

Manitoba Wholesale Sales in November 2020

The wholesaling sector weathered the COVID-19 storm better than many other sectors

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Bottom Line

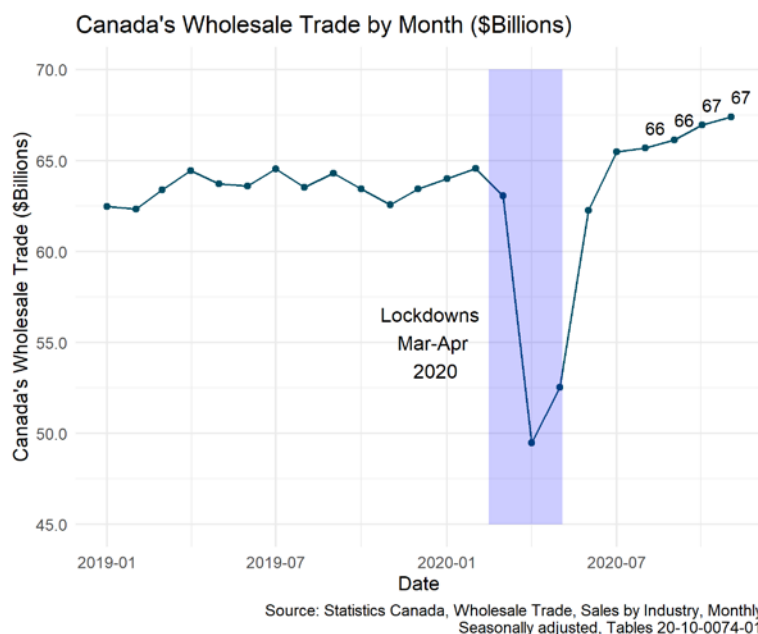
The Canadian wholesale sector has been a strong performer since July, after an initial decline associated with the pandemic lockdown in Mar – Apr 2020. Building material sales are the strongest subsector, driven by higher lumber prices and strong consumer demand for renovation and building projects.

Manitoba did not see the same level of decline in wholesale sales experienced nationally. Wholesale sales in this province have been strong from June straight through November 2020, supported by strong building material sales. A November 2020 surge in motor vehicle sales pushed up the subsector to the largest year-over-year increase of any subsector.

The wholesaling sector seems to have weathered the COVID-19 storm better than many other sectors. We anticipate some declines in sales in December 2020, when the Manitoba’s code red deepened. We can expect a lesser decline in this sector relative to other sectors due to its relative resilience.

Analysis of Canada Wholesale Sector

Figure 1: Canada’s Wholesale Trade by Month (\$Billions)



Canada’s overall wholesale sales saw a sharp decline associated with the initial lockdown in Mar – Apr 2020 (**Figure 1**). The lockdown driven sales decline was due to a sharp decline for motor vehicle sales, and to a lesser extent by declines for building materials and supplies, personal and household goods, and machinery and equipment.

Wholesale sector sales in Canada from July 2020 onwards have exceeded February 2020 levels. **In**

November 2020, Canada's wholesale sales were \$67.4 billion - up 8 per cent on the year.

Figure 2: Index of Canada's Wholesaling Trade by Subsector (100 = same as prior year)



Every wholesale subsector in November 2020 saw sales at least even with the year before (**Figure 2**).

The largest year-over-year growth was found in:

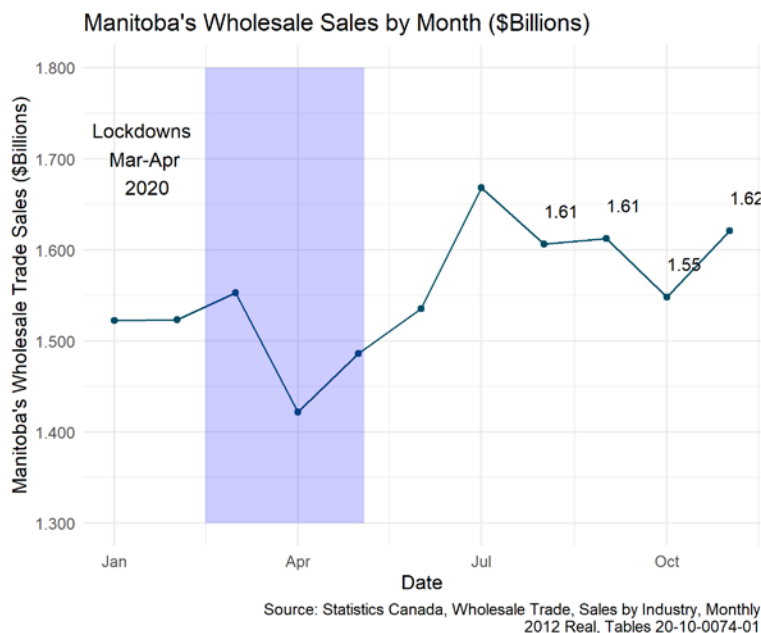
- **Building materials**, up 16 per cent on the year – a sector showing strength since the April lockdowns.

This strength aligns with strong wood product manufacturing sales, as noted in [WED, Vol.2, Issue 04](#). The increased cost of

lumber supplies and the increased demand for home renovation supports the overall building materials sector sales values.

Analysis of Manitoba Wholesale Sector

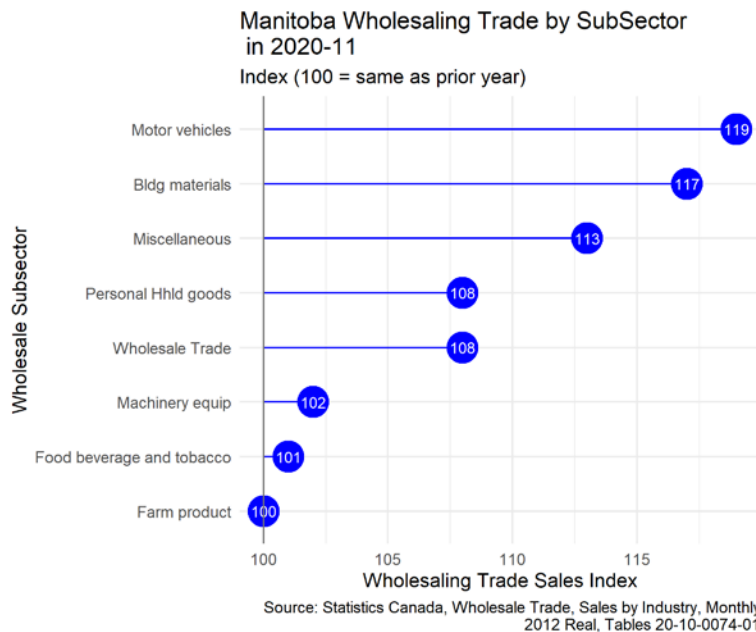
Figure 3: Manitoba's Wholesale Sales by Month (\$Billions)



Manitoba's wholesale sector saw a lesser decline in sales during the initial lockdowns, with sales only dipping marginally below February 2020 levels during April and May. Since that time, Manitoba's wholesale sales have exceeded February levels (**Figure 3**).

The value of Manitoba's wholesale in November 2020 was \$1.62 billion, up 8 per cent on the year.

Figure 4: Index of Manitoba Wholesaling Trade by Subsector (100 = same as prior year)



In Manitoba, every subsector in November 2020 saw sales that were at least even with the year before.

The two largest areas of growth were:

- **Motor vehicle** wholesale sales up 19 per cent on the year - boosted by a surge in November, and
- **Building materials** up 17 per cent on the year – a sector showing strength since the April lockdowns.

EDW Contacts for Assistance or Inquiries:

- For Winnipeg businesses looking for help accessing government programs, please reach out to our **Yes! Winnipeg Team** through our [Help us help you form](#) if you are not sure whom to contact on the YW team.
- For general inquires please email wpginfo@edwinnipeg.com.
- For Marketing & Communications Inquiries, please email: marketingandbranding@edwinnipeg.com.