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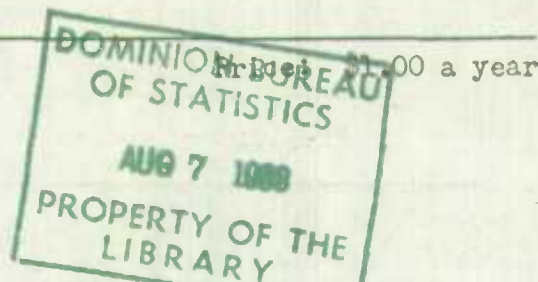
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WHOLESALE TRADE

January 1966



Estimates of wholesale sales for the month of January 1966 and comparable figures for the same month in 1965 will be found on page 2 of this report. Page 3 contains the final revised estimates of wholesale sales for the years 1963 and 1964; also revised estimates for the year 1965. On pages 4 and 5 there are revised monthly estimates for the year 1965. Finally, on page 6 final estimates for year-end wholesale inventories for selected trades are shown for the years 1963 and 1964; revised estimates for the year 1965.

January 1966 sales of Canadian wholesalers were estimated at \$933,358,000, or 9.2% over the January 1965 sales of \$854,453,000. 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 various months.

A comparison of sales figures for January 1966 with those for the same month in 1965 shows that of the eighteen specified trade groups, seventeen recorded increases ranging from 70.3% in Farm Machinery to 1.5% in Household Electrical Appliances; the decrease, in Coal and Coke, was 26.1%. The "All Other Trades" group reported an increase of 5.7%.

Sales of Canadian wholesalers for the year 1965 are estimated at \$12,170,100,000 after revision, an increase of 10.4% over the final estimate of 1964. Revised figures showed increases in all specified trades, ranging from 16.6% in Meat and Dairy Products to 0.6% in Hardware. The "All Other Trades" group recorded an increase of 18.2%.

Estimated year-end inventories for the period 1963 to 1965 are published on page 6 for six selected trades for which estimates are available. Inadequate response to the sample survey prevents the publication of inventory data for the remaining trades and the "All Other Trades" group.

Prepared in the Merchandising and Services Division

April 1966
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WHOLESALE TRADE

January 1966

Preliminary Estimates of Wholesale Sales and Percentage Changes

	January		% Change
	Sales		
	1965(1)	1966(2)	
	\$'000	\$'000	
Total, All Trades	854,453	933,358	+ 9.2
Fresh Fruits and Vegetables	25,345	25,804	+ 1.8
Groceries and Food Specialties	151,526	169,484	+11.9
Meat and Dairy Products	13,938	15,564	+11.7
Clothing and Furnishings	5,916	6,274	+ 6.0
Footwear	1,931	1,962	+ 1.6
Other Textile and Clothing Accessories ...	16,882	17,144	+ 1.6
Coal and Coke	12,986	9,593	-26.1
Drugs and Drug Sundries	22,672	25,324	+11.7
Newsprint, Paper and Paper Products	26,664	29,791	+11.7
Tobacco, Confectionery and Soft Drinks ...	58,153	61,185	+ 5.2
Automotive Parts and Accessories	27,541	28,388	+ 3.1
Commercial, Institutional and Service			
Equipment and Supplies	13,658	15,343	+12.3
Electrical Wiring Supplies, Construction			
Materials, Apparatus and Equipment	17,350	19,672	+13.4
Other Construction Materials and Supplies,			
including Lumber	64,086	77,020	+20.2
Farm Machinery	2,693	4,586	+70.3
Hardware	25,461	27,805	+ 9.2
Household Electrical Appliances	17,144	17,400	+ 1.5
Industrial and Transportation Equipment			
and Supplies	54,620	68,262	+ 2.5
All Other Trades	295,887	312,759	+ 5.7

Note: Components may not add to totals due to rounding.
Percentages were calculated on unrounded figures.

- (1) Revised estimates.
- (2) Preliminary estimates.

WHOLESALE TRADE

Estimated Annual Wholesale Sales 1963-1965 and Percentage Changes
(millions of dollars)

Kind of Business	1963 (1)	1964 (1)	% Change 1964/1963	1965 (2)	% Change 1965/1964
Total, All Trades	10,194.5	11,028.5	+ 8.2	12,170.1	+10.4
Fresh Fruits and Vegetables	321.2	347.8	+ 8.3	383.7	+10.3
Groceries and Food Specialties .	1,981.9	2,092.2	+ 5.6	2,233.8	+ 6.8
Meat and Dairy Products	178.5	190.0	+ 6.4	221.6	+16.6
Clothing and Furnishings	104.8	111.5	6.4	116.2	+ 4.2
Footwear	42.0	45.7	+ 4.0	46.7	+ 6.9
Other Textile and Clothing					
Accessories	211.7	228.1	+ 7.7	231.3	+ 1.4
Coal and Coke	151.5	154.7	+ 2.1	156.6	+ 1.2
Drugs and Drug Sundries	259.5	286.4	+10.4	316.8	+10.6
Newsprint, Paper and Paper					
Products	334.9	371.0	+10.8	391.3	+ 5.5
Tobacco, Confectionery and Soft					
Drinks	808.8	828.1	+ 2.4	863.2	+ 4.2
Automotive Parts and Accessories	455.3	460.4	+ 1.1	493.9	+ 7.3
Commercial, Institutional and					
Service Equipment and Supplies	142.4	149.7	+ 5.1	164.4	+ 9.8
Electrical Wiring Supplies,					
Construction Materials,					
Apparatus and Equipment	185.4	225.4	+21.6	251.7	+11.7
Other Construction Materials and					
Supplies, including Lumber ...	838.1	931.7	+11.2	981.9	+ 5.4
Farm Machinery	82.6	100.4	+21.5	115.2	+14.7
Hardware	358.3	391.0	+ 9.1	395.2	+ 0.6
Household Electrical Appliances.	212.4	232.5	+ 9.5	260.6	+12.1
Industrial and Transportation					
Equipment and Supplies	825.2	972.6	+17.9	1,106.0	+13.7
All Other Trades	2,700.0	2,911.3	+ 7.8	3,442.0	+18.2

(1) Final estimates.

(2) Revised estimates.

WHOLESALE TRADE

Revised Estimates of Wholesale Sales - January-December 1965
(thousands of dollars)

Kind of Business	January	February	March	April
Total, All Trades	854,453	908,028	1,088,595	1,026,144
Fresh Fruits and Vegetables	25,345	25,432	30,165	30,504
Groceries and Food Specialties	151,526	177,339	191,721	175,255
Meat and Dairy Products	13,938	11,674	17,159	11,447
Clothing and Furnishings	5,916	8,340	10,797	10,594
Footwear	1,931	3,129	4,127	3,959
Other Textile and Clothing Accessories ...	16,882	17,096	19,670	17,814
Coal and Coke	12,986	11,973	9,942	11,410
Drugs and Drug Sundries	22,672	23,945	29,120	24,317
Newsprint, Paper and Paper Products	26,664	27,345	29,720	31,450
Tobacco, Confectionery and Soft Drinks ...	58,153	59,361	89,619	69,097
Automotive Parts and Accessories	27,541	31,998	44,633	41,078
Commercial, Institutional and Service				
Equipment and Supplies	13,658	12,225	15,693	14,607
Electrical Wiring Supplies, Construction				
Materials, Apparatus and Equipment	17,350	15,525	19,984	17,741
Other Construction Materials and Supplies,				
including Lumber	64,086	58,505	81,221	72,017
Farm Machinery	2,693	7,438	13,194	15,064
Hardware	25,461	25,285	31,580	29,999
Household Electrical Appliances	17,144	19,750	19,758	20,106
Industrial and Transportation Equipment				
and Supplies	54,620	71,676	106,642	94,652
All Other Trades	295,887	299,994	320,850	332,031

WHOLESALE TRADE

Revised Estimates of Wholesale Sales - January-December 1965
(thousands of dollars)

May	June	July	August	September	October	November	December
1,116,779	1,135,659	999,217	943,731	987,483	985,482	1,004,803	1,119,693
35,272	48,498	37,524	30,762	29,842	31,580	26,205	32,552
171,585	182,676	204,883	206,369	184,190	187,962	185,639	214,654
15,428	20,519	17,444	22,199	22,331	22,705	21,596	22,204
9,928	8,194	7,018	11,669	14,022	9,666	12,106	7,914
3,723	2,476	2,096	5,820	5,345	5,809	4,857	3,464
15,800	17,333	15,481	21,364	25,060	20,300	24,361	20,158
12,646	13,040	13,504	12,561	13,433	16,484	15,958	12,695
24,054	25,804	21,894	26,627	32,050	30,416	28,548	27,352
31,253	32,956	34,629	33,403	35,827	36,756	37,641	33,612
78,280	72,884	70,505	70,624	76,798	67,436	63,424	87,045
47,133	48,398	40,292	50,105	41,876	40,629	44,123	36,098
12,658	15,582	12,870	14,463	11,576	12,590	13,751	14,741
18,254	24,942	18,917	21,731	23,996	22,111	24,210	26,903
91,107	88,413	83,066	84,428	93,510	91,480	91,542	79,514
12,925	13,044	12,736	7,109	8,767	7,053	3,860	11,362
35,353	39,219	32,602	32,976	36,813	32,395	36,330	35,151
20,081	15,843	14,308	16,207	24,835	24,506	28,523	39,525
126,051	120,571	89,678	84,334	80,158	91,329	89,309	96,946
355,248	345,267	269,770	190,980	227,054	231,275	252,820	317,803

WHOLESALE TRADE

Estimated Year-end Wholesale Inventories, 1963-1965
and Percentage Changes, for selected trades
(millions of dollars)

Kind of Business	1963 (1)	1964 (1)	% Change 1964/1963	1965 (2)	% Change 1965/1964
Total, All Trades	(3)	(3)	(3)	(3)	(3)
Fresh Fruits and Vegetables	6.8	7.9	+16.2	7.7	- 2.5
Groceries and Food Specialties	126.5	127.3	+ 0.6	132.9	+ 4.4
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	30.5	34.3	+12.5	41.5	+21.0
Newsprint, Paper and Paper Products	26.5	28.1	+ 6.0	31.4	+11.7
Tobacco, Confectionery and Soft Drinks ...	33.7	35.1	+ 4.2	36.5	+ 4.0
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	70.7	79.2	+12.0	85.4	+ 7.8
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) Revised estimates.

(3) Response to sample survey inadequate.

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