

Wholesale Trade Industry



Revised: February 2008



Employment, Immigration
and Industry

Overview:

The Wholesale Trade industry¹ in Alberta includes wholesaler-distributors, agents and brokers of goods such as:

- farm products;
- petroleum products;
- food, beverage and tobacco products;
- personal and household goods;
- motor vehicles and parts;
- building materials and supplies; and
- machinery and equipment.

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¹ North American Industry Classification System (NAICS) major group 41

Section A: Business Environment

1. 2006 Employment and Unemployment Numbers and Rates:

| | Alberta | Wholesale Trade Industry |
|----------------------------------|-----------|--------------------------|
| Number of employed | 1,870,700 | 70,500 |
| Percent employed in the industry | | 3.8% |
| Number of unemployed | 66,800 | N/A |
| Unemployment rate | 3.4% | N/A |

Note: N/A indicates instances of insufficient sample size.

For more information on employment numbers or for a historical comparison, go to the [Labour Force Survey](#) or [Statistics Canada](#) websites.

2. Industry Growth:

- The Wholesale Trade industry is expected to grow on average 2.1% annually from 2006 to 2011.
- Approximately 7,892 jobs will be created in the forecast period. Employment is expected to increase to 78,350 by 2011.
- This industry is expected to provide 3.3% of all new jobs in Alberta between 2006 and 2011.

For more information, see the [Alberta Modified Canadian Occupational Projection System Outlook](#) (2006-2011) online and the [Alberta Learning Information Service \(ALIS\)](#) website's industry descriptions.

Outlook

The *Alberta Occupational Demand and Supply Outlook (2006-2016)*, forecasts a supply shortage for the Sales representative, wholesale trade occupations every year between 2013 and 2016, and a supply shortage for Technical sales specialists, wholesale trade occupations beginning from 2012 to 2016.

It is expected that energy projects will continue to attract domestic and international investment and, in turn, the service companies in the Wholesale Trade industry catering to mega projects will continue to benefit from these investments.

An increasing amount of disposable income in Alberta has led to an increase in demand for liquor. In 2006, the Alberta Gaming and Liquor Commission had seen liquor sales by volume for wine, spirits and beer increase just over four per cent from the previous year. With one liquor wholesaler in Alberta, an increase in demand, and a labour shortage, the difficulties keeping up with demand may continue.

3. Company Size

| Establishment Size | Alberta Businesses | | Trade* | |
|------------------------|---------------------|-------|---------------------|-------|
| | Number of Employees | % | Number of Employees | % |
| Less than 20 employees | 525,000 | 34.1% | 101,200 | 40.1% |
| 20 to 99 employees | 543,600 | 35.3% | 99,600 | 39.5% |
| 100 to 500 employees | 292,400 | 19.0% | 45,900 | 18.2% |
| Over 500 employees | 178,900 | 11.6% | 5,600 | 2.2% |

Data Source: Labour Force Historical Review 2006, Statistics Canada

*Both Wholesale and Retail Trade are included in these numbers.

Section B: Human Resources Profile

1. Occupational Information:

Some examples of occupations in the Wholesale Trade industry include:

- shipper and receiver;
- technical sales representative;
- truck driver;
- direct distributor; and
- auctioneer.

For a complete listing of all occupations related to this industry as well as detailed information on education and skill requirements, visit the [Alberta Occupational Profiles](#) website.

2. Demographics: Age and Gender

According to the Labour Force Survey, the gender break-down in the Wholesale Trade industry is as follows:

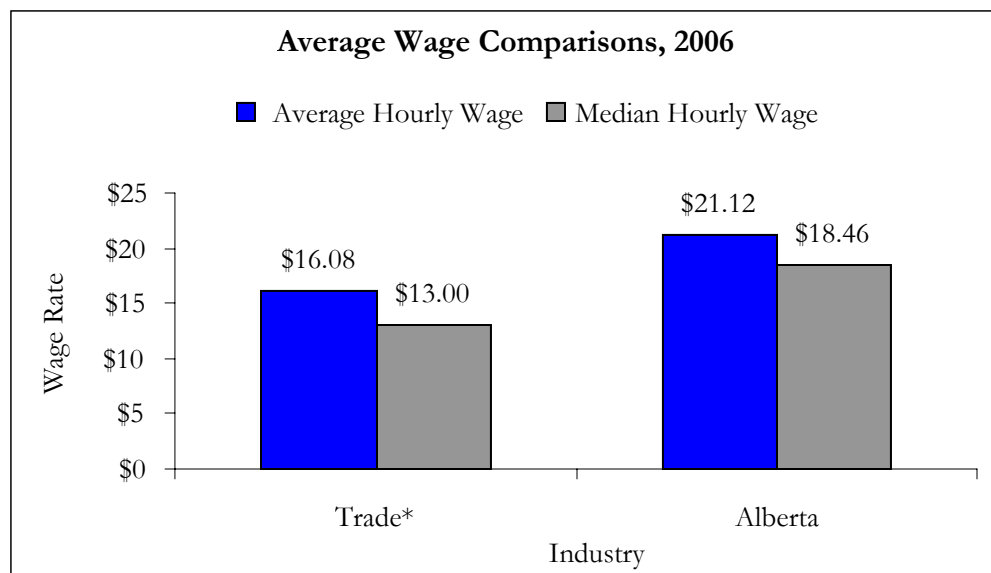
- women employed: 20,800 people, or 29.5%
- men employed: 49,700 people, or 70.5%

In comparison, women accounted for 45.3% and men made up 54.7% of the total employed in Alberta.

| Age Characteristics | Alberta Employees | | Wholesale Trade Industry Employment | |
|---------------------|-------------------|-------|-------------------------------------|-------|
| | Number | % | Number | % |
| 15-24 years | 329,600 | 17.6% | 8,500 | 12.1% |
| 25-54 years | 1,286,500 | 68.8% | 53,100 | 75.3% |
| 55 years and over | 254,600 | 13.6% | 8,900 | 12.6% |

Data Source: Labour Force Historical Review 2006, Statistics Canada

3. Wages:



Data Source: Labour Force Historical Review 2006, Statistics Canada

* Wages include both Wholesale and Retail Trade.

Wage and Salary Information for Selected Occupations

| Occupation | Average Hourly Wage | | | Average Annual Salary |
|---|---------------------|---------------|----------|-----------------------|
| | Starting | After 3 years | Top | |
| Senior managers - trade, broadcasting and other services, n.e.c.* | N/A | \$ 37.97 | \$ 42.89 | \$ 89,444 |
| Purchasing agents and officers | \$ 17.19 | \$ 20.74 | \$ 33.84 | \$ 49,377 |
| Cashiers | \$ 8.24 | \$ 10.33 | \$ 14.86 | \$ 15,415 |

Data Source: 2005 Alberta Wage and Salary Survey

*Not elsewhere classified.

Note: N/A due to insufficient response.

For more information on wages, refer to the [WAGEinfo](#) webpage. For job descriptions, duties, required skills and education for specific occupations in the Wholesale Trade industry, visit the [ALIS](#) website.

Section C: Additional Information

1. Links to Selected Industry Associations:

- [Canadian Council of Grocery Distributors](#)

2. Link to Government Library Database:

<http://www.servicelink.gov.ab.ca/libraries/workplace/>