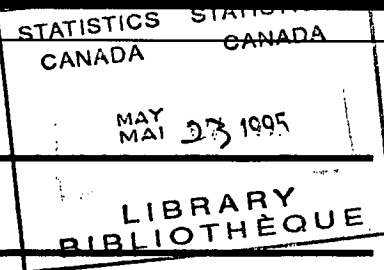




The Daily

Statistics Canada

Tuesday, May 23, 1995
For release at 8:30 a.m.



MAJOR RELEASES

- **Wholesale trade, March 1995** 2
Wholesale merchants' sales remained relatively unchanged from February. Inventory posted a moderate rise after two months of strong accumulation.

OTHER RELEASES

- Mineral wool including fibrous glass insulation, April 1995 6
- Tea, coffee and cocoa, March 1995 6

PUBLICATIONS RELEASED 7



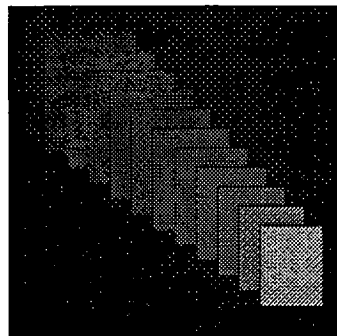
Research Paper Series

Analytical Studies Branch

Selection Versus Evolutionary Adaptation: Learning and Post-Entry Performance

by Jean H. Hebert and Mohammad H. Hossain

No. 72



How new firms perform

This research paper investigates the challenges faced by new firms in the manufacturing sector relative to firms that already exist (incumbents)—for example, challenges related to labour productivity and wage rates.

A number of conclusions emerge. New firms are smaller than incumbents; they also have lower labour productivity and lower wage rates. Profiles of entrants indicate that the wage disadvantage of new firms disappears as they mature.

Small new firms have high failure rates. However, this is not all bad because those that fall by the wayside are generally the least efficient. High exit rates then improve the performance of the group of remaining entrants.

Selection versus evolutionary adaptation: Learning and post-entry performance, Analytical Studies Branch research paper no. 72 is now available free. To order a copy, or for further information, contact Lucienne Sabourin (613-951-4676), Analytical Studies Branch.



Statistics
Canada

Statistique
Canada

Canada

MAJOR RELEASES

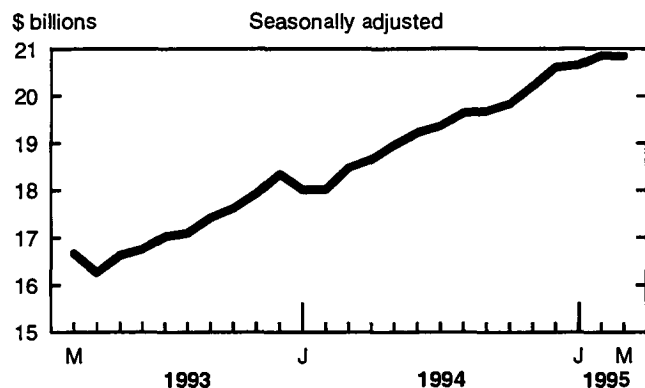
Wholesale trade

March 1995 (preliminary)

Wholesale merchants' sales were sluggish in March at \$20.8 billion (-0.1%), following a 1.0% rise in February and a small gain (+0.2%) in January. However, total monthly sales were 12.9% higher than in March 1994.

Higher interest rates in Canada and the United States affected the pace of wholesale growth over the last few months. For the first quarter of 1995, the average monthly sales increase was much lower (+0.4%) than in the last quarter of 1994 (+1.6%). Also, the rail strike may have disrupted certain economic sectors and delayed some sales transactions.

Sales were sluggish in March



Sales declined marginally

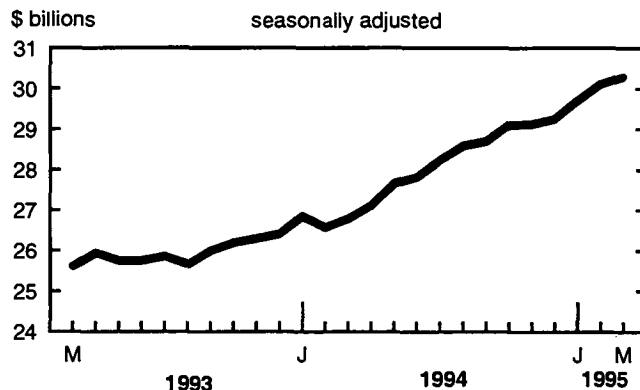
Five of the nine trade groups (accounting for about 63% of all sales) posted lower sales. Wholesalers of lumber and building materials and dealers of other machinery, equipment and supplies recorded the most significant sales drop (-1.9% and -0.7% respectively). For lumber wholesalers, this was the second monthly decline in a row. It reflects the impact of very weak residential construction activity in Canada, accentuated by lower exports of lumber in March. As well, after eight months of consecutive growth, dealers of other machinery, equipment and supplies posted their first decline in March.

Inventory rose moderately

Inventory rose a moderate 0.6%, reaching \$30.3 billion in March. This followed two months when the

buildup in inventory was large (+1.4% in February and +1.6% in January). The inventory-to-sales ratio increased from 1.44 in February to 1.45 at the end of March.

Inventory continued to rise

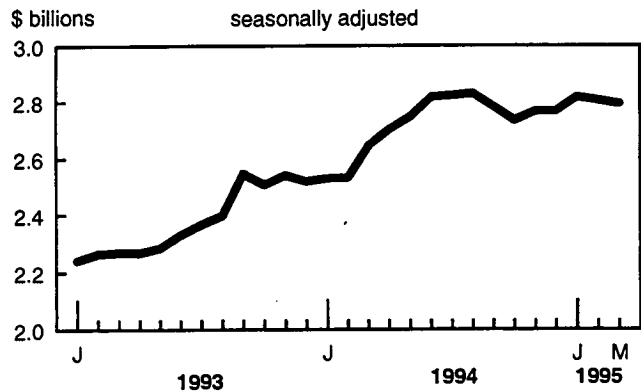


Inventories for six of the nine trade groups increased. The largest rise was in other products (+3.9% or +\$161 million), which includes agricultural and industrial chemicals, books, newspaper and other products. This marked the eighth consecutive increase in inventory for this group, which includes some large exporters. Also showing a strong increase in inventory were wholesalers of other machinery, equipment and supplies (+1.0% or +\$85 million). In contrast, the largest decline was reported from dealers of motor vehicles, parts and accessories (-2.8% or -\$111 million), which followed two months of strong inventory buildup.

British Columbia's merchants are no longer leading the way

British Columbia's wholesalers posted lower sales in recent months, continuing the trend begun in mid-1994. Recent growth in export-oriented markets has slowed due to labour disputes and weaker U.S. demand.

**Since late 1994, sales growth has weakened
for B. C. wholesalers**



Compared with March 1994, Ontario and Quebec wholesalers registered sharply higher sales, increasing 16.3% and 12.6% respectively. The U.S. economy's

strong performance throughout 1994 and Canadian business investments contributed to a surge in machinery and equipment sales from these two provinces. In March, Ontario and Quebec posted slight decreases (-0.1% in each case); for Ontario, it was the first decrease since January 1994.

All the Atlantic provinces posted strong increases, ranging from +3.0% in Prince Edward Island to +7.6% in Newfoundland. After a sharp decline in January, Newfoundland registered solid growth rates for two consecutive months.

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

The March 1995 issue of *Wholesale trade* (63-008, \$16/\$160) will be available the second week of June. See "How to order publications".

For further information on this release, contact Gilles Berniquez (613-951-3540) or Gilles Simard (613-951-3541), Industry Division. □

Wholesale merchants' sales and inventories

	March 1994	December 1994 ^r	January ^r 1995	February ^r 1995	March 1995 ^p	February 1995 to March 1995	March 1994 to March 1995
	seasonally adjusted						
	\$ millions					% change	
Sales							
Food, beverage, drug and tobacco products	4,624	4,812	4,642	4,807	4,856	1.0	5.0
Apparel and dry goods	419	487	465	462	461	-0.1	10.0
Household goods	588	655	652	647	650	0.5	10.4
Motor vehicles, parts and accessories	2,085	2,520	2,351	2,377	2,369	-0.3	13.7
Metals, hardware, plumbing and heating equipment and supplies	1,366	1,607	1,618	1,591	1,620	1.9	18.6
Lumber and building materials	1,673	1,911	1,998	1,960	1,923	-1.9	14.9
Farm machinery, equipment and supplies	421	495	504	525	529	0.8	25.5
Other machinery, equipment and supplies	4,354	4,745	4,871	4,970	4,933	-0.7	13.3
Other products	2,943	3,379	3,556	3,528	3,507	-0.6	19.2
Total, all trade groups	18,473	20,611	20,657	20,865	20,849	-0.1	12.9
Newfoundland	187	183	166	184	198	7.6	6.0
Prince Edward Island	46	45	42	39	40	3.0	-12.6
Nova Scotia	410	469	425	428	441	2.9	7.7
New Brunswick	247	293	283	288	300	4.3	21.5
Quebec	4,253	4,792	4,663	4,796	4,790	-0.1	12.6
Ontario	7,653	8,786	8,849	8,903	8,898	-0.1	16.3
Manitoba	629	657	677	705	673	-4.5	6.9
Saskatchewan	592	673	732	764	802	5.0	35.3
Alberta	1,791	1,921	1,982	1,929	1,890	-2.1	5.5
British Columbia	2,644	2,766	2,816	2,805	2,793	-0.5	5.6
Yukon and Northwest Territories	21	25	22	23	25	9.8	17.6
Inventories							
Food, beverage, drug and tobacco products	3,344	3,752	3,730	3,751	3,766	0.4	12.6
Apparel and dry goods	1,046	1,067	1,056	1,041	1,034	-0.7	-1.1
Household goods	1,271	1,445	1,482	1,507	1,509	0.2	18.8
Motor vehicles, parts and accessories	3,518	3,776	3,869	4,013	3,902	-2.8	10.9
Metals, hardware, plumbing and heating equipment and supplies	2,534	2,646	2,741	2,802	2,842	1.4	12.2
Lumber and building materials	2,838	2,956	3,094	3,174	3,166	-0.3	11.6
Farm machinery, equipment and supplies	1,314	1,571	1,585	1,571	1,581	0.6	20.3
Other machinery, equipment and supplies	7,338	7,985	8,033	8,096	8,181	1.0	11.5
Other products	3,575	4,046	4,112	4,149	4,310	3.9	20.5
Total, all trade groups	26,778	29,244	29,703	30,105	30,291	0.6	13.1

^p Preliminary figures.

^r Revised figures.

Wholesale merchants' sales and inventories

	March 1994	February 1995 ^r	March 1995 ^p	March 1994 to March 1995
	unadjusted			
	\$ millions			
Sales				
Food, beverage, drug and tobacco products	4,576	4,234	4,808	5.1
Apparel and dry goods	522	503	562	7.7
Household goods	585	505	627	7.2
Motor vehicles, parts and accessories	2,450	2,013	2,733	11.5
Metals, hardware, plumbing and heating equipment and supplies	1,394	1,393	1,632	17.1
Lumber and building materials	1,565	1,446	1,782	13.9
Farm machinery, equipment and supplies	408	358	498	22.0
Other machinery, equipment and supplies	5,050	4,499	5,766	14.2
Other products	3,037	3,086	3,555	17.1
Total, all trade groups	19,589	18,037	21,964	12.1
Newfoundland	167	147	185	11.1
Prince Edward Island	41	32	37	-10.6
Nova Scotia	400	354	440	9.9
New Brunswick	235	231	289	23.2
Quebec	4,393	4,133	4,968	13.1
Ontario	8,385	7,801	9,640	15.0
Manitoba	620	570	657	6.0
Saskatchewan	550	633	778	41.4
Alberta	1,860	1,667	1,930	3.8
British Columbia	2,916	2,451	3,015	3.4
Yukon and Northwest Territories	22	18	24	11.0
Inventories				
Food, beverage, drug and tobacco products	3,185	3,628	3,551	11.5
Apparel and dry goods	1,041	1,059	1,006	-3.4
Household goods	1,229	1,464	1,476	20.0
Motor vehicles, parts and accessories	3,657	4,243	4,080	11.6
Metals, hardware, plumbing and heating equipment and supplies	2,561	2,778	2,908	13.6
Lumber and building materials	3,055	3,254	3,404	11.4
Farm machinery, equipment and supplies	1,359	1,573	1,604	18.0
Other machinery, equipment and supplies	7,337	8,024	8,150	11.1
Other products	3,683	4,220	4,497	22.1
Total, all trade groups	27,107	30,242	30,675	13.2

^p Preliminary figures.^r Revised figures.

OTHER RELEASES

Mineral wool including fibrous glass insulation

April 1995

Manufacturers shipped 1 354 732 square metres of R12 factor (RSI 2.1) mineral wool batts in April 1995, down 68.7% from 4 333 571 square metres a year earlier and down 70.4% from 4 584 307 square metres the previous month.

Year-to-date shipments to the end of April 1995 totalled 10 036 480 square metres, an 11.0% decrease from the same period in 1994.

Available on CANSIM: matrices 40 and 122 (series 32 and 33).

The April 1995 issue of *Mineral wool including fibrous glass insulation* (44-004, \$6/\$60) will be available shortly. See "How to order publications".

For further information on this release, contact Roland Joubert (613-951-3527), Industry Division. ■

Tea, coffee and cocoa

March 1995

Data for the first quarter of 1995 on the production and stocks of tea, coffee and cocoa are now available.

Available on CANSIM: matrix 188 (series 1.7 and 1.8).

The March 1995 issue of *Production and stocks of tea, coffee and cocoa* (32-025, \$10/\$32) will be available shortly. See "How to order publications".

For further information on this release, contact Peter Zylstra (613-951-3511), Industry Division. ■

PUBLICATIONS RELEASED

Monthly survey of manufacturing, March 1995

Catalogue number 31-001

(Canada: \$19/\$190; United States: US\$23/US\$228; other countries: US\$27/US\$266).

Shipments of plastic film and bags manufactured from resin, quarter ended March 31, 1995

Catalogue number 47-007

(Canada: \$10/\$32; United States: US\$12/US\$39; other countries: US\$14/US\$45).

Surface and marine transport, vol. 11, no. 4

Catalogue number 50-002

(Canada: \$11/\$80; United States: US\$14/US\$96; other countries: US\$16/US\$112).

Energy statistics handbook, May 1995

Catalogue number 57-601

(Canada: \$330; United States: US\$400; other countries: US\$460).

The consumer price index, April 1995

Catalogue number 62-001

(Canada: \$10/\$100; United States: US\$12/US\$120; other countries: US\$14/US\$140).

Available at 7:00 a.m. on Wednesday, May 24

Wholesale trade, February 1995

Catalogue number 63-008

(Canada: \$18/\$180; United States: US\$22/US\$216; other countries: US\$26/US\$252).

Building permits, March 1995

Catalogue number 64-001

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

The paper used in this publication meets the minimum requirements of American National Standard for Information Sciences - Permanence of Paper for Printed Library Materials, ANSI Z39.48 - 1984.



Published by authority of the Minister responsible for Statistics Canada. © Minister of Industry, 1995. Citation in newsprint, magazine, radio, and television reporting is permitted subject to the requirement that Statistics Canada is acknowledged as the source. Any other reproduction is permitted subject to the requirement that Statistics Canada is acknowledged as the source on all copies as follows: Statistics Canada, *The Daily*, catalogue 11-001E, along with date and page references.

How to order publications

Simplify your data search with *Statistics Canada Catalogue*, 1994 (11-204E, \$15; United States: US\$18; other countries: US\$21). Its keyword index will guide you to statistics on Canada's social and economic activity.

Order *The Daily* and other publications by phone:

Please refer to the • Title • Catalogue number • Volume number • Issue number • Your VISA or MasterCard number.

In Canada and the United States call:

1-800-267-6677

From other countries call:

1-613-951-7277

Or fax your order to us:

1-613-951-1584

For address changes: Please refer to your customer account number.

To order a publication by mail write: Sales and Service, Marketing Division, Statistics Canada, Ottawa, K1A 0T6.

Include a cheque or money order payable to Receiver General of Canada/Publications. Canadian customers add 7% GST.

Statistics Canada Regional Reference Centres provide a full range of the Agency's products and services.

For the reference centre nearest you, check the blue pages or your telephone directory under Statistics Canada.

Authorized agents and bookstores also carry Statistics Canada's catalogued publications.



1010189643

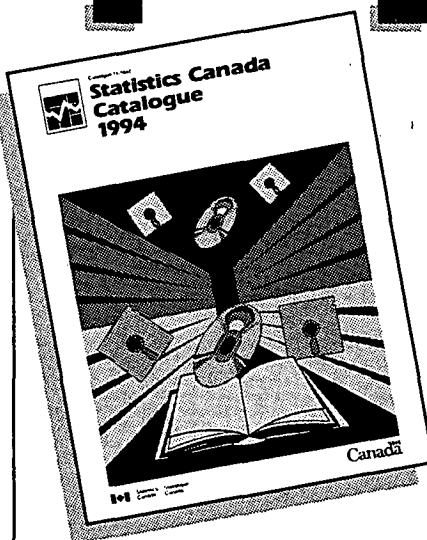
Pick a topic... any topic

The **1994 Statistics Canada Catalogue** is your guide to the most complete collection of facts and figures on Canada's changing business, social and economic environment. No matter what you need to know, the **Catalogue** will point you in the right direction.

From the most popular topics of the day – like employment, income, trade, and education – to specific research studies – like mineral products shipped from Canadian ports and criminal victimization in urban areas – you'll find it all here.

...the 1994 Statistics Canada Catalogue will help you get your bearings...

The **Catalogue** puts all this information at your fingertips. With the expanded index, you can search by subject, author or title – even periodical articles are indexed. There's also a separate index for all our electronic products.



The **Catalogue** has everything you need to access all Statistics Canada's products:

- descriptions of over 25 new titles, plus succinct abstracts of the over 650 titles and 7 map series already produced;
- electronic products in a variety of media, and advice on getting expert assistance on electronic products and on-line searches;
- a complete guide to finding and using statistics;

■ tabs to each section – so you can immediately flip to the information you need.

...time and time again...

To make sure that the **Catalogue** stands up to frequent use, we used a specially coated cover to prevent broken spines, tattered edges and dog-eared corners.

Order today – you'll be lost without it.

1994 Statistics Canada Catalogue

Only \$15 in Canada (US\$18 in the U.S. and US\$21 in other countries). Quote Cat. no. 11-2040XPE.

Write to:

Statistics Canada
Marketing Division
Sales and Service
120 Parkdale Avenue
Ottawa, Ontario
K1A 0T6

Fax: (613) 951-1584

Call toll-free: 1-800-267-6677

Or contact the nearest Statistics Canada Reference Centre listed in this publication.

