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WHOLESALE TRADE

November, 1958

Sales of Canadian wholesalers in November were estimated at \$662,009,000, an increase of 7.6 per cent over the 1957 total of \$615,143,000. The combined sales for the first eleven months of the year amounted to \$7,213,461,000 increasing by 1.0 per cent from the 1957 total of \$7,143,631,000. 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.

Substantial increases in November sales were registered in all but four of the eighteen trade groups covered by this report. The greatest increase was recorded in sales of the industrial and transportation equipment and supplies trade (19.2 per cent), followed by farm machinery (15.7 per cent), meat and dairy products (14.7 per cent), footwear (13.9 per cent), "all other trades" (13.8 per cent), and commercial, institutional and service equipment and supplies (13.4 per cent). The increases in the other trades ranged from 0.8 per cent in "Hardware" to 12.1 per cent in the "Other Textile and Clothing Accessories" group. The four trades showing decreases were: coal and coke (-10.8 per cent), fresh fruits and vegetables (-8.4 per cent), household electrical appliances (-1.7 per cent), and newsprint, paper and paper products (-1.2 per cent).

Further details on the sales of the various groups, including accumulated sales figures for the first eleven months of 1958, are shown on the reverse side of this page.

Prepared in the Industry and Merchandising Division.

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WHOLESALE TRADE

November, 1958

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Preliminary Estimates of Wholesale Sales and Percentage Changes

Kind of Business	November			January - November		
	Sales		% Change 1958/1957	Sales		% Change 1958/1957
	1957	1958		1957	1958	
	\$'000	\$'000		\$'000	\$'000	
TOTAL, ALL TRADES	615,143	662,003	+ 7.6	7,140,631	7,213,461	+ 1.0
Fresh Fruits and Vegetables	16,347	14,981	- 8.4	213,000	223,920	+ 5.1
Groceries and Food Specialties	120,339	127,877	+ 6.3	1,239,615	1,332,406	+ 7.5
Meat and Dairy Products	16,899	19,385	+ 14.7	154,575	178,138	+ 15.2
Clothing and Furnishings	7,857	8,336	+ 6.1	80,351	79,510	- 1.0
Footwear	2,939	3,318	+ 13.9	28,836	30,567	+ 6.0
Other Textile and Clothing Accessories	17,617	19,740	+ 12.1	187,906	203,936	+ 8.3
Coal and Coke	17,310	15,435	- 10.8	180,914	149,250	- 17.5
Drugs and Drug Sundries	37,054	37,574	+ 1.5	375,313	186,342	+ 7.5
Newsprint, Paper and Paper Products	27,671	27,337	- 1.2	275,098	268,764	- 2.2
Tobacco, Confectionery and Soft Drinks	48,642	49,980	+ 3.0	546,708	566,302	+ 3.5
Automotive Parts and Accessories	30,771	34,746	+ 12.9	362,365	381,753	+ 5.4
Commercial, Institutional and Service Equipment and Supplies	8,293	9,290	+ 13.4	101,155	98,042	- 3.1
Construction Materials and Supplies, including Lumber	57,273	61,793	+ 8.1	637,692	671,690	+ 5.3
Farm Machinery	1,974	2,285	+ 15.7	56,851	64,280	+ 13.1
Hardware	27,962	28,586	+ 2.2	285,099	275,932	- 3.2
Household Electrical Appliances	16,829	16,548	- 1.7	148,591	145,459	- 2.1
Industrial and Transportation Equipment and Supplies	43,885	52,328	+ 20.2	689,625	615,018	- 10.8
All Other Trades	135,676	154,340	+ 13.8	1,779,145	1,751,952	- 1.5