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## WHOLESAIE TRADE

December 1967

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Sales of Canadian wholesalers for the month of December 1967 are estimated at $\$ 1,173,503,000$, an increase of $4.1 \%$ over the same month in 1966. These sales are those of wholesalers proper and do not include the b.siness transactions of manufacturars' sales branches or agents and brokers. They are not adjusted for price changes, seasonal varlations or number of business days in the respective months.

December sales were greater in ten of the eighteen specified trades. Increases ranged from $2.0 \%$ in Drugs and Drug Sundries to $18.6 \%$ in Commercial, institutional and service equipment and supplies. Decreases in the remsining eight trades ranced from $1.4 \%$ in Electrical wiring supplies, construction materials, apparatus and equipment, to $21.3 \%$ in Farm machinery. Sales in the All other trades group increased by $10.6 \%$.

For the year 1967, sales are estimated at $\$ 13,526,180,000$, ar increase of 4.18 over the year 1956. Sixteen of the specified trades showed increases, ranging from 0.36 in Industrial and transportation equipment and supplies to $14.9 \%$ in Comercial, institutional and service equipment and supplies. Sales of the other two trades, Coal and coke and Meat and dairy products, decreased by $3.1 \%$ and $3.4 \%$ respectively. Sales of the All other trades group increased by $1.5 \%$.

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

Prepared in the Merchandising and Services Division.

Docember 1967
Preliminary Estimates of Wholesale Sales and Percentage Changes

|  | December |  |  | January-Decomber |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  | 4 Change 1967/1966 | Sales |  | \% Change 1967/1966 |
|  | 1966 | 1967 |  | 1966 | 1967 |  |
|  | \$ 000 | \$000 |  | \$ 000 | \$000 |  |
| Total, sll trades ..................... | 1,127,316 | 1,173,503 | $+4.1$ | 12,991,349 | 13,526,180 | $+4.1$ |
| Fresh fruits and vogetablos ............... | 1, 32,308 | 1, 34,65? | + 7.3 | 371,961 | 1387,562 | +4.2 |
| Groceries and food specialtios | 223,739 | 238,952 | + 6.8 | 2,416,571 | 2,570,491 | +6.4 |
| Moat and dalry products ...... | 21,793 | 20,578 | - 5.6 | 249,539 | 241,146 | - 3.4 |
| Clothing and furnishings | 7,912 | 7,291 | - 7.9 | 118,149 | 125,334 | $+6.1$ |
| Footwear ................ | 3,252 | 3,371 | + 3.6 | 47,956 | 48,752 | $+1.7$ |
| Other textile and clothing accessorios | 19,086 | 19,853 | + 4.0 | 235,351 | 243,721 | + 3.6 |
| Coal and coke | 10,675 | 10,946 | +2.5 | 136,311 | 132,145 | -3.1 |
| Drugs and drug sundries | 27,562 | 28,213 | + 2.0 | 344,360 | 367,887 448,629 | +6.8 +2.3 |
| Newsprint, paper and paper products ..... | 37,429 | 34,010 102,754 | + 9.1 +8.4 | 438,583 | 448,629 $1,057,695$ | +2.3 +11.2 |
| Tobacco, confectionery and soft drinks ... Automotive parts and accessories .......... | 94,794 38,149 | 102,754 37,003 | +8.4 -3.0 | 950,972 524,442 | $1,057,695$ 567,980 | +11.2 +8.3 |
| Automotive parts and accessories .......... Comercial, institutional and service | 38,149 | 37,003 | - 3.0 | 524,442 | 567,980 |  |
| equipment and supplies ..................... | 17,417 | 20,661 | +18.6 | ?92,788 | 221,450 | +14.9 |
| Electrical wiring supplies, construction materials, apparatus and equipment ..... | 31,558 | 31,121 | $-1.4$ | 308,721 | 322,580 | $+4.5$ |
| Other construction materials and supplies, including lumber ............................ | 75,538 | 77,538 | + 2.6 | 1,081,499 | 1,124,565 | $+4.0$ |
| Farm machinery | 11,399 | 8,969 | -21.3 | 127,508 | 129,730 | $+1.7$ |
| Hardware | 34,888. | 32,519 | -6.8 | 416,477 | 422,495 | +1.4 |
| Household electrical appliances .......... | 48,518 | 51,810 | $+6.8$ | 321,915 | 351,640 | +9.2 |
| Industrial and transportation equipment and supplies |  |  | - 7.5 | $1,284,652$ | $1,288,303$ | +0.3 +1.5 |
| All other trades .......................... | $284,625$ | 314,694 | +10.6 | $3,423,584$ | $3,474,074$ | + 1.5 |

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


