



CONNECTING, EMPOWERING AND CELEBRATING OUR MEMBERS

# MONTHLY BUSINESS CONDITIONS REPORT

MAY, 2025

ISSUE 17



## PROVIDING MARKET INTELLIGENCE FOR OUR MEMBERS

- Monthly tracking and summaries of essential business cost metrics and price indexes
- Stay informed about crucial business condition trends with detailed analysis of business challenges that may impact your company
- Coverage includes foreign exchange, transportation, labour, raw materials, retail, wholesale, and imports



PROUDLY CANADIAN

# IN THIS REPORT

## CANADA'S ECONOMIC EXPANSION AND INDEPENDENCE

Major infrastructure projects, interprovincial trade expansion, and military procurement initiatives present significant opportunities for businesses across various sectors. This increased economic activity fuels higher consumer spending, stimulates investment, and fosters market expansion.

However, the benefits of economic growth are not always evenly distributed. While some businesses thrive in periods of expansion, others may face challenges such as rising operational costs, labor shortages, or intensified competition. Because of these potential challenges, it is essential for businesses to stay informed, adapt to shifting market conditions, and proactively address emerging risks.

Understanding these economic shifts can help businesses strategically position themselves to leverage new opportunities while mitigating potential challenges in an evolving marketplace. This report aims to provide insights that will help bridge knowledge gaps and connect the dots. [\(p8\)](#)

## PRICE INDEXES [\(p20\)](#)

Price indexes are essential tools for measuring changes in costs over time, providing valuable insights into inflation and broader economic trends. Key indicators included in this report are **Consumer Price Index; Trucking, Rail & Courier Price Index; Manufacturing Price Index; Raw Material Price Index; and Industrial Rent Index**.

These indexes help businesses make informed decisions regarding **cost management, pricing strategies, and contracts**.

## STATSCAN REVISIONS

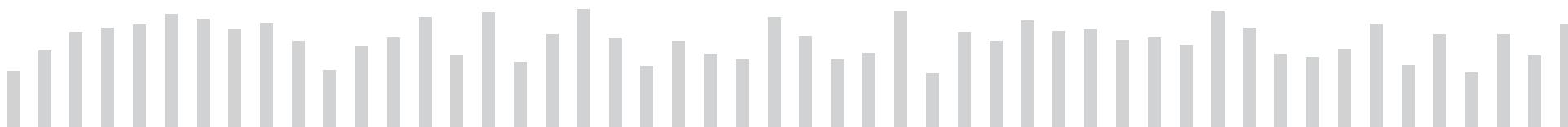
The tables contained in this report are revised back 12 months for each report. This is important as Statistics Canada often revises the numbers based on more complete information received throughout the period.

For example, Imports in March, originally reported at \$70.4 billion in their previous release, were revised to \$70.0 billion in the current reference month's release. Additionally, exports in March — originally reported at \$69.9 billion in the previous release — were revised to \$67.8 billion in the current reference month's release, in part because estimates for crude oil were replaced with actual data.

**Commercial and industrial rent price indexes** have been updated for the last quarter. Only rent changes for Montreal, Toronto, Vancouver were reported as other locations did not have sufficient activity. [\(p25\)](#)

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

**EDWIN SCHLOSSBERG**



# ECONOMIC SUMMARY

**It's a long game, not a quick fix.** Companies navigating supply chain shifts or supplier diversification have to balance urgency with sustainability. Rushing can lead to inefficiencies or risks, while taking too long can hinder competitiveness.

**USD ↓ Exports ↓ Imports ↓ Retail ↑ Wholesale ↑**

## What factors are driving the rising costs of Canadian raw materials and domestically manufactured goods?

- Alumina and aluminum production and processing **up 27% YOY**, but dropped 8% in April to 25%
- Major appliance manufacturing: **up 28.3% YOY** down 2% in April to 25% (Aluminum & Steel)
- Electric lighting equipment manufacturing: up **27% since July 2024** flat in April at 25%

Note: Manufacturing Price Index is the price at the factory gate. [\(p22\)](#) Raw Material Price Index includes transportation [\(p24\)](#)

• **Up stream, down stream processing.** Manufacturing integration between the U.S. and Canada extends far beyond the auto industry. The deeply interconnected supply chains have fostered specialization in fabrication and component production, making it difficult to untangle these relationships. Recent tariff increases on steel and aluminum imports have added another layer of complexity. This move has sparked concerns among Canadian manufacturers, as many rely on U.S. steel and aluminum for their products. (Yes, Canada imports steel and aluminum from the U.S.) Given the long-standing integration, reversing these dependencies may not always be feasible or profitable.

• **Transportation costs often dictate sourcing decisions.** A West Coast manufacturer would find it far more cost-effective to source materials from nearby U.S. suppliers rather than shipping from Eastern Canada. Proximity often outweighs national preference when supply chains are optimized for efficiency. Beyond cost savings, shorter transportation routes mean quicker delivery times, lower carbon footprints, and better supply chain reliability. This regional dependency is deeply embedded, making it even harder for manufacturers to pivot away from traditional suppliers — even with tariffs in play.



# ECONOMIC SUMMARY

## STRATEGIC SUPPLY CHAIN ADJUSTMENTS: NAVIGATING SUPPLIER DIVERSIFICATION

The process of shifting supply chains and diversifying suppliers is inherently gradual, requiring careful coordination across multiple operational areas. Businesses must navigate **logistical adjustments, establish new vendor relationships, and ensure compliance with industry regulations**, all while managing potential geopolitical or regulatory barriers.

While companies may aim to pivot quickly, a successful realignment of sourcing strategies demands **meticulous planning** to minimize disruptions. Balancing efficiency with adaptability is key to maintaining stability and competitiveness in an evolving market.

## CANADA'S TRADE PERFORMANCE: APRIL OVERVIEW

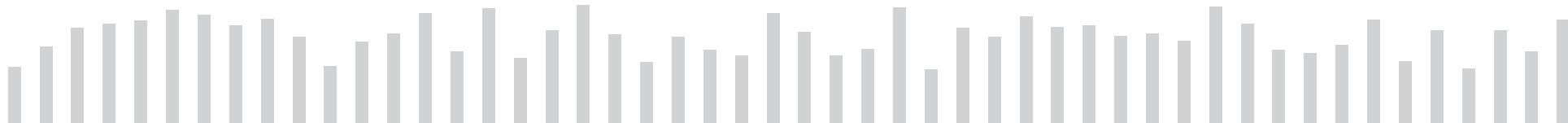
In April, Canada recorded a trade deficit of **\$7.1 billion** with the world, reflecting significant shifts in both exports and imports.

- **Merchandise exports** dropped **10.8%**, while **imports declined 3.5%**, indicating slower trade activity.
- **Exports to the United States** fell **15.7%**, marking the third consecutive monthly decline, while **U.S. imports dropped 10.8%**. Consequently, **Canada's trade surplus with the U.S. narrowed to \$3.6 billion**.
- **Exports to non-U.S. markets** increased **2.9%**, with notable growth in shipments to **China** (various products), **the United Kingdom** (unwrought gold), **Algeria** (iron ore and wheat), and **Brazil** (potash).
- **Imports from countries other than the U.S.** surged **8.3%**, reaching a record **\$29.0 billion** in April.

### Note: Impact of Exchange Rates on Trade Statistics

A significant portion of Canada's import and export transactions are conducted in **U.S. dollars**, requiring currency conversion to compile monthly trade data. Exchange rate fluctuations directly affect the trade values expressed in Canadian dollars.

When the **Canadian dollar appreciates** against the U.S. dollar, trade values reported in Canadian currency appear lower, even if transaction volumes remain unchanged. In April, when expressed in **U.S. dollars**, Canadian **exports declined by 8.4%**, while **imports decreased by 0.9%**



# ECONOMIC SUMMARY

## CURRENCY

Over the past three months, the **Canadian dollar has surged 5.4% against the U.S. dollar**, despite domestic economic challenges such as **slow growth, tariff concerns, declining oil prices, and a weakening labor market**. The rise in value is primarily driven by uncertainties in the **U.S. economy**, rather than a reflection of strong Canadian economic expansion.

Additionally, the Canadian dollar has strengthened its role as the **world's fifth most widely held reserve currency**, further reinforcing its appreciation.

**Caution is advised though:** The U.S. economy continues to experience volatility, adding unpredictability to exchange rate movements and financial markets.

## UNEMPLOYMENT

Canada's **unemployment rate has climbed to 7%**, the highest level since 2016 (excluding the pandemic). The downturn is reflected in significant job losses across key industries:

- **Manufacturing sector: 31,000** jobs lost
- **Wholesale and retail trade sector: 27,000** jobs lost

Despite these losses, **job vacancies remain high**, with **528,000** positions unfilled as of February, marking the **sixth consecutive month of little change**. While unemployment and job vacancies are closely linked, they do not always move in sync. Also contributing to the rapid rise in unemployment were the **temporary Employment Insurance measures introduced in March 2025**, which impacted waiting periods, accelerating the growth in reported joblessness numbers.

Note: The US job vacancies stood at 7.2 million in April 2025.

## TRUCKING AND FUEL SURCHARGES

The **price index for diesel** has dropped between **\$0.24 and \$0.49 year-over-year** over the past two months across all provinces. This decrease is attributed to **lower oil prices in March** and the **cancellation of the carbon tax** effective April 1st in all provinces except **Quebec**.

Despite the decline in diesel prices, the **trucking price index for March** remained unchanged. Note: The trucking price index includes **fuel surcharges**. [\(p21\)](#)

We strongly recommend that **businesses review their invoices** and, if necessary, **renegotiate contracts** to ensure that fuel cost reductions are accurately reflected in transportation pricing.

## 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.

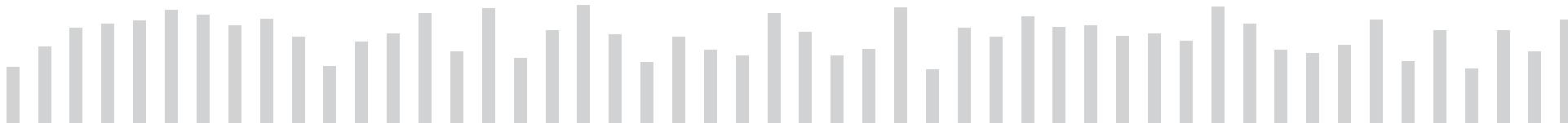
**Date and Time:** June 26th from 9:00 am to 10:00 am ET

### Key Topics:

May report and updates on trade deals, Inter-provincial trade, Government projects and procurement and an introduction to the AI industry.

Prepare to navigate evolving market conditions and seize growth prospects. **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.

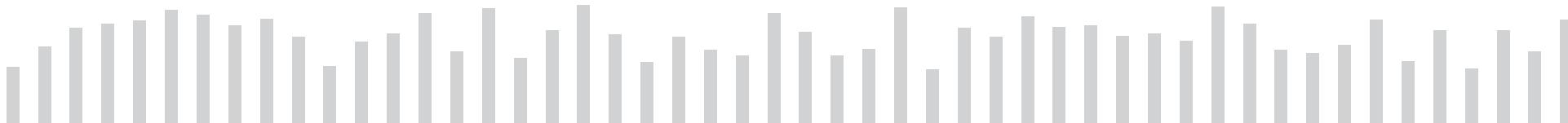


## RECAP (PAGE 1 OF 2)

Please refer to individual tables for monthly values.

Monthly values help identify, provide patterns, seasonality and exceptions.

Canadian Dollar Foreign Exchange (May 2025)	YOY %	MOM %	Imports Values (April 2025)	YOY %	MOM %
Chinese yuan renminbi	-1.6	-0.2	Total of all merchandise	-1.0	-11.4
Euro	-5.5	0.4	Appliances	21.0	1.1
UK pound	-6.8	-0.8	Carpets, textile furnishings and other textile products	4.5	-7.2
Japanese Yen	-8.5	1.3	Cleaning products and toiletries	0.2	-14.2
Mexican Peso	14.1	-2.0	Coffee and tea	-6.6	-29.4
US dollar (Depreciated -1.4% YOY, Appreciated .9% MOM)	-1.4	0.9	Computers and computer peripherals	17.4	-30.5
<b>Retail Trade Values (March 2025)</b>			Consumer goods	3.3	-11.6
Retail trade	5.4	14.9	Electrical components	4.7	-15.4
Building material and garden equipment and supplies dealers	0.6	22.6	Fabricated metal products	-4.7	-9.0
Electronics and appliances retailers	5.7	15.0	Furniture and fixtures	0.0	-10.5
Floor covering, window treatment and other home furnishing retailers	14.8	19.9	Heating, cooling and air purification equipment	5.3	-12.5
Furniture, home furnishings, electronics and appliances retailers	7.5	18.0	Lumber and other sawmill products	-16.6	8.1
General merchandise retailers	0.5	8.3	Packaging materials	0.7	-10.9
Miscellaneous retailers	16.9	12.3	Paints, coatings, and adhesive products	-0.8	-13.0
Sporting goods, hobby, musical instrument, book retailers and news dealers	1.6	20.3	Prefabricated buildings and components thereof	-45.5	-30.3
E-commerce	7.9	-2.2	Software and software licensing	-19.6	-41.1

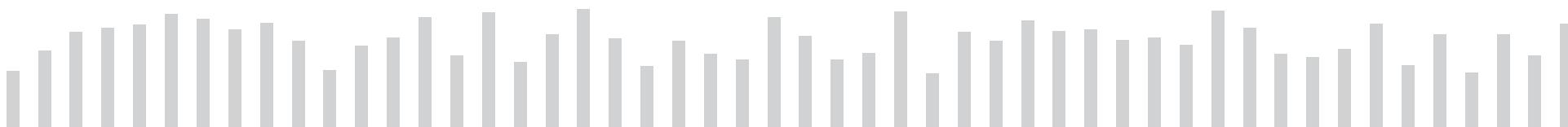


## RECAP (PAGE 2 OF 2)

Please refer to individual tables for monthly values.

Monthly values help identify, provide patterns, seasonality and exceptions.

Wholesale Trade Values (March 2025)	YOY %	MOM %	Consumer Price Indexes (April 2025)	YOY	MOM
Wholesale trade (excluding petroleum, petroleum products, and other hydrocarbons and excluding Oilseed and grain)	7.4	18.3	Communications	<b>-1.0</b>	0.0
Building material and supplies	5.1	13.3	Cooking appliances	1.0	2.7
Computer and communications equipment and supplies	11.9	20.6	Digital computing equipment and devices	<b>-4.5</b>	0.6
Electrical, plumbing, heating and air-conditioning equipment and supplies	8.8	4.4	Household tools (including lawn, garden and snow removal equipment)	<b>-0.8</b>	0.8
Farm, lawn and garden machinery and equipment	14.8	47.3	Laundry and dishwashing appliances	6.5	6.0
Home entertainment equipment and household appliance	10.9	13.8	Non-electric kitchen utensils, tableware and cookware	<b>-1.7</b>	<b>-0.3</b>
Home furnishings	<b>-5.7</b>	12.9	Other household appliances	2.5	<b>-0.7</b>
Log, wood chips, and other wood products	16.5	10.8	Other household equipment	<b>-0.9</b>	0.6
Lumber, millwork, hardware and other building supplies	5.2	19.9	Other recreational equipment	0.0	<b>-3.7</b>
Paper, paper product and disposable plastic product	11.5	17.3	Refrigerators and freezers	1.8	<b>-0.2</b>
Personal goods	7.5	23.2	Sporting and exercise equipment	11.6	<b>-1.5</b>
<hr/>					
Diesel fuel at self service (April 2025)	YOY %	MOM %	Stationery (2013=100)	4.6	2.2
Calgary, Alberta	<b>-22.1</b>	<b>-10.7</b>	Tools and other household equipment	<b>-0.8</b>	0.8
Halifax, Nova Scotia	<b>-26.0</b>	<b>-9.4</b>	Video and audio subscription services	6.1	1.5
Montréal, Quebec	<b>-14.1</b>	0.3	Video equipment	<b>-5.8</b>	<b>-1.3</b>
Toronto, Ontario	<b>-19.1</b>	<b>-12.0</b>			
Vancouver, British Columbia	<b>-12.7</b>	<b>-9.0</b>			



# CANADA'S ECONOMIC EXPANSION AND INDEPENDENCE

Canada is at a pivotal moment, with economic expansion and independence being shaped **by major infrastructure projects, interprovincial trade, military procurement, and artificial intelligence.**

While building more homes and diversifying supply and exports away from the United States is a challenge there are fundamental changes planned for the Canadian economy.

For businesses, this is the moment to align with these shifts. Infrastructure projects require a vast range of services beyond heavy industries — from office supplies to living amenities. **Companies that proactively build relationships and adapt their offerings to meet these evolving demands will be well-positioned for success.**



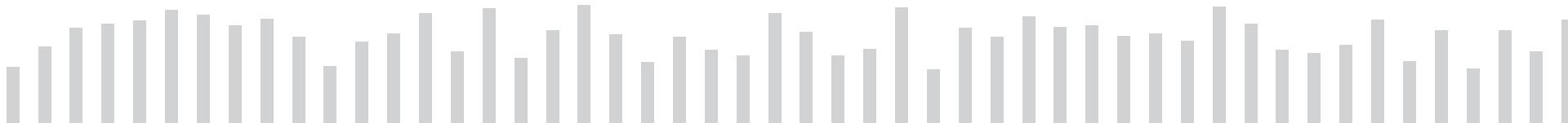
## MAJOR PROJECTS

In 2024 Natural Resources Canada's had **504** active projects totaling **\$632.6B** with an additional 163 projects under review.

The Canadian government has introduced legislation aimed at **fast-tracking major infrastructure projects** and **reducing internal trade barriers**. Some of the key projects being prioritized include:

- **Wind West and Atlantic Interties** – A renewable energy initiative to connect Atlantic Canada's grids with the rest of the country.
- **Grays Bay Port and Road** – A proposed deepwater port and all-weather road in Nunavut to improve access to resource-rich areas.
- **Port of Churchill Expansion** – Enhancing the Arctic Gateway railway system to facilitate trade and resource exports.
- **Northwest Coast Bitumen Pipeline** – A potential pipeline project to transport bitumen from Alberta to the West Coast.
- **Giant Carbon Capture Pipeline** – A large-scale carbon capture and storage initiative to support emissions reduction efforts.
- **Ring of Fire Development** – Advancing critical mineral extraction in Northern Ontario to support battery and clean energy industries.

**Joint ventures** have become a fundamental strategy in major projects, especially in complex, capital-intensive projects like LNG (Liquefied Natural Gas) and TMX (Trans Mountain Expansion). These ventures allow companies to pool resources, share risks, and tap into complementary expertise. **Even the largest global players recognize the value of collaboration.** These relationships provide regional and technical advantages that single entities may struggle to achieve on their own.



# CANADA'S ECONOMIC EXPANSION AND INDEPENDENCE

## LNG CANADA

### Workforce and Industry Collaboration in LNG Canada's Major Project

The LNG Canada project employed **6,000 to 9,000 workers**, underscoring the immense logistical effort required to mobilize a labor force for a large-scale liquefied natural gas export facility. Situated in **Kitimat, British Columbia**, a remote community of approximately **9,000 residents**, the project demanded extensive coordination and planning.

Due to its scale, **new partnerships and joint ventures** were essential, bringing together **some of the world's largest construction and service companies**. These collaborations facilitated resource sharing, technical expertise, and infrastructure development necessary to support such a significant undertaking.

LNG Canada serves as a model for how major industrial projects can drive regional growth while fostering global business connections.

## CIVEO: A MODEL OF BUSINESS ADAPTATION AND GROWTH

CIVEO exemplifies **corporate adaptability**, evolving from a division of an American oil and gas company into an independent entity specializing in **workforce lodging, catering, and hospitality services**. Its expertise in these areas allowed it to outgrow its parent company, leading to its establishment as a separate organization.

A key subsidiary, **Red Table**, was launched in **Edmonton**, demonstrating CIVEO's capacity to scale operations efficiently. Red Table's facilities were designed to produce up to **30,000 menu items daily**, supporting large-scale workforce requirements such as those seen in the LNG sector.

CIVEO's transformation showcases how **operational excellence, and strategic expansion** can drive success in highly specialized industries.

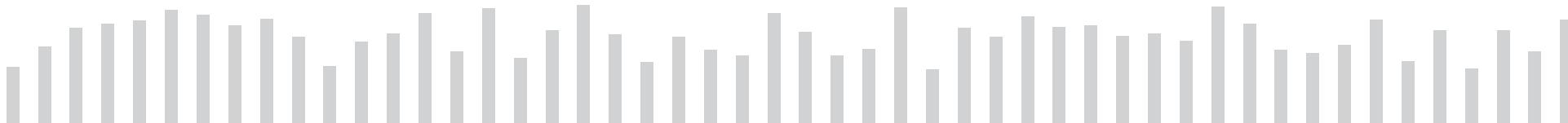
## TRANS MOUNTAIN EXPANSION: INFRASTRUCTURE, MANUFACTURING, AND ECONOMIC IMPACT

The **Trans Mountain Pipeline Expansion (TMX)** project utilizes **primarily 36-inch and 42-inch diameter pipes**, spanning approximately **700 kilometers (430 miles)** to enhance oil transportation capacity.

A significant portion of the pipes for TMX were supplied by **EVRAZ North America**, a leading Canadian manufacturer with operations in **Regina, Saskatchewan**, and **Camrose, Alberta**. EVRAZ North America is the **only producer of 100% Canadian-made pipe**, employing over **1,000 workers** at its Regina facility. Notably, **75% of the pipe required for TMX** was sourced from its steelmaking plant in Regina, demonstrating the strength of domestic manufacturing in large-scale infrastructure projects.

Despite ongoing **trade tensions and market uncertainty**, oil production in Alberta increased by **more than 5% in the first quarter**, likely benefiting from the additional capacity provided by the **still-not-full TMX pipeline**, according to **ATB Capital Markets**.

Add these projects together with **energy corridor transmission lines, railways, pipelines, and other critical infrastructure**, and you have a new economy. Canada's infrastructure expansion is not just about individual projects—it's about **building a foundation for economic prosperity** for the decades ahead.



# CANADA'S ECONOMIC EXPANSION AND INDEPENDENCE

## INTER-PROVINCIAL TRADE

The International Monetary Fund (IMF) estimates that eliminating internal trade barriers on goods alone could **boost Canada's productivity by 3.8%**. For consumers, these barriers **increase costs** on goods and services by **7.8% to 14.5%**, with Statistics Canada reporting a **7% increase for goods specifically**.

Recognizing these economic benefits, provinces are actively advancing legislation to **streamline commerce and reduce regulatory hurdles**. Recent agreements reflect a **strong national push toward more open trade**, fostering economic integration and improving market efficiency.

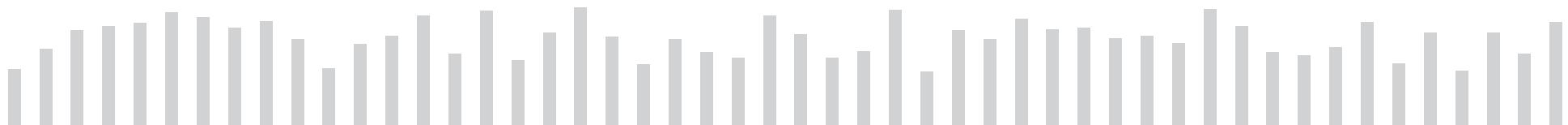
These efforts are expected to **enhance business opportunities, support competitiveness, and strengthen Canada's economic landscape** for years to come.

**Recent agreements** across Canada demonstrate a strong push for more open trade:

- **Ontario, Nova Scotia, New Brunswick, PEI, Manitoba**
- **New Brunswick, Newfoundland**
- **Alberta, British Columbia, Saskatchewan, Manitoba**

At the federal level, additional regulatory reforms aim to remove restrictions in key sectors:

- **Direct-to-consumer alcohol sales** (including Quebec)
- **Trucking regulations** (including Quebec)
- **Professional registration processes** within the healthcare sector



# CANADA'S ECONOMIC EXPANSION AND INDEPENDENCE

## ADVANCING TRADE LIBERALIZATION: QUEBEC AND FEDERAL INITIATIVES

Quebec, traditionally cautious in reducing trade restrictions, has taken a **significant step** toward economic integration with new legislation that **removes all limitations** on the use and sale of products from other provinces. Under this bill, goods from across Canada may be **commercialized, used, or consumed** in Quebec without additional regulatory requirements related to their **manufacturing, composition, or classification**. Additionally, the legislation streamlines **professional credential recognition**, making it easier for certified workers from other provinces to practice in Quebec.

At the **federal level**, the government introduced a **bill on June 6** aimed at **reducing interprovincial trade barriers**, ensuring smoother commerce and **greater labor mobility** across Canada.

These policy developments represent a **major shift in fostering economic growth**, simplifying trade regulations, and enhancing workforce mobility—strengthening national economic cohesion and competitiveness.

Although simple in nature, their **impact can be far-reaching** affecting businesses across Canada.

### Examples:

- **Recognition of organic standards across provinces:** if a product meets one province's organic standards, it would be treated as compliant with the national standard.
- **Standardizing energy efficiency regulations:** a washing machine that meets provincial requirements would automatically qualify for federal approval.

## EVEN THE STEEL AND ALUMINUM INDUSTRY IS AFFECTED.

The **steel and aluminum industries** in Canada continue to experience significant trade dynamics, shaped by both domestic production and international supply chains.

- **Steel Sector:** Canada produced approximately **14 million tons** of steel last year. However, it remains a **net importer**, bringing in **2.1 million tons** more than it exports.
- **Aluminum Sector:** Canada is a **major aluminum producer and exporter**, supplying a substantial portion of the U.S. aluminum market. Despite its strong production capacity, Canada also **imports key raw materials**, including **bauxite and alumina**, from various sources — including the **United States** — to support domestic aluminum manufacturing.

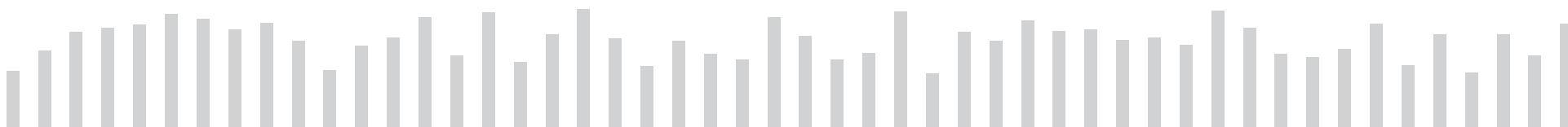
## A POSSIBLE SOLUTION (SCOTIA BANK)

Despite the **clear economic benefits** of reducing trade barriers, **provincial resistance** remains in key areas such as **provincial marketing boards** and quotas. One proposed solution is a **structured federal incentive program**, offering **significant financial inducements** to encourage provinces to adopt trade liberalization measures.

These incentives could be **substantial**, with mid-range economic impact estimates by **Albrecht and Tombe (2016)** suggesting that **\$15 billion in federal revenues** could be generated annually. The proposed approach would **transfer these funds to provinces** based on an **allocation mechanism linked to population or economic size**.

While this strategy may **not be budget-neutral initially**, as full economic benefits take time to materialize, an **upfront investment** is essential to overcoming political obstacles and accelerating adoption at the provincial level. This initiative represents a **long-term commitment to strengthening Canada's economic prosperity**.

**No negotiations — participation is required to receive funding.**



# CANADA'S ECONOMIC EXPANSION AND INDEPENDENCE

## MILITARY PROCUREMENT AND SPENDING

**The Government announced that Canada will meet 2% NATO spending target by March 2026.**

- The announcement includes the acquisition of more **drones, armoured vehicles, aircraft and underwater sensors**, which will aim to increase surveillance capabilities in the Arctic. **This is a cash increase of \$9.3 billion toward defence in the 2025-26 fiscal year.**
- **The Canadian Coast Guard to be folded into DND.** In addition, Carney is expected to announce that the Canadian Coast Guard will be folded entirely into the Department of National Defence — something other countries do. The Coast Guard is currently a special operating agency under the Fisheries Department with an annual budget of \$2.5 billion.
- \$2.6 billion is set for **recruiting and retaining members** of the Canadian Armed Forces
- \$1 billion is for boosting military capabilities for repair and maintenance of existing infrastructure and equipment.
- \$2.1 billion will be for a new **defence industrial** strategy
- \$2 billion is earmarked to **diversify Canada's defence** relationships beyond the U.S.
- The plan is also to set up a new defence research bureau, to be called **BOREALIS**, which Carney said would “advance cutting-edge research in artificial intelligence, quantum computing, and other frontier technologies.”
- The announcement also calls for the establishment of a defence **procurement agency to centralize expertise from across government** and ensure procurement doesn't get bogged down in red tape.

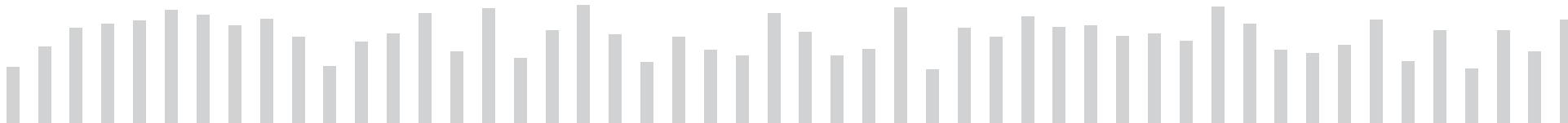
## EXPANDING BUSINESS OPPORTUNITIES THROUGH MILITARY PROCUREMENT OFFSETS

Participating in military procurement contracts does not require a company to be an **arms dealer or weapons manufacturer**. Under Canada's **Industrial Technological Benefits (ITB) Policy**, any foreign business awarded a **procurement contract** with the federal government must make an equivalent investment in a **Canadian company or the Canadian economy**.

In practical terms, this means that while Canada may not manufacture tanks domestically, procurement contracts still generate **significant economic opportunities** through required offset investments. Given that many **European arms dealers operate as large multinationals or joint ventures**, the potential for Canadian businesses to **partner, collaborate, and benefit from these agreements is vast**.

This policy encourages **diversification and innovation**, enabling Canadian industries to engage in **high-value partnerships** while strengthening economic growth and technological advancement.

**Note:** Close to 80 ships are on the procurement list but there are only 3 Canadian shipyards: Seaspan's Vancouver Shipyards in British Columbia, Chantier Davie Canada Inc. in Lévis, Quebec, and Irving Shipbuilding Inc. Because of this, Canada has nowhere near the capacity to deliver on the needs of the Navy or Coast Guard.



# CANADA'S ECONOMIC EXPANSION AND INDEPENDENCE

## THE NORTH

Climate change is rapidly transforming the Arctic, with the region warming at four times the global average. This environmental shift is opening new opportunities for access to Arctic resources and shipping lanes, prompting significant governmental and industrial investment.

The Federal Government has announced the establishment of year-round military, Coast Guard, and multi-use hubs across the north. The initiative includes an **\$8.1 billion** budget over five years, with **\$73 billion** allocated over 20 years for military spending, ensuring enhanced security and operational capabilities in the region.

The military may lead but business is close behind.

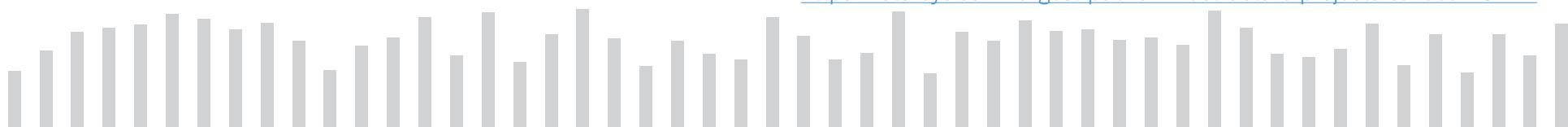
Simultaneously, the oil industry is exploring infrastructure projects to support energy development, including **pipeline and LNG expansion to Churchill, Manitoba**, as well as new port facilities in the **Northwest Territories** and **Nunavut**. These developments position the Arctic as a critical hub for future energy and trade opportunities.

## ARE YOU READY?

Adding up the investment and economic impact is almost impossible to quantify. Suffice it to say that it is North of \$2 trillion dollars.

The building blocks are being put in place to:

1. Clear a path to inter-provincial trade to facilitate the movement of goods, raw materials and workers across Canada.
2. Establish faster approval of infrastructure projects and military and security procurement.
3. Facilitate the creation of new services and industries to support projects and their technological benefits.
4. Expand global supply chains and strengthen and diversify trading partnerships.



## IT IS WORTH REPEATING.

While economic growth presents opportunities, its advantages are not universally shared. **Some businesses flourish** during expansion, whereas **others encounter obstacles** like rising costs, labor shortages, or heightened competition. To navigate these challenges, companies must remain informed, adjust to evolving market dynamics, and **proactively manage emerging risks**.

**Strategic joint ventures** have become a cornerstone of success in major industries, particularly in large-scale, capital-intensive projects like LNG (Liquefied Natural Gas) and TMX (Trans Mountain Expansion). By joining forces, companies can leverage shared resources, mitigate risks, and capitalize on complementary expertise. Even leading global corporations recognize the **power of collaboration**, gaining regional and technical advantages that may be challenging for individual entities to achieve alone.

In today's evolving economic landscape, businesses that refine their strategies position themselves for sustained growth. Conversely, **those that hesitate** to adapt may face difficulties in keeping pace with industry shifts.

Canadian businesses seeking adaptation must start with a **clear vision and a strong commitment**. **Staying informed** will help identify new opportunities, while **rationalising operations** and embracing **digital** infrastructures will enhance capabilities and competitiveness. Workforce development, including upskilling employees and attracting top talent, further ensures adaptability in a shifting economy. And don't be afraid to expand into global markets to further diversify revenue streams and resources.

## You are either at the table or you're on the menu!

### References:

- <https://www.renewcanada.net/top100-projects/>
- <https://natural-resources.canada.ca/science-data/data-analysis/major-projects-inventory>
- <https://storeys.com/largest-public-infrastructure-projects-canada-2024/>

# BUSINESS CONDITIONS

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

LEGEND Lowest Month  
Highest Month

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

Currency	2024								2025					Variance	
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	12 AVG	MOM	
Chinese yuan renminbi	5.290	<b>5.300</b>	5.240	5.230	5.150	5.160	5.110	5.070	5.090	<b>5.050</b>	5.220	5.210	<b>-0.09</b>	0.0	
Euro	<b>0.680</b>	0.670	0.660	0.660	0.670	0.670	0.670	0.670	0.670	<b>0.640</b>	<b>0.640</b>	<b>0.640</b>	<b>-0.04</b>	0.0	
UK pound	<b>0.570</b>	<b>0.570</b>	<b>0.570</b>	0.560	0.560	0.560	0.560	0.560	0.560	<b>0.540</b>	<b>0.540</b>	<b>0.540</b>	<b>-0.04</b>	0.0	
Japanese Yen	<b>115</b>	<b>115</b>	107	105	109	110	108	109	106	104	<b>103</b>	104	<b>-10</b>	1	
Mexican Peso	13.3	<b>13.2</b>	14.0	<b>14.5</b>	14.3	<b>14.5</b>	14.2	14.3	14.3	14.1	14.3	14.0	1.70	<b>-0.30</b>	
US dollar	0.730	0.729	0.732	<b>0.738</b>	0.727	0.716	0.702	<b>0.695</b>	0.699	0.696	0.715	0.722	<b>-0.01</b>	0.007	

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

Diesel fuel, self service	2024								2025				Variance	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr (*)	YOY	MOM
Calgary, Alberta	1.62	1.63	1.67	1.65	1.60	1.61	1.62	1.59	1.67	<b>1.68</b>	1.48	<b>1.30</b>	<b>-0.37</b>	<b>-0.18</b>
Halifax, Nova Scotia	1.78	1.75	1.78	1.68	1.60	1.68	1.72	1.74	1.91	<b>1.93</b>	1.58	<b>1.40</b>	<b>-0.49</b>	<b>-0.18</b>
Montréal, Quebec	1.79	1.78	1.79	1.74	1.68	1.70	1.76	1.77	1.88	<b>1.89</b>	<b>1.59</b>	<b>1.59</b>	<b>-0.26</b>	0.01
Toronto, Ontario	1.59	1.58	1.60	1.54	1.47	1.52	1.58	1.60	<b>1.71</b>	1.69	1.53	<b>1.33</b>	<b>-0.32</b>	<b>-0.20</b>
Vancouver, British Columbia	1.85	1.86	1.88	1.82	1.79	1.85	1.87	1.82	<b>1.92</b>	<b>1.92</b>	1.83	<b>1.66</b>	<b>-0.24</b>	<b>-0.17</b>

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

# 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	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YOY	MOM	
Retail trade	66,935	<span style="color: green;">73,261</span>	68,768	70,042	70,186	66,103	70,975	70,960	72,005	59,851	<span style="color: red;">56,837</span>	66,788	3,417	9,951	
Building material and garden equipment and supplies dealers	4,100	<span style="color: green;">5,267</span>	4,697	4,416	4,101	4,151	4,223	3,667	2,962	2,807	<span style="color: red;">2,510</span>	3,243	21	733	
Electronics and appliances retailers	1,552	1,566	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>	1,697	91	254	
Floor covering, window treatment and other home furnishing retailers	690	734	655	682	679	731	752	<span style="color: green;">847</span>	816	642	<span style="color: red;">585</span>	730	94	145	
Furniture, home furnishings, electronics and appliances retailers	3,364	3,496	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>	3,609	252	649	
General merchandise retailers	8,901	9,945	9,310	9,292	9,163	8,640	9,340	9,668	<span style="color: green;">11,014</span>	7,747	<span style="color: red;">7,691</span>	8,390	45	699	
Miscellaneous retailers	2,328	2,593	2,484	2,526	2,636	2,479	2,674	2,621	<span style="color: green;">2,734</span>	2,287	<span style="color: red;">2,197</span>	2,504	361	307	
Sporting goods, hobby, musical instrument, book retailers and news dealers	1,237	1,316	1,306	1,289	1,408	1,315	1,265	1,479	<span style="color: green;">2,074</span>	1,092	<span style="color: red;">961</span>	1,206	19	245	
E-commerce	3,934	4,034	<span style="color: red;">3,916</span>	3,935	4,111	4,048	4,280	4,313	<span style="color: green;">4,385</span>	4,312	4,279	4,187	307	<span style="color: red;">-92</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	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YOY	MOM	
Wholesale trade (excluding petroleum, petroleum products, and other hydrocarbons and excluding Oilseed and grain)	86,721	<b>91,508</b>	83,370	82,540	81,853	81,950	90,105	84,729	78,924	78,143	<b>75,476</b>	89,257	6,136	13,781	
Building material and supplies	12,171	12,750	12,011	12,021	11,963	11,760	<b>13,044</b>	12,094	<b>9,751</b>	11,351	10,785	12,218	598	1,434	
Computer and communications equipment and supplies	<b>4,389</b>	4,524	4,792	4,400	4,560	4,981	<b>6,176</b>	6,115	5,617	4,587	4,950	5,970	636	1,020	
Electrical, plumbing, heating and air-conditioning equipment and supplies	4,051	4,131	3,954	4,144	4,011	3,983	<b>4,298</b>	4,054	<b>3,496</b>	3,767	3,930	4,100	331	171	
Farm, lawn and garden machinery and equipment	<b>3,422</b>	3,239	2,538	2,796	2,715	2,337	2,929	2,053	2,296	<b>1,874</b>	2,200	3,240	418	1,041	
Home entertainment equipment and household appliance	775	804	831	846	977	977	1,138	<b>1,147</b>	930	808	<b>759</b>	864	85	105	
Home furnishings	723	762	703	<b>808</b>	748	661	761	695	<b>559</b>	643	567	640	<b>-38</b>	73	
Log, wood chips, and other wood products	107	145	<b>105</b>	122	157	120	123	128	<b>159</b>	126	120	133	19	13	
Lumber, millwork, hardware and other building supplies	5,866	6,337	5,876	5,788	5,784	5,711	<b>6,414</b>	5,978	<b>4,584</b>	5,381	4,982	5,973	296	991	
Paper, paper product and disposable plastic product	1,128	<b>1,266</b>	1,195	1,186	1,135	1,206	1,221	1,206	1,098	1,123	<b>1,058</b>	1,241	128	183	
Personal goods	1,199	1,225	<b>1,331</b>	1,231	1,148	1,271	1,143	1,030	996	1,003	<b>876</b>	1,079	75	203	

# 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	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YOY	MOM	
Computer and communications equipment and supplies merchant wholesalers	3,390	3,515	3,421	3,452	3,539	3,637	3,617	3,505	3,595	3,479	3,753	3,716	572	-37	
Construction, forestry, mining, and industrial machinery, equipment and supplies merchant wholesalers	18,042	18,515	18,483	18,428	18,764	18,571	18,339	18,000	17,885	17,190	18,129	18,046	-243	-83	
Electrical, plumbing, heating and air-conditioning equipment and supplies merchant wholesalers	6,589	6,565	6,559	6,750	6,721	6,677	6,663	6,668	6,923	7,030	7,684	7,200	601	-484	
Home entertainment equipment and household appliance merchant wholesalers	1,286	1,295	1,272	1,319	1,327	1,311	1,384	1,428	1,411	1,428	1,491	1,459	210	-32	
Home furnishings merchant wholesalers	1,799	1,832	1,730	1,717	1,700	1,699	1,740	1,755	1,745	1,761	1,778	1,830	38	52	
Log, wood chips, and other wood products merchant wholesalers	84	84	85	90	102	93	105	109	101	96	102	94	22	-8	
Lumber, millwork, hardware and other building supplies merchant wholesalers	9,554	9,708	9,592	9,454	9,401	9,409	9,400	9,464	9,428	9,482	9,631	9,645	99	14	
Metal service centres	5,435	5,718	5,932	5,868	6,280	6,054	6,322	5,943	6,131	5,972	5,610	5,769	-113	160	
Personal goods merchant wholesalers	3,434	3,264	3,136	2,571	2,964	2,827	2,759	2,761	2,820	2,757	2,620	2,753	-252	134	

# 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	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	YOY	MOM	
Total of all merchandise	66,056	65,089	63,853	66,512	64,266	67,976	63,464	62,527	62,796	61,873	72,038	64,674	-663	-7,364	
Appliances	494	477	474	531	536	592	476	469	511	480	572	578	100	6	
Carpets, textile furnishings and other textile products	386	369	367	392	382	409	342	346	376	345	412	385	17	-28	
Cleaning products and toiletries	791	763	832	871	806	841	778	775	846	809	863	755	1	-108	
Coffee and tea	164	155	147	154	161	171	140	152	178	141	185	143	-10	-42	
Computers and computer peripherals	1,457	1,348	1,503	1,728	1,344	1,580	1,694	1,479	1,324	1,248	1,786	1,369	203	-418	
Consumer goods	12,462	12,682	13,801	13,683	13,729	15,066	13,195	13,669	13,456	12,589	14,559	13,048	420	-1,511	
Electrical components	1,437	1,422	1,406	1,436	1,390	1,512	1,401	1,334	1,481	1,360	1,711	1,483	67	-228	
Fabricated metal products	996	952	948	956	914	976	863	845	998	936	1,019	934	-46	-85	
Furniture and fixtures	882	836	849	890	837	860	728	788	905	810	941	852	0	-90	
Heating, cooling and air purification equipment	632	562	565	683	605	615	552	570	509	493	680	604	30	-75	
Lumber and other sawmill products	263	263	241	254	234	256	219	209	271	255	197	214	-43	17	
Packaging materials	1,048	1,013	1,054	1,069	1,010	1,060	962	893	1,086	957	1,104	996	7	-109	
Paints, coatings, and adhesive products	317	297	288	299	265	284	247	236	271	284	336	298	-2	-39	
Prefabricated buildings and components thereof	63	55	45	54	45	44	37	33	41	34	49	37	-31	-11	
Software and software licensing	22	22	23	25	27	42	32	29	25	26	28	20	-5	-8	

# 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		
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Max	Average	Min
Accounting, tax preparation, bookkeeping and payroll services	33.57	<b>31.59</b>	35.01	36.56	36.69	36.69	<b>37.33</b>	33.29	33.19	32.39	32.93	37.33	33.88	29.43
Administrative and support services	<b>26.26</b>	25.71	25.65	25.47	25.53	26.11	25.97	26.10	25.79	26.05	<b>25.31</b>	26.26	25.82	25.31
Building material and garden equipment and supplies dealers	<b>22.92</b>	23.56	24.05	23.68	23.88	23.83	23.63	24.10	<b>24.39</b>	23.88	23.81	24.39	23.68	22.92
Business-to-business electronic markets, and agents and brokers	30.73	31.41	30.30	29.67	<b>32.50</b>	28.92	<b>22.82</b>	22.86	23.40	26.12	24.62	32.5	27.92	22.82
Computer and communications equipment and supplies merchant wholesalers	39.52	35.22	<b>34.92</b>	39.49	<b>54.38</b>	40.77	40.81	39.88	45.21	38.87	38.42	54.38	40.38	34.92
Computer systems design and related services	37.21	38.61	35.88	37.48	38.45	<b>40.13</b>	39.80	<b>34.57</b>	36.64	36.30	36.37	40.13	37.03	34.11
Construction of buildings	36.90	35.89	35.66	<b>35.30</b>	<b>36.93</b>	35.86	36.39	36.92	36.27	36.29	36.78	36.93	36.32	35.3
Couriers	<b>27.09</b>	25.05	25.22	25.22	25.68	25.70	26.07	25.22	<b>24.71</b>	25.01	24.76	27.09	25.63	24.71
Electronics and appliances retailers	26.76	25.12	24.69	25.87	<b>27.78</b>	26.48	25.07	<b>24.62</b>	25.75	26.54	24.65	27.78	25.74	24.62
General freight trucking	29.02	29.03	29.53	29.54	29.07	28.56	28.80	<b>28.29</b>	28.96	<b>30.78</b>	30.12	30.78	29.16	28.29
Lawn and garden equipment and supplies retailers	23.65	23.51	24.22	24.32	23.29	24.73	<b>22.77</b>	<b>25.13</b>	<b>25.13</b>	23.86	24.71	25.13	24.08	22.77
Lumber, millwork, hardware and other building supplies merchant wholesalers	29.31	29.29	28.40	28.10	28.10	28.85	<b>29.59</b>	29.13	26.57	<b>26.32</b>	26.96	29.59	28.26	26.32
Office supplies, stationery and gift retailers	20.07	20.25	20.73	20.53	<b>19.92</b>	20.69	20.82	20.76	<b>20.86</b>	20.00	20.81	20.86	20.42	19.91
Other wood product manufacturing	28.74	29.01	<b>28.23</b>	30.03	28.41	28.56	<b>30.19</b>	28.74	28.68	29.80	29.43	30.25	29.22	28.23
Personal and household goods merchant wholesalers	<b>27.23</b>	23.56	25.00	24.72	<b>23.36</b>	26.49	26.14	25.30	24.66	24.52	25.89	27.23	25.1	23.36
Transportation and warehousing	31.43	31.86	31.86	<b>32.01</b>	31.29	31.75	<b>31.08</b>	31.34	31.33	31.84	31.86	32.01	31.56	31.08
Warehousing and storage	25.45	25.63	<b>25.73</b>	25.23	24.39	23.79	25.39	<b>23.73</b>	24.55	25.56	24.37	25.76	25	23.73
Wholesale trade	29.74	29.59	29.49	30.15	30.22	<b>30.80</b>	30.25	30.76	30.40	29.75	30.07	30.8	30.09	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	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	YOY	MOM	
Communications	72.8	73.1	74.7	73.0	72.6	72.9	71.0	69.9	73.4	73.8	71.3	71.3	-1.0	0.0	
Cooking appliances	116.5	119.1	118.9	119.3	119.4	117.5	114.6	110.2	112.9	113.7	117.8	120.5	1.0	2.7	
Digital computing equipment and devices	71.9	71.3	70.8	69.7	69.7	70.2	68.5	68.5	68.0	68.0	68.0	68.5	-4.5	0.6	
Household tools (including lawn, garden and snow removal equipment)	110.6	109.5	109.4	111.8	111.8	109.7	109.2	107.9	108.4	110.4	109.5	110.3	-0.8	0.8	
Laundry and dishwashing appliances	110.3	112.3	109.7	112.8	112.3	112.8	113.2	110.6	111.1	111.3	111.8	117.8	6.5	6.0	
Non-electric kitchen utensils, tableware and cookware	109.9	113.0	113.0	115.2	115.2	111.1	110.6	108.9	108.9	113.5	113.5	113.2	-1.7	-0.3	
Other household appliances	120.0	122.7	122.7	122.7	118.1	120.8	120.8	113.6	113.6	123.2	123.2	122.5	2.5	-0.7	
Other household equipment	110.3	109.4	109.3	111.7	111.7	109.7	109.2	108.1	108.5	110.2	109.4	110.0	-0.9	0.6	
Other recreational equipment	109.6	108.3	108.2	109.7	111.1	110.0	110.0	109.3	110.3	112.0	113.0	109.3	0.0	-3.7	
Refrigerators and freezers	118.3	118.0	117.7	120.3	120.3	118.8	118.6	115.3	117.3	121.3	121.4	121.2	1.8	-0.2	
Sporting and exercise equipment	106.3	107.3	108.9	106.4	110.3	109.6	110.3	108.5	110.5	115.6	117.6	116.1	11.6	-1.5	
Stationery (2013=100)	145.0	144.9	144.7	142.6	143.5	144.8	146.2	146.4	147.2	146.8	145.9	148.1	4.6	2.2	
Tools and other household equipment	110.4	109.4	109.3	111.8	111.8	109.6	109.2	108.0	108.4	110.3	109.4	110.2	-0.8	0.8	
Video and audio subscription services	113.8	113.8	113.6	113.6	113.7	114.5	115.0	115.0	116.6	118.4	118.4	119.9	6.1	1.5	
Video equipment	78.8	77.0	77.9	77.0	75.7	76.1	75.2	72.6	74.3	74.3	74.8	73.5	-5.8	-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	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	YOY	MOM	
<b>General freight trucking (a)</b>	121.6	<b>120.9</b>	122.5	122.3	121.2	121.1	121.7	122.2	<b>123.2</b>	124.5	124.4		3.2	<b>-0.1</b>	
General freight trucking, local	118.3	<b>117.7</b>	118.4	118.4	<b>117.7</b>	118.3	118.7	<b>118.8</b>	120.3	121.2	121.0		3.6	<b>-0.2</b>	
General freight trucking, long distance	118.1	<b>117.5</b>	119.6	119.2	118.3	118.2	118.8	<b>120.0</b>	120.1	121.7	121.6		3.3	<b>-0.1</b>	
<b>Freight Rail Services (All Commodities) 2018</b>	128.6	128.2	126.7	127.1	126.8	<b>126.3</b>	126.7	127.6	129.1	129.1	<b>130.1</b>	129.3	1.0	<b>-0.8</b>	
Intermodal		<b>132.9</b>	131.0	130.8	130.9	130.0	129.1	129.0	<b>128.9</b>	130.4	131.0	131.2	131.1	<b>-2.3</b>	<b>-0.1</b>
<b>Couriers and messengers (2019)</b>	136.4	136.1	136.5	<b>135.9</b>	136.2	136.0	136.5	137.3	142.6	<b>144.7</b>	<b>144.7</b>	140.2	5.1	<b>-4.5</b>	
Couriers	138.7	<b>138.1</b>	138.9	138.2	138.5	138.5	139.1	140.1	146.5	<b>148.7</b>	148.6	143.8	6.4	<b>-4.8</b>	
Local messengers and local delivery (think Pizza)	125.2	<b>125.5</b>	124.4	124.4	124.4	123.3	123.2	123.2	123.2	124.5	125.0	<b>122.3</b>	<b>-1.2</b>	<b>-2.7</b>	

(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 \$) (1 OF 2)

	2024									2025				Variance	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	YOY	MOM	
Adhesive manufacturing	125.4	124.4	125.7	126.0	127.1	126.5	126.7	<b>127.4</b>	126.6	125.8	124.0	<b>123.9</b>	<span style="color:red">-5.2</span>	<span style="color:red">-0.1</span>	
Alumina and aluminum production and processing (*)	<b>150.2</b>	158.1	160.1	158.8	154.3	158.5	161.8	164.4	165.1	168.2	<b>179.1</b>	171.4	27.1	<span style="color:red">-7.7</span>	
Computer and peripheral equipment manufacturing	117.8	115.7	116.4	116.0	<b>115.0</b>	118.3	119.8	122.2	123.1	123.7	124.2	<b>124.4</b>	74	0.2	
Cutlery and hand tool manufacturing	124.7	124.6	124.7	124.5	124.5	124.6	124.7	124.9	<b>128.1</b>	128.0	128.0	<b>122.2</b>	<span style="color:red">-2.2</span>	<span style="color:red">-5.8</span>	
Electric lighting equipment manufacturing (*)	Index re-started July 2024		<b>100.0</b>	111.8	119.5	122.9	113.1	114.7	110.6	123.0	126.5	<b>127.3</b>	27.3	0.8	
Electrical equipment, appliance and component manufacturing	148.3	147.2	<b>144.1</b>	145.7	146.7	150.6	150.2	149.7	151.0	155.0	157.0	<b>157.3</b>	14.7	0.3	
Furniture and related product manufacturing	<b>113.4</b>	114.0	113.9	113.9	114.1	115.2	115.4	115.4	115.4	115.4	115.0	<b>117.2</b>	1.9	2.2	
Hardware manufacturing	122.5	122.7	123.1	122.6	<b>122.0</b>	125.7	128.7	130.6	132.0	130.2	<b>133.0</b>	130.8	8.2	<span style="color:red">-2.2</span>	
Household and institutional furniture manufacturing	<b>114.9</b>	115.2	115.2	115.1	115.1	115.5	115.6	115.6	115.4	115.4	115.4	<b>116.7</b>	<span style="color:red">-2.8</span>	1.3	
Iron and steel mills and ferro-alloy manufacturing	<b>148.7</b>	148.0	144.9	139.6	<b>138.7</b>	138.9	138.9	139.9	140.0	140.2	142.2	140.6	<span style="color:red">-8.8</span>	<span style="color:red">-1.6</span>	
Iron and steel pipes and tubes manufacturing from purchased steel	<b>115.1</b>	112.8	109.9	109.6	105.6	105.5	105.5	105.6	106.0	<b>102.8</b>	105.3	110.0	<span style="color:red">-7.6</span>	4.7	
Machine shops	<b>136.7</b>	<b>136.7</b>	136.8	138.2	138.0	138.3	139.3	140.6	141.4	141.7	142.0	<b>145.1</b>	8.3	3.1	

(\*) Due to single source of specialty inputs and US tariffs. Often related to up stream processing of steel & aluminum in the US. See Economic Summary

The prices changes are for goods sold at the factory gate by manufacturers operating in Canada.

# PRICE INDEXES

Price Indexes measures "pure" price changes only.

LEGEND Lowest Month  
Highest Month

## MANUFACTURING: INDUSTRIAL PRODUCT PRICE INDEX (INDEX: JAN. 2020 = \$100) (CAD \$) (2 OF 2)

	2024									2025				Variance	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	YOY	MOM	
Major appliance manufacturing (*)	146.8	150.7	150.1	150.7	145.7	148.9	153.9	151.4	172.8	175.1	178.0	176.4	28.3	-1.6	
Office furniture (including fixtures) manufacturing	108.3	109.1	108.9	108.8	108.8	109.0	109.1	107.3	107.3	107.3	105.5	106.1	-2.3	0.6	
Paint and coating manufacturing	132.0	130.9	131.8	131.7	129.8	131.4	132.1	132.3	130.0	129.8	129.0	128.8	-2.3	-0.2	
Paper bag and coated and treated paper manufacturing	126.3	127.3	127.4	126.6	127.7	128.6	129.0	129.7	127.1	128.9	128.8	128.7	1.6	-0.1	
Paper mills	115.3	116.2	116.1	114.9	115.2	118.7	118.5	118.4	120.6	120.3	120.3	118.5	3.2	-1.8	
Plastic bottle manufacturing	118.9	119.1	119.0	119.2	120.3	120.1	119.2	119.0	118.0	119.2	121.3	121.3	2.8	0.0	
Plastic pipe, pipe fitting, and unlaminated profile shape manufacturing	130.5	130.5	131.6	131.0	130.0	128.9	132.0	132.3	133.0	134.8	131.5	130.8	0.2	-0.7	
Printing	148.4	152.3	152.5	152.5	153.8	155.3	155.4	155.4	163.2	163.2	163.9	164.4	16.0	0.5	
Rolling and drawing of purchased steel	147.4	141.3	140.1	137.3	136.0	136.7	139.1	139.9	140.2	140.6	143.1	141.5	-2.2	-1.6	
Small electrical appliance manufacturing	130.7	132.2	132.1	132.1	131.0	134.9	136.0	135.5	138.0	138.5	139.1	138.6	7.2	-0.5	
Stationery product manufacturing	133.4	134.3	137.1	137.1	137.9	139.8	139.9	139.9	145.0	145.0	145.4	145.8	12.4	0.4	

(\*) Due to single source of specialty inputs and US tariffs. Often related to up stream processing of steel & aluminum in the US. See Economic Summary

The prices changes are for goods sold at the factory gate by manufacturers operating in Canada.

# 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	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	YOY	MOM	
Bauxite and aluminum oxide	148.9	<b>148.5</b>	152.1	149.1	153.7	166.8	169.6	172.9	176.7	187.0	190.7	<b>191.2</b>	46.1	0.5	
Copper ores and concentrates	179.4	170.7	164.8	<b>155.2</b>	159.0	167.0	161.5	161.9	167.8	177.0	<b>185.6</b>	173.5	8.4	<b>-12.1</b>	
Gold ores, concentrates and mill bullion	151.8	<b>148.7</b>	153.7	156.4	160.6	171.0	172.7	175.4	182.0	195.0	197.2	<b>207.4</b>	57.6	10.2	
Iron ores and concentrates	<b>163.0</b>	147.7	147.0	136.8	<b>126.1</b>	139.9	140.9	146.0	143.7	150.7	144.2	136.4	<b>-18.2</b>	<b>-7.8</b>	
Lead and zinc ores and concentrates	126.2	121.2	120.1	115.4	117.6	128.4	126.7	<b>130.7</b>	123.9	122.7	127.5	<b>113.6</b>	<b>-5.4</b>	<b>-13.9</b>	
Logs and bolts	112.8	109.8	106.5	109.7	<b>114.0</b>	113.0	113.7	113.3	<b>102.7</b>	103.1	105.0	108.2	<b>-8.5</b>	3.2	
Logs, pulpwood, natural rubber and other forestry products	120.6	119.8	<b>115.3</b>	119.7	125.3	125.4	124.3	<b>125.8</b>	118.6	118.5	119.7	119.4	<b>-4.3</b>	<b>-0.3</b>	
Metal ores, concentrates and scrap	154.7	149.8	150.2	<b>146.7</b>	148.2	158.7	159.6	162.0	165.6	175.0	<b>179.8</b>	177.1	28.9	<b>-2.7</b>	
Nickel ores and concentrates	<b>112.0</b>	100.4	93.7	93.2	91.4	96.5	91.9	92.0	92.7	91.5	96.5	<b>88.6</b>	<b>-15.7</b>	<b>-7.9</b>	
Pulpwood	<b>186.7</b>	189.4	186.9	189.2	194.2	194.0	195.6	200.6	<b>206.5</b>	197.9	199.0	204.9	19.6	5.9	
Rough untreated poles, posts and piling	112.8	109.8	106.5	109.7	<b>114.0</b>	113.0	113.7	113.3	<b>102.7</b>	103.1	105.0	108.2	<b>-8.5</b>	3.2	
Waste and scrap of iron and steel	236.9	211.9	210.9	212.5	<b>208.7</b>	218.6	220.2	220.3	238.4	285.4	<b>311.4</b>	294.7	66.6	<b>-16.7</b>	

(\*) 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 \$)

	2024										2025			Variance	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YOY	MOM	
<b>Montréal, Québec</b>															
Office buildings	<b>109.1</b>	109.7	109.6	109.7	109.7	109.6	110.2	110.7	110.7	111.2	111.1	<b>112.3</b>	2.5	1.2	
Retail buildings	107.5	107.3	<b>107.2</b>	<b>107.2</b>	107.3	107.7	108.2	108.4	<b>108.9</b>	108.4	107.8	108.5	1.2	0.7	
Industrial buildings and warehouses	<b>117.5</b>	117.7	118.8	121.2	121.4	121.4	121.9	121.8	122.0	124.6	<b>124.7</b>	<b>124.7</b>	7.6	0.0	
<b>Toronto, Ontario</b>															
Office buildings	<b>110.0</b>	110.3	110.4	110.7	110.5	110.9	111.2	111.5	111.7	112.0	112.5	<b>112.7</b>	3.5	0.2	
Retail buildings	110.0	<b>109.6</b>	110.0	110.4	110.7	110.7	110.5	111.6	112.8	<b>113.1</b>	112.9	112.6	2.6	<b>-0.3</b>	
Industrial buildings and warehouses	117.2	117.5	116.9	116.9	115.9	115.8	<b>115.7</b>	118.9	118.9	119.9	120.1	<b>120.4</b>	3.2	0.3	
<b>Vancouver, British Columbia</b>															
Office buildings	113.3	<b>113.1</b>	113.2	113.5	113.5	114.0	114.8	<b>115.5</b>	114.6	115.0	114.1	113.8	0.9	<b>-0.3</b>	
Retail buildings	111.9	111.6	<b>111.4</b>	112.3	112.0	112.5	112.5	113.3	115.0	115.4	<b>116.1</b>	115.5	4.6	<b>-0.6</b>	
Industrial buildings and warehouses	<b>118.4</b>	<b>118.4</b>	118.5	119.3	118.6	118.8	118.8	119.2	119.9	120.9	121.0	<b>121.6</b>	5.4	0.6	

(\*) Volume of activity insufficient to accurately report other locations.

# 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

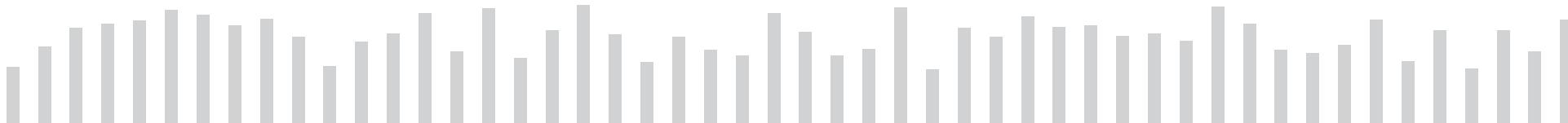
accepted, and are subsequently revised once the actual data becomes available.

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.

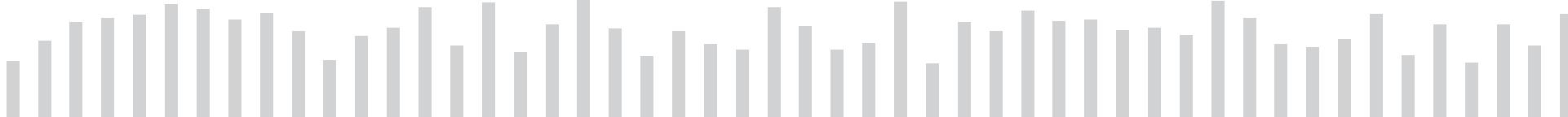
## COURIERS AND MESSENGERS SERVICES PRICE INDEX

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

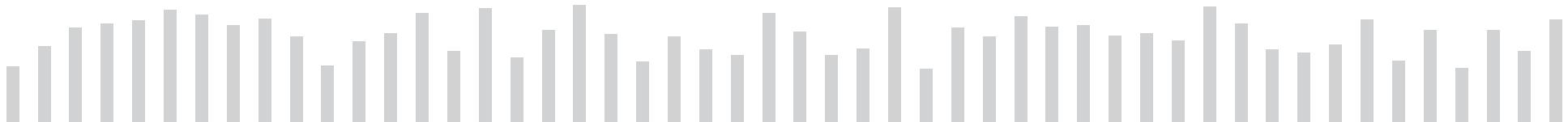
transportation charges, net taxes paid, custom duties, and any applicable subsidies.

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

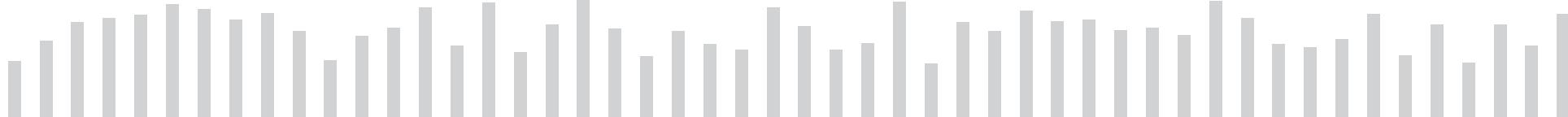


average monthly, hourly rate, across 23 core tasks or workplaces. This includes administrative and support services through transportation and warehousing. To better understand the data, viewers should be aware that the average hourly rates can fluctuate for each category and month as new hires come 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

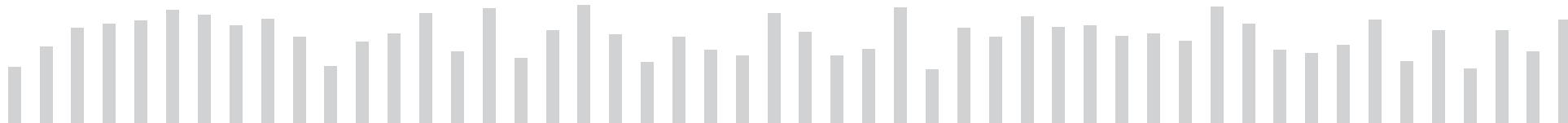
- Price indexes measure price changes by comparing, through time, the cost of a fixed basket of goods and services. Since the basket contains products of unchanging or equivalent quantity and quality, the index reflects only a "pure" price change.

- 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.





**COPA** CANADIAN OFFICE  
PRODUCTS ASSOCIATION

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