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WHOLESALE TRADE

January, 1962

Sales of Canadian wholesalers for January are estimated at \$696,703,000, an increase of 16.5 per cent compared with the same month of 1961. 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.

Starting this year, the trade "Electrical Wiring Supplies, Construction Materials, Apparatus and Equipment" has been added to our list of specified trade groups covered in this report and the trade "Construction Materials and Supplies, including Lumber", which formerly included wholesale establishments primarily engaged in handling electrical equipment and supplies used in the Construction industry, now has the heading "Other Construction Materials and Supplies, including Lumber".

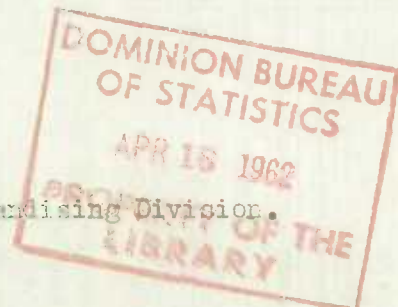
Sixteen of the 18 specified trade groups show increases ranging from 17.7 per cent for Other Construction Materials and Supplies, including Lumber to 0.2 per cent for Other Textile and Clothing Accessories. Decreases were 22.7 per cent for Farm Machinery and 2.6 per cent for Coal and Coke. The "All Other Trades" group showed an increase of 30.7 per cent.

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

January, 1962

Preliminary Estimates of Wholesale Sales and Percentage Changes

Kind of Business	January		
	Sales		% Change 1962/1961
	1961	1962	
	\$'000	\$'000	%
Total, All Trades	598,238	696,703	+16.5
Fresh Fruits and Vegetables	18,615	20,319	+ 9.2
Groceries and Food Specialties	117,874	136,790	+16.0
Meat and Dairy Products	10,887	11,073	+ 1.7
Clothing and Furnishings	6,830	7,242	+ 6.0
Footwear	1,591	1,870	+17.5
Other Textile and Clothing Accessories	14,607	14,639	+ 0.2
Coal and Coke	12,502	12,183	- 2.6
Drugs and Drug Sundries	18,190	19,542	+ 7.4
Newsprint, Paper and Paper Products	20,719	21,539	+ 4.0
Tobacco, Confectionery and Soft Drinks	50,098	55,506	+10.8
Automotive Parts and Accessories	22,592	25,378	+12.3
Commercial, Institutional and Service			
Equipment and Supplies	11,442	12,340	+ 7.8
Electrical Wiring Supplies, Construction Materials,			
Apparatus and Equipment	13,574	14,449	+ 6.4
Other Construction Materials and Supplies,			
including Lumber	47,068	55,417	+17.7
Farm Machinery	3,250	2,511	-22.7
Hardware	19,829	22,385	+12.9
Household Electrical Appliances	15,209	17,890	+17.6
Industrial and Transportation Equipment and			
Supplies	33,378	36,492	+ 9.3
All Other Trades	159,983	209,138	+30.7

