

Wholesale trade, September 2023

Released at 8:30 a.m. Eastern time in *The Daily*, Wednesday, November 15, 2023

Wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) rose 0.4% to \$83.1 billion in September. Sales increased in four of the seven subsectors, led by the motor vehicle and motor vehicle parts and accessories subsector and the food, beverage and tobacco subsector. On an annual basis, wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) were 1.6% higher in September compared with the same month one year earlier.

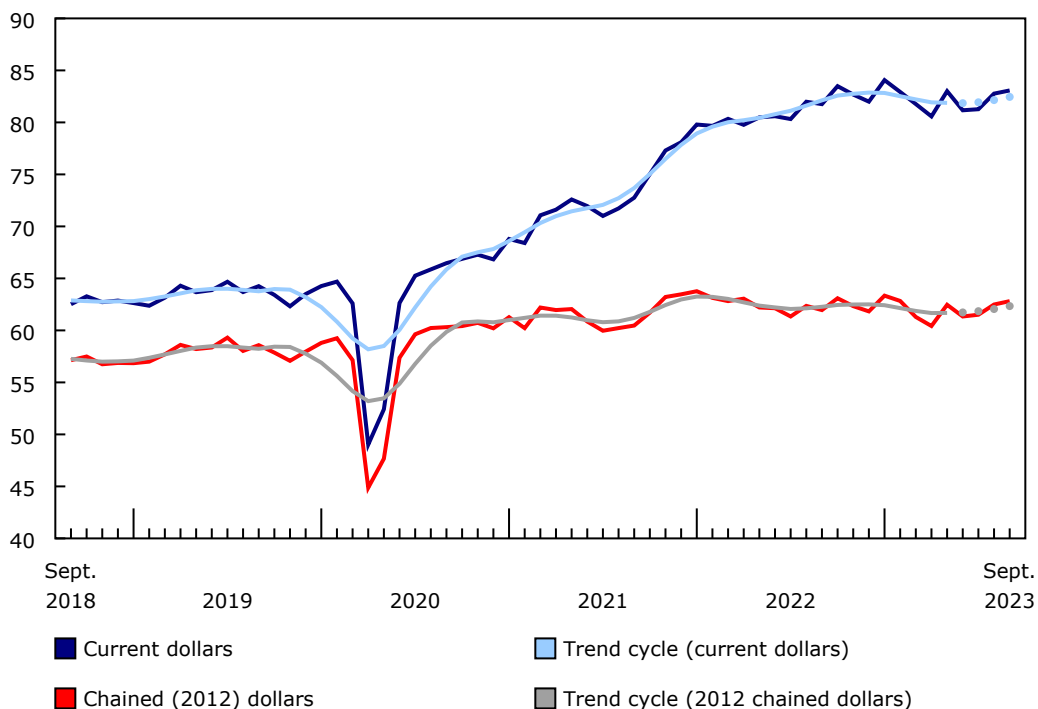
Petroleum products as well as oilseed and grain data continue to be available in data tables but will be excluded from monthly analysis until historical data are available for monthly and annual analysis.

In volume terms, wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) grew 0.5% in September.

Chart 1

Wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) increase in September

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.



Higher sales in the motor vehicle and motor vehicle parts and accessories subsector fuel wholesale sales growth in September

Sales in the motor vehicle and motor vehicle parts and accessories subsector increased for the third consecutive month, up by 2.2% to \$14.6 billion in September. Despite sales decreasing in two of the three industry groups, they increased in the motor vehicle industry group (+2.8% to \$12.0 billion), contributing to the increase in the subsector. Sales of this industry group reflect the continued [growth of imports of motor vehicle parts and of higher imports of passenger cars and light trucks](#).

The food, beverage and tobacco subsector, up 1.6% to \$15.0 billion in September, also contributed to growth in wholesale sales. Two of the four industry groups reported an increase in sales, but it was the significant growth of the food industry group (+2.0% to \$13.3 billion) that led the subsector movement, in part as a result of higher prices.

Sales growth was partially offset by a decline in sales in the miscellaneous subsector, down by 2.1% to \$10.1 billion. Four of the seven industry groups reported an increase in sales. However, declines in the agricultural supplies (-8.1% to \$3.1 billion) and the recyclable material (-10.8% to \$1.2 billion) industry groups, following sharp increases in August, led to declined sales for the overall subsector in September.

Sales in Ontario lead provincial gains for the second consecutive month

Growth of wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) was observed in four provinces, led by Ontario, and followed by Quebec and Manitoba.

Wholesale sales in Ontario increased by 1.2% to \$44.1 billion in September. Growth in this province was reported in five of the seven subsectors, with the largest increase being in the food, beverage and tobacco subsector (+5.1% to \$7.2 billion), followed by the motor vehicle and motor vehicle parts and accessories subsector (+3.3% to \$10.3 billion).

The second-largest provincial growth in sales was in Quebec, up 0.8% to \$14.8 billion in September. Higher sales were reported by the miscellaneous subsector (+6.0% to \$1.5 billion) and the personal and household goods subsector (+1.2% to \$3.1 billion).

Wholesale sales in Manitoba rose 3.8% to \$2.0 billion. Growth was observed in four of the seven subsectors, with the largest increase coming from the machinery, equipment and supplies subsector (+15.2% to \$441.4 million), followed by the building material and supplies subsector (+9.0% to \$306.5 million).

Inventories fall in September

Wholesale inventories (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) fell 1.6% to \$126.2 billion in September.

Decreased inventories were reported in four of the seven subsectors, led by the machinery, equipment and supplies subsector (-3.8% to \$36.8 billion), followed by the building material and supplies subsector (-4.5% to \$22.7 billion).

The inventory-to-sales ratio fell from 1.55 in August to 1.52 in September. This ratio is a measure of the time (in months) required to exhaust inventories if sales were to remain at their current levels.

Wholesale sales rise in the third quarter of 2023

In the third quarter, wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) increased by 1.0% to \$247.1 billion, primarily as a result of higher sales in August.

The largest increase in quarterly sales was in the motor vehicle and motor vehicle parts and accessories subsector, up 7.3% to \$43.1 billion, followed by the building material and supplies subsector, up 1.2% to \$35.7 billion.

Quarterly sales of the wholesale sector were 1.1% higher in the third quarter when compared with the same quarter of 2022.

Table 1
Wholesale merchants' sales by industry—seasonally adjusted

	September 2022	August 2023 ^f	September 2023 ^p	August to September 2023	September 2022 to September 2023
	millions of dollars			% change	
Total, wholesale sales (current dollars)	81,755	130,564	131,415	0.7	60.7
Total, wholesale sales (current dollars), excluding petroleum and oilseed and grain	..	82,766	83,072	0.4	1.6
Total, wholesale sales (2012 chained dollars), excluding petroleum and oilseed and grain	..	62,487	62,812	0.5	..
Total wholesale sales (current dollars), excluding motor vehicle and parts	69,313	68,444	68,431	0.0	-1.3
Farm product (excluding oilseed and grain)	1,254	1,365	1,441	5.6	14.9
Oilseed and grain merchant ¹	..	2,321	2,509	8.1	..
Petroleum, petroleum products, and other hydrocarbons ¹	..	45,478	45,834	0.8	..
Food, beverage and tobacco	14,968	14,785	15,016	1.6	0.3
Food	13,317	13,060	13,315	2.0	-0.0
Beverage	877	911	915	0.4	4.3
Cigarette and tobacco product	513	526	524	-0.3	2.2
Cannabis	261	288	261	-9.4	0.2
Personal and household goods	11,266	11,648	11,672	0.2	3.6
Textile, clothing and footwear	1,415	1,489	1,402	-5.9	-0.9
Home entertainment equipment and household appliance	757	816	814	-0.2	7.5
Home furnishings	717	638	692	8.5	-3.4
Personal goods	986	1,028	989	-3.8	0.3
Pharmaceuticals and pharmacy supplies	7,392	7,677	7,775	1.3	5.2
Toiletries, cosmetics and sundries	1,151	1,168	1,160	-0.7	0.8
Motor vehicle and motor vehicle parts and accessories	12,488	14,322	14,641	2.2	17.2
Motor vehicle	9,850	11,717	12,048	2.8	22.3
New motor vehicle parts and accessories	2,562	2,536	2,529	-0.3	-1.3
Used motor vehicle parts and accessories	76	68	64	-6.2	-15.7
Building material and supplies	12,163	11,946	11,927	-0.2	-1.9
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,636	3,889	3,799	-2.3	4.5
Metal service centres	2,497	2,222	2,295	3.3	-8.1
Lumber, millwork, hardware and other building supplies	6,031	5,834	5,833	-0.0	-3.3
Machinery, equipment and supplies	17,419	18,376	18,266	-0.6	4.9
Farm, lawn and garden machinery and equipment	2,528	2,565	2,419	-5.7	-4.3

Table 1 - continued
Wholesale merchants' sales by industry—seasonally adjusted

	September 2022	August 2023 ^r	September 2023 ^P	August to September 2023	September 2022 to September 2023
Construction, forestry, mining, and industrial machinery, equipment and supplies	5,803	6,516	6,522	0.1	12.4
Computer and communications equipment and supplies	5,087	5,032	5,164	2.6	1.5
Other machinery, equipment and supplies	4,001	4,263	4,161	-2.4	4.0
Miscellaneous	12,204	10,324	10,109	-2.1	-17.2
Recyclable material	1,286	1,314	1,172	-10.8	-8.9
Paper, paper product and disposable plastic product	1,292	1,169	1,249	6.8	-3.4
Agricultural supplies	4,708	3,404	3,130	-8.1	-33.5
Chemical (except agricultural) and allied product	1,993	1,801	1,806	0.3	-9.4
Mineral, ore and precious metal	..	584	519	-11.2	..
Log, wood chips, and other wood products	..	97	106	8.7	..
Other miscellaneous	2,925	1,954	2,128	8.9	-27.2

^r revised

^P preliminary

.. not available for a specific reference period

1. Unadjusted and not included in wholesale sales calculation.

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

	September 2022	August 2023 ^r	September 2023 ^P	August to September 2023	September 2022 to September 2023
	millions of dollars			% change	
Canada	81,803	82,766	83,072	0.4	1.6
Newfoundland and Labrador	391	414	401	-3.2	2.3
Prince Edward Island	112	113	121	7.4	8.4
Nova Scotia	1,086	1,172	1,164	-0.7	7.2
New Brunswick	776	766	750	-2.1	-3.3
Quebec	14,933	14,673	14,796	0.8	-0.9
Ontario	41,265	43,542	44,064	1.2	6.8
Manitoba	1,963	1,932	2,004	3.8	2.1
Saskatchewan	4,313	3,286	3,156	-3.9	-26.8
Alberta	8,940	8,926	8,720	-2.3	-2.5
British Columbia	7,954	7,875	7,828	-0.6	-1.6
Yukon	x	x	x	x	x
Northwest Territories	37	34	36	4.5	-3.0
Nunavut	x	x	x	x	x

^r revised

^P preliminary

x suppressed to meet the confidentiality requirements of the *Statistics Act*

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

	September 2022	August 2023 ^r	September 2023 ^P	August to September 2023	September 2022 to September 2023
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Table 3
Wholesale merchants' inventories by industry—seasonally adjusted

	September 2022	August 2023 ^r	September 2023 ^p	August to September 2023	September 2022 to September 2023
	millions of dollars			% change	
Total, wholesale inventories	125,127	145,409	145,765	0.2	16.5
Total, wholesale inventories (excluding petroleum, petroleum products, and other hydrocarbons)	125,127	128,282	126,227	-1.6	0.9
Farm product (excluding oilseed and grain)	370	337	379	12.4	2.3
Petroleum, petroleum products, and other hydrocarbons ¹
Food, beverage and tobacco	13,868	13,395	13,612	1.6	-1.9
Food	12,309	11,682	11,918	2.0	-3.2
Beverage	819	925	943	2.0	15.2
Cigarette and tobacco product	505	516	488	-5.6	-3.4
Cannabis	236	272	263	-3.2	11.7
Personal and household goods	20,205	20,668	20,596	-0.4	1.9
Textile, clothing and footwear	4,170	4,535	4,612	1.7	10.6
Home entertainment equipment and household appliance	1,509	1,327	1,300	-2.1	-13.9
Home furnishings	2,069	1,737	1,747	0.6	-15.6
Personal goods	2,846	2,788	2,735	-1.9	-3.9
Pharmaceuticals and pharmacy supplies	8,465	9,172	9,104	-0.7	7.5
Toiletries, cosmetics and sundries	1,146	1,109	1,098	-1.0	-4.2
Motor vehicle and motor vehicle parts and accessories	13,702	16,500	16,829	2.0	22.8
Motor vehicle	7,733	10,517	10,907	3.7	41.1
New motor vehicle parts and accessories	5,858	5,857	5,793	-1.1	-1.1
Used motor vehicle parts and accessories	112 ^E	F	F	F	F
Building material and supplies	24,264	23,731	22,666	-4.5	-6.6
Electrical, plumbing, heating and air-conditioning equipment and supplies	7,039	7,113	6,819	-4.1	-3.1
Metal service centres	6,748	6,792	6,436	-5.2	-4.6
Lumber, millwork, hardware and other building supplies	10,477	9,826	9,410	-4.2	-10.2
Machinery, equipment and supplies	33,957	38,228	36,790	-3.8	8.3
Farm, lawn and garden machinery and equipment	6,577	8,124	8,172	0.6	24.2
Construction, forestry, mining, and industrial machinery, equipment and supplies	15,365	19,129	17,877	-6.5	16.4
Computer and communications equipment and supplies	4,712	3,355	3,317	-1.1	-29.6
Other machinery, equipment and supplies	7,305	7,620	7,424	-2.6	1.6
Miscellaneous	18,759	15,424	15,355	-0.4	-18.1
Recyclable material	1,120	1,328 ^E	1,234	-7.1	10.2
Paper, paper product and disposable plastic product	1,388	1,400	1,415	1.1	1.9
Agricultural supplies	9,209	6,733	6,664	-1.0	-27.6
Chemical (except agricultural) and allied product	1,943	1,744	1,716	-1.6	-11.7
Mineral, ore and precious metal	..	224	231	3.3	..
Log, wood chips, and other wood	..	70	75	6.2	..
Other miscellaneous	5,098	3,925	4,021	2.4	-21.1

^r revised

^p preliminary

.. not available for a specific reference period

^E use with caution

^F too unreliable to be published

1. Unadjusted and not included in wholesale sales calculation.

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 underlying changes in direction in 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 the publication "[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 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 October will be released on December 15.

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) or Media Relations (statcan.mediahotline-ligneinfomedias.statcan@statcan.gc.ca).