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DOMINION BUREAU OF STATISTICS

OTTAWA - CANADA

Published by Authority of the Hon. Gordon Churchill, Minister of Trade and CommerceVol. 22 No. 10

\$1.00 a year

WHOLESALE TRADEOctober 1957

October sales of Canadian wholesalers were estimated at \$656,837,000, a decrease of 5 per cent from sales of \$693,946,000 a year ago. Cumulative sales for the first ten months of the year at \$6,525,488,000 were 2 per cent higher than sales of \$6,414,197,000 in the comparable period of 1956. 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.

Increases in the month were recorded for only four trades - "drugs and drug sundries" 18 per cent, "fresh fruits and vegetables" 7 per cent, "tobacco, confectionery and soft drinks" 5 per cent, "construction materials and supplies, including lumber" 4 per cent. The most notable decrease (39 per cent) occurred in "farm machinery". Substantial decreases were recorded for "industrial and transportation equipment and supplies" (22 per cent) and "meat and dairy products" (18 per cent). Sales in "groceries and food specialties" and "other textile and clothing accessories" fell below their 1956 levels for the first time this year. They declined 0.6 and 7.6 per cent respectively.

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

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

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WHOLESALE TRADE

October 1957

Preliminary Estimates of Wholesale Sales and Percentage Changes

Kind of Business	October			January - October		
	Sales		% Change 1957/1956	Sales		% Change 1957/1956
	1956	1957		1956	1957	
	\$'000	\$'000	%	\$'000	\$'000	%
TOTAL, All Trades	693,946	656,837	- 5.3	6,414,197	6,525,488	+ 1.7
Fresh Fruits and Vegetables	19,320	20,615	+ 6.7	197,435	196,653	- 0.4
Groceries and Food Specialties	122,639	121,858	- 0.6	1,018,606	1,119,276	+ 9.9
Meat and Dairy Products	20,027	16,341	- 18.4	141,882	137,676	- 3.0
Clothing and Furnishings	10,270	8,913	- 13.2	74,001	72,494	- 2.0
Footwear	3,458	3,214	- 7.1	24,635	25,897	+ 5.1
Other Textile and Clothing Accessories ..	21,724	20,079	- 7.6	164,480	170,289	+ 3.5
Coal and Coke	20,905	20,600	- 1.5	165,399	163,604	- 1.1
Drugs and Drug Sundries	17,707	20,955	+ 18.3	147,297	156,261	+ 6.1
Newsprint, Paper and Paper Products	27,986	27,058	- 3.3	241,953	247,421	+ 2.3
Tobacco, Confectionery and Soft Drinks ..	47,631	50,066	+ 5.1	459,201	498,067	+ 8.5
Automotive Parts and Accessories	34,253	34,210	- 0.1	321,794	331,394	+ 3.0
Commercial, Institutional and Service Equipment and Supplies	8,772	8,195	- 6.6	90,171	92,962	+ 3.1
Construction Materials and Supplies, including Lumber	67,644	70,295	+ 3.9	604,997	580,519	- 4.0
Farm Machinery	5,392	3,288	- 39.0	66,052	54,877	- 16.9
Hardware	30,462	28,548	- 6.3	257,884	257,137	- 0.3
Household Electrical Appliances	18,095	16,885	- 6.7	131,499	131,762	+ 0.2
Industrial and Transportation Equipment and Supplies	60,930	47,427	- 22.2	641,750	645,730	+ 0.6
All Other Trades	156,731	138,290	- 11.8	1,665,161	1,643,469	- 1.3

