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W H O L E S A L E

T R A D E L I B R A R Y

February, 1958

Total sales of Canadian wholesalers in February were estimated at \$575,334,000, 3 per cent above sales of \$560,794,000 in February 1957. Together, January and February sales amounted to \$1,134,584,000 and were virtually unchanged from sales of \$1,138,526,000 in the comparable period of 1957. 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 respective months.

The "all other" category and groceries and food specialties accounted for the highest percentage increase for the month (10 per cent each), followed by fresh fruits and vegetables and drugs and drug sundries (8 per cent each). Other increases were registered for farm machinery, 6 per cent; meat and dairy products, 5 per cent; automotive parts and accessories, 3 per cent; tobacco, confectionery and soft drinks, 2 per cent; and footwear, 1 per cent. The largest decrease (12 per cent) was recorded for both hardware and household electrical appliances and the second largest (10 per cent) for industrial and transportation equipment and supplies. Six other trades registered decreases which varied between 1 and 6 per cent.

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

Prepared in Wholesale Trade and Services Section,
Industry and Merchandising Division

6515-505-28

WHOLESALE TRADE

February 1958



Preliminary Estimates of Wholesale Sales and Percentage Changes

Kind of Business	February			January and February		
	S a l e s		% Change 1958/1957	S a l e s		% Change 1958/1957
	1957	1958		1957	1958	
	\$'000	\$'000		\$'000	\$'000	
TOTAL, ALL Trades	560,794	575,334	+ 2.6	1,138,526	1,134,584	- 0.3
Fresh Fruits and Vegetables	15,436	16,682	+ 8.1	30,132	33,067	+ 9.7
Groceries and Food Specialties	99,176	108,694	+ 9.6	201,665	216,173	+ 7.2
Meat and Dairy Products	10,658	11,223	+ 5.3	22,015	23,073	+ 4.8
Clothing and Furnishings	6,321	5,996	+ 5.1	11,545	10,309	-10.7
Footwear	2,308	2,330	+ 0.9	3,566	3,597	+ 0.9
Other Textile and Clothing Accessories .	16,592	16,249	- 2.1	30,137	30,462	+ 1.1
Coal and Coke	16,393	16,227	- 1.0	33,295	31,168	- 6.4
Drugs and Drug Sundries	14,102	15,184	+ 7.7	28,495	31,106	+ 9.2
Newsprint, Paper and Paper Products	23,056	21,712	- 5.8	46,630	44,128	- 5.4
Tobacco, Confectionery and Soft Drinks .	42,713	43,420	+ 1.7	83,897	87,875	+ 4.7
Automotive Parts and Accessories	23,363	24,113	+ 3.2	47,373	45,694	- 3.5
Commercial, Institutional and Service Equipment and Supplies	9,001	8,428	- 6.4	18,027	16,431	- 8.9
Construction Materials and Supplies, including Lumber	40,212	38,916	- 3.2	79,741	82,012	+ 2.8
Farm Machinery	3,527	3,730	+ 5.8	6,235	6,306	+ 1.1
Hardware	21,146	18,695	-11.6	39,845	36,665	- 8.0
Household Electrical Appliances	13,463	11,907	-11.6	26,708	25,386	- 4.9
Industrial and Transportation Equipment and Supplies	56,693	50,844	-10.3	95,336	84,629	-11.2
All Other Trades	146,634	160,984	+ 9.8	333,884	326,503	- 2.2