

# Wholesale trade, November 2014

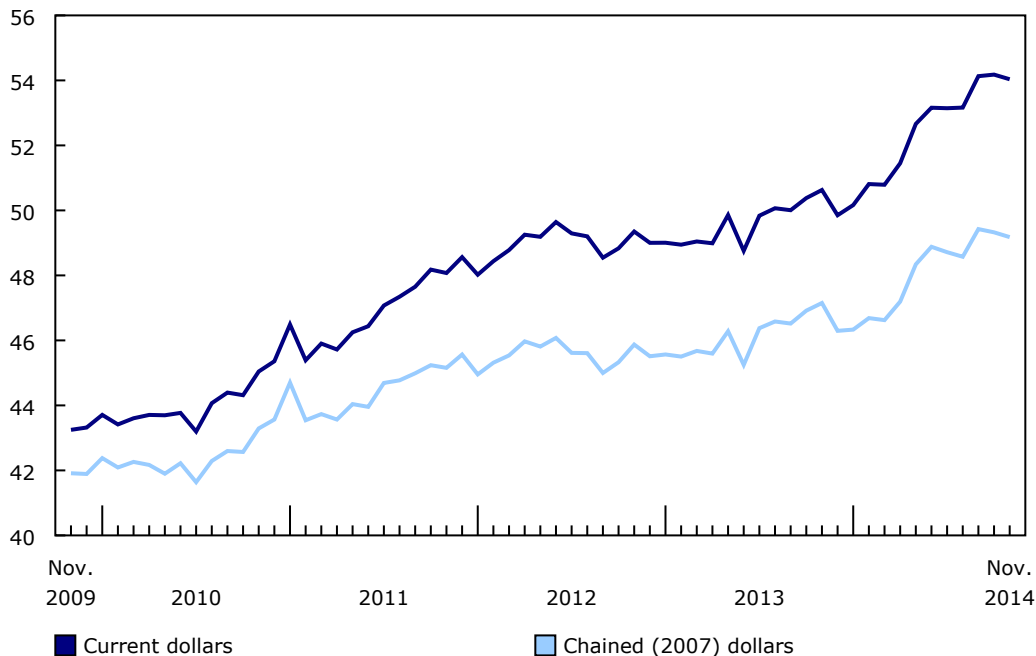
Released at 8:30 a.m. Eastern time in *The Daily*, Wednesday, January 21, 2015

Wholesale sales declined 0.3% to \$54.0 billion in November, following two consecutive monthly gains. Decreases were recorded in three of seven subsectors, led by the machinery, equipment and supplies subsector, and were partially offset by higher sales in the motor vehicle and parts subsector.

In volume terms, wholesale sales were down 0.3%.

**Chart 1**  
**Wholesale sales decline in November**

billions of dollars



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

## Lower sales in three subsectors

Following three consecutive monthly gains, the machinery, equipment and supplies subsector recorded the largest decrease in dollar terms, with sales declining 2.8% to \$11.3 billion in November. The construction, forestry, mining and industrial machinery, equipment and supplies industry (-3.5%) and the farm, lawn and garden machinery and equipment industry (-8.6%) were the largest contributors to the decrease. For both of these industries, the decline in November did not offset the gains recorded in the previous three months.

Sales decreased 1.7% to \$7.9 billion in the building material and supplies subsector, its first decline in 2014. All industries in the subsector posted declines, led by the electrical, plumbing, heating and air-conditioning equipment and supplies industry (-3.6%).

The farm product subsector fell 7.3% to \$763 million, its second-highest level on record.

The motor vehicles and parts subsector rose 2.8% to \$9.5 billion, partially offsetting the declines recorded in other subsectors. The motor vehicle industry (+2.7%) accounted for most of the gain in this subsector.



The food, beverage and tobacco subsector rose 0.5% to \$10.3 billion as a result of higher sales in the beverage industry (+6.8%) and the food industry (+0.2%).

Sales increased 0.4% to \$7.3 billion in the personal and household goods subsector. The toiletries, cosmetics and sundries industry (+6.9%) led the gain, posting its first increase in five months.

### **Sales down in three provinces**

In November, wholesale sales declined in three provinces, with Ontario leading the decrease.

Following seven consecutive monthly increases, sales in Ontario were down 1.0% to \$26.3 billion. The building material and supplies subsector, and the machinery, equipment and supplies subsector were the largest contributors to the decline.

Sales in Newfoundland and Labrador fell 9.3% to \$420 million, a second consecutive monthly decrease. The machinery, equipment and supplies subsector led the decline.

Quebec sales decreased 0.4% to \$9.8 billion, a second consecutive monthly decrease. Lower sales in the food, beverage and tobacco subsector, and the machinery, equipment and supplies subsector contributed to the decline.

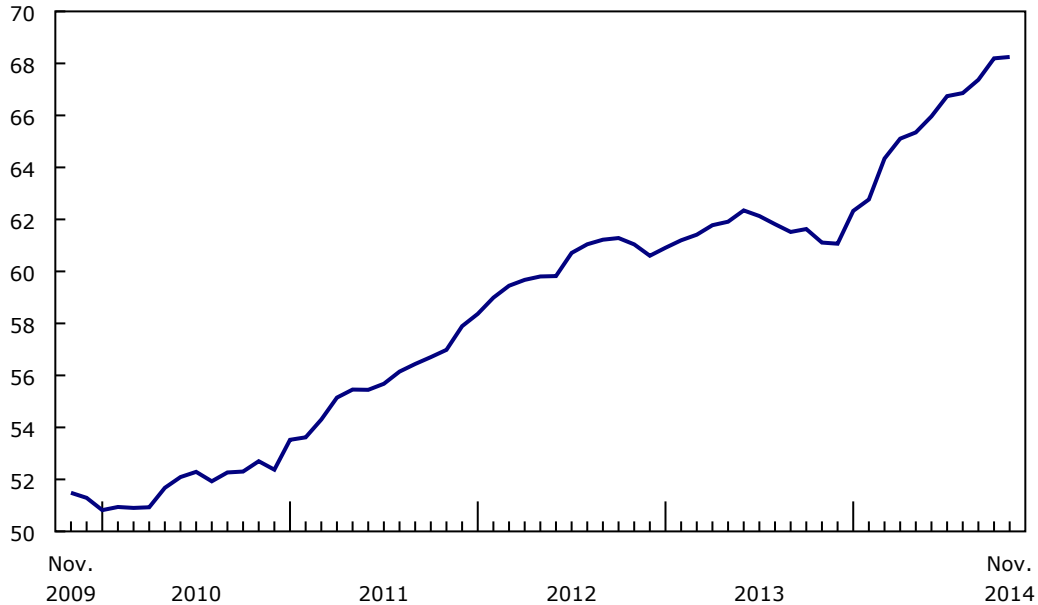
Saskatchewan recorded a fourth consecutive monthly increase as sales rose 3.5% to \$2.3 billion on the strength of gains in the miscellaneous subsector, and the food, beverage and tobacco subsector.

### **Inventories edge up in November**

Inventories edged up 0.1% in November to \$68.2 billion, an 11th consecutive monthly increase. Gains were recorded in three of seven subsectors, representing 41% of wholesale inventories.

**Chart 2**  
**Wholesale inventories edge up in November**

billions of dollars



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

The building material and supplies subsector (+1.2%) recorded the largest gain in dollar terms, a ninth consecutive monthly increase. Inventories in the food, beverage and tobacco subsector (+1.0%) also rose for a ninth consecutive month in November.

Following three consecutive monthly increases, inventories in the machinery, equipment and supplies subsector declined 0.9%.

The inventory-to-sales ratio remained at 1.26 in November. 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**

	November 2013	October 2014 <sup>r</sup>	November 2014 <sup>p</sup>	October to November 2014	November 2013 to November 2014
	millions of dollars			% change	
<b>Total, wholesale sales (current dollars)</b>	<b>50,628</b>	<b>54,178</b>	<b>54,035</b>	<b>-0.3</b>	<b>6.7</b>
<b>Total, wholesale sales (2007 chained dollars)</b>	<b>47,151</b>	<b>49,325</b>	<b>49,178</b>	<b>-0.3</b>	<b>4.3</b>
<b>Total wholesale sales (current dollars), excluding motor vehicle and parts</b>	<b>41,884</b>	<b>44,940</b>	<b>44,534</b>	<b>-0.9</b>	<b>6.3</b>
Farm product	625	823	763	-7.3	22.1
Food, beverage and tobacco	9,850	10,270	10,320	0.5	4.8
Food	8,877	9,275	9,296	0.2	4.7
Beverage	483	472	504	6.8	4.4
Cigarette and tobacco product	490	523	521	-0.4	6.2
Personal and household goods	7,237	7,299	7,325	0.4	1.2
Textile, clothing and footwear	1,021	954	974	2.1	-4.6
Home entertainment equipment and household appliance	788	714	687	-3.7	-12.8
Home furnishings	471	484	486	0.6	3.2
Personal goods	635	725	705	-2.7	11.0
Pharmaceuticals and pharmacy supplies	3,654	3,805	3,812	0.2	4.3
Toiletries, cosmetics and sundries	668	617	660	6.9	-1.2
Motor vehicle and parts	8,745	9,238	9,500	2.8	8.6
Motor vehicle	6,436	6,747	6,926	2.7	7.6
New motor vehicle parts and accessories	2,253	2,435	2,522	3.6	12.0
Used motor vehicle parts and accessories	56	56	52	-6.3	-7.1
Building material and supplies	6,933	8,035	7,898	-1.7	13.9
Electrical, plumbing, heating and air-conditioning equipment and supplies	2,173	2,660	2,564	-3.6	18.0
Metal service centres	1,572	1,760	1,734	-1.5	10.3
Lumber, millwork, hardware and other building supplies	3,189	3,614	3,601	-0.4	12.9
Machinery, equipment and supplies	11,128	11,672	11,349	-2.8	2.0
Farm, lawn and garden machinery and equipment	1,342	1,474	1,347	-8.6	0.4
Construction, forestry, mining, and industrial machinery, equipment and supplies	3,560	4,077	3,934	-3.5	10.5
Computer and communications equipment and supplies	3,818	3,641	3,581	-1.6	-6.2
Other machinery, equipment and supplies	2,408	2,480	2,486	0.2	3.3
Miscellaneous	6,111	6,842	6,880	0.5	12.6
Recyclable material	666	849	859	1.2	29.0
Paper, paper product and disposable plastic product	897	895	907	1.3	1.1
Agricultural supplies	1,712	1,879	1,909	1.6	11.5
Chemical (except agricultural) and allied product	1,167	1,239	1,256	1.4	7.6
Other miscellaneous	1,668	1,979	1,948	-1.6	16.8

<sup>r</sup> revised

<sup>p</sup> 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**

	November 2013	October 2014 <sup>r</sup>	November 2014 <sup>p</sup>	October to November 2014	November 2013 to November 2014
	millions of dollars			% change	
<b>Canada</b>	<b>50,628</b>	<b>54,178</b>	<b>54,035</b>	<b>-0.3</b>	<b>6.7</b>
Newfoundland and Labrador	309	463	420	-9.3	35.7
Prince Edward Island	56	58	60	3.1	6.6
Nova Scotia	696	745	773	3.6	11.1
New Brunswick	505	523	530	1.2	4.8
Quebec	9,494	9,814	9,773	-0.4	2.9
Ontario	24,592	26,512	26,255	-1.0	6.8
Manitoba	1,344	1,468	1,472	0.3	9.5
Saskatchewan	2,025	2,239	2,317	3.5	14.4
Alberta	6,695	7,174	7,229	0.8	8.0
British Columbia	4,838	5,108	5,140	0.6	6.2
Yukon	12	11	10	-8.6	-14.4
Northwest Territories	53	56	49	-12.0	-7.2
Nunavut	8	6	7	18.7	-13.0

<sup>r</sup> revised

<sup>p</sup> 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**

	November 2013	October 2014 <sup>r</sup>	November 2014 <sup>p</sup>	October to November 2014	November 2013 to November 2014
	millions of dollars			% change	
<b>Total, wholesale inventories</b>	<b>61,109</b>	<b>68,194</b>	<b>68,248</b>	<b>0.1</b>	<b>11.7</b>
Farm product	240 <sup>E</sup>	F	254 <sup>E</sup>	F	6.2
Food, beverage and tobacco	5,647	6,338	6,401	1.0	13.3
Food	5,056	5,747	5,807	1.0	14.8
Beverage	361	357	355	-0.6	-1.6
Cigarette and tobacco product	230	234	239	2.1	3.6
Personal and household goods	10,715	11,560	11,494	-0.6	7.3
Textile, clothing and footwear	1,949	2,073	2,060	-0.6	5.7
Home entertainment equipment and household appliance	704	754	768	1.8	9.0
Home furnishings	1,039	1,195	1,193	-0.2	14.8
Personal goods	1,388	1,380	1,352	-2.0	-2.6
Pharmaceuticals and pharmacy supplies	4,885	5,453	5,414	-0.7	10.8
Toiletries, cosmetics and sundries	750	705	708	0.4	-5.6
Motor vehicle and parts	7,898	9,225	9,311	0.9	17.9
Motor vehicle	4,180	4,960	5,112	3.1	22.3
New motor vehicle parts and accessories	3,609	4,157	4,091	-1.6	13.3
Used motor vehicle parts and accessories	108	109	109	-0.4	0.1
Building material and supplies	11,046	12,342	12,493	1.2	13.1
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,013	3,216	3,238	0.7	7.5
Metal service centres	3,182	3,761	3,804	1.1	19.5
Lumber, millwork, hardware and other building supplies	4,851	5,366	5,451	1.6	12.4
Machinery, equipment and supplies	17,743	19,720	19,537	-0.9	10.1
Farm, lawn and garden machinery and equipment	3,939	4,372	4,324	-1.1	9.8
Construction, forestry, mining, and industrial machinery, equipment and supplies	8,766	9,924	9,737	-1.9	11.1
Computer and communications equipment and supplies	1,584	1,817	1,824	0.4	15.1
Other machinery, equipment and supplies	3,454	3,608	3,652	1.2	5.7
Miscellaneous	7,821	8,754	8,758	0.0	12.0
Recyclable material	514	620	623	0.4	21.2
Paper, paper product and disposable plastic product	674	735	722	-1.8	7.1
Agricultural supplies	3,100	3,828	3,786	-1.1	22.1
Chemical (except agricultural) and allied product	1,006	1,188	1,220	2.7	21.3
Other miscellaneous	2,527	2,382	2,408	1.1	-4.7

<sup>r</sup> revised

<sup>p</sup> preliminary

<sup>E</sup> use with caution

<sup>F</sup> 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 November 2014 issue of *Wholesale Trade* ([63-008-X](#)) will soon be available.

Wholesale trade data for December 2014 will be released on February 18, 2015.

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

For analytical information, or to enquire about the concepts, methods or data quality of this release, contact Stephanie Ventresca (613-301-2127; [stephanie.ventresca@statcan.gc.ca](mailto:stephanie.ventresca@statcan.gc.ca)) or Elspeth Hazell (613-951-8090; [elspeth.hazell@statcan.gc.ca](mailto:elspeth.hazell@statcan.gc.ca)), Manufacturing and Wholesale Trade Division.