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## WHOLESALE TRADE

December 1956

Estimated wholesale sales in December 1956 reached \$630,071,000, up 15 per cent over December a year ago when sales amounted to \$549,902,000. Of the seventeen specified trade groups covered in this report, seven reported decreased sales ranging from less than 1 per cent to 5 per cent. These were more than offset by the increases in the other ten groups which varied between 1 and 28 per cent and by the "all other trades" group which accounted for a 50 per cent increase. These sales cover "wholesalers proper" and do not include the business transactions of manufacturers' sales branches or agents and brokers. They are not adjusted for price changes, seasonal variations or number of business days in the respective months.

With the close of the year sales of wholesalers proper for the twelve months were valued at \$7,720,353,000, an amount 14 per cent above 1955's total of \$6,747,510,000. All trades registered gains over last year. In terms of percentage increase, industrial and transportation equipment and supplies with a sales gain of 34 per cent expanded to a greater extent than did any of the other trades; farm machinery ranked second with a gain of 20 per cent followed by coal and coke with 14 per cent. The household electrical appliances group showed the smallest gain, sales being only a fraction (0.4 per cent) above its 1955 level.

Further detail on the sales of the various trade groups will be found on the reverse side of this page.

Prepared in Merchandising and Services Section

Industry and Merchandising Division

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WHOLESALE TRADE

December 1956

Preliminary Estimates of Wholesale Sales and Percentage Changes  
from corresponding period one year previous

(in thousands of dollars)

Kind of Business	December 1955	December 1956	% Change Dec. 1956	Year 1955	Year 1956	% Change Year 1956
TOTAL, ALL TRADES .....	549,902	630,071	+ 14.6	6,749,510	7,720,353	+ 14.4
Fresh Fruits and Vegetables .....	18,347	18,529	+ 1.0	217,540	233,446	+ 7.3
Groceries and Food Specialties .....	98,414	107,264	+ 9.0	1,139,659	1,246,104	+ 9.3
Meat and Dairy Products .....	15,403	15,039	- 2.4	164,192	173,443	+ 5.6
Clothing and Furnishings .....	6,586	6,292	- 4.5	86,469	89,531	+ 3.5
Footwear .....	2,396	2,524	+ 5.4	29,064	30,691	+ 5.6
Other Textile and Clothing Accessories ..	14,272	15,080	+ 5.7	183,598	199,258	+ 8.5
Drugs and Drug Sundries .....	14,261	14,401	+ 1.0	165,974	178,409	+ 7.5
Household Electrical Appliances .....	20,452	18,967	- 7.3	167,894	168,601	+ 0.4
Farm Machinery .....	3,974	4,008	+ 0.8	60,590	72,726	+ 20.0
Coal and Coke .....	17,829	17,320	- 2.9	178,408	202,900	+ 13.7
Hardware .....	23,091	23,606	+ 2.2	283,522	313,417	+ 10.5
Construction Materials and Supplies, including Lumber .....	46,482	44,155	- 5.0	655,254	709,996	+ 8.4
Industrial and Transportation Equipment and Supplies .....	49,729	64,000	+ 28.7	571,918	764,789	+ 33.7
Commercial, Institutional and Service Equipment and Supplies .....	8,413	7,997	- 4.9	99,017	107,887	+ 9.0
Automotive Parts and Accessories .....	30,034	33,192	+ 10.5	352,323	386,436	+ 9.7
Newsprint, Paper and Paper Products .....	22,150	21,949	- 0.9	264,171	292,400	+ 10.7
Tobacco, Confectionery and Soft Drinks ..	50,896	55,196	+ 8.4	509,840	562,413	+ 10.3
All Other .....	107,173	160,552	+ 49.8	1,620,077	1,987,906	+ 22.7

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