



The Daily

Statistics Canada

Tuesday, January 21, 1997

For release at 8:30 a.m.

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- **Wholesale trade, November 1996** 2
Although sales were down slightly in November, 1996 has been a good year for wholesalers.
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MAJOR RELEASES

Wholesale trade

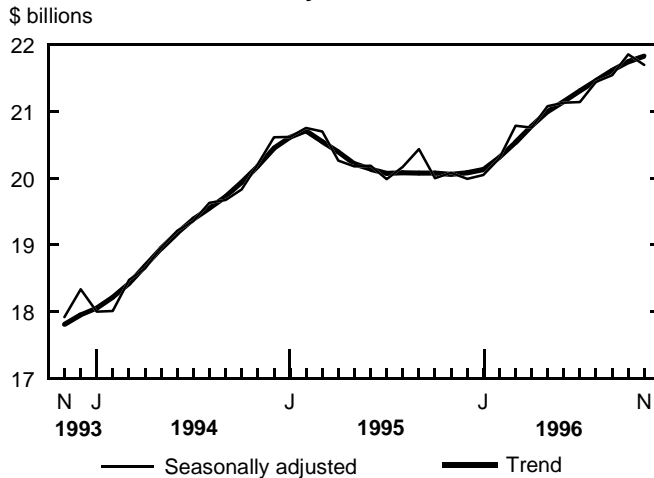
November 1996 (preliminary)

Although sales were down slightly in November, 1996 has been a good year for wholesalers.

Following a relatively stable 1995, sales grew steadily throughout 1996, though more slowly than in 1993 and 1994. Year-to-date sales were almost 4% higher than those in the corresponding period in 1995. In fact, sales by all trade groups were in better shape than they were at the same time last year.

Two of the 11 groups (beverage, drug and tobacco products, and farm machinery, equipment and supplies) and one province (Manitoba) have already surpassed the sales they recorded in 1995.

Sales by wholesalers continued to climb after a relatively stable 1995



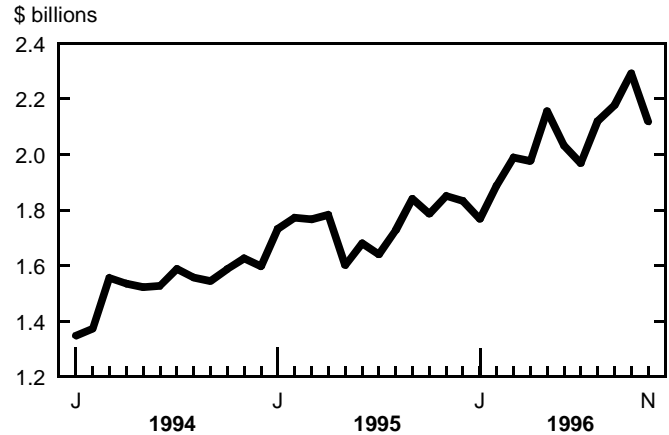
Slight pause in sales for wholesalers

Even though wholesalers' total sales were down slightly in November (-0.7%), sales have continued a generally upward movement since the beginning of 1996. Six of the 11 trade groups recorded lower sales in November compared with October. Sales by wholesalers totalled \$21.7 billion in November, an 8.0% increase over the same month in 1995.

In November 1996, the most pronounced decreases in dollar terms were recorded by wholesalers of computers, packaged software and other electronic equipment (-7.6%), and wholesalers of

metal, hardware, plumbing and heating equipment and supplies (-3.0%).

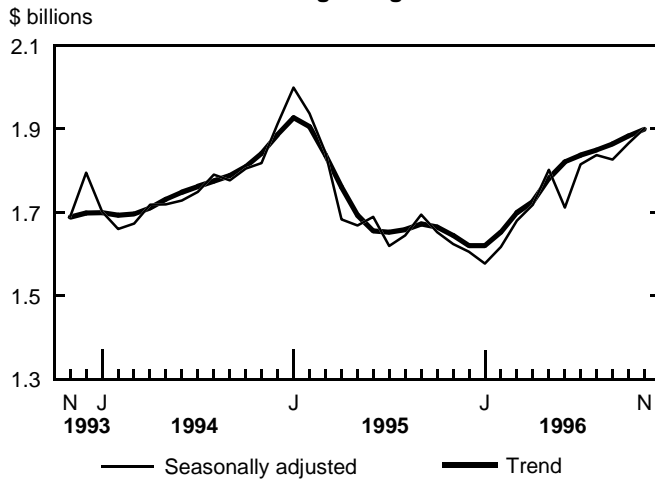
Sales of computers and electronic equipment are very volatile



The drop in sales of computers, packaged software and other electronic equipment followed three months of strong growth. Monthly sales in this trade group have been very volatile since the beginning of 1995, but have generally maintained an upward movement for almost two years. This trade group deals with products that are influenced greatly by innovation and improvement, such as computers, electronic alarm systems, telecommunication equipment (cellular phones) and electronic supplies (machines, parts and repairs). The introduction to the market of new products, combined with price variations, partly explains the fluctuations in sales experienced by this trade group.

The strongest sales increases in dollar terms were by wholesalers of other products (+2.5%) and wholesalers of lumber and building materials (+2.0%).

Sales of lumber and building materials rose 21% since the beginning of 1996



Sales by wholesalers of lumber and building materials rose for the second consecutive month, strongly encouraged by the November increase in housing starts. An increase in demand, associated

with a price increase, contributed to higher sales by wholesalers of Canadian lumber this month. Even though sales in this trade group have risen almost 21% since the beginning of the year, they have not surpassed the peak registered in January 1995.

Inventories rise slightly

In November, wholesalers saw their stocks rise 0.8%. At \$31.8 billion, inventories were at their highest level since the beginning of the year, but are still lower than the November and December 1995 levels. After several stable months at the beginning of 1996, the rate of increase began to resemble that observed throughout 1995; a slow but steady increase has been established since then.

Available on CANSIM: matrices 59, 61, 648 and 649.

The November 1996 issue of *Retail trade* (63-008-XPB, \$18/\$180) will be available shortly. See *How to order publications*.

For further information on this release, contact Catherine Mamay (613-951-9683) or Sylvie Ouellette (613-951-3552), Industry Division. □

Wholesale merchants' sales and inventories

	Nov. 1995	Aug. 1996 ^r	Sept. 1996 ^r	Oct. 1996 ^r	Nov. 1996 ^p	Oct. to Nov. 1996	Nov. 1995 to Nov. 1996
seasonally adjusted							
	\$ millions					% change	
Sales, all trade groups	20,080	21,443	21,545	21,857	21,695	-0.7	8.0
Food products	3,530	3,758	3,734	3,808	3,779	-0.8	7.1
Beverage, drug and tobacco products	1,241	1,296	1,318	1,338	1,298	-3.0	4.6
Apparel and dry goods	440	462	454	460	460	0.1	4.5
Household goods	612	668	671	681	677	-0.6	10.7
Motor vehicles, parts and accessories	2,155	2,247	2,364	2,415	2,383	-1.3	10.6
Metals, hardware, plumbing and heating equipment and supplies	1,611	1,680	1,652	1,704	1,653	-3.0	2.6
Lumber and building materials	1,624	1,837	1,826	1,865	1,901	2.0	17.1
Farm machinery, equipment and supplies	456	657	672	669	697	4.2	53.0
Industrial and other machinery, equipment and supplies	3,065	3,199	3,220	3,194	3,211	0.5	4.8
Computers, packaged software and other electronic machinery	1,851	2,120	2,178	2,292	2,118	-7.6	14.4
Other products	3,494	3,519	3,456	3,431	3,517	2.5	0.6
Newfoundland	183	183	186	183	182	-0.7	-0.8
Prince Edward Island	49	48	45	50	50	1.2	2.9
Nova Scotia	473	476	476	494	499	1.1	5.5
New Brunswick	284	298	307	305	305	-0.3	7.1
Quebec	4,448	4,663	4,588	4,747	4,674	-1.5	5.1
Ontario	8,799	9,338	9,497	9,489	9,471	-0.2	7.6
Manitoba	690	780	799	828	826	-0.2	19.8
Saskatchewan	638	713	709	719	728	1.3	14.1
Alberta	1,857	2,086	2,103	2,120	2,078	-2.0	11.9
British Columbia	2,633	2,834	2,812	2,899	2,860	-1.3	8.6
Yukon	10	11	12	11	11	-5.2	10.1
Northwest Territories	15	13	13	12	12	-1.6	-16.9
Inventories, all trade groups	31,880	31,449	31,576	31,548	31,790	0.8	-0.3
Food products	2,350	2,390	2,433	2,415	2,455	1.7	4.4
Beverage, drug and tobacco products	1,476	1,613	1,598	1,622	1,613	-0.5	9.3
Apparel and dry goods	1,044	1,043	1,021	1,029	1,032	0.3	-1.2
Household goods	1,515	1,460	1,457	1,425	1,404	-1.4	-7.3
Motor vehicles, parts and accessories	4,252	3,887	3,913	3,870	3,830	-1.0	-9.9
Metals, hardware, plumbing and heating equipment and supplies	2,880	2,660	2,674	2,703	2,659	-1.6	-7.7
Lumber and building materials	3,183	3,078	3,043	3,012	3,123	3.7	-1.9
Farm machinery, equipment and supplies	1,598	1,580	1,600	1,621	1,685	4.0	5.5
Industrial and other machinery, equipment and supplies	7,019	7,015	7,101	7,089	7,178	1.2	2.3
Computers, packaged software and other electronic machinery	1,868	1,898	1,944	1,960	2,021	3.1	8.2
Other products	4,694	4,825	4,792	4,803	4,791	-0.3	2.1

^r Revised figures.

^p Preliminary figures.

OTHER RELEASES

Sales of natural gas

November 1996 (preliminary)

Natural gas sales totalled 6 800 114 thousand cubic metres in November, up 11.3% from November 1995. Unusually cold weather throughout most of the country resulted in sharply higher sales to the residential and commercial sectors (both +11.9%). The 10.8% gain in sales to the industrial sector (including direct sales) was due to higher demand for natural gas by electric utilities and the chemical industry.

Year-to-date sales to the end of November were up 6.1% from the same period in 1995. Sales to the residential (+12.4%) and commercial (+9.8%) sectors increased, largely due to the unseasonably cold weather in 1996. Sales to the industrial sector (including direct sales) posted a 2.4% increase from the same period last year.

Sales of natural gas

	Nov. 1996 ^P	Nov. 1995	Nov. 1995 to Nov. 1996
	'000 cubic metres		% change
Natural gas sales	6 800 114	6 109 167	11.3
Residential	1 889 433	1 688 299	11.9
Commercial	1 355 985	1 211 815	11.9
Industrial	2 321 409	2 125 230	10.8
Direct	1 233 287	1 083 823	

	Jan. to Nov. 1996 ^P	Jan. to Nov. 1995	Jan.-Nov. 1995 to Jan.-Nov. 1996
	'000 cubic metres		% change
Natural gas sales	59 327 415	55 905 158	6.1
Residential	15 001 598	13 348 361	12.4
Commercial	10 803 447	9 836 037	9.8
Industrial	22 189 879	22 225 269	2.4
Direct	11 332 491	10 495 491	

^P Preliminary figures.

Available on CANSIM: matrices 1052-1055.

The November 1996 issue of *Gas utilities* (55-002-XPB, \$14/\$140) will be available in February. See *How to order publications*.

For further information on this release, contact Gary Smalldridge (613-951-3567; Internet: smalldry@statcan.ca), Energy Section, Industry Division. ■

Farm families' total income

1994

Farm families earned an average \$53,274 in 1994, up 3.6% from 1993. Their average income advanced at a faster pace in 1994 largely because of an increase in all sources of off-farm income except investment income, which declined moderately.

The overall increase resulted from a 6.1% gain in off-farm income, which more than offset a 1.5% decrease in average net operating income before depreciation.

Farm families in Prince Edward Island posted the highest average income and took the lead over Alberta and British Columbia farm families.

These estimates refer to the income of families (husband-wife, common-law and lone-parents) involved in a single unincorporated farm with a gross operating revenue of \$10,000 or more in 1993.

Sources of total income

	1993	1994	1993 to 1994 % change
	\$		
Off-farm employment income	22,751	23,931	5.2
Wages and salaries	21,032	22,107	5.1
Net non-farm self-employment	1,720	1,825	6.1
Investment income	4,450	4,171	-6.3
Pension income	3,673	4,078	11.0
Other off-farm income	3,384	4,170	23.2
Total off-farm income	34,258	36,350	6.1
Net farm operating income	17,181	16,924	-1.5
Total income	51,440	53,274	3.6

For further information on this release, contact Paul Spooner (613-951-5027), Agriculture Division. ■

Railway carloadings

Seven-day period ending January 7, 1997

Carloadings of freight (excluding intermodal traffic) during the seven-day period ending January 7 decreased 14.7% to 3.0 million tonnes from the same period of 1996. The number of cars loaded decreased 14.0%.

PUBLICATIONS RELEASED

Shipping in Canada, 1995

Catalogue number 54-205-XPB

(Canada: \$50; United States: US\$60; other countries: US\$70).

Building permits, November 1996, paper version

Catalogue number 64-001-XPB

(Canada: \$24/\$240; United States: US\$29/US\$288; other countries: US\$34/US\$336).

Building permits, November 1996, microfiche version

Catalogue number 64-001-XMB

(Canada: \$25/\$135; United States: US\$30/US\$162; other countries: US\$35/US\$189).

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The Daily
Statistics Canada

Tuesday, June 28, 1994
For releases at 8:30 a.m.

MAJOR RELEASES

- **Economic dependency profiles, 1992** 2
Canadians who filed tax returns for the 1992 tax year received an average \$55.40 in transfer payments for every \$100 of employment income. This was an increase of almost 10% from 1991 in the rate of transfer payments to employment income.
- **Monthly survey of manufacturing, April 1994** 6
After two months of lackluster performance, the value of manufacturers' shipments grew to \$27.7 billion, up 1.7% in April after a 2.1% surge in March. The backlog of unfilled orders has increased by \$2.2 billion in the latest five months.
- **Industrial product price index, May 1994** 8
Driven by higher prices for processed raw materials, the year-over-year change in prices for manufacturers' goods jumped to +4.0% in May, the highest rate among members of the G7.
- **Raw materials price index, May 1994** 12
The index rose 3.2% in May. Crude oil prices climbed up 10.9% and were the major contributor to the change.

DATA AVAILABILITY ANNOUNCEMENTS

- Sales of refined petroleum products, May 1994 13
- Coal and coke shipments, April 1994 13
- Electric power statistics, April 1994 14
- Cigarette production, May 1994 14
- Process cheese and instant skim milk powder, May 1994 14
- Business services, 1993-1991 14

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Statistics Canada

Statistics Canada's official release bulletin

Catalogue 11-001E.

Published each working day by the Communications Division, Statistics Canada, 10-H, R.H. Coats Bldg., Tunney's Pasture, Ottawa, Ontario K1A 0T6.

To receive *The Daily* from the Internet, send an E-mail message to listproc@statcan.ca. Leave the subject line blank. In the body of the message, type "subscribe daily firstname lastname".

Editor: Anne Beutler (613-951-1103)

Head of Official Release: Andrée Hébert (613-951-1088)

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