



After five months of gradual decline, there was good news for Canadian border store sales in April with a YOY increase of 8.89% for the month, taking sales to C\$9.6m (\$8.9m).

Whilst demonstrating a better start to the first quarter trading, combined figures for January – April 2014 are still 3.8% down on last year, however, dropping from C\$33.4m (\$31m) to C\$32.1m (\$29.8m) according to figures released by Duty Free Shop Program and the Canada Border Services Agency (CBSA).

Airport duty free sales in the region continue to look healthy, reporting sales of C\$23.7m for April 2014, +15.5% on April 2013. This has contributed to January – April total revenue of C\$97.9m, a YOY rise of 13.8%.

Helping to improve the fortunes of Canadian border shops in April were alcohol (liquor, liqueur, wine, coolers) at +9.6% YOY; tobacco (cigarettes, cigars, loose tobacco) +4.2%; perfume, cosmetics & skincare at +16.4%; and food, which saw the most impressive growth of 25.7%.

In airports the biggest revenue generator through April was perfume, cosmetics & skincare at +20.2% YOY, followed by alcohol +7.2%. Tobacco proved to be the third biggest selling category in sales over C\$3m, but in fact experienced a marginal decline of 0.7% against April 2013.

[Image shows Canadas Windsor border store]