Vol. XX No. 4 April, 1955

DEPARTMENT STORE SALES AND STOCKS

Department store sales during April 1955, had an estimated value of $\$ 89,802,000$, up $4.3 \%$ from sales in April 1954 when they were estimated to be $\$ 86,105,000$. Because the large majority of department stores are operated on fiscal periods ending January 31, and their operators interested in quarterly totals from that date, we are therefore, presenting results for the first quarter of 1955 (February 1 to April 30). Cumulative sales for these months were $\$ 238,366,000$, $3.0 \%$ greater than sales in the same period of 1954 .

Five of the seven regions had greater sales during April this year as compared with the same month last year. The Atlantic Provinces and Saskatchewan were the two regions where sales fell below those of 1954 , with decreases of $1.6 \%$ and $3.5 \%$ respectively. British Columbia registered the largest increase $9.5 \%$ with other increases ranging from $5.9 \%$ in Quebec to $0.6 \%$ in Alberta.

Department Store Sales in April 1954 and 1955

| Province | Sales |  | $\begin{aligned} & \text { Change } \\ & 1955 / 1954 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
|  | 1954 | 1955 |  |
|  | \$ 1000 | \$ '000 | \% |
| CANADA | 86,105 | 89,802 | $+4.3$ |
| Atlantic Provinces | 6,960 | 6,849 | - 1.6 |
| Quebec | 16,247 | 17,206 | + 5.9 |
| Ontario. | 29,051 | 30,648 | $+5.5$ |
| Manitoba | 7,905 | 8,055 | + 1.9 |
| Saskatchewan | 4,749 | 4,583 | - 3.5 |
| Alberta | 8,366 | 8,416 | + 0.6 |
| British Columbia | 12,827 | 14,045 | + 9.5 |

Prepared in Industry and Merchandising Division
Merchandising and Services Section.

Nineteen of the 29 specified departments, as well as the 'all other' category, had increased sales during April 1955. Major appliances registered the largest increase $40.4 \%$ with the radio and music department the next largest $21.1 \%$. The clothing departments had generally greater sales with the women's and misses' sportswear department having the largest increase of $10.2 \%$ over sales of 1954.

Inventories on hand in department stores on March 31, 1955 had an estimated value of $\$ 265,709,000,6.6 \%$ greater than inventories a year earlier when they werevalued at $\$ 249,315,000$. Departmentally, only 2 of the 30 departments had smaller inventories at the end of March this year as compared with the same date in 1954.

Department Store Sales - February -to-April, 1954-1955

| Province | Sales |  | $\begin{gathered} \text { Change } \\ 1955 / 1954 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | 1954 | 1955 |  |
|  | \$1000 | \$1000 | \% |
| CANADA | 231,464 | 238,366 | $+3.0$ |
| Atlantic Provinces | 17,165 | 17,835 | +3.9 |
| Quebec | 42,774 | 44,561 | $+4.2$ |
| Ontario. | 77,089 | 80,191 | $+4.0$ |
| Manitoba | 21,648 | 21,763 | $+0.5$ |
| Saskatchewan | 12,536 | 11,737 | - 6.4 |
| Alberta. | 22,901 | 23,324 | $+1.8$ |
| British Columbia | 37,351 | 38,955 | + 4.3 |

Note: The difference between the 1954 total and that previously published is due to a slight revision of the figures.Earlier months are now being revised and will be published at a later date.

## Department Store Sales and Stocks

## April 1954 and April 1955

These figures are estimates of total department store sales and stocks. Stocks are at selling value.

| Department | SALES |  |  | STOCKS |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { April } \\ & 1954 \end{aligned}$ | $\begin{array}{r} \text { April } \\ 1955 \end{array}$ | $\begin{aligned} & \text { Change } \\ & 1955 / 54 \end{aligned}$ | $\begin{gathered} \text { March } 31 \\ 1954 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 1955 \end{gathered}$ | Change 1955/54 |
|  | \$'000 | \$ 000 | \% | \$'000 | \$ 000 | \% |
| TOTAL, ALL departments ......... | 36,105 | 89,802 | + 4.3 | 249,315 | 265,709 | + 6.6 |
| 1. Women's and Misses' Dresses | 3,087 | 3,295 | + 6.7 | 5,454 | 5,934 | + 8.8 |
| 2. Women's and Misses' Coats and Suits | 4,068 | 4,178 | + 2.7 | 5,480 | 5,536 | + 1.0 |
| 3. Women's and Misses' Sportswear......... | 1,978 | 2,180 | + 10.2 | 6,613 | 7,050 | + 6.6 |
| 4. Furs .......................................... | 480 | 473 | - 1.5 | 4,095 | 4,511 | $+10.2$ |
| 5. Girls' and Infants' Wear ................... | 5,017 | 5,048 | + 0.6 | 11,144 | 11,920 | + 7.0 |
| 6. Lingerie and Corsets ..................... | 3,141 | 3,275 | + 4.3 | 9,469 | 9,537 | + 0.7 |
| 7. Aprons, Jousedresses and Uniforms.... | 401 | 482 | + 4.6 | 1,089 | 1,100 | + 1.0 |
| 8. Millinery ..................................... | 1,404 | 1,350 | - 3.8 | 1,511 | 1,613 | + 6.8 |
| 9. Hosiery and Apparel Accessories ...... | 3,589 | 3,492 | - 2.7 | 8,943 | 9,260 | + 3.5 |
| 10. Women's, Misses' and Children's Shoes | 4,240 | 4,399 | +3.8 | 14,783 | 15,367 | + 4.0 |
| Total 1 - 10 | 27,465 | 28,172 | + 2.6 | 68,581 | 71,828 | + 4.7 |
| 11. Men's Clothing | 3,212 | 3,170 | - 1.3 | 9,681 | 9,738 | + 0.6 |
| 12. Men's Furnishings ......................... | 3,046 | 3,152 | + 3.5 | 12,394 | 12,925 | $+4.3$ |
| 13. Boys' Clothing and Furnishings ......... | 2,701 | 2,719 | +0.7 | 6,996 | 7,279 | + 4.0 |
| 14. Men's and Boys' Shoes | 1,418 | 1,447 | + 2.0 | 5,291 | 5,387 | $+1.8$ |
| 15. Food and Kindred Products | 5,840 | 5,704 | - 2.3 | 4,595 | 4,347 | - 5.4 |
| 16. Toiletries, Cosmetics and Drugs ........ | 1,917 | 1,954 | + 1.9 | 5,357 | 5,716 | + 6.7 |
| 17. Photographic Equipment and Supplies.. | 243 | . 248 | + 2.1 | 894 | 970 | + 8.5 |
| 18. Piece Goods | 2,052 | 1,962 | - 4.4 | 8,253 | 9,087 | + 10.1 |
| 19. Linens and Domestics | 2,346 | 2,140 | - 8.8 | 9,512 | 9,348 | - 1.7 |
| 20. Smallwares . | 1,604 | 1,557 | - 2.9 | 5,939 | 6,002 | + 1.1 |
| 21. China and Glassware ..................... | . 877 | . 836 | - 4.7 | 7,223 | 8,131 | + 12.6 |
| 22. Home Furnishings .......................... | 5,736 | 5,877 | + 2.5 | 22,767 | 23,318 | + 2.4 |
| 23. Furniture ....................................... | 4,800 | 5,023 | + 4.6 | 14,882 | 15,932 | + 7.1 |
| 24. Major Appliances | 3,335 | 4,684 | + 40.4 | 9,412 | 11,990 | + 27.4 |
| 25. Radio and Music ............................ | 1,401 | 1,697 | + 21.1 | 6,037 | 7,049 | + 16.8 |
| 26. Hardware and Housewares ............... | 5,856 | 6,385 | + 9.0 | 16,294 | 19,248 | + 18.1 |
| 27. Jewellery .................................... | 1,267 | 1,232 | - 2.8 | 7,267 | 7,589 | + 4.4 |
| 28. Sporting Goods and Luggage ...... | 2,534 | 2,866 | + 13.1 | 11,415 | 12,998 | + 13.9 |
| 29. Stationery, Books and Magazines. | 1,148 | 1,173 | + 2.2 | 4,135 | 4,428 | + 7.1 |
| 30. All Other Departments ..................... | 7,307 | 7,804 | + 6.8 | 12,390 | 12,399 | + 0.1 |

February-to-April 1954 and February-to-April 1955
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TOTAL, ALL DEPARTMENTS

1. Women's and Misses' Dresses
2. Women's and Misses' Coats and Suits
3. Women's and Misses' Sports wear .................
4. Furs
5. Girls' and Infants' Wear $\qquad$
6. Lingerie and Corsets.
7. Aprons, Housedresses and Uniforms
8. Millinery.
9. Hosiery and Apparel Accessories
$\qquad$
10. Women's, Misses' and Children's Shoes

Ladies' Apparel and Accessortes Total 1 - 10 $\qquad$

| Feb. to April | $\begin{aligned} & \text { Feb. to April } \\ & 1955 \end{aligned}$ | Change 1955/1954 |
| :---: | :---: | :---: |
|  |  | \% |
| 231,464 | 238,366 | + 3.0 |
| $\begin{array}{r} 7,758 \\ 8,903 \\ 5,149 \\ 2,193 \\ 11,574 \\ 9,122 \\ 1,406 \\ 2,952 \\ 8,734 \\ 10,050 \end{array}$ | $\begin{array}{r} 8,015 \\ 8,930 \\ 5,615 \\ 2,264 \\ 11,536 \\ 9,172 \\ 1,228 \\ 2,845 \\ 8,669 \\ 9,968 \end{array}$ | $\begin{aligned} & +\quad 3.3 \\ & +\quad 0.3 \\ & +\quad 9.1 \\ & +\quad 3.2 \\ & -\quad 0.3 \\ & +\quad 0.5 \\ & =12.7 \\ & -\quad 3.6 \\ & =\quad 0.7 \\ & -\quad 0.8 \end{aligned}$ |
| 67,841 | 68,242 | $+0.6$ |
| $\begin{array}{r} 7,883 \\ 7,777 \\ 5,862 \\ 3,495 \\ 16,191 \\ 5,735 \\ 697 \\ 6,404 \\ 7,380 \\ 4,863 \\ 2,484 \\ 15,898 \\ 14,831 \\ 11,674 \\ 5,279 \\ 15,041 \\ 3,585 \\ 5,681 \\ 3,573 \\ 19,290 \end{array}$ | $\begin{array}{r} 7,859 \\ 8,103 \\ 5,840 \\ 3,517 \\ 16,530 \\ 6,034 \\ 709 \\ 6,231 \\ 7,067 \\ 4,845 \\ 2,409 \\ 16,669 \\ 15,315 \\ 12,687 \\ 6,862 \\ 15,886 \\ 3,451 \\ 5,968 \\ 3,928 \\ 20,214 \end{array}$ | $\begin{aligned} & -\quad 0.3 \\ & +\quad 4.2 \\ & -\quad 0.4 \\ & +\quad 0.6 \\ & +\quad 2.1 \\ & +\quad 5.2 \\ & +\quad 1.7 \\ & -\quad 2.7 \\ & = \\ & = \end{aligned}$ |

11. Men's Clothing
12. Men's Furnishings
13. Boys' Clothing and Furnishings
14. Men's and Boys' Shoes
15. Food and Kindred Products
$\qquad$
16. Toiletries, Cosmetics and Drugs.

7,883

