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CENSUS OF MERCHANDISING AND SERVICE ESTABLISHMENTS

MISCELLANEOUS STATISTICS
ON
WHOLESALE TRADE
1937



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CENSUS OF MERCHANDISING AND SERVICES

Miscellaneous Statistics on Wholesale Trade, 1937

A number of reports, compiled from data secured from the annual Census of Merchandising and Service Establishments, have been published showing the value of Canadian wholesale trade in 1937 by economic divisions and by kinds of business within each division. This bulletin presents information to show the trends in the value of stocks on hand and in the payrolls of regular wholesale establishments during the year. Tables are presented showing gross margin percentages of net sales for a number of leading kinds of business. The value of accounts outstanding on the books of wholesale firms at the end of 1937 is also shown as well as the distribution of sales for wholesalers in the petroleum products trade according to type of purchaser. The accompanying data have been collected from approximately 2,000 wholesalers representing 23 major kinds of business groups, the indexes being prepared on the base 1930 equals 100. It will be noted that wholesale sales, which had been on the increase since 1933 continued their rise in 1937 and in spite of a falling off in the last quarter of the year nevertheless recorded a gain of 14.4 per cent over the previous year. In this connection, however, due consideration should be given to the fact that the accompanying data are reported in terms of dollars and that they, therefore, reflect changes in prices as well as in physical volume of goods. According to the price indexes, prepared by the Internal Trade Branch of the Bureau of Statistics, there was a general rise in prices both in 1936 and 1937. The average weighted price index of consumers goods in 1935 was 73.6 (on the base 1926 equals 100). In 1936 this rose to 74.7 and continued its rise in 1937 to 79.5. The accompanying figures must, therefore, be interpreted with this price increase in mind.

I. Comparison of Trends in Sales, Payroll Costs and Stocks

The value of wholesale trade in Canada in 1937 increased 14.4 per cent over 1936, while salaries and wages paid to employees increased 9.2 per cent. For purposes of comparison it may be noted that the value of wholesale trade in Canada in 1936 increased 9.3 per cent over 1935, while salaries and wages paid to employees increased 5.7 per cent. The indexes of sales and payrolls, by economic divisions and kinds of businesses as given in Table 1, serve to show that these increases were general. Sales increases ranged from 8.7 per cent in the Prairie Provinces to 18.3 per cent in Quebec, while payroll increases varied from 7.2 per cent in the Maritime Provinces to 12.9 per cent in British Columbia. The value of stocks on hand in wholesale trading establishments was 10.2 per cent greater at the end of 1937 than at the end of 1936. The value of stocks on hand at the end of 1936 was 9.2 per cent greater than at the end of 1935. Indexes for 1937 on the base 1930 equals 100 for the three series are 98.7 for sales, 93.3 for stocks on hand, and 85.7 for salaries and wages. Comparable indexes for 1936 were 86.2 for sales, 84.7 for value of stocks on hand, and 78.5 for salaries and wages.

II. Gross Margins for Wholesale Dealers

The gross margin percentage of net sales for Canada as a whole and for all lines of trade covered in this survey averaged 16.5 in 1937 compared with 16.9 in 1936. With the exception of the Prairie Provinces, decreases were recorded in each of the economic divisions. Even in the case of the Prairie Provinces, the slight increase in 1937 was not sufficient to overcome the decrease shown by that section in the previous year. Seventeen sub-groups of wholesale trade showed increases in gross

margin percentages of net sales, twenty-nine showed decreases, while five remained unchanged. Following the pattern of the previous year, figures for regular wholesalers ranged from 7.1 per cent for dealers in hay and food to 41.0 per cent for dealers in optical goods. Gross margin percentages for a number of other important lines of trade in the wholesale field for 1937 are as follows: (Comparative 1936 figures in brackets) Amusement and sporting goods, 29.3 (27.1) per cent; automotive equipment, 24.8 (25.1) per cent; tires, 12.3 (13.8) per cent; drugs, 17.7 (17.6) per cent; toilet articles and preparations, 35.1 (33.0) per cent; coal and coke (wholesale dealers), 11.3 (10.5) per cent; clothing, 15.5 (16.2) per cent; dry goods, 18.0 (17.6) per cent; millinery, 27.0 (21.9) per cent; footwear, 14.4 (15.9) per cent; groceries, 9.1 (9.4) per cent; fruits and vegetables, 11.3 (11.2) per cent; meats and meat products, 13.8 (16.0) per cent; house furnishings, 25.6 (25.8) per cent; hardware, 20.5 (20.2) per cent; jewellery, 26.4 (26.4) per cent; optical goods, 41.0 (40.9) per cent.

In order to compile the information contained in this report, each wholesale trading firm was asked to report the cost of merchandise purchased in 1937. This cost of merchandise purchased, when adjusted for changes in inventory value at the beginning and close of the year, gives the cost of goods sold. The cost of the goods sold when deducted from net sales gives the gross margin for the year. The value of merchandise purchased includes the invoice value plus duty, inward freight, express, truckage and other items contributing to the laid-down cost, less all returns, allowances or discounts. Operating expenses are omitted from the cost of goods purchased. Gross margins expressed as percentages of sales are given in Table 3. Dominion averages as well as regional figures are shown.

III. Outstanding Accounts

Accounts outstanding on wholesale merchants' books at the end of 1937 totalled \$169,176,000 compared with \$160,485,000 at the end of 1936, an increase of 5.4 per cent. Accounts outstanding at the end of 1936 were 6.0 per cent greater than at the end of 1935. These figures refer to the amounts outstanding in the form of bills or accounts receivable and do not include accounts written off. They do not represent the amount of credit business transacted during the year, but represent only the amounts outstanding on December 31. From the accompanying table it will be noted that the only economic section which showed a decrease in outstanding accounts was the Prairie Provinces division. This economic division was also the only one to show a decrease in outstanding accounts at the end of the previous year. Its ratio of outstanding accounts to sales, however, still remained higher than that of the other economic divisions of Canada.

The total amount of accounts outstanding at the end of 1937 formed 12.5 per cent of the total wholesale trade of the year. Distribution of this amount by economic divisions, together with ratios that these figures form of annual sales are as follows: Maritime Provinces, \$12,823,000 or 14.0 per cent of sales; Quebec, \$42,824,000 or 11.1 per cent of sales; Ontario, \$56,427,000 or 11.4 per cent of sales; Prairie Provinces, \$41,929,000 or 16.8 per cent of sales; British Columbia, \$15,173,000 or 11.9 per cent of sales.

There is a considerable variation in the ratio of the value of outstanding accounts to annual sales according to kinds of business, ranging in 1937 from 4.1 per cent for dairy and poultry products to 38.3 per cent for machinery, equipment and supplies. At the end of the year there was \$42,585,000 owing to food wholesalers (groceries, dairy and poultry products, fruits and vegetables, meats and fish) compared with \$36,887,000 at the end of 1936, this amount formed 8.0 per cent of their annual sales compared with 8.1 per cent at the end of 1936. In the same way \$16,479,000 or 19.0 per cent of their annual sales was owing to wholesalers of dry goods and apparel compared with \$16,191,000 or 20.5 per cent the previous year. There was \$26,677,000 or 12.2 per cent of their annual sales owing to wholesale dealers in petroleum products compared with \$23,619,000 or 12.5 per cent of sales the previous year.

IV. Distribution of Sales of Marketers of Petroleum Products

The channels through which marketers of petroleum products distribute their goods are shown in Table 5. From this table it will be seen that 53.4 per cent of the total sales of marketers of petroleum products were made to retailers (including company-owned filling stations) in 1937; 17.2 per cent of total sales were made to jobbers; 13.6 per cent to other wholesalers.

Table 1.--WHOLESALESAERS PROPER - Indexes of Sales and Payrolls, by Economic Divisions and Kinds of Business, for Firms Furnishing Information for 1930, 1933, 1936 and 1937

	Indexes of Total Net Sales				Per cent change, 1937/36	Indexes of Salaries and Wages				Per cent change, 1937/36
	1930	1933	1936	1937		1930	1933	1936	1937	
Maritime Provinces.....	100.0	67.9	88.0	99.3	+ 12.8	100.0	71.7	78.9	84.6	+ 7.2
Quebec.....	100.0	65.9	84.7	100.2	+ 18.3	100.0	63.4	73.1	79.5	+ 8.8
Ontario.....	100.0	68.9	91.5	105.1	+ 14.9	100.0	74.2	85.2	93.6	+ 9.9
Prairie Provinces	100.0	60.6	79.8	86.7	+ 8.7	100.0	63.8	73.6	79.0	+ 7.3
British Columbia.....	100.0	63.5	84.9	97.2	+ 14.5	100.0	66.0	85.5	96.5	+ 12.9
CANADA.....	100.0	65.7	86.2	98.7	+ 14.4	100.0	67.7	78.5	85.7	+ 9.2
Amusement, photographic and sporting goods.....	100.0	57.6	78.4	90.3	+ 15.2	100.0	77.1	77.9	90.9	+ 16.7
Automotive.....	100.0	64.2	39.9	101.3	+ 12.6	100.0	71.2	89.2	100.6	+ 12.8
Chemicals and paints.....	100.0	92.3	127.6	139.4	+ 9.3	100.0	86.4	111.6	117.5	+ 5.3
Drugs and drug sundries..	100.0	79.1	95.2	105.7	+ 10.9	100.0	73.3	80.3	88.0	+ 9.6
Coal and coke.....	100.0	85.3	110.9	119.1	+ 7.3	100.0	92.8	105.1	99.6	- 5.2
Dry goods and apparel....	100.0	62.9	77.3	84.8	+ 9.7	100.0	63.7	66.2	71.5	+ 8.0
Electrical.....	100.0	43.4	83.4	112.2	+ 34.5	100.0	55.2	71.5	85.0	+ 18.9
Farm supplies.....	100.0	54.4	65.4	93.3	+ 42.7	100.0	82.3	79.7	86.7	+ 8.8
Foods.....	100.0	69.8	89.3	98.7	+ 10.6	100.0	75.8	85.2	91.2	+ 7.0
Furniture and house furnishings.....	100.0	53.5	74.6	89.9	+ 20.6	100.0	53.7	60.0	67.8	+ 13.0
General merchandise.....	100.0	64.3	95.6	111.5	+ 16.6	100.0	64.6	80.5	82.2	+ 2.1
Hardware.....	100.0	57.7	85.0	100.3	+ 17.9	100.0	64.2	78.4	87.4	+ 11.5
Jewellery and optical goods.....	100.0	63.9	104.8	124.9	+ 19.2	100.0	60.8	80.0	95.0	+ 18.8
Leather and leather goods	100.0	72.2	92.9	107.8	+ 16.1	100.0	75.4	91.5	99.2	+ 8.4
Lumber and building Materials.....	100.0	36.5	66.0	80.9	+ 22.6	100.0	40.1	52.7	60.5	+ 14.8
Machinery, equipment and supplies.....	100.0	36.7	66.9	91.2	+ 36.3	100.0	39.3	51.2	58.3	+ 13.9
Metals and metal work....	100.0	48.5	91.2	127.0	+ 39.3	100.0	54.9	79.6	93.0	+ 16.8
Paper and paper products..	100.0	76.9	94.8	107.3	+ 13.2	100.0	74.4	86.4	93.6	+ 8.3
Petroleum products.....	100.0	71.0	82.2	94.9	+ 15.4	100.0	78.8	88.4	95.7	+ 8.3
Plumbing and heating equipment and supplies..	100.0	38.0	62.6	80.7	+ 28.9	100.0	48.5	60.3	67.2	+ 11.4
Tobacco and confectionery	100.0	70.1	90.3	102.8	+ 13.9	100.0	78.6	89.8	98.1	+ 9.2
Waste material.....	100.0	62.6	126.7	147.6	+ 16.5	100.0	75.1	95.8	126.7	+ 32.3
All other.....	100.0	77.8	102.1	118.4	+ 16.0	100.0	71.2	89.0	96.7	+ 8.7

Table 2.--WHOLESALESAERS PROPER - Indexes of Sales and Stocks on Hand, by Economic Divisions and Kinds of Business, for Firms Furnishing Information for 1930, 1933, 1936 and 1937

	Indexes of Total Net Sales				Per cent change, 1937/36	Indexes of Stocks on Hand				Per cent change, 1937/36
	1930	1933	1936	1937		1930	1933	1936	1937	
Maritime Provinces..	100.0	67.9	88.0	99.3	+ 12.8	100.0	87.2	92.9	100.5	+ 8.2
Quebec.....	100.0	65.9	84.7	100.2	+ 18.3	100.0	73.4	84.8	94.1	+ 11.0
Ontario.....	100.0	68.9	91.5	105.1	+ 14.9	100.0	74.9	87.8	100.4	+ 14.4
Prairie Provinces...	100.0	60.6	79.8	86.7	+ 8.7	100.0	71.6	75.9	77.3	+ 1.8
British Columbia....	100.0	63.5	84.9	97.2	+ 14.5	100.0	82.0	93.6	105.0	+ 12.2
CANADA....	100.0	65.7	86.2	98.7	+ 14.4	100.0	74.9	84.7	93.3	+ 10.2
Amusement, photo-graphic and sport-ing goods.....	100.0	57.6	78.4	90.3	+ 15.2	100.0	78.0	85.3	98.5	+ 15.5
Automotive.....	100.0	64.2	89.9	101.3	+ 12.6	100.0	81.4	89.5	97.4	+ 8.8
Chemicals and paints	100.0	92.3	127.6	139.4	+ 9.3	100.0	118.3	140.1	160.6	+ 14.6
Drugs and drug sundries.....	100.0	79.1	95.2	105.7	+ 10.9	100.0	78.9	83.2	85.8	+ 3.1
Coal and coke.....	100.0	85.3	110.9	119.1	+ 7.3	100.0	76.1	91.9	117.0	+ 27.3
Dry goods and apparel.....	100.0	62.9	77.3	84.8	+ 9.7	100.0	63.9	72.2	82.0	+ 13.6
Electrical.....	100.0	43.4	83.4	112.2	+ 34.5	100.0	74.1	94.2	103.9	+ 10.3
Farm supplies.....	100.0	54.4	65.4	93.3	+ 42.7	100.0	76.8	124.4	125.6	+ 1.0
Foods.....	100.0	69.8	89.3	98.7	+ 10.6	100.0	79.7	102.4	107.5	+ 5.0
Groceries.....	100.0	82.4	97.3	105.2	+ 8.2	100.0	83.6	99.7	102.0	+ 2.3
Dairy and poultry products.....	100.0	66.0	83.8	99.8	+ 19.1	100.0	68.5	91.6	91.1	- 0.5
Fruits and vegetables.....	100.0	63.7	84.0	92.7	+ 10.4	100.0	83.4	119.8	121.2	+ 1.2
Meats and fish.....	100.0	57.9	83.4	93.3	+ 11.9	100.0	70.1	100.7	110.6	+ 9.8
Furniture and house furnishings.....	100.0	53.5	74.6	89.9	+ 20.6	100.0	53.2	71.2	85.4	+ 19.9
General merchandise.	100.0	64.3	95.6	111.5	+ 16.6	100.0	78.0	88.1	99.2	+ 12.6
Hardware.....	100.0	57.7	85.0	100.3	+ 17.9	100.0	74.0	84.8	95.8	+ 13.0
Jewellery and optical goods.....	100.0	63.9	104.8	124.9	+ 19.2	100.0	81.9	78.1	89.3	+ 14.3
Leather and leather goods.....	100.0	72.2	92.9	107.8	+ 16.1	100.0	74.6	74.6	93.1	+ 24.8
Lumber and building materials.....	100.0	36.5	66.0	80.9	+ 22.6	100.0	59.3	66.9	85.9	+ 28.4
Machinery, equipment and supplies.....	100.0	36.7	66.9	91.2	+ 36.3	100.0	76.5	61.9	64.9	+ 4.8
Metals and metal work.....	100.0	48.5	91.2	127.0	+ 39.3	100.0	78.2	84.6	112.7	+ 33.2
Paper and paper products.....	100.0	76.9	94.8	107.3	+ 13.2	100.0	79.1	78.7	85.2	+ 8.3
Petroleum products..	100.0	71.0	82.2	94.9	+ 15.4	100.0	77.9	84.8	90.3	+ 6.5
Plumbing and heating equipment and supplies.....	100.0	38.0	62.6	80.7	+ 28.9	100.0	75.9	74.9	86.9	+ 16.0
Tobacco and confec-tionery.....	100.0	70.1	90.3	102.8	+ 13.9	100.0	74.5	83.9	89.2	+ 6.3
Waste materials.....	100.0	62.6	126.7	147.6	+ 16.5	100.0	75.1	102.7	108.9	+ 6.0
All other.....	100.0	77.8	102.1	118.4	+ 16.0	100.0	75.5	80.7	99.4	+ 23.2

Table 3.--WHOLESALESAERS PROPER - Percentage of Gross Margin to Net Sales
for Selected Kinds of Business, 1936 and 1937

Kind of Business	1936		Mari- times	1937			
	CANADA	CANADA		Quebec	Ontario	Prai- ries	British Columbia
TOTAL.....	16.9	16.5	17.5	15.3	17.8	16.4	14.7
Amusement, photographic and sporting goods:							
Amusement and sporting goods.....	27.1	29.3	-	27.5	31.0	-	-
Photographic goods.....	29.4	25.7	-	-	-	-	-
Automotive:							
Automotive equipment...	25.1	24.8	21.2	26.9	26.7	23.5	23.5
Tires.....	13.8	12.3	-	-	-	-	-
Chemicals and paints:							
Chemicals.....	17.4	16.7	-	-	-	-	-
Paints, varnishes and enamels, etc.....	23.8	27.4	-	-	-	-	-
Drugs and drug sundries:							
Drugs.....	17.6	17.7	16.9	19.4	17.4	15.5	-
Drugs and allied pro- ducts.....	16.2	15.2	-	-	-	-	-
Toilet articles and preparations.....	33.0	35.1	-	-	-	-	-
Coal and coke:							
Wholesale dealers.....	10.5	11.3	-	9.7	12.2	11.9	-
Bulk shippers.....	7.7	7.5	-	6.8	9.1	-	-
Dry goods and apparel:							
Clothing.....	16.2	15.5	-	14.7	11.2	-	-
Furnishings.....	21.3	18.9	-	-	-	-	-
Dry goods.....	17.6	18.0	19.8	18.1	17.1	17.9	19.9
Millinery.....	21.9	27.0	-	-	-	-	-
Notions.....	25.5	25.4	-	-	-	-	-
Piece goods.....	17.7	16.5	-	-	-	-	-
Footwear.....	15.9	14.4	-	15.9	12.8	18.1	14.6
Electrical:.....	21.9	19.3	-	24.1	15.6	19.8	19.4
Farm supplies:							
Seeds and bulbs.....	26.6	20.0	-	-	-	-	-
Seeds.....	23.4	21.8	-	-	-	-	-
Hay and feed.....	8.0	7.1	-	-	-	-	-
Foods:							
Groceries.....	9.4	9.1	10.9	9.2	9.2	9.4	-
Grocery specialties....	12.1	11.3	12.8	15.0	9.3	10.7	10.4
Dairy and poultry products.....	8.7	10.1	9.3	9.1	13.4	9.8	14.9
Fruits and vegetables..	11.2	11.3	12.6	10.8(1)	10.4	11.8	12.7
Meats and meat products	16.0	13.8	19.7	12.2	13.7	14.5	12.8
Fish and sea foods.....	17.5	18.1	18.9(2)	15.9	22.5	15.0	18.8
Furniture and house furnishings:							
Furniture.....	-	-	-	-	-	-	-
House furnishings.....	25.8	25.6	-	24.3	28.6	-	-
General merchandise.....	17.7	17.7	-	18.1	18.0	-	-
Hardware.....	20.2	20.5	20.5	18.3	20.9	21.3	21.7
Jewellery and optical goods:							
Jewellery.....	26.4	26.4	-	28.0	25.8	25.3	-
Optical goods.....	40.9	41.0	-	-	-	-	-
Leather and leather goods.....	19.5	17.3	-	14.7	15.2	-	-

(1) and (2): See footnotes at end of table.

Table 3.--WHOLESALE PROPER - Percentage of Gross Margin to Net Sales
for Selected Kinds of Business, 1936 and 1937 (Contd.)

Kind of Business	1936	1937					
	CANADA	CANADA	Mari- times	Quebec	Ontario	Prai- ries	British Columbia
Lumber and building materials:							
Construction and building materials (other than metal and wood).....	22.9	24.0	-	22.0	29.5	-	-
Lumber and millwork....	15.5	15.6	-	-	-	-	-
Machinery, equipment and supplies:							
Commercial equipment and supplies.....	37.7	35.4	-	-	-	-	-
Construction equipment and supplies.....	16.6	17.0	-	-	-	-	-
Farm machinery and equipment.....	20.0	29.9	-	-	-	-	-
Manufacturing, lumbering, mining and drilling machinery.....	21.8	20.8	-	21.5	21.0	19.0	18.5
Professional equipment and supplies.....	31.0	30.6	-	-	-	-	-
Service equipment and supplies.....	29.2	27.0	-	-	-	-	-
Transportation equipment and supplies.....	15.1	13.5	-	-	-	-	-
Metals and metal work...	20.0	19.5	-	-	-	-	-
Paper and paper products.....	20.8	20.8	19.4	22.3	18.9	22.7	23.8
Petroleum products.....	27.1(3)	25.8(3)	27.4	25.0	29.8	20.8	21.9
Plumbing and heating equipment and supplies.	21.1	21.0	-	15.4	29.2	21.4	-
Tobacco and confectionery:							
Tobacco and tobacco products.....	9.5	9.7	-	9.7	9.6	9.5	9.7
Confectionery and soft drinks.....	17.3	16.6	-	-	-	-	-
Waste materials.....	18.9	15.4	-	15.8	15.8	11.2	-
All other:							
Books and periodicals..	20.3	21.3	-	-	-	-	-

- (1) A considerable part of the trade in Quebec consists of bulk selling to other wholesalers.
- (2) Includes a considerable amount of export business.
- (3) Not including sales by head offices of large companies.

Table 4.--WHOLESALESAERS PROPER - Accounts Outstanding at End of 1937.
by Economic Divisions and by Kinds of Business

Economic Division and Kind of Business	Net Sales, 1937.	Accounts Outstanding, At End of Year	
		Amount	Per Cent of sales
	\$	\$	
Maritime Provinces.....	91,629,000	12,823,000	14.0
Quebec.....	386,953,000	42,824,000	11.1
Ontario.....	495,682,000	56,427,000	11.4
Prairie Provinces.....	250,228,000	41,929,000	16.8
British Columbia.....	127,720,000	15,173,000	11.9
CANADA.....	1,352,212,000	169,176,000	12.5
Amusement, photographic and sporting goods...	3,865,000	628,000	16.2
Automotive.....	21,256,000	3,009,000	14.2
Chemicals and paints.....	11,695,000	938,000	8.0
Drugs and drug sundries.....	29,554,000	3,290,000	11.1
Coal and coke.....	59,836,000	8,158,000	13.6
Dry goods and apparel.....	86,822,000	16,479,000	19.0
Electrical.....	25,775,000	4,094,000	15.9
Farm supplies.....	14,955,000	977,000	6.5
Foods.....	533,948,000	42,585,000	8.0
Groceries.....	235,515,000	25,093,000	10.7
Dairy and poultry products.....	48,658,000	2,011,000	4.1
Fruits and vegetables.....	91,916,000	5,328,000	5.8
Meats and fish.....	157,859,000	10,153,000	6.4
Furniture and house furnishings.....	12,255,000	2,074,000	16.9
General merchandise.....	15,023,000	1,929,000	12.8
Hardware.....	66,118,000	12,004,000	18.2
Jewellery and optical goods.....	13,561,000	3,660,000	27.0
Leather and leather goods.....	7,956,000	1,301,000	16.4
Lumber and building materials.....	41,982,000	5,903,000	14.1
Machinery, equipment and supplies.....	54,101,000	20,743,000	38.3
Metals and metal work.....	17,861,000	2,219,000	12.4
Paper and paper products.....	24,103,000	3,014,000	12.5
Petroleum products.....	218,419,000	26,677,000	12.2
Plumbing and heating equipment and supplies..	11,704,000	1,877,000	16.0
Tobacco and confectionery.....	47,167,000	4,419,000	9.4
Waste materials.....	14,936,000	850,000	5.7
All other.....	19,320,000	2,348,000	12.2

Table 5.--Distribution of Sales of Marketers(1) of Petroleum Products, 1937

Economic Division	Sales of firms reporting, 1937 \$	Percentage of Sales to -						
		Sales to jobbers p.c.	Sales(2) to retailers p.c.	Sales to farmers and other primary producers p.c.	other whole-sale sales p.c.	Sales at retail prices p.c.	Export(3) Sales p.c.	Other p.c.
Canada, Total.....	216,986,500	17.2	53.4	9.0	13.6	4.2	2.1	0.5
Maritime Provinces.....	18,937,700	17.3	58.5	9.2	7.4	4.4	2.4	0.8
Quebec.....	39,569,400	20.5	51.8	2.8	16.0	6.3	2.1	0.5
Ontario.....	86,893,600	16.6	58.7	3.6	13.7	4.0	3.0	0.4
Prairie Provinces.....	48,790,700	14.8	52.2	25.9	5.5	0.5	0.8	0.3
British Columbia.....	22,795,100	18.9	34.3	4.1	31.3	9.3	1.1	1.0

(1) Includes marketing organizations of refining companies as well as jobbers.

(2) Includes company-owned filling stations.

(3) Export sales are attributed to offices reporting such sales.

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