



# The Daily

Statistics Canada

**Friday, August 17, 2007**

Released at 8:30 a.m. Eastern time

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## Releases

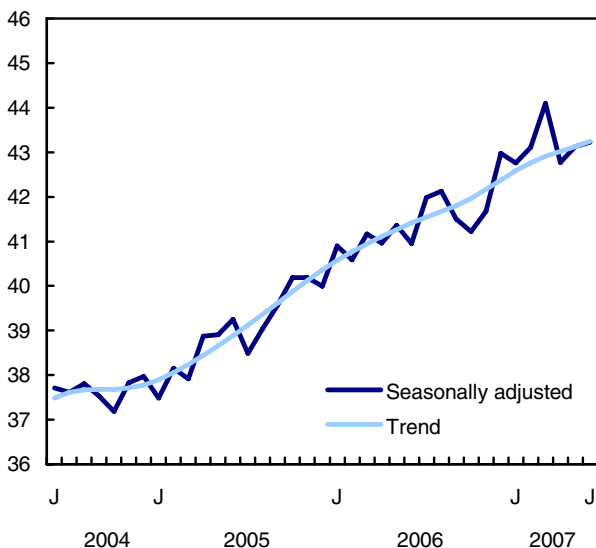
### Wholesale trade

June 2007 and second quarter 2007

Wholesale sales grew only slightly in June (+0.2%), as increased sales of "other products" were largely offset by a decrease in the automotive sector. Excluding the automotive sector, sales grew 0.6%.

#### Wholesale sales rise in June

\$ billions



Wholesale sales for the second quarter were down for the first time in nearly four years. This contraction was largely attributable to the automotive sector.

In June, increases were observed in the "other products" sector (+2.8%), the machinery and electronic equipment sector (+1.0%) and the farm products sector (+6.0%). These advances, however, were partially offset by contractions in the automotive sector (-1.6%) and the personal and household goods sector (-0.8%).

In constant prices, wholesale sales rose 0.1% in June.

#### Wholesale sales of "other products" continue to expand in June

For a second consecutive month, the sales of "other products" (primarily agricultural products, chemicals, paper products and recycled materials) rose, up 2.8% in June to \$5.4 billion. An increase in global demand

for products such as fertilizers and fertilizer materials has contributed in part to the recent sales growth in this sector. According to Export Development Canada, substantial increases in crop acreages in the world (for food, biofuels, etc.) are boosting the demand for Canadian fertilizers. The increased demand for fertilizers has also pushed up their prices.

#### Wholesale sales continue to rise in the machinery and electronic equipment sector

After rising 2.3% in May, sales of machinery and electronic equipment grew 1.0% in June. Two groups in this sector were behind June's increase.

Machinery and equipment sales posted a second consecutive increase in June (+2.5%). Despite these recent advances, this group's sales were still below the peak reached in March 2007. This weakness was partly due to a sharp decrease in the activities of the oil and gas exploration industry, which caused it to cut back its purchases of machinery and equipment. The low price of natural gas led exploration companies to scale back their activities considerably, leading to a drop in the number of wells operated.

Wholesale sales of computers and other electronic equipment rose 1.9% in June. This was the seventh increase in nine months for this trade group, which, in 2006, had posted its biggest annual increase since 1999. The strong showing of the cell phone market has in part contributed to the robust sales of this group in recent years. According to the Telecommunications Statistics Survey, at the end of 2006 the number of wireless subscribers was up 8.4% compared with 2005 to just over 18 million.

Wholesale sales of office and professional equipment registered a second decline in three months (-3.1%). The drop in sales only partially offset the advance recorded in May (+5.5%).

#### Sales down in both components of the automotive sector

Wholesale sales in the automotive sector fell 1.6% to \$7.8 billion in June, a second decrease in three months. This decline followed the moderate increase observed in May (+0.2%) and the steep drop in sales in April (-8.9%).

Wholesale sales of motor vehicles fell 1.9% in June, a second drop in three months. These declines were attributable in part to decreased demand in North America. Exports of both trucks and cars declined for a

third consecutive month. Wholesalers also moderated their purchases, as car imports also declined for a third consecutive month.

Wholesale sales of motor vehicle parts also declined in June (-0.5%). This drop more than offset the 0.2% increase registered in the previous month. Wholesalers in this industry, who mainly sell to retailers and dealers, have seen their sales remain generally stable since March 2004.

### **Strength observed in Alberta and British Columbia offsets weaker results in Central Canada**

The strong performance of Alberta and British Columbia helped to offset a rather lacklustre month of June for wholesalers in Central Canada. At the national level, five provinces as well as the three territories saw a drop in total sales.

In Alberta, wholesale sales posted their first increase in three months, owing to the strong performance of wholesalers of machinery and equipment, and "other products." Wholesalers in British Columbia registered their third increase in four months, mainly attributable to a number of sectors, including machinery and equipment, and food, beverages and tobacco products.

Quebec and Ontario both saw their sales decline 1.2% in June. The decrease of \$97 million in Quebec's sales partially offset the increase of \$170 million (+2.1%) registered in May. This decrease was attributable to the personal and household goods sector, which accounts for approximately 20% of the province's total sales, as well as to the building materials sector. The drop in sales in the automotive sector especially affected Ontario, where much of this industry is concentrated. Even so, Ontario wholesalers have generally recorded increases in their sales since January 2005.

### **Inventories up slightly**

Wholesalers' inventories rose 0.1% to \$54.2 billion in June, the seventh increase in eight months.

June's slight increase in sales contributed to a decrease in the inventory-to-sales ratio, which edged down from 1.26 in May to 1.25 in June. The instability of sales in recent months has contributed to some fluctuation in the ratio. The inventory-to-sales ratio is a key measure of the time (in months) that would be required to exhaust inventories at the current rate of sales.

### **Total quarterly sales post first decline in nearly four years**

Despite the gains of the past two months, sales in the second quarter posted a decline of 0.6%. This reduction, which follows a strong performance in the first quarter (+3.2%), was the first quarterly contraction in wholesale sales since the third quarter of 2003. The reversal in quarterly sales was largely attributable to the automotive sector. In the second quarter, sales of automotive wholesalers declined 4.8%, after growing 7.1% in the previous quarter.

For some sectors, however, quarterly sales were robust. In particular, the food, beverages and tobacco products sector posted a 1.7% gain in the second quarter. Sales in this sector were boosted by higher prices for some food items as well as strong demand by food and beverage stores.

Quarterly sales of personal and household goods rose 1.3%. A rebound in the sales of the household products group in the second quarter (+3.4%) was the main factor in the quarterly increase for the sector.

At the provincial level, Ontario posted a 1.1% decline, having mainly been affected by sluggish sales in the automotive sector. More than 75% of the motor vehicles trade group's sales are concentrated in this province. As well, this sector accounts for more than one-quarter of Ontario's wholesale activities. For its part, Alberta registered a 4.4% drop during the quarter. This was the first contraction in 16 quarters. Alberta suffered from weak sales in the automotive, "other products" and machinery and equipment sectors.

**Available on CANSIM: tables 081-0007 to 081-0010.**

**Definitions, data sources and methods: survey number 2401.**

The June 2007 issue of *Wholesale Trade* (63-008-XWE, free) will soon be available.

Wholesale trade estimates for July will be released on September 20.

To obtain data or general information, contact Client Services (toll-free 1-877-421-3067; 613-951-3549; [wholesaleinfo@statcan.ca](mailto:wholesaleinfo@statcan.ca)). To enquire about the concepts, methods or data quality of this release, contact Marc Atkins (613-951-0291; [marc.atkins@statcan.ca](mailto:marc.atkins@statcan.ca)), Distributive Trades Division.

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**Wholesale merchants' inventories and inventory-to-sales ratio**

	June 2006	March 2007 <sup>r</sup>	April 2007 <sup>r</sup>	May 2007 <sup>r</sup>	June 2007 <sup>p</sup>	May to June 2007	June 2006 to June 2007	May 2007 <sup>r</sup>	June 2007 <sup>p</sup>
	Wholesale inventories					Inventory-to-sales ratio			
	Seasonally adjusted								
	\$ millions					% change			
<b>Inventories</b>	<b>51,296</b>	<b>54,291</b>	<b>54,610</b>	<b>54,168</b>	<b>54,204</b>	<b>0.1</b>	<b>5.7</b>	<b>1.26</b>	<b>1.25</b>
Farm products	186	183	183	190	197	3.7	6.1	0.43	0.42
Food products	4,360	4,463	4,554	4,599	4,617	0.4	5.9	0.64	0.64
Alcohol and tobacco	288	302	313	307	311	1.2	8.1	0.47	0.47
Apparel	1,650	1,653	1,682	1,678	1,710	1.9	3.6	2.37	2.27
Household and personal products	3,913	3,828	3,897	3,932	3,904	-0.7	-0.2	1.40	1.41
Pharmaceuticals	3,066	3,432	3,502	3,494	3,545	1.5	15.6	1.23	1.26
Motor vehicles	4,737	4,775	4,649	4,491	4,535	1.0	-4.3	0.71	0.73
Motor vehicle parts and accessories	3,194	3,377	3,322	3,293	3,302	0.3	3.4	2.12	2.13
Building supplies	5,513	5,845	5,870	5,791	5,850	1.0	6.1	1.56	1.59
Metal products	2,775	2,985	3,034	3,030	3,017	-0.4	8.7	2.18	2.14
Lumber and millwork	1,037	1,150	1,139	1,111	1,099	-1.1	5.9	0.99	0.96
Machinery and equipment	10,684	11,623	11,678	11,658	11,610	-0.4	8.7	2.73	2.65
Computer and other electronic equipment	1,575	1,737	1,770	1,793	1,761	-1.8	11.8	0.67	0.64
Office and professional equipment	2,522	2,630	2,663	2,626	2,625	0.0	4.1	1.24	1.28
Other products	5,794	6,309	6,355	6,176	6,120	-0.9	5.6	1.18	1.13

<sup>r</sup> revised

<sup>p</sup> preliminary

**Wholesale merchants' sales**

	June 2006	March 2007 <sup>r</sup>	April 2007 <sup>r</sup>	May 2007 <sup>r</sup>	June 2007 <sup>p</sup>	May to June 2007	June 2006 to June 2007
Seasonally adjusted							
	\$ millions				% change		
<b>Total, wholesale sales</b>	<b>40,949</b>	<b>44,098</b>	<b>42,768</b>	<b>43,127</b>	<b>43,222</b>	<b>0.2</b>	<b>5.6</b>
<b>Farm products</b>	<b>413</b>	<b>506</b>	<b>485</b>	<b>445</b>	<b>471</b>	<b>6.0</b>	<b>14.1</b>
<b>Food, beverages and tobacco products</b>	<b>7,526</b>	<b>7,833</b>	<b>7,888</b>	<b>7,839</b>	<b>7,838</b>	<b>0.0</b>	<b>4.1</b>
Food products	6,887	7,210	7,272	7,183	7,171	-0.2	4.1
Alcohol and tobacco	639	623	617	656	667	1.7	4.4
<b>Personal and household goods</b>	<b>6,077</b>	<b>6,303</b>	<b>6,352</b>	<b>6,377</b>	<b>6,324</b>	<b>-0.8</b>	<b>4.1</b>
Apparel	751	777	761	710	753	6.2	0.3
Household and personal products	2,671	2,713	2,744	2,818	2,763	-2.0	3.4
Pharmaceuticals	2,655	2,814	2,846	2,850	2,808	-1.5	5.8
<b>Automotive products</b>	<b>7,678</b>	<b>8,679</b>	<b>7,909</b>	<b>7,924</b>	<b>7,797</b>	<b>-1.6</b>	<b>1.5</b>
Motor vehicles	6,177	7,116	6,358	6,368	6,250	-1.9	1.2
Motor vehicle parts and accessories	1,501	1,563	1,552	1,555	1,547	-0.5	3.1
<b>Building materials</b>	<b>5,896</b>	<b>6,274</b>	<b>6,162</b>	<b>6,210</b>	<b>6,223</b>	<b>0.2</b>	<b>5.5</b>
Building supplies	3,537	3,777	3,721	3,703	3,671	-0.9	3.8
Metal products	1,321	1,419	1,374	1,390	1,410	1.5	6.7
Lumber and millwork	1,038	1,077	1,067	1,118	1,141	2.1	9.9
<b>Machinery and electronic equipment</b>	<b>8,626</b>	<b>9,135</b>	<b>8,875</b>	<b>9,076</b>	<b>9,169</b>	<b>1.0</b>	<b>6.3</b>
Machinery and equipment	4,139	4,419	4,165	4,274	4,381	2.5	5.9
Computer and other electronic equipment	2,570	2,706	2,708	2,692	2,742	1.9	6.7
Office and professional equipment	1,917	2,010	2,002	2,111	2,046	-3.1	6.7
<b>Other products</b>	<b>4,733</b>	<b>5,368</b>	<b>5,097</b>	<b>5,255</b>	<b>5,400</b>	<b>2.8</b>	<b>14.1</b>
<b>Total, excluding automobiles</b>	<b>33,271</b>	<b>35,419</b>	<b>34,859</b>	<b>35,203</b>	<b>35,425</b>	<b>0.6</b>	<b>6.5</b>
<b>Sales, province and territory</b>							
Newfoundland and Labrador	226	267	250	255	267	4.7	18.2
Prince Edward Island	34	42	43	44	44	-1.0	28.7
Nova Scotia	529	576	558	556	565	1.5	6.7
New Brunswick	404	427	437	430	435	1.1	7.7
Quebec	7,871	8,376	8,162	8,332	8,235	-1.2	4.6
Ontario	20,529	21,986	21,428	21,586	21,326	-1.2	3.9
Manitoba	970	1,043	1,059	1,085	1,062	-2.1	9.4
Saskatchewan	1,036	1,356	1,328	1,298	1,268	-2.3	22.3
Alberta	5,165	5,592	5,159	5,095	5,372	5.4	4.0
British Columbia	4,156	4,394	4,312	4,403	4,615	4.8	11.0
Yukon	9	11	8	11	10	-10.4	14.6
Northwest Territories	18	24	20	29	21	-24.9	17.5
Nunavut	2	3	3	3	3	-1.5	21.9

<sup>r</sup> revised

<sup>p</sup> preliminary

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## Industrial chemicals and synthetic resins

June 2007

Data on industrial chemicals and synthetic resins for June are now available.

**Available on CANSIM: table 303-0014.**

**Definitions, data sources and methods: survey number 2183.**

The June 2007 issue of *Industrial Chemicals and Synthetic Resins*, Vol. 50, no. 6 (46-002-XWE, free) is now available from the *Publications* module of our website.

For more information, or to enquire about the concepts, methods or data quality of this release, contact the dissemination officer (toll-free 1-866-873-8789; 613-951-9497; [manufact@statcan.ca](mailto:manufact@statcan.ca)), Manufacturing, Construction and Energy Division. ■

## Primary iron and steel

June 2007

Data on primary iron and steel for June are now available.

**Available on CANSIM: tables 303-0048 to 303-0051.**

**Definitions, data sources and methods: survey numbers, including related surveys, 2116 and 2184.**

The June 2007 issue of *Steel, Tubular Products and Steel Wire* (41-019-XWE, free) will soon be available.

For more information, or to enquire about the concepts, methods or data quality of this release, contact the dissemination officer (toll-free 1-866-873-8789; 613-951-9497; [manufact@statcan.ca](mailto:manufact@statcan.ca)), Manufacturing, Construction and Energy Division. ■

## Steel wire and specified wire products

June 2007

Data on steel wire and specified wire products production are now available for June.

**Available on CANSIM: table 303-0047.**

**Definitions, data sources and methods: survey number 2106.**

The June 2007 issue of *Steel, Tubular Products and Steel Wire* (41-019-XWE, free) will soon be available.

For more information, or to enquire about the concepts, methods or data quality of this release, contact the dissemination officer (toll-free 1-866-873-8789; 613-951-9497; [manufact@statcan.ca](mailto:manufact@statcan.ca)), Manufacturing, Construction and Energy Division. ■

## Monthly Survey of Large Retailers

June 2007

Data for the Monthly Survey of Large Retailers are now available for June 2007. Revisions to the 2006 data are now available.

**Available on CANSIM: table 080-0009.**

**Definitions, data sources and methods: survey number 5027.**

A data table is also available in the *Summary tables* module of our website.

For general information or to order data, contact Client Services (toll-free 1-877-421-3067; 613-951-3549; [retailinfo@statcan.ca](mailto:retailinfo@statcan.ca)). To enquire about the concepts, methods or data quality of this release, contact Serge Grenier (613-951-3566), Distributive Trades Division. ■

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## New products

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**Industrial Chemicals and Synthetic Resins**,  
June 2007, Vol. 50, no. 6  
**Catalogue number 46-002-XWE**  
(free).

**Energy Statistics Handbook**, January to March 2007  
**Catalogue number 57-601-XCB** (\$54/\$161).

**Energy Statistics Handbook**, January to March 2007  
**Catalogue number 57-601-XWE**  
(free).

**Canada's International Transactions in Securities**,  
June, Vol. 73, no. 6  
**Catalogue number 67-002-XWE**  
(free).

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Statistics Canada

Thursday, June 3, 1997  
For release at 9:30 a.m.



**MAJOR RELEASES**

- **Urban transit, 1996** 2  
Despite the emphasis on taking urban transit, Canadians are using it less and less. In 1996, each Canadian took an average of about six trips on some form of urban transit, the lowest level in the past 25 years.
- **Productivity, hourly compensation and unit labour cost, 1996** 4  
Growth in productivity among Canadian businesses was relatively weak again in 1996, accompanied by sluggish gains in employment and slow economic growth during the year.

**OTHER RELEASES**

- **Help-wanted index, May 1997** 3
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*The Daily, August 17, 2007*

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**Release dates: August 20 to 24, 2007**

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(Release dates are subject to change.)

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<b>Release date</b>	<b>Title</b>	<b>Reference period</b>
20	<b>Travel between Canada and other countries</b>	June 2007
21	<b>Consumer Price Index</b>	July 2007
21	<b>Retail trade</b>	June 2007
21	<b>Employment Insurance</b>	June 2007
21	<b>Leading indicators</b>	July 2007
22	<b>Health Reports</b>	2007
23	<b>Quarterly financial statistics for enterprises</b>	Second quarter 2007
23	<b>Field crop reporting series: July 31 estimates of production of principal field crops</b>	July 2007

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