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# WHOLESALE TRADE

## DECEMBER 1949

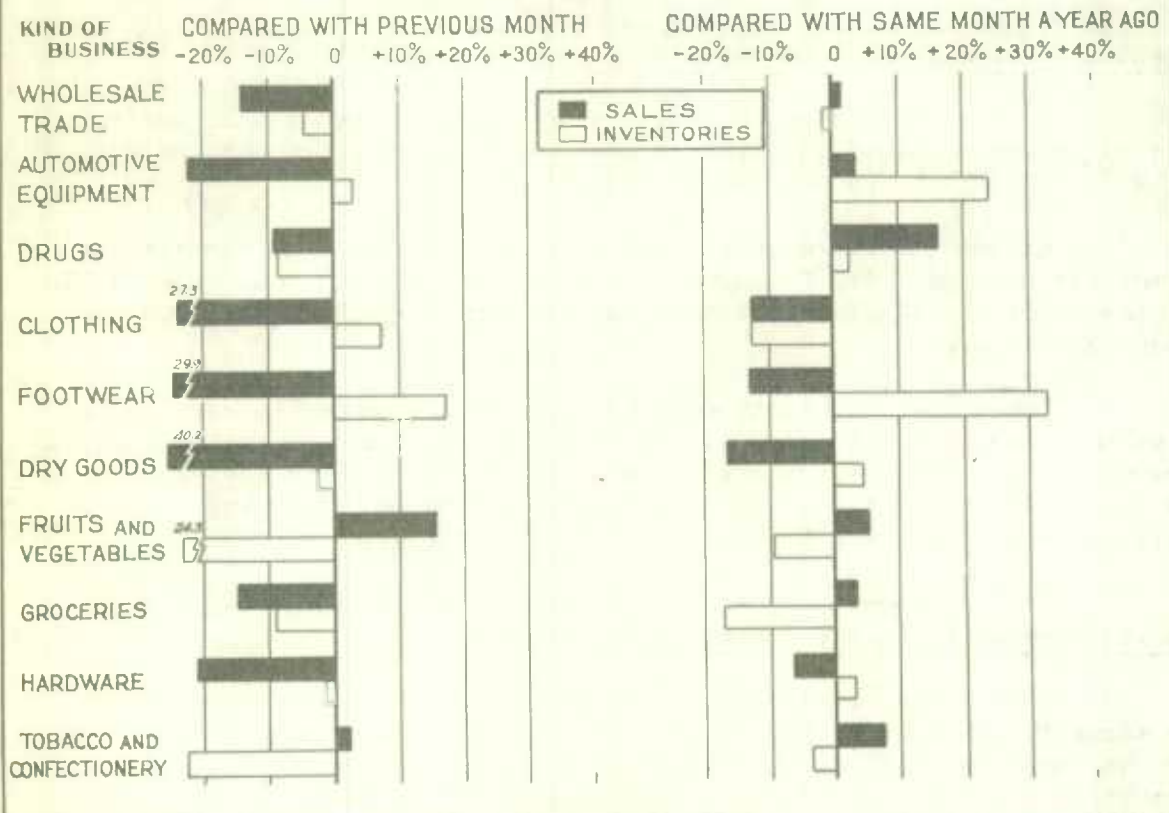
1949 Total Up 3% from 1948; December Sales 1% Above December, 1948

December, 1949 sales of wholesalers exceeded the December, 1948 dollar volume by 1% but were 14% below sales in November, 1949, according to statements submitted by 363 wholesalers representing nine lines of trade. Preliminary results for the year 1949 indicate that the dollar sales volume in that year was 3% in excess of the volume for the 12 months of 1948. The general unadjusted index (on the base, average for 1935-1939 = 100) stood at 263.3 for December, 1949, 259.9 for December, 1948, and 306.7 for November, 1949.

Sales in British Columbia, the Maritime Provinces, and Quebec continued the trend of the past few months by falling short of the 1948 volume. Sales in British Columbia were down 1%, in the Maritime Provinces, 3%, while Quebec wholesalers registered a decline of 5%. Wholesalers in the Prairie Provinces and Ontario reported dollar sales 4% and 5% respectively higher than in December, 1948.

### PERCENTAGE CHANGES IN SALES AND INVENTORIES

#### DECEMBER 1949



### Gains registered for 5 trades out of 9

Drug and tobacco and confectionery wholesalers again reported the greatest increases in sales over 1948. Sales of drug wholesalers were 16% in excess of the December, 1948, level, resulting in a 9% increase for the year 1949 as compared with 1948. Tobacco and confectionery wholesalers' sales in December, 1949, were 8% higher than in December of the previous year, while the cumulative sales for the year 1949 exceeded the 1948 volume by 5%.

December, 1949, sales of fruit and vegetable dealers were up 5% over the previous December, while automotive equipment and grocery wholesalers both registered gains of 4% in dollar volume. The 12-month total sales volume for 1949 for fruit and vegetable wholesalers was 12% higher than the 1948 dollar volume, automotive equipment wholesalers' sales registered a 5% gain for the year 1949 over 1948, while grocery wholesalers' sales registered an increase of 1% for the year 1949 compared with 1948.

Dollar sales of hardware wholesalers in December, 1949 were 6% below the December, 1948, volume, bringing the cumulative total for the year to 4% above the 1948 level. Clothing and footwear wholesalers both reported decreases of 13% in December, 1949, compared with December, 1948, while dry goods wholesalers' sales dropped 16%. Preliminary sales figures for these trades for the year 1949 indicate decreases from 1948 of 2% for footwear wholesalers' sales, 7% for clothing wholesalers' sales, and 9% for dry goods wholesalers' sales.

### Inventories down 1% from December 31, 1948

Stocks on hand of wholesalers in the nine trades included in this survey were valued 1% lower at December 31, 1949, than at the end of 1948, and 4% below November 30, 1949.

Marked increases in the value of inventories were reported by automotive equipment and footwear wholesalers at 24% and 33% respectively. Smaller gains of from 3% to 5% were reported by drug, hardware, and dry goods wholesalers.

Tobacco and confectionery wholesalers' inventories were valued 4% below December 31, 1948, while the value of fruit and vegetable dealers' inventories declined 9%. Greater decreases in value of stocks on hand compared with December 31, 1948, were recorded for clothing and grocery wholesalers at 13% and 17% respectively.

### Stocks-Sales Ratio in the Wholesale Grocery Trade

Stocks held by wholesale grocers at the beginning of December are normally 64% in excess of sales for that month (based on the average for the years 1936-1942). Wholesale grocers' stocks at the beginning of December, 1949, were valued 18% higher than their sales during December.

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## Percentage Changes in Wholesale Trade

	Percentage Change				
	SALES			INVENTORY	
	(1)	(2)	December,	Jan. - to-	Dec., 1949
	November, 1949	December, 1949	1949	Dec., 1949	Dec., 1948
	November, 1948	December, 1948	November, 1949	Jan. - to- Dec., 1948	Dec., 1948
Automotive Equipment ....	- 0.4	+ 3.7	-22.2	+ 4.9	+24.0
Maritimes and Quebec...	- 4.3	-14.4	-19.7	- 9.2	
Ontario .....	+ 6.3	- 2.0	-10.8	+ 8.2	
Western Provinces .....	- 4.9	+18.0	-26.9	+ 8.4	
Drugs .....	+ 2.7	+16.0	- 9.2	+ 8.5	+ 2.6
Maritimes, Que. and Ont.	+ 2.8	+ 7.1	-12.6	+ 8.0	
Western Provinces .....	+ 2.6	+41.3	- 1.9	+ 9.8	
Clothing .....	-12.2	-12.9	-27.3	- 6.9	-12.8
Quebec .....	- 3.5	-13.8			
Ont. & Western Provinces	-18.3	-11.9			
Footwear .....	- 0.8	-18.1	-29.9	- 1.9	+32.8
Maritimes and Quebec ..	+ 9.2	- 7.7			
Ont. & Western Provinces	- 9.8	-16.9			
Dry Goods .....	-17.1	-16.3	-40.2	- 9.2	+ 4.7
Maritimes and Quebec ..	-24.3	-21.4	-47.6	-13.0	
Ontario .....	- 6.9	-13.8	-38.2	- 3.1	
Western Provinces .....	-19.0	- 2.3	-38.9	- 7.5	
Fruits and Vegetables ...	- 8.5	+ 5.2	+15.7	+11.7	- 9.4
Maritimes and Quebec ..	-20.0	-10.7	- 0.4	+ 6.6	
Ontario .....	- 7.2	+ 6.4	+16.9	+ 9.8	
Western Provinces .....	- 2.9	+12.6	+17.1	+15.8	
Groceries .....	- 0.2	+ 3.6	-15.0	+ 1.1	-17.0
Maritimes .....	-12.4	- 0.5	- 1.5	- 2.3	
Quebec .....	- 1.2	- 1.5	-15.5	- 3.8	
Ontario .....	+ 1.1	+ 9.4	- 3.3	+ 2.5	
Prairies .....	+ 8.0	+ 2.3	-29.6	+ 2.9	
British Columbia .....	- 5.6	+ 1.1	-24.1	+ 2.5	
Hardware .....	- 1.9	- 6.4	-21.1	+ 4.2	+ 3.1
Maritimes .....	-10.4	-11.5	-21.0	- 0.2	
Quebec .....	- 4.5	- 5.3	-19.4	+ 1.3	
Ontario .....	- 1.1	- 1.7	- 9.4	+ 6.8	
Western Provinces .....	- 0.3	- 8.8	-28.1	+ 4.9	
Tobacco and Confectionery	+ 7.1	+ 7.9	+ 2.1	+ 5.2	- 3.7
Maritimes and Quebec ..	+ 8.9	+ 4.9	+12.9	+ 4.1	
Ontario .....	+ 3.8	+11.6	+10.8	+ 4.7	
Western Provinces .....	+ 9.3	+ 5.6	-13.5	+ 6.1	
Wholesale Trade -					
Maritimes .....	-11.7	- 2.8	- 9.0	- 1.8	
Quebec .....	- 6.8	- 5.4	-17.3	- 1.9	
Ontario .....	(x)	+ 4.6	- 5.1	+ 4.2	
Prairies .....	+ 3.0	+ 3.8	-24.8	+ 7.8	
British Columbia .....	- 6.3	- 1.4	-17.4	- 0.3	
CANADA .....	- 2.2	+ 1.3	-14.2	+ 2.9	- 1.4

(1) Revised                      (2) Preliminary                      (x) Unchanged  
 Note: Figures for Newfoundland are not available.



**MONTHLY INDEX NUMBERS OF WHOLESALE SALES IN CANADA**  
(Average, 1935 - 1939 = 100)



Year and Month	WHOLESALE TRADE						AUTOMOTIVE EQUIPMENT			
	CANADA	Maritimes	Quebec	Ontario	Prairies	British Columbia	CANADA	Maritimes & Quebec	Ontario	Western Provinces
December, 1946 ..	222.2	237.4	214.8	229.8	191.9	275.1	231.9	347.2	243.5	203.7
December, 1947 ..	251.1	257.1	241.4	266.6	207.8	323.5	283.4	411.4	307.5	244.8
December, 1948 ..	259.9	264.6	247.9	276.7	231.9	292.8	319.4	399.9	371.5	273.9
November, 1949 ..	306.7	282.5	283.9	305.1	319.6	350.1	428.4	428.3	416.4	442.4
December, 1949 ..	263.3	257.2	234.5	289.4	240.7	288.7	331.2	342.3	364.1	323.2

Year and Month	DRUGS			CLOTHING	FOOTWEAR	DRY GOODS			
	CANADA	Maritimes Que. & Ont.	Western Provinces	CANADA	CANADA	CANADA	Maritimes & Quebec	Ontario	Western Provinces
December, 1946 ..	215.8	215.1	218.2	167.3	251.0	162.5	150.5	186.8	142.8
December, 1947 ..	245.6	253.0	224.5	184.9	293.7	188.3	149.7	248.6	168.9
December, 1948 ..	261.6	267.2	246.1	234.3	249.9	192.8	159.4	227.0	201.5
November, 1949 ..	334.4	327.6	354.3	285.2	309.8	270.0	239.1	316.9	289.2
December, 1949 ..	303.5	286.2	347.7	204.1	217.2	161.4	125.3	195.7	176.7

Year and Month	GROCERIES						FRUITS AND VEGETABLES			
	CANADA	Maritimes	Quebec	Ontario	Prairies	British Columbia	CANADA	Maritimes & Quebec	Ontario	Western Provinces
December, 1946 ..	200.8	240.2	191.1	212.2	162.3	248.1	276.5	241.2	268.4	301.5
December, 1947 ..	227.1	261.8	220.1	251.2	174.3	282.8	243.0	220.5	237.0	257.2
December, 1948 ..	219.8	261.8	207.1	241.7	180.2	246.0	258.1	206.4	250.0	298.6
November, 1949 ..	267.6	264.6	241.3	273.4	262.1	327.7	235.5	186.0	227.5	287.1
December, 1949 ..	227.7	260.6	204.0	264.4	184.3	248.7	271.5	184.3	266.0	336.2

Year and Month	HARDWARE					TOBACCO & CONFECTIONERY			
	CANADA	Maritimes	Quebec	Ontario	Western Provinces	CANADA	Maritimes & Quebec	Ontario	Western Provinces
December, 1946 ..	249.4	206.5	234.9	269.2	248.7	305.0	323.9	296.0	292.0
December, 1947 ..	321.2	247.2	301.8	336.0	328.0	354.7	396.1	346.9	328.5
December, 1948 ..	356.2	297.1	349.5	406.9	337.5	371.0	434.5	359.7	338.0
November, 1949 ..	422.7	332.7	410.6	441.5	427.8	390.4	403.0	359.9	411.5
December, 1949 ..	333.4	262.9	331.0	400.0	307.8	400.2	455.8	401.4	356.9