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## CHAIN STORE SALES AND STOCKS

JUNE, 1952

All 6 trades covered in this chain store bulletin reported larger sales in June 1952 than in June 1951. Cumulative sales for the first half of 1952 followed the monthly pattern with all trades but hardware showing gains above 5%.

When comparing chain store sales and stocks between the two years consideration should be given to the fact that in 1951 the month of June contained 26 working days and 5 Fridays and Saturdays, whereas in 1952 the month of June had 25 working days with 4 Fridays and Saturdays.

Sales of chain food stores in June 1952 amounted to \$56,412,000, 1.1% higher than in June 1951. Food stocks on hand at June 1, 1952 showed a slight increase of 0.9% over last year. An interesting development of the chain food store trade is that their stock turnover rates in 1952 have been consistently higher than in 1951; the June stock turnover rate of 16.2 is the highest in several years.

The charts on page 2 depict the monthly changes in dollar value of sales and inventories for chain food stores for the period from January 1950 to June 1952 along with the stock/sales ratios for the same period.

Chain drug and chain variety stores recorded increases in sales of 3.1% and 0.4%, respectively. The value of their inventories on hand declined 1.8% and 8.5%. It is interesting to note that current month-end inventories for these two trades have been lower than those for corresponding months in 1951 since March 31st.

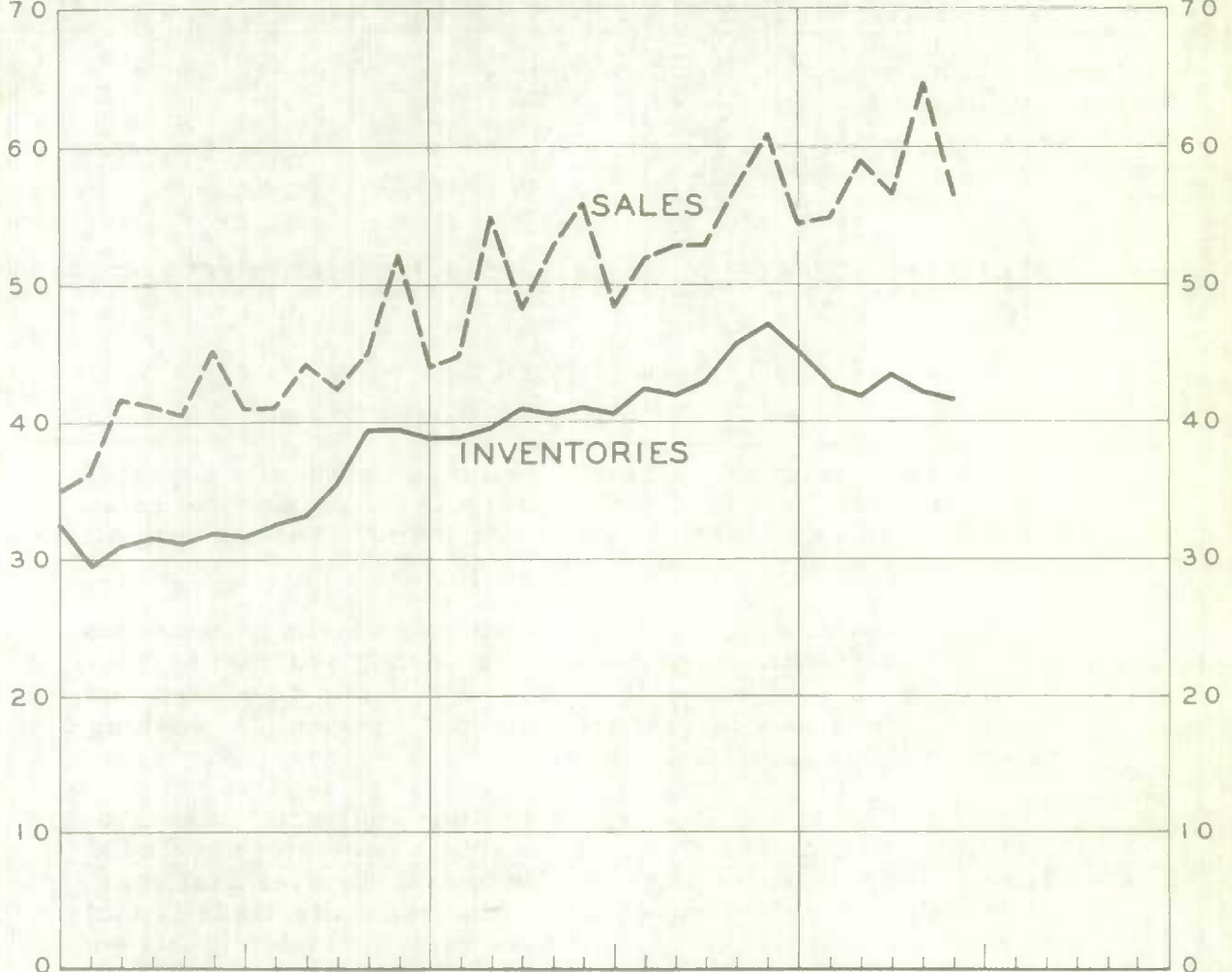
The stock values in this report are expressed in terms of selling price and include both store and warehouse inventories.

Prepared in Merchandising and Services Section

# CHAIN RETAIL FOOD STORES SALES AND INVENTORIES

MILLION  
DOLLARS  
70

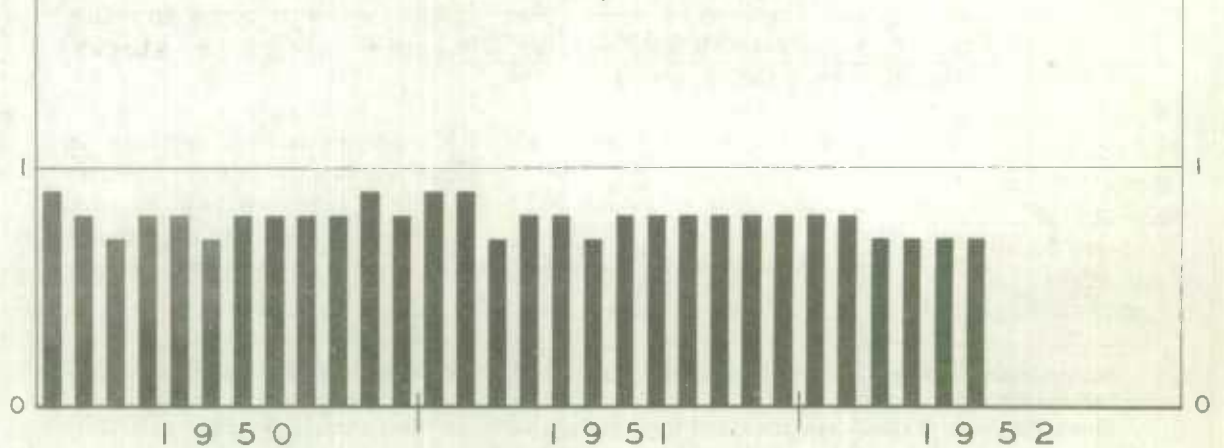
MILLION  
DOLLARS  
70



RATIO  
2

RATIO  
2

## STOCKS/SALES



NOTE - INVENTORIES SHOWN ARE AT BEGINNING OF MONTH

TABLE 1. Sales and Stocks for Six Trades,

Trade	Sales		Stocks		% Change, 1952/1951	
	June/51	June/52	May/ 51	May/ 52	Sales	Stocks
	\$'000	\$'000	\$'000	\$'000	%	%
Food Stores .....	55,798	56,412	41,092	41,463	+ 1.1	+ 0.9
Women's Clothing Stores .....	3,883	3,968	9,277	9,627	+ 2.2	+ 3.8
Shoe Stores .....	3,805	4,117	17,252	19,033	+ 8.2	+ 10.3
Hardware Stores .....	1,278	1,411	4,370	5,052	+ 10.4	+ 15.6
Drug Stores .....	2,482	2,559	8,515	8,364	+ 3.1	- 1.8
Variety Stores .....	14,258	14,315	47,052	43,074	+ 0.4	- 8.5

TABLE 2. Chain Store Sales for Six Trades,

Trade	Sales		
	Jan. - June 1951	Jan. - June 1952	% Change 1952/1951
	\$'000	\$'000	%
Food Stores .....	300,529	346,179	+ 5.2
Women's Clothing Stores .....	18,515	20,345	+ 9.9
Shoe Stores .....	15,799	17,299	+ 9.5
Hardware Stores .....	6,546	6,573	+ 0.4
Drug Stores .....	14,623	15,590	+ 6.6
Variety Stores .....	68,282	73,592	+ 7.8

TABLE 3. Sales/Stocks Relationships,

Trade	Stock/Sales Ratio		Stock Turnover Rate
	June 1951	June 1952	June 1952
Food Stores .....	0.7	0.7	16.2
Women's Clothing Stores .....	2.4	2.4	4.5
Shoe Stores .....	4.5	4.6	2.0
Hardware Stores .....	3.4	3.6	2.7
Drug Stores .....	3.4	3.3	3.8
Variety Stores .....	3.3	3.0	3.9

**Stocks/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.

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