

The average index of sales (unadjusted) for the 12 months of 1949 (on the base, average for 1935-39=100) stood at 291.3 as compared with 283.2 for 1948 and 142.0 for 1941. An examination of the year-to-year trends indicates a falling-off in the rate of increase. In 1948, sales were 4 p.c. above 1947, 1947 sales were 12 p.c. above 1946, while 1946 sales exceeded 1945 volume by 19 p.c. These figures represent increases in dollar volume of sales and are not adjusted for price changes.

The Prairie Provinces recorded the largest gain of any region, with sales up 8 p.c. in 1949. Small decreases were registered in Quebec and British Columbia.

Fruit and vegetable dealers, whose 1948 sales fell 14 p.c. below 1947, made a recovery in 1949 to record the largest increase (11 p.c.) of any of the nine trades. They continued to lead during the first half of 1950 according to preliminary figures. All the dry goods and apparel trades registered smaller sales volumes in 1949 than in 1948. Footwear wholesalers' sales declined 2 p.c., sales of clothing wholesalers were down 6 p.c., while a drop of 9 p.c. in sales was reported by dry goods wholesalers. The trend continued into 1950, sales during the first six months of that year being lower than in the corresponding period of 1949 by 7 p.c. for footwear wholesalers, 10 p.c. for clothing wholesalers, and 8 p.c. for dry goods wholesalers. Automotive equipment and hardware dealers' sales, which showed increases of 5 p.c. and 4 p.c., respectively, in 1949 over 1948, were both 3 p.c. lower in the first half of 1950 than in the first six months of 1949.

#### 16.—Annual Indexes of Wholesale Sales and Inventories, by Kinds of Business and by Areas, 1941-49

(1935-39=100)

Kind of Business and Economic Area	1941	1943	1944	1945	1946	1947	1948	1949	P.C. Change 1949 from 1948
<b>SALES INDEXES</b>									
Automotive equipment...	157.8	158.1	197.2	242.8	334.0	369.8	379.9	397.6	+4.7
Drugs.....	145.2	184.2	201.9	222.1	245.2	254.6	281.8	305.5	+8.4
Clothing.....	142.8	177.5	183.1	186.3	229.3	255.4	265.1	248.2	-6.4
Footwear.....	141.6	173.1	188.8	224.0	279.4	300.8	286.8	281.9	-1.7
Dry goods.....	141.8	150.9	165.9	161.9	197.5	244.5	264.7	240.4	-9.2
Fruits and vegetables.....	131.2	206.1	222.0	262.4	291.2	274.7	237.2	263.0	+10.9
Groceries.....	134.7	150.3	169.3	180.2	208.9	244.2	254.0	257.0	+1.2
Hardware.....	165.2	173.1	183.8	212.0	277.4	325.0	359.7	374.9	+4.2
Tobacco and confectionery	150.6	207.3	230.1	258.1	296.9	317.1	354.8	372.8	+5.1
<b>Totals, Wholesale Trade.</b>	<b>142.0</b>	<b>168.3</b>	<b>186.0</b>	<b>205.4</b>	<b>244.0</b>	<b>272.0</b>	<b>283.2</b>	<b>291.3</b>	<b>+2.9</b>
<b>INVENTORY INDEXES</b>									
Dry goods.....	113.3	100.9	94.3	87.3	106.3	150.9	162.8	170.8	+4.9
Groceries.....	151.3	146.6	144.7	134.1	192.3	223.1	223.1	186.3	-16.5

<sup>1</sup> Excludes Newfoundland.

**Operating Results of Wholesalers.**—Ten wholesale trades concentrated in the consumer goods field, eight of which are comparable with those covered in the sales index series, are represented in the statistics on operations of wholesalers in 1949. This is the second of a series on the operations of wholesalers begun in 1947.