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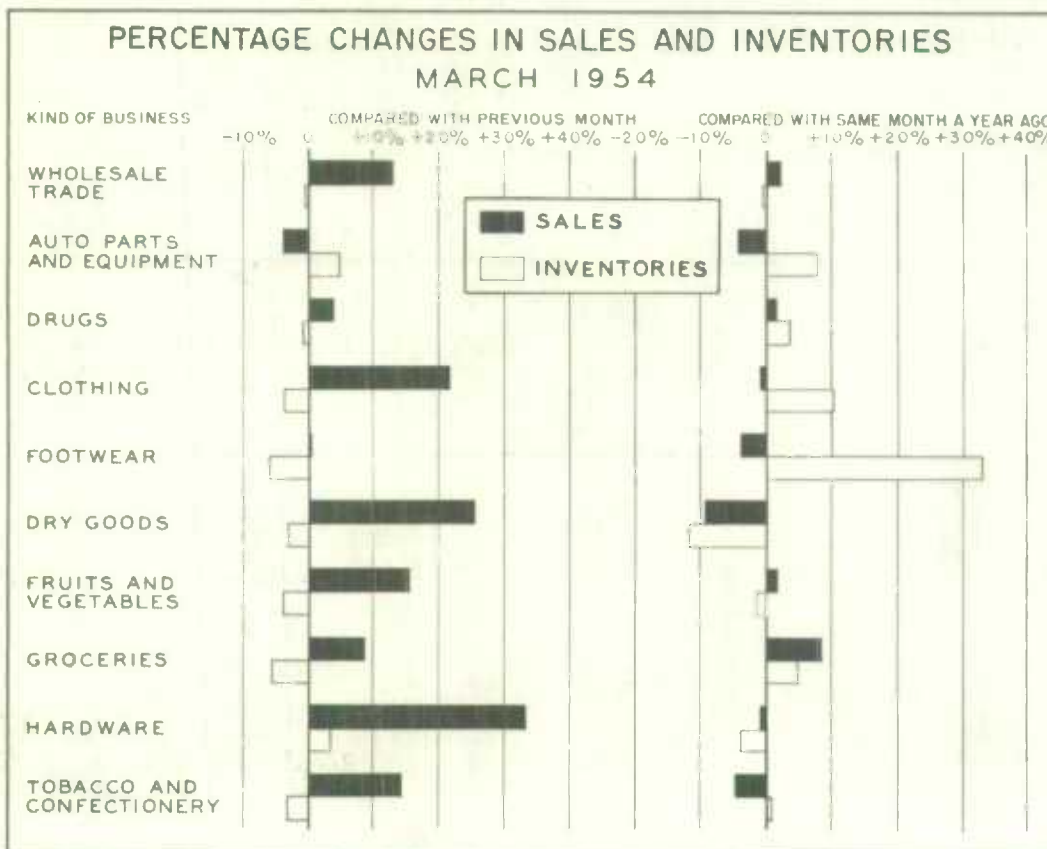
\$1.00 a year

WHOLESALE TRADE

MARCH 1954

The results shown in this report are based on returns from 400 wholesalers distributed over nine trades. They reflect trends in dollar volume of business and are not adjusted for changes in wholesale prices.

The unadjusted index for the total of the nine trades (on the base of 1935-1939 = 100) stood at 352.5 for March 1954 compared with 349.0 for March a year ago and 312.8 for February 1954.



Prepared in Merchandising and Services Section,
Industry and Merchandising Division.

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Sales Trends by Trades

Although 6 of the 9 trades covered in this survey showed decreased sales in March 1954 compared with the same month a year ago, the overall sales in the nine trades were up 2%. This gain was due in great part to an 8% increase in sales of groceries. Wholesalers of fruits and vegetables and drugs reported sales slightly over 1% higher. Sales of dry goods dropped 9% in March while sales of tobacco and confectionery declined 5%. Wholesalers of both auto parts and equipment and footwear reported a 4% drop in sales; clothing and hardware wholesalers reported sales 1% lower than in March last year.

Inventories

The value of stocks held by wholesalers at the end of March 1954 showed a very slight decline from the same period a year ago. While stocks of dry goods, hardware and fruits and vegetables declined 12%, 4% and 2% respectively, all other trades covered in this survey reported increased inventories ranging from 1% to 33%.

Grocery and Dry Goods Wholesalers' inventories

Month and Year

Monthly Indexes of Wholesale Inventories
(Average for 1935-1939=100)

	<u>Dry Goods Wholesalers</u>	<u>Grocery Wholesalers</u>
March 1954	239.5	277.2
February 1954	242.5	265.2
March 1953	271.8	264.8

Wholesale Trade in Canada
March 1954

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Trade and Region	Monthly Indexes of Sales (Average 1935-39 = 100)			Percentage Change (Current month over same month last year)	
	March (P) 1954	February(R) 1954	March 1953	Sales %	Inventory %
Wholesale Trade¹, Canada	352.5	312.8	349.0	+ 1.8	- 0.6
Auto Parts and Equipment	542.0	564.1	562.7	- 4.4	+ 7.5
Maritimes and Quebec	363.9	465.1	421.7	- 13.7	
Ontario	629.5	607.5	638.4	- 1.4	
Western Provinces.....	539.3	570.6	550.9	- 2.1	
Drugs	362.0	349.0	356.7	+ 1.3	+ 3.3
Maritimes, Quebec and Ontario	340.8	331.9	341.5	- 0.2	
Western Provinces	432.7	406.1	407.4	+ 6.2	
Clothing	299.1	246.2	301.8	- 0.9	+ 10.1
Footwear	351.9	351.5	366.2	- 3.9	+ 32.7
Dry Goods	266.7	213.0	292.8	- 9.2	- 11.9
Maritimes and Quebec	238.8	171.1	279.3	- 14.5	
Ontario	269.8	241.3	288.2	- 6.4	
Western Provinces	306.0	250.7	317.4	- 3.6	
Fruits and Vegetables.....	288.6	250.4	284.0	+ 1.5	- 1.8
Maritimes and Quebec	258.6	225.9	260.9	- 0.9	
Ontario	300.2	237.9	298.1	+ 0.7	
Western Provinces	307.7	284.7	294.2	+ 4.6	
Groceries	323.4	297.7	300.5	+ 8.2	+ 4.7
Maritimes	343.0	295.0	309.6	+ 10.8	
Quebec	244.1	208.2	207.6	+ 17.6	
Ontario	300.5	281.4	286.5	+ 4.9	
Prairies	320.0	299.7	309.2	+ 3.5	
British Columbia	509.3	501.0	471.6	+ 8.0	
Hardware	412.0	309.3	416.0	- 0.7	- 3.9
Maritimes	347.4	243.6	336.6	+ 3.2	
Quebec	392.7	290.0	382.7	+ 2.6	
Ontario	461.1	361.3	482.3	- 4.4	
Western Provinces	404.0	299.9	407.7	- 0.9	
Tobacco and Confectionery	395.8	346.7	415.2	- 4.6	+ 0.8
Maritimes and Quebec	395.4	309.2	433.1	- 8.7	
Ontario	383.0	369.6	404.0	- 5.2	
Western Provinces	426.3	360.2	409.5	+ 4.1	

1. Composite of Nine Trades

Note: Figures for Newfoundland are not included.

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