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MUNTHLY

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Sales of Canadian wholesalers for the month of March are estimated at $\$ 1,103,047,000$, an increase of $7.7 \%$ over the same month of 1964. These sales are those of wholesalersproper 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 montins.

March sales were larger in fourteen of the eighteen specified trade sroups. Increases ranged from 22.9 in in Drugs and Drug Sundries to 1.14 in Other rextile and Clothing Accessories. Decreases in the four remaining trades ranged from 16.9\% in Industrial and Transportation Equipment and Supplies to $0.4 \%$ in (iardware. The "All Other Trades" group showed an increase of $18.3 \%$.

Por the first three months of the year, sales are estimated at . $22,695,996,000$, an increase of $5.3:$ over the same period in 1964. Thirteen of the specified trades reported increases ransing from 12.1 for Cormercial, Inctitutional and Service Equipment and Supplies to $1.4 \%$ for Coal and Coke, While the other five showed decreases ranging from 7.5 for for Construction Materials and Supplies, including Lumber to $0.5 \%$ for Other Textile and Clothing Accessories. The "AlJ. Other Trades" group showed an increase of 9.2\%.

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

Prepared in the Merchandising and Services Division

Jime, 1965
54,23-501

March, 1965
Preliminary Estimates of Wholesale Sales and Percentage Changes

|  | March |  |  | January - March |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  | $\begin{aligned} & \hline \text { \% Change } \\ & 1965 / 1964 \\ & \hline \end{aligned}$ | Sales |  | $\begin{aligned} & \text { \% Change } \\ & 1965 / 1964 \end{aligned}$ |
|  | 1964 | 1965 |  | 1964 | 1965 |  |
|  | \$'000 | \$'000 |  | \$1000 | $\%^{6} 000$ |  |
| Total, All Trades | 1,024,524 | 1,103,049 | $+7.7$ | 2,751,293 | 2,895,996 | $+5.3$ |
| Fresh Fruits and Vegetables | 26,465 | - 30,356 | +14.7 | -74,568 | -81,490 | +9.3 |
| Groceries and Food Specialties | 166,891 | 192,994 | +15.6 | 484,110 | 523,757 | +8.2 |
| Meat and Dairy Products | 16,439 | 17,598 | + 7.1 | 40,147 | 43,886 | $+9.3$ |
| Clothing and Furnishings | 10,198 | 10,751 | + 5.4 | 24,486 | 24,946 | +1.9 |
| Footwear ...... | 4,059 | 4,121 | + 1.5 | 9,480 | 9,183 | -3.1 |
| Other Textile and Clothing Accessories ... | 19,681 | 19,950 | $+1.4$ | 54,671 | 54,417 | -0.5 |
| Coal and Coke ................................ | 10,099 | 9,790 | -3.1 | 33,705 | 34,193 | + 1.4 |
| Drugs and Drug Sundries | 23,272 | 28,601 | +22.9 | 66,826 | 74,496 | +11.5 |
| Newsprint, Paper and Paper Products | 27,328 | 29,172 | $+6.7$ | 78,366 | 82,159 | $+4.8$ |
| Tobacco, Confectionery and Soft Drinks ... | 80,569 | 90,318 | +12.1 | 191,524 | 209,493 | + 9.4 |
| Automotive Parts and Accessories ......... | 41,540 | 44,635 | + 7.5 | 97,681 | 104,240 | + 6.7 |
| Cormercial, Institutional and Service Equipment and Supplies ..................... | 13,434 | 15,727 | +17.1 | 37,202 | 41,686 | +12.1 |
| Electrical Wiring Supplies, Construction Materials, Apparatus and Equipment ..... | 18,523 | 20,163 | +8.9 | 49,753 | 53,206 | +6.9 |
| Other Construction Materials and Supplies, including Lumber | 98,086 | 86,722 | -11.6 | 231,262 | 213,832 | - 7.5 |
| Farm Machinery .............................. | 10,875 | 13,154 | +21.0 | 21,142 | 23,306 | +10.2 |
| Hardware | 30,202 | 30,081 | - 0.4 | 83,753 | 78,534 | -6.2 |
| Household Electrical Appliances .......... | 17,279 | 19,778 | $+14.5$ | 51,391 | 56,711 | +10.4 |
| Industrial and Transportation Equipment and Supplies | 129,000 | 107,217 | -16.9 | 249,658 | 235,102 | - 5.8 |
| All Other Trades ............................. | 280,584 | 331,921 | +18.3 | 871,568 | 951,359 | $+9.2$ |

