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CHAIN STORE SALES AND STOCKS

JUNE, 1951

A marked gain of 23% in chain food store sales in June 1951 was the outstanding feature, from the point of view of sales, of the six trades covered in this bulletin. Food stocks showed an even greater increase, the value of stock holdings at June 1, 1951 being 28% higher than on June 1, 1950.

Chain variety and women's clothing stores both reported sales 14% higher than in June 1950. The value of variety store stocks increased 27% and those of women's clothing stores, 21%.

A 12% gain in sales volume by chain drug stores, accomplished with 5 fewer stores, was the largest recorded in some months. Drug store stocks, moving in a similar direction and at a corresponding rate, increased 11%.

Sales of chain shoe stores were up 11%. An 8% increase in shoe stocks was the smallest reported by the six trades covered in this bulletin.

Stocks are reported at selling value.

Prepared in Merchandising and Services Section

CHAIN RETAIL FOOD STORES SALES AND INVENTORIES

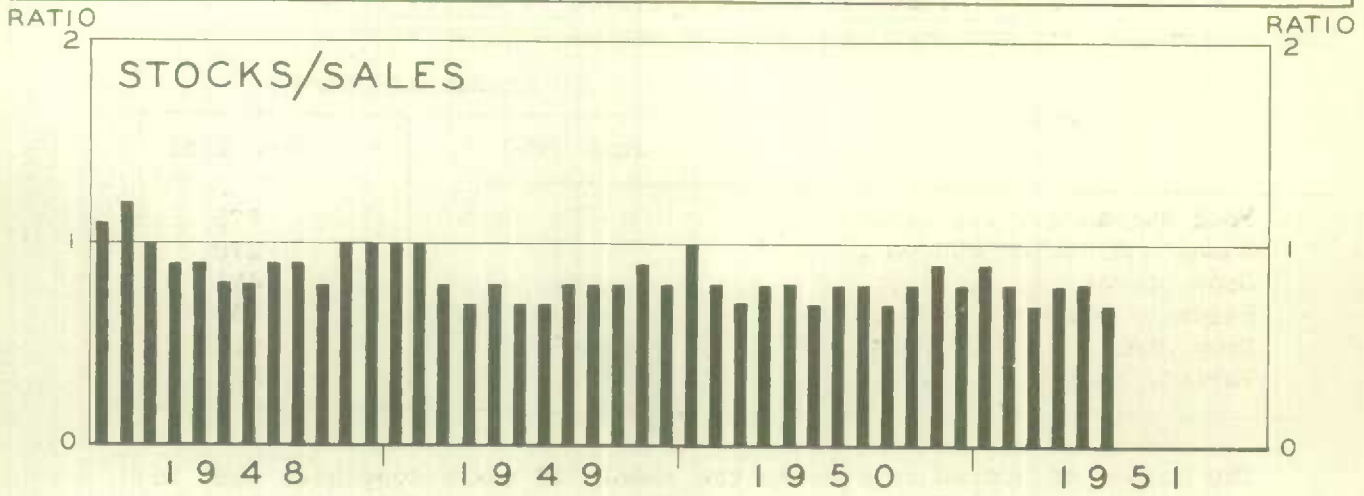
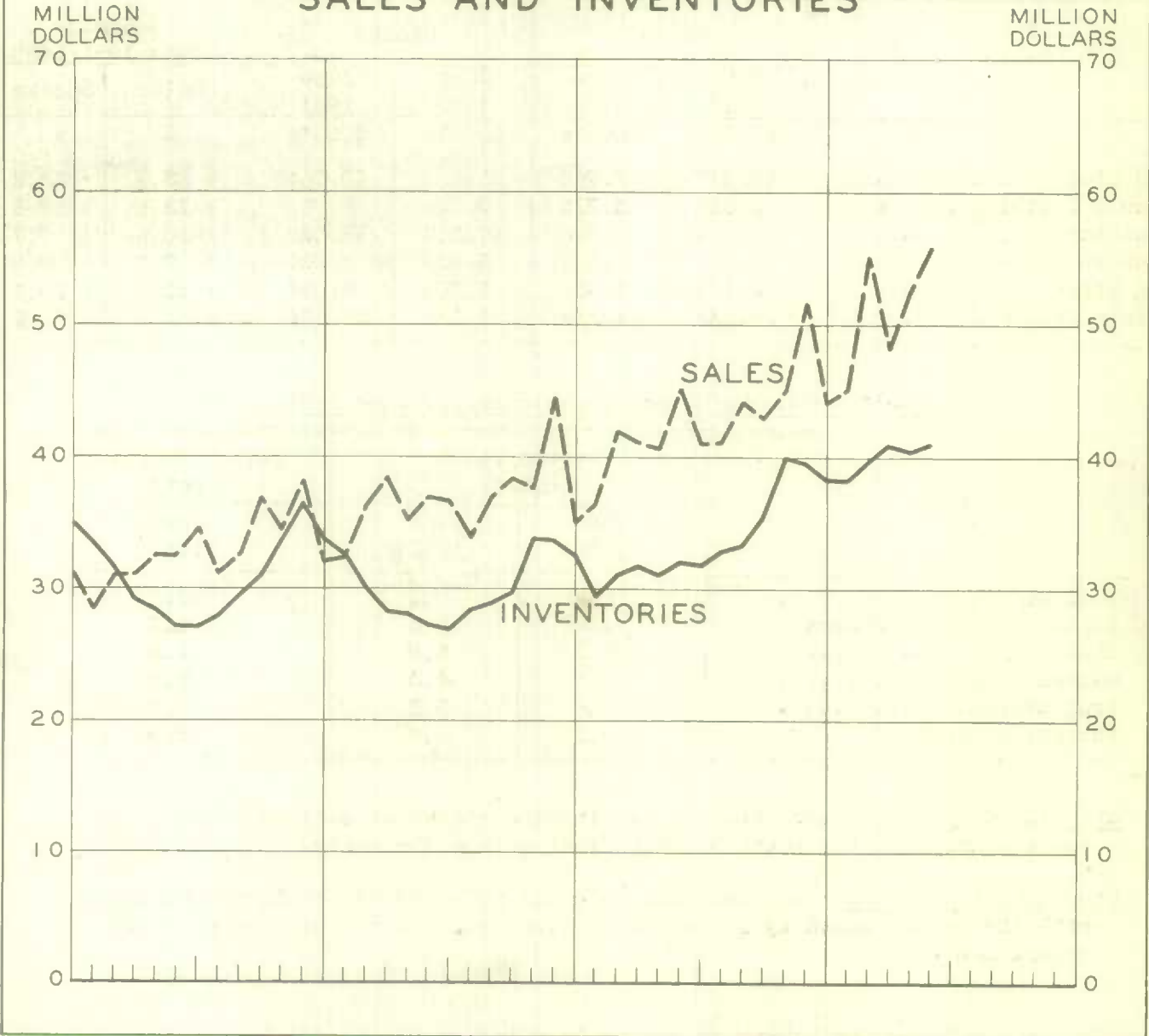


Table 1 - Sales and Stocks, for Six Trades, June 1951.

Trade	Sales		Stocks		% Change June 1951/1950	
	June 1950	June 1951	June 1950	June 1951	Sales	Stocks
	\$000's	\$000's	\$000's	\$000's	%	%
Food Stores	45,297	55,760	31,952	40,964	+ 23.1	+ 28.2
Women's Clothing Stores .	3,355	3,812	7,334	8,860	+ 13.6	+ 20.8
Shoe Stores	3,378	3,736	17,210	18,527	+ 10.6	+ 7.7
Hardware Stores	1,097	1,182	3,832	5,087	+ 7.7	+ 32.8
Drug Stores	2,179	2,430	7,309	8,086	+ 11.5	+ 10.6
Variety Stores	12,533	14,325	37,456	47,525	+ 14.3	+ 26.9

Table 2 - Sales/Stocks Relationships, June 1951.

Trade	Stocks/Sales Ratio		Stock Turnover Rate
	June 1950	June 1951	June 1951
Food Stores	0.7	0.7	13.8
Women's Clothing Stores .	2.2	2.3	4.3
Shoe Stores	5.1	5.0	1.8
Hardware Stores	3.5	4.3	2.6
Drug Stores.....	3.4	3.3	3.6
Variety Stores	3.0	3.3	3.3

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 1950	June 1951
Food Stores	772	773
Women's Clothing Stores .	267	278
Shoe Stores	469	471
Hardware Stores	37	37
Drug Stores	248	243
Variety Stores	500	520

The number of stores relates to the sample of chain companies used to determine trends. They constitute 85%, by volume, of the total chain store sales in each of the six different trades.

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