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WHOLESALE TRADE

November, 1961

Sales of Canadian wholesalers for November are estimated at \$775,899,000, an increase of 4.7 per cent when compared with the same month of 1960. Sales are those of "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.

Twelve trades indicated an increased volume of business. Increases ranged from 33.7 per cent for Meat and Dairy Products to 0.5 per cent in the case of Other Textile and Clothing Accessories. The residual group of trades showed an increase of 6.7 per cent. All other trades indicated a decrease in business when compared with previous year. Decreases ranged from 6.4 per cent in the case of Newsprint, Paper and Paper Products to 0.5 per cent for Clothing and Furnishings.

For the eleven months ending November, sales are estimated at \$8,234,-156,000 an increase of 1.0 per cent when compared with the same period of 1960. Twelve trades showed an increase in business. Increases ranged from 15.5 per cent in the case of Household Electrical Appliances to 0.6 per cent for Other Textile and Clothing Accessories. The remaining trades indicated a decrease in business. Decreases ranged from 10.2 per cent for Coal and Coke to 0.2 per cent in the case of Automotive Parts and Accessories. The residual group of trades showed a decrease for the eleven months of 5.0 per cent.

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

Prepared in Industry and Merchandising Division

22

1

# WHOLESALE TRADE

November, 1961

## Preliminary Estimates of Wholesale Sales and Percentage Changes

Kind of Business	November			January - November		
	Sales		% Change 1961/1960	Sales		% Change 1961/1960
	1960	1961		1960	1961	
	\$'000	\$'000		\$'000	\$'000	
Total, All Trades .....	741,397	775,899	+ 4.7	8,152,805	8,234,156	+ 1.0
Fresh Fruits and Vegetables .....	18,995	20,705	+ 9.0	267,869	272,691	+ 1.8
Groceries and Food Specialties .....	143,142	152,988	+ 6.9	1,503,632	1,581,837	+ 5.2
Meat and Dairy Products .....	19,223	25,702	+33.7	161,922	174,624	+ 7.8
Clothing and Furnishings .....	11,019	10,964	- 0.5	109,513	108,082	- 1.3
Footwear .....	3,635	3,685	+ 1.4	34,844	36,109	+ 3.6
Other Textile and Clothing Accessories ....	22,948	23,073	+ 0.5	212,029	213,196	+ 0.6
Coal and Coke .....	13,014	12,746	- 2.1	134,906	121,118	-10.2
Drugs and Drug Sundries .....	19,012	20,119	+ 5.8	197,196	209,026	+ 6.0
Newsprint, Paper and Paper Products .....	28,755	26,921	- 6.4	253,435	266,836	+ 5.3
Tobacco, Confectionery and Soft Drinks .....	59,824	57,273	- 4.3	676,317	695,012	+ 2.8
Automotive Parts and Accessories .....	32,816	33,631	+ 2.5	377,697	376,977	- 0.2
Commercial, Institutional and Service						
Equipment and Supplies .....	11,184	10,963	- 2.0	124,056	130,695	+ 5.4
Construction Materials and Supplies,						
including Lumber .....	77,009	78,544	+ 2.0	837,390	859,722	+ 2.7
Farm Machinery .....	2,125	2,375	+11.8	68,160	67,591	- 0.8
Hardware .....	30,172	31,243	+ 3.5	292,955	304,135	+ 3.8
Household Electrical Appliances .....	17,759	21,810	+22.8	156,224	180,384	+15.5
Industrial and Transportation Equipment						
and Supplies .....	62,897	64,054	+ 1.8	693,368	688,245	- 0.7
All Other Trades .....	167,868	179,103	+ 6.7	2,051,292	1,947,876	- 5.0



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