

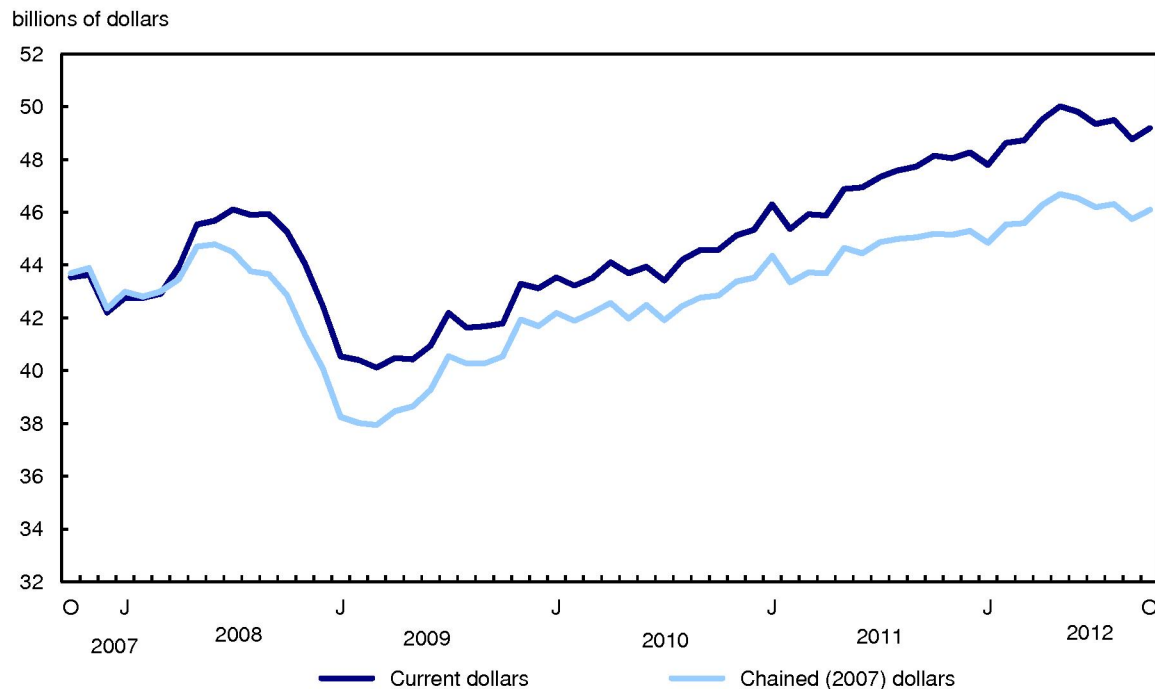
Wholesale trade, October 2012

Released at 8:30 a.m. Eastern time in *The Daily*, Wednesday, December 19, 2012

Wholesale sales advanced 0.9% to \$49.2 billion in October, following a decline of 1.5% the previous month. Higher sales were reported in six of seven subsectors, representing 87% of wholesale sales.

In volume terms, wholesale sales were up 0.8%.

Chart 1
Wholesale sales increase in October



Widespread sales increases

In October, the largest advance in dollar terms was in the food, beverage and tobacco subsector, where sales increased 1.2% to \$9.6 billion. The food industry, which accounts for 90% of the subsector, gained 1.2%.

The motor vehicle and parts subsector rose 1.0%, its first increase in four months. The new motor vehicle parts and accessories industry (+3.9%) was responsible for over 90% of the subsector's growth. The motor vehicle industry edged up 0.1% for the month.

Sales in the personal and household goods subsector grew 1.2% in October, following two consecutive monthly declines. The pharmaceuticals and pharmacy supplies industry (+3.8%) accounted for most of the increase, more than offsetting the decline in September.

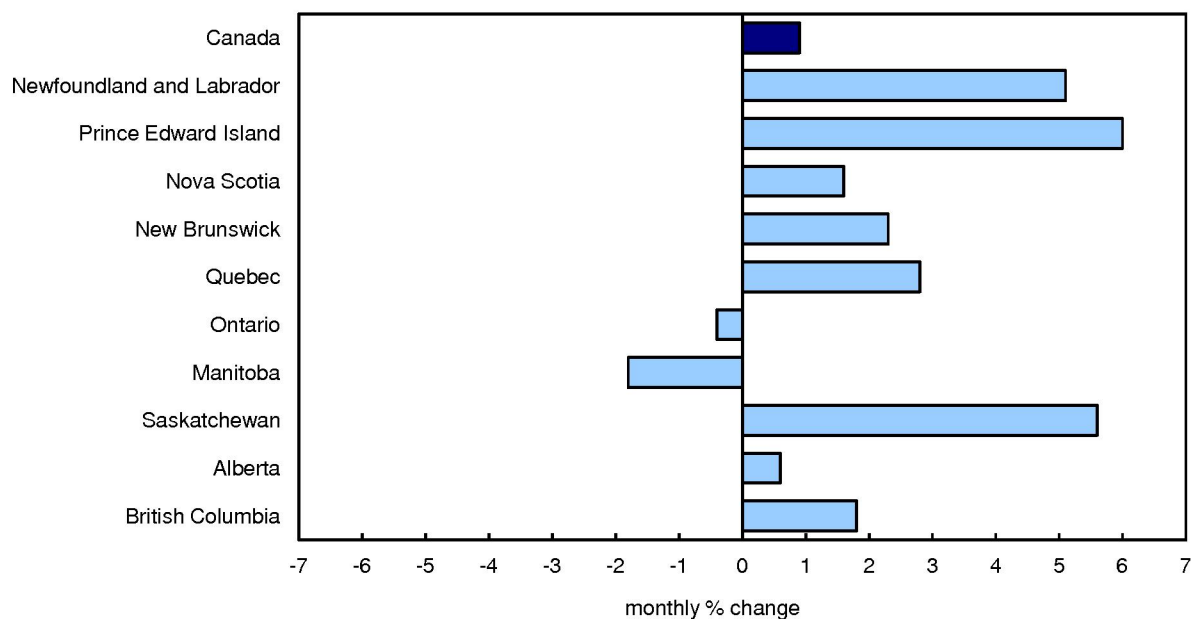
The miscellaneous subsector posted lower sales for a sixth consecutive month, falling 0.3%. This was the subsector's lowest level since November 2010. Lower sales in the other miscellaneous industry (-3.0%) and the recyclable material industry (-8.1%) offset gains in the agricultural supplies industry (+6.1%) in October.



Wholesale sales up in most provinces

In October, sales were up in eight provinces, with Quebec, Saskatchewan and British Columbia accounting for most of the national increase.

Chart 2
Wholesale sales up in most provinces in October



The largest increase in dollar terms was in Quebec, where sales rose 2.8% after a decline of 1.9% in September. Higher sales across several subsectors contributed to the growth in October.

Sales in Saskatchewan were up 5.6%, following four consecutive monthly declines.

In British Columbia, sales increased 1.8%, more than offsetting a decline in September. Sales in this province have generally been on an upward trend since April 2009.

The largest decrease in dollar terms was in Ontario, where sales fell 0.4%. After peaking in June 2012, sales have declined in three of the past four months.

Inventories increase slightly

Inventories edged up 0.2% to \$61.5 billion in October, posting their 10th increase in 11 months. Overall, 12 of the 25 industries registered higher inventories.

The largest increases in dollar terms were in the construction, forestry, mining and industrial machinery, equipment and supplies industry (+1.2%) and the agricultural supplies industry (+3.9%).

The inventory-to-sales ratio declined from 1.26 in September to 1.25 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 the data in this release are seasonally adjusted and in current dollars, unless otherwise noted. For more information on seasonal adjustment, see [Seasonal adjustment and identifying economic trends](#).

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](#).

Table 1
Wholesale merchants' sales by industry – Seasonally adjusted

	October 2011	September 2012 ^r	October 2012 ^p	September to October 2012	October 2011 to October 2012
	millions of dollars			% change	
Total, wholesale sales	48,139	48,763	49,185	0.9	2.2
Total, excluding motor vehicle and parts wholesalers	40,632	40,681	41,021	0.8	1.0
Farm product	652	520	563	8.2	-13.6
Food, beverage and tobacco	9,257	9,492	9,603	1.2	3.7
Food	8,288	8,525	8,630	1.2	4.1
Beverage	463	468	467	-0.3	0.8
Cigarette and tobacco product	506	498	507	1.7	0.1
Personal and household goods	7,030	6,821	6,901	1.2	-1.8
Textile, clothing and footwear	918	931	946	1.6	3.0
Home entertainment equipment and household appliance	801	692	694	0.2	-13.4
Home furnishings	442	479	477	-0.4	7.9
Personal goods	740	703	696	-1.1	-6.1
Pharmaceuticals and pharmacy supplies	3,471	3,376	3,504	3.8	0.9
Toiletries, cosmetics and sundries	657	640	586	-8.5	-10.9
Motor vehicle and parts	7,507	8,082	8,164	1.0	8.8
Motor vehicle	5,594	6,105	6,111	0.1	9.2
New motor vehicle parts and accessories	1,868	1,927	2,002	3.9	7.1
Used motor vehicle parts and accessories	45	51	52	2.1	15.2
Building material and supplies	6,556	6,822	6,881	0.9	4.9
Electrical, plumbing, heating and air-conditioning equipment and supplies	2,145	2,119	2,154	1.6	0.4
Metal service centres	1,427	1,562	1,558	-0.3	9.2
Lumber, millwork, hardware and other building supplies	2,984	3,141	3,170	0.9	6.2
Machinery, equipment and supplies	10,145	10,793	10,856	0.6	7.0
Farm, lawn and garden machinery and equipment	1,193	1,236	1,284	3.8	7.6
Construction, forestry, mining, and industrial machinery, equipment and supplies	3,653	3,721	3,716	-0.1	1.7
Computer and communications equipment and supplies	2,878	3,300	3,320	0.6	15.3
Other machinery, equipment and supplies	2,421	2,536	2,537	0.0	4.8
Miscellaneous	6,991	6,233	6,216	-0.3	-11.1
Recyclable material	911	699	643	-8.1	-29.5
Paper, paper product and disposable plastic product	931	891	876	-1.6	-5.9
Agricultural supplies	1,853	1,537	1,631	6.1	-12.0
Chemical (except agricultural) and allied product	1,244	1,180	1,197	1.5	-3.7
Other miscellaneous	2,052	1,926	1,869	-3.0	-8.9

^r revised^p preliminary**Note(s):** Figures may not add up to totals because of rounding.

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

	October 2011	September 2012 ^r	October 2012 ^p	September to October 2012	October 2011 to October 2012
	millions of dollars			% change	
Canada	48,139	48,763	49,185	0.9	2.2
Newfoundland and Labrador	328	333	350	5.1	7.0
Prince Edward Island	50	45	48	6.0	-3.0
Nova Scotia	676	720	731	1.6	8.2
New Brunswick	481	487	499	2.3	3.6
Quebec	9,110	9,395	9,660	2.8	6.0
Ontario	23,292	23,566	23,474	-0.4	0.8
Manitoba	1,328	1,334	1,310	-1.8	-1.3
Saskatchewan	2,047	1,748	1,845	5.6	-9.8
Alberta	6,283	6,494	6,533	0.6	4.0
British Columbia	4,475	4,567	4,649	1.8	3.9
Yukon	12	12	14	12.7	14.7
Northwest Territories	51	54	57	5.9	11.7
Nunavut	5	8	16	89.8	206.0

^r revised

^p preliminary

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

Table 3
Wholesale merchants' inventories by industry – Seasonally adjusted

	October 2011	September 2012 ^r	October 2012 ^p	September to October 2012	October 2011 to October 2012
	millions of dollars			% change	
Total, wholesale inventories	57,020	61,416	61,515	0.2	7.9
Farm product	193	174	179	3.2	-7.2
Food	4,811	5,004	5,048	0.9	4.9
Beverage	283	323	320	-1.0	12.9
Cigarette and tobacco product	224	232	239	3.1	6.9
Textile, clothing and footwear	1,902	1,843	1,848	0.2	-2.8
Home entertainment equipment and household appliance	748	715	687	-3.9	-8.2
Home furnishings	949	990	959	-3.1	1.0
Personal goods	1,413	1,542	1,485	-3.7	5.1
Pharmaceuticals and pharmacy supplies	4,198	4,711	4,748	0.8	13.1
Toiletries, cosmetics and sundries	662	706	662	-6.2	0.0
Motor vehicle	3,853	4,399	4,465	1.5	15.9
New motor vehicle parts and accessories	3,225	3,838	3,793	-1.2	17.6
Used motor vehicle parts and accessories	93	108	107	-1.1	15.0
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,082	3,134	3,155	0.7	2.4
Metal service centres	2,998	3,298	3,230	-2.1	7.7
Lumber, millwork, hardware and other building supplies	4,536	4,839	4,833	-0.1	6.5
Farm, lawn and garden machinery and equipment	3,333	3,729	3,730	0.0	11.9
Construction, forestry, mining, and industrial machinery, equipment and supplies	8,206	9,303	9,418	1.2	14.8
Computer and communications equipment and supplies	1,475	1,654	1,700	2.8	15.2
Other machinery, equipment and supplies	3,295	3,361	3,314	-1.4	0.6
Recyclable material	619	609	562	-7.8	-9.2
Paper, paper product and disposable plastic product	759	714	695	-2.6	-8.4
Agricultural supplies	2,744	2,657	2,762	3.9	0.6
Chemical (except agricultural) and allied product	963	1,150	1,117	-2.9	16.0
Other miscellaneous	2,455	2,383	2,461	3.3	0.2

^r revised

^p preliminary

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

Available without charge in CANSIM: tables 081-0011, 081-0012 and 081-0015.

Definitions, data sources and methods: survey number 2401.

The October 2012 issue of *Wholesale Trade* (63-008-X, free) will soon be available.

Wholesale trade data for November will be released on January 21, 2013.

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

For analytical information, or to enquire about the concepts, methods or data quality of this release, contact Steve Chadder (613-951-0303; steve.chadder@statcan.gc.ca), Distributive Trades Division.