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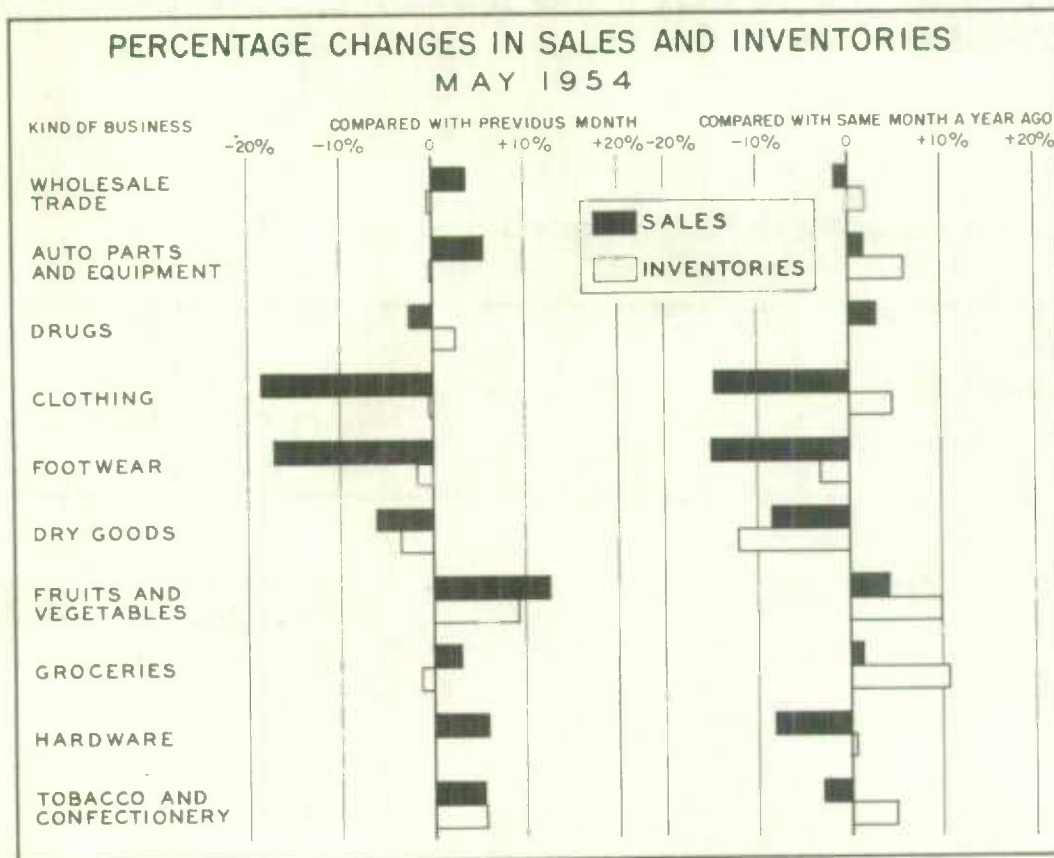
\$1.00 a year

WHOLESALE TRADE

MAY 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 369.9 for May 1954 compared with 375.9 for May a year ago and 356.6 for April 1954.



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

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Sales Trends by Trades

Wholesale sales continued to decline in May 1954 being almost 2% lower than in May last year, according to reports received from wholesalers in the nine trades covered by this survey. Sales of footwear and clothing with a drop of 15% registered the greatest decline in sales from May 1953. Wholesalers of dry goods and hardware reported decreased sales of 8% while sales of tobacco and confectionery dropped 3%. Fruit and vegetable wholesalers registered a 4% increase in sales during May 1954 while slight gains of 3%, 2% and 1% were reported for sales of drugs, auto parts and equipment and groceries respectively.

Inventories

The value of stocks held by wholesalers at the end of May 1954 showed an increase of 2% over the same period last year. Stocks of groceries increased 11%, fruits and vegetables 10% and auto parts and equipment 6%. Wholesalers of both clothing and tobacco and confectionery reported stocks 5% higher than a year ago. Hardware stocks were 1% higher while those of drugs remained unchanged. Wholesalers of dry goods reported a 12% drop in inventory while footwear stocks were 3% lower than in May 1953.

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> |
|------------|----------------------------------|--------------------------------|
| May 1954 | 205.1 | 268.4 |
| April 1954 | 213.8 | 288.5 |
| May 1953 | 232.8 | 242.5 |

| Trade and Region | Monthly Indexes of Sales (Average 1935-39 = 100) | | | Percentage Change (Current month over same month last year) | |
|--|---|-------------------|-------------|---|----------------|
| | May (P) 1954 | April (R) 1954 | May 1953 | Sales % | Inventory % |
| Wholesale Trade¹, Canada | 369.9 | 356.6 | 375.9 | - 1.5 | + 1.8 |
| Auto Parts and Equipment | 604.7 | 572.0 | 598.9 | + 1.7 | + 6.0 |
| Maritimes and Quebec | 559.2 | 426.0 | 585.6 | - 4.5 | |
| Ontario | 626.9 | 629.7 | 558.2 | + 12.3 | |
| Western Provinces..... | 604.3 | 591.5 | 671.4 | - 10.0 | |
| Drugs | 388.2 | 398.2 | 376.7 | + 3.0 | (2) |
| Maritimes, Quebec and Ontario | 377.6 | 386.0 | 369.5 | + 2.2 | |
| Western Provinces | 423.5 | 438.9 | 400.7 | + 5.7 | |
| Clothing | 192.8 | 236.7 | 225.8 | - 14.6 | + 4.7 |
| Footwear | 253.9 | 306.2 | 299.0 | - 15.1 | - 3.0 |
| Dry Goods | 203.8 | 216.9 | 222.2 | - 8.3 | - 11.9 |
| Maritimes and Quebec | 193.1 | 211.9 | 212.7 | - 9.2 | |
| Ontario | 226.7 | 228.4 | 231.1 | - 1.9 | |
| Western Provinces | 199.1 | 214.0 | 228.6 | - 12.9 | |
| Fruits and Vegetables | 371.2 | 329.7 | 356.4 | + 4.3 | + 10.0 |
| Maritimes and Quebec | 367.5 | 276.1 | 335.3 | + 9.6 | |
| Ontario | 371.9 | 373.7 | 361.1 | + 3.0 | |
| Western Provinces | 374.2 | 344.1 | 372.7 | + 0.4 | |
| Groceries | 327.5 | 318.0 | 323.4 | + 1.4 | + 10.7 |
| Maritimes | 326.0 | 320.2 | 335.4 | - 2.8 | |
| Quebec | 235.5 | 219.4 | 224.9 | + 4.7 | |
| Ontario | 320.6 | 307.4 | 315.2 | + 1.7 | |
| Prairies | 324.3 | 316.4 | 324.9 | - 0.2 | |
| British Columbia | 519.9 | 523.3 | 500.9 | + 3.8 | |
| Hardware | 446.6 | 422.1 | 486.3 | - 8.1 | + 0.6 |
| Maritimes | 425.2 | 407.6 | 413.6 | + 2.8 | |
| Quebec | 411.2 | 406.0 | 436.1 | - 5.7 | |
| Ontario | 528.7 | 510.3 | 529.8 | - 0.2 | |
| Western Provinces | 421.5 | 382.4 | 498.8 | - 15.5 | |
| Tobacco and Confectionery | 438.6 | 416.0 | 451.2 | - 2.9 | + 5.0 |
| Maritimes and Quebec | 378.0 | 429.8 | 410.0 | - 7.8 | |
| Ontario | 494.0 | 421.5 | 500.0 | - 1.2 | |
| Western Provinces | 417.3 | 378.5 | 410.7 | + 1.6 | |

1. Composite of Nine Trades

2. Unchanged

Note: Figures for Newfoundland are not included.

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