

# Wholesale trade, June 2022

Released at 8:30 a.m. Eastern time in *The Daily*, Monday, August 15, 2022

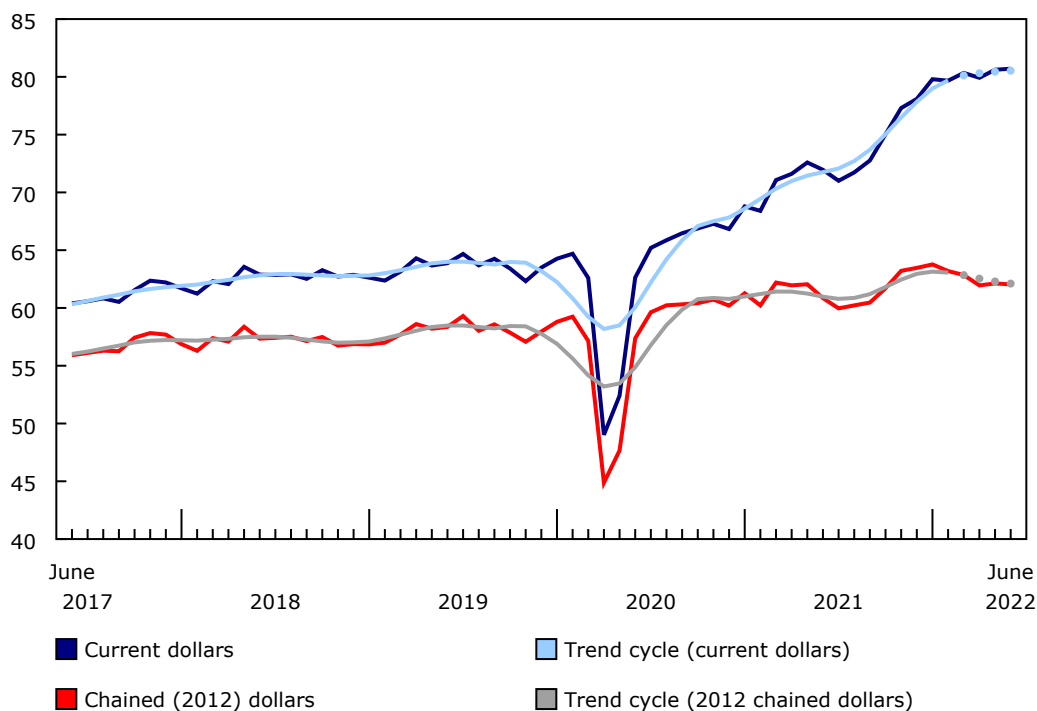
## Wholesale sales rise slightly in June

In June, wholesale sales rose 0.1% to \$80.7 billion, the ninth increase in the past 12 months. Growth was recorded as a result of increases in two of seven subsectors—miscellaneous and motor vehicle and motor vehicle parts and accessories subsectors—which account for 30% of wholesale sales.

Constant dollar sales fell 0.1% in June.

**Chart 1**  
**Wholesale sales increase in June**

billions of dollars



**Note(s):** The higher variability associated with the trend-cycle estimates is indicated on the chart, with a dotted line for the current reference month and the previous three months. For more information, see the Note to readers.

**Source(s):** Tables [20-10-0074-01](#) and [20-10-0003-01](#).

## Sales of agricultural supplies and motor vehicles drive increase in June

Sales of miscellaneous goods increased for the fourth time in five months. A 3.5% increase in sales marked the first time this subsector surpassed \$12 billion. Growth of 15.5% in the agricultural supplies industry and 3.3% in the chemical and allied product (except agricultural) industry generated the bulk of the gain as three of the five industries recorded higher sales in June. The growth reflects the demand for Canadian fertilizer because of the ongoing conflict in Ukraine. Canadian exports of fertilizers, pesticides, and other chemical products have risen 30.6% since January, with 3.2% of that increase coming in June.



Sales of motor vehicles and motor vehicle parts and accessories rose 3.1% to \$12.2 billion in June due to higher sales in the motor vehicle industry (+5.3% to \$9.6 billion). Sales of motor vehicles continue to fluctuate monthly as manufacturers are challenged with maintaining production due to ongoing supply chain issues, particularly with respect to semiconductors. However, there appears to be some stabilization in the subsector as sales of motor vehicles and motor vehicle parts and accessories rose during three of the past four months. In June 2022, sales were 12.0% higher than the same month the previous year.

The personal and household goods subsector posted the largest drop in June with sales falling 3.5% to \$11.1 billion. Sales in four of the five component industries fell, with substantial decreases in the textile, clothing and footwear (-12.0% to \$1.5 billion) and the pharmaceuticals and pharmacy supplies (-2.5% to \$5.6 billion) industries. Excluding the personal household goods subsector, wholesale sales would have risen 0.7% in June.

Overall, sales in the second quarter of 2022 rose 0.6% to \$241.2 billion, an 11.6% increase from the same quarter in 2021. This was the third consecutive quarterly increase. There was growth in five of the seven subsectors, representing 69% of sales for the second quarter of 2022. The largest increases came from the food, beverage and tobacco and miscellaneous goods subsectors, their sixth and eighth consecutive quarterly increases, respectively. In contrast, quarterly sales of building material and supplies and personal and household goods fell. This was the first quarterly decline in personal and household goods since the second quarter of 2020.

### **Saskatchewan and Manitoba lead provincial sales**

Sales increased in three provinces and one territory in June, representing 19% of national sales. The increase was predominantly due to higher sales in Saskatchewan and Manitoba, while Quebec recorded the largest drop in sales.

Saskatchewan reported the highest provincial increase in sales in June, up 14.9% to \$4.2 billion. Sales rose in five of the seven subsectors. The driving factor for sales in this province was the agricultural supply industry of the miscellaneous subsector, which increased 30.3% on the strength of record exports of fertilizer products. While other subsectors in the province encountered some movement, their changes were negligible compared with the shift in the miscellaneous subsector.

Sales in Manitoba rose 20.7% to \$2.1 billion, with all subsectors reporting higher sales. Like Saskatchewan, the growth was primarily driven by higher sales of agricultural supplies in the miscellaneous subsector. Additional contributions to the province growth included a 10.2% increase from the machinery, equipment and supplies subsector, and a 7.0% increase in sales from the food, beverage and tobacco merchant wholesalers.

Quebec led the declines among the seven remaining provinces with a decrease of 2.8% to \$14.4 billion. Six of seven subsectors reported lower sales, led by a 5.5% decline in the personal and household goods subsector and a 4.6% decline in the food, beverage and tobacco subsector. The machinery, equipment and supplies subsector reported the only increase in June, up 1.0%, which did little to offset the provincial decline.

Five provinces and all territories had higher sales in the second quarter of 2022 when compared with the previous quarter. Leading the gains were Alberta, up 4.3%, and Saskatchewan, up 10.0%. Together with Ontario, these provinces were responsible for 91% of the quarterly increase in sales.

### **Inventory levels continue to grow**

Inventories increased 3.4% to \$120.0 billion in June. Six of seven subsectors reported increased inventories, headed by gains in the building material and supplies and miscellaneous subsectors. Motor vehicle and motor vehicle parts and accessories was the only subsector with reduced inventories in June.

The building material and supplies subsector reported the highest growth in inventories in June, up 6.1% to \$23.5 billion. This marks the third consecutive month of growth for the subsector. While all three component industries had higher inventories, gains in the lumber, millwork, hardware and other building supplies industry far surpassed those of the electrical, plumbing, heating and air-conditioning equipment and supplies industry and the

metal service centres industry. The growing stocks of lumber, millwork, hardware and other building supplies coincide with the decline in demand domestically and abroad, as exports of lumber and other sawmill products fell 13.1% in June.

Growth in the miscellaneous subsector also contributed to the overall increase in June, up 6.9% to \$18.3 billion. The growth was primarily driven by the agricultural supplies industry. While lower inventories were reported in the recyclable material industry and paper, paper product and disposable plastic product industry, these changes did little to offset the growth in the subsector.

The motor vehicle and motor vehicle parts and accessories subsector was the only subsector in June to have reported a decrease. Inventories declined 3.2% to \$12.5 billion, largely due to falling supplies of new motor vehicle parts and accessories.

Wholesale inventories increased by 9.1% in the second quarter of 2022. This increase was led by growth in stocks of machinery, equipment and supplies merchant wholesalers (+8.8%), miscellaneous merchant wholesalers (+16.7%) and building material and supplies (+11.4%). This is the first quarter to have growth in all subsectors since the second quarter of 2019.

The inventory-to-sales ratio increased from 1.44 in May to 1.49 in June. This ratio is a measure of the time (in months) required to exhaust inventories if sales were to remain at their levels.

**Table 1**  
**Wholesale merchants' sales by industry – Seasonally adjusted**

	June 2021	May 2022 <sup>r</sup>	June 2022 <sup>p</sup>	May to June 2022	June 2021 to June 2022
	millions of dollars			% change	
<b>Total, wholesale sales (current dollars)</b>	<b>71,953</b>	<b>80,616</b>	<b>80,701</b>	<b>0.1</b>	<b>12.2</b>
<b>Total, wholesale sales (2012 chained dollars)</b>	<b>60,853</b>	<b>62,124</b>	<b>62,037</b>	<b>-0.1</b>	<b>1.9</b>
<b>Total wholesale sales (current dollars), excluding motor vehicle and parts</b>	<b>61,037</b>	<b>68,758</b>	<b>68,474</b>	<b>-0.4</b>	<b>12.2</b>
Farm product	1,042	1,199	1,197	-0.1	14.9
Food, beverage and tobacco	12,863	14,295	14,120	-1.2	9.8
Food	11,259	12,746	12,566	-1.4	11.6
Beverage	811	835	830	-0.6	2.3
Cigarette and tobacco product	625	502	498	-0.7	-20.3
Cannabis	168	211	226	6.8	34.5
Personal and household goods	10,452	11,528	11,120	-3.5	6.4
Textile, clothing and footwear	1,199	1,704	1,499	-12.0	25.1
Home entertainment equipment and household appliance	850	959	969	1.0	14.0
Home furnishings	607	732	725	-1.0	19.4
Personal goods	1,094	1,171	1,100	-6.1	0.5
Pharmaceuticals and pharmacy supplies	5,663	5,767	5,623	-2.5	-0.7
Toiletries, cosmetics and sundries	1,039	1,195	1,204	0.7	15.8
Motor vehicle and motor vehicle parts and accessories	10,916	11,858	12,227	3.1	12.0
Motor vehicle	8,520	9,109	9,589	5.3	12.5
New motor vehicle parts and accessories	2,330	2,678	2,570	-4.0	10.3
Used motor vehicle parts and accessories	66	71	68	-4.7	2.5
Building material and supplies	12,545	13,131	13,042	-0.7	4.0
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,230	3,727	3,699	-0.7	14.5
Metal service centres	2,170	2,735	2,778	1.6	28.0
Lumber, millwork, hardware and other building supplies	7,145	6,670	6,565	-1.6	-8.1
Machinery, equipment and supplies	14,762	16,841	16,820	-0.1	13.9
Farm, lawn and garden machinery and equipment	1,974	2,229	2,235	0.3	13.2
Construction, forestry, mining, and industrial machinery, equipment and supplies	4,733	5,430	5,567	2.5	17.6
Computer and communications equipment and supplies	4,740	5,303	5,066	-4.5	6.9
Other machinery, equipment and supplies	3,315	3,879	3,952	1.9	19.2
Miscellaneous	9,373	11,764	12,176	3.5	29.9
Recyclable material	1,440	1,590	1,362	-14.4	-5.4
Paper, paper product and disposable plastic product	1,088	1,227	1,249	1.8	14.8
Agricultural supplies	2,489	3,834	4,429	15.5	78.0
Chemical (except agricultural) and allied product	1,806	2,088	2,158	3.3	19.4
Other miscellaneous	2,550	3,025	2,979	-1.5	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):** Tables [20-10-0074-01](#) and [20-10-0003-01](#).

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

	June 2021	May 2022 <sup>r</sup>	June 2022 <sup>p</sup>	May to June 2022	June 2021 to June 2022
	millions of dollars			% change	
<b>Canada</b>	<b>71,953</b>	<b>80,616</b>	<b>80,701</b>	<b>0.1</b>	<b>12.2</b>
Newfoundland and Labrador	413	388	360	-7.2	-12.8
Prince Edward Island	121	133	128	-3.4	5.9
Nova Scotia	1,160	1,155	1,070	-7.4	-7.7
New Brunswick	750	774	753	-2.8	0.3
Quebec	14,618	14,842	14,420	-2.8	-1.4
Ontario	35,824	40,742	40,650	-0.2	13.5
Manitoba	1,639	1,748	2,109	20.7	28.7
Saskatchewan	2,548	3,655	4,199	14.9	64.8
Alberta	7,216	8,866	8,938	0.8	23.9
British Columbia	7,602	8,246	8,009	-2.9	5.4
Yukon	14	20	21	2.7	45.0
Northwest Territories	24	34	34	-0.6	41.5
Nunavut	25	13	10	-19.9	-58.6

<sup>r</sup> revised

<sup>p</sup> preliminary

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

**Source(s):** Table [20-10-0074-01](#).

**Table 3**  
**Wholesale merchants' inventories by industry – Seasonally adjusted**

	June 2021	May 2022 <sup>r</sup>	June 2022 <sup>p</sup>	May to June 2022	June 2021 to June 2022
	millions of dollars			% change	
<b>Total, wholesale inventories</b>	<b>95,235</b>	<b>116,097</b>	<b>120,005</b>	<b>3.4</b>	<b>26.0</b>
Farm product	236	279	297	6.4	25.8
Food, beverage and tobacco	10,864	12,787	13,172	3.0	21.2
Food	9,526	11,327	11,665	3.0	22.5
Beverage	703	797	852	6.8	21.1
Cigarette and tobacco product	383	432	414	-4.1	8.2
Cannabis	253	230	241	4.7	-4.5
Personal and household goods	16,316	19,377	19,746	1.9	21.0
Textile, clothing and footwear	3,266 <sup>E</sup>	3,795	3,856	1.6	18.1
Home entertainment equipment and household appliance	962	1,360	1,447	6.4	50.5
Home furnishings	1,404	1,908	2,033	6.6	44.9
Personal goods	1,896	2,800	2,847	1.7	50.1
Pharmaceuticals and pharmacy supplies	7,686	8,403	8,442	0.5	9.8
Toiletries, cosmetics and sundries	1,102	1,111	1,121	0.8	1.6
Motor vehicle and motor vehicle parts and accessories	11,881	12,933	12,518	-3.2	5.4
Motor vehicle	6,833	6,658	6,615	-0.6	-3.2
New motor vehicle parts and accessories	4,946	6,181	5,792	-6.3	17.1
Used motor vehicle parts and accessories	F	F	111 <sup>E</sup>	F	F
Building material and supplies	16,707	22,111	23,470	6.1	40.5
Electrical, plumbing, heating and air-conditioning equipment and supplies	4,594	6,458	6,627	2.6	44.2
Metal service centres	3,830	6,120	6,462	5.6	68.7
Lumber, millwork, hardware and other building supplies	8,283	9,533	10,382	8.9	25.3
Machinery, equipment and supplies	26,483	31,464	32,469	3.2	22.6
Farm, lawn and garden machinery and equipment	5,490	6,247	6,303	0.9	14.8
Construction, forestry, mining, and industrial machinery, equipment and supplies	11,729	14,046	14,671	4.4	25.1
Computer and communications equipment and supplies	3,295	4,402	4,674	6.2	41.9
Other machinery, equipment and supplies	5,969	6,770	6,821	0.8	14.3
Miscellaneous	12,748	17,145	18,332	6.9	43.8
Recyclable material	1,246 <sup>E</sup>	1,350	1,260	-6.7	1.2
Paper, paper product and disposable plastic product	1,074	1,301	1,293	-0.6	20.3
Agricultural supplies	4,960	7,962	9,102	14.3	83.5
Chemical (except agricultural) and allied product	1,512	1,903	1,938	1.8	28.1
Other miscellaneous	3,956	4,629	4,739	2.4	19.8

<sup>r</sup> revised

<sup>p</sup> preliminary

<sup>E</sup> 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):** Table 20-10-0076-01.

## Note to readers

All data in this release are seasonally adjusted and expressed in current dollars, unless otherwise noted.

Seasonally adjusted data are data that have been modified to eliminate the effect of seasonal and calendar influences to allow for more meaningful comparisons of economic conditions from period to period. For more information on seasonal adjustment, see [Section 2: Issues related to analysis and interpretation](#).

Trend-cycle estimates are included in selected charts as a complement to the seasonally adjusted series. These data represent a smoothed version of the Seasonally adjusted time series (see [Section 1: Concepts and definitions](#)) and provide information on longer-term movements, including changes in direction underlying the series. For information on trend-cycle data, see [Trend-cycle estimates – Frequently asked questions](#).

Both seasonally adjusted data and trend-cycle estimates are subject to revision as additional observations become available. These revisions could be large and could even lead to a reversal of movement, especially for reference months near the end of the series or during periods of economic disruptions.

Total wholesale sales expressed in volume are calculated by deflating current dollar values using relevant price indexes. The wholesale sales series in chained (2012) dollars is a chained Fisher volume index, with 2012 as the reference year. For more information, see ["Deflation of wholesale sales."](#)

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).

### Real-time data tables

Real-time data tables 20-10-0019-01, 20-10-0020-01 and 20-10-0005-01 will be updated soon.

### Next release

Wholesale trade data for July 2022 will be released on September 16, 2022.

**Available tables:** [20-10-0003-01](#), [20-10-0074-01](#) and [20-10-0076-01](#).

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

The product "[Monthly Wholesale Trade Survey: Interactive Tool](#)" ([71-607-X](#)) is available online. This product is based on the data published in the tables of the Monthly Wholesale Trade Survey: [20-10-0074-01](#), [20-10-0076-01](#) and [20-10-0003-01](#).

For more information, or to enquire about the concepts, methods or data quality of this release, contact us (toll-free 1-800-263-1136; 514-283-8300; [infostats@statcan.gc.ca](mailto:infostats@statcan.gc.ca)) or Media Relations ([statcan.mediahotline-ligneinfomedias.statcan@statcan.gc.ca](mailto:statcan.mediahotline-ligneinfomedias.statcan@statcan.gc.ca)).