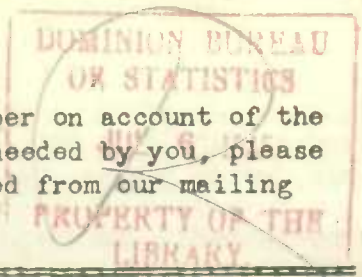


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SALES OF FARM IMPLEMENTS AND EQUIPMENT IN CANADA, 1944

General Summary

Dollar sales of farm implements and equipment in Canada registered a marked increase in 1944 over 1943 according to results of the annual survey of this trade made by the Merchandising and Services Branch of the Dominion Bureau of Statistics. Domestic sales of implements and equipment, mainly at wholesale prices to dealers or agents, totalled \$54,616,657 in 1944, up 84.7 per cent over the \$29,562,493 recorded for 1943 and a somewhat higher figure than the \$52,106,069 and \$50,461,523 reported for 1941 and 1942 respectively. These figures relate to the sale of new equipment and machinery only and do not include the sale of parts, binder twine or motor trucks. The figures are based on reports received from manufacturers and from mail-order houses and other distributors of imported machinery and, as already stated, they are chiefly on a wholesale price basis. Most of the statements on which this report is based relate to the calendar year 1944 or to a fiscal year ending on October 31 or November 30, 1944. Supplementary information regarding average mark-up percentages as reported by the various firms indicate that the total sales figure quoted for 1944 should be increased by 18.3 per cent to bring it to a retail basis. It would, therefore, appear that Canadian farmers spent approximately \$64,600,000 for new equipment and machinery in 1944.

Information relating to the sale of repair parts was collected in connection with this annual survey for the first time for 1944. Sales thus reported, again chiefly at wholesale prices, totalled \$18,186,701. On applying an average mark-up of 31 per cent as reported by the various firms to this total, a total retail value for repair parts amounting to \$23,825,000 is obtained.

The marked increase of 84.7 per cent in the wholesale value of new machinery and equipment sold in 1944 compared with 1943 may be attributed in part to the

Note: Figures shown for 1943 in this bulletin have been revised in some instances from those contained in the corresponding report issued a year ago. Figures for years dating back to 1936 are contained in a special summary entitled "Farm Implement and Equipment Sales in Canada, 1936-1943". This report may be obtained from the Dominion Bureau of Statistics, Ottawa.

record farm cash income in the year under review and in part to increased production and import quotas. More than 70 per cent of the actual increase in dollar volume was accounted for by increases in the sales of two items, namely, combines and tractors. Furthermore, the \$54,616,657 dollar volume of sales in 1944 compared with \$52,106,069 for 1943 should not be taken to mean that the numbers of the various types of farm equipment sold in 1944 were generally on a par or greater than in the earlier period. The reverse was generally the case. But hayloaders, combines, swathers, stationary engines and milking machines constitute five important implement or equipment classes in which the number of units sold in 1944 did exceed the corresponding figures for 1943.

Regional Distribution

All regions of the country for which separate figures are compiled recorded marked increases in farm implement and equipment sales in 1944 compared with 1943 but the increases in Manitoba and Saskatchewan exceeded by a considerable margin those reported for other provinces. The Provincial distribution of sales together with the percentage increase between the two years for the various provinces is shown in the following table.

Table 1.-Regional Distribution of Farm Implement and Equipment Sales, 1943 and 1944  
(Values chiefly at wholesale prices)

Region	1943		1944		Per cent increase 1944/1943
	Amount	% of Canada total	Amount	% of Canada total	
CANADA .....	29,562,493	100.0	54,616,657	100.0	+84.7
Maritime Provinces..	1,111,069	3.8	1,951,911	3.6	+75.7
Quebec .....	3,170,169	10.7	5,175,518	9.5	+63.3
Ontario .....	7,262,303	24.6	13,106,462	24.0	+80.5
Manitoba .....	3,485,141	11.8	6,810,623	12.5	+95.4
Saskatchewan .....	7,548,081	25.5	15,246,230	27.9	+102.0
Alberta .....	6,188,158	20.9	11,050,481	20.2	+78.6
British Columbia ...	797,572	2.7	1,275,432	2.3	+59.9

Sales by Types

Sales of the planting and seeding machinery group increased 40.0 per cent in dollar value between 1943 and 1944, all types for which separate figures are available excepting only press drills contributing to the increase. Regular type drills and manure spreaders form the two most important classifications within this major group. Of regular type drills there were 4,065 sold for \$960,817 in 1944, up 41 per cent in number and 32 per cent in value compared with the preceding year. There were 5,267 manure spreaders sold for \$862,473 in 1944, the increases in this instance over 1943 amounting to 96 per cent in number of units and 100 per cent in dollar volume.

Sales in the tillage machinery group were valued at \$5,683,621 for 1944, up 12 per cent compared with the preceding year. Cultivator and harrow sales were considerably higher in 1944 than in 1943, whereas, with the exception of tractor-drawn mouldboard plows, plow sales were generally lower than in the earlier period. There were 7,380 single furrow walking plows sold in 1944, down 4 per cent from the 7,668 units sold in 1943. Tiller combine sales declined by 6 per cent from 6,482 units in



1943 to 6,093 in 1944. On the other hand, tractor-drawn mouldboard plow sales numbered 8,272 in 1944, a gain of 45 per cent over the number sold in the preceding year.

Marked increases in sales between 1943 and 1944 were general in the haying machinery group, dollar sales for the group as a whole amounting to \$1,838,770 for 1944, up almost 67 per cent over the dollar volume for the earlier period. Included in these totals are 7,591 mowers which sold for \$767,254 in 1944, up 54 per cent in number and 49 per cent in value over 1943. Hay loader sales increased by 86 per cent in number from 1,387 in 1943 to 2,583 in 1944. The increase for dump rakes was even greater. There were 4,971 dump rakes sold for \$272,248 in 1944, up 126 per cent in number and 127 per cent in value compared with the corresponding figures for the previous year.

Sales for the harvesting machinery group totalled \$10,269,442 in 1944, up 114 per cent over the \$4,788,962 recorded for 1943. Contributing largely to this major increase were combine sales of 5,333 units for \$7,578,723 in 1944, up 113 per cent in number and 132 per cent in value compared with the preceding year. Swather sales increased in number from 245 in 1943 to 1,093 in 1944. Grain binders also recorded major increases. There were 4,084 grain binders sold for \$1,193,891 in the year under review, up 77 per cent in number and 75 per cent in value over the preceding twelve-month period.

Tractor sales numbered 20,582 and were valued at \$21,929,662 in 1944, these figures reflecting increases of 152 per cent in number and 161 per cent in value compared with the 8,184 units which sold for \$8,389,575 in 1943. Included in the figures reported for 1944 by the various firms for this category were 423 tractors of the caterpillar (crawler) type which sold for \$794,023 compared with 164 units which sold for \$434,830 in the previous year. Sales of stationary engines also recorded a major increase, 8,991 units selling for \$1,102,483 in 1944 compared with 4,442 units which sold for \$515,392 in 1943.

In connection with this annual survey data are secured relating to the sale of a miscellaneous group of farm equipment and supplies. In the main, these figures are based upon the reports received from firms dealing also in the heavier types of equipment although they do include reports from some other distributors known to be engaged in the sale of these items. The coverage of firms engaged in the sale of heavier equipment is known to be satisfactorily complete but the same completeness for distributors specializing in the sale of the smaller types of equipment cannot be guaranteed. For this reason the figures shown in this report for some items in the miscellaneous group may not cover the total domestic sales of these commodities.

Included in the miscellaneous group are cream separators whose sales for 1944 numbered 27,540 and were valued at \$1,734,751 compared with 17,638 units which sold for \$1,215,052 in the preceding year. A major increase in milking machine sales was also recorded, the value of such sales increasing by 46 per cent from \$983,343 in 1943 to \$1,440,012 in 1944. Figures for other classes of equipment for which separate figures have been compiled are shown in the attached tables.

#### Sales of Repair Parts - Regional Distribution

As previously stated, information was secured in connection with this survey on the sale of repair parts. Sales, chiefly at wholesale prices, were reported at \$18,186,701 for 1944, up 23 per cent compared with the sales of \$14,767,587 recorded for the preceding year. Sales figures for the two years for Canada and the provinces are given in the following table:

Table 2.-Regional Distribution of Sales of Repair Parts, 1943 and 1944  
(Sales chiefly at wholesale prices)

Region	1943		1944		Per cent increase 1944/1943
	Amount	% of Canada total	Amount	% of Canada total	
CANADA .....	\$ 14,767,587	100.0	\$ 18,186,701	100.0	+23.2
Maritime Provinces.	420,279	2.8	550,920	3.0	+31.1
Quebec .....	983,484	6.7	1,276,103	7.0	+29.8
Ontario .....	2,642,647	17.9	3,110,557	17.1	+17.7
Manitoba .....	2,027,201	13.7	2,461,659	13.5	+21.4
Saskatchewan .....	4,961,639	33.6	6,287,246	34.6	+26.7
Alberta .....	3,465,793	23.5	4,181,980	23.0	+20.7
British Columbia ..	266,544	1.8	318,236	1.8	+19.4

Table 3.-Farm Implement and Equipment Sales in Canada, by Types, 1943-1944

Type	1943		1944			
	No. of units	Value	Units		Value	
			No.	Per cent change	Amount	Per cent change
All Types, Total .....	-	\$ 29,562,493	-	-	\$ 34,616,657	+84.7
Planting and Seeding Machinery, Total .....	-	1,639,133	-	-	2,295,587	+40.0
Corn planters and drills ...	256	27,765	392	+53.1	40,678	+46.5
Grain drills, total .....	3,503	947,359	4,489	+28.1	1,117,444	+18.0
Press drills .....	628	217,024	424	-32.5	156,627	-27.8
Regular type .....	2,875	730,335	4,065	+41.4	960,817	+31.6
Other drills .....	187	31,149	194	+ 3.7	30,016	- 3.6
Potato planters .....	199	28,888	487	+144.7	74,542	+158.0
Manure spreaders (horse- or tractor-drawn) .....	2,687	430,945	5,267	+96.0	862,473	+100.1
Fertilizer spreaders (horse- or tractor-drawn) .....	103	12,046	128	+24.3	14,689	+21.9
Other planting and seeding machinery .....	-	160,981	-	-	155,745	- 3.3
Tillage Machinery, Total .	-	5,093,476	-	-	5,683,621	+11.6
Cultivators, total .....	11,506	945,686	14,936	+29.8	1,127,031	+19.2
One-horse (including scufflers) .....	5,152	65,866	6,904	+34.0	87,810	+33.3
Corn cultivators (two-row)	609	66,578	1,720	+182.4	195,972	+194.3



Table 3.-Farm Implement and Equipment Sales in Canada, by Types, 1943-1944

Type	1943		1944			
	No. of units	Value	Units		Value	
			No.	Per cent change	Amount	Per cent change
		\$			\$	
Cultivators (Cont'd.)						
Field cultivators (including duplex) .....	5,121	758,704	5,305	+ 3.6	767,064	+ 1.1
All other types .....	624	54,538	1,007	+61.4	76,185	+39.7
Rod weeders, (horse- or tractor-drawn) .....	560	64,616	487	-13.0	52,292	-19.1
Stalk cutters .....	56	3,342	20	-64.3	1,036	-69.0
Harrows, total .....	19,061	651,483	25,206	+32.2	871,192	+33.7
Spike tooth sections (drag)	11,071	86,885	14,427	+30.3	105,411	+21.3
Spring tooth (horse- or tractor-drawn) .....	3,306	102,965	4,525	+36.9	151,350	+47.0
Disc harrows, all types ...	4,684	461,633	6,254	+33.5	614,431	+33.1
Harrow carts .....	68	1,099	8	-88.2	136	-87.6
Soil pulverizers .....	86	7,180	57	-33.7	4,085	-43.1
Rollers and packers .....	814	50,356	790	- 2.9	52,018	+ 3.3
Plows, grand total .....	21,960	3,246,223	23,156	+ 5.4	3,419,701	+ 5.3
Mouldboard plows, total ...	14,754	1,093,254	16,592	+12.5	1,390,272	+27.2
Horse-drawn						
Walking, single furrow ..	7,668	152,405	7,380	- 3.8	143,681	- 5.7
Walking, two furrow and larger .....	642	36,656	590	- 8.1	28,674	-21.8
Sulky, single furrow ....	210	13,650	44	-79.0	3,271	-76.0
Riding gang, double furrow and larger .....	539	67,486	306	-43.2	38,972	-42.3
Tractor-drawn, single furrow and larger .....	5,695	823,057	8,272	+45.3	1,175,674	+42.8
Disc plows, total .....	528	60,275	274	-48.1	47,710	-20.8
Horse-drawn .....	385	36,534	143	-62.9	14,437	-60.5
Tractor-drawn .....	143	23,741	131	- 8.4	33,273	+40.1
Harrow plows, one-way disc plows or tiller combines.	6,482	2,064,517	6,093	- 6.0	1,953,079	- 5.4
Breaker plows .....	156	24,443	160	+ 2.6	25,096	+ 2.7
All other types (including two-way) .....	40	3,734	37	- 7.5	3,544	- 5.1
Other tillage machinery .....	-	123,491	-	-	156,130	+26.4
Haying Machinery, Total .....	-	1,104,247	-	-	1,838,770	+66.5
Mowers (horse- or tractor-drawn) .....	4,942	513,925	7,591	+53.6	767,254	+49.3
Hayloaders .....	1,387	179,434	2,583	+86.2	344,236	+91.8
Hay tedders .....	45	3,705	8	-82.2	676	-81.8
Side rakes and tedders ....	523	69,873	935	+78.8	128,624	+84.1
Dump rakes .....	2,202	120,047	4,971	+125.7	272,248	+126.6
Hay presses .....	45	36,930	47	+ 4.4	52,701	+42.7
Other haying machinery ....	-	180,333	-	-	273,031	+51.4

Table 3.-Farm Implement and Equipment Sales in Canada, by Types, 1943-1944

Type	1943		1944			
	No. of units	Value	Units		Value	
			No.	Per cent change	Amount	Per cent change
Harvesting Machinery, Total	-	4,788,962	-	-	10,269,442	+114.4
Grain binders, total.....	2,302	682,793	4,084	+77.4	1,193,891	+74.9
Horse-drawn .....	2,043	582,658	3,615	+76.9	1,020,812	+75.2
Tractor-drawn .....	259	100,135	469	+81.1	173,079	+72.8
Corn binders (horse or tractor-drawn) .....	216	52,216	287	+32.9	70,423	+34.9
Combines (reaper-thresher) ..	2,501	3,266,137	5,333	+113.2	7,578,723	+132.0
Pick-ups .....	1,784	210,234	3,561	+99.6	387,028	+84.1
Swathers .....	245	94,475	1,093	+346.1	389,906	+312.7
Threshers (stationary) .....	649	392,423	879	+35.4	556,220	+41.7
Other harvesting machinery	-	90,684	-	-	93,251	+ 2.8
Tractors and Engines, Total	-	9,171,716	-	-	23,178,001	+152.7
Tractors, total .....	8,184	8,389,575	20,582	+151.5	21,929,662	+161.4
Wheel types						
10-20 and under .....	1,283	943,980	2,268	+76.8	1,716,983	+81.9
12-22 and over .....	6,737	7,010,765	17,891	+165.6	19,418,656	+177.0
Caterpillar (crawler) types	164	434,830	423	+157.9	794,023	+82.6
Power units .....	235	266,749	313	+33.2	145,856	-45.3
Engines (stationary) .....	4,442	515,392	8,991	+102.4	1,102,483	+113.9
Other Farm Equipment, Total	-	7,764,959	-	-	11,351,236	+46.2
Cream separators, total ...	17,638	1,215,052	27,540	+56.1	1,734,751	+42.8
300 lbs. capacity and under .....	2,334	77,580	2,903	+24.4	95,269	+22.8
301 lbs. capacity and over	15,304	1,137,472	24,637	+61.0	1,639,482	+44.1
Milking machines .....	4,291	983,343	6,345	+47.9	1,440,012	+46.4
Milk coolers .....	900	187,436	1,272	+41.3	289,885	+54.7
Wagons						
Wagons complete .....	132	9,961	153	+15.9	10,246	+ 2.9
Wagon boxes .....	919	36,750	1,266	+37.8	50,680	+37.9
Wagon gears .....	1,298	107,903	957	-26.3	81,617	-24.4
Farm trucks (horse or tractor-drawn) .....	2,219	152,870	2,837	+27.9	198,439	+29.8
Tractor trailer gears ...	151	24,037	20	-86.8	2,822	-88.3
Sleighs .....	1,995	110,692	1,609	-19.3	102,555	- 7.4
Corn pickers .....	99	48,071	149	+50.5	79,164	+64.7
Huskers and shredders .....	30	22,260	18	-40.0	17,761	-20.2
Corn shellers .....	128	3,553	64	-50.0	1,984	-44.2
Ensilage cutters .....	191	72,710	336	+75.9	116,819	+60.7
Ensilage harvesters .....	17	7,961	51	+200.0	25,879	+225.1
Fanning mills .....	1,449	161,806	1,649	+13.8	136,536	-15.6
Knife grinders (emery grind) .....	954	7,182	1,449	+51.9	10,436	+45.3



Table 3.-Farm Implement and Equipment Sales in Canada, by Types, 1943-1944

Type	1943		1944			
	No. of units	Value	Units		Value	
			No.	Per cent change	Amount	Per cent change
Other Farm Equipment (Cont'd)						
Hammer mills .....	305	120,879	1,185	+47.2	153,867	+27.3
Grain grinders, feed cutters, feed grinders, roughage mills .....	9,179	629,936	12,341	+34.4	860,589	+36.6
Fruit sprayers .....	2,302	116,269	11,864	+415.4	176,927	+52.2
Potato diggers .....	310	55,958	1,023	+230.0	162,990	+191.3
Potato sprayers .....	2,687	71,151	4,796	+78.5	125,578	+76.5
Transplanters .....	144	17,668	137	- 4.9	17,222	- 2.5
Wheelbarrows .....	3,874	22,925	6,104	+57.6	39,070	+70.4
Power saws .....	489	33,047	524	+ 7.2	32,038	- 3.1
Wind mills (complete) ...	728	70,385	1,314	+80.5	120,963	+71.9
Wind mill heads (only) ..	456	25,357	476	+ 4.4	30,708	+21.1
Wind mill towers (only) .	33	2,153	9	-72.7	495	-77.0
Pumps (all types) .....	54,217	1,193,769	79,553	+46.7	2,053,389	+72.0
All other farm implements and equipment .....	-	2,253,875	-	-	3,277,814	+45.4

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