	1748	482	5005	381	3895					1089	11390
Jul	67	715	139	1698	451	5050	268	3871					925	11334
Aug	100	760	144	1627	466	5180	335	3967					1045	11534
Sep	52	757	89	1605	270	5176	212	4019					623	11557
Oct	30	740	74	1603	224	5153	174	4031					502	11527
Nov	22	704	57	1606	177	5099	143	4024					399	11433
Dec	31	693	54	1591	165	5058	115	4002					365	11344
2008 Jan	22	680	78	1606	359	5175	231	4021					690	11482
Feb	26	695	55	1608	247	5191	174	3957					502	11451
Mar	34	664	170	1598	601	5148	418	3824					1223	11234
Apr	76	644	233	1543	960	5280	666	3790					1935	11257
May	69	582	231	1497	950	5352	592	3709					1842	11140
Jun	47	576	130	1454	665	5535	292	3620					1134	11185
Jul	52	561	139	1454	511	5595	266	3618					968	11228
Aug	48	509	128	1438	405	5534	277	3560					858	11041
Sep	47	504	69	1418	349	5613	222	3570					687	11105
Oct	17	491	65	1409	278	5667	220	3616					580	11183
Nov	14	483	44	1396	133	5623	165	3638					356	11140
Dec	21	473	57	1399	273	5731	178	3701					529	11304

Retail Scooter Sales Report (as of 2008/December)

By Province

	Current Month	% of Volume	Same Month LFY	% of Volume	Unit Change	% Change	YTD	% of Volume	Prior YTD	% of Volume	Unit Change	% Change
British Columbia	48	24.87%	34	28.81%	14	41.18%	2,141	20.29%	1,316	14.90%	825	62.69%
Alberta	14	7.25%	8	6.78%	6	75.00%	813	7.71%	770	8.72%	43	5.58%
Saskatchewan	3	1.55%	3	2.54%	0	0.00%	141	1.34%	172	1.95%	-31	-18.02%
Manitoba	5	2.59%	3	2.54%	2	66.67%	391	3.71%	277	3.14%	114	41.16%
Ontario	35	18.13%	34	28.81%	1	2.94%	1,725	16.35%	1,451	16.43%	274	18.88%
Quebec	80	41.45%	20	16.95%	60	300.00%	4,788	45.38%	4,407	49.91%	381	8.65%
New Brunswick	1	0.52%	4	3.39%	-3	-75.00%	254	2.41%	205	2.32%	49	23.90%
Prince Edward Island	0	0.00%	1	0.85%	-1	-100.00%	27	0.26%	15	0.17%	12	80.00%
Nova Scotia	3	1.55%	9	7.63%	-6	-66.67%	175	1.66%	160	1.81%	15	9.38%
Newfoundland	3	1.55%	1	0.85%	2	200.00%	58	0.55%	32	0.36%	26	81.25%
Nunavut	0	0.00%	0	0.00%	0	/0	1	0.01%	2	0.02%	-1	-50.00%
Northwest Territories	1	0.52%	1	0.85%	0	0.00%	21	0.20%	9	0.10%	12	133.33%
Yukon Territory	0	0.00%	0	0.00%	0	/0	16	0.15%	14	0.16%	2	14.29%
Province TOTAL	193	100.00%	118	100.00%	75	0.00%	10,551	100.00%	8,830	100.00%	1,721	19.49%

CATV Statistics Report

Retail ATV Sales Report

For the Month of 2008/December

	Current Month	% of Volume	Same Month LFY	% of Volume	Unit Change	% Change	YTD	% of Volume	Prior YTD	% of Volume	Unit Change	% Change
British Columbia	342	8.59%	738	8.53%	-396	-53.66%	8,368	10.34%	8,675	9.80%	-307	3.54%
Alberta	670	16.83%	1,888	21.82%	-1,218	-64.51%	17,935	22.15%	22,100	24.98%	-4,165	-18.85%
Saskatchewan	228	5.73%	381	4.40%	-153	-40.16%	5,747	7.10%	5,413	6.12%	334	6.17%
Manitoba	155	3.89%	305	3.52%	-150	-49.18%	3,747	4.63%	3,673	4.15%	74	2.01%
Ontario	944	23.71%	2,037	23.54%	-1,093	-53.66%	17,160	21.19%	18,076	20.43%	-916	-5.07%
Quebec	1,184	29.73%	2,329	26.92%	-1,145	-49.16%	19,193	23.71%	21,532	24.34%	-2,339	-10.86%
New Brunswick	143	3.59%	368	4.25%	-225	-61.14%	2,764	3.41%	2,925	3.31%	-161	-5.50%
Prince Edward Island	13	0.33%	29	0.34%	-16	-55.17%	223	0.28%	190	0.21%	33	17.37%
Nova Scotia	102	2.56%	185	2.14%	-83	-44.86%	1,589	1.96%	1,460	1.65%	129	8.84%
Newfoundland	189	4.75%	296	3.42%	-107	-36.15%	3,032	3.74%	3,358	3.80%	-326	-9.71%
Northwest Territories	2	0.05%	25	0.29%	-23	-92.00%	383	0.47%	360	0.41%	23	6.39%
Yukon Territory	5	0.13%	29	0.34%	-24	-82.76%	282	0.35%	357	0.40%	-75	-21.01%
Nunuvut	5	0.13%	43	0.50%	-38	-88.37%	542	0.67%	358	0.40%	184	51.40%
Province TOTAL	3,982	100.00%	8,653	100.00%	-4,671	-53.98%	80,965	100.00%	88,477	100.00%	-7,512	-8.49%

CONFIDENTIAL

RETAIL ATV UNIT SALES

	up to 100cc		101 TO 200c		201 to300cc		301 TO400cc		401 to 500cc		501cc &over		TOTAL	TOTAL
	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS	MONTH	12 MOS
2005 Jan	177	177	65	65	78	78	1068	1068	1229	1229	1153	1153	3770	3770
Feb	188	365	61	126	147	225	1316	2384	1703	2932	1493	2646	4908	8678
Mar	377	742	130	256	185	410	2240	4624	2985	5917	2257	4903	8174	16852
Apr	547	1289	201	457	265	675	2608	7232	4253	10170	3058	7961	10932	27784
May	551	1840	217	674	259	934	2723	9955	4450	14620	2728	10689	10928	38712
Jun	441	2281	150	824	192	1126	2109	12064	2809	17429	1740	12429	7441	46153
Jul	332	2613	111	935	158	1284	1794	13858	2433	19862	1409	13838	6237	52390
Aug	326	2939	147	1082	168	1452	2082	15940	3275	23137	1996	15834	7994	60384
Sep	245	3184	110	1192	116	1568	1916	17856	3256	26393	2237	18071	7880	68264
Oct	207	3391	97	1289	102	1670	1810	19666	2995	29388	2132	20203	7343	75607
Nov	157	3548	43	1332	99	1769	1347	21013	2122	31510	1683	21886	5451	81058
Dec	290	3838	83	1415	109	1878	1166	22179	2016	33526	1763	23649	5427	86485
2006 Jan	143	3804	53	1403	81	1881	892	22003	1546	33843	1555	24051	4270	86985
Feb	139	3755	66	1408	111	1845	878	21565	1653	33793	1657	24215	4504	86581
Mar	222	3600	76	1354	172	1832	1441	20766	2377	33185	2300	24258	6588	84995
Apr	436	3489	182	1335	360	1927	2529	20687	4273	33205	3862	25062	11642	85705
May	396	3334	156	1274	381	2049	2808	20772	4254	33009	3797	26131	11792	86569
Jun	255	3148	108	1232	230	2087	2171	20834	2722	32922	2277	26668	7763	86891
Jul	214	3030	75	1196	186	2115	1665	20705	2272	32761	1909	27168	6321	86975
Aug	275	2979	76	1125	236	2183	1990	20613	3011	32497	2483	27655	8071	87052
Sep	196	2930	71	1086	222	2289	1702	20399	3550	32791	2853	28271	8594	87766
Oct	163	2886	58	1047	160	2347	1501	20090	2927	32723	2799	28938	7608	88031
Nov	139	2868	37	1041	122	2370	1093	19836	1870	32471	2165	29420	5426	88006
Dec	100	2678	56	1014	134	2395	914	19584	1862	32317	1957	29614	5023	87602
2007 Jan	141	2676	23	984	86	2400	797	19489	1567	32338	1782	29841	4396	87728
Feb	309	2846	31	949	90	2379	615	19226	1553	32238	1723	29907	4321	87545
Mar	307	2931	74	947	208	2415	1181	18966	3032	32893	2994	30601	7796	88753
Apr	320	2815	100	865	262	2317	1377	17814	3806	32426	3781	30520	9646	86757
May	453	2872	118	827	325	2261	1803	16809	5044	33216	4540	31263	12283	87248
Jun	274	2891	76	795	210	2241	1156	15794	2962	33456	2234	31220	6912	86397
Jul	233	2910	51	771	196	2251	1048	15177	2693	33877	2059	31370	6280	86356
Aug	278	2913	61	756	195	2210	1030	14217	3224	34090	2507	31394	7295	85580
Sep	242	2959	35	720	210	2198	1113	13628	3358	33898	2993	31534	7951	84937
Oct	221	3017	48	710	163	2201	1015	13142	3329	34300	3333	32068	8109	85438
Nov	97	2975	11	684	80	2159	700	12749	2076	34506	1871	31774	4835	84847
Dec	265	3140	24	652	84	2109	825	12660	5243	37887	2212	32029	8653	88477
2008 Jan	159	3158	17	646	74	2097	710	12573	2241	38561	1756	32003	4957	89038
Feb	93	2942	11	626	68	2075	528	12486	1323	38331	1747	32027	3770	88487
Mar	235	2870	31	583	111	1978	754	12059	1596	36895	2447	31480	5174	85865
Apr	439	2989	55	538	227	1943	1416	12098	4928	38017	4099	31798	11164	87383
May	480	3016	66	486	291	1909	1525	11820	5107	38080	4392	31650	11861	86961
Jun	271	3013	21	431	194	1893	983	11647	2807	37925	2432	31848	6708	86757
Jul	301	3081	36	416	175	1872	897	11496	2823	38055	2340	32129	6572	87049
Aug	359	3162	28	383	169	1846	811	11277	2704	37535	2588	32210	6659	86413
Sep	236	3156	35	383	136	1772	810	10974	3215	37392	3187	32404	7619	86081
Oct	164	3099	27	362	163	1772	740	10699	3519	37582	3318	32389	7931	85903
Nov	169	3171	20	371	83	1775	622	10621	1668	37174	2006	32524	4568	85636
Dec	246	3152	22	369	76	1767	390	10186	1490	33421	1758	32070	3982	80965