

AUG 15 1950
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DOMINION BUREAU OF STATISTICS
Industry and Merchandising Division
OTTAWA

Published by Authority of the Rt. Hon. C. D. Howe, Minister of Trade and Commerce

Vol. 3 - No. 6

16-4090
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Price .10



CHAIN STORE
SALES AND STOCKS

JUNE, 1950

Four of the six trades covered in this bulletin reported increased sales in June 1950 compared with the same month a year ago. Food store chains reported a substantial sales gain of 23% while hardware and variety store sales were up 15% and 7% respectively. Shoe stores showed a 2% sales increase. Declines in the remaining two trades amounted to 3% in the case of women's clothing stores and one per cent for drug store chains.

All trades except women's clothing stores reported increased holdings of stocks on June 1, 1950, compared with the same date a year ago. Stocks of hardware chains have been steadily expanded in recent months and, at the beginning of June, were 28% above the inventory level on the same date a year previously. Grocery, variety, shoe, and drug stores reported inventories up 17%, 11%, 10% and 5% respectively. The decline in women's clothing store stocks amounted to one per cent. 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 by this bulletin.

Prepared in Merchandising and Services Section.

Table 1. - Sales and Stocks, June 1950

Six Trades

(In Thousands of Dollars)

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Trade	1949		1950		% Change	
	Sales	Stocks	Sales	Stocks	June 1950/1949	
	\$	\$	\$	\$	Sales %	Stocks %
Grocery Stores	37,025	27,217	45,553	31,952	+23.0	+17.4
Women's Clothing Stores ..	3,437	7,391	3,341	7,328	- 2.8	- 0.9
Shoe Stores	3,308	15,722	3,378	17,210	+ 2.1	+ 9.5
Hardware Stores	934	2,749	1,078	3,512	+15.4	+27.8
Drug Stores	2,203	6,967	2,188	7,313	- 0.7	+ 5.0
Variety Stores	11,627	33,728	12,484	37,432	+ 7.4	+11.0

Table 2. - Sales/Stocks Relationships, June 1950

Trade	Stocks/Sales Ratio		Stock Turnover Rate
	June 1949	June 1950	June 1950
Grocery Stores	0.7	0.7	14.7
Women's Clothing Stores ..	2.2	2.2	4.8
Shoe Stores	4.8	5.1	1.8
Hardware Stores	2.9	3.3	3.3
Drug Stores	3.2	3.3	3.8
Variety Stores	2.9	3.0	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	
	June 1949	June 1950
Grocery Stores	777	772
Women's Clothing Stores ..	257	267
Shoe Stores	461	469
Hardware Stores	38	37
Drug Stores	248	248
Variety Stores	486	500