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Sales of Canadian wholesalers for the month of August 1966 are estimated at $\$ 1,029,772,000$, an increase of 9.18 over the same month in 1965. These 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.

August sales were greater in fifteen of the eighteen specified trades, the increases ranging from $0.1 \%$ in Industrial and Transportation Equipment and Supplies to $30.4 \pi$ in Farm Machinery. Decreases in the three remaining specified trades ranged from 0.66 in Footwear to $6.7 \%$ in Coal and Coke. The "All Other Trades group showed an increase of 6.1\%.

For the first eight months of the year, sales are estimated at $\$ 8,517,137,000$, an increase of $5.5 \%$ over the same period in 1965. Seventeen of the specified trades showed increases which ranged from 2.38 in Other Textile and Clothing Accessories to $21.2 \phi$ in Electrical Wiring Supplies, Construction Materials, Apparatus and Equipment. The decrease in the remaining trade, Coal and Coke, was 11.58. Sales in the "All Other Trades" group decreased by 3.4 .

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

Prepared in the Merchandising and Services Division

October 1966
6403-508

August 1966
Preliminary Estimates of Wholesale Sales and Percentage Changes

|  | August |  |  | January-August |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  | $\begin{aligned} & 6 \text { Change } \\ & 1966 / 1965 \end{aligned}$ | Sales |  | $\begin{aligned} & \text { SChange } \\ & \text { 1966/1965 } \end{aligned}$ |
|  | 1965 | 1966 |  | 1965 | 1966 |  |
|  | \$000 | \$ 000 |  | \$000 | \$ 1000 |  |
| Total, All Trades | 943,730 | 1,029,772 | + 9.1 | 8,072,603 | 8,517,137 | $+5.5$ |
| Fresh Fruits and Vegotsbles | 30,762 | 35,510 | +15.4 | 263,502 | 270,434 | + 2.6 |
| Grocortes and Pood Spocialties | 206,369 | 230,473 | +11.7 | 1,461,355 | 1,567,161 | + 7.2 |
| Meat and Dairy Products | 22,199 | 24,207 | + 9.0 | 132,809 | 151,582 | +14.1 |
| Clothing and Furnishings | 11,669 | 12,120 | + 3.9 | 72,456 | 75,617 | $+4.4$ |
| Footwear | 5,820 | 5,785 | - 0.6 | 27,260 | 28,847 | + 5.8 |
| Other Textile and Clothing Accessories | 21,364 | 21,194 | - 0.8 | 141,438 | 144,712 | +2.3 |
| Coal and Coke | 12,561 | 11,718 | - 6.7 | 98,062 | 86,787 | -11.5 |
| Drugs and Drug Sundries | 26,627 | 31,668 | +18.9 | 198,431 | 221,573 | +11.7 |
| Newsprint, Paper and Paper Products | 33,403 | 38,735 | +16.0 | 247,421 | 279,432 | +12.9 |
| Tobacco, Confoctionery and Soft Drinks ... | 70,624 | 77,024 | + 9.1 | 568,523 | 609,037 | + 7.1 |
| Automotive Parts and Accessories ......... | 50,104 | 52,933 | + 5.6 | 331,176 | 356,153 | + 7.5 |
| Comercial, Institutional and Service Equipment and Supplies ..................... | 14,463 | 15,610 | + 7.9 | 111,757 | 132,034 | +18.1 |
| Electricel Wiring Supplies, Construction Materials, Apparatus and Equipment ..... | 21,731 | 25,258 | +16.2 | 154,444 | 187,178 | +21.2 |
| Other Construction Materials and Supplies, including lumber $\qquad$ | 84,428 | 94,360 | +11.8 | 625,841 | 703,820 | +12.5 |
| Farm Machinery | 7,109 | 9,272 | +30.4 | 84,201 | 96,606 | +14.7 |
| Hardware | 32,976 | 36,632 | +11.1 | 252,476 | 271,142 | + 7.4 |
| Household Electrical Appliances | 16,206 | 20,224 | +24.8 | 143,196 | 165,773 | +15.8 |
| Industrial and Transportation Equipment and Supplies $\qquad$ | 84,334 | 84,444 | + 0.1 | 748,225 | 840,745 | +12.4 |
| All Other Trados | 190,980 | 202,605 | + 6.1 | 2,410,027 | 2,328,503 | - 3.4 |

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

