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# CHAIN STORE SALES AND STOCKS

#### TABLE 1. Sales and Stocks for Six Trades

Trade	Sales		Stocks		% Change, 1954/1953	
	March 1953 \$'000	March 1954 \$'000	March 1, 1953 \$'000	March 1, 1954 \$'000	Sales	Stocks
Grocery and Combination Stores Women's Clothing Stores Shoe Stores Hardware Stores Drug Stores Variety Stores	60,037 3,161 2,874 889 2,740 12,417	67,586 2,961 2,441 896 2,774 12,156	43,083 9,258 24,087 4,750 9,030 44,407	52,363 8,814 24,650 6,967 9,458 42,406	+ 12.6 - 6.3 - 15.1 + 0.8 + 1.2 - 2.1	+ 21.5 - 4.8 + 2.3 + 46.7 + 4.7 - 4.5

### TABLE 2. Chain Store Sales for Six Trades

Trade	Sales				
	Jan Mar. 1953	Jan Mar. 1954	1954/1953		
	\$'000	\$'000	%		
Grocery and Combination Stores	180,836	200,686	+ 11.0		
Women's Clothing Stores	8,856	8,738	- 1.3		
Shoe Stores	7,849	7,379	- 6.0		
Hardware Stores	2,460	2,467	+ 0.3		
Drug Stores	8,284	8,346	+ 0.7		
Variety Stores	33,296	32,777	- 1.6		

## TABLE 3. Sales/Stocks Relationships

Trade	Stock/S Rati	Stock Turnover Rate	
	March, 1953	March, 1954	March, 1954
Grocery and Combination Stores	0.7	0.8	15.1
Women's Clothing Stores	2.9	3.0	5.2
Shoe Stores	8.4	10.1	1.7
Hardware Stores	5.3	7.8	2.0
Drug Stores	3.3	3.4	3.7
Variety Stores	3.6	3.5	4.4

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.

Prepared in Merchandising and Services Section

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