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CANADA

DOMINION BUREAU OF STATISTICS

MERCHANDISING AND SERVICES BRANCH

SUMMARY

MONTHLY INDEXES

OF

COUNTRY GENERAL STORE SALES

IN

CANADA

1937 - 1943

Average, 1935-1939 = 100



DEPARTMENT OF TRADE AND COMMERCE DOMINION BUREAU OF STATISTICS MERCHANDISING AND SERVICES BRANCH OTTAWA, CANADA

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Summary of Monthly Indexes of Country General Store Sales, 1937-1943

(Average, 1935-1939=100)

Introduction

The country general store continues to occupy an important place in the retail marketing structure of Canada. Defined as stores selling a general line of merchandise usually including a substantial volume of groceries and located in places of less than 2,000 population these retail outlets fill a large part of the requirements for convenience goods of persons living in the smaller towns and rural areas of the country. Results of the 1941 Census of Merchandising Establishments show that in that year there were 11,917 country general stores in Canada with annual sales of \$214,747,800, an amount which formed 6.2 per cent of the total retail trade.

Monthly surveys based on reports received from a sample number of these country general stores and designed to indicate the month-to-month trend in the value of business transacted were instituted early in 1936. In recent months the number of reporting firms has been increased by the addition of some 200 stores and the index numbers from January, 1942 onwards have been revised to allow for the more representative coverage. Annual averages for 1937 and subsequent years and the monthly indexes from January, 1938 to December, 1943 are shown in this bulletin.

Trend in Sales, 1942-1943

Compared with a 3.6 per cent increase in urban retail trade between 1942 and 1943, country general store sales increased by 11.4 per cent in the same period. The more substantial gain in country general store business may be attributed in part to the marked increase in farmers' cash income between the two years and in part to the restrictions on automobile transportation with the consequent curtailment of shopping by the farm population in the larger urban centres.

All provinces recorded increases in country general store sales between 1942 and 1943. Percentage increases in sales between these two years for the various regions for which separate figures are compiled with percentage increases between 1941 and 1943 in brackets are as follows: Maritime Provinces, 18.1 per cent (35.2 per cent); Quebec, 9.7 per cent (25.2 per cent); Ontario, 7.2 per cent (20.4 per cent); Manitoba, 11.6 per cent (30.0 per cent); Saskatchewan, 15.1 per cent (35.8 per cent); Alberta, 12.9 per cent (29.4 per cent); and British

Columbia, 9.2 per cent (19.3 per cent). Sales for all provinces combined averaged 27.4 per cent higher in 1943 than in 1941.

Cash income from the sale of farm products as recorded by the Agricultural Branch of the Bureau increased 25.3 per cent in 1943 over 1942, a large portion of this increase representing receipts from sales of the 1942 crop. The increase in cash income in Saskatchewan was particularly large at 59.3 per cent followed by increases of 34.5 per cent for Manitoba, 27.1 per cent for Alberta, 24.9 per cent for British Columbia, 22.7 per cent for the Maritime Provinces, 13.1 per cent for Quebec and 9.8 per cent for Ontario.

That the increase in country general store sales did not parallel that in cash income from the sale of farm products is to be expected. A large portion of the gain in farm revenue was used in making payments on mortages or other debts incurred in previous years. Bond purchases were an important factor. In addition it should be noted that the trade of country general stores is not restricted to the farm population. These stores also serve dwellers in small urban centres whose income fluctuated to a much smaller degree than that indicated by the figures on cash receipts from the sale of farm products. Farmers do not of course make all their retail purchases in country general stores. But in view of the scarcity of durable consumers goods existing in the period under review it is extremely unlikely that any substantial proportion of the gain in farm cash income would be expended in this direction.

Coverage of Stores and Sales

The indexes of country general store sales are computed from returns received from a sample number of firms. Slightly over 900 stores are on the mailing list and these transacted some 19 per cent of the total business of all similar stores. The following table presents a comparison of the stores included in the sample and the totals for the trade as recorded in the results of the Census of Merchandising and Service Establishments for 1941.

Coverage of Stores and Sales, by Provinces, 1941

	T	otals		Month	y Sample	
Province	Stores	Sales	St	ores	Sale	es
			Number	Per cent of total	Amount	Per cent
		\$			\$	
Maritimes	1,566	26,775,600	150	9.6	6,745,543	25.2
Quebec	2,943	49,290,600	127	4.3	6,289,687	12.8
Ontario	2,350	44,274,500	209	8,9	9,267,946	20.9
Manitoba	1,000	16,997,900	67	6,7	2,558,895	15.1
Saskatchewan	1,929	32,689,600	153	7.9	5,649,530	17.3
Alberta	1,377	27,217,100	146	10.6	7,417,691	27.3
British Columbia,	728	16,057,400	73	10.0	3,400,868	21.2
CANADA (1)	11,917	214,747,800	925	7.8	41,330,160	19.2

(1) Includes Yukon and the Northwest Territories

In view of the limited number of stores reporting in the Maritime Provinces, a combined index is constructed for that region. A separate index is computed for each of the other provinces.

In addition to the index numbers, the monthly reports contain a table showing the percentage changes in sales between the month under review and the corresponding month in the previous year. For this table several of the provinces have been subdivided into regions for each of which a separate ratio of sales is computed.

The province of Alberta is divided into a northern and southern region by a line passing slightly to the north of Wetaskiwin. Saskatchewar is similarly divided by a line passing slightly to the south of Yorkton. Ontario is divided into three districts. One district covers the northern part of the province including Parry Sound, Nipissing and all territory north of these regions. The second district covers the southwestern part of the province including the counties of York and Simcoe. The third district covers the remainder of the province and includes that portion lying east of the counties of York and Simcoe and south of Parry Sound and Nipissing. The province of quebec is divided into two regions, the St. Lawrence River forming the boundary in this case.

Adjustments for Seasonal Variations

Conforming with the experience of most other kinds of retail trade, country general store sales are subjected to fairly well defined seasonal variations, sales for certain months standing consistently higher or lower than the average for the year. These seasonal variations are due partially to climatic changes, partially to long established buying habits and, especially in the case of country general stores, to the seasonal distribution of purchasing power.

Sales importance of different days of the week also varies. Other factors remaining constant, a month containing five Saturdays would normally have more business than a month with four. Information received from a sample number of firms regarding the percentage of the weekly business transacted on different days of the week indicates the following distribution:

Percentage of We	ekly Bu	siness	Transa	cted
on Differe	nt Days	of the	Week	
			70	
Monday			15	
Tuesday			14	
Wednesday			13	
Thursday			15	
Friday			16	
Saturday			27	
			-	
Total			100	

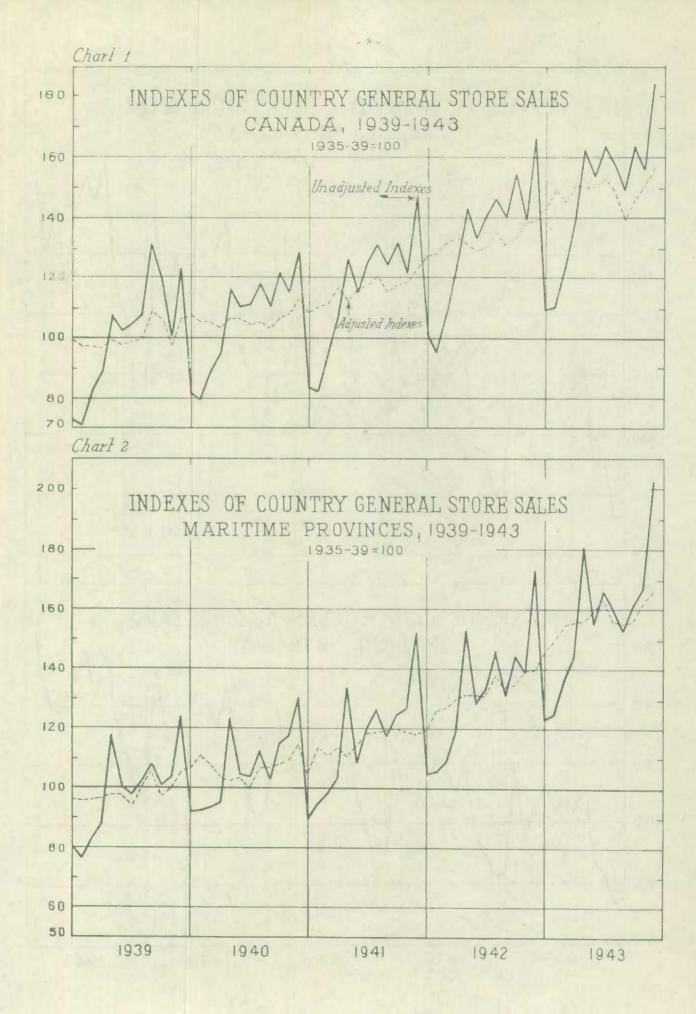
In order to obtain an index more indicative of the underlying trend in sales, index numbers have been computed in which adjustments have been made to eliminate the effects of differences in the number of business days in different months, differences in sales importance of different days of the week and also for normal seasonal movements. Corrections for the first two factors were made on the basis of the information submitted by the sample number of firms to which reference was made above. Corrections for seasonal variations were made by means of correction factors based on the average experience of recent years. These seasonal correction factors represent the ratio that sales in each month normally bear to sales in an average month, the word "average" being used merely to designate one-twelfth of the annual turnover. These correction factors vary for the different provinces. They are shown on the following page.

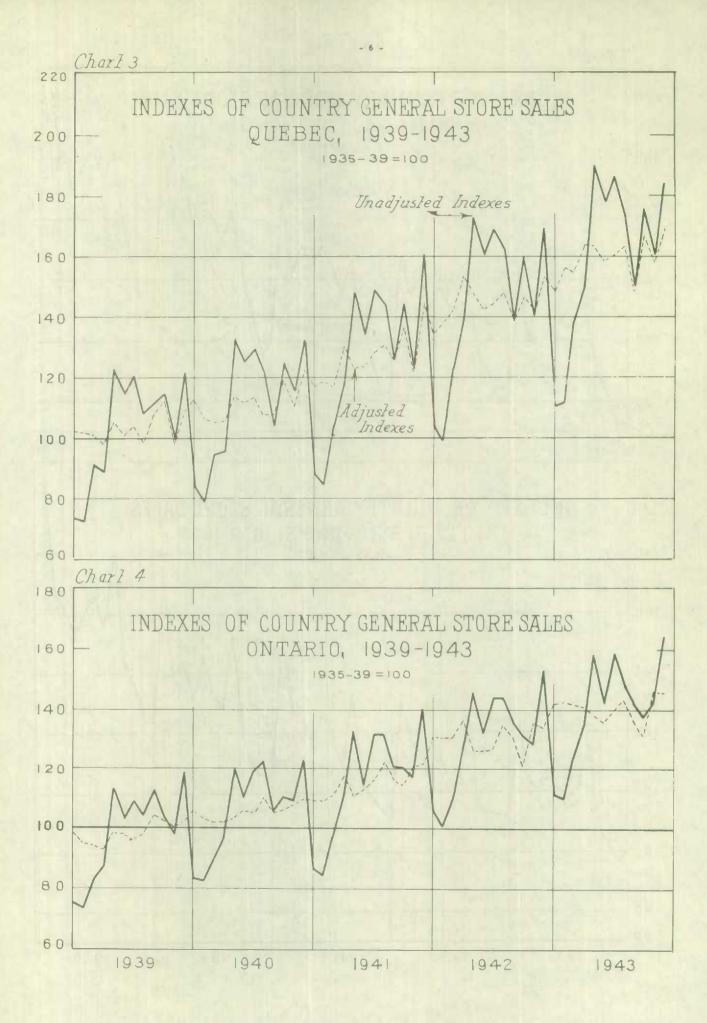
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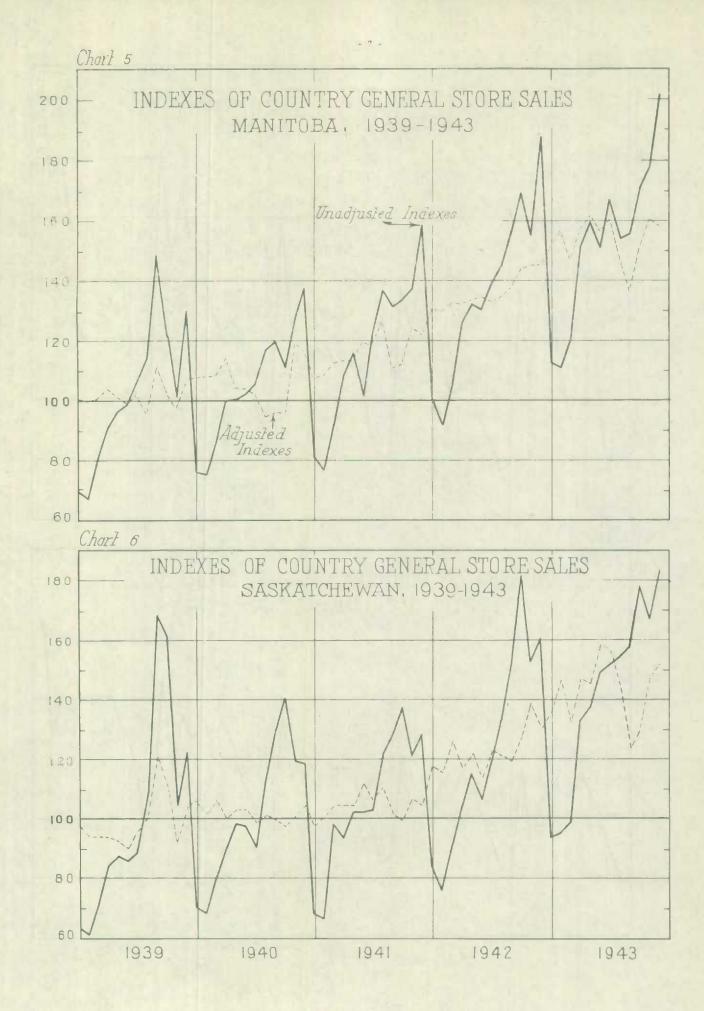
Country General Stores - Seasonal Correction Factors

Month	Maritime Provinces	Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia
January	85	75	79	75	70	76	81
February	90	77	83	76	71	77	82
March	86	87	85	80	73	78	85
April	92	91	95	96	90	95	98
May	113	113	112	96	92	93	104
June	98	113	105	97	95	95	112
July	99	113	110	101	94	96	104
August	103	107	104	105	107	107	105
September	102	104	108	118	132	119	110
October	104	106	105	114	138	123	106
November	103	102	98	111	114	106	97
December	125	112	116	131	124	135	116

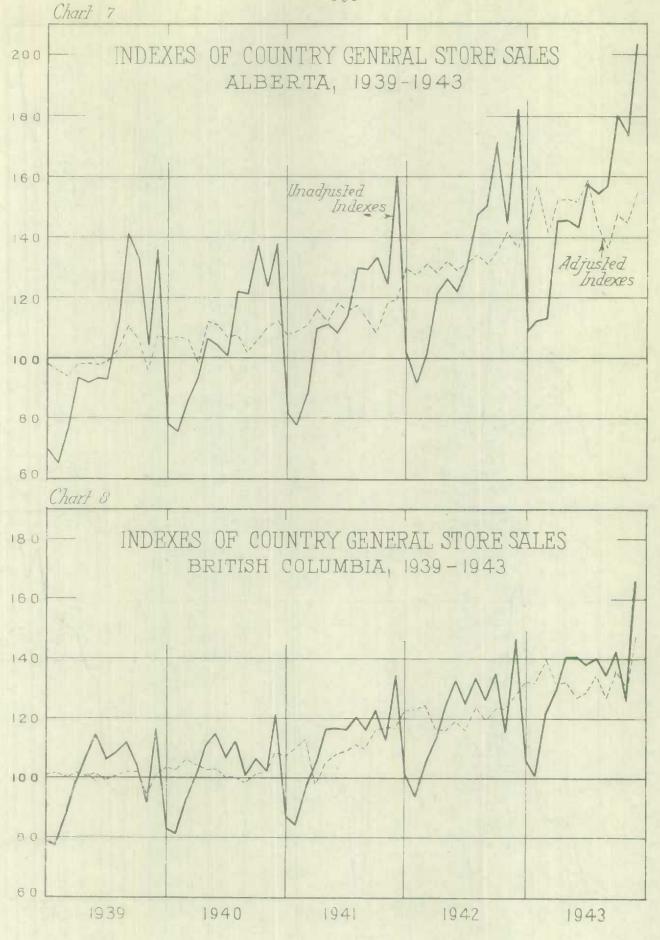
Differences in the seasonal pattern of country general store trading in the several provinces may be more readily observed by grouping the figures in the above table into four month totals. When this is done it is found that about 36 per cent of the annual business of country general stores located in the Maritime Provinces, Quebec, Ontario and British Columbia is transacted in the last four months of the year. Reflecting the less uniform seasonal distribution of farm income in the Prairie Provinces, the corresponding ratios for these provinces are higher, standing at 40 per cent for Manitoba and Alberta and at 42 per cent for Saskatchewan. The proportions of the total annual business transacted in the first eight months of the year in the Prairie Provinces are of course correspondingly lower.











	Annu	al Averages,	1937 - 19	43, Canada		
1	937 938 939 940	103.2	19	341	132.9	
Month	Mon Indexes of Monthly Sales	thly Indexes, Indexes Corrected for Seasonal Variations	1938 - 1 Indexes of Monthly Sales	943 Canada Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	Indexes Corrected for Seasonal Variations
	1	938	1	.939	1	.940
January February March April May June July August September October November December	77.7 90.0 102.3 111.0 110.9 111.1 110.1 112.1 114.6 102.2 118.3	106.0 107.0 106.3 106.8 105.6 107.1 104.4 101.8 100.2 99.9 99.3 97.7	73,1 70,8 82,8 89,4 108,0 102,4 104,9 107,7 126,1 119,2 100,6 123,5	99.5 97.6 97.1 97.0 99.6 98.0 99.7 109.0 106.7 97.5 105.6	81.7 79.7 89.6 95.7 116.5 110.2 111.2 118.4 111.0 122.2 116.1 128.3	107.9 105.7 105.7 103.5 106.8 106.9 104.7 105.5 103.6 107.0 108.6 113.3
January February March April May June July August September October November December	82.1 95.0 108.2 126.9 115.8 125.9 131.6 124.1 132.0 121.7	108.3 110.8 111.8 117.0 112.7 116.1 117.6 121.0 115.9 117.9 118.4 123.4	101.2 95.1 108.7 124.1 143.5 133.1 141.2 146.6 140.6 155.0 139.0 166.3	127.4 128.5 131.9 133.7 131.8 129.2 130.9 135.3 130.9 133.4 138.5 139.4	109.7 110.2 123.7 141.2 162.8 153.9 164.0 157.2 149.5 163.5 156.1 184.5	143.4 149.1 145.4 151.0 150.4 150.6 153.1 149.5 139.1 146.1 150.8 157.0

		(Wetage, 193	00 - 1303 -	100)		
	Annual Ave	rages, 1937 -	- 1943, Mar	ritime Provin	ces	
10	37	107 5	194	11	115.3	
	38			42		
	39			43		
	40		13.	20 000000000000000000000000000000000000	100,5	
13	***************************************	100.0				
	Monthly	Indexes, 1938	3 - 1943. 1	daritime Prov	inces	
	post-	Indexes		Indexes		Indexes
	Indexes	Corrected	Indexes	Corrected	Indexes	Corrected
Month	of	for	of	for	of	for
B.O.L. 0.11	Monthly	Seasonal	Monthly	Seasonal	Monthly	Seasonal
	Sales	Variations	Sales	Variations	Sales	Variations
	1	938		1939		1940
January	89.9	107.0	80.5	96.2	92.0	106.6
February		109.0	76.7	95.9	92.2	111.0
March		105.1	83.6	96.2	93.5	108.0
April		103.9	88.0	96.4	95.0	103.7
May		106.2	117.5	97.8	123.6	102.1
June		102.5	100.1	97.7	104.8	103.5
July		99.3	97.8	94.4	103.5	99.8
August		100.8	102.4	100.7	112.6	106.7
September		98,9	108.0	105.2	102.4	106.9
October		96,1	100.6	97.8	114.7	108.0
November		94.5	103.5	99.9	117.3	109.4
December		95.3	124.1	105.6	130.3	114.4
December	, , , , , , , , , , , , , , , , , , , ,		200			
	1	941		1942		1943
January	89.2	104.5	104.7	119.5	122.9	145.8
February		113.4	105.4	125.9	124.6	148.8
March		111.0	108.8	127.0	136.2	154.3
April		113.5	118.9	129.8	143.5	155.3
lay		110.7	152.7	131.1	180.6	155.7
June		114.4	128.1	131.2	154.7	159.1
July		118.2	133.6	130.4	165.9	162.5
August		118.7	145.8	137.9	159.7	155.6
September		119.3	131.2	133.7	152.6	155.0
October		120.0	144.4	134.7	161.0	155.4
November		118.9	138.5	139.3	166.3	162.1
December		118.2	h	139.5	202.8	166.8
DITTO IN THE COLUMN TO THE COL						
			-			

		(Average, 19	35 - 1939	= 100)		
	Annu	al Averages,	1937 - 1	943, Quebec		
1938		107.4 106.5 103.2 111.6	1	941	145.0	
	Eor	nthly Indexe	s. 1938 -	1943, Quebec		
Month	Indexes of Monthly Sales	Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	Indexes Corrected for Seasonal Variations
		1938		1939		1940
January February March April May June July August September October November December	. 78.2 . 99.5 . 104.9 . 124.3 . 125.8 . 124.5 . 113.1 . 101.9 . 110.3 . 100.1 . 116.1	109.9 109.2 111.4 111.9 110.4 111.8 106.9 103.0 101.2 104.9 98.9 100.5	73.7 72.7 91.0 88.6 122.2 114.5 120.6 108.0 111.5 114.2 99.5 121.5	102.1 101.6 101.0 98.1 105.3 100.9 104.0 98.3 107.6 112.1 97.9 108.9	84.0 79.0 94.2 95.5 132.9 125.0 129.2 121.5 104.0 124.7 115.9 132.2	112.9 106.2 105.1 105.4 113.6 111.5 111.3 106.5 107.5 118.6 110.2 122.3
January February March April May June July August September October November December	. 88.1 . 84.9 . 104.4 . 117.9 . 148.2 . 134.4 . 149.0 . 144.2 . 125.9 . 144.8 . 123.0	116.9 118.6 116.9 130.5 123.0 123.2 128.4 130.7 125.9 136.6 121.6 144.5	104.1 99.1 123.2 139.2 172.9 160.5 169.1 162.7 139.0 160.3 140.1 169.8	134.7 138.3	110.8 112.0 138.4 149.9 189.7 177.7 186.9 173.9 149.0 175.7 160.6 184.2	148.9 156.4 154.9 164.1 163.5 158.5 160.4 163.2 148.5 166.4 158.0 169.1

		WAGT GER 2 130	0 - 1303 -	100)		
	Annus	al Averages,	1937 - 194	3. Ontario		
1937		106.7	194	1	115 7	
		101.8		E/ 8 9 0 9 8 9 9 4 9 7 1		
		98.6		3		
		106.2	7.0-1		o. Logo	
		500 2000				
	Mont	hly Indexes,	1938 - 19	43, Ontario		
	Indexes	Indexes	Todomon	Indexes	190 2	Indexes
	of	Corrected	Indexes	Corrected	Indexes	Corrected
Month		for	of	for	of	for
	Monthly	Seasonal	Monthly	Seasonal	Monthly	Seasonal
	Sales	Variations	Sales	Variations	Sales	Variations
		0.50				
	1	938	1	939		1940
January	79.1	103.7	75.1	98.9	O'z fz	300 0
February		104.1	73.4	95.1	83.3	106.3
March		107.2	83.1	94.5	82.7	103,3
April		106.4			89.6	102.2
May		102,5	87.8	93.2	96.9	102.4
June		104.5	113.5	98.7	120.2	103.7
			103.5	98.2	110.4	106.0
July		104.5	109.2	96.7	119.3	105.6
August		101.2	104.8	98.2	122.5	110.5
September		99.4	112.7	104.8	105.8	105.3
Cctober		95.8	103.8	102.9	110.6	106.2
November		99.4	98.2	100.6	109.7	108.6
December	114.4	95.7	118.6	102.7	123.2	110.0
	194	<u></u>	15	942		1943
January	86.7	109.4	106.6	130.9	111.3	142.0
February	84.6	109.5	100.7	130.5	110.0	142.5
March	97.0	111.2	110.6	130.6	123.8	141.9
April	111.2	118.0	129.0	136.3	134.4	140.9
May	133.6	111.1	145.5	126.0	158.4	137.8
June		113.1	131.8	126.0	142.3	136.6
July		116.5	143.9	126.4	158.3	139.6
August		122.6	143.8	134.7	148.2	143.1
September		116.4	135.3	130.3	141.8	136,0
October		114.7	130.8	120.9	137.1	131.0
November	13.7.2	120.5	123.0	1.35.3	142.2	145.7
Lecember		122.0	153.2	133.6	163.9	145.3
						24000

	Δηηιι	al Averages		943, Manitoba		
	1937 1938 1939	106.4	1	941 942 943	117.3	
Month	Month Indexes of Monthly Sales	ly Indexes, Indexes Corrected for Seasonal Variations	1938 - 194 Indexes of Monthly Sales	3, Manitoba Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	Indexes Corrected for Seasonal Variations
	19	938	1	.939]	1940
January February March April May June July August September October November December	75.9 88.2 102.0 100.9 110.9 121.6 128.9 115.2 107.6 126.0	110.7 113.3 110.1 112.4 108.9 112.4 108.4 102.1 99.3 95.2 104.3 100.2	68.7 67.0 61.5 91.1 96.7 99.0 106.4 114.2 148.6 121.7 101.4 130.3	100.6 100.0 100.9 104.3 101.3 99.6 102.6 95.9 111.3 103.8 97.9 107.2	76.0 75.2 87.1 100.2 100.7 102.5 105.9 117.4 120.0 116.3 128.4 137.4	107.9 108.2 108.3 114.3 104.6 104.3 102.1 94.9 96.3 96.1 119.7 116.6
January February March April June July August September October November	76.6 92.4 108.4 111.7 123.3 137.1 131.3 133.5	108.0 108.3 112.5 113.9 113.4 119.3 118.9 126.7 115.8 117.1 124.8 122.2		130.9 130.0 132.8 132.1 153.8 134.7 135.1 134.8 137.5 143.9 145.0	112.5 110.7 120.5 151.4 159.4 150.4 166.9 153.7 155.2 170.5 177.4 201.4	151.2 156.6 146.8 157.1 161.8 156.3 160.3 147.0 136.3 152.0 160.5 158.0

	Annual	Averages, 19	937 - 1943	, Saskatchewa	n	
1938 1938	9	100.0 100.4 100.9	19	941 942 943	123.4	
Month	Monthly Indexes of Monthly Sales	Indexes, 19 Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	, Saskatchewar Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	Indexes Corrected for Seasonal Variations
	1	938	1	1939]	1940
January February March April May June July August September October November	68.5 75.1 97.0 92.0 101.4 97.8 108.3 132.5 136.8 114.0 116.0	100.4 105.1 100.1 103.4 100.4 107.2 105.4 100.5 97.6 95.1 100.8 95.3	63.7 61.4 71.2 84.8 87.8 86.0 88.9 109.0 168.9 161.4 104.5 122.9	98.8 94.3 94.2 94.0 92.9 90.2 96.2 101.1 121.1 115.8 92.0 104.6	70.7 68.9 80.4 91.3 98.6 97.5 91.8 113.6 130.2 140.9 119.4 118.6	106.4 102.0 106.8 100.8 103.5 103.5 103.5 99.3 101.5 100.0 97.9 101.6 104.2
		341		1346		1940
January February March April May June July August September October November December	66.8 78.6 93.7 102.8 102.7 103.1 122.1 128.9 137.8 121.0	97.6 101.1 104.9 104.8 112.0 106.8 110.7 101.6 99.9 107.0 104.7	84.9 76.4 91.7 104.8 115.7 107.7 119.7 133.1 151.7 181.3 152.8 160.7	117.7 115.6 126.2 116.9 122.0 113.8 123.0 121.1 119.5 127.5 138.9 131.1	94.2 96.9 99.3 133.0 137.7 149.7 152.1 154.4 157.6 178.2 167.2 183.4	135.7 146.8 132.5 147.2 145.8 158.8 156.9 144.9 123.7 129.6 147.3 152.0

C) T	energi inde	(Average, 1		9 = 100)	- Vandaa	
	Amm	unal Arramagna	1027	1945 Albanta		
	Auto	uar Averages	3, 1907 ~ .	1943, Alberta		
19	937	102.5	19	941	114.4	
1	938	103,1	15	942	131.1	
1:	939	101.1	1:	943	148.0	
1	940	, 107.5				
			ering distribution and the second distribution and the sec			
المراجعة المستحدد على المستحدد في المعاول المراجعة المراجعة المستحدد الم	Nor	The Ampril of Spine	1938 - 1	1943, Alberta		
	Indexes	Indexes	Indexes	Indexes	Indexes	Indexes
	of	Corrected	of	Corrected	of	Corrected
Month	Monthly	for	Monthly	for	Monthly	for
LANDADAS - NO SERVICE	Sales	Seasonal	Sales	Seasonal.	Sales	Seasonal
	20162	Variations	Outop	Variations	00100	Variations
	1	938		1939		1940
	6.0	304.0	E0 0	00.4	70 6	107.0
January		104.9	70.0	98.4	78.6	107.0
February		104.8	65.2	96.0	75.8	107.5
March		102.4	77.1	94.3	86.9	106.7
April	103.3	104.4	93.8	98.5	93.6	97.9
May		103.3	92.1	98,6	105,8	112.3
June		106.4	93.8	98.3	104,8	111.2
July		102.7	93.7	99.2	101.0	107.0
August	111,5	102,5	112.2	103.1	122.2	108.1
September		103.0	141.5	111.0	121.1	101.7
October		106.6	132,9	106.3	137 .3	106.5
November	108.2	100.1	104.3	96.1	124.0	110.4
December	128.1	97.9	136.0	107.5	138.2	112.8
	7	.941		1942		L943
		JIL				
January	82.7	108.4	101.8	129,9	108.9	144.5
February		109.2	91.5	127.8	112.5	157.0
Karch		111.3	102.0	131.3	113.6	141.8
April		116.7	121.8	128.7	145.3	152.3
May		112.6	126.6	132.0	145.7	152.6
June		118.5	122,2	129.2	143.3	152.0
July		116.0	130.4	131.3	157.4	159.1
August		117.9	147.4	134.2	154.2	144.7
. 742		113.3	150.3	131.3	156.9	136.6
September		108.7	171.5	135.3	180.8	147.6
November		118.8	144.9	141.6	153.3	145.2
Movember	160 5	110.0	199 9	136 6	203.5	155.0

119.9

182.2

136.6

203.5

155.0

December 160.5

Annual Averages,	1937 - 19	43, Briti	sh Columbia

1941 111.2

1937 106.2

Month	Monthly I Indexes of Monthly Sales	ndexes, 1938 Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	British Colum Indexes Corrected for Seasonal Variations	Indexes of Monthly Sales	Indexes Corrected for Seasonal Variation
	1	938		1939		1940
January	83.4	106.7	79.0	101.5	83.5	104.0
February		106.5	77.9	102.1	81.8	103.3
arch	92.4	105.9	88.4	100,5	93.6	106.8
April	104.7	103.7	99.4	102.2	102.3	104.8
lay		108,5	108.0	101.2	111.1	103.2
Tune		105.0	114.9	102.1	115.1	103.6
Tuly		103.2	106.7	99.9	107.6	100.8
lugust		103.4	109.1	101.2	112.8	100.8
September		102,8	112.3	102.5	101.1	98.8
ctober		106.0	104.5	102.5	107.0	101.8
vovember	95.9	93.7	92.0	95.3 101.3	102.7	102.7

January	87.3	107.4	102.6	122.8	106.6	132.7
February	84.1	110.2	94.1	123.4	100.7	132.1
March	98.8	113.2	105.7	124.8	122.3	140.1
April	105.2	108.2	113.9	116.7	129.8	131.9
May coosesses	116.8	105.4	124.6	116.3	141.4	132.4
June	116.9	108.1	133.4	119.6	141.4	127.2
July	116.7	109.3	125.1	116.2	138.5	129.1
August	120.8	111.6	134.1	124.4	140.8	134.7
September	116.5	110.2	126.5	119.6	134.8	127.0
October	123.3	116.3	135.3	123.8	143.1	135.6
November	112.8	117.2	115.8	123.7	126.3	130.7
December	134,8	117.2	147.3	128.5	166.7	147.8

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