

# Bulletin

June 2000 Retail Sales • Released August 21, 2000

## Signs of U.S. Slowdown Not Affecting Canadian Retail Sales

Retail sales for the month of June rose an impressive 7.9% over last June due to a strong performance from the Automotive Group and Furniture, Appliance, and Furnishing Stores. This is in contrast to the U.S economy where retailers are experiencing slower growth as economists predict a sharp slowdown.

As we end the second quarter for 2000, All Stores Less Auto, Food and Drugs have experienced growth of 6.1%. This has built on sustained growth over last four years

YTD	% Change
June 00/99	6.1%
99/98	6.2%
98/97	8.0%
97/96	4.9%

One positive sign to look at is a strong performing TSE which gives consumers confidence to continue purchasing big ticket items.

Consumers open Their Wallets for Men's Clothing  
 Clothing and Shoe Stores increased 8.2% from last June, bringing the first half of sales up 4.2%. Generally, throughout 2000 growth in the Clothing and Shoe Store category has been flat. Most growth is due to Other Clothing Stores which has gained 8.4% for the year-to-date. However for the month of June, Men's Specialty Clothing Stores posted a phenomenal 13.2% increase. One reason for this increase could be that these retailers picked up sales that would have normally gone to Eaton's.

Prairies Heat Up in June  
 Prairies posted the greatest increase of over 8% from the previous year. This can be attributed to an increase in oil prices that has strengthened their economy. Ontario retailers have also benefited from a strong economy as their cash registers have rung up an 8.2% sales increase. A very strong export market has bolstered the Ontario economy.

Please note:

The J.C. Williams Group National Retail Bulletin compares the latest monthly release of "raw" (i.e., unadjusted for seasonality) retail sales figures to those in the *same calendar month of the previous year*. Statistics Canada also reports seasonally adjusted sales that are compared to the *previous month within the current calendar year* to measure change in Gross Domestic Product (GDP). Although other sources use seasonally adjusted figures, J.C. Williams Group believes that using raw figures and making comparisons to the previous year's performance more accurately reflects the seasonality of the retail industry and, therefore, are more useful in analysis.

<b>Retail Sales by Store Category</b>			
<b>Sales for the Month of: June</b>	<b>2000</b>	<b>1999</b>	<b>2000 / 1999</b>
<b>All Stores</b>	<b>24,695.0</b>	<b>22,892.8</b>	<b>7.9%</b>
Automotive Group	10,705.5	9,789.8	9.4%
All Stores Less Automotive	13,989.5	13,103.0	6.8%
Food and Drug Group	6,395.7	6,029.9	6.1%
<b>All Stores Less Auto, Food and Drug</b>	<b>7,593.8</b>	<b>7,073.1</b>	<b>7.4%</b>
<b>General Merchandise Stores</b>	<b>2,539.4</b>	<b>2,393.5</b>	<b>6.1%</b>
Department Stores (incl concessions)	1,474.4	1,410.7	4.5%
<b>Furniture, Appliance, Furnishings Stores</b>	<b>1,228.2</b>	<b>1,122.4</b>	<b>9.4%</b>
<b>All Clothing and Shoe Stores</b>	<b>1,235.1</b>	<b>1,141.5</b>	<b>8.2%</b>
Women's Clothing Stores	386.7	372.9	3.7%
Men's Clothing Stores	141.8	125.3	13.2%
Shoe Stores	143.5	140.4	2.2%
<b>All Other Retail (except auto, food, drug)</b>	<b>2,591.1</b>	<b>2,415.7</b>	<b>7.3%</b>
<b>Year-to-date Sales</b>	<b>2000</b>	<b>1999</b>	<b>2000/1999</b>
<b>All Stores</b>	<b>130,471.0</b>	<b>121,934.9</b>	<b>7.0%</b>
Automotive Group	54,983.7	49,789.9	10.4%
All Stores Less Automotive	75,487.3	72,145.0	4.6%
Food and Drug Group	36,035.5	34,963.6	3.1%
<b>All Stores Less Auto, Food and Drug</b>	<b>39,451.8</b>	<b>37,181.4</b>	<b>6.1%</b>
<b>General Merchandise Stores</b>	<b>13,465.0</b>	<b>12,801.0</b>	<b>5.2%</b>
Department Stores (incl concessions)	7,607.9	7,404.8	2.7%
<b>Furniture, Appliance, Furnishings Stores</b>	<b>6,618.1</b>	<b>5,853.2</b>	<b>13.1%</b>
<b>All Clothing and Shoe Stores</b>	<b>6,403.6</b>	<b>6,112.2</b>	<b>4.8%</b>
Women's Clothing Stores	2,023.4	1,976.4	2.4%
Men's Clothing Stores	664.2	639.8	3.8%
Shoe Stores	733.5	745.3	-1.6%
<b>All Other Retail (except auto, food, drug)</b>	<b>12,965.1</b>	<b>12,415.0</b>	<b>4.4%</b>

ALL DOLLAR VALUES EXPRESSED IN MILLIONS OF CANADIAN DOLLARS; UNADJUSTED FIGURES; SOURCE: STATISTICS CANADA

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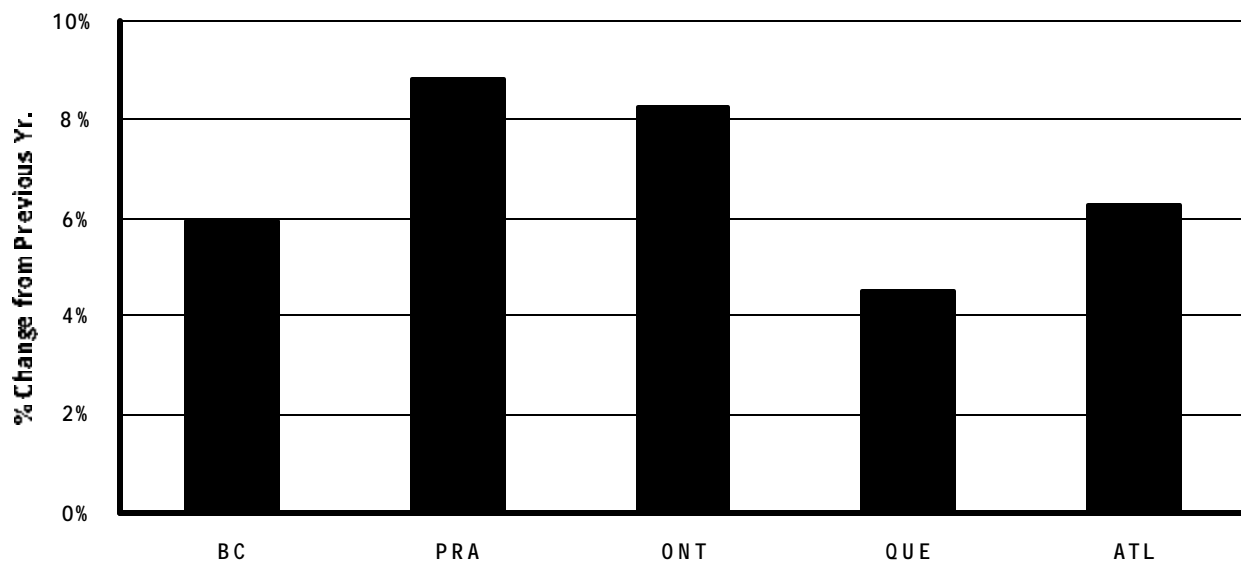
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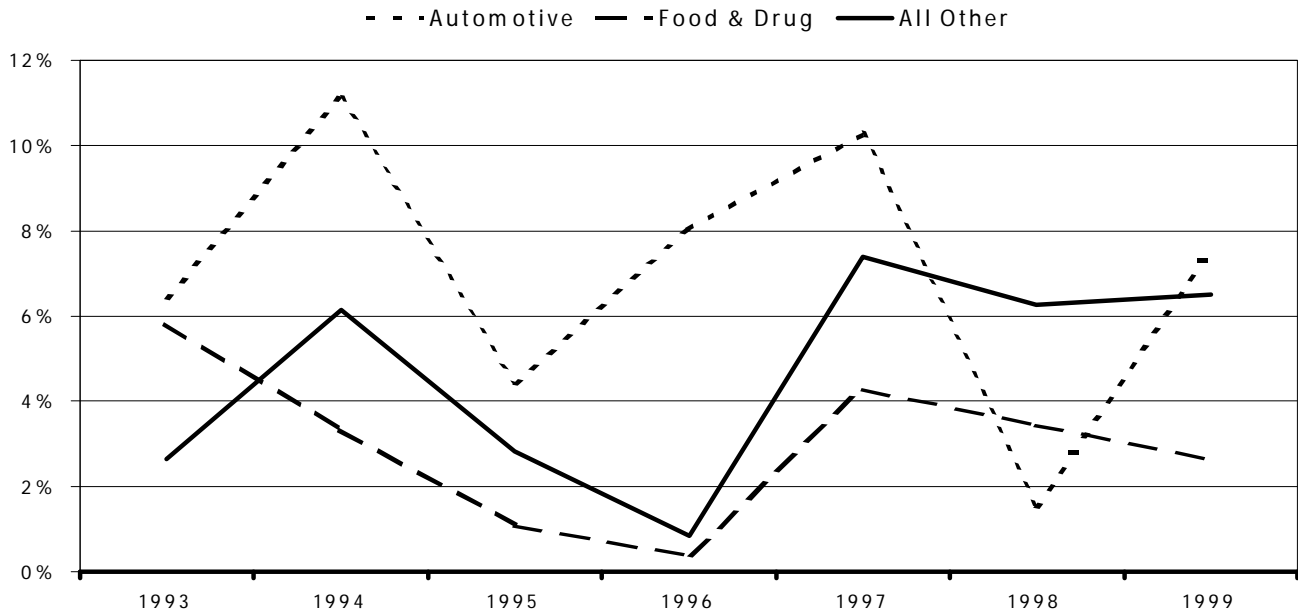
RETAIL TRADE, CANADA, ALL STORES, BY MAJOR REGION

	Year-to-Date 2000	Same Period 1999	Change 2000 / 1999
British Columbia	16,802.9	15,858.1	6.0%
Prairies	23,264.1	21,374.9	8.8%
Ontario	49,678.5	45,902.8	8.2%
Quebec	30,386.5	29,071.6	4.5%
Atlantic Canada	9,899.1	9,314.5	6.3%

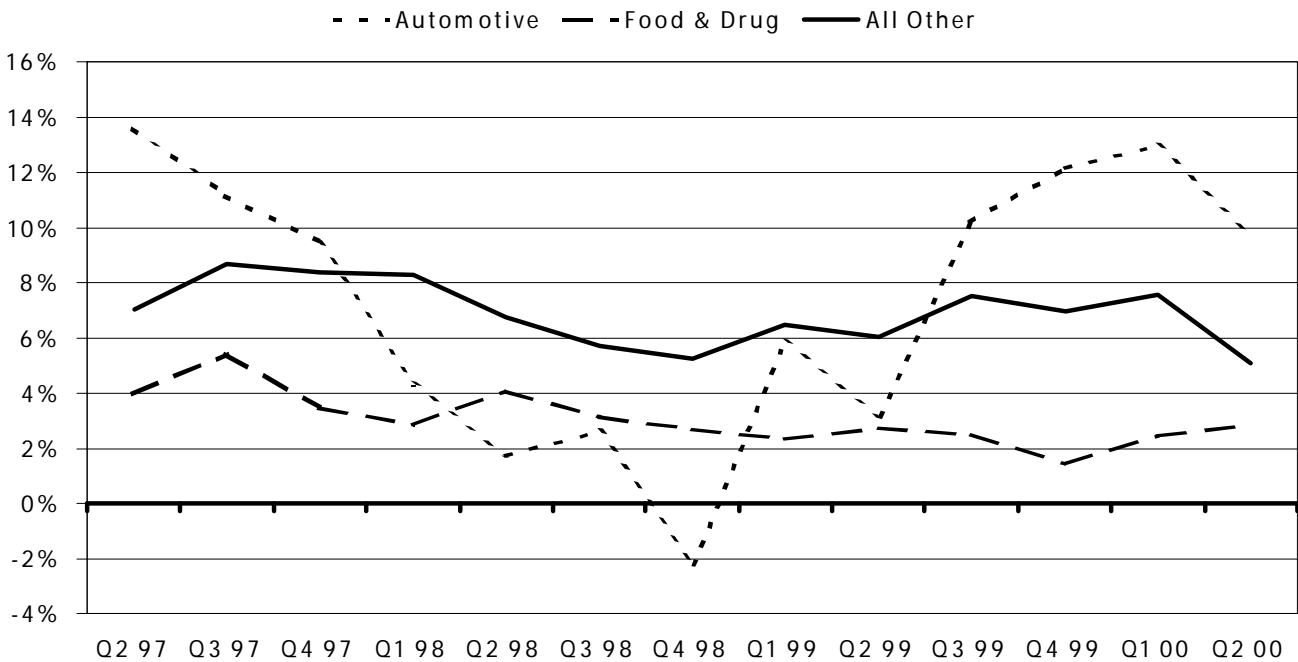
**Percentage Change in Retail Trade, All Stores, by Region  
Year-to-Date Compared to Same Period Last Year**



Canadian Retail Sales by Major Product Categories Year Over Year (1993 -1999)



Canadian Retail Sales by Major Product Categories From the Same Quarter A Year Earlier



**Consumer Price Index**

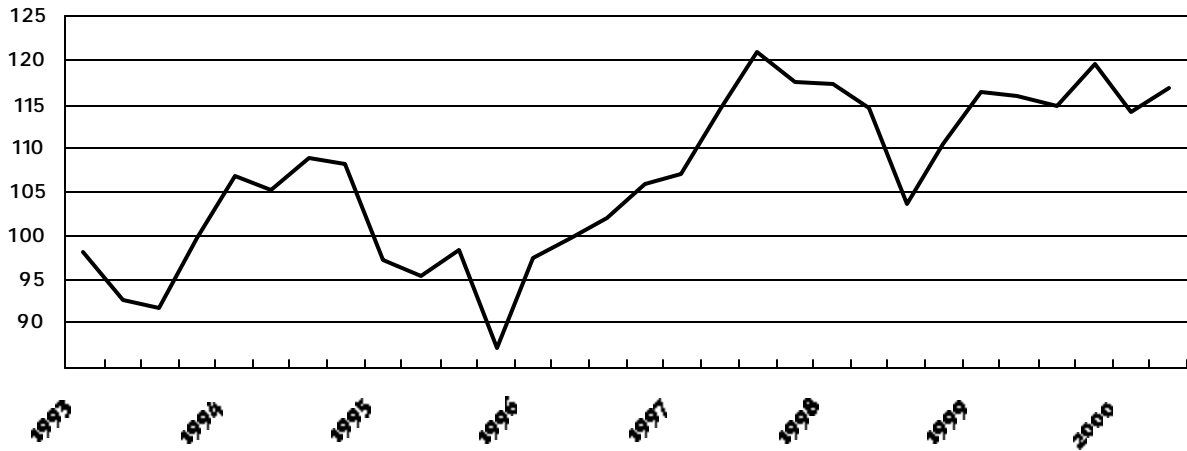
July 2000

vs.

July 1999

3.0%

**Canadian Consumer Confidence Index 1993-2000**



**Canadian Consumer Expenditures Index 1992 - 2000**

