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# DEFARTIENT OF TRADE AND COMMERCE DOMINION BUREAU OF STATISTICS <br> INTERNAL TRADE BRANCH <br> OTTATNA, CANADA 

| Dominion Statistician: | R. H. Coats, LL.D., F.R.S.C., F.S.S. (Hon.) |
| :--- | :--- |
| Chief, Internal Trade Eranch: | Herbert Marshall, B.A., F.S.S. |
| Statistician: |  |

## MONTHLY INDEXES OF RETAIL SALES, SEPTEMBER, 1939

The sudden increase in retail purchasing throughout canada on the outbrean of the war is reflected in retail trade statistics for september, composite figures for twelve lines of business doaling chiefly in food, clothing and household requirements revealing a gain of 24 per cent from August and an increase of 12 per cent compared with september a year ago. The general indax, unadjusted for number of business days or seasonal movements, and un the base $1930=100$ stands at 90.8 for September, $1939,73.4$ for August and 81.1 for September, 1938. The increasc of 24 per cent over August was much groater than the usual seasonal movoment; the goneral index of sales for September, adjusted both for number of business days and for normal seasonal movements stands at 87.4 , up 7 per cent from August and higher than for any month recorded since July, 1931. The increase in dollar volume of retail trade must be attributed partly to increase in prices and partly to increased volume of goods sold but how much of the gain in dollar sales should be attributed to each of these two factors cannot be determined.

Men's clothing stores, women's clothing stores, grocory and combination stores and hardware stores were first in point of view of increased business compared with Soptombor a year ago. Sales of men's clothing stores averaged 17 per cent higher in September of this year than last, results on a regional basis revealing increases of 17 per cent for the Maritime Provinces and Quebec, 14 per cont for Ontario, 26 per cent for the Prairie Provinces, and 20 per cent for British Columbia. Women's clothing store sales averaged 15 per cent higher in Septomber, 1939, than in the corresponding month a year ago. Sales in the Maritime Provinces were up 9 per cent; Quebec, 13 per cent; ontario, 13 per cent; the Prairie Provinces, 31 per cent; and British Columbia, 19 per cent.

Grocery and combination stores did 15 per cont moro business in September of this yoar than last. This ratio is based on returns submitted by all the larger chain store compenies supplomented by figures received for the first time from some 1,200 independent retail grocery and combination stores. While each storc was asked to reportits total cash and credit sales for Soptember 1938 and 1939, a certain number of respondents indicated that they roported their total cash recoipts including cash sales auc cash received on account. Soveral independent stores indicated that their increased september business was composod of more than the usual proportion of credit salcs and that a comparison of their cash receipts underestimated the actual increase in goods sold in September of this year compered with last. But since a large proportion of the grocery credit business is on a monthly basis, it is doubtful if this factor matcrially affocts the results obtained.

Gains in food store sales were due largely to increased demand for sugar and flour, commodities whosc combined sales normally account Ior not more than between 15 and 20 per cent of the total salos volumo of zrocery and combination stores. It must also be remembored that increasod buying took place mainly in thc first two weeks of the month under reviow so that the gain for the month as a whole is not indicative of the oxtra business transacted when demand was at its peak.

In anticipation of increased prices for motal goods, hardware store salos gained 14 per cont in Septembor of this year over last. Department store salos were up by 13 por cont for the country as a whole, increasos for the various temitorial divisions boing 8 per cont for the lluritimes, 11 por cont for Quebec, 10 per cent for ontario, 22 per cent for the Prairie Provinces, and 16 per cent for British Columbia. Larger
than avorage gains in the Prairie Provinces reflect the increascd purchasing power coming into tho hands of consumers in theso districts consequent upon improvod crops and farm prices.

A comparison of department storc sales by departments reflects similar trends to those shown by corresponding specialty stores. Sales of food and kindrod products wero up 23 por cont from Septomber last year; piece goods were up 21 per cent; men's clothing and furnishings, 19 per cont; women's and children's apparel, 14 per cent; and shoes and other footwear, 12 per cent. Furniturc sales were down by 2 per cent and stationery, books and magazinos woro off by 5 per cent. All other departments registercd minor gains.

Boot and shoe store sales wore up 11 per cent from Septomber, 1938; variety store sales were up 10 per cont; furniture store sales, 8 per cent; and restaurants, 4 per cent. Candy stores did 4 per cent less business than in Soptember 1938 whilo salos of drug stores and radio and music stores gained $l$ per cent and 2 per cont respectively.

Figures rolating to the sale of jewellery stores have recently been added to this monthly survey. Jewellory store sales were 14 per cent higher in September of this ycar than last and were up 19 por cent from August.

Comparison of Retail Salos in Canada, for 1938 and 1939 by Kinds of Business

| Kind of Business | $\begin{aligned} & \text { September, } 1939 \\ & \text { + or - p.c. } \\ & \text { compared with } \end{aligned}$ |  |  | $\begin{gathered} \text { Cumulative } \\ \text { Indexes } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Septomber | September | August | Jan.-Sept., 1939 |
|  | 1930 | 1938 | 1939 | Jan.-Sept., 1938 |
| General Index | - 6.3 | +12.0 | $+23.7$ | + 1.7 |
| Boots and Shoes | + 0.1 | $+11.3$ | +68.9 | - 3.4 |
| Candy .............. | -43.3 | - 3.9 | + 5.5 | - 3.5 |
| Men's Clothing | + 7.8 | +16.5 | +61.6 | $-2.7$ |
| Women's Clathing | -12.5 | +14.6 | +60.3 | - 2.2 |
| Departmental ........ | -11.1 | +13.3 | +44.9 | (e) |
| Drugs | - 2.9 | $+1.1$ | $+5.3$ | + 1.6 |
| Furniture | - 9.2 | $+8.1$ | +16.4 | $+0.6$ |
| Groceries and Meats | + 2.5 | +14.6 | +11.6 | + 5.8 |
| Hardware | $+2.8$ | +13.5 | +10.1 | $+0.2$ |
| Music and Radio .... | $-34.4$ | + 1.9 | $+33.0$ | - 0.5 |
| Restaurant | -33.4 | $+4.4$ | + 4.6 | - 4.2 |
| Variety | + 4.7 | + 9.5 | +14.2 | $+1.6$ |

(e) Change is less than 0.1 pur cont.
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.

| Year and lionth | Departmental |  |  | Drugs(d) |  |  | Furniture |  |  | Groceries and lieats(b) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | A | B | C | A | B | C | A | B | C | A | B | C |
| September, 1929 | 107.5 | 114.5 | 110.1 | 101.2 | 105.4 | 107.6 | 131.4 | 140.0 | 126.1 | 104.5 | 111.1 | 111.1 |
| September, 1930 . ${ }^{\text {a... }}$ | 99.9 | 102.6 | 98.7 | 93.4 | 95.3 | 97.2 | 101.4 | 104.1 | 93.8 | 94.8 | 98.3 | 98.3 |
| September, 1931 ..... | 82.4 | 84.6 | 81.3 | 87.4 | 88.6 | 90.4 | 85.3 | 87.5 | 78.2 | 88.4 | 91.0 | 91.0 |
| September, $1932 . . .$. | 68.6 | 69.9 | 67.2 | 78.0 | 78.8 | 80.4 | 64.3 | 65.9 | 55.4 | 75.7 | 76.4 | 76.4 |
| September, 1933 ..... | 71.3 | 71.8 | 69.0 | 74.3 | 73.3 | 74.8 | 68.8 | 68.9 | 57.4 | 73.8 | 69.9 | 69.9 |
| September, 1934..... | 72.2 | 75.7 | 72.8 | 75.5 | 76.3 | 77.9 | 76.2 | 79.1 | 65.9 | 69.7 | 68.6 | 68.6 |
| September, 1935. | 71.6 | 76.3 | 73.4 | 75.7 | 78.8 | 80.4 | 80.7 | 85.9 | 71.6 | 71.1 | 75.5 | 75.5 |
| September, $1936 . . .$. | 78.8 | 80.9 | 77.8 | 83.9 | 85.0 | 83.3 | 91.6 | 93.9 | 78.3 | 76.8 | 79.1 | 79.1 |
| September, 1937 ..... | 80.9 | 82.8 | 79.6 | 91.9 | 93.1 | 91.3 | 102.5 | 105.1 | 87.6 | 85.9 | 87.8 | 87.8 |
| September, 1938 ..... | 78.4 | 79.9 | 76.8 | 89.7 | 90.6 | 88.8 | 85.2 | 87.4 | 72.9 | 84.8 | 85.7 | 85.7 |
| September, 1939 ..... | 88.8 | 89.4 | 86.0 | 90.7 | 89.6 | 87.8 | 9 Ca .1 | 92.3 | 76.9 | 97.2 | 92.4 | 92.4 |
| 1938 |  |  |  |  |  |  |  |  |  |  |  |  |
| October | 87.9 | 88.9 | 77.3 | 94.2 | 92.7 | 90.9 | 93.8 | 94.0 | 83.9 | 86.3 | 83.6 | 83.6 |
| November | 90.4 | 89.6 | 78.6 | 86.3 | 87.4 | 87.4 | 83.2 | 82.4 | 81.5 | 82.0 | 82.8 | \&3.7 |
| December | 131.5 | 127.4 | 78.6 | 113.4 | 108.4 | 37.4 | 96.9 | 93.8 | 84.5 | 101.6 | 93.7 | 84.4 |
| $1939$ |  |  |  |  |  |  |  |  |  |  |  |  |
| January ............ | 54.2 | 55.7 | 75.2 | 83.2 | 83.8 | 90.1 | 48.6 | 49.9 | 75.6 | 78.0 | 81.1 | 34. 1 |
| February .......... | 54.2 | 57.7 | 72.2 | 82.2 | 89.3 | 91.1 | 60.0 | 64.0 | 77.1 | 80.0 | 85.2 | 86.9 |
| March ............. | 65.6 | 62.4 | 71.7 | 91.0 | 89.0 | 91.8 | 65.5 | 62.8 | 72.2 | 92.4 | 89.1 | 91.9 |
| April .............. | 74.0 | 77.9 | 75.7 | 89.0 | 89.9 | 91.7 | 82.0 | 85.2 | 72.9 | 92.6 | 93.1 | 87.9(f) |
| May . . . . . . . . . . . . . | 77.4 | 76.7 | 75.2 | 88.8 | 87.7 | 91.4 | 100.1 | 99.2 | 78.8 | 91.9 | 93.6 | 90.9 |
| June | 75.5 | 74.3 | 72.1 | 85.6 | 86.5 | 90.1 | 80.3 | 79.6 | 80.4 | 102.6 | 101.6 | 101.6 |
| July | 57.2 | 58.7 | $77.3(f)$ | 86.2 | 84.9 | 88.4(f) | 63.0 | 64.7 | 82.9(f) | 83.5 | 87.2 | 88.9 |
| August .............. | 61.3 | 58.5 | 73.1 | 86.1 | 84.5 | 86.2 | 79.1 | 75.7 | 75.7 | 87.1 | 85.2 | 92.7 |
| Septomber ......... | 88.8 | 89.4 | 86.0 | 90.7 | 89.6 | 87.8 | 92.1 | 92.3 | 76.9 | 97.2 | 92.4 | 92.4 |

(b) Indexes of grocery and meat store sales have been revised from January, 1936.

The index of grocery and meat storc sales for Sontomber, 1939, was constructed from returas submitted by all the larger chain store companics and ber 2,000 independent stores which ruportec comparative salos idures for September of this year and last. Indexes for earlier months of 1934 wru co juted from chain figures only. The introduction of the results for independent stores permits a more accurate coinarison $t u n$ September of this yoar and last but prevents a legitimate comparison betwoen Soptomber and August of lg39.
(d) Revised to oensus 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 lonth | CAIADA | Maritimo | Provinces | Suebec | Ontario | Prairio |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Nen's Clothing Stores(c)

| September, 1936 .. | 98.2 | 90.7 | 91.8 | 92.5 | 124.1 | 109.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September, $1937 \ldots$ | 107.5 | 100.0 | 108.7 | 108.1 | 106.7 | 109.0 |
| September, 1938. | 99.6 | 90.4 | 97.0 | 98.1 | 114.5 | 94.1 |
| September, 1939 .. | 116.1 | 105.4 | 113.5 | 111.9 | 144.1 | 113.0 |
| 1939 |  |  |  |  |  |  |
| April ........... | 101.3 | 100.1 | 100.3 | 102.5 | 105.1 | 92.8 |
| May . . . . . . . . . . | 95.1 | 101.3 | 106.7 | 89.1 | 89.8 | 95.8 |
| June | 102.3 | 114.8 | 114.1 | 98.1 | 91.4 | 96.6 |
| July ............. | 79.8 (f) | 98.8 | 83.9 | 73.8 | 76.7 | 87.5 |
| August .......... | 71.9 | 89.1 | 72.7 | 67.4 | 66.2 | 87.8 |
| September ...... | 116.1 | 105.4 | 113.5 | 111.9 | 144.1 | 113.0 |
| \% Change, |  |  |  |  |  |  |
| $\frac{\text { September, } 1939}{\text { September, } 1938}$ | $+16.5$ | $+16.6$ | $+17.0$ | +14.1 | +25.9 | +20.1 |
| September, 1938 <br> \% Change, |  |  | +17.0 | +14.1 | - |  |
| Jan.-Sept., 1939 | - 2.7 | $-4.6$ | - 4.0 | - 4.2 | $+0.6$ | $+2.8$ |


| September, $1936 \ldots$ | 93.9 | 84.1 | 91.1 | 91.5 | 100.4 | 102.2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September, 1937 .. | 99.2 | 101.3 | 95.4 | 99.5 | 95.3 | 106.4 |
| September, 1938 .. | 96.5 | 99.1 | 90.3 | 97.7 | 93.4 | 100.8 |
| September, 1939 .. | 110.5 | 108.2 | 102.1 | 110.0 | 122.2 | 119.6 |
| 1939 俉 |  |  |  |  |  |  |
| April ........ | 125.5 | 123.2 | 123.3 | 125.4 | 126.4 | 132.1 |
| liay ............. | 104.5 | 130.7 | 111.4 | 97.1 | 100.7 | 117.1 |
| June . . . . . . . . . | 104.7 | 134.5 | 112.2 | 100.0 | 95.3 | 108.8 |
| July ........... | 80.1(f) | 96.5 | 81.7 | 76.0 | 81.6 | 87.7 |
| August ......... | 69.0 | 93.1 | 63.2 | 65.4 | 74.3 | 85.7 |
| September ...... | 110.5 | 108.2 | 102.1 | 110.0 | 122.2 | 119.6 |
| \% Change, |  |  |  |  |  |  |
| $\frac{\text { September, } 1939}{\text { Soptember, } 1938}$ | $+14.6$ | + 9.2 | +13.1 | +12.6 | +31.0 | +18.7 |
| \% Change, |  |  |  |  |  |  |
| $\frac{\text { Jan.-Sept., } 1939}{\text { Jan.-Sept., } 1938}$ | - 2.2 | $-2.3$ | - 4.6 | - 2.2 | + 1.8 | $+3.6$ |

Grocery and lieat Stores (b)

(a) Figures for the aritime Provinces are withheld to avoid disclosing individual
operations. (b)The index of frocery and meat store seles for Septomber was constructed from returns submitted by all the larger chair store companies and by 1200 independent stores which reported conparative sales figures for September of this year and last. Indexes for earlier montis of 1939 were computed from chain ficures only. The introduction of the rosults for independent stores pormits a more accurate comparison between September of this year and last but prevcnts a lcgitimate comparison botween Septembor and aucust of 1939.
(c) Inclucies mon's furnishings. (f) Final figures.

| Year and liontin | CATADA | ilaritime Provinces | Quebec | Ontario | $\begin{aligned} & \text { Prairio } \\ & \text { Provinces } \end{aligned}$ | British Columbia |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Department Stores |  |  |  |  |  |  |
| sepcember, 1236. | 104.7 | 93.8 | 103.9 | 99.1 | 116.0 | 103.8 |
| September, 1937 .. | 107.7 | 101.4 | 118.5 | 105.9 | 103.9 | 111.0 |
| September, 1938 .. | 104.4 | 92.1 | 113.2 | 107.5 | 97.8 | 104.0 |
| September, 1933 .. | 118.4 | 99.5 | 125.4 | 118.1 | 119.2 | 120.4 |
| 1939 |  |  |  |  |  |  |
| April | 98.7 | 89.9 | 108.7 | 98.8 | 94.6 | 101.5 |
| May | 103.2 | 110.0 | 119.3 | 103.0 | 95.6 | 98.8 |
| June | 100.7 | 111.2 | 114.9 | 102.6 | 87.7 | 102.0 |
| July ........... | $76.2(f)$ | 86.4 | 77.2 | 71.9 | 74.0 | 88.3 |
| August ......... | 81.7 | 85.4 | 84.2 | 78.8 | 77.9 | 95.4 |
| September ...... | 118.4 | 99.5 | 125.4 | 118.1 | 119.2 | 120.4 |
| \% Change, |  |  |  |  |  |  |
| $\frac{\text { September, }}{\text { Septenier, }} 1939$ | +13.3 | $+8.0$ | +10.8 | + 9.9 | +21.9 | +15.8 |
| \% Change, |  |  |  |  |  |  |
| Jan...Sept. 1939 | (e) | - 1.6 | (e) | - 0.2 | + 1.9 | + 1.3 |


| September, 1936 | 95.0 | 97.5 | 96.2 | 91.8 | 103.5 | 93.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September, $1937 \ldots 1$ | 99.8 | 107.1 | 104.5 | 96.8 | 99.2 | 102.1 |
| September, 1938 .. | 98.7 | 100.7 | 104.2 | 94.5 | 103.9 | 106.1 |
| September, 1939 .. | 108.0 | 111.0 | 118.7 | 101.3 | 106.5 | 111.3 |
| 1939 |  |  |  |  |  |  |
| April | 96.4 | 92.1 | 104.1 | 93.0 | 92.6 | 102.8 |
| May | 101.8 | 97.6 | 118.7 | 93.6 | 98.8 | 105.0 |
| June | 109.5 | 114.3 | 126.0 | 104.2 | 96.3 | 103.4 |
| July | 102.0 | 103.1 | 114.6 | 95.2 | 98.4 | 106.2 |
| August | 94.5(f) | 98.3 | 103.1 | 88.0 | 88.4 | 110.4 |
| September ...... | 108.0 | 111.0 | 118.7 | 101.3 | 106.5 | 111.3 |
| \% Change, Septermer, 1939 <br> September, 19.38 | + 9.5 | +10.2 | +13.9 | + 7.2 | + 2.5 | $+4.9$ |
| \% Change, Jan.-Sept., 1939 <br> Jan.-Sept., 1938 | + 1.6 | - 0.5 | $+4.5$ | - 0.8 | - 2.8 | $+3.0$ |

Drug Stores

| September, 1936. | 100.6 | 98.5 | 97.6 | 97.6 | 110.8 | 104.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Soptember, 1937 .. | 110.2 | 108.2 | 108.9 | 108.4 | 114.3 | 117.0 |
| Septomber, 1938 . | 107.6 | 101.0 | 104.6 | 105.4 | 116.5 | 114.0 |
| September, 1939 .. | 108.8 | 109.2 | 105.4 | 106.6 | 115.3 | 114.6 |
| 1939 俉 |  |  |  |  |  |  |
| April .......... | 106.7 | 104.9 | 106.7 | 103.2 | 118.7 | 101.7 |
| May . ........... | 106.5 | 101.2 | 110.1 | 104.8 | 110.0 | 105.1 |
| June | 102.6 | 103.8 | 103.7 | 103.2 | 98.7 | 103.9 |
| July | 103.3(f) | 105.7 | 103.0 | 103.4 | 101.3 | 106.0 |
| August | 103.2 | 109.8 | 103.8 | 102.2 | 100.0 | 109.6 |
| Sontember | 108.8 | 109.2 | 105.4 | 106.6 | 115.3 | 114.6 |
| Change, September, 1939 September, 1938 | * 1.1 | + 8.1 | + 0.8 | + 1.1 | -1.0 | + 0.5 |
| \% Change, Jan-Se, ${ }^{\text {a }}$, 1339 Jan.-Septo, | + 1. | + 2.0 | $+3.6$ | 1.1 +0.2 | + +3.5 | + 0.3 |

(e) Charge i: Iess than (1,1 per ?ent.
(f) Final. if bur $\sim$ s.

## DEPARTMENTAL STORE SAIES IN CATADA, BY SELECTED DEPART: ENTS SEPTAMBER, 1938 AID SEPT $13 B E R, 1939$ <br> (Based on sales of 18 firms)



