

18.10 Direct sales by commodity, 1970-73 (concluded)

Commodity	1970 \$'000	1971 \$'000	1972 \$'000	1973 \$'000	Percentage change 1972-73
Brushes, brooms, mops and household soaps and cleaners	22,270	23,471	27,352	26,099	-4.6
Cosmetics and costume jewellery	77,266	77,744	91,386	102,972	+12.7
Phonograph records	14,180	14,260	26,421	23,190	-12.2
Greenhouse flowers and nursery seeds, stocks, etc.	16,643	19,688	25,461	29,499	+15.9
Miscellaneous ¹	60,819	61,509	63,936	77,082	+20.6
Total, all commodities	817,873	849,470 ^r	934,660 ^r	1,034,133	+10.6

¹Includes leather goods, textiles, stamps, coins and personal stationery and sales of merchandise to credit card holders of gasoline oil companies, etc.

18.11 Methods of distribution of direct sales, 1973

Commodity	By door-to-door canvassing %	By mail %	From manufacturers' premises %	Through other channels ¹ %
Meat, fish and poultry	—	—	86.1	13.9
Frozen food plans	—	—	100.0	—
Dairy products	100.0	—	—	—
Bakery products	100.0	—	—	—
All other foods and beverages	59.8	—	4.1	36.1
Canvas, awnings, sails, tents, etc.	7.6	—	92.4	—
Clothing	21.9	—	78.1	—
Fur goods	—	—	100.0	—
Furniture, re-upholstery and repairs	—	—	100.0	—
Books	32.1	67.9	—	—
Newspapers	87.6	9.6	0.3	2.5
Magazines	—	100.0	—	—
Aluminum windows, doors, screens and awnings	55.1	—	44.9	—
Dinnerware, kitchenware and utensils	100.0	—	—	—
Sail boats and pleasure craft	—	—	100.0	—
Household electrical appliances	74.0	—	26.0	—
Pharmaceuticals and medicines	87.4	12.6	—	—
Brushes, brooms, mops and household soaps and cleaners	100.0	—	—	—
Cosmetics and costume jewellery	98.7	—	1.3	—
Phonograph records	—	100.0	—	—
Greenhouse flowers and nursery seeds, stocks, etc.	—	7.8	48.5	43.7
Miscellaneous	4.4	59.3	33.4	2.9
Total, all commodities	63.4	15.0	18.4	3.2

¹Includes roadside stands, market stalls, shows, exhibitions and other display and demonstration venues.

18.12 Sales finance company new paper purchased and balances outstanding, by class of goods, 1971-74 (million dollars)

Class of goods	Paper purchased				Balances outstanding Dec. 31			
	1971	1972	1973	1974 ^P	1971	1972	1973	1974 ^P
Consumer goods	806	941	1,080	1,104	890	1,025	1,150	1,198
New passenger cars	359	445	515	746	426	530	609	861
Used passenger cars	177	179	186					
Radio and television sets, household appliances, furniture and other consumer goods	270	317	379	358	273	291	341	337
Commercial and industrial	870	1,076	1,383	1,426	1,053	1,204	1,529	1,822
New commercial vehicles	455	576	784	955	495	607	826	1,149
Used commercial vehicles	75	94	111					
Other commercial goods	340	406	488	471	485	511	588	673
Total	1,676	2,017	2,463	2,530	1,943	2,229	2,679	3,020