

CATALOGUE No.

62-008

MONTHLY

C.3
DOMINION BUREAU OF STATISTICS

OTTAWA - CANADA

Published by Authority of the Minister of Trade and Commerce

Vol. 28 - No. 12

WHOLESALE TRADE

December, 1962

Sales of Canadian Wholesalers for the month of December were estimated at \$797,098,000, an increase of 4.9% when compared with the same month of 1961. 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.

Thirteen of the specified trade groups showed increased sales for December ranging from 27.2% for Farm Machinery to 2.4% in the case of Tobacco, Confectionery and Soft Drinks. Five of the groups indicated decreased sales ranging from 7.8% for Other Textile and Clothing Accessories to 0.6% for Other Construction Materials and Supplies, including Lumber. The residual All Other Trades group showed an increase of 9.0%.

Sales for the year 1962 were estimated at \$9,660,152,000 as compared with \$8,931,262,000 for the year 1961, an increase of 8.2%. All except one of the specified trade groups showed increased sales for the year ranging from 9.2% in the case of Groceries and Food Specialties to 0.8% for Meat and Dairy Products. Coal and Coke indicated decreased sales of 1.0% for 1962. The residual All Other Trades group showed an increase of 15.0% for the year.

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

March, 1963
6543-501

WHOLESALE TRADE

December, 1962

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Preliminary Estimates of Wholesale Sales and Percentage Changes

Kind of Business	December			January - December		
	Sales		% Change 1962/1961	Sales		% Change 1962/1961
	1961	1962		1961	1962	
	\$'000	\$'000		\$'000	\$'000	
Total, All Trade.....	760,111	797,098	+ 4.9	8,931,262	9,660,152	+ 8.2
Fresh Fruits and Vegetables.....	24,071	27,311	+ 13.5	293,973	307,188	+ 4.5
Groceries and Food Specialties.....	161,268	169,457	+ 5.1	1,735,985	1,894,954	+ 9.2
Meat and Dairy Products.....	13,187	16,240	+ 23.2	176,516	178,004	+ 0.8
Clothing and Furnishings.....	7,568	7,276	- 3.9	114,712	117,219	+ 2.2
Footwear.....	2,910	2,833	- 2.5	39,337	41,330	+ 5.1
Other Textile and Clothing Accessories.....	16,692	15,388	- 7.8	206,597	208,811	+ 1.1
Coal and Coke.....	11,672	13,891	+ 18.5	136,855	135,495	- 1.0
Drugs and Drug Sundries.....	19,244	20,162	+ 4.8	235,007	250,903	+ 6.8
Newsprint, Paper and Paper Products.....	22,159	23,631	+ 6.6	290,465	306,023	+ 5.4
Tobacco, Confectionery and Soft Drinks.....	73,624	75,420	+ 2.4	761,050	792,782	+ 4.2
Automotive Parts and Accessories.....	32,505	33,742	+ 3.8	412,635	444,677	+ 7.8
Commercial, Institutional and Service						
Equipment and Supplies.....	11,101	12,078	+ 8.3	143,262	153,991	+ 7.5
Electrical Wiring Supplies, Construction						
Materials, Apparatus and Equipment.....	16,941	16,897	+ 10.0	178,359	193,230	+ 8.3
Other Construction Materials and Supplies,						
including Lumber.....	51,553	51,271	- 0.6	758,030	822,511	+ 8.5
Farm Machinery.....	4,314	5,489	+ 27.2	71,400	76,943	+ 7.8
Hardware.....	27,007	28,770	+ 6.5	341,866	349,646	+ 2.3
Household Electrical Appliances.....	25,505	27,507	+ 7.8	209,325	221,518	+ 5.8
Industrial and Transportation Equipment						
and Supplies.....	65,156	60,526	- 7.1	757,032	786,094	+ 3.8
All Other Trades.....	173,634	189,264	+ 9.0	2,068,805	2,378,833	+ 15.0