

Slumping auto sales, followed by the global economic downturn, weakened both retail and wholesale sales in the fourth quarter of 2008.

Consumer spending on goods—particularly durable goods such as motor vehicles and household items—and services grew 3.0% in 2008, a drop from 4.5% in 2007.

Retailers' sales totalled \$426.0 billion in 2008, up 3.4% from 2007, the weakest growth since 1996. Measured by volume, total retail sales rose 2.6%, the lowest growth rate since 2003.

Wholesalers' sales rose 3.0% in 2008 to \$532.5 billion. The growth in volume of wholesale sales slowed from 7.0% in 2007 to 0.4% in 2008.

Slumping auto sales were the key factor dragging down both wholesale and retail trade. On the retail side, new car dealers' sales dropped 4.5% in 2008, their largest annual decline since 1991. Unit sales

of new vehicles fell 1.0% to 1.7 million vehicles, while their retail prices dropped 6.9%, the sharpest price decline in more than half a century.

## Higher gas and food prices

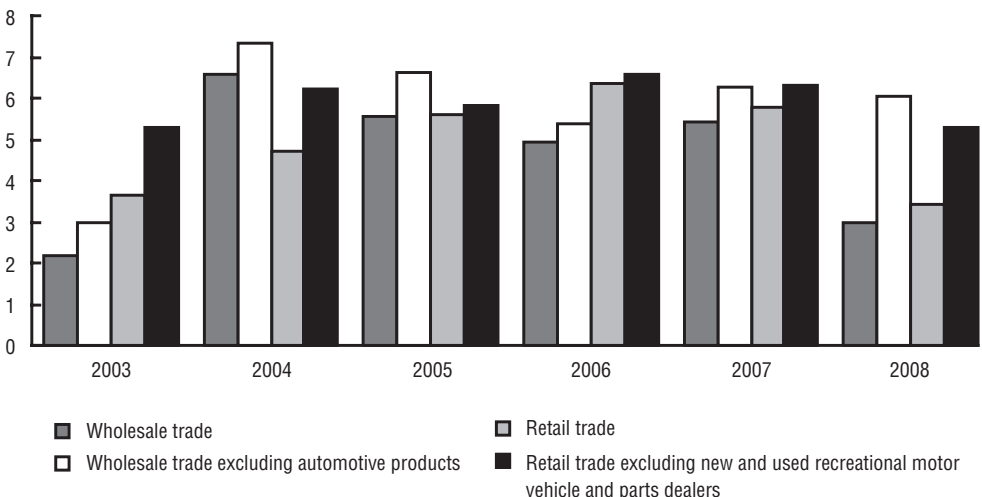
About half the retail sales growth in current dollars in 2008 came from a 14.6% sales increase at gasoline stations, mostly reflecting higher gas prices in the first nine months of the year.

Home electronics and appliance stores posted the second highest growth; their sales rose 8.3%. Consumers bought higher volumes of commodities such as televisions, computers and telephones in 2008, as prices for these goods declined. By contrast, higher food prices were the main reason for the 4.2% gain in sales at supermarkets; food prices increased 3.9% in 2008.

Employment in the retail industry totalled 1.9 million in 2008, up 3.2%

**Chart 26.1**  
**Retail and wholesale sales**

annual % change



Source: Statistics Canada, CANSIM tables 080-0014 and 081-0007.

from 2007. The retail industry accounted for 13.0% of total employment in 2008. There was significant job growth in just two retail trade groups: food and beverage stores and electronics and appliance stores.

The total gross margin—the difference between total operating revenues and the cost of goods—for all store retailers was up 8.1% in 2007. Operating profit—total operating revenues minus total operating expenses and the cost of goods sold—reached \$22.8 billion in 2007, up 12.5% from 2006.

### Wholesalers

The wholesale industry consists of 120,000 firms whose main activity is wholesaling merchandise and providing related logistical, marketing and support services. Wholesalers employed 758,352 people in 2008.

Wholesaling’s largest sector—machinery and electronic equipment, which accounts for 22% of wholesale sales—posted its fifth consecutive sales gain in 2008, up 7.1% to \$117.1 billion.

**Table 26.a**  
**Employment for retail and wholesale trade**

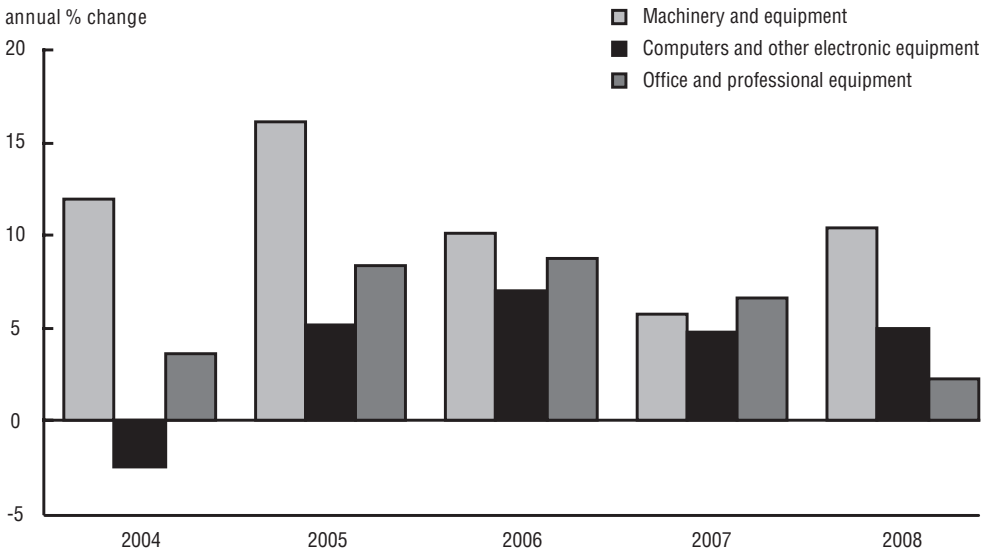
	1998	2008
	number	
<b>Trade</b>	<b>2,047,584</b>	<b>2,652,811</b>
Retail trade	1,399,583	1,894,459
Wholesale trade	648,001	758,352

**Note:** North American Industry Classification System (NAICS), 2002.

**Source:** Statistics Canada, CANSIM table 281-0024.

Wholesalers’ gross margins increased 4.0% in 2007, compared with 13.0% in 2006. This reflected the higher cost of goods sold rather than lower revenues.

**Chart 26.2**  
**Wholesale sales, selected industries**



**Source:** Statistics Canada, CANSIM table 081-0007.

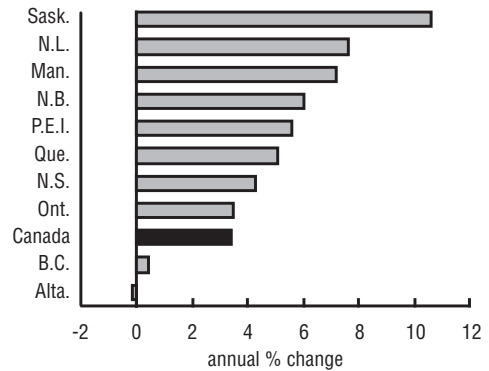
## Saskatchewan is the sales leader

Saskatchewan had the top growth rate in both retail and wholesale sales for a second consecutive year in 2008. Retailers' sales increased 10.6% while wholesalers' grew 41.0%, mostly as a result of wholesalers' sales of fertilizers.

Alberta's wholesalers also did well in 2008, with the province's fourth double-digit growth rate in five years. However, retail sales in Alberta edged down 0.1%. This was mainly because of new car dealers' sales, which declined 12.4%. Still, Albertans continued to lead per capita retail spending, at about \$17,000.

For the first time since 1992, Newfoundland and Labrador's population grew, contributing to a 7.6% rise in retail sales. Manitoba's retailers also benefited from population and job growth. Quebec's retailers also showed widespread gains in 2008.

**Chart 26.3**  
Retail sales, by province, 2007 to 2008



Source: Statistics Canada, CANSIM table 080-0014.

Retailers' sales in Ontario grew faster than the national average for the first time since 2000.

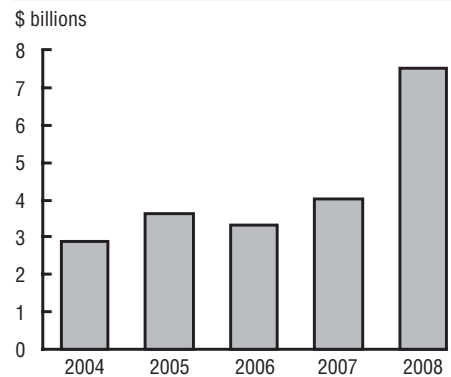
## A key economic sector

In a year marked by a downturn in most wholesale industries, fertilizer exports provided a bright spot for Canadian wholesalers. From 2007 to 2008, fertilizer prices more than doubled as a result of higher production costs (energy, petroleum and natural gas prices) and strong demand for agricultural products and biofuels.

Canada is a leading exporter of fertilizers and fertilizer materials, accounting for 30% of world production. Most (90%) is exported to the United States, China and India, and a large proportion of those exports go through wholesalers.

Wholesalers are key participants in commercial transactions between Canadian businesses and foreign markets.

**Chart 26.4**  
Canadian exports of fertilizers and fertilizer materials



Source: Statistics Canada, CANSIM table 228-0003.

Imports account for 36% of wholesale sales and exports for 12%.

**Table 26.1 Employment in retail and wholesale trade, selected industries, 1993 to 2008**

	1993	1994	1995	1996	1997	1998	1999
	number						
<b>Wholesale trade</b>	<b>533,534</b>	<b>546,478</b>	<b>578,762</b>	<b>598,945</b>	<b>632,920</b>	<b>648,001</b>	<b>673,518</b>
Farm product wholesaler-distributors	8,146	8,548	8,385	9,819	9,773	9,437	10,876
Petroleum product wholesaler-distributors	11,512	10,756	10,249	10,831	11,084	10,894	11,370
Food, beverage and tobacco wholesaler-distributors	79,907	77,828	81,754	83,381	85,258	88,127	87,752
Personal and household goods wholesaler-distributors	63,677	66,534	70,496	72,564	80,363	81,828	84,338
Motor vehicle and parts wholesaler-distributors	53,647	53,650	59,234	60,419	62,608	62,015	63,285
Building material and supplies wholesaler-distributors	86,363	91,057	95,704	98,316	104,737	105,832	111,415
Machinery, equipment and supplies wholesaler-distributors	144,186	150,046	160,288	165,112	174,107	181,148	187,771
Miscellaneous wholesaler-distributors	59,463	61,176	64,761	69,395	74,606	77,659	84,158
Wholesale electronic markets, and agents and brokers	26,634	26,883	27,891	29,108	30,385	31,061	32,554
<b>Retail trade</b>	<b>1,342,946</b>	<b>1,335,003</b>	<b>1,368,165</b>	<b>1,361,533</b>	<b>1,396,640</b>	<b>1,399,583</b>	<b>1,411,692</b>
Motor vehicle and parts dealers	133,300	129,361	136,639	138,190	144,627	149,498	148,758
Furniture and home furnishings stores	45,544	47,345	45,873	44,249	46,751	49,731	52,122
Electronics and appliance stores	43,828	43,875	46,319	47,811	49,173	49,845	51,539
Building material, and garden equipment and supplies dealers	55,022	54,099	56,327	56,373	59,502	60,302	62,211
Food and beverage stores	327,764	337,591	352,807	349,419	356,810	361,556	368,053
Health and personal care stores	108,697	108,790	113,518	111,212	113,541	113,674	114,005
Gasoline stations	99,321	95,433	87,889	83,227	77,259	73,782	74,881
Clothing and clothing accessories stores	149,646	153,275	158,436	162,489	166,904	159,449	158,229
Sporting goods, hobby, book and music stores	62,125	61,254	62,936	62,831	65,335	65,486	66,700
General merchandise stores	220,637	210,541	212,064	209,386	216,462	215,399	211,153
Miscellaneous store retailers	63,413	61,520	63,457	63,683	66,728	67,432	69,566
Non-store retailers	33,649	31,920	31,900	32,662	33,550	33,430	34,475

Source: Statistics Canada, CANSIM table 281-0024.

2000	2001	2002	2003	2004	2005	2006	2007	2008
				number				
<b>711,565</b>	<b>721,924</b>	<b>722,403</b>	<b>735,691</b>	<b>731,034</b>	<b>727,592</b>	<b>739,015</b>	<b>757,881</b>	<b>758,352</b>
13,362	12,965	12,540	11,779	11,136	10,228	9,969	9,901	10,302
11,935	12,873	13,098	12,506	12,377	12,243	12,664	14,017	13,792
92,172	94,049	99,939	107,333	106,383	104,409	100,426	102,648	102,388
91,209	93,954	98,405	101,816	101,574	101,424	104,222	106,022	106,040
64,873	64,298	63,126	63,985	64,114	63,230	63,695	64,845	63,224
118,911	117,368	110,729	111,231	113,083	113,475	118,052	120,505	121,601
196,659	195,937	191,838	194,300	190,588	191,645	198,964	207,476	211,251
88,055	92,320	93,397	95,042	95,863	95,459	95,369	96,265	95,054
34,388	38,160	39,331	37,698	35,916	35,478	35,653	36,201	34,700
<b>1,441,022</b>	<b>1,515,965</b>	<b>1,583,324</b>	<b>1,652,488</b>	<b>1,682,775</b>	<b>1,719,798</b>	<b>1,767,437</b>	<b>1,835,502</b>	<b>1,894,459</b>
150,210	153,150	160,117	166,903	169,736	171,703	177,315	183,801	187,960
54,534	55,461	57,788	59,725	62,107	65,404	66,315	70,674	73,225
53,969	56,159	58,251	58,458	58,412	60,590	60,820	61,649	63,147
65,744	73,863	89,438	91,822	95,047	100,456	108,307	121,764	129,003
373,723	410,471	437,628	461,444	478,708	492,767	497,535	511,403	538,133
115,873	121,078	123,138	127,957	127,819	129,695	132,733	141,079	150,122
77,626	74,976	77,687	78,809	78,305	79,424	80,169	82,344	82,829
168,148	180,898	171,201	177,313	175,923	180,975	194,075	205,111	210,438
69,170	70,549	72,809	72,570	74,370	77,955	80,375	82,565	83,629
203,984	205,767	217,122	237,240	243,457	242,017	250,208	253,768	255,491
72,307	82,388	88,011	89,897	90,742	91,590	91,942	95,110	96,615
35,736	31,205	30,134	30,349	28,148	27,221	27,643	26,233	23,867

Table 26.2 Interprovincial trade, by province and territory, 2008

	All goods and services	Goods	Services
	\$ millions		
<b>Imports to provinces</b>	<b>325,083</b>	.	.
Newfoundland and Labrador	7,725	3,446	4,279
Prince Edward Island	2,407	1,221	1,186
Nova Scotia	12,389	6,410	5,979
New Brunswick	14,047	8,078	5,969
Quebec	65,800	35,595	30,205
Ontario	87,005	54,700	32,305
Manitoba	18,379	10,477	7,902
Saskatchewan	19,757	9,734	10,023
Alberta	51,395	26,581	24,814
British Columbia	41,757	21,198	20,559
Yukon	931	405	526
Northwest Territories	2,214	1,008	1,206
Nunavut	1,088	514	574
Outside Canada	190	134	56
<b>Exports from provinces</b>	<b>325,083</b>	.	.
Newfoundland and Labrador	10,549	9,427	1,122
Prince Edward Island	1,079	603	476
Nova Scotia	7,727	4,703	3,024
New Brunswick	10,163	7,297	2,866
Quebec	60,790	36,258	24,532
Ontario	113,003	47,467	65,536
Manitoba	14,988	7,608	7,380
Saskatchewan	16,034	12,021	4,013
Alberta	58,436	39,724	18,712
British Columbia	30,568	13,552	17,016
Yukon	273	103	170
Northwest Territories	1,316	733	583
Nunavut	149	6	143
Outside Canada	10	0	10

**Note:** Expenditure-based gross domestic product.

**Source:** Statistics Canada, CANSIM table 384-0002.

**Table 26.3 Wholesale trade, sales by trade group, 2004 to 2008**

	2004	2005	2006	2007	2008
	\$ millions				
<b>All trade groups</b>	<b>442,880.3</b>	<b>467,469.9</b>	<b>490,504.3</b>	<b>517,087.6</b>	<b>532,487.1</b>
Farm products	5,179.8	5,719.7	5,382.4	5,726.3	5,554.5
Food products	73,668.8	75,069.1	76,955.4	81,341.3	84,384.9
Alcohol and tobacco	7,555.2	7,398.9	8,292.1	9,042.6	9,572.2
Apparel	8,733.0	9,006.1	9,004.4	9,443.4	9,818.0
Home and personal products	27,773.5	30,024.0	30,464.3	32,559.7	32,495.3
Pharmaceuticals	28,624.0	30,285.4	31,945.1	34,516.9	38,125.0
Motor vehicles	72,632.7	73,251.8	75,370.0	76,801.4	66,367.0
Motor vehicle parts and accessories	17,431.0	17,961.5	18,599.5	18,871.9	19,191.7
Building supplies	35,605.3	39,687.1	43,001.3	46,333.1	46,664.4
Metal products	14,883.2	16,072.5	17,840.7	17,825.0	19,396.9
Lumber and millwork	13,832.8	13,762.0	13,273.2	12,040.1	10,542.3
Machinery and equipment	40,030.6	46,488.4	51,187.1	54,174.5	59,800.1
Computers and other electronic equipment	26,432.7	27,812.2	29,760.3	31,179.4	32,730.9
Office and professional equipment	19,112.7	20,725.9	22,552.4	24,037.9	24,595.2
Other products	51,385.0	54,205.2	56,876.1	63,194.0	73,248.8

**Note:** North American Industry Classification System (NAICS), 2002.

**Source:** Statistics Canada, CANSIM table 081-0007.

**Table 26.4 Wholesale trade, sales by province and territory, 2004 to 2008**

	2004	2005	2006	2007	2008
	\$ millions				
<b>Canada</b>	<b>442,880.3</b>	<b>467,469.9</b>	<b>490,504.3</b>	<b>517,087.6</b>	<b>532,487.1</b>
Newfoundland and Labrador	2,285.0	2,405.2	2,569.0	2,855.8	3,177.4
Prince Edward Island	592.2	544.5	448.4	477.1	475.1
Nova Scotia	6,456.4	6,642.1	6,588.5	6,759.6	7,106.5
New Brunswick	4,683.5	4,838.1	4,861.2	5,115.4	5,353.8
Quebec	84,488.2	89,192.5	91,462.1	96,410.3	100,010.0
Ontario	235,402.6	242,633.6	251,523.7	261,476.0	259,947.0
Manitoba	10,058.7	10,765.4	11,785.6	13,361.6	13,668.9
Saskatchewan	11,039.0	12,073.0	12,322.2	14,453.3	20,372.2
Alberta	44,965.6	52,266.0	58,976.9	61,939.4	68,663.7
British Columbia	42,364.8	45,447.4	49,293.5	53,390.7	52,856.6
Yukon	77.7	91.9	118.4	140.1	146.1
Northwest Territories	439.7	544.9	531.7	657.4	638.6
Nunavut	27.0	25.3	23.1	50.9	71.3

**Source:** Statistics Canada, CANSIM table 081-0007.

Table 26.5 Retail store sales, by selected commodities, 2004 to 2008

	2004	2005	2006	2007	2008
	\$ millions				
<b>Total commodities</b>	<b>347,704.0</b>	<b>367,182.5</b>	<b>390,553.4</b>	<b>413,145.8</b>	<b>426,560.8</b>
Food <sup>1</sup>	56,652.2	59,473.3	62,401.4	65,309.0	69,095.0
Non-alcoholic beverages	4,487.7	4,652.7	4,998.0	5,285.4	5,535.2
Alcoholic beverages	15,728.7	16,323.7	17,161.4	18,328.9	18,906.5
Personal care, health and beauty products (non-electric) <sup>2</sup>	9,136.4	9,348.3	9,842.6	10,330.5	10,566.5
Eyewear, prescription and non-prescription	1,299.1	1,327.2	1,432.3	1,522.4	1,539.5
Drugs, <sup>3</sup> vitamins and other health supplements	18,847.7	19,865.2	21,707.6	23,877.2	25,007.7
Luggage and jewellery	2,923.0	2,965.5	3,272.6	3,438.3	3,528.8
Clothing and accessories	22,193.5	23,034.0	24,488.7	25,434.0	25,670.9
Footwear	4,089.5	4,415.3	4,756.7	4,973.2	5,025.5
Furniture (indoor), household appliances and electronics	23,216.4	24,370.2	26,261.8	27,894.3	29,342.7
Home furnishings	8,388.7	8,831.8	9,658.6	10,671.3	10,551.7
New automotive vehicles	42,135.9	44,224.7	46,279.2	47,700.6	44,495.7
Used automotive vehicles	18,939.5	19,171.8	20,187.3	21,550.0	20,662.1
Automotive parts and accessories, labour receipts and rental receipts	15,524.0	16,722.0	17,753.5	18,096.0	19,306.6
Automotive fuels	28,204.5	33,428.9	36,406.6	40,849.9	47,495.3
Automotive oils and additives	811.9	856.6	961.2	989.4	1,036.0
Tableware, kitchenware, cookware and bakeware	1,748.9	1,805.3	1,950.4	1,996.2	2,056.9
Household cleaning supplies, chemicals and paper products	3,464.7	3,563.9	3,667.6	3,767.9	3,858.6
Other household supplies	2,073.4	2,110.7	2,171.6	2,091.2	1,959.5
Hardware and home renovation products	18,369.6	19,638.9	21,479.6	22,708.6	23,389.8
Lawn and garden products, equipment and plants	4,819.4	5,166.7	5,708.8	6,049.0	6,155.1
Sporting goods	3,844.8	3,958.8	4,104.3	4,329.3	4,285.8
Toys, games and hobby supplies <sup>4</sup>	2,642.7	2,797.0	3,188.5	3,757.2	4,116.1
Fabrics, yarns, sewing supplies and notions	740.7	682.5	662.8	669.8	608.3
Craft and artists' supplies	382.9	377.4	416.6	420.1	440.2
Prerecorded media <sup>5</sup>	1,940.9	2,068.7	1,986.1	1,909.1	1,904.3
Books, newspapers and other periodicals	2,740.4	2,863.1	2,946.8	2,985.3	2,944.2
Musical instruments, parts, accessories and supplies	502.3	499.4	453.8	453.3	460.9
Recreational vehicles	5,826.7	6,114.3	6,664.6	7,141.7	7,224.4
Pet food, supplies and accessories	1,767.7	1,947.4	2,120.2	2,250.0	2,559.7
Tobacco products and supplies	8,844.3	8,540.0	8,286.7	8,132.1	8,001.8
Giftware, novelties and souvenirs	1,297.7	1,200.6	1,329.8	1,312.4	1,378.4
Stationery, office supplies, cards, gift wrap and party supplies	3,329.9	3,534.0	3,674.8	3,752.9	3,783.8
Used and second-hand merchandise and antiques	1,394.3	1,471.6	1,636.4	1,794.7	1,765.0
Meals and lunches	889.1	927.8	1,049.6	1,134.4	1,220.1

1. Excludes pet food, meals and lunches.

2. Includes home health care sick room equipment and supplies.

3. Includes both prescription and over-the-counter drugs.

4. Includes electronic games.

5. Includes compact discs (CDs), digital video discs (DVDs) and video and audio tapes (excluding rentals).

Source: Statistics Canada, CANSIM table 080-0018.



Table 26.6 Retail sales by trade group, 2004 to 2008

	2004	2005	2006	2007	2008
	\$ millions				
<b>All trade groups</b>	<b>346,721.5</b>	<b>366,170.7</b>	<b>389,485.1</b>	<b>412,037.3</b>	<b>426,033.7</b>
New car dealers	68,141.1	71,515.6	74,531.3	76,884.4	73,402.0
Used and recreational motor vehicle and parts dealers	14,559.2	15,301.4	17,286.5	18,673.8	19,412.4
Gasoline stations	33,363.8	38,356.8	41,753.3	46,387.6	53,156.8
Furniture stores	8,506.5	8,914.4	9,558.0	10,052.5	10,199.4
Home furnishings stores	4,438.9	4,686.3	5,337.6	5,990.9	6,066.8
Computer and software stores	1,581.8	1,557.5	1,502.1	1,421.3	1,397.3
Home electronics and appliance stores	9,443.1	10,164.8	11,146.2	12,305.9	13,322.1
Home centres and hardware stores	16,597.8	18,220.7	20,121.3	21,412.7	22,124.7
Specialized building materials and garden stores	4,372.8	4,340.4	4,640.9	5,057.1	5,057.1
Supermarkets	59,760.9	62,196.3	63,764.7	65,842.5	68,579.0
Convenience and specialty food stores	8,806.9	9,128.6	9,324.6	9,885.0	10,116.9
Beer, wine and liquor stores	13,789.8	14,343.9	15,095.1	16,140.0	16,875.6
Pharmacies and personal care stores	22,769.3	23,642.7	26,055.0	28,249.4	29,185.6
Clothing stores	15,311.6	16,069.3	17,226.6	18,247.5	18,385.4
Shoe, clothing accessory and jewellery stores	4,876.8	4,981.3	5,399.6	5,606.5	5,602.5
General merchandise stores	42,123.7	43,758.4	46,497.7	48,590.8	51,399.7
Sporting goods, hobby, book and music stores	8,831.4	9,379.3	9,994.3	10,553.9	10,790.7
Miscellaneous store retailers <sup>1</sup>	9,446.1	9,613.1	10,250.3	10,735.4	10,959.9

**Note:** North American Industry Classification System (NAICS), 2002.

1. Includes florists; office supply and stationery stores; gift, novelty and souvenir stores; used merchandise stores; pet and pet supply stores; art dealers; mobile home dealers; and all other miscellaneous store retailers.

**Source:** Statistics Canada, CANSIM table 080-0014.

Table 26.7 Retail sales, by province and territory, 2004 to 2008

	2004	2005	2006	2007	2008
	\$ millions				
<b>Canada</b>	<b>346,721.5</b>	<b>366,170.7</b>	<b>389,485.1</b>	<b>412,037.3</b>	<b>426,033.7</b>
Newfoundland and Labrador	5,755.5	5,825.9	6,026.1	6,566.7	7,062.7
Prince Edward Island	1,384.7	1,423.9	1,512.2	1,628.9	1,720.6
Nova Scotia	10,296.5	10,526.9	11,162.5	11,636.1	12,129.3
New Brunswick	7,962.7	8,326.1	8,813.7	9,318.4	9,872.3
Quebec	78,517.9	82,532.5	86,708.9	90,663.3	95,321.2
Ontario	129,085.8	135,320.6	140,807.8	146,252.3	151,375.5
Manitoba	11,691.6	12,381.3	12,869.6	14,008.0	15,016.9
Saskatchewan	10,259.4	10,796.1	11,494.8	12,984.0	14,359.6
Alberta	43,371.6	48,493.0	55,941.8	61,159.8	61,069.2
British Columbia	47,216.6	49,286.3	52,837.1	56,365.4	56,562.4
Yukon	414.0	433.9	451.3	500.3	530.0
Northwest Territories	532.1	574.8	599.5	679.1	707.7
Nunavut	233.2	249.2	259.8	275.0	306.5

Source: Statistics Canada, CANSIM table 080-0014.

Table 26.8 Non-store retailers, financial estimates, by trade group, 2007

	All non-store retailers	Electronic shopping and mail-order houses	Vending machine operators and coffee service operators	Fuel dealers	Other direct selling establishments
	\$ millions				
Total operating revenue	<b>13,029.4</b>	4,056.8	631.1	6,684.9	1,656.7
Sales of goods for resale	<b>12,364.9</b>	3,834.8	600.7	6,582.1	1,347.4 <sup>E</sup>
Opening inventory	<b>600.5</b>	352.7	31.1	103.7	113.0
Purchases	<b>9,420.5</b>	2,651.2	299.1	5,691.1	779.2
Closing inventory	<b>868.0</b>	541.3	44.2	158.6	123.9
Cost of goods sold	<b>9,153.0</b>	2,462.6	286.0	5,636.1	768.3
Total operating expenses	<b>3,326.5</b>	1,436.8	313.5	825.9	750.3
Total labour remuneration	<b>1,121.0</b>	360.3	144.5	349.8	266.4

Note: North American Industry Classification System (NAICS), 2002.

Source: Statistics Canada, CANSIM table 080-0012.

Table 26.9 Retail trade, operating statistics, 2007

	Operating revenues	Operating expenses	Cost of goods sold	Gross margin
	\$ millions			%
<b>All trade groups</b>	<b>438,348.7</b>	<b>95,435.5</b>	<b>320,117.9</b>	<b>27.0</b>
New car dealers	82,614.8	9,911.4	70,734.0	14.4
Used and recreational motor vehicle and parts dealers	22,120.0	4,736.7	16,607.9	24.9
Furniture stores	10,491.7	3,598.1	6,298.7	40.0
Home furnishings stores	6,314.2	2,379.1	3,594.4	43.1
Computer and software stores	2,176.9	554.0	1,570.4	27.9
Home electronics and appliance stores	13,469.9	3,245.1	9,486.6	29.6
Home centres and hardware stores	20,819.6	5,240.0	14,330.1	31.2
Specialized building materials and garden stores	6,090.2	1,956.2	3,881.5	36.3
Supermarkets	68,878.1	15,638.2	51,665.8	25.0
Convenience and specialty food stores	14,174.6	3,280.6	10,419.1	26.5
Beer, wine and liquor stores	15,986.1	2,449.7	8,818.7	44.8
Pharmacies and personal care stores	28,606.4	7,875.0	19,593.4	31.5
Gasoline stations	47,634.0	4,907.6	39,894.5	16.2
Clothing stores	18,821.7	7,775.4	9,357.0	50.3
Shoe, accessory and jewellery stores	6,056.9	2,470.9	3,026.5	50.0
Sporting goods, hobby, book and music stores	11,435.3	3,744.7	7,098.6	37.9
Department stores and other general merchandise stores	50,531.9	11,292.3	36,492.7	27.8
Miscellaneous store retailers	12,126.6	4,380.7	7,248.1	40.2

**Notes:** Gross margin is obtained by subtracting the cost of goods sold from the total operating revenues. The ratio is expressed as a percentage of the total operating revenues. This measure is also known as the return on sales.  
North American Industry Classification System (NAICS), 2002.

**Source:** Statistics Canada, CANSIM, table 080-0011.

Table 26.10 Wholesale trade, operating statistics, 2007

	Operating revenues	Operating expenses	Cost of goods sold	Gross margin
	\$ millions			%
<b>All trade groups</b>	<b>694,905.5</b>	<b>97,452.6</b>	<b>567,633.8</b>	<b>18.3</b>
Farm products	20,600.8	1,486.9	18,239.8	11.5
Petroleum products	132,014.4	3,247.4	125,396.9	5.0
Food products	84,515.7	11,556.8	68,972.3	18.4
Alcohol and tobacco products	8,946.1	1,344.8	7,221.8	19.3
Apparel	9,703.6	2,929.0	6,029.4	37.9
Household and personal goods	34,739.3	8,837.1	24,095.0	30.6
Pharmaceutical products	36,444.4	6,055.9	29,635.5	18.7
Motor vehicles	76,535.2	6,011.7	69,575.6	9.1
Motor vehicle parts and accessories	19,980.7	3,811.7	14,737.9	26.2
Building supplies	52,541.2	10,661.3	38,502.5	26.7
Metal products	18,277.4	2,277.4	15,116.0	17.3
Lumber and millwork	13,531.9	1,564.2	11,367.0	16.0
Machinery and equipment	53,270.5	10,830.6	39,458.6	25.9
Computers and other electronics	33,515.2	5,883.4	26,177.0	21.9
Office and professional equipment	24,195.8	6,688.7	15,802.5	34.7
Other products	70,005.3	11,925.1	55,321.0	21.0
Agents and brokers	6,088.1	2,340.7	1,984.9	67.4

**Notes:** Gross margin is obtained by subtracting the cost of goods sold from the total operating revenues. The ratio is expressed as a percentage of the total operating revenues. This measure is also known as the return on sales.  
North American Industry Classification System (NAICS), 2002.

**Source:** Statistics Canada, CANSIM, table 081-0005.