Atlantic - Quebec Land Border Sales Jan - Oct 10-11

Atl/Que Gross Sales - Land Border	Oct 11					Oct 10					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.)	$47,173.81	$21,419.99	$19,208.51	$87,802.31	3.39%	$37,553.20	$23,164.26	$21,204.51	$81,921.97	3.01%	12.97%	-9.41%	**7.18%**
Alcohol (liquor, liqueur, wine, coolers)	$578,429.53	$0.00	$214,861.58	$793,291.11	30.63%	$642,132.70	$0.00	$250,270.93	$892,403.63	32.80%	-9.92%	-14.15%	**-11.11%**
Beer (beer, malt-based coolers)	$1,109.40	$0.00	$59,498.73	$60,608.13	2.34%	$1,593.06	$0.00	$67,456.97	$69,050.03	2.54%	-30.36%	-11.80%	**-12.23%**
Clothing (including hats, fur, leather)	$13,344.58	$13,532.89	$23,651.57	$50,529.04	1.95%	$13,842.04	$18,662.69	$25,349.92	$57,854.65	2.13%	-17.31%	-6.70%	**-12.66%**
Crafts/arts	$0.00	$160.95	$1,944.00	$2,104.95	0.08%	$0.00	$211.90	$2,889.96	$3,101.86	0.11%	-24.04%	-32.73%	**-32.14%**
Electronics, Cameras, Binoculars, etc.	$850.40	$1,414.87	$67.25	$2,332.52	0.09%	$1,186.45	$395.12	$198.10	$1,779.67	0.07%	43.23%	-66.05%	**31.06%**
Food	$55,606.80	$3,210.81	$108,554.31	$167,371.92	6.46%	$60,292.67	$1,688.91	$109,926.73	$171,908.31	6.32%	-5.10%	-1.25%	**-2.64%**
Glassware, Crystal, China, Figurines, Porcelain	$8,724.08	$4,647.62	$263.35	$13,635.05	0.53%	$10,676.80	$3,277.50	$688.28	$14,642.58	0.54%	-4.18%	-61.74%	**-6.88%**
Jewellery, Watches, Clocks	$67,020.10	$14,414.59	$14,204.21	$95,638.90	3.69%	$58,437.13	$13,558.11	$17,356.15	$89,351.39	3.28%	13.11%	-18.16%	**7.04%**
Office and Travel Supplies	$4,986.50	$5,741.26	$9,533.15	$20,260.91	0.78%	$1,601.64	$6,591.69	$12,643.66	$20,836.99	0.77%	30.93%	-24.60%	**-2.76%**
Perfume, Cosmetics, Skincare	$535,723.97	$86.93	$39,645.55	$575,456.45	22.22%	$553,726.84	$11.96	$43,663.06	$597,401.86	21.96%	-3.24%	-9.20%	**-3.67%**
Souvenirs (no clothing)	$2,640.86	$14,708.46	$19,447.94	$36,797.26	1.42%	$2,265.00	$13,490.58	$22,382.64	$38,138.22	1.40%	10.12%	-13.11%	**-3.52%**
Tobacco, Cigars, Loose Tobacco	$160,308.65	$239,014.79	$280,565.33	$679,888.77	26.26%	$155,361.24	$248,104.84	$274,469.53	$677,935.61	24.92%	-1.03%	2.22%	**0.29%**
Other	$0.00	$3,260.84	$525.01	$3,785.85	0.15%	$9.90	$3,974.39	$354.89	$4,339.18	0.16%	-18.16%	47.94%	**-12.75%**
TOTAL / TOTAUX	**$1,475,918.68**	**$321,614.00**	**$791,970.49**	**$2,589,503.17**	**100.00%**	**$1,538,678.67**	**$333,131.95**	**$848,855.33**	**$2,720,665.95**	**100.00%**	**-3.97%**	**-6.70%**	**-4.82%**

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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.)	$354,031.16	$244,627.20	$130,947.63	$729,605.99	2.90%	$335,348.30	$249,623.46	$148,566.41	$733,538.17	2.88%	2.34%	-11.86%	**-0.54%**
Alcohol (liquor, liqueur, wine, coolers)	$5,946,119.11	$0.00	$1,941,592.00	$7,887,711.11	31.35%	$6,321,805.10	$0.00	$2,032,213.13	$8,354,018.23	32.81%	-5.94%	-4.46%	**-5.58%**
Beer (beer, malt-based coolers)	$16,555.54	$0.00	$687,623.68	$704,179.22	2.80%	$22,278.31	$0.00	$787,012.23	$809,290.54	3.18%	-25.69%	-12.63%	**-12.99%**
Clothing (including hats, fur, leather)	$122,297.68	$141,166.94	$212,253.21	$475,717.83	1.89%	$92,624.05	$134,589.01	$211,885.10	$439,098.16	1.72%	15.95%	0.17%	**8.34%**
Crafts/arts	$156.75	$1,597.39	$19,437.67	$21,191.81	0.08%	$290.95	$1,783.25	$23,762.20	$25,836.40	0.10%	-15.43%	-18.20%	**-17.98%**
Electronics, Cameras, Binoculars, etc.	$3,831.85	$12,061.13	$1,961.70	$17,854.68	0.07%	$5,569.33	$4,005.57	$3,063.85	$12,638.75	0.05%	65.99%	-35.97%	**41.27%**
Food	$508,665.84	$21,976.49	$867,753.04	$1,398,395.37	5.56%	$511,680.36	$21,474.64	$818,792.98	$1,351,947.98	5.31%	-0.47%	5.98%	**3.44%**
Glassware, Crystal, China, Figurines, Porcelain	$60,343.74	$31,044.63	$3,292.10	$94,680.47	0.38%	$84,512.57	$22,379.72	$5,913.71	$112,806.00	0.44%	-14.50%	-44.33%	**-16.07%**
Jewellery, Watches, Clocks	$600,863.04	$120,462.37	$142,847.40	$864,172.81	3.43%	$600,119.47	$115,634.57	$155,319.27	$871,073.31	3.42%	0.78%	-8.03%	**-0.79%**
Office and Travel Supplies	$36,075.68	$48,378.12	$118,339.32	$202,793.12	0.81%	$21,331.66	$48,864.98	$132,492.54	$202,689.18	0.80%	20.31%	-10.68%	**0.05%**
Perfume, Cosmetics, Skincare	$5,155,161.19	$1,323.04	$339,560.10	$5,496,044.33	21.84%	$4,996,388.57	$249.96	$348,362.22	$5,345,000.75	20.99%	3.20%	-2.53%	**2.83%**
Souvenirs (no clothing)	$27,837.71	$122,586.20	$235,290.36	$385,714.27	1.53%	$25,351.07	$120,333.03	$245,110.01	$390,794.11	1.53%	3.25%	-4.01%	**-1.30%**
Tobacco, Cigars, Loose Tobacco	$1,659,122.76	$2,387,301.02	$2,802,401.01	$6,848,824.79	27.22%	$1,689,514.25	$2,447,726.75	$2,632,294.94	$6,769,535.94	26.59%	-2.20%	6.46%	**1.17%**
Other	$63.54	$27,594.31	$4,876.28	$32,534.13	0.13%	$437.85	$38,376.78	$4,244.39	$43,059.02	0.17%	-28.74%	14.89%	**-24.44%**
TOTAL / TOTAUX	**$14,491,125.59**	**$3,160,118.84**	**$7,508,175.50**	**$25,159,419.93**	**100.00%**	**$14,707,251.84**	**$3,205,041.72**	**$7,549,032.98**	**$25,461,326.54**	**100.00%**	**-1.46%**	**-0.54%**	**-1.19%**