Atlantic - Quebec Land Border Sales Jan - Mar 11-12

Atl/Que Gross Sales - Land Border	Mar 12					Mar 11					Variance		
Department (product lines) Rayon (gamme de produits)	Imported (IDNP) Importees	Imported (IDP) Importees	Domestic Nationales	Total	Sales Mix %	Imported (IDNP) Importees	Imported (IDP) Importees	Domestic Nationales	Total	Sales Mix %	Imported +/- %	Domestic +/- %	Total +/- %
Accessories (purses, wallets, sunglasses, etc.)	$16,152.12	$13,871.83	$5,376.81	$35,400.76	2.32%	$15,986.17	$12,503.57	$5,134.47	$33,624.21	2.45%	5.39%	4.72%	**5.28%**
Alcohol (liquor, liqueur, wine, coolers)	$352,268.53	$0.00	$102,718.02	$454,986.55	29.76%	$317,637.99		$97,182.05	$414,820.04	30.26%	10.90%	5.70%	**9.68%**
Beer (beer, malt-based coolers)	$682.45	$0.00	$46,526.70	$47,209.15	3.09%	$1,101.51		$45,945.14	$47,046.65	3.43%	-38.04%	1.27%	**0.35%**
Clothing (including hats, fur, leather)	$4,887.11	$4,670.92	$10,047.54	$19,605.57	1.28%	$5,584.49	$6,422.52	$9,973.66	$21,980.67	1.60%	-20.40%	0.74%	**-10.81%**
Crafts/arts	$0.00	$177.60	$974.05	$1,151.65	0.08%	$1.50	$32.85	$985.54	$1,019.89	0.07%	417.03%	-1.17%	**12.92%**
Electronics, Cameras, Binoculars, etc.	$0.00	$569.47	$186.20	$755.67	0.05%	$11.90	$625.97	$88.90	$726.77	0.05%	-10.72%	109.45%	**3.98%**
Food	$26,989.22	$1,338.22	$42,151.68	$70,479.12	4.61%	$24,777.71	$921.79	$35,407.10	$61,106.60	4.46%	10.23%	19.05%	**15.34%**
Glassware, Crystal, China, Figurines, Porcelain	$2,781.76	$1,048.59	$39.46	$3,869.81	0.25%	$2,664.13	$1,188.23	$333.65	$4,186.01	0.31%	-0.57%	-88.17%	**-7.55%**
Jewellery, Watches, Clocks	$40,258.87	$4,822.79	$7,505.84	$52,587.50	3.44%	$29,027.14	$9,379.51	$5,692.76	$44,099.41	3.22%	17.38%	31.85%	**19.25%**
Office and Travel Supplies	$1,850.25	$2,535.81	$8,006.66	$12,392.72	0.81%	$589.32	$2,149.11	$6,034.23	$8,772.66	0.64%	60.17%	32.69%	**41.27%**
Perfume, Cosmetics, Skincare	$306,669.49	$20.93	$25,602.28	$332,292.70	21.74%	$245,643.47		$16,259.47	$261,902.94	19.11%	24.85%	57.46%	**26.88%**
Souvenirs (no clothing)	$1,348.27	$4,551.73	$11,899.41	$17,799.41	1.16%	$964.44	$6,092.96	$9,699.89	$16,757.29	1.22%	-16.40%	22.68%	**6.22%**
Tobacco, Cigars, Loose Tobacco	$110,206.13	$173,116.46	$195,758.91	$479,081.50	31.34%	$105,876.90	$162,592.42	$185,367.19	$453,836.51	33.11%	5.53%	5.61%	**5.56%**
Other	$0.00	$916.49	$199.39	$1,115.88	0.07%	$3.00	$807.59	$92.40	$902.99	0.07%	13.06%	115.79%	**23.58%**
TOTAL / TOTAUX	**$864,094.20**	**$207,640.84**	**$456,992.95**	**$1,528,727.99**	**100.00%**	**$749,869.67**	**$202,716.52**	**$418,196.45**	**$1,370,782.64**	**100.00%**	**12.51%**	**9.28%**	**11.52%**

Atl/Que Gross Sales - Land Border	Jan - Mar 12					Jan - Mar 11					Variance		
Department (product lines) Rayon (gamme de produits)	Imported (IDNP) Importees	Imported (IDP) Importees	Domestic Nationales	Total	Sales Mix %	Imported (IDNP) Importees	Imported (IDP) Importees	Domestic Nationales	Total	Sales Mix %	Imported +/- %	Domestic +/- %	Total +/- %
Accessories (purses, wallets, sunglasses, etc.)	$39,326.71	$30,627.68	$15,676.40	$85,630.79	2.13%	$38,775.57	$32,972.54	$13,964.86	$85,712.97	2.20%	-2.50%	12.26%	**-0.10%**
Alcohol (liquor, liqueur, wine, coolers)	$906,036.24	$0.00	$281,994.99	$1,188,031.23	29.54%	$905,852.33		$282,249.44	$1,188,101.77	30.47%	0.02%	-0.09%	**-0.01%**
Beer (beer, malt-based coolers)	$1,830.45	$0.00	$114,144.75	$115,975.20	2.88%	$3,352.86		$120,648.03	$124,000.89	3.18%	-45.41%	-5.39%	**-6.47%**
Clothing (including hats, fur, leather)	$13,141.11	$13,042.24	$37,249.36	$63,432.71	1.58%	$11,973.57	$20,798.06	$39,796.15	$72,567.78	1.86%	-20.10%	-6.40%	**-12.59%**
Crafts/arts	$37.45	$298.95	$4,385.32	$4,721.72	0.12%	$1.50	$165.10	$5,581.71	$5,748.31	0.15%	101.92%	-21.43%	**-17.86%**
Electronics, Cameras, Binoculars, etc.	$164.75	$1,444.90	$396.90	$2,006.55	0.05%	$26.80	$979.91	$273.85	$1,280.56	0.03%	59.89%	44.93%	**56.69%**
Food	$75,179.93	$4,078.41	$128,780.02	$208,038.36	5.17%	$73,391.47	$2,212.44	$119,305.32	$194,909.23	5.00%	4.83%	7.94%	**6.74%**
Glassware, Crystal, China, Figurines, Porcelain	$8,945.61	$3,468.33	$195.68	$12,609.62	0.31%	$12,224.76	$2,994.10	$411.38	$15,630.24	0.40%	-18.43%	-52.43%	**-19.33%**
Jewellery, Watches, Clocks	$97,876.79	$15,307.98	$18,606.69	$131,791.46	3.28%	$83,937.70	$19,015.48	$16,286.08	$119,239.26	3.06%	9.94%	14.25%	**10.53%**
Office and Travel Supplies	$5,178.81	$5,985.45	$20,027.91	$31,192.17	0.78%	$2,077.86	$4,511.14	$20,421.05	$27,010.05	0.69%	69.44%	-1.93%	**15.48%**
Perfume, Cosmetics, Skincare	$770,555.07	$81.64	$61,506.53	$832,143.24	20.69%	$688,131.77	$7.48	$49,038.92	$737,178.17	18.90%	11.99%	25.42%	**12.88%**
Souvenirs (no clothing)	$3,914.70	$13,005.97	$40,529.28	$57,449.95	1.43%	$2,668.80	$15,019.97	$37,721.52	$55,410.29	1.42%	-4.34%	7.44%	**3.68%**
Tobacco, Cigars, Loose Tobacco	$288,478.21	$464,991.69	$530,706.56	$1,284,176.46	31.93%	$290,679.21	$462,305.10	$516,281.33	$1,269,265.64	32.55%	0.06%	2.79%	**1.17%**
Other	$0.00	$3,536.16	$491.68	$4,027.84	0.10%	$6.95	$3,387.77	$226.91	$3,621.63	0.09%	4.17%	116.69%	**11.22%**
TOTAL / TOTAUX	**$2,210,665.83**	**$555,869.40**	**$1,254,692.07**	**$4,021,227.30**	**100.00%**	**$2,113,101.15**	**$564,369.09**	**$1,222,206.55**	**$3,899,676.79**	**100.00%**	**3.33%**	**2.66%**	**3.12%**