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WHOLESALE TRADE

March, 1961

Sales of Canadian Wholesalers for the month of March are estimated at \$721,892,000, a decrease of 5.7% from sales of \$765,304,000. 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.

Eleven of the 17 specified trade groups recorded increases ranging from 24.5% for Farm Machinery to 0.1% for Construction Materials and Supplies, including Lumber. Decreases were largest for Coal and Coke: 23.7%, and smallest for Clothing and Furnishings: 1.7%. The "All Other Trades" group shows a decrease of 2.2%.

For the first three months of the year, sales are estimated at \$1,902,156,000 as compared with \$2,049,630,000 for the same period of 1960, a decrease of 7.2%.

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

Prepared in Industry and Merchandising Division

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WHOLESALE TRADE

MARCH, 1961

Preliminary Estimates of Wholesale Sales and Percentage Changes

Kind of Business	March			January - March		
	Sales		% Change	Sales		% Change
	1960	1961	1961/1960	1960	1961	1961/1960
	\$'000	\$'000		\$'000	\$'000	
Total, All Trades	765,304	721,892	- 5.7	2,049,630	1,902,156	- 7.2
Fresh Fruits and Vegetables	22,555	22,808	+ 1.1	60,003	59,936	- 0.1
Groceries and Food Specialties	124,379	128,748	+ 3.5	346,358	354,209	+ 2.3
Meat and Dairy Products	14,523	15,316	+ 5.5	34,224	36,983	+ 8.1
Clothing and Furnishings	7,998	7,866	- 1.7	19,036	18,502	- 2.8
Footwear	3,299	3,377	+ 2.4	7,421	7,887	+ 6.3
Other Textile and Clothing Accessories	18,619	18,049	- 3.1	49,818	49,275	- 1.1
Coal and Coke	11,729	8,953	-23.7	37,020	30,389	-17.9
Drugs and Drug Sundries	20,470	20,016	- 2.2	54,156	55,209	+ 1.9
Newsprint, Paper and Paper Products	21,704	23,149	+ 6.7	62,163	66,484	+ 7.0
Tobacco, Confectionery and Soft Drinks	62,487	66,555	+ 6.5	148,453	153,474	+ 3.4
Automotive Parts and Accessories	34,021	34,852	+ 2.4	81,199	83,000	+ 1.4
Commercial, Institutional and Service Equipment and Supplies	11,497	12,024	+ 4.6	32,105	33,510	+ 4.4
Construction Materials and Supplies, including Lumber	60,024	60,082	+ 0.1	153,645	153,800	+ 0.1
Farm Machinery	7,050	8,777	+24.5	16,439	18,942	+15.2
Hardware	25,750	24,266	- 5.8	66,225	63,434	- 4.2
Household Electrical Appliances	13,702	16,006	+16.8	38,177	47,732	+25.0
Industrial and Transportation Equipment and Supplies.	74,976	69,507	- 7.3	160,645	148,172	- 7.8
All other Trades	230,521	181,541	-21.2	682,543	521,918	-23.5

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