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## WHOLSSALE TRADE

November, 1963

Sales of Canadian wholesalers for the month of November, at $\$ 846,922,000$, were $4.3 \%$ greater than the $\$ 811,964,000$ reported for the same month of 1962. 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.

All but five of the eighteen specified trade groups reported increased sales. Increases ranged from $9.7 \%$ for Industrial and Transportation Equipment and Supplies to $0.4 \%$ for Coal and Coke. Decreases ranged from 11.5\% for Footwear to $1.4 \%$ for fiousehold Electrical Appliances. The "All other trades" group showed an increase of $6.9 \%$

For the first eleven months of the year, sales are estimated at $\$ 9,446,781,000$, in increase of $5.1,6$ over the same period of 1962 . With the exception of minor decreases in the sales of Meat and Dairy Products, Footwear, Commercial, Institutional and Service Equipment and Supplies and Hardware, all of the specified trade groups showed increases ranging from $17.4 \%$ for Farm Machinery to $0.3 \%$ for Tobacco, Confectionery and Soft Drinks. The residual group of trades showed an increase of 7.3\%.

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

Pepared in the Herchandising and Services Division
jemuary, 1964
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November, 1963
Preliminary Estimates of Wholesale Sales and Percentage Changes

|  | November |  |  | January - November |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  | $\begin{aligned} & \text { Change } \\ & 1963 / 1962 \end{aligned}$ | Sales |  | $\begin{aligned} & \text { Change } \\ & 1963 / 1962 \end{aligned}$ |
|  | 1962 | 1963 |  | 1962 | 1963 |  |
|  | \$1000 | \$1000 |  | \$1000 | \$1000 |  |
| Total, All Trades | 811,964 ${ }^{\text {x }}$ | 84,6,922 | + 4.3 | 8,990,643 | 9,446,781 | + 5.1 |
| Fresh Fruits and Vegetables | 21,108 | 21,704 | + 2.8 | 274,859 | 288,338 | + 4.9 |
| Groceries and Food Specialties | 160,752 | 166,163 | + 3.4 | 1,742,180 | 1,853,863 | + 6.4 |
| Meat and Dairy Products ................... | 21,915 | 20,256 | - 7.6 | 160,232 | 157,807 | - 1.5 |
| Clothing and Furnishings ................... | 11,202 | 12,027 | + 7.4 | 111,751 | 112,324 | + 0.5 |
| Footwear ....................................... | 3,974 | 3,516 | -11.5 | 38,566 | 38,450 | -0.3 |
| Other Textile and Clothing Accessories ... | 21,253 | 21,374 | + 0.6 | 192,845 | 194,390 | + 0.8 |
| Coal and Coke .............................. | 15,239 | 15,296 | + 0.4 | 124,834 | 134,600 | + 7.8 |
| Drugs and Drug Sundries | 21,077 | 22,586 | + 7.2 | 231,753 | 240,403 | + 3.7 |
| Newsprint, Paper and Paper Products | 28,838 | 29,235 | + 1.4 | 283,588 | 296,616 | + 4.6 |
| Tobacco, Confectionery and Soft Drinks ... | 58,204 | 58,499 | $+0.5$ | 725,714 | 727,619 | $+0.3$ |
| Automotive Parts and Accessories ......... | 35,207 | 37,133 | + 5.5 | 412,738 | 425,596 | + 3.1 |
| Commercial, Institutional and Service Equipment and Supplies | 11,093 | 10,265 | - 7.5 | 139,135 | 139,033 | -0.1 |
| Electrical Wiring Supplies, Construction Materials, Apparatus and Equipment ..... | 17,603 | 19,161 | $+8.9$ | 166,295 | 180,910 | $+8.8$ |
| Other Construction Materials and Supplies, including Lumber | 70,257 | 76,828 | + 9.4 | 742,702 | 782,899 | + 5.4 |
| Farm Machinery | 2,535 | 2,692 | + 6.2 | 68,079 | 79,914 | +17.4 |
| Hardware | 32,805 | 32,303 | - 1.5 | 329,879 | 326,334 | - 1.1 |
| Household Electrical Appliances .......... | 22,415 | 22,094 | - 1.4 | 185,140 | 191,305 | +3.3 |
| Industrial and Transportation Equipment and Supplies | 59,983 | 65,799 | + 9.7 | 718,616 | 764,596 | $+6.4$ |
| All Other Trades .......................... | 196,504 | 209,991 | + 6.9 | 2,341,737 | 2,511,784 | + 7.3 |

