

Wholesale trade, November 2023

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Wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) grew 0.9% to \$82.5 billion in November. Sales increased in four of the seven subsectors, led by the motor vehicle and motor vehicle parts and accessories subsector and the building material and supplies subsector. On an annual basis, wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) were 0.2% lower in November compared with the same month one year earlier.

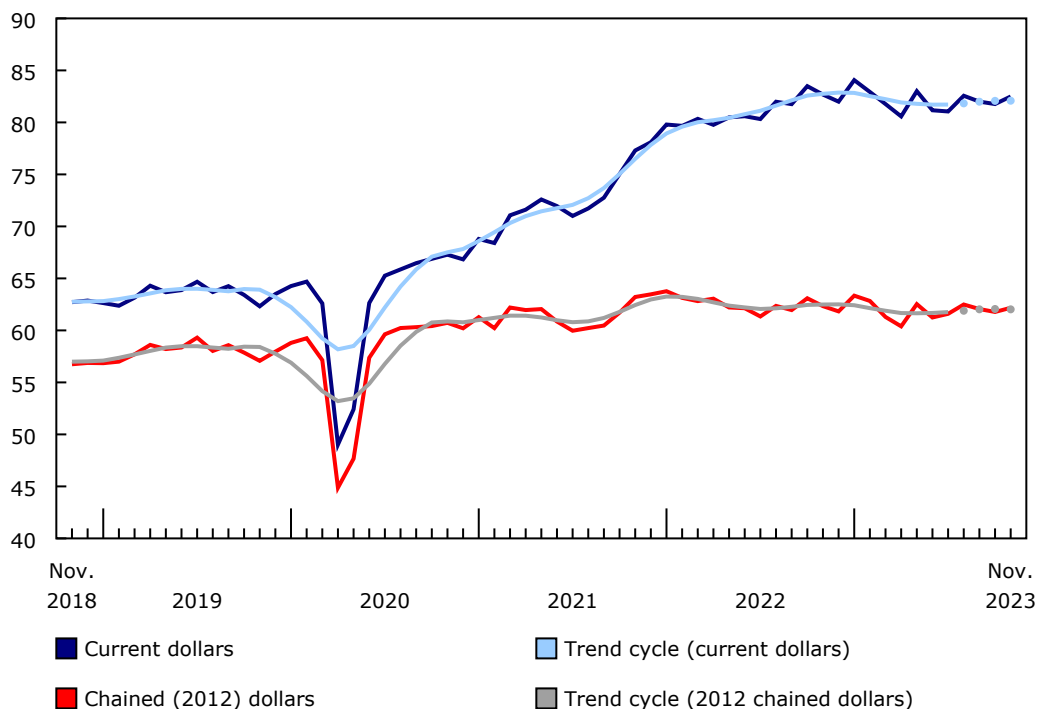
Petroleum products as well as oilseed and grain data continue to be available in data tables but will be excluded from monthly analysis until historical data are available for monthly and annual analysis.

In volume terms, wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) increased 0.6% in November.

Chart 1

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

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](#).



Motor vehicle and motor vehicle parts and accessories sales accelerate in November

Following the subsector's first decline in three months in October, sales in the motor vehicle and motor vehicle parts and accessories subsector increased by 3.3% to \$14.8 billion in November. Sales grew in two of the three industry groups, led by the motor vehicle industry group (+3.8% to \$12.1 billion). This industry group has reported increased sales in four of the last six months, reaching a record sales level in November. The new motor vehicle parts and accessories industry group also increased in November (+1.7% to \$2.6 billion).

Sales in the building material and supplies subsector increased for the second consecutive month, up 1.8% to \$12.3 billion in November. The increase of sales in the subsector was led by two main industry groups, the electrical, plumbing, heating and air-conditioning equipment and supplies industry group (+3.2% to \$4.0 billion) and the lumber, millwork, hardware and other building supplies industry group (+1.9% to \$6.1 billion).

The personal and household goods subsector reported an increase in sales, up 1.5% to \$11.5 billion in November, the first increase in three months. This subsector's growth was led by gains in the toiletries, cosmetics and sundries industry (+11.7% to \$1.1 billion) and the home furnishings industry group (+5.0% to \$732.0 million).

British Columbia leads growth in November

The increase in wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) in November was led by higher sales in British Columbia and Ontario.

Wholesale sales in British Columbia increased by 7.0% to \$8.3 billion in November, the first increase since August. Increases were reported in six of the seven subsectors, with the largest increase being in the building material and supplies subsector (+10.4% to \$2.3 billion). There was also notable growth in the food, beverage and tobacco subsector, up 7.1% to \$1.6 billion.

Wholesale sales in Ontario were up 0.9% to \$42.4 billion in November. Higher sales were reported in three of the seven subsectors, mainly driven by the motor vehicle and motor vehicle parts and accessories (+3.8% to \$10.2 billion) and personal and household goods (+2.3% to \$6.7 billion) subsectors.

In Quebec, wholesale sales were down 2.1% to \$14.6 billion in November after the province reported its largest increase since the beginning of 2023 in October. Sales decreased in all seven subsectors, with the food, beverage and tobacco subsector (-3.1% to \$3.1 billion) contributing most to the decline in November.

Inventories fall in November

Wholesale inventories (excluding petroleum, petroleum products, and other hydrocarbons and excluding oilseed and grain) fell 1.5% to \$127.9 billion in November.

Inventory declines were reported in five of the seven subsectors, led by the machinery, equipment and supplies subsector (-3.1% to \$37.9 billion), followed by the building material and supplies subsector (-3.0% to \$21.9 billion).

The inventory-to-sales ratio fell from 1.58 in October to 1.55 in November. This ratio is a measure of the time (in months) required to exhaust inventories if sales were to remain at their current levels.

Table 1
Wholesale merchants' sales by industry—seasonally adjusted

	November 2022	October 2023 ^f	November 2023 ^p	October to November 2023	November 2022 to November 2023
	millions of dollars			% change	
Total, wholesale sales (current dollars)	82,677	126,986	123,294	-2.9	49.1
Total, wholesale sales (current dollars), excluding petroleum and oilseed and grain	..	81,764	82,490	0.9	-0.2
Total, wholesale sales (2012 chained dollars), excluding petroleum and oilseed and grain	..	61,773	62,172	0.6	..
Total wholesale sales (current dollars), excluding motor vehicle and parts	69,058	67,442	67,689	0.4	-2.0
Farm product (excluding oilseed and grain)	1,254	1,412	1,305	-7.6	4.1
Oilseed and grain merchant ¹	..	3,418	3,256	-4.7	..
Petroleum, petroleum products, and other hydrocarbons ¹	..	41,804	37,548	-10.2	..
Food, beverage and tobacco	14,579	14,744	14,695	-0.3	0.8
Food	13,036	12,999	12,984	-0.1	-0.4
Beverage	814	963	938	-2.6	15.3
Cigarette and tobacco product	495	521	525	0.8	6.2
Cannabis	234	260	247	-5.1	5.8
Personal and household goods	11,380	11,323	11,495	1.5	1.0
Textile, clothing and footwear	1,396	1,332	1,347	1.1	-3.5
Home entertainment equipment and household appliance	762	825	799	-3.1	4.8
Home furnishings	673	697	732	5.0	8.7
Personal goods	979	961	970	1.0	-0.9
Pharmaceuticals and pharmacy supplies	7,569	7,509	7,647	1.8	1.0
Toiletries, cosmetics and sundries	1,091	1,017	1,136	11.7	4.1
Motor vehicle and motor vehicle parts and accessories	13,618	14,322	14,801	3.3	8.7
Motor vehicle	10,875	11,682	12,121	3.8	11.5
New motor vehicle parts and accessories	2,666	2,568	2,612	1.7	-2.0
Used motor vehicle parts and accessories	77	72	68	-5.7	-11.6
Building material and supplies	12,153	12,045	12,266	1.8	0.9
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,666	3,867	3,989	3.2	8.8
Metal service centres	2,345	2,210	2,196	-0.6	-6.4
Lumber, millwork, hardware and other building supplies	6,142	5,968	6,081	1.9	-1.0
Machinery, equipment and supplies	17,681	17,619	17,610	-0.1	-0.4
Farm, lawn and garden machinery and equipment	2,477	2,587	2,601	0.6	5.0
Construction, forestry, mining, and industrial machinery, equipment and supplies	6,150	6,030	6,072	0.7	-1.3

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

	November 2022	October 2023 ^r	November 2023 ^p	October to November 2023	November 2022 to November 2023
Computer and communications equipment and supplies	4,911	4,870	4,789	-1.6	-2.5
Other machinery, equipment and supplies	4,143	4,133	4,146	0.3	0.1
Miscellaneous	12,013	10,298	10,319	0.2	-14.1
Recyclable material	1,311	1,260	1,148	-8.9	-12.5
Paper, paper product and disposable plastic product	1,244	1,165	1,176	1.0	-5.5
Agricultural supplies	4,508	3,463	3,622	4.6	-19.6
Chemical (except agricultural) and allied product	2,071	1,789	1,768	-1.2	-14.6
Mineral, ore and precious metal	x	488	514	5.1	x
Log, wood chips, and other wood products	x	91	105	15.8	x
Other miscellaneous	2,329	2,042	1,985	-2.8	-14.7

^r revised

^p preliminary

.. not available for a specific reference period

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

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

	November 2022	October 2023 ^r	November 2023 ^p	October to November 2023	November 2022 to November 2023
	millions of dollars			% change	
Canada	82,677	81,764	82,490	0.9	-0.2
Newfoundland and Labrador	411	435	462	6.5	12.4
Prince Edward Island	116	113	111	-1.7	-4.5
Nova Scotia	1,137	1,132	1,162	2.6	2.2
New Brunswick	758	780	775	-0.6	2.3
Quebec	15,360	14,964	14,643	-2.1	-4.7
Ontario	41,830	41,990	42,375	0.9	1.3
Manitoba	1,988	1,937	2,106	8.7	5.9
Saskatchewan	3,842	3,415	3,441	0.8	-10.5
Alberta	9,270	9,187	9,053	-1.5	-2.3
British Columbia	7,888	7,741	8,285	7.0	5.0
Yukon	x	x	x	x	x
Northwest Territories	41	40	39	-3.4	-5.6
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

	November 2022	October 2023 ^r	November 2023 ^p	October to November 2023	November 2022 to November 2023
	millions of dollars			% change	
Total, wholesale inventories	125,988	144,479	142,182	-1.6	12.9
Total, wholesale inventories (excluding petroleum, petroleum products, and other hydrocarbons)	125,988	129,840	127,933	-1.5	1.5
Farm product (excluding oilseed and grain)	345	429	414	-3.3	20.2
Petroleum, petroleum products, and other hydrocarbons ¹
Food, beverage and tobacco	14,307	14,214	14,477	1.8	1.2
Food	12,663	12,000	12,270	2.3	-3.1
Beverage	816	1,515	1,579	4.2	93.5
Cigarette and tobacco product	527	434	391	-10.1	-25.9
Cannabis	301	265	236	-10.6	-21.5
Personal and household goods	20,182	20,433	20,171	-1.3	-0.0
Textile, clothing and footwear	4,598	4,534	4,217	-7.0	-8.3
Home entertainment equipment and household appliance	1,436	1,358	1,345	-1.0	-6.4
Home furnishings	2,171	1,719	1,699	-1.1	-21.7
Personal goods	2,875	2,838	2,884	1.6	0.3
Pharmaceuticals and pharmacy supplies	7,973	8,913	8,807	-1.2	10.5
Toiletries, cosmetics and sundries	1,129	1,071	1,219	13.8	8.0
Motor vehicle and motor vehicle parts and accessories	14,165	17,483	17,372	-0.6	22.6
Motor vehicle	7,971	11,435	11,173	-2.3	40.2
New motor vehicle parts and accessories	6,073	5,890	6,066	3.0	-0.1
Used motor vehicle parts and accessories	F	F	F	F	F
Building material and supplies	23,814	22,545	21,874	-3.0	-8.1
Electrical, plumbing, heating and air-conditioning equipment and supplies	6,960	6,675	6,719	0.7	-3.5
Metal service centres	6,600	6,337	5,662	-10.7	-14.2
Lumber, millwork, hardware and other building supplies	10,254	9,532	9,493	-0.4	-7.4
Machinery, equipment and supplies	35,216	39,168	37,944	-3.1	7.7
Farm, lawn and garden machinery and equipment	6,933	10,049	9,193	-8.5	32.6
Construction, forestry, mining, and industrial machinery, equipment and supplies	16,363	18,288	18,044	-1.3	10.3
Computer and communications equipment and supplies	4,349	3,247	3,276	0.9	-24.7
Other machinery, equipment and supplies	7,570	7,585	7,431	-2.0	-1.8
Miscellaneous	17,960	15,569	15,680	0.7	-12.7
Recyclable material	1,082	1,253	1,203	-4.1	11.1
Paper, paper product and disposable plastic product	1,470	1,343	1,334	-0.6	-9.2
Agricultural supplies	8,437	7,091	7,396	4.3	-12.3
Chemical (except agricultural) and allied product	1,990	1,746	1,709	-2.1	-14.1
Mineral, ore and precious metal	..	244	224	-8.1	..
Log, wood chips, and other wood	..	108	113	4.0	..
Other miscellaneous	4,766	3,784	3,701	-2.2	-22.3

^r revised

^p preliminary

.. not available for a specific reference period

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.

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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 December 2023 will be released on February 16, 2024.

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).