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SALES OF

FARM IMPLEMENTS AND EQUIPMENT

IN

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CENSUS OF MERCHANDISING AND SERVICE ESTABLISHMENTS

Sales of Farm Implements and Equipment in Canada, 1940

An increase of 40 per cent in dollar sales of farm implements and equipment in Canada in 1940 compared with 1939 is revealed in a report issued by the Dominion Bureau of Statistics and based upon figures submitted by Canadian manufacturers, by distributors of goods imported from other countries and by mail-order houses. Domestic sales, mainly at wholesale prices to dealers, totalled $47,595,154 in 1940, an increase of more than $13,500,000 or 39.7 per cent over the $34,060,447 recorded for the preceding year. These figures relate to the sale of new equipment and machinery only and are exclusive of parts, binder twine or motor trucks. About 43 per cent of the total gain in dollar volume represents increased sales of tractors, 21,444 tractors selling for $20,632,549 in 1940, up 60 per cent in number and 40 per cent in value from the 13,402 units which sold for $14,769,357 in 1939.

While all regions of the country shared in the improvement, the increase in Saskatchewan was outstanding, dollar sales in that province reaching $15,052,306 in 1940, up 80 per cent from 1939. This increase follows a marked gain in the cash income from the sale of farm products in Saskatchewan in 1939, calculated at $154,200,000 for that year, and 71 per cent above the 1939 figure. Increases in farm implement sales in the other two Prairie Provinces were much lower, percentage gains over 1939 standing at 16 per cent for Manitoba and 14 per cent for Alberta. Increases of 34 per cent and 37 per cent were recorded in the Maritime Provinces and Quebec respectively while sales in Ontario gained 42 per cent. Although the volume of business transacted in British Columbia is not large compared with other sections of the country, a marked increase was recorded in this province, sales of $712,643 in 1940 exceeding by 78 per cent the amount of business transacted in 1939. The following table shows the dollar sales by provinces for 1939 and 1940, the percentage change in sales between the two years and the proportion which sales in each province formed of the Dominion totals.

Table 1.--Provincial Distribution of Farm Implement and Equipment Sales, 1939 and 1940

Province	1939		1940		
	Amount	% of Canada Total	Amount	% of Canada Total	% Change
CANADA	34,060,447	100.0	47,595,154	100.0	+ 39.7
Maritimes	1,083,168	3.2	1,451,111	3.0	+ 34.0
Quebec	2,587,063	7.6	3,551,475	7.5	+ 37.3
Ontario	7,619,798	22.4	10,795,578	22.7	+ 41.7
Manitoba	4,773,413	14.0	5,531,261	11.6	+ 15.9
Saskatchewan	8,379,797	24.6	15,052,306	31.6	+ 79.6
Alberta	9,217,459	27.0	10,500,780	22.1	+ 13.9
British Columbia ...	399,749	1.2	712,643	1.5	+ 78.3

NOTE:--In a number of instances, figures for 1939 have been changed from those shown in the report for that year to allow for revisions in data supplied by individual firms.

Dollar sales of planting and seeding machinery increased by 67 per cent from $1,357,739 in 1939 to $2,270,583 in 1940. There were 6,450 grain drills sold for $1,520,287 in 1940, up 73 per cent in number and 87 per cent in value from the preceding year. Included in these totals are 717 press drills and 5,733 regular type drills, the percentage increase over 1939 for the former type standing at 101 per cent and that for the latter type at 70 per cent.

Sales of the tillage machinery group increased 46 per cent in dollar value in the year under review, gains over 1939 being recorded for all types excepting rod weeders, stalk cutters and horse drawn plows which averaged lower. There were 32,204 plows of all types sold for $4,079,078 in Canada last year, up 34 per cent in number and 60 per cent in value over the 24,108 plows which sold for $2,556,477 in 1939. Of horse-drawn mouldboard plows there were 12,804 sold for $385,028 in 1940, down 3 per cent in number but up 1 per cent in value from the preceding year. Tractor-drawn mouldboard plows increased 124 per cent in number from 1939, 10,537 such plows being sold for $1,335,460 in the year under review. There were 1,833 disc plows sold in 1940, of which 564 were horse-drawn and 1,269 were tractor-drawn, the former type declining by 3 per cent from 1939 while the latter type was up by 72 per cent. Sales of one-way disc plows or tiller combines increased 49 per cent in number over 1939, 6,336 units of this type selling for $1,895,601 in 1940.

Increases over 1939 were general for all branches of the haying machinery group, dollar sales for the group as a whole increasing by 37 per cent from $1,096,735 in 1939 to $1,497,779 in 1940. Hay mowers and dump rakes form the two most important classes in this grouping. There were 9,005 mowers sold for $919,296 in 1940, up 30 per cent in number and 34 per cent in value over the preceding year. Dump rake sales in 1940 numbered 5,172 and were valued at $264,568, up 19 per cent and 23 per cent in point of view of number and value respectively over 1939.

Continuation of the marked increase in combine sales noted in earlier years and a resultant decline in grain binder and stationary thresher sales forms the most outstanding feature in the harvesting machinery group. There were 5,069 combines sold in Canada last year for $6,096,622, up 91 per cent in number and 108 per cent in value over the 2,648 units which sold for $2,932,312 in 1939. On the other hand, the number of grain binders sold declined by 4 per cent, 7,552 binders selling for $2,148,134 last year. Opposite trends are noted for horse-drawn and tractor-drawn binders. There were 6,459 units of the former type sold in 1940, down 5 per cent from 1939, while an increase of 4 per cent in the latter type brought the number of tractor-drawn binder sales to 1,093. Sales of stationary threshers numbered 920 in 1940 and were valued at $1,157,431, down 16 per cent in number and 12 per cent in value from the preceding year.

The decline in cream separator sales which took place between 1938 and 1939 was continued last year. There were 24,317 cream separators sold for $1,372,311 in 1940, down 3 per cent in both number and value from the preceding year.

Data were also secured covering domestic sales of a miscellaneous group of farm equipment and supplies. In the main, these cover only those made by manufacturers and distributors of the heavier types of farm machinery and equipment. In some instances these items are sold by manufacturers belonging to other industries and not coming within the scope of this survey. For this reason the figures shown in this bulletin for some items in the miscellaneous group do not cover the total domestic sales of these commodities.

While both unit and value figures are shown, the reader is cautioned against using these data for obtaining changes in average prices for the various items over the two-year period. Any such apparent changes from averages thus derived may be due to shifts in demand from one price range to another rather than to any change in the price of identical items in the two years.

Table 2.--Summary of Farm Implement and Equipment Sales in Canada, 1939 and 1940

(Number of Units and Value of Sales at Wholesale Prices, by Main Types)

Type	1939		1940			
	No. of Units	Value	No. of Units	Per cent Change	Value: Amount	Value: Per cent Change
		$			$	
All Types, Total	-	34,060,447	-	-	47,595,154	+ 39.7
All Types, Itemized Total	191,497	32,719,849	238,595	+ 24.6	45,306,431	+ 38.5
Planting and seeding machinery	7,673	1,357,739	11,753	+ 53.2	2,270,583	+ 67.2
Tillage machinery	65,161	4,346,495	82,739	+ 27.0	6,356,932	+ 46.3
Haying machinery	12,878	1,096,735	16,682	+ 29.5	1,497,779	+ 36.6
Harvesting machinery	13,830	6,776,385	15,916	+ 15.1	9,906,064	+ 46.2
Tractors and engines	16,956	15,412,028	25,664	+ 51.4	21,299,531	+ 38.2
All other types, itemized	74,999	3,730,467	85,841	+ 14.5	3,975,542	+ 6.6
All other types, not itemized	-	1,340,598	-	-	2,288,723	+ 70.7

Table 3.--Planting and Seeding Machinery Sold in Canada, by Types, 1939 and 1940

(Number of Units and Value of Sales at Wholesale Prices)

Type	1939		1940			
	No. of Units	Value	No. of Units	Per cent Change	Value: Amount	Value: Per cent Change
		$			$	
Planting and Seeding Machinery, Total	7,673	1,357,739	11,753	+ 53.2	2,270,583	+ 67.2
I. Corn planters and drills, total ..... (Includes one-horse, two-row and four-row or tractor type)	293	27,131	461	+ 57.3	44,369	+ 63.5
II. Grain drills, total	3,737	814,947	6,450	+ 72.6	1,520,287	+ 86.6
A. Press drills	357	83,575	717	+100.8	223,218	+167.1
B. Regular type	3,380	731,372	5,733	+ 69.6	1,297,069	+ 77.3
III. Potato planters	172	21,990	438	+154.7	55,842	+153.9
IV. Manure spreaders ..... (Horse- or tractor-drawn)	3,046	450,690	3,914	+ 28.5	595,554	+ 32.1
V. Fertilizer sowers	300	32,228	151	- 49.7	16,455	- 48.9
VI. Other planting and seeding machinery ..... (Includes turnip sowers, lime spreaders and sowers, and hand drills)	125	10,753	339	+171.2	38,076	+254.1

NOTE:--In a number of instances, figures for 1939 have been changed from those shown in the report for that year to allow for revisions in data supplied by individual firms.

Table 4.--Tillage Machinery Sold in Canada, by Types, 1939 and 1940

(Number of Units and Value of Sales at Wholesale Prices)

Type	1939		1940			
					Value	
	No. of Units	Value	No. of Units	Per cent change	Amount	Per cent change
		$			$	
Tillage Machinery, Total ...	65,161	4,346,495	82,739	+ 27.0	6,356,932	+ 46.3
I. Cultivators, total	13,986	777,711	17,341	+ 24.0	1,041,024	+ 33.9
A. One horse (including scufflers)	8,151	97,355	9,115	+ 11.8	113,770	+ 16.9
B. Corn cultivators, two-row	1,177	90,685	1,738	+ 47.7	143,067	+ 57.8
C. Field cultivators (including duplex)	3,952	548,576	4,934	+ 24.8	695,284	+ 26.7
D. All other types	706	41,095	1,554	+120.1	88,903	+116.3
II. Rod weeders, horse-or tractor-drawn	1,391	126,914	1,221	- 12.2	112,264	- 11.5
III. Stalk cutters	181	9,913	62	- 65.7	2,816	- 71.6
IV. Harrows, total	24,523	818,526	30,342	+ 23.7	1,039,317	+ 27.0
A. Spike tooth harrow sections (drag)	12,470	90,585	16,530	+ 32.6	121,005	+ 33.6
B. Spike tooth (horse- or tractor-drawn)	4,780	145,958	5,217	+ 9.1	164,967	+ 13.0
C. Disc harrows (all types).	7,273	581,983	8,595	+ 18.2	753,345	+ 29.4
V. Harrow carts	249	3,765	350	+ 40.6	5,050	+ 34.1
VI. Soil pulverizers	229	18,908	314	+ 37.1	24,406	+ 29.1
VII. Rollers and packers	494	34,281	905	+ 83.2	52,977	+ 54.5
VIII. Plows, grand total	24,108	2,556,477	32,204	+ 33.6	4,079,078	+ 59.6
A. Mouldboard plows, total (1) and (2)	17,965	1,034,315	23,341	+ 29.9	1,720,488	+ 66.3
(1) Horse-drawn, total ..	13,250	380,770	12,804	- 3.4	385,028	+ 1.1
a. Walking, single furrow	10,663	192,670	10,396	- 2.5	197,923	+ 2.7
b. Walking, two-furrow and larger.	1,413	72,983	1,286	- 9.0	71,873	- 1.5
c. Sulky, single furrow	472	27,796	364	- 22.9	22,431	- 19.3
d. Riding gang, double-furrow and larger	702	87,321	758	+ 8.0	92,801	+ 6.3
(2) Tractor-drawn, total (single-furrow and larger)	4,715	653,545	10,537	+123.5	1,335,460	+104.3
B. Disc plows, total (1) and (2)	1,319	243,263	1,833	+ 39.0	384,600	+ 58.1
(1) Horse-drawn, total ..	583	55,862	564	- 3.3	52,294	- 6.4
(2) Tractor-drawn, total.	736	187,401	1,269	+ 72.4	332,306	+ 77.3
C. Harrow plows, one-way disc plows or tiller combines.	4,242	1,216,007	6,336	+ 49.4	1,895,601	+ 55.9
D. Breaker plows	453	53,489	485	+ 7.1	67,574	+ 15.5
E. All other types, total (includes two-way)	129	4,403	209	+ 62.0	10,815	+145.6

NOTE:--In a number of instances, figures for 1939 have been changed from those shown in the report for that year to allow for revisions in data supplied by individual firms.

Table 5.--Haying Machinery Sold in Canada, by Types, 1939 and 1940

(Number of Units and Value of Sales at Wholesale Prices)

Type	1939		1940			
					Value	
	No. of Units	Value	No. of Units	Per cent Change	Amount	Per cent Change
		$			$	
Haying Machinery, Total	12,878	1,096,735	16,682	+ 29.5	1,497,779	+ 36.6
I. Mowers (horse or tractor-drawn)	6,941	688,120	9,005	+ 29.7	919,296	+ 33.6
II. Hayloaders	997	117,688	1,551	+ 55.6	190,142	+ 61.6
III. Side rakes and tedders	427	53,374	748	+ 75.2	92,996	+ 74.2
IV. Dump rakes	4,365	214,678	5,172	+ 18.5	264,568	+ 23.2
V. Hay presses	27	13,132	28	+ 3.7	15,514	+ 18.1
VI. Other haying machinery (includes hay tedders and sweep rakes)	121	9,743	178	+ 47.1	15,263	+ 56.7

Table 6.--Harvesting Machinery Sold in Canada, by Types, 1939 and 1940

(Number of Units and Value of Sales at Wholesale Prices)

		$			$	
Harvesting Machinery, Total ..	13,830	6,776,385	15,916	+ 15.1	9,906,064	+ 46.2
I. Grain binders, total	7,839	2,089,153	7,552	- 3.7	2,148,134	+ 2.8
A. Horse-drawn	6,790	1,708,884	6,459	- 4.9	1,740,526	+ 1.9
B. Tractor-drawn P.T.O.	1,049	380,269	1,093	+ 4.2	407,608	+ 7.2
II. Corn binders, total (horse or tractor-drawn)	564	122,514	394	- 30.1	89,500	- 26.9
III. Combines (reaper threshers) ..	2,648	2,932,312	5,069	+ 91.4	6,096,622	+107.9
IV. Swathers	513	197,116	618	+ 20.5	257,693	+ 30.7
V. Threshers (stationary)	1,096	1,308,893	920	- 16.1	1,157,431	- 11.6
VI. Other harvesting machinery (includes push harvesters and headers, reapers and pick-ups)	1,170	126,397	1,363	+ 16.5	156,684	+ 24.0

Table 7.--Tractors and Power Engines Sold in Canada, 1939 and 1940

(Number of Units and Value of Sales at Wholesale Prices)

		$			$	
Tractors and Engines, Total ..	16,956	15,412,028	25,664	+ 51.4	21,299,531	+ 38.2
I. Tractors, total	13,402	14,769,357	21,444	+ 60.0	20,632,549	+ 39.7
A. Wheel type	12,290	12,283,484	20,762	+ 68.9	18,900,978	+ 53.9
B. Crawler type	1,112	2,485,873	682	- 38.7	1,731,571	- 30.3
II. Power units	256	231,590	281	+ 9.8	266,099	+ 14.9
III. Engines (stationary)	3,298	411,081	3,939	+ 19.4	400,883	- 2.5

NOTE:--In a number of instances, figures for 1939 have been changed from those shown in the report for that year to allow for revisions in data supplied by individual firms.

Table 8.--Other Farm Equipment Sold in Canada, by Types, 1939 and 1940

(Number of Units and Value of Sales at Wholesale Prices)

Type	1939		1940			
					Value	
	No. of Units	Value	No. of Units	Per cent Change	Amount	Per cent Change
		$			$	
Other Farm Equipment, Total	-	5,071,065	-	-	6,264,265	+ 23.5
Other Farm Equipment, Itemized, Total	74,999	3,730,467	85,841	+ 14.5	3,975,542	+ 6.6
I. Cream separators, total ...	25,013	1,410,978	24,317	- 2.8	1,372,311	- 2.7
A. 300 lbs. capacity and under	4,574	116,723	4,031	- 11.9	119,926	+ 2.7
B. 301 lbs. capacity and over	20,439	1,294,255	20,286	- 0.7	1,252,385	- 3.2
II. Milking machines	678	135,552	1,190	+ 75.5	245,247	+ 80.9
III. Milk coolers	260	53,902	288	+ 10.8	63,615	+ 18.0
IV. Wagon boxes	966	33,744	659	- 31.8	24,036	- 28.8
V. Wagon gears	2,763	178,049	2,800	+ 1.3	187,033	+ 5.0
VI. Farm trucks	1,973	139,553	2,170	+ 10.0	161,803	+ 15.9
VII. Sleighs	1,569	87,198	1,896	+ 20.8	115,398	+ 32.3
VIII. Corn shellers	487	4,957	353	- 27.5	7,731	+ 56.0
IX. Ensilage cutters	472	137,281	328	- 30.5	94,462	- 31.2
X. Fanning mills	903	41,736	1,268	+ 40.4	77,329	+ 85.3
XI. Knife grinders (emery)	822	5,166	794	- 3.4	5,898	+ 14.2
XII. Hammer mills	693	96,812	1,121	+ 61.8	134,373	+ 38.8
XIII. Grain grinders, feed cutters, feed grinders, roughage mills	6,330	389,708	7,347	+ 16.1	451,250	+ 15.8
XIV. Potato diggers	428	53,546	667	+ 55.8	93,348	+ 74.3
XV. Potato sprayers	1,956	54,610	1,973	+ 0.9	43,817	- 19.8
XVI. Wheelbarrows	4,617	24,188	4,264	- 7.6	22,523	- 6.9
XVII. Windmills	971	68,922	908	- 6.5	65,305	- 5.2
XVIII. Pumps	22,285	626,513	31,578	+ 41.7	632,943	+ 1.0
XIX. Other farm equipment, (itemized)	1,813	188,052	1,920	+ 5.9	177,120	- 5.8
XX. All other equipment	-	1,340,598	-	-	2,288,723	+ 70.7

NOTE:--In a number of instances, figures for 1939 have been changed from those shown in the report for that year to allow for revisions in data supplied by individual firms.