

#  01099 2 k 9 3h 

Table of Contents

Page

1. Sunmary of Retail Sales in Canada, January, 1940 ..... 1
2. Comparisons of Retail Sales in Canada for January, 1940 , with Sales in Related Months, by Kind of Business ..... 2
3. Index Numbers of Retail Sales in Canada (Unadjusted, Adjusted for Differences in Number of Business Days and Adjusted for Seasonal Variations)
(a) General Index, Boot and Shoe Stores, Candy Stores, Men's Clothing Stores and Women's Clothing Stores ..... 3
(b) Departrient Stores, Drug Stores, Furniture Stores and Crocery and Meat Stores ..... 4
(c) Hardware Stores, Music and Radio Stores, Restaurants and Variety Stores ..... 5
4. Index Numbers of Retail Sales in Canada by Economic Divisions
(a) Men's Clothing Stores, Women's Clothing Stores and Grocery and Meat Stores ..... 6
(b) Department Stores, Variety Stores and Drug Stores ..... 7
5. Annual Summary of Department Store Sales in Canada, by Selected Departments, 1938 and 1939 ..... 8
6. Department Store Sales in Canada, by Selected Departments, January, 1939, and January, 1940 ..... 9

# DEPARTIENT OF TRADE AND COMTERCE DOMINION BUREAU OF STATISTICS <br> INTERNAL TRADE BRANCH <br> OTTAWA, <br> CANADA 

Dominion Statistician:
Chief, Internal Trade Branch: Statistician:

R.H. Coats, LL.D., F.R.S.C., F.S.S. (Hon.) Herbert Marshall, B.A., F.S.S. A.C. Steedman, B.A.

MONTHLY INDEXES OF RETAII SALES, JANUARY, 1940
Dollar value of retail purchasing in Canada increased 13 per cent during January, 1940, over January, 1939, while declining 42 per cent below the volume for December, 1939, according to composite figures for twelve lines of retail trade for which statistics are available. The substantial jain over January last year is in continuation of a steady advance which has been in progress since early in 1939, and which was further stimulated by the outbreak of the war. The decline below December, 1939, was only slightly greater than the average seasonal movement for this time of yoar, and is a reflection of the heavy Christmas trade of December, 1939. For the second consecutive month, all groups increased over the corresponding month of the preceding year, gains ranging from 7 to 22 per cent being recorded. The unadjusted general index stands at 70.6 for January, $1940,122.0$ for December, 1939 , and 6 ê. 3 for January, 1939.

Tho adjusted index, which takes into account the varying skles importance of the days of the weok as well as seasonal influences characteristic of the various months, receded slightly from the 87.4 recorded for December, 1939, to 86.2 for January, 1940, but was 14 per cent above the 78.2 shown for January a year ago.

Trend in dollar value of retail sales reflects changes both in pricos and in the volume of goods purchased. The Bureau's Retail Price Index for January, 1940, was less than 4 per cent higher than for the corresponding month of 1939. Although price and retail sales indexes are not strictly comparable it is evident that the major portion of the increase in dollar sales reprosents an increase in the volume of goods passing into consumers' hands.

Regional statistics for thoso groups for which such figures are available reflected widespread improvement, increases being roported in all sections of the country. Gains over January, 1939, were particularly noteworthy in the Maritime Provinces.

The largest gain recorded was a 22 per cent advance in sales of furniture stores over January a year ago. Boot and shoe store sales were 18 per cent higher, as were sales of hardware stores. Music and radio stores reported increased sales amounting to 13 per cent, while a similar increase was reported by candy stores. Restaurant receipts were up 7 per cent over January, 1939.

A most outstanding feature of the results for January, 1940, and one which contributed to a considerable extent in effecting the increasc in the general index, was the 19 per cont gain in sales of department stores over january, 1939. The Maritime Provinces led all other regions of the country with a gain of 33 per oent. Sales were up 20 per cent in the Prairie Provinces, 19 per cent in Ontario, 17 per cent in quebec and 8 por cent in British Columbia.

Variety store sales averagod 12 per cent greater in January, 1940 than in the same month of last year. Sales in the Maritime Provinces were up 21 per cent; gains in other sections were held within the narrow range of 10 to 13 per cent.

Sales of men's and women's clothing stores advanced 14 and 7 per cent respectively over January, 1939. A gain of 44 per cont in men's clothing store sales in the Maritime Provinces was followed by increases of 14 per cent in Onterio, 11 per cent in both British Columbia and the Prairie Provinces, and a 7 por cont increase in Quebec. With a more moderate advance of 14 per cent, the Maritime Provinces showed the greatest improvement in sales of women's clothing storos also. Other increases were as follows: 11 por cont in British Columbia, 9 per oent in Ontario, 3 per cent in Quebec and 2 per cent in the Prairie Provinces.

An increase of 12 per cent over January, 1939, occurred in salos of grocery and meat stores in Canada. Regional results showed that most outstanding gains were recorded in Western Canada, sales in British Columbia and the Prairie Provinoes

- buing 25 per cont highor in cach case. Sales in Ontario and Quobue woro up 10 and 7 pur - cont respoctivoly, An index of grocery and meat storo sales for the Maritime Provinces -is not availuble.

Drug stores in Canada reported increased sales amounting to 7 per cent over January of lnst year. A 12 per cont gain in the Maritime Provinces was highor than that recorded for any othor region. In the Prairio Provinces, the increase was 9 por cont; in Quebec, 7 per cent; while improvement of 5 por cent was shown for both Ontario and British Columbia.

Total sales of 19 departmental firms ruporting sales by departments increased 17 per cent in January, 1940, over the same month of 1939. While increased salos were roported for all departments, most pronouncod gains were those shown by the clothing and household lines. Shoe department sales increased 28 per cent, while men's clothing salos were up 22 per cent and women's clothing, 20 per cent. An cdvance of 23 per cent was reported in sales of hardware and salcs of household appliances were 21 per cent highor. Salus of the music and radio department gained 19 per cent, while the furniture and home furnishings departments werc both up 18 per cent. Sales of piece goods and smallwares were higher by 18 and 17 per cent rospectively. Other increases were as follows: cirugs, 8 per cent; food, 6 per cent; stationery and books, 1 por cent.

The annual summary of department store salcs by departments for 1938 and 1939 appears in this bulletin. The totals shown represent sales of 23 departmental firms which report on this basis each month. Total sales during 1939 were $4 \%$ highor than in 1938, with all departments showing improvement over the previous yoar. Sales of men's and women's clothing reported gains of 7 and 6 per cent respectively over 1938, while sales of shoes increased 5 per cent. In the household group, the following gains were recorded: household appliances, 5 per cent; hardware and music and radio, 4 per cent each; home furnishings, 3 per cont; furniture, 1 per cent. Salos of pioce goods and smallwares gained 3 and 4 per cent respectively, while stationery and crug sales were both up 1 per cont. Sales of food departments were only fractionally hi gher than in 1938.

Sales of a representative group of jewellery stores throughout canda averaged 21 per cent higher in January, 1940, than in January a year ago.

Comparison of Retail Sales in Canada, for 1939 and 1940, by Kinds of Business

| Kind of Eusiness | January, 1940 <br> + or - per cent compared with |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { January } \\ \hline 930 \\ \hline \end{gathered}$ | $\begin{gathered} \text { January } \\ 1939 \end{gathered}$ | $\begin{gathered} \hline \text { December } \\ 1939 \\ \hline \end{gathered}$ |
| General Index ................... | - 24.2 | + 13.3 | - 42.1 |
| Boots and Shoes ................. | - 32.4 | +18.4 | - 62.0 |
| Cendy ............................ | -50.1 | + 12.5 | - 63.5 |
| Men's Clothing ................. | - 16.0 | + 14.0 | - 55.6 |
| Women's Clotring . ............... | - 27.1 | + 7.0 | - 56.7 |
| Departmental. . ................... | - 30.2 | + 18.5 | - 55.4 |
| Drugs | - 10.9 | + 6.6 | - 27.5 |
| Furniture . ....................... | - 26.6 | + 22.2 | - 46.1 |
| Groceries and Meats ............ | - 18.0 | + 12.1 | - 19.0 |
| Hardware | - 17.3 | + 17.7 | - 40.6 |
| Music and Radio ................. | - 46.4 | + 12.6 | - 40.5 |
| Restaurant . ...................... | - 43.5 | + 6.6 | - 13.2 |
| Varioty ......................... | - 2.3 | + 12.4 | - 67.5 |

A. Unadjusted. B. Corrected for Number of Business Days.
C. Adjusted for Number of Business Days and Seasonal Variations.

(c) Includes men's furnishings.
(d) Revised to census trend.
(f) Final figures.
(h) Candy indexes are based largely upon returns from retail candy chains.
A. Unadjusted. B. Corrected for Number of Business Days.
C. Adjusted for Number of Business Days and Seasonal Variations.

(d) Revised to census trend.
(f) Final figures.
A. Unadjusted. B. Corrected for Number of Business Days.
C. Adjusted for Number of Business Days and Seasonal Variations.

(d) Revised to census trend.
(f) Final figures.

| Year and 1.onth | CANADA | Maritime Provinces | Quebec | Ontario | Prairie Provinces | $\begin{aligned} & \text { British } \\ & \text { Columbia } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Men's Clothing Stores(c) |  |  |  |  |  |  |
| January, $1936 \ldots$ | 66.1 | 68.9 | 64.3 | 67.5 | 60.0 | 70.2 |
| January, 1937 .... | 76.5 | 80.6 | 74.3 | 80.4 | 64.4 | 75.6 |
| January, $1938 . .$. | 77.2 | 83.1 | 77.3 | 78.8 | 69.5 | 77.3 |
| January, 1939 .... | 69.8 | 66.5 | 68.5 | 72.4 | 63.6 | 72.6 |
| January, 1940 .... | 79.5 | 95.4 | 73.4 | 82.6 | 70.8 | 80.3 |
| 1939 |  |  |  |  |  |  |
| Auヶus | 71.8 | 89.0 | 72.7 | 67.3 | 65.6 | 87.6 |
| September ...... | 115.5 | 104.4 | 114.2 | 110.5 | 144.9 | 110.8 |
| October ........ | 134.0 | 122.2 | 114.4 | 131.6 | 192.3 | 126.0 |
| November. | 128.0(f) | 142.5 | 117.5 | 129.1 | 147.1 | 111.5 |
| Docember. | 179.2 | 215.5 | 150.7 | 183.8 | 173.4 | 187.6 |
| 1940 |  |  |  |  |  |  |
| -January ........ | 79.5 | 95.4 | 73.4 | 82.6 | 70.8 | 80.3 |
| \% Change, |  |  |  |  |  |  |
| $\frac{\text { January, }}{\text { January, } 1940} \cdots$ | $+14.0$ | $+43.5$ | $+7.2$ | +14.1 | +11.3 | +10.6 |


| January, $1936 . .$. | 66.1 | 72.4 | 57.8 | 69.3 | 62.6 | 69.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January, 1937 .... | 71.3 | 81.3 | 66.2 | 76.6 | 60.3 | 70.2 |
| January, 1938. | 72.5 | 88.1 | 64.9 | 75.6 | 66.5 | 73.7 |
| January 1939 ... | 68.1 | 82.0 | 60.8 | 69.2 | 71.5 | 72.1 |
| January, 1940. | 72.9 | 93.8 | 62.7 | 75.4 | 73.1 | 80.1 |
| $\frac{1939}{\text { August }}$ |  |  |  |  |  |  |
| August .. September | 68.8 | 93.1 | 63.4 | 65.0 | 73.8 | 85.7 |
| September October. | 110.4 | 108.3 | 102.7 | 111.0 | 118.9 | 117.1 |
| October $\begin{aligned} & \text { November }\end{aligned}$ | 131.0 | 136.9 | 119.2 | 131.3 | 151.5 | 129.3 |
| November December | 118.2(f) | 144.9 | 107.2 | 122.1 | 123.9 | 108.3 |
| ${ }_{19}{ }^{\text {December }}$. . | 168.5 | 210.3 | 149.8 | 177.5 | 167.7 | 158.0 |
| $\frac{1940}{15010}$ |  |  |  |  |  |  |
| January <br> \% Chance | 72.9 | 93.8 | 62.7 | 75.4 | 73.1 | 80.1 |
| $\frac{\text { January, }}{\text { January, }} 1940 .$ | + 7.0 | +14.4 | + 3.1 | +9.0 | + 2.2 | +11.1 |


| January, 1936 | 99.1 | (a) | 108.5 | 97.7 | 85.3 | 93.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January, 1937 .... | 104.4 | (a) | 105.7 | 107.7 | 90.0 | 105.0 |
| January, $1938 . .$. | 100.1 | (a) | 103.4 | 103.6 | 84.3 | 95.1 |
| January, 1939. | 98.4 | (a) | 104.8 | 102.8 | 78.3 | 83.0 |
| January, 1940 . | 110.2 | (a) | 112.5 | 113.5 | 57.9 | 104.1 |
| $\frac{1939}{\text { August } \ldots . . . .}$ | 109.8 | (a) | 100.1 | 106.7 | 135.2 |  |
| September ...... | 123.7 | (a) | 117.6 | 122.0 | 143.1 | 124.2 |
| October ......... | 109.5 | (a) | 109.6 | 108.0 | 115.4 | 107.5 |
| November . . | 111.9 | (a) | 109.3 | 113.8 | 113.9 | 107.8 |
| December ... | 136.1(f) | (a) | 135.6 | 139.7 | 129.3 | 129.4 |
| 1940 |  |  |  |  |  |  |
| January ........ | 110.2 | (a) | 112.5 | 113.5 | 97.9 | 101.1 |
| $\begin{aligned} & \text { \% Change, } \\ & \frac{\text { January, }}{\text { January, }} \frac{1940}{1939} \ldots \end{aligned}$ | +12.1 | (a) | + 7.3 | +10.4 | +25.0 | +25.4 |

(a) Figures for the Maritime Provinces are withheld to avoid disclosing inkividual operations.
(c) Includes men's furnishings.
(f) Finol figures.

| Year and Month | CANADA | Maritime Provinoes | Quebec | Ontario | Prairie Provinces | British Columbia |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Department Stores |  |  |  |  |  |  |
| January, 1936. | 71.4 | 71.6 | 71.3 | 71.8 | 71.0 | 71.5 |
| January, 1937 .... | 76.2 | 77.2 | 80.4 | 77.0 | 73.2 | 74.4 |
| January, 1938 .... | 75.0 | 70.4 | 84.4 | 74.6 | 69.6 | 77.9 |
| January, 1939 .... | 72.3 | 64.6 | 84.0 | 71.1 | 68.9 | 74.5 |
| January, 1940 .... | 85.6 | 86.2 | 98.6 | 84.5 | 82.7 | 80.5 |
| $1939$ |  |  |  |  |  |  |
| August . . . ...... . | 81.7 | 85.3 | 84.2 | 78.7 | 77.9 | 95.4 |
| September ...... | 119.3 | 101.6 | 125.1 | 119.11 | 120.6 | 120.1 |
| October ........ | 134.4 | 125.2 | 128.1 | 122.3 | 161.9 | 122.6 |
| November ....... | 125.9 (f) | 131.9 | 128.5 | 126.1 | 128.7 | 112.6 |
| December ....... | 191.7 | 207.6 | 207.2 | 197.8 | 177.9 | 177.0 |
| 1940 |  |  |  |  |  |  |
| January ........ | 85.6 | 86.2 | 98.6 | 84.5 | 82.7 | 80.5 |
| \% Change, |  |  |  |  |  |  |
| $\frac{\text { January, }}{\text { January, } 1940}$. | $+18.5$ | $+33.4$ | +17.4 | +18.8 | $+20.0$ | $+8.1$ |

Variety Stores

| January, 1936 .... | 59.4 | 53.5 | 58.1 | 61.5 | 56.2 | 61.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January, 1937 .... | 68.6 | 65.9 | 69.7 | 71.1 | 60.5 | 67.6 |
| January, 1938 .... | 67.2 | 66.2 | 69.3 | 67.1 | 64.6 | 71.8 |
| January, 1939 .... | 66.2 | 60.4 | 71.2 | 64.4 | 62.0 | 74.1 |
| January, 1940 .... | 74.4 | 73.3 | 80.3 | 71.9 | 68.0 | 81.2 |
| 1939 |  |  |  |  |  |  |
| August .......... | 94.5 | 98.3 | 103.1 | 88.0 | 88.4 | 110.4 |
| September ...... | 107.7 | 110.2 | 118.7 | 100.9 | 106.5 | 111.3 |
| October ........ | 112.3 | 111.6 | 118.5 | 106.9 | 121.4 | 111.7 |
| November | 113.4 | 118.9 | 116.4 | 109.2 | 117.9 | 115.2 |
| December ....... | 228.8(f) | 251.5 | 220.7 | 223.8 | 223.2 | 267.3 |
| 1940 |  |  |  |  |  |  |
| January . ....... | 74.4 | 73.3 | 80.3 | 71.9 | 68.0 | 81.2 |
| \% Change, January, 1940 .. | +12.4 | +21.4 | +12.8 | +11.6 | +9.7 | + 9.6 |

Drug Stores

| January, 1936 ... | 90.9 | 85.8 | 94.3 | 92.5 | 86.9 | 86.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January, 1937 .... | 100.7 | 96.5 | 104.7 | 102.0 | 94.2 | 102.2 |
| January, $1938 . .$. | 101.7 | 101.3 | 106.2 | 103.0 | 93.9 | 101.6 |
| January, 1939 .... | 99.8 | 97.2 | 104.4 | 100.4 | 94.2 | 100.7 |
| January, 1940 ... | 106.3 | 108.9 | 111.8 | 105.4 | 102.3 | 105.3 |
| 1939 |  |  |  |  |  |  |
| August . ......... | 103.2 | 110.1 | 103.8 | 102.0 | 100.4 | 109.7 |
| September ...... | 108.3 | 107.7 | 104.9 | 105.9 | 116.7 | 112.6 |
| Ootober | 111.1 | 108.5 | 113.0 | 105.1 | 123.7 | 116.4 |
| Novembe | 108.9(f) | 110.8 | 111.8 | 108.2 | 109.5 | 103.5 |
| December | 146.8 | 164.9 | 133.1 | 145.2 | 156.3 | 151.1 |
| 1940 |  |  |  |  |  |  |
| January ........ | 106.3 | 108.9 | 111.8 | 105.4 | 102.3 | 105.3 |
| \% Change, $\frac{\text { January, }}{\text { January, } 1940}$. | + 6.6 | +12.0 | + 7.1 | + 5.0 | + 8.6 | $+4.6$ |

(f) Final figures.

## 1938 and 1939

(Based on sales of 23 firms)

|  | 1938 | 1939 | $\begin{aligned} & \hline \% \text { Change } \\ & 1939 / 38 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| TOTAL SALES, ALL DEPARTMENTS | 225,220,165 | 233,828,113 | $+3.8$ |
| 1. Women's dressos, coats and suits ............. | 20,883,939 | 22,235,916 | $+6.5$ |
| 2. Girls' and infants' wear | 7,052,240 | 7,435,817 | + 5.4 |
| 3. Hosiery and gloves .............................. | 10,478,821 | 10,981,906 | $+4.8$ |
| 4. Lingerie and corsets | 10,007,409 | 10,616,057 | + 6.1 |
| 5. Millinery ......................................... | 3,114,012 | 3,133,978 | + 0.6 |
| 6. Women's and children's apparel - (Total, 1-5). | 51,536,420 | 54, 403,674 | + 5.6 |
| 7. Men's and boys' clothing and furnishings | $25,765,142$ | 27,625,420 | + 7.2 |
| 8. Drugs and toilet artioles and preparations .... | 7,210,599 | 7,259,886 | + 0.7 |
| 9. Piece goods | 16,737,874 | 17,280,882 | $+3.2$ |
| 10. Smallwares . | 8,240,547 | 8,567,899 | $+4.0$ |
| 11. Food and kindred products. | 21,894,550 | 21,938,452 | $+0.2$ |
| 12. Furniture (including mattresses, springs) ..... | 12,333,393 | 12,420,897 | + 0.7 |
| 13. Home furnishings | 15,354,045 | 15,860,516 | $+3.3$ |
| 14. Household appliances and electrical supplies .. | 6,114,079 | 6,390,037 | $+4.5$ |
| 15. Hardware and kitchen utensils | 7,815,309 | 8,094,153 | $+3.6$ |
| 16. Radios, musical instruments and supplies | 3,360,808 | 3,487,716 | + 3.8 |
| 17. Shoes and other footwear | 16,952,114 | 17,722,928 | $+4.5$ |
| 18. Stationery, books and magazines ............... | 4,068,397 | 4,127,163 | + 1.4 |
| 19. All other departments, total | 27,836,888 | 28,648,490 | + 2.9 |



