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CHAIN STORE
SALES AND STOCKS

MAY, 1950

Four of the six trades covered in this bulletin reported increased sales in May 1950 compared with the same month a year ago. Hardware and food stores had large gains of 18% and 16% respectively. Variety store sales were up 6% while chain shoe stores recorded a 4% increase, the first in some months. Declines in the remaining two trades amounted to 1% in the case of drug stores and 5% for women's clothing store chains.

All six trades reported increased holdings of stocks on May 1, 1950 compared with the same date a year ago. Hardware stocks were up 37%. Grocery, shoe and variety stores reported inventories up 11%, 11% and 10% respectively. For the second successive month, women's clothing store stocks were virtually unchanged. These stock values are expressed in terms of selling price.

NOTE: The number of stores shown in the last table of this report relate to the sample of chain companies used to determine trends. They constitute at least 85%, by volume, of the total chain store sales in each of the six different trades covered in this bulletin.

Prepared in Merchandising and Services Section.

Table 1.-- Sales and Stocks, May 1950

Six Trades

(In Thousands of Dollars)

Trade	1949		1950		% Change	
	Sales	Stocks	Sales	Stocks	May 1950/1949	
					Sales	Stocks
\$	\$	\$	\$	%	%	
Grocery Stores	35,164	28,098	40,647	31,126	+15.6	+10.8
Women's Clothing Stores ..	3,164	7,037	3,001	7,070	- 5.2	+ 0.5
Shoe Stores	2,814	15,523	2,920	17,222	+ 3.8	+10.9
Hardware Stores	921	2,660	1,084	3,639	+17.7	+36.8
Drug Stores	2,193	6,883	2,168	7,383	- 1.1	+ 7.3
Variety Stores	11,250	33,983	11,938	37,325	+ 6.1	+ 9.8

Table 2.-- Sales/Stocks Relationships, May 1950

Trade	Stocks/Sales Ratio		Stock Turnover Rate
	May 1949	May 1950	May 1950
Grocery Stores	0.8	0.8	14.8
Women's Clothing Stores	2.2	2.4	5.0
Shoe Stores	5.5	5.9	1.8
Hardware Stores.....	2.9	3.4	2.8
Drug Stores	3.1	3.4	3.8
Variety Stores	3.0	3.1	3.9

Stock/Sales Ratios--are obtained by dividing Stocks at Selling Value as at the beginning of the month by Sales made during the month.

Stock Turnover Rates--are obtained by dividing Sales in the 12 months ending with the report month by Stocks at Selling Value at the beginning of the report month.

Table 3.-- Number of Stores Operated by Sample Firms

Trade	Number of Stores	
	May 1949	May 1950
Grocery Stores	777	775
Women's Clothing Stores	257	269
Shoe Stores	461	468
Hardware Stores	38	37
Drug Stores	248	248
Variety Stores	488	496