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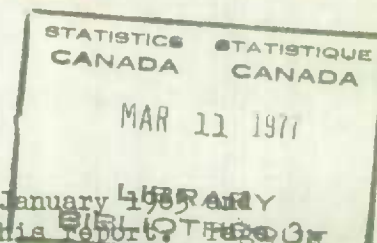
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WHOLESALE TRADE  
January, 1963



Estimates of wholesale sales for the month of January 1963 and comparable figures for 1962 will be found on page 2 of this report. Page 3 contains final revised estimates of wholesale sales for the years 1960 and 1961; also preliminary estimates for the year 1962. On pages 4 and 5 there are revised monthly estimates for the year 1962. Finally on page 6 final estimates of year-end wholesale inventories for selected trades are shown for the years 1960 and 1961; preliminary estimates are shown for the year 1962.

January 1963 sales of Canadian wholesalers were estimated at \$752,292,000, an increase of 5.5% over January 1962 sales of \$713,273,000. All trades except three indicated an increase, increases ranging from 27.6% in the case of Farm Machinery to 0.2% for Other Construction Materials and Supplies, including Lumber. Three trades indicated a decrease; Clothing and Furnishings 16.7%, Tobacco, Confectionery and Soft Drinks 4.7% and Groceries and Food Specialties 0.2%. The All Other Trades group showed an increase of 12.9%.

For the year 1962 sales of Canadian wholesalers were estimated at \$9,800,200,000, an increase of 10.9% over sales of \$8,836,600,000 for the year 1961. All trades except one indicated an increased volume of business, increases ranging from 9.3% in the case of Groceries and Food Specialties to 0.7% in the case of Meat and Dairy Products. The Coal and Coke trade indicated a decrease in sales of 0.9%. The All Other Trades group indicated an increase of 15.4%.

These sales estimates cover the transactions of "Wholesalers proper" and do not include those 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.

All trades for which it is possible to show year-end inventory data for the years 1961 and 1962 indicated increases in inventory holdings, increases ranging from 22.7% in the case of Newsprint, Paper and Paper Products to 0.5% in the case of Groceries and Food Specialties.

Further detail on the sales and inventories of the various trade groups will be found on the following pages.

Prepared in Industry and Merchandising Division.

May, 1963  
6543-501

WHOLESALE TRADE  
January, 1963

Estimates of Wholesale Sales and Percentage Changes

Kind of Business	January		
	Sales		% Change 1963/1962
	1962 \$'000	1963 \$'000	
Total, All Trades .....	713,273	752,292	+ 5.5
Fresh Fruits and Vegetables .....	19,952	22,032	+10.4
Groceries and Food Specialties .....	138,232	138,024	- 0.2
Meat and Dairy Products .....	10,902	11,193	+ 2.7
Clothing and Furnishings .....	7,360	6,133	-16.7
Footwear .....	1,872	2,227	+19.0
Other Textile and Clothing Accessories ....	14,600	15,621	+ 7.0
Coal and Coke .....	12,542	13,704	+ 9.3
Drugs and Drug Sundries .....	19,630	20,089	+ 2.3
Newsprint, Paper and Paper Products .....	21,632	22,025	+ 1.8
Tobacco, Confectionery and Soft Drinks ....	56,149	53,537	- 4.7
Automotive Parts and Accessories .....	25,503	26,592	+ 4.3
Commercial, Institutional and Service			
Equipment and Supplies .....	12,104	13,533	+11.8
Electrical Wiring Supplies, Construction			
Materials, Apparatus and Equipment .....	13,248	14,249	+ 7.6
Other Construction Materials and Supplies,			
including Lumber .....	53,664	53,751	+ 0.2
Farm Machinery .....	2,402	3,065	+27.6
Hardware .....	23,040	25,104	+ 9.0
Household Electrical Appliances .....	17,156	17,257	+ 0.6
Industrial and Transportation Equipment			
and Supplies .....	36,529	38,185	+ 4.5
All Other Trades .....	226,756	255,971	+12.9

WHOLESALE TRADE

Estimated Annual Wholesale Sales 1960-1962 and Percentage Changes  
(millions of dollars)

Kind of Business	1960 (1)	1961 (1)	% Change 1961/1960	1962 (2)	% Change 1962/1961
Total, All Trades .....	8,764.5	8,836.6	+ 0.8	9,800.2	+10.9
Fresh Fruits and Vegetables .....	288.4	288.7	+ 0.1	301.7	+ 4.5
Groceries and Food Specialties .....	1,649.7	1,751.4	+ 6.2	1,913.7	+ 9.3
Meat and Dairy Products .....	165.0	175.0	+ 6.1	176.3	+ 0.7
Clothing and Furnishings .....	116.1	116.6	+ 0.4	119.1	+ 2.1
Footwear .....	38.0	39.4	+ 3.7	41.4	+ 5.1
Other Textile and Clothing Accessories.	204.6	206.0	+ 0.7	208.2	+ 1.1
Coal and Coke .....	153.3	140.6	- 8.3	139.3	- 0.9
Drugs and Drug Sundries .....	221.9	236.0	+ 6.4	252.0	+ 6.8
Newsprint, Paper and Paper Products ...	276.4	291.6	+ 5.5	307.3	+ 5.4
Tobacco, Confectionery and Soft Drinks.	741.1	769.9	+ 3.9	802.0	+ 4.2
Automotive Parts and Accessories .....	414.8	414.4	- 0.1	446.6	+ 7.8
Commercial, Institutional and Service Equipment and Supplies .....	137.4	140.4	+ 2.2	151.0	+ 7.5
Electrical Wiring Supplies, Construction Materials, Apparatus and Equipment .....	169.3	168.5	- 0.5	182.2	+ 8.1
Other Construction Materials and Supplies, including Lumber .....	708.3	725.5	+ 2.4	792.1	+ 9.2
Farm Machinery .....	73.0	67.8	- 7.1	73.3	+ 8.1
Hardware .....	327.1	350.7	+ 7.2	359.4	+ 2.5
Household Electrical Appliances .....	182.7	199.5	+ 9.2	211.3	+ 5.9
Industrial and Transportation Equipment and Supplies .....	748.1	750.1	+ 0.3	778.5	+ 3.8
All Other Trades .....	2,149.3	2,204.5	+ 2.6	2,544.8	+15.4

(1) Final estimates.

(2) Preliminary estimates.



WHOLESALE TRADE

Revised Estimates of Wholesale Sales - January - December 1962  
(thousands of dollars)

Kind of Business	January	February	March	April
Total, All Trades .....	713,273	721,904	857,618	809,555
Fresh Fruits and Vegetables .....	19,952	20,455	24,256	23,509
Groceries and Food Specialties .....	138,232	144,424	162,918	145,441
Meat and Dairy Products .....	10,902	10,679	14,083	10,650
Clothing and Furnishings .....	7,360	7,585	10,875	10,788
Footwear .....	1,872	3,004	4,043	3,681
Other Textile and Clothing Accessories .....	14,600	15,067	17,725	16,584
Coal and Coke .....	12,542	12,319	10,895	8,346
Drugs and Drug Sundries .....	19,630	19,364	22,155	19,109
Newsprint, Paper and Paper Products .....	21,632	21,841	24,978	23,585
Tobacco, Confectionery and Soft Drinks .....	56,149	56,407	81,326	61,557
Automotive Parts and Accessories .....	25,503	29,876	40,526	39,945
Commercial, Institutional and Service Equipment and Supplies .....	12,104	11,265	14,988	12,622
Electrical Wiring Supplies, Construction Materials, Apparatus and Equipment .....	13,248	12,285	13,348	13,464
Other Construction Materials and Supplies, including Lumber .....	53,664	47,076	64,472	59,772
Farm Machinery .....	2,402	4,573	7,312	10,243
Hardware .....	23,040	21,902	26,076	27,976
Household Electrical Appliances .....	17,156	15,949	16,207	19,092
Industrial and Transportation Equipment and Supplies .....	36,529	53,636	81,140	66,874
All Other Trades .....	226,756	214,197	220,295	236,316

WHOLESALE TRADE

Revised Estimates of Wholesale Sales - January - December 1962  
(thousands of dollars)

May	June	July	August	September	October	November	December
962,641	893,833	792,314	790,154	788,683	848,704	811,964	809,610
29,661	29,245	29,331	27,231	23,677	26,434	21,108	26,870
162,303	159,638	168,690	182,614	151,510	165,658	160,752	171,516
14,245	14,973	14,359	16,183	13,926	18,317	21,915	16,080
10,909	8,977	6,673	13,062	12,866	11,454	11,202	7,391
3,358	2,123	2,064	4,885	4,955	4,607	3,974	2,838
15,301	16,137	14,323	19,488	21,821	20,546	21,253	15,343
10,807	8,323	8,268	10,006	11,741	16,348	15,239	14,420
21,234	20,957	18,846	21,268	22,013	26,100	21,077	20,251
28,193	25,990	25,448	26,694	26,188	30,201	28,838	23,723
72,697	74,799	65,099	65,614	69,762	64,100	58,204	76,291
44,293	40,964	38,497	43,729	36,684	37,514	35,207	33,892
12,092	14,412	13,989	12,787	10,930	12,853	11,093	11,854
15,221	16,020	15,828	16,527	15,573	17,178	17,603	15,882
81,275	73,205	74,289	73,022	70,001	75,669	70,257	49,412
10,357	7,512	9,321	5,081	4,284	4,459	2,535	5,222
34,839	33,709	30,643	33,995	31,686	33,208	32,805	29,525
16,495	13,449	12,297	13,671	18,540	19,868	22,415	26,186
90,444	79,078	71,603	63,997	52,223	63,109	59,983	59,849
288,917	254,322	172,746	140,300	190,303	201,081	196,504	203,065



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WHOLESALE TRADE

Estimated Year-end Wholesale Inventories, 1960 - 1962,  
and Percentage Changes, for selected Trades  
(millions of dollars)

Kind of Business	1960 (1)	1961 (1)	% Change 1961/1960	1962 (2)	% Change 1962/1961
Total, All Trades .....	(3)	(3)	(3)	(3)	(3)
Fresh Fruits and Vegetables .....	5.8	5.6	- 3.5	6.6	+ 17.9
Groceries and Food Specialties .....	112.1	124.2	+ 10.8	124.8	+ 0.5
Meat and Dairy Products .....	(3)	(3)	(3)	(3)	(3)
Clothing and Furnishings .....	(3)	(3)	(3)	(3)	(3)
Footwear .....	(3)	(3)	(3)	(3)	(3)
Other Textile and Clothing Accessories .....	(3)	(3)	(3)	(3)	(3)
Coal and Coke .....	(3)	(3)	(3)	(3)	(3)
Drugs and Drug Sundries .....	28.3	27.8	- 1.8	29.1	+ 4.7
Newsprint, Paper and Paper Products .....	20.2	22.5	+ 11.4	27.6	+ 22.7
Tobacco, Confectionery and Soft Drinks .....	33.4	34.5	+ 3.3	35.5	+ 2.9
Automotive Parts and Accessories .....	(3)	(3)	(3)	(3)	(3)
Commercial, Institutional and Service					
Equipment and Supplies .....	(3)	(3)	(3)	(3)	(3)
Electrical Wiring Supplies, Construction					
Materials, Apparatus and Equipment .....	(3)	(3)	(3)	(3)	(3)
Other Construction Materials and Supplies,					
including Lumber .....	(3)	(3)	(3)	(3)	(3)
Farm Machinery .....	(3)	(3)	(3)	(3)	(3)
Hardware .....	74.7	75.2	+ 0.7	79.9	+ 6.3
Household Electrical Appliances .....	(3)	(3)	(3)	(3)	(3)
Industrial and Transportation Equipment					
and Supplies .....	(3)	(3)	(3)	(3)	(3)
All Other Trades .....	(3)	(3)	(3)	(3)	(3)

(1) Final estimates.

(2) Preliminary estimates.

(3) Response to sample survey inadequate.