

Wholesale trade, October 2017

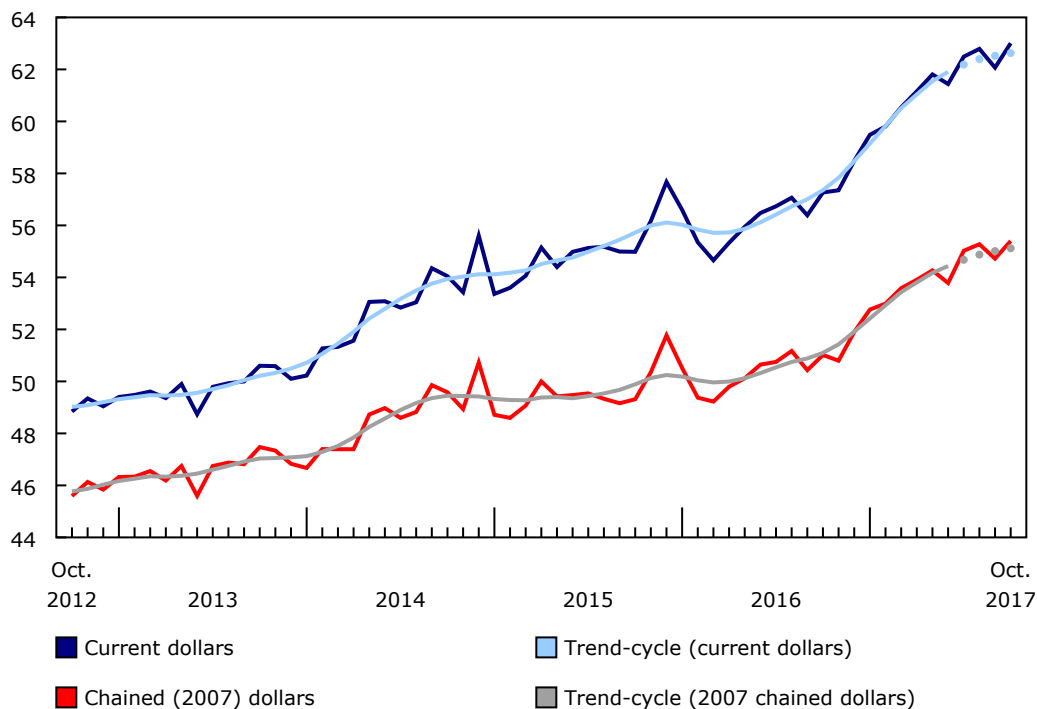
Released at 8:30 a.m. Eastern time in *The Daily*, Wednesday, December 20, 2017

Wholesale sales increased 1.5% to \$63.0 billion in October, more than offsetting the 1.1% decline in September. Gains were reported in six of seven subsectors, together representing 81% of total wholesale sales. The machinery, equipment and supplies and the personal and household goods subsectors contributed the most to the increase.

In volume terms, wholesale sales were up 1.2%.

Chart 1
Wholesale sales increase in October

billions of dollars



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

Sales increase in six of seven subsectors, led by the machinery, equipment and supplies subsector

In dollar terms, the machinery, equipment and supplies subsector reported the largest increase in October, as sales rose 5.2% to \$12.7 billion. Sales were up in all four industries, led by the farm, lawn and garden machinery and equipment industry (+19.0%) following a 9.7% decline in September.

Sales in the personal and household goods subsector rose 3.4% to \$8.9 billion as all industries posted gains in October. Much of October's increase was attributable to higher sales in the textile, clothing and footwear industry, up 10.3% to \$1.3 billion. This was the fourth increase in five months for the industry.

Following two months of declines, sales in the food, beverage and tobacco subsector rose 1.8% in October, to \$12.0 billion. Higher sales in the subsector were largely attributable to a 1.8% gain in the food industry, mostly offsetting the industry's 2.0% decline in September.



The motor vehicle and parts subsector posted the lone decline in October, decreasing 2.3% to \$11.8 billion. The motor vehicle industry accounted for most of the decline as sales fell for the first time in four months, down 3.1% to \$9.6 billion.

Sales up in nine provinces, led by Quebec, Saskatchewan and Ontario

Wholesale sales in Quebec rose 3.2% to \$11.5 billion in October after a 1.3% decline in September. Sales were up in four of seven subsectors, led by the machinery, equipment and supplies (+19.4%) and the food, beverage and tobacco (+4.8%) subsectors.

In Saskatchewan, wholesale sales were up 10.1% to \$2.4 billion, with higher sales in all seven subsectors. The majority of the gain was driven by the machinery, equipment and supplies (+15.1%) and the miscellaneous (+4.9%) subsectors.

Sales in Ontario rose 0.5% to \$32.2 billion. The increase was attributable to higher sales in the personal and household goods (+5.4%) and the machinery, equipment and supplies (+3.0%) subsectors.

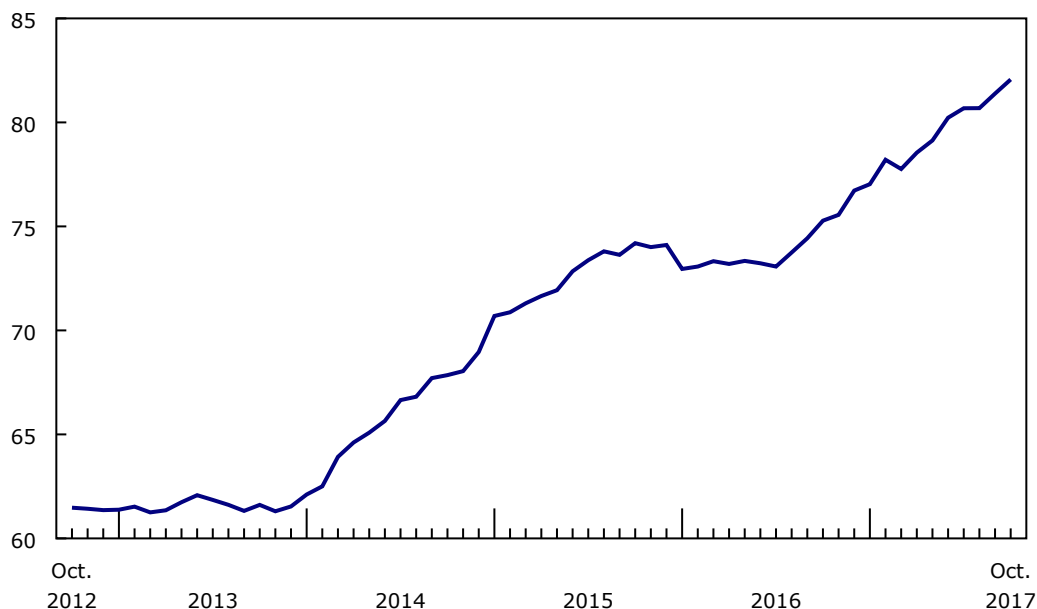
In Newfoundland and Labrador, wholesale sales were down 2.4% to \$392 million. The food, beverage and tobacco (-4.2%) and the motor vehicle and parts subsectors were the main contributors to the decline.

Wholesale inventories increase for the sixth time in seven months

Wholesale inventories increased 0.8% to \$82.1 billion in October, the sixth gain in seven months.

Chart 2
Inventories up in October

billions of dollars



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

The machinery, equipment and supplies subsector (+3.5%) led the increases, with higher inventories in all four industries in the subsector. In October, the increase was led by the construction, forestry, mining, and industrial machinery, equipment and supplies industry (+3.5%). The machinery, equipment and supplies subsector has recorded increases in four of the past five months, increasing 7.0% over that period.

The food, beverage and tobacco subsector (+1.9%) rose for the eighth consecutive month, on the strength of the food industry (+2.1%). This was the subsector's largest monthly increase since November 2016.

Higher inventories in the personal and household goods subsector (+1.0%) were led by increased stock levels in the textile, clothing and footwear industry (+4.4%).

Movement in the miscellaneous subsector (-2.0%) was due primarily to a 2.8% decline in the agricultural supplies industry. This was the fourth consecutive decline for the miscellaneous subsector.

The inventory-to-sales ratio decreased from 1.31 in September to 1.30 in October. This 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 expressed in current dollars, unless otherwise noted. For 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 trade 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).

For information on trend-cycle data, see the [StatCan Blog](#) and [Trend-cycle estimates – Frequently asked questions](#).

Real-time CANSIM tables

Real-time CANSIM tables 081-8011, 081-8012 and 081-8015 will be updated on January 8, 2018. For more information, consult the document [Real-time CANSIM tables](#).

Next release

Wholesale trade data for November 2017 will be released on January 22, 2018.

Table 1
Wholesale merchants' sales by industry – Seasonally adjusted

	October 2016	September 2017 ^r	October 2017 ^p	September to October 2017	October 2016 to October 2017
	millions of dollars			% change	
Total, wholesale sales (current dollars)	57,267	62,068	63,008	1.5	10.0
Total, wholesale sales (2007 chained dollars)	51,016	54,722	55,400	1.2	8.6
Total wholesale sales (current dollars), excluding motor vehicle and parts	46,302	49,988	51,206	2.4	10.6
Farm product	642	818	852	4.2	32.8
Food, beverage and tobacco	11,398	11,753	11,969	1.8	5.0
Food	10,302	10,597	10,789	1.8	4.7
Beverage	583	618	622	0.7	6.7
Cigarette and tobacco product	513	538	558	3.6	8.8
Personal and household goods	8,116	8,557	8,851	3.4	9.1
Textile, clothing and footwear	1,045	1,187	1,309	10.3	25.3
Home entertainment equipment and household appliance	820	831	869	4.6	5.9
Home furnishings	541	527	554	5.2	2.4
Personal goods	761	876	891	1.6	17.1
Pharmaceuticals and pharmacy supplies	4,170	4,375	4,441	1.5	6.5
Toiletries, cosmetics and sundries	779	761	787	3.4	1.0
Motor vehicle and parts	10,965	12,080	11,802	-2.3	7.6
Motor vehicle	8,893	9,860	9,552	-3.1	7.4
New motor vehicle parts and accessories	2,027	2,165	2,191	1.2	8.1
Used motor vehicle parts and accessories	46	55	59	6.4	28.9
Building material and supplies	7,963	8,882	8,908	0.3	11.9
Electrical, plumbing, heating and air-conditioning equipment and supplies	2,497	2,709	2,662	-1.7	6.6
Metal service centres	1,422	1,629	1,656	1.6	16.5
Lumber, millwork, hardware and other building supplies	4,045	4,544	4,590	1.0	13.5
Machinery, equipment and supplies	11,049	12,042	12,673	5.2	14.7
Farm, lawn and garden machinery and equipment	1,472	1,643	1,955	19.0	32.8
Construction, forestry, mining, and industrial machinery, equipment and supplies	3,406	3,919	3,998	2.0	17.4
Computer and communications equipment and supplies	3,625	3,474	3,585	3.2	-1.1
Other machinery, equipment and supplies	2,546	3,006	3,134	4.3	23.1
Miscellaneous	7,133	7,936	7,954	0.2	11.5
Recyclable material	657	893	980	9.8	49.1
Paper, paper product and disposable plastic product	1,004	1,004	996	-0.7	-0.8
Agricultural supplies	1,901	2,429	2,359	-2.9	24.1
Chemical (except agricultural) and allied product	1,380	1,430	1,463	2.3	6.0
Other miscellaneous	2,191	2,181	2,156	-1.2	-1.6

^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 2016	September 2017 ^r	October 2017 ^p	September to October 2017	October 2016 to October 2017
	millions of dollars			% change	
Canada	57,267	62,068	63,008	1.5	10.0
Newfoundland and Labrador	387	402	392	-2.4	1.4
Prince Edward Island	76	78	84	8.2	10.7
Nova Scotia	778	794	804	1.2	3.3
New Brunswick	499	554	563	1.5	12.6
Quebec	10,263	11,184	11,542	3.2	12.5
Ontario	29,787	32,012	32,186	0.5	8.1
Manitoba	1,495	1,633	1,685	3.2	12.7
Saskatchewan	1,968	2,170	2,389	10.1	21.4
Alberta	5,903	6,697	6,790	1.4	15.0
British Columbia	6,022	6,429	6,498	1.1	7.9
Yukon	22	18	19	2.4	-15.4
Northwest Territories	59	74	42	-43.4	-29.2
Nunavut	7	22	15	-33.1	105.4

^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 2016	September 2017 ^r	October 2017 ^p	September to October 2017	October 2016 to October 2017
	millions of dollars			% change	
Total, wholesale inventories	75,275	81,385	82,063	0.8	9.0
Farm product	221 ^E	162	180	11.2	-18.8
Food, beverage and tobacco	7,817	8,208	8,364	1.9	7.0
Food	7,177	7,558	7,714	2.1	7.5
Beverage	427	421	414	-1.6	-3.0
Cigarette and tobacco product	213	230	236	2.5	10.5
Personal and household goods	13,777	14,283	14,427	1.0	4.7
Textile, clothing and footwear	2,779	3,175 ^E	3,314 ^E	4.4	19.3
Home entertainment equipment and household appliance	1,015	1,122	1,095	-2.3	7.9
Home furnishings	1,216	1,254	1,301	3.8	7.0
Personal goods	1,843 ^E	1,910	1,869	-2.1	1.4
Pharmaceuticals and pharmacy supplies	5,922	5,862	5,867	0.1	-0.9
Toiletries, cosmetics and sundries	1,001	961	980	2.0	-2.1
Motor vehicle and parts	11,341	12,503	12,401	-0.8	9.3
Motor vehicle	6,785	7,465	7,388	-1.0	8.9
New motor vehicle parts and accessories	4,478	4,955	4,931	-0.5	10.1
Used motor vehicle parts and accessories	78	82	82	-0.5	5.2
Building material and supplies	12,260	13,880	13,731	-1.1	12.0
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,724	4,132	4,062	-1.7	9.1
Metal service centres	3,207	3,574	3,730	4.4	16.3
Lumber, millwork, hardware and other building supplies	5,329	6,174	5,939	-3.8	11.4
Machinery, equipment and supplies	21,608	22,745	23,550	3.5	9.0
Farm, lawn and garden machinery and equipment	5,491	5,948	6,187	4.0	12.7
Construction, forestry, mining, and industrial machinery, equipment and supplies	10,132	9,654	9,993	3.5	-1.4
Computer and communications equipment and supplies	2,137	2,386	2,406	0.8	12.6
Other machinery, equipment and supplies	3,848	4,757	4,964	4.3	29.0
Miscellaneous	8,250	9,604	9,410	-2.0	14.1
Recyclable material	671 ^E	896	838 ^E	-6.5	24.9
Paper, paper product and disposable plastic product	751	779	780	0.1	3.9
Agricultural supplies	2,990	3,641	3,537	-2.8	18.3
Chemical (except agricultural) and allied product	1,388	1,303	1,317	1.1	-5.2
Other miscellaneous	2,450	2,986	2,939	-1.6	19.9

^r revised

^p preliminary

^E use with caution

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](#).

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

For analytical information, or to enquire about the concepts, methods or data quality of this release, contact
John Burton (613-862-4878; john.burton@canada.ca), Manufacturing and Wholesale Trade Division.