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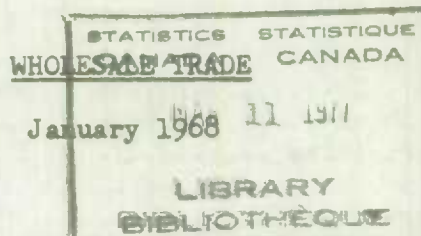
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Sales of Canadian wholesalers for the month of January are estimated at \$1,095,981,000, an increase of 12.2% over the same month in 1967. These sales are those of wholesalers proper and do not include the business transactions of manufacturers' sales branches or agents and brokers. They are not adjusted for price changes, seasonal variations or number of business days in the respective months.

January sales were greater in sixteen of the eighteen trades. Increases ranged from 3.6% in Coal and coke, to 19.2% in Automotive parts and accessories. Sales in the other two trades, Meat and dairy products and Farm machinery, declined by 2.3% and 10.0% respectively. Sales in the "All other trades" group increased by 20.1%.

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

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WHOLESALE TRADE

January 1968

Preliminary Estimates of Wholesale Sales and Percentage Changes

	January		% Change 1968/1967
	Sales		
	1967 \$'000	1968 \$'000	
Total, all trades	976,864	1,095,981	+12.2
Fresh fruits and vegetables	25,437	30,164	+18.6
Groceries and food specialties	177,722	198,330	+11.6
Meat and dairy products	19,046	18,614	- 2.3
Clothing and furnishings	7,108	7,731	+ 8.8
Footwear	2,066	2,374	+14.9
Other textile and clothing accessories ...	17,992	20,368	+13.2
Coal and coke	9,929	10,286	+ 3.6
Drugs and drug sundries	28,084	31,301	+11.5
Newsprint, paper and paper products	31,227	32,651	+ 4.6
Tobacco, confectionery and soft drinks ...	71,163	75,022	+ 5.4
Automotive parts and accessories	28,936	34,505	+19.2
Commercial, institutional and service equipment and supplies	19,263	22,504	+16.8
Electrical wiring supplies, construction materials, apparatus and equipment	21,992	23,422	+ 6.5
Other construction materials and supplies, including lumber	79,678	84,129	+ 5.6
Farm machinery	6,076	5,470	-10.0
Hardware	29,996	31,137	+ 3.8
Household electrical appliances	22,390	23,927	+ 6.9
Industrial and transportation equipment and supplies	80,391	85,802	+ 6.7
All other trades	298,370	358,244	+20.1

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