Pacific Land Border Sales Jan - Dec 10-11

Pacific Gross Sales - Land Border	Dec 11					Dec 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.)	$19,014.15	$10,077.26	$4,175.40	$33,266.81	1.75%	$11,797.81	$8,139.11	$2,787.32	$22,724.24	1.21%	45.92%	49.80%	**46.39%**
Alcohol (liquor, liqueur, wine, coolers)	$476,710.71	$0.00	$183,784.28	$660,494.99	34.72%	$478,255.39	$0.00	$215,795.90	$694,051.29	37.01%	-0.32%	-14.83%	**-4.83%**
Beer (beer, malt-based coolers)	$1,546.71	$0.00	$16,087.78	$17,634.49	0.93%	$1,874.33	$0.00	$16,109.78	$17,984.11	0.96%	-17.48%	-0.14%	**-1.94%**
Clothing (including hats, fur, leather)	$12,643.14	$16,870.42	$3,660.58	$33,174.14	1.74%	$12,110.94	$15,848.45	$3,447.00	$31,406.39	1.67%	5.56%	6.20%	**5.63%**
Crafts/arts	$1,768.35	$183.00	$67.41	$2,018.76	0.11%	$48.97	$77.50	$242.48	$368.95	0.02%	1442.94%	-72.20%	**447.16%**
Electronics, Cameras, Binoculars, etc.	$379.05	$34.00	$0.00	$413.05	0.02%	$126.97	$188.00	$0.00	$314.97	0.02%	31.14%	0.00%	**31.14%**
Food	$60,419.19	$1,778.22	$40,526.54	$102,723.95	5.40%	$57,189.97	$1,479.49	$38,255.12	$96,924.58	5.17%	6.01%	5.94%	**5.98%**
Glassware, Crystal, China, Figurines, Porcelain	$9,642.45	$865.29	$138.39	$10,646.13	0.56%	$5,672.12	$1,634.48	$39.90	$7,346.50	0.39%	43.81%	246.84%	**44.91%**
Jewellery, Watches, Clocks	$46,590.29	$68,019.22	$5,744.35	$120,353.86	6.33%	$43,056.40	$84,526.41	$9,412.42	$136,995.23	7.31%	-10.17%	-38.97%	**-12.15%**
Office and Travel Supplies	$9,114.56	$1,096.24	$445.15	$10,655.95	0.56%	$4,597.22	$1,812.80	$616.77	$7,026.79	0.37%	59.29%	-27.83%	**51.65%**
Perfume, Cosmetics, Skincare	$441,328.43	$6,655.43	$6,969.15	$454,953.01	23.92%	$391,271.09	$3,426.96	$10,615.34	$405,313.39	21.61%	13.50%	-34.35%	**12.25%**
Souvenirs (no clothing)	$2,611.67	$8,369.74	$1,487.66	$12,469.07	0.66%	$2,731.95	$8,377.21	$2,398.00	$13,507.16	0.72%	-1.15%	-37.96%	**-7.69%**
Tobacco, Cigars, Loose Tobacco	$212,049.14	$0.00	$229,867.40	$441,916.54	23.23%	$221,804.65	$0.00	$218,388.72	$440,193.37	23.47%	-4.40%	5.26%	**0.39%**
Other	$470.89	$793.04	$129.30	$1,393.23	0.07%	$393.75	$435.36	$211.30	$1,040.41	0.06%	52.44%	-38.81%	**33.91%**
TOTAL / TOTAUX	**$1,294,288.73**	**$114,741.86**	**$493,083.39**	**$1,902,113.98**	**100.00%**	**$1,230,931.56**	**$125,945.77**	**$518,320.05**	**$1,875,197.38**	**100.00%**	**3.84%**	**-4.87%**	**1.44%**

Pacific Gross Sales - Land Border	Jan - Dec 11					Jan - Dec 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.)	$256,766.30	$151,947.95	$34,255.60	$442,969.85	1.84%	$229,462.52	$121,438.37	$19,849.70	$370,750.59	1.62%	16.48%	72.57%	**19.48%**
Alcohol (liquor, liqueur, wine, coolers)	$5,683,960.60	$0.00	$2,717,232.15	$8,401,192.75	34.91%	$5,585,159.70	$0.00	$2,936,219.31	$8,521,379.01	37.16%	1.77%	-7.46%	**-1.41%**
Beer (beer, malt-based coolers)	$22,177.37	$0.00	$263,096.70	$285,274.07	1.19%	$27,829.59	$0.00	$276,488.77	$304,318.36	1.33%	-20.31%	-4.84%	**-6.26%**
Clothing (including hats, fur, leather)	$147,609.33	$291,456.77	$49,234.84	$488,300.94	2.03%	$224,094.92	$239,412.91	$86,238.38	$549,746.21	2.40%	-5.27%	-42.91%	**-11.18%**
Crafts/arts	$13,757.02	$1,935.84	$2,533.44	$18,226.30	0.08%	$1,461.01	$2,022.50	$4,008.07	$7,491.58	0.03%	350.49%	-36.79%	**143.29%**
Electronics, Cameras, Binoculars, etc.	$1,622.67	$777.95	$2.87	$2,403.49	0.01%	$1,856.08	$1,323.75	$239.96	$3,419.79	0.01%	-24.50%	-98.80%	**-29.72%**
Food	$688,228.42	$18,921.61	$472,548.51	$1,179,698.54	4.90%	$666,375.44	$20,469.79	$497,130.61	$1,183,975.84	5.16%	2.96%	-4.94%	**-0.36%**
Glassware, Crystal, China, Figurines, Porcelain	$68,872.96	$16,340.19	$2,665.93	$87,879.08	0.37%	$73,037.56	$19,300.67	$7,627.43	$99,965.66	0.44%	-7.72%	-65.05%	**-12.09%**
Jewellery, Watches, Clocks	$424,333.53	$1,004,850.15	$68,020.68	$1,497,204.36	6.22%	$435,983.57	$685,999.36	$110,375.31	$1,232,358.24	5.37%	27.38%	-38.37%	**21.49%**
Office and Travel Supplies	$67,170.62	$11,088.90	$4,520.02	$82,779.54	0.34%	$30,450.27	$12,469.06	$8,335.64	$51,254.97	0.22%	82.34%	-45.77%	**61.51%**
Perfume, Cosmetics, Skincare	$4,388,245.10	$83,406.73	$64,591.31	$4,536,243.14	18.85%	$3,846,770.34	$14,457.19	$70,932.98	$3,932,160.51	17.15%	15.81%	-8.94%	**15.36%**
Souvenirs (no clothing)	$36,757.72	$131,159.53	$22,146.91	$190,064.16	0.79%	$67,313.75	$155,404.99	$48,977.99	$271,696.73	1.18%	-24.61%	-54.78%	**-30.05%**
Tobacco, Cigars, Loose Tobacco	$3,325,098.93	$0.00	$3,515,537.37	$6,840,636.30	28.42%	$3,267,964.23	$0.00	$3,112,915.72	$6,380,879.95	27.83%	1.75%	12.93%	**7.21%**
Other	$3,942.55	$5,494.80	$3,276.63	$12,713.98	0.05%	$9,694.42	$4,419.77	$5,174.09	$19,288.28	0.08%	-33.14%	-36.67%	**-34.08%**
TOTAL / TOTAUX	**$15,128,543.12**	**$1,717,380.42**	**$7,219,662.96**	**$24,065,586.50**	**100.00%**	**$14,467,453.40**	**$1,276,718.36**	**$7,184,513.96**	**$22,928,685.72**	**100.00%**	**7.00%**	**0.49%**	**4.96%**