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> DEPARTMENT OF TRADE AND COMMERCE DOMINION BUREAU OF STATISTICS INTERNAL TRADE BRANCH OTTAWA, CANADA

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#### CENSUS OF MERCHANDISING AND SERVICE ESTABLISHMENTS

#### Sales of Farm Implements and Equipment in Canada, 1941

Marked increases in farm implement sales in Quebec, Ontario and British Columbia in 1941 over 1940 were modified by a slight drop in Alberta and a more substantial reduction in Saskatchewan with the result that the total volume of farm implement business in Canada varied but little between the two years. Domestic sales, mainly at wholesale prices to dealers, totalled \$50,147,586 for 1941, up 5 per cent over the \$47,747,865 recorded for 1940 and 47 per cent above \$34,060,447 reported for 1939. These figures relate to the sale of new equipment and machinery only and are exclusive of the sale of parts, binder twine or motor trucks. The figures are based on reports received from Canadian manufacturers and by mail-order houses and other distributors of imported machinery.

The trend in sales between 1940 and 1941 varied widely for different parts of the country. Following a marked increase of 80 per cent between 1939 and 1940, sales in Saskatchewan fell off by 16 per cent from \$15,136,891 in 1940 to \$12,647,715 in 1941. Alberta sales declined by 4 per cent from \$10,549,851 in 1940 to \$10,125,688 in 1941, while all other provinces recorded increases. Quebec came first in point of view of percentage gain in dollar business with sales of \$5,038,626 in 1941, exceeding by 42 per cent the \$3,551,623 recorded for the preceding year. The gain in British Columbia was only slightly less at 40 per cent although in this instance the actual volume of business is relatively small amounting to \$1,009,391 in 1941. Ontario sales gained 25 per cent from \$10,797,674 in 1940 to \$13,484,311 in 1941. Sales amounting to \$1,645,420 in the Maritime Provinces were up 15 per cent from 1940, while Manitoba sales increased by 12 per cent from \$5,559,753 in 1940 to \$6,196,435 in 1941.

Table 1.--Provincial Distribution of Farm Implement and Equipment Sales
1940 and 1941

Province	194	0		1941		
	Amount Canada Amo		Amount	% of Canada Total	% Change	
CANADA	47,747,865	100.0	50,147,586	100.0	+ 5.0	
Maritimes Quebec Ontario Manitoba Saskatchewan Alberta British Columbia	1,429,793 3,551,623 10,797,674 5,559,753 15,136,891 10,549,851 722,280	3.0 7.4 22.6 11.6 31.7 22.2 1.5	1,645,420 5,038,626 13,484,311 6,196,435 12,647,715 10,125,688 1,009,391	3.3 10.0 26.9 12.4 25.2 20.2 2.0	+ 15.1 + 41.9 + 24.9 + 11.5 - 16.4 - 4.0 + 39.8	

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Sales of the tillage machinery group increased by 16 per cent from \$6,366,863 in 1940 to \$7,363,234 in 1941, with increases recorded for practically all types within this group. There were 19,021 cultivators of various types sold for \$1,245,640 in 1941, up 10 per cent in number and 20 per cent in value compared with the preceding year. Plow sales in 1941 numbered 35,534 and were valued at \$4,635,687, gains of 10 per cent in number and 14 per cent in value over 1940. There were 31,882 harrows sold for \$1,261,759 in 1941, up 6 per cent in number and 21 per cent in value over the preceding year.

Sales for the planting and seeding machinery group as a whole declined by 8 per cent in the year under review. Reductions in grain acreages and production together with marked increases in corn acreages and production are reflected in markedly different trends in sales for corn planters and grain drills. There were 701 corn planters or drills sold for \$68,163 in 1941, up 56 per cent in number and 64 per cent in value compared with the preceding year. On the other hand, grain drill sales for 1941 numbered 4,642 and were valued at \$1,094,099, down by 28 per cent in both number and value compared with 1940.

Increases over 1940 were recorded for all sections of the haying group, dollar sales for the group as a whole increasing by 23 per cent from \$1,497,223 in 1940 to \$1,838,335 in 1941. There were 10,554 mowers sold for \$1,111,633 in 1941, up 17 per cent in number and 21 per cent in value compared with 1940. Dump rakes form the second most important type in the haying group. There were 5,952 dump rakes sold for \$307,015 in 1941, up 15 per cent in number and 16 per cent in value compared with the preceding year.

Except for a gain in corn binder sales due to the increased corn production in 1941, declines below 1940 were general in the harvesting machinery group, with total dollar sales for the group as a whole standing at \$7,479,960, down 24 per cent from 1940. There were 5,553 grain binders sold for \$1,575,468 in 1941, down 27 per cent both in number and value from the preceding year. Corn binder sales increased in number from 394 in 1940 to 613 in 1941 with the corresponding values increasing from \$89,500 to \$154,230. Combine sales numbered 4,194 in 1941 and were valued at \$4,730,145, down 17 per cent and 22 per cent respectively in number and value from 1940.

There was no substantial change in tractor sales in 1941 from the earlier period. There were 21,118 tractors sold for \$21,771,832 in 1941, down 2 per cent in number and up 6 per cent in value compared with 1940. Sales for the tractor and power engine group as a whole were valued at \$22,680,493 in 1941, up 7 per cent over the dollar volume transacted in 1940.

In connection with this annual survey of the sale of farm implements data are also secured relating to the sale of a miscellaneous group of farm equipment and supplies. In the main, these figures cover only the sales made by manufacturers and distributors who also handle heavier types of equipment. In some instances these miscellaneous items are sold by manufacturers which do not manufacture heavier types of equipment and which do not come within the scope of this survey. For this reason the figures shown in this report for some items in the miscellaneous group do not cover the total domestic sales of these commodities.

Cream separators are included in the miscellaneous group and, although the figures for this item are not considered as complete as those for the heavier types of farm equipment, they are considered sufficiently accurate to give a fair indication of the trend. There were 32,184 cream separators reported sold for \$1,860,332 in 1941, up 26 per cent in number and 31 per cent in value compared with the preceding year.

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## Table 2. - Summary of Farm Emplement and Equipment Sales in Canada, 1940 and 1941

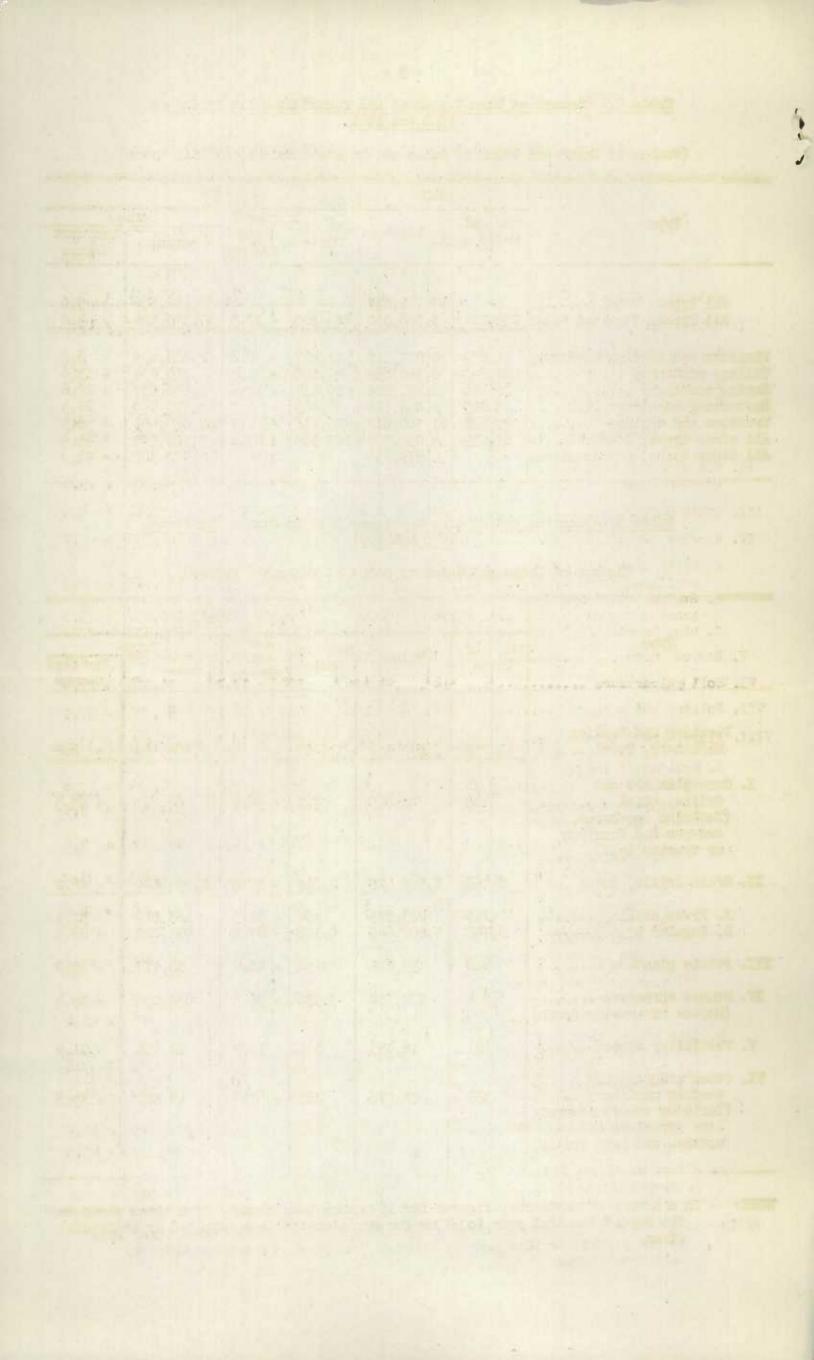
(Number of Units and Value of Sales at Wholesale Prices, by Wain Types)

	produced and the Autor of Second	1940	1941				
Турс	No, of		No. of	Per	Value		
	Units Value		Units	Change	Amount	Per cent Change	
Professional manufacture and the second seco		a constant of the constant of			\$		
All Types, Total	235,714	47,747,869 45,368,530	264,803	+ 12.3	50,147,586 47,175,204	+ 5.0 + 4.0	
Planting and seeding machinery Tillage machinery Haying machinery Tractors and engines All other types, itemized All other types, not itemized.	82,640 16,678 15,909 25,689 83,039	2,271,318 6,365,863 1,497,223 9,896,314 21,300,817 4,035,995 2,379,335	11,427 89,178 19,617 12,883 26,116 105,582	+ 17.6	1,858,335 7,479,960 22,680,493	- 8.2 + 15.6 + 22.8 - 24.4 + 6.5 + 41.9 + 24.9	

## Table 3. -- Planting and Seeding Machinery Sold in Canada, by Types, 1940 and 1941

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

No. of Units	Don	941 Value Anount	Per cent Change
	cent	and the state of t	Per cent
		THE R. P. LEWIS CO., LANSING MICH.	Cuantike
		\$	
18 11,427		2,084,149	- 8.2
69 701	+ 56.1	68,163	+ 63.5
22 4.642	- 28.2	1,094,099	- 28.2
		163,079 931,020	- 27.1 - 28.4
42 262	- 40.2	35,777	- 35.9
54 5,336	+ 36,3	830,235	+ 39.4
55 121	- 19.9	12,854	- 21.9
76 365	+ 7.7	43,321	+ 13.8
	69 701 22 4.642 73 4.148 49 4.148 42 262 54 5,336	69 701 + 56.1  22 4.642 - 28.2  73 494 - 31.3 49 4.148 - 27.8  42 262 - 40.2  54 5,336 + 36.3  55 121 - 19.9	18 11,427 - 3.3 2,084,449  69 701 + 56.1 68,163  22 4.642 - 28.2 1,094,099  73 494 - 31.3 163,079 931,020  42 262 - 40.2 35,777  54 5,336 + 36.3 830,235  55 121 - 19.9 12,854



# Table 4.--Tillage Machinery Sold in Canada, by Types. 1940 and 1941

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

		}	1940		191	+1	
	Type	No. of		No. of	Per	Va	Lue
		Units	Value	Units	Change	Amount	Per cent change
	Tillage Machinery, Total	82,640	<b>\$</b> 6,366,863	89,178	+ 7.9	\$ 7,363,234	+ 15.6
I.	Cultivators, total	17,349	1,041,145	19,021	+ 9.6	1,245,640	+ 19.6
	A. One horse (including scufflers) B. Corn cultivators, two-row C. Field cultivators (including duplex) D. All other types	9,182 1,738 4,934 1,495	114,311 143,067 695,284 88,483	9,631 1,296 5,976 2,118	- 25.4	119,093 136,668 873,517 116,362	+ 25.6
II.	Rod weeders, horse-or tractor-drawn	1,296		1,345			
III.	Stalk cutters	62	2,816	51	- 17.7	3,047	+ 4.5
IV.	Harrows, total	30,134	1,040,980	31,882	+ 5.8	1,261,759	+ 21.2
	A. Spike tooth harrow sections (drag)  B. Spring Tooth(horse- or	16,320	122,623	16,863		132,710	
	tractor-drawn)	5,217 8,597	164,967 753,390	5,095 9,924	- 2.3 + 15.4	170,419 958,630	
v.	Harrow carts	356	5,087	321		4,952	
VI.	Soil pulverizers	314	24,406	368	+ 17.2	31,588	+ 29.4
VII.	Rollers and packers	913	53,056	656	- 28.1	41,756	- 21.3
VIII.	Plows, grand total	32,216	4,079,586	35,534	+ 10.3	4,635,687	+ 13.6
	A. Mouldboard plows, total (1) and (2)	23,356	1,720,642	25,468	+ 9.8	2,019,844	+ 17.4
	(1) Horse-drawn, total	12,819	385,182	13,511		399,023	
	a. Walking, single furrow b. Walking, two-	10,411	198,077	10,849	+ 4.2	206,604	+ 4.3
	furrow and larger. c. Sulky, single	1,286	71,873	1,548	+ 20.4	89,873	+ 25.0
	furrowd. Riding gang,	364	22,431	538	+ 47.8	34,901	+ 55.6
	double-furrow and larger	758	92,801	566	- 25.3	67,645	- 27.1
	(2) Tractor-drawn, total (Single-furrow and larger)	10,537	1,335,460	11,957	+ 13.5	1,620,821	+ 21.4
	B. Disc plows, total (1) and (2) (1) Horse-drawn, total	771 568	85,991 5h 101	1,121	+ 14.5	117,644	+ 36.8
	(2) Tractor-drawn, total.	568 203	54,101 31,890	887 234	+ 56.2 + 15.3	82,095	+ 51.7 + 11.5
	C. Harrow plows, one-way disc plows or tiller combines.	7,395	2,194,564	8,517	+ 15.2	2,462,823	
	D. Breaker plows  E. All other types, total	485	67,574	208	- 57.1	24,683	- 63.5
	(includes two-way)	209	10,815	230	+ 10.0	10,693	- 1.1



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## Table 5.--Haying Machinery Sold in Canada, by Types, 1940 and 1941

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

	1	940	1941			
Type	No of		No of	Per cent	Val	
	No. of Units	Value	Units	Shange	Amount	Per cent Change
		\$			\$	
Haying Machinery, Total	16.678	1.497.223	19,617	+ 17.6	1,838,335	+ 22.8
I. Mowers (horse or tractordrawn)  II. Hayloaders  III. Side rakes and tedders  IV. Dump rakes  V. Hay presses  VI. Other haying machinery (includes hay tedders and sweep rakes)	8,999 1,551 748 5,174 28	918,660 190,142 92,996 264,648 15,514	10,554 1,987 885 5,952 45	+ 18.2 + 15.0 + 60.7	1,111,633 251,162 116,080 307,015 35,664	+ 32.1 + 24.8 + 16.0 +129.9

### Table 6.--Harvesting Machinery Sold in Canada, by Types, 1940 and 1941

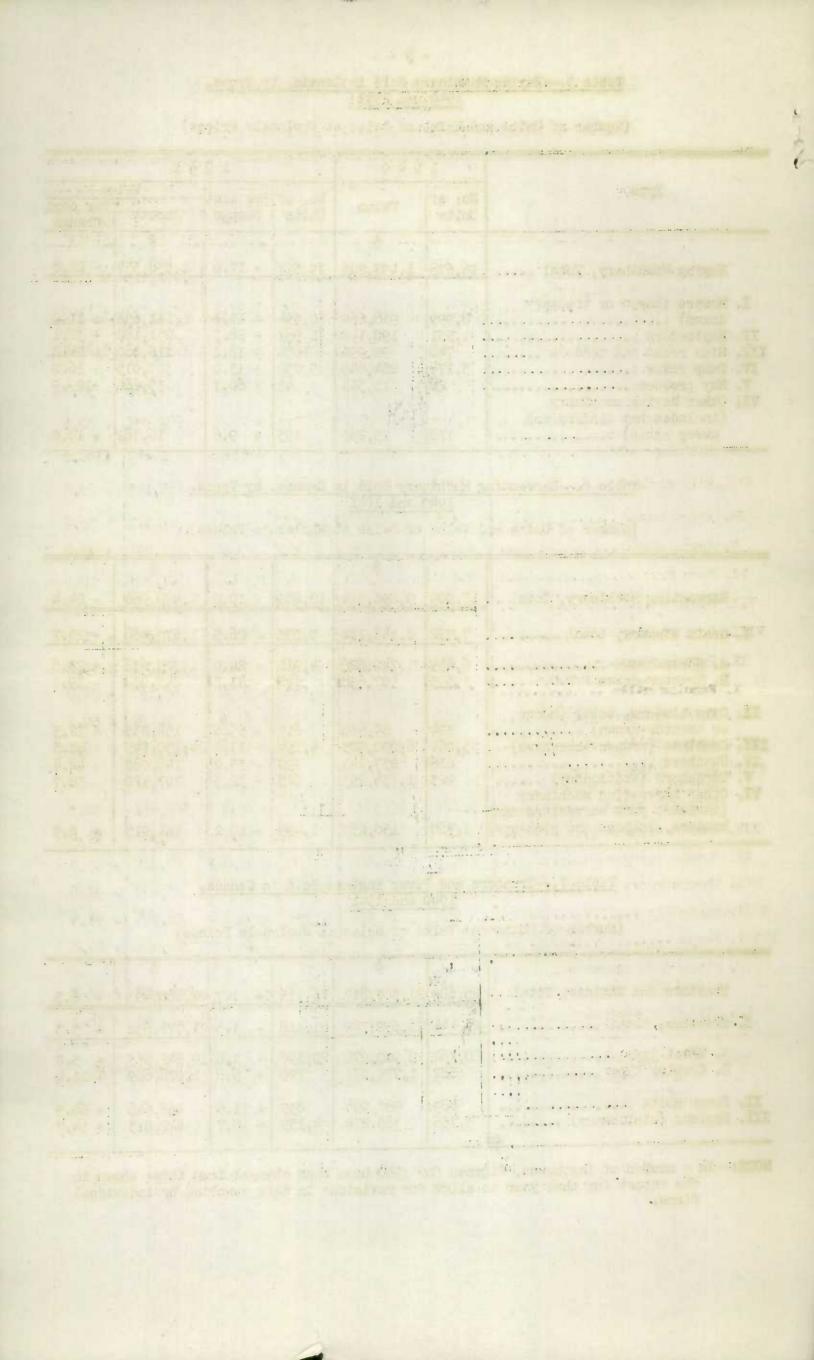
(Number of Units and Value of Sales at Wholesale Prices)

			\$			\$	
	Harvesting Machinery, Total .	15,909	9,896,314	12,883	- 19.0	7,479,960	- 24.4
I.	Grain binders, total	7,552	2,148,134	5,553	- 26.5	1,575,468	- 26.7
	A. Horse-drawn	6,459	1,740,526	4,911	- 24.0 - 41.3	1,329,638 245,830	- 23.6 - 39.7
III.	Corn binders, total (horse or tractor-drawn)	394 5,064 616 923	89,500 6,090,925 257,243 1,154,253	613 4,194 399 625	+ 55.6 - 17.2 - 35.2 - 32.3	707,122	+ 72.3 - 22.3 - 42.4 - 38.7
	headers, reapers and pick-ups)	1,360	156,259	1,499	+ 10.2	164,915	+ 5.5

## Table 7.--Tractors and Power Engines Sold in Canada, 1940 and 1941

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

		\$			\$	
Tractors and Engines, Total .	25,689	21,300,817	26,116	+ 1.7	22,680,493	+ 6.5
I. Tractors, total	21,444	20,632,549	21,118	- 1.5	21,771,832	+ 5.5
A. Wheel type	20,762	18,900,978 1,731,571	20,398	- 1.8 + 5.6	19,842,963	+ 5.0 + 11.4
II. Power units III. Engines (stationary)	489 3,756	282,994 385,274	839 4,159	+ 71.6 + 10.7		+ 64.9 + 14.7



## Table 8.--Other Farm Equipment Sold in Canada, by Types, 1940 and 1941

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

		1	940		1 9	4 1	
	Туре	No. of	Value	No. of	Per cent	Val	ue
		Units	Value	Units	Change	Amount	Per cent Ohange
			\$			\$	
	Other Farm Equipment, Total Other Farm Equipment,	-	6,415,330	-	. ~	8,701,115	+ 35.6
	Itemized, Total	83,039	4,035,995	105,582	+ 27.1	5,728,733	+ 41.9
I	. Cream separators, total	25,649	1,417,811	32,184	+ 25.5	1,860,332	+ 31,2
	A. 300 lbs. capacity						
	B. 301 lbs. capacity	4,217	124,394	5,978	+ 41.8	171,276	+ 37.7
	and over	21,432	1,293,417	26,206	+ 22.8	1,689,056	+ 30.6
II.	. Milking machines	1,190	245,247	3,348	+ 28.1	731,427	+198.2
III.	. Milk coolers	288	63,615	444	+ 54.2	105,115	+ 65.2
IV.	. Wagon boxes	676	24,419	751	+ 1.1	28,371	+ 16.2
v.	Wagon gears	2,808	186,880	2,603	- 4.0	239,967	+ 28.4
VI.	Farm trucks	2,170	161,803	2,616	+ 20.6	187,924	+ 16.1
VII.	Sleighs	2,174	117,988	2,889	+ 32.9	160,062	+ 35.7
VIII.	Corn shellers	366	7,690	478	+ 30.6	14,928	+ 94.1
IX.	Ensilage cutters	289	81,484	388	+ 34.2	118,331	+ 45.2
X.	Fanning mills	1,279	78,199	2,041	+ 59.6	96,167	+ 23.0
XI.	Knife grinders (emery)	822	6,088	1,328	+ 61.6	9,139	+ 50.1
XII.	Hammer mills	1,123	134,598	1,268	+ 12.9	183,220	+ 36.1
XIII.	Grain grinders, feed						- 11
	cutters, feed grinders, roughage mills	8,169	473,517	10,428	+ 27.7	626,361	+ 32.3
XIV.	Potato diggers	667	93,348	506	- 24.1	70,926	- 24.0
XV.	Potato sprayers	3,410	54,304	4,828	+ 41.6	67,872	+ 25.0
XVI.	Wheelbarrows	3,723	19,398	5,538	+ 48.8	29,403	+ 51.6
XVII.	Windmills	929	66,231	1,242	+ 33.7	86,994	+ 31.3
XVIII.	Pumps	26,477	635,749	31,414	+ 18.6	827,444	+ 30.2
XIX.	Other farm equipment, (itemized)	830	167,626	1,198	+ 44.3	284,750	+ 69.9
XX.	All other equipment	-	2,379,335	-	-	2,972,382	+ 24.9



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