

Wholesale trade, October 2014

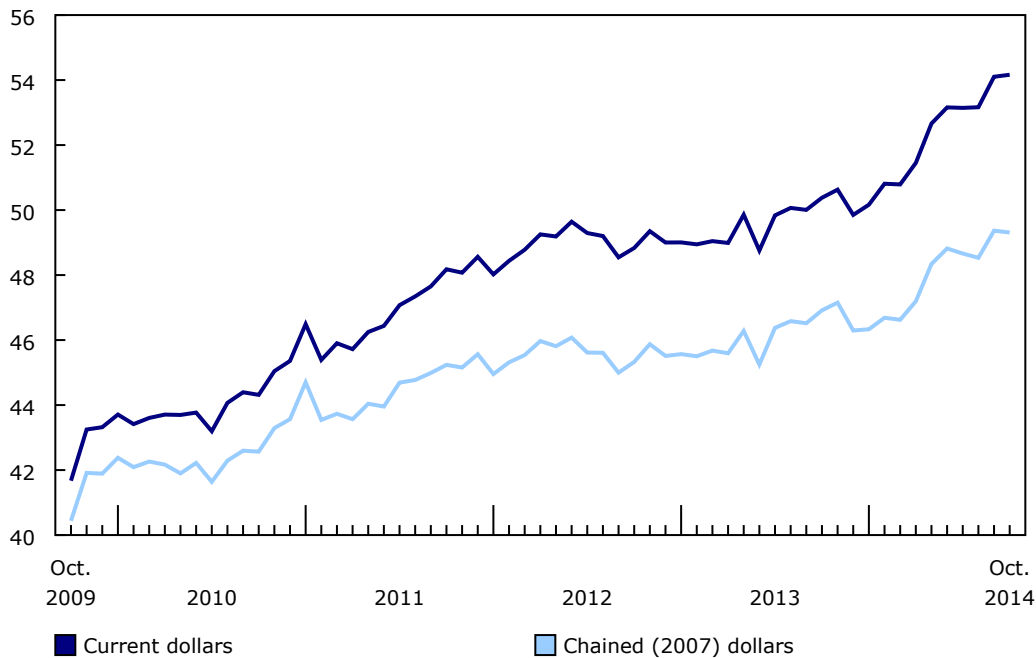
Released at 8:30 a.m. Eastern time in *The Daily*, Wednesday, December 17, 2014

Wholesale sales edged up 0.1% to \$54.2 billion in October, a second consecutive monthly increase. Gains were recorded in five of seven subsectors, representing 68% of wholesale sales.

In volume terms, wholesale sales were down 0.1%.

Chart 1
Wholesale sales edge up in October

billions of dollars



Source(s): CANSIM tables [081-0011](#) and [081-0015](#).

Higher sales in five subsectors

In October, the farm product subsector recorded the largest increase in dollar terms, rising 13.5% to \$815 million, its highest level on record. The Raw Materials Price Index recorded a seasonally unadjusted gain of 24.6% in the price of live animals in October compared with the same month last year.

Sales rose 0.9% to \$6.9 billion in the miscellaneous subsector, a third consecutive increase. The agricultural supplies industry (+5.8%) accounted for most of the subsector's gain.

Sales increased in the machinery, equipment and supplies subsector for a third consecutive month, rising 0.4% to \$11.7 billion. Gains in the construction, forestry, mining and industrial machinery, equipment and supplies industry (+3.1%) offset declines elsewhere in the subsector.

The building material and supplies subsector increased for a 10th consecutive month, rising 0.4% to \$8.1 billion. The electrical, plumbing, heating and air-conditioning equipment and supplies industry (+1.9%) led the gain, increasing for an eighth consecutive month to reach its highest level on record.



Sales decreased 1.2% in the personal and household goods subsector, led by an 8.1% decline in the toiletries, cosmetics and sundries industry.

Sales up in five provinces

In October, wholesale sales were up in five provinces, together representing 70% of total wholesale sales in Canada. Saskatchewan contributed the most to the gain.

Sales in Saskatchewan rose for a third consecutive month, increasing 5.4% to \$2.2 billion on the strength of gains in the miscellaneous subsector.

Following two consecutive declines, sales in Manitoba rose 3.9% to \$1.5 billion. The farm product subsector and the miscellaneous subsector led the gain.

Ontario recorded a seventh consecutive monthly increase, as sales edged up 0.2% to \$26.5 billion in October. Several subsectors contributed to the gain, led by the building material and supplies subsector.

Quebec slipped to its second highest level on record in October as sales decreased 1.0% to \$9.8 billion. The food, beverage and tobacco subsector contributed the most to the decline.

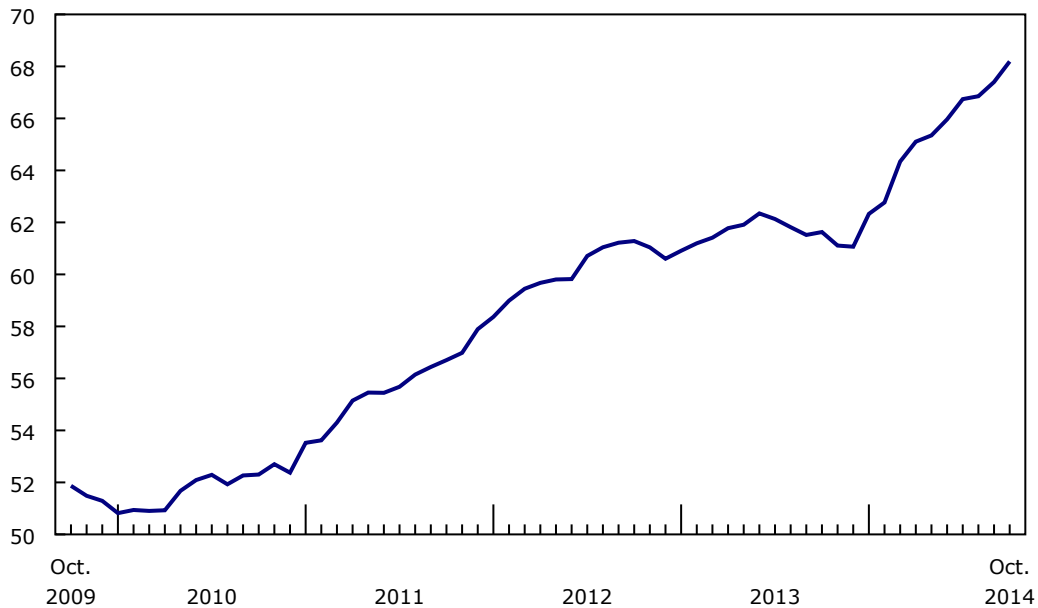
After two consecutive monthly gains, sales in Newfoundland and Labrador declined 6.1% to \$468 million.

Inventories rise in October

Inventories recorded their 10th consecutive increase in October, up 1.2% to \$68.2 billion. Gains were recorded in six of seven subsectors, with the sole decline in the miscellaneous subsector.

Chart 2
Wholesale inventories increase in October

billions of dollars



Source(s): CANSIM table [081-0012](#).

The largest gain in dollar terms was recorded in the building material and supplies subsector (+2.6%), a second consecutive increase.

Inventories grew for a third consecutive month in the machinery, equipment and supplies subsector (+1.5%), while inventories in the food, beverage and tobacco subsector (+1.7%) rose for an eighth consecutive month.

The inventory-to-sales ratio rose from 1.25 in September to 1.26 in October. The inventory-to-sales ratio is a measure of the time in months required to exhaust inventories if sales were to remain at their current level.

Note to readers

All data in this release are seasonally adjusted and in current dollars, unless otherwise noted. For more information on seasonal adjustment, see [Seasonally adjusted data – Frequently asked questions](#).

Total wholesale sales expressed in volume are calculated by deflating current dollar values using relevant price indexes. The wholesale sales series in chained (2007) dollars is a chained Fisher volume index with 2007 as the reference year. For more information, see [Sales in volume for Wholesale Trade](#).

The Monthly Wholesale Trade Survey covers all industries within the wholesale sector as defined by the North American Industry Classification System (NAICS), with the exception of oilseed and grain merchant wholesalers (NAICS 41112), petroleum and petroleum products merchant wholesalers (NAICS 412) and business-to-business electronic markets, and agents and brokers (NAICS 419).

Table 1
Wholesale merchants' sales by industry – Seasonally adjusted

	October 2013	September 2014 ^r	October 2014 ^p	September to October 2014	October 2013 to October 2014
	millions of dollars			% change	
Total, wholesale sales (current dollars)	50,379	54,102	54,163	0.1	7.5
Total, wholesale sales (2007 chained dollars)	46,915	49,365	49,310	-0.1	5.1
Total wholesale sales (current dollars), excluding motor vehicle and parts	41,893	44,978	45,003	0.1	7.4
Farm product	677	718	815	13.5	20.5
Food, beverage and tobacco	9,803	10,405	10,277	-1.2	4.8
Food	8,828	9,383	9,275	-1.1	5.1
Beverage	477	492	475	-3.4	-0.2
Cigarette and tobacco product	499	531	527	-0.8	5.6
Personal and household goods	7,283	7,375	7,287	-1.2	0.1
Textile, clothing and footwear	972	936	945	1.0	-2.7
Home entertainment equipment and household appliance	874	716	717	0.1	-18.0
Home furnishings	471	512	483	-5.8	2.5
Personal goods	676	742	729	-1.8	7.8
Pharmaceuticals and pharmacy supplies	3,624	3,803	3,801	-0.0	4.9
Toiletries, cosmetics and sundries	666	666	612	-8.1	-8.2
Motor vehicle and parts	8,486	9,124	9,160	0.4	7.9
Motor vehicle	6,269	6,682	6,703	0.3	6.9
New motor vehicle parts and accessories	2,162	2,388	2,401	0.5	11.1
Used motor vehicle parts and accessories	55	55	57	3.5	3.2
Building material and supplies	7,056	8,031	8,064	0.4	14.3
Electrical, plumbing, heating and air-conditioning equipment and supplies	2,142	2,627	2,677	1.9	25.0
Metal service centres	1,582	1,746	1,786	2.3	12.9
Lumber, millwork, hardware and other building supplies	3,332	3,658	3,601	-1.6	8.1
Machinery, equipment and supplies	10,828	11,631	11,683	0.4	7.9
Farm, lawn and garden machinery and equipment	1,329	1,462	1,459	-0.2	9.8
Construction, forestry, mining, and industrial machinery, equipment and supplies	3,629	3,970	4,095	3.1	12.8
Computer and communications equipment and supplies	3,501	3,687	3,645	-1.1	4.1
Other machinery, equipment and supplies	2,368	2,512	2,484	-1.1	4.9
Miscellaneous	6,247	6,818	6,877	0.9	10.1
Recyclable material	645	861	836	-2.9	29.6
Paper, paper product and disposable plastic product	907	895	899	0.3	-1.0
Agricultural supplies	1,730	1,789	1,893	5.8	9.4
Chemical (except agricultural) and allied product	1,156	1,219	1,233	1.1	6.6
Other miscellaneous	1,809	2,053	2,018	-1.7	11.6

^r revised

^p preliminary

Note(s): Figures may not add up to totals as a result of rounding.

Source(s): CANSIM tables [081-0011](#) and [081-0015](#).

Table 2
Wholesale merchants' sales by province and territory – Seasonally adjusted

	October 2013	September 2014 ^r	October 2014 ^p	September to October 2014	October 2013 to October 2014
	millions of dollars			% change	
Canada	50,379	54,102	54,163	0.1	7.5
Newfoundland and Labrador	378	498	468	-6.1	23.8
Prince Edward Island	56	58	56	-2.3	0.9
Nova Scotia	719	733	736	0.5	2.4
New Brunswick	501	527	518	-1.7	3.4
Quebec	9,614	9,900	9,798	-1.0	1.9
Ontario	24,258	26,492	26,546	0.2	9.4
Manitoba	1,321	1,414	1,468	3.9	11.2
Saskatchewan	2,004	2,130	2,246	5.4	12.1
Alberta	6,691	7,173	7,177	0.1	7.3
British Columbia	4,767	5,105	5,074	-0.6	6.4
Yukon	11	11	12	2.5	9.4
Northwest Territories	51	57	59	3.7	14.9
Nunavut	8	5	6	11.7	-29.3

^r revised

^p preliminary

Note(s): Figures may not add up to totals as a result of rounding.

Source(s): CANSIM table [081-0011](#).

Table 3
Wholesale merchants' inventories by industry – Seasonally adjusted

	October 2013	September 2014 ^r	October 2014 ^p	September to October 2014	October 2013 to October 2014
	millions of dollars			% change	
Total, wholesale inventories	61,629	67,400	68,190	1.2	10.6
Farm product	232 ^E	249 ^E	F	F	F
Food, beverage and tobacco	5,754	6,242	6,349	1.7	10.3
Food	5,181	5,645	5,758	2.0	11.1
Beverage	339	355	358	0.7	5.5
Cigarette and tobacco product	234	242	233	-3.6	-0.2
Personal and household goods	10,825	11,561	11,570	0.1	6.9
Textile, clothing and footwear	1,944	2,094	2,091	-0.2	7.6
Home entertainment equipment and household appliance	733	757	745	-1.6	1.6
Home furnishings	1,064	1,193	1,197	0.3	12.5
Personal goods	1,426	1,342	1,381	2.9	-3.2
Pharmaceuticals and pharmacy supplies	4,915	5,497	5,456	-0.7	11.0
Toiletries, cosmetics and sundries	742	677	700	3.3	-5.7
Motor vehicle and parts	8,009	9,059	9,198	1.5	14.8
Motor vehicle	4,247	4,841	4,928	1.8	16.1
New motor vehicle parts and accessories	3,648	4,109	4,161	1.2	14.1
Used motor vehicle parts and accessories	114	108	109	0.7	-4.8
Building material and supplies	11,166	11,969	12,285	2.6	10.0
Electrical, plumbing, heating and air-conditioning equipment and supplies	2,994	3,198	3,211	0.4	7.3
Metal service centres	3,275	3,665	3,731	1.8	13.9
Lumber, millwork, hardware and other building supplies	4,898	5,105	5,344	4.7	9.1
Machinery, equipment and supplies	17,731	19,476	19,760	1.5	11.4
Farm, lawn and garden machinery and equipment	4,085	4,306	4,375	1.6	7.1
Construction, forestry, mining, and industrial machinery, equipment and supplies	8,655	9,693	9,953	2.7	15.0
Computer and communications equipment and supplies	1,561	1,791	1,833	2.3	17.4
Other machinery, equipment and supplies	3,430	3,686	3,600	-2.3	5.0
Miscellaneous	7,912	8,844	8,766	-0.9	10.8
Recyclable material	547	600	621	3.5	13.4
Paper, paper product and disposable plastic product	662	734	735	0.1	11.0
Agricultural supplies	3,154	3,946	3,844	-2.6	21.9
Chemical (except agricultural) and allied product	1,004	1,177	1,180	0.2	17.6
Other miscellaneous	2,545	2,387	2,386	-0.0	-6.2

^r revised

^p preliminary

^E use with caution

^F too unreliable to be published

Note(s): Figures may not add up to totals as a result of rounding.

Source(s): CANSIM table [081-0012](#).

Available in CANSIM: tables [081-0011](#), [081-0012](#) and [081-0015](#).

Definitions, data sources and methods: survey number [2401](#).

The October 2014 issue of *Wholesale Trade* ([63-008-X](#)) will soon be available.

Wholesale trade data for November 2014 will be released on January 21, 2015.

For more information, contact us (toll-free 1-800-263-1136; 514-283-8300; infostats@statcan.gc.ca).

For analytical information, or to enquire about the concepts, methods or data quality of this release, contact Elspeth Hazell (613-951-8090; elspeth.hazell@statcan.gc.ca), Manufacturing and Wholesale Trade Division.