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WHOLESALE TRADE

February, 1962

Sales of Canadian wholesalers for February are estimated at \$707,453,000, an increase of 10.3 per cent compared with the same month for 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.

Nine trades indicated an increased volume of business. Increases ranged from 13.2 per cent in the case of Groceries and Food Specialties to 1.2 per cent for Newsprint, Paper and Paper Products. The residual group of trades showed an increase of 25.8 per cent. All other trades indicated a decrease in business when compared with the previous year. Decreases ranged from 20.0 per cent in the case of Farm Machinery to 0.2 per cent in the case of Hardware Wholesalers.

For the two months ending February, sales are estimated at \$1,404,156,000, an increase of 13.3 per cent when compared with the same period of 1961. Fourteen trades indicated an increase while the remaining four indicated a decrease. The residual group showed a substantial increase for the two months.

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.

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# WHOLESALE TRADE

February, 1962

## Preliminary Estimates of Wholesale Sales and Percentage Changes

	February			January - February		
	Sales		% Change 1962/1961	Sales		% Change 1962/1961
	1961	1962		1961	1962	
	\$'000	\$'000		\$'000	\$'000	
Total, All Trades .....	641,317	707,453	+10.3	1,239,555	1,404,156	+13.3
Fresh Fruits and Vegetables .....	20,144	20,829	+ 3.4	38,759	41,148	+ 6.2
Groceries and Food Specialties .....	126,256	142,860	+13.2	244,130	279,650	+14.5
Meat and Dairy Products .....	10,072	10,779	+ 7.0	20,959	21,852	+ 4.3
Clothing and Furnishings .....	7,824	7,465	- 4.6	14,654	14,707	+ 0.4
Footwear .....	3,417	3,008	-12.0	5,008	4,878	- 2.6
Other Textile and Clothing Accesories .....	15,334	15,112	- 1.4	29,941	29,751	- 0.6
Coal and Coke .....	13,189	12,072	- 8.5	25,691	24,255	- 5.6
Drugs and Drug Sundries .....	17,501	19,279	+10.2	35,691	38,821	+ 8.8
Newsprint, Paper and Paper Products .....	21,501	21,754	+ 1.2	42,220	43,293	+ 2.5
Tobacco, Confectionery and Soft Drinks ...	52,459	55,756	+ 6.3	102,557	111,262	+ 8.5
Automotive Parts and Accessories .....	26,571	29,736	+11.9	49,163	55,114	+12.1
Commercial, Institutional and Service						
Equipment and Supplies .....	11,486	11,489	(1)	22,928	23,829	+ 3.9
Electrical Wiring Supplies, Construction						
Materials, Apparatus and Equipment .....	11,994	13,159	+ 9.7	25,568	27,608	+ 8.0
Other Construction Materials and Supplies,						
including Lumber .....	44,690	48,885	+ 9.4	91,758	104,302	+13.7
Farm Machinery .....	5,974	4,778	-20.0	9,224	7,289	-21.0
Hardware .....	21,299	21,255	- 0.2	41,128	43,640	+ 6.1
Household Electrical Appliances .....	18,229	16,771	- 8.0	33,438	34,661	+ 3.7
Industrial and Transportation Equipment						
and Supplies .....	55,731	54,201	- 2.7	89,109	90,693	+ 1.8
All Other Trades .....	157,646	198,265	+25.8	317,629	407,403	+28.3

(1) No change.

