

# Wholesale trade, October 2025

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## Wholesale sales rise in October

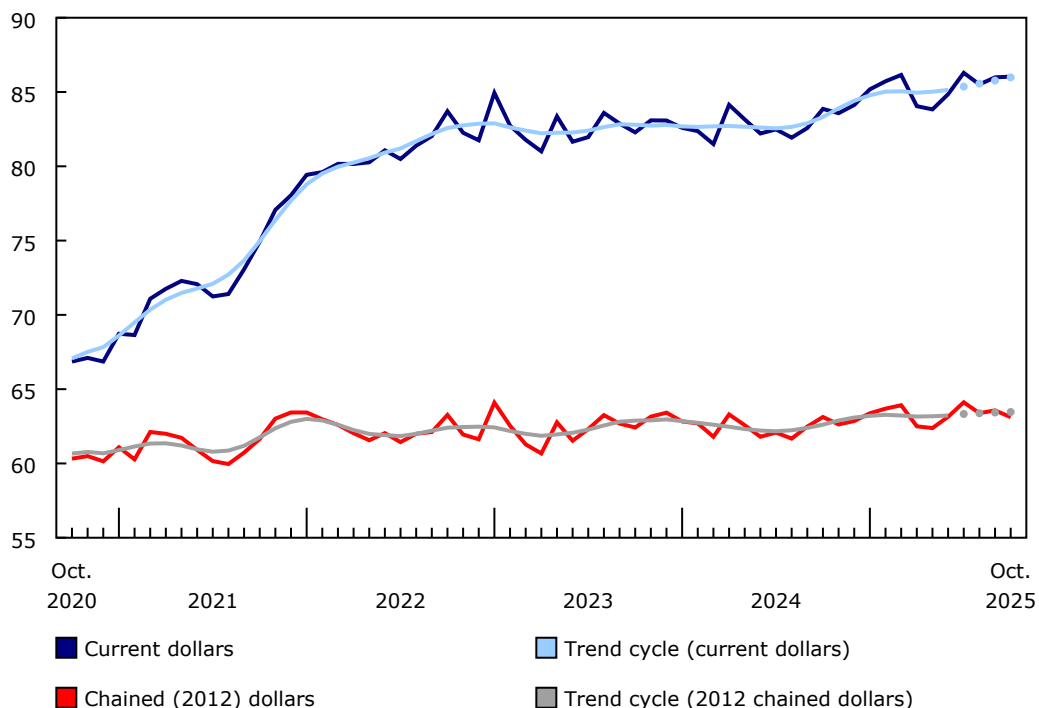
Sales by Canadian wholesalers (excluding petroleum, petroleum products, and other hydrocarbons and oilseed and grain) rose 0.1% to \$86.0 billion in October. Sales rose in four of seven subsectors, representing approximately half of total wholesale sales. Increases were led by the motor vehicle and motor vehicle parts and accessories subsector and the farm product (excluding oilseeds and grains) subsector.

In volume terms, wholesale sales (excluding petroleum, petroleum products, and other hydrocarbons and oilseed and grain) fell 0.7% in October, reflecting higher prices.

### Chart 1

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

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 lead the gains

Motor vehicle and motor vehicle parts and accessories sales rose 2.3% to \$14.7 billion in October, driven by higher sales in the motor vehicle industry group. The increase came largely as a result of higher wholesale sales of passenger vehicles manufactured abroad, as well as buses and transport trucks.



Wholesale sales of farm product (excluding oilseeds and grains), which include live animal sales, reported a 16.7% increase in sales in October, the sixth consecutive monthly increase. Sales totalled \$2.0 billion in October, a 28.1% increase from the same month in 2024. The increase reflects increased volumes as well as higher prices coinciding with low stocks of live animals.

Mostly offsetting the increases in October, sales from miscellaneous wholesalers fell 3.7% to \$10.9 billion and were 5.8% higher compared to the same month last year. Most of the monthly decrease came from the agricultural supplies (-9.8% to \$3.2 billion) and the mineral, ore and precious metal (-10.8% to \$1.0 billion) industry groups.

### **Ontario generates wholesale gains**

Ontario led the gains in provincial wholesale sales in October, with sales up 0.9% to \$44.3 billion. This was the fifth increase in six months for the province. Excluding Ontario, sales of wholesale goods in Canada fell 0.8% in October.

In October, the growth in Ontario was generated by increases in sales in the motor vehicle and motor vehicle parts and accessories (+2.0%), food, beverage and tobacco (+1.4%) and the personal and household goods (+1.3%) subsectors.

The largest decline in October came in Quebec, where sales fell 2.9%. Quebec wholesalers reported lower sales in five of the seven subsectors, led by the food, beverages and tobacco subsector (-9.6%).

### **Inventories virtually unchanged in October**

Total wholesale inventories were virtually unchanged (-0.0%) in October at \$135.4 billion. The largest declines came in the food, beverage and tobacco (-2.6% to \$15.0 billion) and personal and household goods (-1.3% to \$22.4 billion) subsectors. Meanwhile inventories rose in the motor vehicle and motor vehicle parts and accessories subsector (+2.7% to \$18.5 billion), largely mitigating the declines.

The inventory-to-sales ratio fell from 1.58 in September to 1.57 in October. The ratio is a measure of the number of months required to exhaust inventories if sales were to remain at their current levels.

**Table 1**  
**Wholesale merchants' sales by industry—seasonally adjusted**

	October 2024	September 2025 <sup>f</sup>	October 2025 <sup>p</sup>	September to October 2025	October 2024 to October 2025
	millions of dollars			% change	
<b>Total, wholesale sales (current dollars)</b>	<b>120,536</b>	<b>117,549</b>	<b>117,790</b>	<b>0.2</b>	<b>-2.3</b>
<b>Total, wholesale sales (current dollars), excluding petroleum, petroleum products, and other hydrocarbons and oilseed and grain</b>	<b>83,864</b>	<b>85,988</b>	<b>86,033</b>	<b>0.1</b>	<b>2.6</b>
<b>Total, wholesale sales (2012 chained dollars), excluding petroleum, petroleum products, and other hydrocarbons and oilseed and grain</b>	<b>63,126</b>	<b>63,571</b>	<b>63,116</b>	<b>-0.7</b>	<b>-0.0</b>
<b>Total wholesale sales (current dollars), excluding motor vehicle and parts, petroleum, petroleum products, and other hydrocarbons and oilseed and grain</b>	<b>68,978</b>	<b>71,608</b>	<b>71,330</b>	<b>-0.4</b>	<b>3.4</b>
Farm product (excluding oilseed and grain)	1,564	1,717	2,004	16.7	28.1
Oilseed and grain <sup>1</sup>	3,088	2,938	2,910	-1.0	-5.8
Petroleum, petroleum products, and other hydrocarbons <sup>1</sup>	33,584	28,623	28,848	0.8	-14.1
Food, beverage and tobacco	14,784	15,808	15,741	-0.4	6.5
Food	13,076	14,012	13,963	-0.4	6.8
Beverage	965	1,126	1,118	-0.7	15.8
Cigarette and tobacco product	466	410	405	-1.3	-13.1
Cannabis	277	260	256	-1.6	-7.7
Personal and household goods	12,405	12,430	12,447	0.1	0.3
Textile, clothing and footwear	1,371	1,344	1,519	13.0	10.8
Home entertainment equipment and household appliance	844	1,003	933	-7.0	10.5
Home furnishings	670	631	624	-1.1	-6.9
Personal goods	1,045	964	1,053	9.3	0.8
Pharmaceuticals and pharmacy supplies	7,338	7,317	7,181	-1.9	-2.1
Toiletries, cosmetics and sundries	1,137	1,171	1,136	-3.0	-0.1
Motor vehicle and motor vehicle parts and accessories	14,886	14,380	14,703	2.3	-1.2
Motor vehicle	12,123	11,470	11,891	3.7	-1.9
New motor vehicle parts and accessories	2,690	2,838	2,715	-4.3	0.9
Used motor vehicle parts and accessories	73	72	97 <sup>E</sup>	35.8	32.8
Building material and supplies	11,955	12,259	12,387	1.0	3.6
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,961	4,180	4,324	3.4	9.2
Metal service centres	2,196	2,213	2,125	-4.0	-3.2
Lumber, millwork, hardware and other building supplies	5,797	5,865	5,938	1.2	2.4
Machinery, equipment and supplies	17,982	18,095	17,866	-1.3	-0.6
Farm, lawn and garden machinery and equipment	2,419	2,673	2,234	-16.4	-7.7

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

	October 2024	September 2025 <sup>r</sup>	October 2025 <sup>p</sup>	September to October 2025	October 2024 to October 2025
Construction, forestry, mining, and industrial machinery, equipment and supplies	5,849	5,781	6,070	5.0	3.8
Computer and communications equipment and supplies	5,495	5,223	5,170	-1.0	-5.9
Other machinery, equipment and supplies	4,219	4,418	4,392	-0.6	4.1
Miscellaneous	10,289	11,299	10,884	-3.7	5.8
Recyclable material	1,288	1,387	1,371	-1.1	6.4
Paper, paper product and disposable plastic product	1,165	1,218	1,214	-0.3	4.2
Agricultural supplies	3,123	3,582	3,232	-9.8	3.5
Chemical (except agricultural) and allied product	1,853	1,930	1,968	2.0	6.2
Mineral, ore and precious metal	607	1,154	1,030	-10.8	69.6
Log, wood chips, and other wood products	125	133	115	-14.1	-8.7
Other miscellaneous	2,127	1,895	1,955	3.2	-8.1

<sup>r</sup> revised

<sup>p</sup> preliminary

<sup>E</sup> use with caution

1. Not included in some of the totals for wholesale sales.

**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 (excluding petroleum, petroleum products, and other hydrocarbons and oilseed and grain)**

	October 2024	September 2025 <sup>r</sup>	October 2025 <sup>p</sup>	September to October 2025	October 2024 to October 2025
	millions of dollars			% change	
<b>Canada</b>	<b>83,864</b>	<b>85,988</b>	<b>86,033</b>	<b>0.1</b>	<b>2.6</b>
Newfoundland and Labrador	458	488	489	0.2	6.8
Prince Edward Island	106	109	108	-1.1	2.1
Nova Scotia	1,218	1,318	1,298	-1.5	6.6
New Brunswick	851	857	826	-3.5	-2.9
Quebec	14,801	15,362	14,915	-2.9	0.8
Ontario	43,740	43,920	44,311	0.9	1.3
Manitoba	1,965	1,889	1,983	5.0	0.9
Saskatchewan	3,614	3,869	4,047	4.6	12.0
Alberta	9,097	9,869	9,725	-1.5	6.9
British Columbia	7,953	8,250	8,262	0.1	3.9
Yukon	x	17	20	15.6	x
Northwest Territories	x	25	27	5.2	x
Nunavut	x	15	22	49.9	x

<sup>r</sup> revised

<sup>p</sup> preliminary

<sup>x</sup> 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**

	October 2024	September 2025 <sup>r</sup>	October 2025 <sup>p</sup>	September to October 2025	October 2024 to October 2025
	millions of dollars			% change	
<b>Total, wholesale inventories</b>	<b>139,113</b>	<b>147,199</b>	<b>147,898</b>	<b>0.5</b>	<b>6.3</b>
<b>Total, wholesale inventories (excluding petroleum, petroleum products, other hydrocarbons and oilseed and grain)</b>	<b>126,504</b>	<b>135,452</b>	<b>135,385</b>	<b>-0.0</b>	<b>7.0</b>
Farm product (excluding oilseed and grain)	379	387	425	9.8	12.0
Petroleum, petroleum products, and other hydrocarbons <sup>1</sup>	..	..	..	..	..
Food, beverage and tobacco	13,063	15,364	14,961	-2.6	14.5
Food	11,584	13,812	13,442	-2.7	16.0
Beverage	803	920	886	-3.7	10.4
Cigarette and tobacco product	402	353	359	1.7	-10.7
Cannabis	275	278	274	-1.7	-0.3
Personal and household goods	20,326	22,673	22,369	-1.3	10.0
Textile, clothing and footwear	3,616	3,911	4,079	4.3	12.8
Home entertainment equipment and household appliance	1,371	1,759	1,549	-11.9	13.0
Home furnishings	1,717	1,793 <sup>E</sup>	1,595 <sup>E</sup>	-11.0	-7.1
Personal goods	2,755	2,625	2,848	8.5	3.4
Pharmaceuticals and pharmacy supplies	9,681	11,369	11,086	-2.5	14.5
Toiletries, cosmetics and sundries	1,187	1,216	1,211	-0.4	2.1
Motor vehicle and motor vehicle parts and accessories	17,677	18,009	18,497	2.7	4.6
Motor vehicle	11,414	11,037	11,590	5.0	1.5
New motor vehicle parts and accessories	6,110	6,845	6,785	-0.9	11.0
Used motor vehicle parts and accessories	F	126 <sup>E</sup>	F	F	F
Building material and supplies	22,098	23,230	23,141	-0.4	4.7
Electrical, plumbing, heating and air-conditioning equipment and supplies	6,647	7,421	7,472	0.7	12.4
Metal service centres	6,080	5,636	5,639 <sup>E</sup>	0.1	-7.2
Lumber, millwork, hardware and other building supplies	9,370	10,173	10,029	-1.4	7.0
Machinery, equipment and supplies	38,250	40,197	40,432	0.6	5.7
Farm, lawn and garden machinery and equipment	10,149	12,089	11,591	-4.1	14.2
Construction, forestry, mining, and industrial machinery, equipment and supplies	17,905	17,177	17,586	2.4	-1.8
Computer and communications equipment and supplies	3,424	3,686	3,791	2.9	10.7
Other machinery, equipment and supplies	6,771	7,246	7,464	3.0	10.2
Miscellaneous	14,711	15,593	15,560	-0.2	5.8
Recyclable material	1,012 <sup>E</sup>	1,437	1,499 <sup>E</sup>	4.3	48.2
Paper, paper product and disposable plastic product	1,338	1,516	1,407	-7.2	5.2
Agricultural supplies	6,597	6,993	6,972	-0.3	5.7
Chemical (except agricultural) and allied product	1,707	1,908	1,887	-1.1	10.5
Mineral, ore and precious metal	210	182	182	-0.0	-13.1
Log, wood chips, and other wood	116	75	86	13.5	-26.3
Other miscellaneous	3,732	3,482	3,528	1.3	-5.5

<sup>r</sup> revised

<sup>p</sup> preliminary

.. not available for a specific reference period

<sup>E</sup> use with caution

<sup>F</sup> too unreliable to be published

1. Not included in some of the totals for wholesale inventories.

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

**Source(s):** Table 20-10-0076-01.

### Note to readers

Wholesale (sales and inventories) values exclude petroleum, petroleum products, and other hydrocarbons and oilseed and grain unless otherwise stated.

Petroleum, petroleum products, and other hydrocarbons and oilseed and grain data continue to be available in data tables but will be excluded from monthly analysis until historical data are available.

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 [Seasonally adjusted data – Frequently asked questions](#).

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 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 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 20-10-0020-01 and 20-10-0005-01 will be updated soon.

#### **Next release**

Wholesale trade data for November 2025 will be released on January 15, 2026.

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

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

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)).