



CONNECTING, EMPOWERING AND CELEBRATING OUR MEMBERS

# MONTHLY BUSINESS CONDITIONS REPORT

JULY, 2025

ISSUE 19

Canadian Market Insights You Can Act On



## MARKET INTELLIGENCE FOR OUR MEMBERS

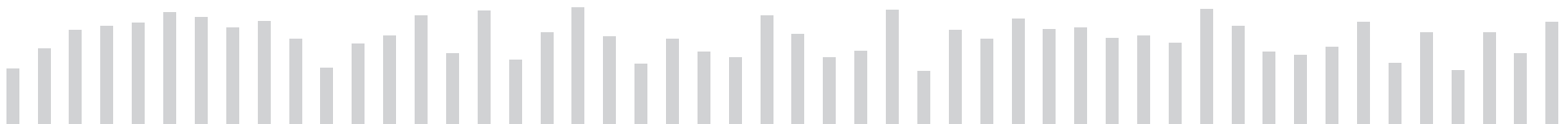
### Canadian Economic & Market Overview

Facts with minimal drama. Data is sourced from Statistics Canada unless otherwise specified. Commentary and forecasts reflect a consensus from multiple reputable sources.

Business people are essentially traders, responding to both economic fundamentals and consumer or investor sentiment. Over time, fundamentals tend to dominate outcomes, but in the short term, sentiment can significantly influence market behavior. Strategic planning must integrate both short-term responsiveness and long-term positioning.



**PROUDLY CANADIAN**



## IN THIS REPORT

### CANADIAN ECONOMIC & MARKET OVERVIEW

In Q2 2025, the Canadian economy inflation remained stable at 1.8%, and job growth in June offered a glimmer of resilience amid broader economic softness. Canada's retail sector remained resilient despite rising trade tensions. Wholesale markets also saw a modest national growth of 0.1%, driven by strong sales in personal and household goods. [\(p3\)](#)

### CANADA'S ECONOMIC RESILIENCE & TRADE OUTLOOK

Despite trade challenges in 2025, Canada's economy remains resilient thanks to stable inflation, government support, and CUSMA protections, paving the way for a cautiously optimistic 2026. [\(p5\)](#)

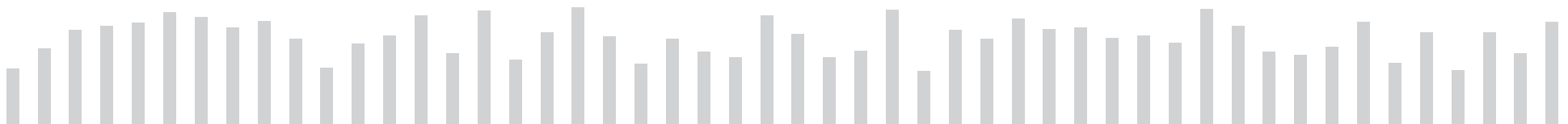
### TRADE CHALLENGES AHEAD: 2025 – 2026

Canada is bracing for the 2026 CUSMA review amid U.S. trade pressures while enforcing a new 25% surtax on Chinese-origin steel and aluminum, signaling a strategic effort to protect domestic industries and maintain market access. [\(p6\)](#).

A 2025–2026 trade timetable is included for reference [\(p7\)](#).

**“CREATING A CONTEXT IN WHICH  
OTHER PEOPLE CAN THINK.”**

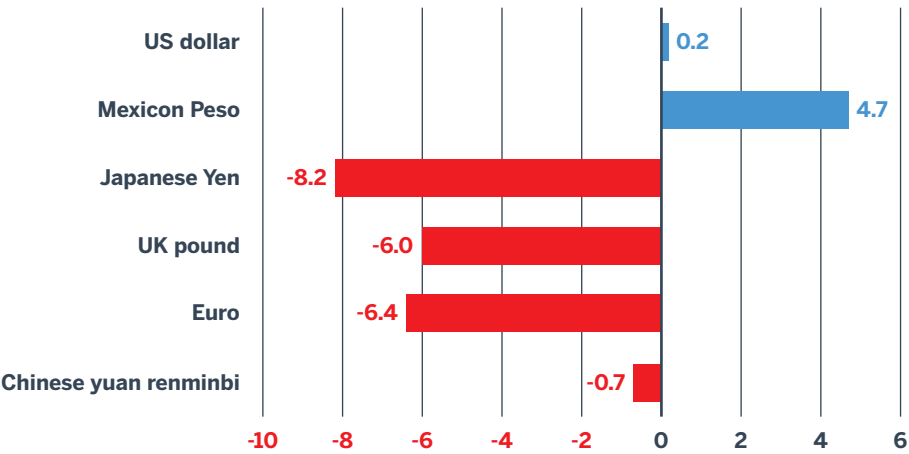
EDWIN SCHLOSSBERG



# CANADIAN ECONOMIC & MARKET OVERVIEW

## CANADIAN DOLLAR

### CANADIAN DOLLAR EXCHANGE RATE JULY2024 VS JULY 2025



The Canadian dollar (CAD) appreciated 3.5% against the U.S. dollar during Q2 2025, reversing much of its 2024 decline.

This rebound was largely driven by weakness in the U.S. dollar which stemmed from investor concerns, erratic trade policies, and a pivot away from U.S. assets.

The CAD's recovery was notable but less pronounced than other G10 currencies, which gained 7–8% against the USD.

Analysts expect the CAD to remain range-bound through the rest of 2025, with forecasts between US\$0.72–0.74

## DIESEL & OIL PRICES

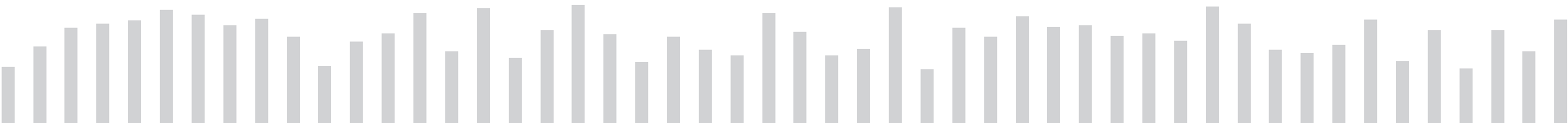
- Diesel prices began to creep up in all major cities in line with June's oil prices.
- Diesel prices in Canada remain closely tied to global crude oil prices, with a **correlation coefficient of 0.81**. A 10% increase in oil prices typically results in an **8% rise in diesel prices**.

## RETAIL SECTOR

- **Retail sales** reached **\$76.5 billion in May**, up **4.4% year-over-year**.
- **Core retail sales** (excluding fuel and motor vehicles) were flat in May; volume-adjusted sales declined **1.4%**.
- Notable growth came from **building materials and garden supplies**. [\(p9\)](#).
- **Advance estimates** suggest a **1.6% increase in June retail sales**.

## CONSUMER PRICES

- The **Consumer Price Index (CPI)** rose **1.9% YoY in June**, up from **1.7% in May**.
- **Passenger vehicle prices** surged:
  - New vehicles: +5.2% in June (vs. +4.9% in May)
  - Used vehicles: +1.7% in June (first YoY increase in 18 months)
- **Furniture prices** rose 3.3% in June (vs. 0.1% in May).
- **Household appliance prices** fell 0.4% in June after a 2.6% rise in May. [\(p14\)](#)



# CANADIAN ECONOMIC & MARKET OVERVIEW

## WHOLESALE SECTOR

- **Wholesale sales** (excluding energy and grains) edged up **0.1% to \$84.2 billion** in May.
- **Personal and household goods** led growth, up **3.5% to \$12.4 billion**.
  - Key contributors:
    - Textile, clothing & footwear: +14.4%
    - Home entertainment & appliances: +15.5% ([p10](#))
- **Wholesale inventories** rose **0.8% to \$130.3 billion**.

## BUSINESS CONDITIONS REPORT WEBINAR

Gain valuable insights at our monthly **Business Conditions Webinar**, where we analyze the latest reports, uncover key trends, and foster engaging discussions.

### Date and Time:

Friday, August 29th at 9:00 a.m. (EDT)

### Key Topic:

Which statistics are most relevant to your business—foreign exchange rates, retail sales figures, or consumer price data? We'll examine the tables presented in the monthly report and explore how companies can use them to assess performance and refine strategic decisions.

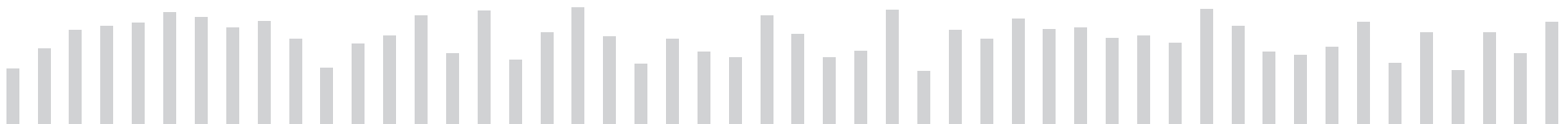
Secure your spot today! To register, [click here](#) or reach out to Sam Moncada at [smoncada@copa.ca](mailto:smoncada@copa.ca). It's always time for change. Let me know what you need.

## TRADE PERFORMANCE

- **June imports** rose **1.4% YoY**, which was driven by a one-time, high-value shipment for a Newfoundland offshore oil project.
- **Exports** increased **0.9%**, widening the trade deficit from **\$5.5B to \$5.9B**.
- **Exports to the U.S.** rose **3.1% in June** but were **12.5% lower YoY**.
- **Exports to non-U.S. destinations** increased **14.7% YoY**.

## EMPLOYMENT & WAGES

- **Employment declined by 41,000 (-0.2%) in July**, with the employment rate falling to **60.7%**.
- **Unemployment rate** held steady at **6.9%**.
- **Average hourly wages** rose **3.3% YoY to \$36.16**. ([p13](#))
- **Construction employment** fell by **22,000 (-1.3%)**, showing minimal change over the past year.
- **Job confidence** remains high:
  - 54.9% of employees aged 25–64 are “very confident” in their job prospects.
  - Only 4.1% reported low confidence.



# CANADA'S ECONOMIC RESILIENCE & TRADE OUTLOOK

Despite facing significant headwinds in 2025 — including rising U.S. tariffs and global trade uncertainty — Canada's economy has demonstrated notable resilience, **buoyed by stable inflation, modest consumer spending, and targeted government support**. While export-heavy sectors like manufacturing and transportation continue to feel the strain, most Canadian exports remain duty-free under CUSMA, and the Bank of Canada's flexible monetary policy has helped cushion the impact, setting the stage for a **cautiously optimistic trade outlook into 2026**.

Brace yourself for another turbulent ride in 2026. Expect a flood of headlines and news reports echoing cries that **the sky is falling** — often with more drama than detail.

## TARIFF ESCALATION & IMPACT

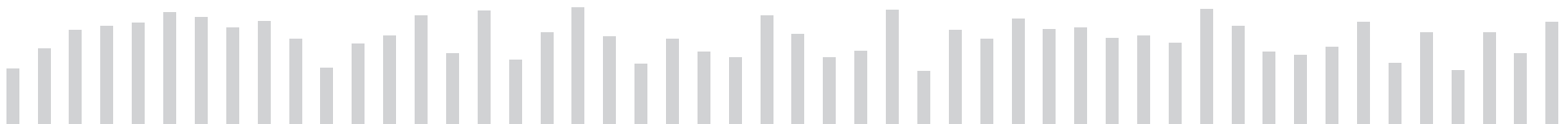
- On **August 1, 2025**, the U.S. raised tariffs on **non-CUSMA-compliant Canadian goods** from **25% to 35%**, intensifying trade tensions.
- Despite this, **Canada's economy has shown resilience**, with only modest contractions in GDP in April and May, and a rebound in June.
- The **effective average tariff** across all Canadian exports to the U.S. remains around 5%, thanks to **80–90% CUSMA compliance**.

## CENTRAL BANK & ECONOMIC INDICATORS

- **Bank of Canada Governor Tiff Macklem** noted that while business and consumer confidence remains low, it is improving.
- The central bank held its **policy rate at 2.75%**, signaling confidence in the economy's ability to absorb tariff shocks.
- **Consumption continues to grow modestly**, and employment remains stable outside of trade-exposed sectors.

## SECTORAL EFFECTS

- **Steel, aluminum, lumber, and autos** are among the most exposed sectors due to lower CUSMA compliance and sector-specific duties.
- The federal government has introduced **support programs** for affected workers and plans to accelerate **infrastructure spending**.





## TRADE CHALLENGES AHEAD – CUSMA & TARIFF PRESSURES



Canada faces a pivotal CUSMA review in 2026, with U.S. concerns over digital taxes, dairy access, and auto rules likely shaping negotiations combined with the threat of a looming 35% tariff on non-compliant goods.

**American dairy producers** have clarified that they're not opposed to Canada's system of managed markets. Their **concern lies with how import quotas under CUSMA are allocated**. They're asking that these quotas be directed toward retailers who genuinely intend to purchase American dairy products. Currently, most of the quotas are awarded to major Canadian cheese producers — many of whom haven't utilized the quotas for years, raising questions about the intent and effectiveness of the current system.

Also, Canada has introduced a **25% surtax on steel and aluminum products** containing Chinese-origin materials, requiring stricter documentation from importers. Together, these actions reflect a strategic push to defend domestic industries while preserving trade access, urging businesses to prepare for regulatory shifts.

### CUSMA RENEGOTIATION LOOMS (2026)

- The **Canada–U.S.–Mexico Agreement (CUSMA)** is scheduled for **joint review in July 2026**, marking six years since its implementation.
- Analysts warn that the **35% U.S. tariff rate** on non-compliant Canadian goods may be used as leverage in negotiations, potentially taking full effect if no new deal is reached.
- Key U.S. concerns likely to dominate talks include:
  - Digital services tax
  - Dairy market access
  - Automotive rules of origin
  - Environmental and labour standards

# TRADE CHALLENGES AHEAD – CUSMA & TARIFF PRESSURES

## CANADIAN SURTAX ON CHINESE STEEL & ALUMINUM

- Effective **July 31, 2025**, Canada imposed a **25% surtax** on steel and aluminum goods containing Chinese-origin materials.
- Targeted products include:
  - Steel **melted and poured in China**
  - Aluminum **smelted and cast in China**
- Importers must provide **mill test certificates or certified inspection reports** to prove origin. After **September 22, 2025**, commercial invoices alone will no longer suffice.
- The surtax aims to counter:
  - **Global overcapacity**
  - **Unfair trade practices**
  - **Transshipment risks** (e.g., Chinese goods routed through third countries to avoid tariffs)

## STRATEGIC IMPLICATIONS

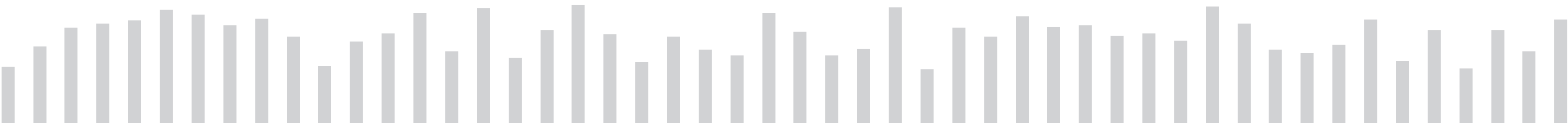
- Canada’s dual approach—defensive tariffs and proactive CUSMA compliance—reflects a broader effort to protect domestic industries while maintaining access to U.S. markets.
- Businesses are advised to:
  - Audit supply chains for origin compliance
  - Prepare documentation ahead of regulatory changes including revising import documents to include test certificates or certified inspections.
  - Monitor CUSMA developments closely as 2026 approaches

## TIMELINE: KEY TRADE MILESTONES (2024–2026)

Date	Event	Implication
Jul 31, 2025	Canada’s 25% surtax on Chinese steel & aluminum takes effect	Importers must verify origin; risk of transshipment scrutiny
Sep 22, 2025	Stricter documentation rules for steel/aluminum origin verification	Commercial invoices no longer accepted as proof
Q1–Q2 2026	Pre-negotiation consultations among CUSMA members	Lobbying and stakeholder input intensify
July, 2026	Official CUSMA joint review	Potential tariff threats and renegotiation of key provisions

### Detailed Tables

Detailed tables (p8) highlight monthly Canadian economic and market performance over the past 12 months, offering a valuable benchmark for comparing company results and exploring key variances. These variances aren’t inherently positive or negative — they simply prompt the essential question: why?



## BUSINESS CONDITIONS

Our glossary appendix provides a detailed description, reference source, and usage.

**LEGEND** Lowest Month  
Highest Month

### MONTHLY EXCHANGE RATES (\$1.00 CAD =)

2024						2025							Variance	
Currency	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	YOY	MOM
Chinese yuan renminbi	5.238	5.227	5.155	5.157	5.112	5.071	5.086	<span style="color: red;">5.048</span>	5.216	5.206	<span style="color: green;">5.252</span>	5.241	<span style="color: red;">-0.06</span>	<span style="color: red;">-0.01</span>
Euro	0.665	0.665	0.667	<span style="color: green;">0.674</span>	0.670	0.671	0.672	0.644	0.637	0.640	0.635	<span style="color: red;">0.626</span>	<span style="color: red;">-0.05</span>	<span style="color: red;">-0.01</span>
UK pound	<span style="color: green;">0.566</span>	0.559	0.557	0.562	0.555	0.563	0.558	<span style="color: red;">0.539</span>	0.544	0.540	<span style="color: red;">0.539</span>	0.542	<span style="color: red;">-0.02</span>	0.00
Japanese Yen	107	105	109	<span style="color: green;">110</span>	108	109	106	104	<span style="color: red;">103</span>	104	106	108	<span style="color: red;">-7.28</span>	1.82
Mexican Peso	14.0	<span style="color: green;">14.5</span>	14.3	<span style="color: green;">14.5</span>	14.2	14.3	14.3	14.1	14.3	14.0	13.9	<span style="color: red;">13.7</span>	0.46	<span style="color: red;">-0.26</span>
US dollar	0.732	<span style="color: green;">0.738</span>	0.727	0.716	0.702	<span style="color: red;">0.695</span>	0.699	0.696	0.715	0.722	0.731	0.730	0.00	0.00

### DIESEL SELF SERVICE (FUEL SURCHARGE) (CAD \$)

2024							2025						Variance	
Diesel fuel, self service	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr (*)	May	Jun	YOY	MOM
Calgary, Alberta	1.67	1.65	1.60	1.61	1.62	1.59	1.67	<span style="color: green;">1.68</span>	1.63	1.35	<span style="color: red;">1.30</span>	1.33	<span style="color: red;">-0.30</span>	0.04
Halifax, Nova Scotia	1.78	1.68	1.60	1.68	1.72	1.74	1.91	<span style="color: green;">1.93</span>	1.83	1.47	<span style="color: red;">1.40</span>	1.46	<span style="color: red;">-0.29</span>	0.06
Montréal, Quebec	1.79	1.74	1.68	1.70	1.76	1.77	1.88	<span style="color: green;">1.89</span>	1.80	1.71	<span style="color: red;">1.66</span>	<span style="color: red;">1.66</span>	<span style="color: red;">-0.12</span>	0.00
Toronto, Ontario	1.60	1.54	1.47	1.52	1.58	1.60	<span style="color: green;">1.71</span>	1.69	1.64	1.35	<span style="color: red;">1.31</span>	1.34	<span style="color: red;">-0.24</span>	0.03
Vancouver, British Columbia	1.88	1.82	1.79	1.85	1.87	1.82	<span style="color: green;">1.92</span>	<span style="color: green;">1.92</span>	1.90	<span style="color: red;">1.67</span>	1.70	1.76	<span style="color: red;">-0.10</span>	0.05

(\*) Carbon tax cancelled in Canada and British Columbia effective April 1, 2025. Cap-and-trade continues in Quebec.  
Stats Can revised March and April numbers



# BUSINESS CONDITIONS

Our glossary appendix provides a detailed description, reference source, and usage.

**LEGEND** Lowest Month  
Highest Month

## RETAIL TRADE VALUE (CAD \$ MILLIONS)

	2024							2025					Variance	
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	April	May	YOY	MOM
Retail trade	68,768	70,042	70,186	66,103	70,975	70,960	72,005	59,851	<span style="color: red;">56,837</span>	66,742	70,823	<span style="color: green;">76,479</span>	3,219	5,657
Building material and garden equipment and supplies dealers	4,697	4,416	4,101	4,151	4,223	3,667	2,962	2,807	<span style="color: red;">2,510</span>	3,253	3,966	<span style="color: green;">5,377</span>	110	1,412
Electronics and appliances retailers	1,556	1,660	1,798	1,698	1,726	2,407	<span style="color: green;">2,512</span>	1,710	<span style="color: red;">1,443</span>	1,689	1,645	1,685	120	40
Floor covering, window treatment and other home furnishing retailers	655	682	679	731	752	<span style="color: green;">847</span>	816	642	<span style="color: red;">585</span>	731	719	775	41	56
Furniture, home furnishings, electronics and appliances retailers	3,380	3,553	3,735	3,640	3,671	<span style="color: green;">4,568</span>	4,559	3,450	<span style="color: red;">2,960</span>	3,602	3,530	3,783	287	253
General merchandise retailers	9,310	9,292	9,163	8,640	9,340	9,668	11,014	7,747	<span style="color: red;">7,691</span>	8,429	9,256	10,386	441	1,130
Miscellaneous retailers	2,484	2,526	2,636	2,479	2,674	2,621	2,734	2,287	<span style="color: red;">2,197</span>	2,469	2,547	2,916	323	369
Sporting goods, hobby, musical instrument, book retailers and news dealers	1,306	1,289	1,408	1,315	1,265	1,479	2,074	1,092	<span style="color: red;">961</span>	1,207	1,251	1,406	90	154
E-commerce	<span style="color: red;">3,932</span>	4,088	4,008	4,149	4,179	4,142	4,272	4,339	4,300	4,203	<span style="color: green;">4,387</span>	4,314	416	<span style="color: red;">-73</span>

# BUSINESS CONDITIONS

Our glossary appendix provides a detailed description, reference source, and usage.

**LEGEND** Lowest Month  
Highest Month

## WHOLESALE VALUE (MERCHANT WHOLESALERS) (CAD \$ MILLIONS)

	2024							2025					Variance	
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	YOY	MOM
Wholesale trade (excluding petroleum, petroleum products, and other hydrocarbons and excluding Oilseed and grain)	83,370	82,540	81,853	81,950	90,105	84,729	78,924	78,143	75,476	89,000	85,718	91,045	-462	5,327
Building material and supplies	12,011	12,021	11,963	11,760	13,044	12,094	9,751	11,351	10,785	12,192	12,083	12,695	-55	612
Computer and communications equipment and supplies	4,792	4,400	4,560	4,981	6,176	6,115	5,617	4,587	4,950	5,929	4,491	4,837	313	346
Electrical, plumbing, heating and air-conditioning equipment and supplies	3,954	4,144	4,011	3,983	4,298	4,054	3,496	3,767	3,930	4,082	4,133	4,236	106	103
Farm, lawn and garden machinery and equipment	2,538	2,796	2,715	2,337	2,929	2,053	2,296	1,874	2,200	3,243	3,433	2,926	-313	-506
Home entertainment equipment and household appliance	831	846	977	977	1,138	1,147	930	808	759	864	772	919	115	148
Home furnishings	703	808	748	661	761	695	559	643	567	644	626	671	-90	45
Log, wood chips, and other wood products	105	122	157	120	123	128	159	126	120	117	114	123	-21	9
Lumber, millwork, hardware and other building supplies	5,876	5,788	5,784	5,711	6,414	5,978	4,584	5,381	4,982	5,885	5,873	6,381	44	508
Paper, paper product and disposable plastic product	1,195	1,186	1,135	1,206	1,221	1,206	1,098	1,123	1,058	1,246	1,246	1,190	-75	-56
Personal goods	1,331	1,231	1,148	1,271	1,143	1,030	996	1,003	876	1,119	1,223	1,084	-142	-140

# BUSINESS CONDITIONS

Our glossary appendix provides a detailed description, reference source, and usage.

**LEGEND** Lowest Month  
Highest Month

## WHOLESALE INVENTORIES (CAD \$ MILLIONS)

	2024							2025					Variance	
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	YOY	MOM
Computer and communications equipment and supplies	<span style="color: red;">3,421</span>	3,452	3,539	3,637	3,617	3,505	3,595	3,456	<span style="color: green;">3,739</span>	3,669	3,692	3,730	215	37
Construction, forestry, mining, and industrial machinery, equipment and supplies	18,483	18,428	<span style="color: green;">18,764</span>	18,571	18,339	18,000	17,885	<span style="color: red;">17,190</span>	18,129	17,982	18,372	17,973	<span style="color: red;">-542</span>	<span style="color: red;">-399</span>
Electrical, plumbing, heating and air-conditioning equipment and supplies	<span style="color: red;">6,559</span>	6,750	6,721	6,677	6,663	6,668	6,923	7,020	<span style="color: green;">7,679</span>	7,114	7,092	7,180	615	89
Home entertainment equipment and household appliance	<span style="color: red;">1,272</span>	1,319	1,327	1,311	1,384	1,428	1,411	1,434	1,500	1,478	1,541	<span style="color: green;">1,591</span>	296	50
Home furnishings	1,730	1,717	1,700	<span style="color: red;">1,699</span>	1,740	1,755	1,745	1,752	1,776	1,824	1,733	<span style="color: green;">1,848</span>	16	115
Log, wood chips, and other wood products	85	90	102	93	105	<span style="color: green;">109</span>	101	96	102	78	<span style="color: red;">76</span>	81	<span style="color: red;">-3</span>	5
Lumber, millwork, hardware and other building supplies	9,592	9,454	9,401	9,409	<span style="color: red;">9,400</span>	9,464	9,428	9,486	9,654	9,685	9,799	<span style="color: green;">10,064</span>	356	265

Note: Categories vary month to month based on business reporting.

# BUSINESS CONDITIONS

Our glossary appendix provides a detailed description, reference source, and usage.

**LEGEND** Lowest Month  
Highest Month

## IMPORT VALUE (CAD \$ MILLIONS)

2024							2025						Variance	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YOY	MOM
Total of all merchandise	63,859	66,576	64,290	68,212	63,829	62,519	62,844	<span style="color: red;">62,006</span>	<span style="color: green;">72,193</span>	66,177	67,009	65,906	812	<span style="color: red;">-1,103</span>
Appliances	474	531	536	593	476	<span style="color: red;">469</span>	512	481	572	580	<span style="color: green;">629</span>	532	55	<span style="color: red;">-97</span>
Carpets, textile furnishings and other textile products	367	392	382	410	<span style="color: red;">343</span>	346	377	345	413	388	<span style="color: green;">416</span>	376	7	<span style="color: red;">-41</span>
Cleaning products and toiletries	832	<span style="color: green;">871</span>	806	841	779	777	847	810	863	759	760	<span style="color: red;">753</span>	<span style="color: red;">-10</span>	<span style="color: red;">-7</span>
Coffee and tea	147	154	161	171	<span style="color: red;">140</span>	152	178	141	<span style="color: green;">185</span>	143	168	173	18	5
Computers and computer peripherals	1,503	1,728	1,345	1,581	1,694	1,480	1,326	<span style="color: red;">1,248</span>	<span style="color: green;">1,787</span>	1,387	1,352	1,578	231	226
Consumer goods	13,801	13,684	13,731	<span style="color: green;">15,040</span>	13,208	13,751	13,475	<span style="color: red;">12,640</span>	14,583	13,239	14,205	12,963	280	<span style="color: red;">-1,242</span>
Electrical components	1,406	1,436	1,390	1,516	1,403	<span style="color: red;">1,336</span>	1,481	1,359	<span style="color: green;">1,712</span>	1,531	1,593	1,548	126	<span style="color: red;">-46</span>
Fabricated metal products	948	956	914	980	866	<span style="color: red;">847</span>	998	937	<span style="color: green;">1,026</span>	957	968	947	<span style="color: red;">-4</span>	<span style="color: red;">-21</span>
Furniture and fixtures	849	890	837	860	<span style="color: red;">730</span>	790	909	812	944	882	<span style="color: green;">958</span>	874	38	<span style="color: red;">-83</span>
Heating, cooling and air purification equipment	565	<span style="color: green;">683</span>	605	616	553	571	509	<span style="color: red;">493</span>	680	610	659	633	71	<span style="color: red;">-27</span>
Lumber and other sawmill products	241	254	234	256	220	210	<span style="color: green;">272</span>	255	<span style="color: red;">198</span>	215	265	238	<span style="color: red;">-24</span>	<span style="color: red;">-27</span>
Packaging materials	1,054	1,069	1,010	1,061	963	<span style="color: red;">896</span>	1,086	957	<span style="color: green;">1,105</span>	1,008	1,047	1,001	<span style="color: red;">-12</span>	<span style="color: red;">-46</span>
Paints, coatings, and adhesive products	288	299	265	284	247	<span style="color: red;">237</span>	269	285	<span style="color: green;">336</span>	300	308	292	<span style="color: red;">-5</span>	<span style="color: red;">-16</span>
Prefabricated buildings and components thereof	45	54	45	44	37	<span style="color: red;">33</span>	41	34	49	37	44	<span style="color: green;">57</span>	2	13
Software and software licensing	23	25	27	<span style="color: green;">42</span>	32	30	25	26	28	23	23	<span style="color: red;">21</span>	<span style="color: red;">-1</span>	<span style="color: red;">-2</span>

# BUSINESS CONDITIONS

Our glossary appendix provides a detailed description, reference source, and usage.

**LEGEND** Lowest Month  
Highest Month

## AVERAGE HOURLY EARNINGS FOR EMPLOYEES PAID BY THE HOUR (EXCL. OT) (CAD )

Occupation	2024						2025					Range Last 12 Months		
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Max	Average	Min
Accounting, tax preparation, bookkeeping and payroll services	35.01	36.56	36.69	36.69	37.33	33.29	33.19	32.39	32.83	31.54	31.32	37.33	34.00	31.32
Administrative and support services	25.65	25.47	25.53	26.11	25.97	26.10	25.79	26.05	26.01	25.90	26.08	26.26	25.89	25.47
Building material and garden equipment and supplies dealers	24.05	23.68	23.88	23.83	23.63	24.10	24.39	23.88	23.93	23.83	23.84	24.39	23.81	22.92
Business-to-business electronic markets, and agents and brokers	30.30	29.67	32.50	28.92	22.82	22.86	23.40	26.12	24.75	23.96	24.35	32.50	27.06	22.82
Computer and communications equipment and supplies merchant wholesalers	34.92	39.49	54.38	40.77	40.81	39.88	45.21	38.87	38.71	39.30	41.08	54.38	40.63	34.92
Computer systems design and related services	35.88	37.48	38.45	40.13	39.80	34.57	36.64	36.30	36.11	38.36	37.88	40.13	37.49	34.57
Construction of buildings	35.66	35.30	36.93	35.86	36.39	36.92	36.27	36.29	36.86	37.36	38.58	38.58	36.55	35.30
Couriers	25.22	25.22	25.68	25.70	26.07	25.22	24.71	25.01	24.68	25.30	25.32	27.09	25.41	24.68
Electronics and appliances retailers	24.69	25.87	27.78	26.48	25.07	24.62	25.75	26.54	25.03	25.98	25.30	27.78	25.77	24.62
General freight trucking	29.53	29.54	29.07	28.56	28.80	28.29	28.96	30.78	29.94	28.98	30.95	30.95	29.34	28.29
Lawn and garden equipment and supplies retailers	24.22	24.32	23.29	24.73	22.77	25.13	25.13	23.86	26.34	25.42	24.22	26.34	24.35	22.77
Lumber, millwork, hardware and other building supplies merchant wholesalers	28.40	28.10	28.10	28.85	29.59	29.13	26.57	26.32	26.96	27.44	27.85	29.59	28.15	26.32
Office supplies, stationery and gift retailers	20.73	20.53	19.92	20.69	20.82	20.76	20.86	20.00	21.10	22.51	21.74	22.51	20.77	19.92
Other wood product manufacturing	28.23	30.03	28.41	28.56	30.19	28.74	28.68	29.80	29.36	30.13	30.28	30.28	29.24	28.23
Personal and household goods merchant wholesalers	25.00	24.72	23.36	26.49	26.14	25.30	24.66	24.52	25.89	25.48	26.21	27.23	25.27	23.36
Transportation and warehousing	31.86	32.01	31.29	31.75	31.08	31.34	31.33	31.84	31.93	32.51	32.63	32.63	31.76	31.08
Warehousing and storage	25.73	25.23	24.39	23.79	25.39	23.73	24.55	25.56	24.30	25.11	25.37	25.73	24.94	23.73
Wholesale trade	29.49	30.15	30.22	30.80	30.25	30.76	30.40	29.75	30.07	29.82	30.26	30.80	30.10	29.49



# PRICE INDEXES Price Indexes measures "pure" price changes only.

**LEGEND** Lowest Month  
Highest Month

## CONSUMER PRICE INDEXES (INDEX: JAN. 2019 = \$100) (CAD \$)

2024							2025						Variance	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YOY	MOM
Communications	74.7	73.0	72.6	72.9	71.0	69.9	73.4	73.8	71.3	71.3	73.1	72.4	-0.7	-0.6
Cooking appliances	118.9	119.3	119.4	117.5	114.6	110.2	112.9	113.7	117.8	120.5	119.1	119.1	0.0	0.0
Digital computing equipment and devices	70.8	69.7	69.7	70.2	68.5	68.5	68.0	68.0	68.0	68.5	68.0	66.9	-4.5	-1.1
Household tools (including lawn, garden and snow removal equipment)	109.4	111.8	111.8	109.7	109.2	107.9	108.4	110.4	109.5	110.3	110.9	108.5	-1.0	-2.4
Laundry and dishwashing appliances	109.7	112.8	112.3	112.8	113.2	110.6	111.1	111.3	111.8	117.8	116.9	117.2	5.0	0.4
Non-electric kitchen utensils, tableware and cookware	113.0	115.2	115.2	111.1	110.6	108.9	108.9	113.5	113.5	113.2	111.2	110.0	-3.0	-1.2
Other household appliances	122.7	122.7	118.1	120.8	120.8	113.6	113.6	123.2	123.2	122.5	122.7	117.8	-4.8	-4.8
Other household equipment	109.3	111.7	111.7	109.7	109.2	108.1	108.5	110.2	109.4	110.0	110.8	108.4	-1.0	-2.4
Other recreational equipment	108.2	109.7	111.1	110.0	110.0	109.3	110.3	112.0	113.0	109.3	108.6	110.6	2.3	2.0
Refrigerators and freezers	117.7	120.3	120.3	118.8	118.6	115.3	117.3	121.3	121.4	121.2	119.8	120.3	2.2	0.5
Sporting and exercise equipment	108.9	106.4	110.3	109.6	110.3	108.5	110.5	115.6	117.6	116.1	112.3	112.6	5.4	0.4
Stationery (2013=100)	144.7	142.6	143.5	144.8	146.2	146.4	147.2	146.8	145.9	148.1	146.6	147.8	2.9	1.2
Tools and other household equipment	109.3	111.8	111.8	109.6	109.2	108.0	108.4	110.3	109.4	110.2	110.8	108.4	-1.0	-2.4
Video and audio subscription services	113.6	113.6	113.7	114.5	115.0	115.0	116.6	118.4	118.4	119.9	120.5	120.5	6.7	0.0
Video equipment	77.9	77.0	75.7	76.1	75.2	72.6	74.3	74.3	74.8	73.5	74.3	75.7	-1.3	1.3

# PRICE INDEXES Price Indexes measures "pure" price changes only.

**LEGEND** Lowest Month  
Highest Month

## TRANSPORTATION (INDEX: JAN. 2021 = \$100) (CAD \$)

2024							2025						Variance	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YOY	MOM
<b>General freight trucking (a)</b>	122.5	122.3	121.2	121.1	121.7	122.2	123.2	124.5	124.4	(a)			3.2	-0.1
General freight trucking, local	118.4	118.4	117.7	118.3	118.7	118.8	120.3	121.2	121.0				3.6	-0.2
General freight trucking, long distance	119.6	119.2	118.3	118.2	118.8	120.0	120.1	121.7	121.6				3.3	-0.1
<b>Freight Rail Services (All Commodities) 2018</b>	126.7	127.1	126.8	126.3	126.7	127.6	129.1	129.1	130.1	129.3	127.4	126.5	-1.7	-0.9
Intermodal	130.8	130.9	130.0	129.1	129.0	128.9	130.4	131.0	131.2	131.1	130.3	130.7	-0.3	0.4
<b>Couriers and messengers (2019)</b>	136.5	135.9	136.2	136.0	136.5	137.3	142.6	144.7	144.7	140.2	138.4	137.9	1.8	-0.5
Couriers	138.9	138.2	138.5	138.5	139.1	140.1	146.5	148.7	148.6	143.8	141.6	141.1	3.0	-0.5
Local messengers and local delivery (think Pizza)	124.4	124.4	124.4	123.3	123.2	123.2	123.2	124.5	125.0	122.3	122.5	122.2	-3.3	-0.3

(a) Trucking Price Index is reported monthly but only published quarterly

# PRICE INDEXES Price Indexes measures "pure" price changes only.

**LEGEND** Lowest Month  
Highest Month

## MANUFACTURING: INDUSTRIAL PRODUCT PRICE INDEX (INDEX: JAN. 2020 = \$100) (CAD \$)

	2024							2025					Variance	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YOY	MOM
Computer and peripheral equipment	116.4	116.0	<span style="color: red;">115.0</span>	118.3	119.8	122.2	123.1	124.2	<span style="color: green;">124.6</span>	123.3	123.8	121.3	5.6	<span style="color: red;">-2.5</span>
Cutlery and hand tool	124.7	<span style="color: red;">124.5</span>	<span style="color: red;">124.5</span>	124.6	124.7	124.9	128.1	128.0	128.0	127.8	<span style="color: green;">128.3</span>	128.1	3.5	<span style="color: red;">-0.2</span>
Electric lighting equipment	<span style="color: red;">100.0</span>	111.8	119.5	122.9	113.1	114.7	110.6	<span style="color: green;">123.0</span>	120.7	122.5	104.8	104.6	4.6	<span style="color: red;">-0.2</span>
Forging and stamping	128.6		129.8	<span style="color: red;">127.4</span>	128.2	130.6	132.8	<span style="color: green;">132.9</span>	<span style="color: green;">132.9</span>	131.7	130.4	128.9	0.5	<span style="color: red;">-1.5</span>
Hardware	123.1	122.6	<span style="color: red;">122.0</span>	125.7	128.7	130.6	131.9	130.1	<span style="color: green;">133.7</span>	131.3	130.5	128.7	6.0	<span style="color: red;">-1.8</span>
Household and institutional furniture	115.2	<span style="color: red;">115.1</span>	<span style="color: red;">115.1</span>	115.5	115.6	115.6	115.4	115.4	115.4	<span style="color: green;">116.0</span>	115.7	115.7	0.5	0.0
Machine shops	<span style="color: red;">136.8</span>	138.2	138.0	138.3	139.3	140.6	141.4	141.7	141.3	<span style="color: green;">142.7</span>	141.8	140.8	4.1	<span style="color: red;">-1.0</span>
Major appliance	150.1	150.7	<span style="color: red;">145.7</span>	148.9	153.9	151.4	172.8	175.1	<span style="color: green;">177.9</span>	172.3	176.3	175.1	24.4	<span style="color: red;">-1.2</span>
Office furniture (including fixtures)	108.9	108.8	108.8	109.0	<span style="color: green;">109.1</span>	107.3	107.3	107.3	<span style="color: red;">105.5</span>	107.4	107.4	107.3	<span style="color: red;">-1.8</span>	<span style="color: red;">-0.1</span>
Office supplies (except paper)	123.2	123.3	121.0	123.2	121.9	122.5	123.0	122.9	<span style="color: green;">123.9</span>	117.7	116.6	<span style="color: red;">115.8</span>	<span style="color: red;">-7.4</span>	<span style="color: red;">-0.8</span>
Paperboard container	<span style="color: red;">164.5</span>	165.2	165.2	165.7	165.4	165.6	166.0	165.8	166.4	176.2	<span style="color: green;">176.7</span>	<span style="color: green;">176.7</span>	18.2	0.0
Printing	<span style="color: red;">152.5</span>	<span style="color: red;">152.5</span>	153.8	155.3	155.4	155.4	163.2	163.2	163.9	<span style="color: green;">166.2</span>	<span style="color: green;">166.2</span>	<span style="color: green;">166.2</span>	13.9	0.0
Sawmills and wood preservation	<span style="color: red;">119.5</span>	125.1	127.7	130.1	139.3	140.9	139.1	137.8	<span style="color: green;">144.5</span>	137.7	128.9	129.4	5.7	0.5
Small electrical appliance	132.1	132.1	<span style="color: red;">131.0</span>	134.9	136.0	135.5	138.0	138.5	<span style="color: green;">139.1</span>	137.9	138.8	138.5	6.3	<span style="color: red;">-0.3</span>
Sporting and athletic goods	<span style="color: red;">103.1</span>	103.2	103.3	103.5	103.9	104.4	105.7	105.7	<span style="color: green;">106.2</span>	105.9	106.0	104.8	1.4	<span style="color: red;">-1.2</span>
Spring and wire product	112.0	<span style="color: red;">111.7</span>	<span style="color: red;">111.7</span>	112.0	113.3	115.4	<span style="color: green;">116.9</span>	114.9	115.4	114.2	114.5	113.6	3.8	<span style="color: red;">-0.9</span>
Stationery product (paper)	137.1	137.1	137.9	139.8	139.9	139.9	145.0	145.0	145.5	<span style="color: green;">146.6</span>	146.5	146.4	12.1	<span style="color: red;">-0.1</span>
Turned product and screw, nut and bolt	<span style="color: red;">132.8</span>	135.0	134.5	134.9	136.6	138.0	138.9	139.3	139.1	140.1	139.6	138.3	6.0	<span style="color: red;">-1.3</span>
Veneer, plywood and engineered wood product	130.0	131.2	131.5	132.3	<span style="color: green;">135.0</span>	<span style="color: green;">135.0</span>	133.7	134.4	134.0	133.8	121.1	<span style="color: red;">120.7</span>	<span style="color: red;">-11.9</span>	<span style="color: red;">-0.4</span>
Wood kitchen cabinet and counter top	118.7	<span style="color: red;">118.5</span>	<span style="color: red;">118.5</span>	119.2	119.9	121.8	124.1	123.8	124.1	<span style="color: green;">125.7</span>	125.4	124.8	6.1	<span style="color: red;">-0.6</span>

Note: Categories vary month to month based on business reporting.

# PRICE INDEXES Price Indexes measures "pure" price changes only.

**LEGEND** Lowest Month  
Highest Month

## RAW MATERIALS PRICE INDEX (INDEX: JAN. 2020 = \$100) (CAD \$)

2024							2025						Variance	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YOY	MOM
Total, Raw materials price indexes (RMPI)	143.6	139.4	<span style="color: red;">134.8</span>	140.2	139.8	141.4	146.6	<span style="color: green;">147.3</span>	146.3	141.3	140.3	144.1	1.5	3.8
Bauxite and aluminum oxide	152.1	<span style="color: red;">149.1</span>	153.7	166.8	169.6	172.9	176.7	187.0	190.7	191.2	195.5	<span style="color: green;">202.6</span>	54.1	7.1
Copper ores and concentrates	164.8	<span style="color: red;">155.2</span>	159.0	167.0	161.5	161.9	167.8	177.0	<span style="color: green;">185.6</span>	162.1	166.6	169.6	<span style="color: red;">-1.1</span>	3.0
Lead and zinc ores and concentrates	120.1	115.4	117.6	128.4	126.7	<span style="color: green;">130.7</span>	123.9	122.7	127.5	113.6	114.9	<span style="color: red;">113.2</span>	<span style="color: red;">-8.0</span>	<span style="color: red;">-1.7</span>
Logs and bolts	106.5	109.7	<span style="color: green;">114.0</span>	113.0	113.7	113.3	<span style="color: red;">102.7</span>	103.1	105.0	108.2	108.8	110.4	0.6	1.6
Nickel ores and concentrates	93.7	93.2	91.4	96.5	91.9	92.0	92.7	91.5	<span style="color: green;">96.8</span>	88.9	88.6	<span style="color: red;">86.5</span>	<span style="color: red;">-13.9</span>	<span style="color: red;">-2.1</span>
Pulpwood	186.9	189.2	194.2	194.0	195.6	200.6	<span style="color: green;">206.5</span>	197.9	199.0	188.8	<span style="color: red;">186.5</span>	189.2	<span style="color: red;">-0.2</span>	2.7
Rough untreated poles, posts and piling	106.5	109.7	<span style="color: green;">114.0</span>	113.0	113.7	113.3	<span style="color: red;">102.7</span>	103.1	105.0	108.2	108.8	110.4	0.6	1.6
Waste and scrap of iron and steel	210.9	212.5	<span style="color: red;">208.7</span>	218.6	220.2	220.3	238.4	285.4	<span style="color: green;">311.4</span>	284.9	253.7	238.3	26.4	<span style="color: red;">-15.4</span>

(\*) The price of raw materials purchased by manufacturers/ fabricators in Canada. Include transportation costs to manufacturers gate.

# PRICE INDEXES Price Indexes measures "pure" price changes only.

**LEGEND** Lowest Month  
Highest Month

## RENT - INDUSTRIAL BUILDINGS AND WAREHOUSES (INDEX: JAN. 2019 = \$100) (CAD \$)

Location (*)	2024									2025			Variance	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YOY	MOM
<b>Industrial buildings and warehouses</b>														
Calgary, Alberta	116.2	116.2	116.2	116.6	116.0	116.1	116.0	116.0	116.0	116.7	115.8	116.8	4.7	1.0
Montréal, Quebec	117.5	117.7	118.8	121.2	121.4	121.4	121.9	121.8	122.0	124.6	124.7	124.7	7.6	0.0
Toronto, Ontario	117.2	117.5	116.9	116.9	115.9	115.8	115.7	118.9	118.9	119.9	120.1	120.4	3.2	0.3
Vancouver, British Columbia	118.4	118.4	118.5	119.3	118.6	118.8	118.8	119.2	119.9	120.9	121.0	121.6	5.4	0.6
<b>Total, building type (Office, Retail, Industrial)</b>														
Calgary, Alberta	105.1	105.6	105.2	105.4	105.2	105.8	105.4	105.8	106.5	106.4	106.1	106.0	2.6	-0.1
Edmonton, Alberta	104.7	103.8	104.7	104.8	104.9	105.4	105.1	106.0	107.3	108.0	107.7	107.6	4.0	-0.1
Halifax, Nova Scotia	104.6	104.8	104.5	104.5	104.5	104.4	104.9	105.3	104.3	103.6	104.6	104.4	0.0	-0.2
Montréal, Quebec	112.5	112.7	113.2	114.3	114.4	114.4	114.9	115.1	115.3	116.5	116.4	116.9	4.4	0.5
Saskatoon, Saskatchewan	104.4	104.4	104.3	105.7	105.7	106.6	107.2	107.2	107.1	107.2	106.7	106.6	1.8	-0.1
Toronto, Ontario	113.2	113.4	113.2	113.4	112.9	113.0	113.0	114.8	115.2	115.7	116.0	116.1	3.1	0.1
Vancouver, British Columbia	115.1	115.0	115.0	115.7	115.3	115.6	115.8	116.4	116.9	117.6	117.6	117.6	3.8	0.0
Winnipeg, Manitoba	107.5	107.4	107.6	107.9	108.5	108.3	108.7	109.1	109.4	109.3	109.4	109.1	1.9	-0.3

Note: Statistics Canada has not update the Commercial Rent Price Index since March 2025. We will update as soon as it is available.



# GLOSSARY

## BUSINESS CONDITIONS

### MONTHLY EXCHANGE RATES

The Bank of Canada's exchange rates are simply guides, which are calculated from the average prices of transactions and quotes from banks. These rates give a general idea of the market prices.

The information for these rates comes from a company called Refinitiv, which was formerly known as Thomson Reuters.

The rates provided to businesses are determined by the transaction size, the market's intraday activity, and the nature of the relationship (*competitive, preferred customer etc.*).

### DIESEL PRICES

The Diesel Price Index is an output of the Consumer Price Index. See CPI for additional details.

### AVERAGE HOURLY EARNINGS FOR EMPLOYEES PAID BY THE HOUR (EXCL. OT)

In Canada, we look at the average pay per hour for workers in different fields, not counting in any extra monies from overtime. These fields include many types of jobs that need different skills, education,

and experience. Additionally, each company often has its own job roles and descriptions.

The wage information we give shows a broad view of what people earn per hour. Keep in mind, that this data is updated to include the last three months, and the numbers from earlier months might change as Statistics Canada receives additional information.

### MONTHLY RETAIL TRADE SURVEY

Every month, a survey gathers sales data from all stores that fall under the North American Industry Classification System (NAICS). The information from the Monthly Retail Trade Survey (Department Store Organizations) is combined each month with the results of another Monthly Retail Trade Survey stores and various agencies across Canada use these results.

### WHOLESALE TRADE

This federal survey presents estimates of monthly sales and inventory levels for wholesale merchants in Canada. Data is collected directly from survey respondents and extracted from administrative files. This CRA administrative data source allows for the creation of a universe of all business entities. If information is not available at the time of collection, a respondent's best estimates are

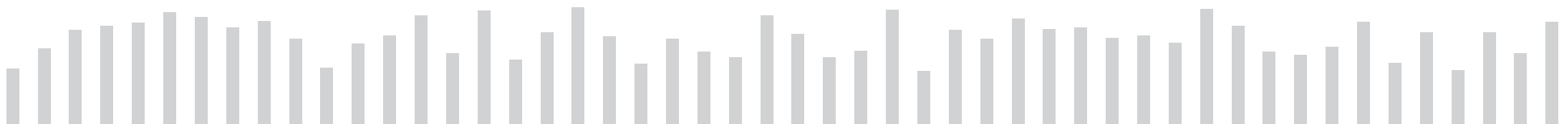
accepted, and are subsequently revised once the actual data becomes available.

Inventories for establishments where sales are GST-based are derived using the Monthly Wholesale Trade Survey imputation system. This imputation system applies to the previous month values, the month-to-month, and year-to-year changes in similar establishments which are surveyed.

### IMPORTS

Import data is compiled from Canada Border Services Agency (CBSA) forms. When goods are imported into Canada, forms must be submitted to the CBSA and must include the description and value of the merchandise, their place of origin, port of clearance, the mode of transport used, and more. These import documents are used in compiling customs-based import statistics. Additionally, since data is collected for all units, no sampling is done.

Imports are recorded when goods enter Canada. Documents received too late for incorporation in the current month's report are later assigned to the month the transaction took place and are published as revisions in the following statistical month.



# GLOSSARY

## PRICE INDEXES

### CONSUMER PRICE INDEX

The Consumer Price Index (CPI) is a measure that tracks the fluctuation in prices that Canadian consumers encounter. It gauges the change in price by comparing the cost of a consistent basket of goods and services over time. As the basket comprises items of unvarying or equivalent quantity and quality, the index solely captures pure price change.

The CPI considers the relative significance of different goods and services in the total spending of consumers when monitoring price movements.

A comprehensive and representative set of consumer goods and services is used for price collection. The CPI price sample is derived from a variety of geographical areas, a diverse range of goods and services, and different types and locations of retail outlets. This is done to accurately estimate the price changes Canadians experience. The collection of prices is scheduled at specific times during the month. Outlets are selected based on market research, with a primary focus on high-revenue retail outlets. For certain products, such as some household appliances and electronic goods, a mean imputation method is employed to adjust for changes in quality.

The CPI identifies nearly 490 categories of goods and services to represent price movement across

187 lowest level classes of goods and services. Sample goods and services are selected based on their representativeness and the expectation of their continuous availability.

### TRUCKING PRICE INDEX

The survey titled “For-hire Motor Carrier Freight Services Price Report” gathers data on shipment transaction prices, which is crucial for constructing a price index for this sector. This index tracks the fluctuation of prices for services rendered by the trucking industry. These prices are amalgamated and linked to create a price index. The estimates are generated every quarter.

### RAIL SERVICE PRICE INDEX

The Rail Service Price Index is a tool that offers estimates of price fluctuations for Canada's primary freight rail industry on a monthly and quarterly basis. This index only considers data from Class I carriers. The prices, in this context, refer to the charges levied by a carrier for transporting a specific weight of a particular commodity over a defined distance (from a specific origin to a specific destination) under certain shipping terms. These prices exclude taxes and any additional service fees. A significant amount of time and effort is invested to ensure that the specifications remain unchanged, thereby allowing for the tracking of pure price changes.

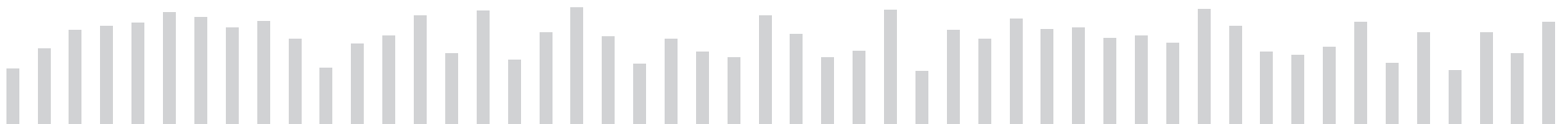
## COURIERS AND MESSENGERS SERVICES PRICE INDEX

The Couriers and Messengers Services Price Index (CMSPI) is a monthly index that tracks the price variations over time for courier and messenger services in Canada. These services are offered by both long and short distance delivery companies to businesses and households.

The index also includes a local messenger segment that monitors price changes for deliveries within cities. This segment includes regular messengers, who deliver items like parcels, letters, groceries, liquor, and food delivery establishments, which deliver take-out meals from restaurants.

When it comes to couriers, the industry is represented by a select few top companies in Canada, which collectively contribute to approximately 80% of the courier industry's operating revenue.

The CMSPI is compiled using data from various sources. For couriers, pricing information is gathered from company websites where rates or pricing schedules can be downloaded. Sometimes, ‘rate-finders’ or online invoice calculators are used to estimate prices. Prices for regular messengers are collected through telephone interviews, while financial reports serve as the data source for food delivery establishments.



# GLOSSARY

## WHOLESALE SERVICE MARGIN PRICE INDEX

The Wholesale Service Price Index is a measure of the margin price, which is calculated as the difference between the average monthly purchase price (the amount paid to acquire a product) and the average monthly selling price (the amount received from selling the same product), excluding taxes. This is not to be confused with the wholesale selling price.

This index is derived from a survey designed to gather and analyze data to track the monthly fluctuations in the prices of wholesale services. The collected prices are amalgamated and linked to create a price index, with estimates generated on a quarterly basis.

Respondents to the survey are asked to report up to six of their best-selling products. These products are chosen from categories that have been pre-selected based on the wholesale revenue information gathered by the Annual Wholesale Trade Survey (AWTS).

## RAW MATERIAL PRICE INDEX

The Raw Materials Price Index is a tool that tracks the fluctuations in the prices of raw materials procured by manufacturers in Canada for further processing. This index, which serves as a purchasers' price index, encompasses all costs associated with bringing a commodity to the manufacturer's premises. These costs include

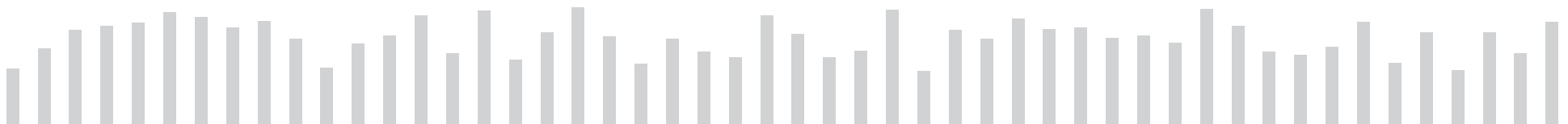
transportation charges, net taxes paid, custom duties, and any applicable subsidies.

Data for this index is gathered directly from survey respondents, extracted from administrative files, and derived from other surveys conducted by Statistics Canada or other sources.

The prices for each of the selected raw materials are collected from the respondents based on the specific raw materials they purchase and the various terms of sale under which these purchases are made. In most instances, the chosen quotation relates to the purchase of a raw material for a major type of customer. The emphasis is on obtaining prices for actual transactions.

## MANUFACTURING: INDUSTRIAL PRODUCT PRICE INDEX

The Industrial Product Price Index (IPPI) is a tool that tracks the variations in prices for key commodities sold by manufacturers in Canada. The prices gathered are those for products sold directly from the factory. Consequently, the IPPI reflects the amount received by the producer, not the amount paid by the purchaser. It excludes all indirect taxes, such as sales taxes and tariffs, as these funds do not contribute to the factors of production such as labour, capital, or profit. Furthermore, the IPPI does not account for any transportation services provided by a common carrier beyond the factory gate, or any distribution services carried out by the retail or wholesale trade industries.



# EXPLANATIONS AND REPORT KEYS

## KEY INDICATORS

Within this report, we have indicated the high and low values for each category and have indicated, adjacent to each category, its level of volatility for the given period.

## FOREIGN EXCHANGE

This information unveils the Canadian exchange rates for the *US Dollar*, *UK Pound* and *Euro Dollar* and shows the 12-month volatility for each currency. Published by the Bank of Canada, the rates shown, which fluctuate minute-by-minute every day, are the mid-rates between the buy and sell for the given period. Going forward, we have also added *Chinese yuan renminbi* as an exchange currency.

## DIESEL

This segment provides the price of regular diesel fuel for each month at key city centres across Canada. If shipping or deliveries are a component of your business, this information may provide value in determining fuel cost savings or regions of stability to better target your delivery services.

## LABOUR

Understanding the costs of labour across multiple disciplines can be invaluable in budgeting for and making new hires. The Labour segment of the Business Conditions report unveils the

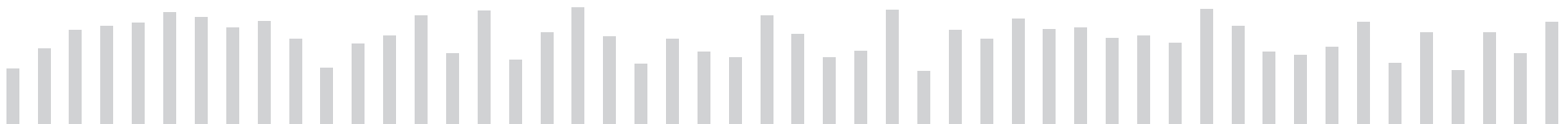


average monthly, hourly rate, across 23 core tasks or workplaces. This includes administrative and support services through transportation and warehousing. To better understand the data, viewers should be aware that the average hourly rates can fluctuate for each category and month as new hires come and go, and higher wage employees remain, effectively increasing the monthly average. In this report segment, be advised that COVID hiring frenzies at the end of 2022 adversely affected the salaries. Additionally, this data is acquired from Canada Revenue (CRA) and is contingent upon the provincial revenue bodies delivering the data on time as mandated. Consequently, if not all data is received by the CRA,

they exclude all results for the given category in the given month, resulting in empty data fields or zeros.

## RETAIL TRADE

This section reveals the monthly overall size of retail trade in Canada (in millions \$), and profiles several areas specifically. Groupings are, for the most part, pre-defined by Statistics Canada and the North American Industry Classification System (NAICS). The annual report is restricted to these pre-defined categories; however the semi-annual and quarterly reports can delve deeper into these business categories to target specific industry segments if desired by members.



# EXPLANATIONS AND REPORT KEYS

## WHOLESALE TRADE

Like the retail trade sector, this category also presents the overall value (in millions \$) of the wholesale trade in Canada and highlights categories operating in this market segment such as home furnishings, and personal and household goods merchant wholesalers. A key consideration is that Canada's wholesale trade also contains direct B2B transactions, which accounts for the significant size of the overall market.

## IMPORTS

Like the retail and wholesale trade segments, imports of raw materials are based on NAICS and covers such areas as appliances, cleaning products and toiletries, consumer goods and furniture and fixtures as well as basic and semi-finished iron or steel products. In today's Canadian marketplace, upwards of 80 per cent of all products are imported.

## PRICE INDEX

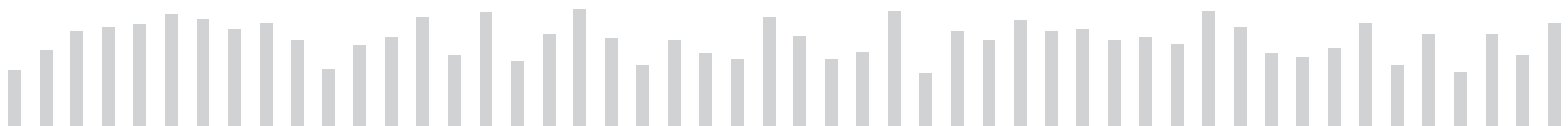
- Price indexes measure price changes by comparing, through time, the cost of a fixed basket of goods and services. Since the basket contains products of unchanging or equivalent quantity and quality, the index reflects only a “pure” price change.

- The prices collected are for goods sold at the warehouse or factory gate. As a result, the prices covered refer to what the producer receives rather than what the purchaser pays. Transportation to the buyer and taxes are not included.
- Producer and Industrial indexes are often used in price escalation clauses.
- For the purposes of these reports, your association has established a common index starting date of January 2019, and with a value of \$100.

## CONSUMER PRICE INDEX (CPI)

The CPI reflects the prices paid by Canadian households for consumer goods and services.

Since there are literally thousands of products in the index, and since media often only reports total CPI, and on the food and gasoline sectors, we have selected products we believe are relative to our members.







Empowering our members with marketplace data  
and industry intelligence to help them  
succeed in their business.

## **COPA MARKET INTELLIGENCE REPORT**

If you have questions about this report or would like to explore some areas more in-depth  
or get more information on these and other reports, please contact:

**Sam Moncada**

President

[smoncada@copa.ca](mailto:smoncada@copa.ca) • 416-282-0022 x125

**Canadian Office Products Association**

1335 Morningside Avenue, Suite 101,  
Scarborough, Ontario M1B 5M4

