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CANADA

DOMINION BUREAU OF STATISTICS

CENSUS OF MERCHANDISING AND SERVICE ESTABLISHMENTS



RETAIL CHAINS

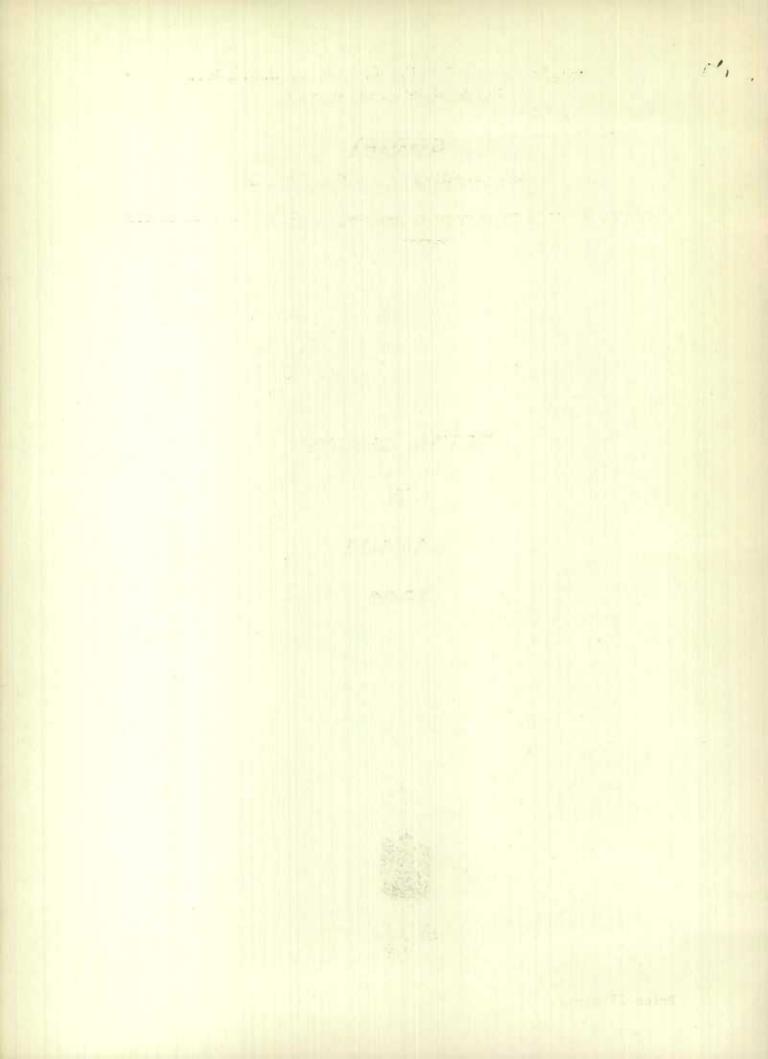
IN

CANADA

1944



OTTAWA 1946



Retail Chains in Canada, 1944

In the report under the above heading released on Tuesday, February 19, an error occurred in the arrangement of the first four pages. A corrected copy of the report is enclosed. Please substitute it for the original one mailed on February 19.

DEPARTMENT OF TRADE AND COMMERCE DOMINION BUREAU OF STATISTICS MERCHANDISING AND SERVICES BRANCH OTTAWA, CANADA

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RETAIL CHAINS IN CANADA, 1944

SUMMARY

Results of the annual survey of chain stores for 1944 show a total of 435 such firms in Canada that year. These 435 chain firms (each having 4 or more retail units) operated a total of 6,829 stores and had \$772,864,600 sales, an amount which formed 18.7 per cent of the total volume of business transacted by all retail stores in the same year. The proportion of the total retail business transacted by chains remained unchanged from 1943 in which year 448 chain companies operated a total of 7,074 stores and had \$708,249,100 sales. The reduction in the number of chain companies in operation in 1944 compared with 1943 may be attributed, as in immediately previous years, to the reduction below the four-store limit in the number of retail outlets operated by the smaller organizations and their consequent ellimination from the count of chain stores.

Salaries and wages paid to store employees totalled \$62,468,100 in 1944. Customers' accounts outstanding were valued at \$16,445,800 as on December 31, 1944, practically unchanged from the \$16,694,800 reported at the end of 1943. Inventories on hand at the end of 1944 were down slightly from the preceding year, store stocks declining from \$68,284,800 at the end of 1943 to \$67,620,500 at the close of the year under review. Warehouse stocks declined from \$23,606,500 to \$20,751,700 during the same interval.

Increases in the volume of business transacted in 1944 compared with 1943 were recorded by most of the trade classifications in which chains operated. The lumber and building material classification came first in point of view of percentage increase with a gain of 21.6 per cent over 1943 sales. This classification consists chiefly of the line lumber yard companies operating in the Prairie Provinces. There were 29 such firms in operation in 1944 and these operated a total of 700 yards and had \$37,124,300 sales. In 1943 there were 30 companies with 700 yards and \$30,522,400 sales.

Chain companies specializing in the sale of food products stand first in point of view of volume of business transacted. There were 90 such companies in 1944 and these operated 1,671 stores and had \$215,419,600 sales or 27.9 per cent of the total sales of all retail chains. Included in these totals are 24 grocery chains which operated 374 stores of the straight grocery type and these had \$31,078,400 sales. Included also are 31 combination store chains which operated 868 stores, some of which were straight grocery outlets while others sold both groceries and fresh meats. These 31 chains had \$167,732,700 sales. In addition there were 12 meat market chains and these operated 119 meat outlets and had \$6,041,400 sales. Including the three types (grocery, combination and meat markets) there were 67 chain companies operating in 1944 and these had 1,364 stores and \$204,852,500 sales, an amount which formed 24.3 per cent of the total estimated sales of all grocery or combination stores and meat markets, including both chains and independents.

Price: 25 cents

Corresponding ratios for earlier years were 27.4 for 1941 and 23.7 for 1943. In view of the fact that total sales figures for intercensal years are estimates, too much emphasis cannot be placed on slight variations in chain store ratios from year to year.

Variety store chains increased their annual turnover slightly between the two years. There were 18 such companies operating in Canada in 1944 and these had 515 stores and \$86,568,800 sales, a gain of 5.0 per cent over 1943 when 19 companies operated 521 stores.

There were 29 drug chain companies operating in Canada in 1944 and these had 323 stores and \$23,004,500 sales, up 6.9 per cent compared with 1943. Percentage increases over 1943 for other categories in which chains are important include a 3.5 per cent gain for chains specializing in men's and boys' wear, 6.3 per cent for family clothing chains, 9.7 per cent for women's apparel, 5.2 per cent for shoe stores, 4.3 per cent for restaurants, 10.3 per cent for tabacco stores and a more pronounced increase of 14.4 per cent for furniture stores.

The liquor stores operated by the eight Provincial Governments are considered as chain organizations for the purposes of this survey. The eight liquor commissions or boards operated a total of 536 stores in 1944 and these had \$155,980,300 sales, 20.2 per cent of the total sales for all retail chain companies and 5.3 per cent above the sales volume transacted by the same 8 organizations in 1943.

The accompanying tables present the usual analysis of the operations of retail chains in Canada in 1944 with corresponding figures for immediately previous years. When classified according to annual sales volume there were 26 companies each of which had annual sales of \$5,000,000 or more in 1944. These operated 2,293 stores and had \$473,506,900 sales, an amount which formed 61.3 per cent of the total volume of business transacted by all chains.

Table 1.A. -- Summary of Retail Chains in Canada, 1944
(Number of chains, stores, value of sales)

Kind of Business	Number	Number	of Stores	Sales (Retail)		
Kind of Business	Chains	Average	Maximum	Amount	% of total chain sale	
Total, All Chains	435	6,614	6,829	772,864,600	100.0	
Food Group, Total	90	1,639	1,671	215,419,600	27.9	
akery product dealers	13	119	120	2,806,400	0.4	
andy and confectionery stores	8	171	173	6,473,800	0.8	
rocery stores	24	374	377	31,078,400	4.0	
ombination stores	31	854	868	167,732,700	21.7	
eat markets	12	107	119	6,041,400	0.8	
ther food stores	2	14	14	1,286,900	0.2	
Country General Store Group	15	117	117	9,476,900	1.2	
General Merchandise Group, Total	32	615	618	98,254,200	12.7	
ry goods and general merchandise stores	14	101	103	9,685,400	1.2	
ariety, 5¢, 10¢, 15¢ to-a-dollar stores	18	514	515	88,568,800	11.5	
Automotive Group, Total	30	244	301	12,419,600	1.6	
otor vehicle dealers	6	34	34	5,611,300	0.7	
illing stations	19	174	230	4,280,600	0.6	
ther automative accessories stores	5	36	37	2,527,700	0.3	
Apparel Group, Total	90	918	941	65,209,500	8.4	
en's and boys' clothing and furnishings stores	12	116	117	10,377,000	1.3	
amily clothing stores	17	98	99	17,560,900	2.3	
omen's apparel and accessories stores	32	281	293	16,607,700	2.1	
shoe stores	29	423	432	20,663,900	2.7	

Table 1A. -- Summary of Retail Chains in Canada, 1944-- (Concl'd) (Number of chains, stores, value of sales)

Kind of Business	Number	Number o	f Stores	Sales (Retail)	
Kind of Business	Chains	Average	Maximum	Amount	% of total chain sales
Building Materials Group, Total	42	782	797	\$ 44,477,200	5.8
Hardware stores	7	38	39	4,614,900	0.6
Lumber and building material dealers	29	686	700	37,124,300	4.8
glass stores)	6	58	58	2,738,000	0.4
Furniture-Household-Radio Group, Total.	34	374	384	25,133,000	3.3
Furniture stores	14	124	127	15,650,800	2.0
Household appliance or radio dealers	20	250	257	9,482,200	1.3
Restaurant Group, Total	22	239	258	20,336,700	2.6
Other Retail Stores, Total	80	1,686	1,742	282,137,900	36.5
Drug stores	29	319	323	23,004,500	3.0
Jewellery stores	4	36	38	13,374,400	1.7
supplies dealers	13	148	150	16,942,700	2.2
Opticians and optometrists stores	3	14	14	205,100	-
Tobacco stores and stands	4	191	199	10,818,300	1.4
Liquor stores (government)	8	533	536	155,980,300	20.2
Wine stores	4	23	23	1,559,600	0.2
Miscellaneous kinds of business	15	422	459	60,253,000	7.8

Table 1B. -- Summary of Retail Chains in Canada, 1944 (Salaries and wages, year-end accounts and stocks on hand)

Kind of Business	Salaries	Customer's Accounts Outstanding,	Stocks on hand, December 31, 1944		
kind of Business	Wages	December 31, 1944	Stores	Warehouses	
Total, All Chains	\$ 62,468,100	16,445,800	67,620,500	\$ 20,751,700	
Food Group, Total	14,487,700	820,900	7,484,000	7,657,300	
Bakery product dealers	421,000 870,700 2,091,800 10,435,900 606,600 61,700	7,900 65,500 187,500 472,300 73,400 14,300	11,600 53,100 1,696,800 5,625,900 70,300 26,300	32,500 219,400 1,100,800 6,293,600 3,300 7,700	
Country General Store Group	604,800	628,700	2,181,400	42,700	
General Merchandise Group, Total	11,809,500	336,300	10,455,200	1,543,900	
Dry goods and general merchandise stores Variety, 5¢, 10¢, 15¢ to-a-dollar stores	1,071,900 10,737,600	333,700 2,600	1,569,700 8,885,500	32,400	
Automotive Group, Total	1,563,400	1,144,800	1,438,200	114,500	
Motor vehicle dealers	594,200 566,600 402,600	836,900 137,500 170,400	1,148,000 158,300 131,900	114,500	
Apparel Group, Total	6,742,800	726,300	9,156,200	1,919,100	
Men's and boys' clothing and furnishings stores Family clothing stores	1,095,200 1,916,600 1,362,200 2,368,800	81,500 488,000 134,800 22,000	1,128,300 3,297,600 1,073,900 3,656,400	192,000 387,900 332,100 1,007,100	

Table 1B. -- Summary of Retail Chains in Canada, 1944-- (Concled) (Salaries and wages, year-end accounts and stocks on hand)

	Salaries	Customer's accounts	Stocks on hand, December 31, 1944		
Kind of Business	and Wages	Outstanding, December 31, 1944	Stores	Warehouses	
Building Materials Group, Total	\$ 3,120,900	\$ 5, 77 5,000	10,095,500	\$ 69,300	
Hardware stores	420,800 2,423,900	311,900 3,214,200	951,100 8,540,600	61,500	
glass stores)	276,200	248,900	603,800	7,800	
Furniture-Household-Radio Group, Total.	3,199,200	3,664,700	4,945,000	1,592,400	
Furniture stores	1,555,900 1,643,300	2,572,200 1,092,500	3,189,200 1,755,800	1,182,100 410,300	
Restaurant Group, Total	4,923,900	9,600	365,000	273,800	
Other Retail Stores, Total	16,015,900	5,339,500	21,500,000	7,538,700	
Drug stores	3,096,100 1,298,100	. 93,600 912,600	2,743,000 2,314,300	733,700	
supplies dealers	3,834,800 73,700	2,835,400 9,900	1,784,300 15,800	33,100 8,900	
Tobacco stores and stands	986,700 4,469,000	83,600 11,900	612,000 9,654,000	246,600 5,853,200	
Wine stores	150,700 2,106,800	78,100 1,314,400	147,800 4,228,800	127,800 535,400	
		Temperature Linear	all light to the	or the migs	

✓Table 2. Principal Statistics of Retail Chains for Selected Kinds of Business,

1941 - 1944

	1341 13	1741 1748						
Kind of Business	1941	1942	1943	1944				
Total, All Chains Chains (number)	8,012 \$642,636,700	7,193 \$692,185,700	448 7,074 \$708,249,100 110.2	6,829 \$772,864,600				
Candy and confectionery stores Chains (number) Stores (maximum) Chain sales Index of chain sales (1941-100)	\$ 4,374,500	\$ 5,361,700	8 180 \$ 5,978,300 136.7	\$ 6,473,800				
Chains (number)	1,541 \$172,317,400	1,293 \$188,116,300	56 1,269 \$179,833,500 104.4	55 1,245 \$198,811,100 115.4				
Meat markets Chains (number) Stores (maximum) Chain sales Index of chain sales (1941=100)	\$ 5,088,500	\$ 5,372,200	\$ 0,141,100	\$ 6,041,400				
Variety stores Chains (number)	\$ 74 179,100	523v \$ 84,319,200	521 \$ 84,366,200	\$ 88,568,800				
Men's and boys' clothing and furnishings stores (including custom tailors) Chains (number) Stores (maximum) Chain sales Index of chain sales (1941=100)	\$ 9,498,700	15 132 \$ 9,705,400 102,2	\$ 10,030,500 105.6					
Family clothing stores Chains (number) Stores (maximum) Chain sales Index of chain sales (1941=100)	\$ 13,943,500	17 101 \$ 15,223,700 109,2	\$ 16,513,000 \$ 118.4	\$ 17,560,900				
Women's apparel and accessories stores Chains (number)	\$ 12,438,300	\$ 14,186,900	31 277 \$ 15,134,400 121.7					
Shoe stores Chains (number)	\$ 16,312,600	428	\$ 19,647,700					

Table 2. Principal Statistics of Retail Chains for Selected Kinds of Business (Concled)

1941 - 1944

1341 1344								
Kind of Business	1941	1942	1943	1944				
Hardware stores Chains (number)	\$ 3,849,700	\$ 4,167,300	\$ 4,210,700	7 39 \$ 4,614,900 119.8				
Lumber and building material dealers Chains (number)	738	\$ 24,624,700	700					
Furniture stores Chains (number)	\$ 15,484,200	\$ 14,200,900	\$ 13,674,800	\$ 15,650,800				
Household appliances, radio and music stores Chains (number)	\$ 18,655,600							
Restaurants Chains (number) Stores (maximum) Chain sales Index of chain sales (1941=100)	\$ 12,498,400	\$ 16,015,000	\$ 19,493,700	\$ 20,336,700				
Drug stores Chains (number)	\$ 18,849,500	343 \$ 19,711,700	\$ 21,511,600	\$ 23,004,500				
Office, school and store supplies and equipment dealers Chains (number)	13 147 \$ 20,192,600	\$ 21,000,900	× 148					
Tobacco stores and stands Chains (number)	217	\$ 8,237,400	\$ 9,810,000					
Liquor stores Chains (number)	615	\$134,617,100	\$148,178,900	\$155,980,300				

Table 3. -- Principal Statistics of Retail Chains by Provinces, 1941 - 1944

	1941	1942	1943	1944			
Total, All Chains Chains (number)	\$642,636,700	7,193	\$708,249,100 110.2				
British Columbia Chains (number)	765 \$ 63,925,100	78 693 \$ 72,346,100 113.2	663 \$ 70,684,900	77 666 \$ 79,597,000 124.5			
Alberta Chains (number)	\$ 36,110,600	77 521 \$ 40,988,000 113.5	518 \$ 46,989,500	75 504 \$ 51,285,800 142.0			
Saskatchewan Chains (number)	\$ 32,523,600	67 722 \$ 34,015,800 104.6		4 4010001000			
Manitoba Chains (number)	\$ 27,437,500	288	\$ 32,336,000				
North West Territories and the Yukon Chains (number)	\$ 1,493,600	5 58 \$ 1,737,500 116.3	\$ 2,590,400	5 57 \$ 3,306,200 221.4			

Table 3 .- Principal Statistics of Retail Chains by Provinces, 1941 - 1944- (Concl'd)

emperimental and a superimental	****		****	*************
	1941	1942 313,798,500	1943	1944
Ontario ==		323.3		
Chains (number)	284	/ 1363 257	249 3.077	241
Stores (maximum)	3,389	3,129	3,077	
Chain sales	\$295,823,000	ر الله الله الله الله الله الله الله الل	\$310,227,600	
Index of chain sales (1941=100)	100.0	106.7	104.9	113.4
Our bas and		015.5.6		
Quebec Chains (number)	165	138	140	135
Stores (maximum)	1.443	124 640,29,269	140 1,864	1,234
Chain sales	\$132 325,000			
Index of chain sales (1941=100)				
New Brunswick				
Chains (number)	48			
Stores (maximum)			\$ 22,008,500	
Index of chain sales (1941=100)		107.8	111.0	121.8
			3-812.5	
Nova Scotia		H H LANG		
Chains (number)			49	48
Stores (maximum)			283	
Index of chain sales (1941=100)		\$ 37,507,100	\$ 38,044,600	\$ 42,102,500
TIMOR OF CHURCH SULED (13712-100) 66	200.0	.21007	110.4	101.0
Prince Edward Island		d		S. Tiplini
Chains (number)			10	9
Stores (maximum)			15	
Chain sales				
Index of chain sales (1941=100)	100.0	62.6	73.6	77.4

313,798,500

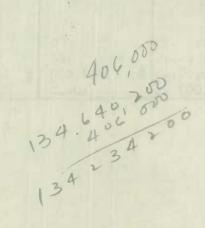


Table 4 .- Retail Chains Classified According to Type of Operation, 1941 - 1944

Type of Operation	Number of	Kumber of	Chain Sales				
	Chains Stores		Amount	Per cent of total	Average per store		
	The state of the s		1941	4-1			
Total, All Chains	533	8,014	\$ 642,731,700	100 c	\$ 80,200		
Local chains	176 234 123	1,092 3,160 3,762	60,888,300 287,495,000 294,348,400	9.5 44.7 45.8	55,800 91,000 78,200		
			1942				
Total, All Chains	459	7,193	\$ 692,188,700	100.0	\$ 96,200		
Local chains	152 200 107	978 2,916 3,299	64,210,300 317,246,000 310,732,400	9.3 45.8 44.9	65,700 108,900 94,200		
	1943						
Total, All Chains	448	7,074	\$ 708,249,100	* 100,0	100,100		
Provincial chains	145 196 107	915 2,822 3,337	65,054,300 329,453,500 313,741,300	9°2 45°5 44°3	71,100 116,700 94,000		
	1944						
otal, All Chains	435	6,829	\$ 772,864,600	100.0	1.13, 200		
Local chains	139 195 101	879 2,834 3,116	65,172,600 371,857,900 335,834,100	8.4 48.1 43.5	74,100 131,200 107,800		
	-						

Table 5 .- Retail Chains Classified According to Number of Units Operated, 1941 - 1944

eval (real	Number	Number	Cl	nain Sales		
	of	of		Per cent	Average	
	Chains	Stores	Amount	of total	per store	
			1941	01 00041	por store	
			3		\$	
Total, All Chains	533	8,014	642,731,700	100.0	80,200	
Less than 6 units	223	968	71,938,200	11.2	74,300	
6~10 units	166	1,261	80,730,000	12.6	64,000	
11-25 units	79	1,281	82,439,200	12.8 12.6	64,400 63,600	
26~50 units	36	1,272	80,859,700 77,879,500	12.1	67,400	
51-100 units	13	2,077	248,885,100	38.7	119,800	
TOO OL MOIG MILES	10	2,011	220,000,100			
	1942					
	Baran III	III III	\$		\$	
Total, All Chains	459	7,193	692,188,700	100,0	96,200	
THE RESERVE OF THE PARTY OF THE	340	740	E4 453 COO	7.9	72,800	
Less than 6 units	169 148	748	54,451,200 82,100,300	11.9	73,300	
6-10 units	79	1,271	96,348,900	13,9	75,800	
26-50 units	34	1,144	89,956,300	13.0	78,600	
51-100 units	18	1,291	98,471,300	14.2	76.300	
100 or more units	11	1,619	270,860,700	39.1	167,300	
			1943			
	440	P OF	708,249,100	100.0	100,100	
Total, All Chains	448	7,074	708,249,100	100.0	100,100	
Less than 6 units	169	745	58,865,100	8,3	79,000	
6-10 units	141	1.072	79,494,600	11.2	74,200	
11-25 units	77	1,259	102,841,000	14.6	81,700	
26-50 units	32	1,109	90,699,200	12.8	81.,800	
51-100 units	18	1,275	97,355,000	13.7	76,400	
100 or more units	11	1,614	278,994,200	39.4	172,900	
			1944			
			1 9 4 4		\$	
Total, All Chains	435	6,829	772,864,600	100.0	113 200	
State of the state						
Less than 6 units	162	716	62,954,000	8.1	87,900	
6-10 units	137	1,028	79,359,000	10,3	77.200	
11-25 units	78	1,290	108,332,200	14.0	84.000	
26-50 units	30	975	100,394,000	13.0	1 103,000	
51-100 units	17	1,184	108,785,800	14.1	91,900	
TOO OL MOLO MILES 000000000000	11	1,000	010,003,000	2000	131,000	
		-				

Table 6. Retail Chains Classified According to Amount of Annual Retail Sales, 1941 - 1944

	Number	Number	C	hain Sales	
Annual Sales Volume of Chain	of	of		nain bares	
	Chains	Stores	,	Per cent	Average
			Amount	of total	per store
			1941		
		E MAINTAIL	\$		\$
Total, All Chains	533	8,014	642,731,700	100.0	80,200
Under \$100,000	83	447	5,588,800	0.8	12,500
\$100,000 - \$199,999	104	607	15,290,900	2.4	25,200
\$200,000 - \$499,999	160	1,287	50,556,300	7.9	39,300
\$500,000 - \$999,999	84	1,022	60,805,700	9.5	59,500
\$1,000,000 - \$4,999,999	79	2,405	159,941,600	24.9	66,500
\$5,000,000 and over	23	2,246	350,548,400	54.5	156,100
wo to control and over a control of	20	20220	000,020,200	0230	100,100
			1942		
			\$		\$
Total, All Chains	459	7,193	692,188,700	100.0	96,200
Under \$100,000	47	261	3,241,200	0.5	12,400
\$100,000 - \$199,999	86	520	12,647,500	1.8	24,300
\$200,000 - \$499,999	142	1,105	45,864,700	6.6	41,500
\$500,000 - \$999,999	72	858	50,983,800	7.4	59,400
\$1,000,000 - \$4,999,999	89	2,266	176,278,700	25.5	77,800
\$5,000,000 and over	23	2,183	403,172,800	58.2	184,700
worded and order and an	20	2,100	200,172,000	00.2	101,700
			1943		
			\$		\$
Total, All Chains	448	7,074	708,249,100	100.0	100,100
Under \$100,000	42	248	2,821,200	0.4	11,400
\$100,000 - \$199,999	84	535	12,568,500	1.8	23,500
\$200,000 - \$499,999	134	989	43,557,600	6.2	44,000
\$500,000 - \$999,999	75	929	55,516,200	7.8	59,800
\$1,000,000 - \$4,999,999	88	2,129	171,308,300	24.2	80,500
\$5,000,000 and over	25	2,244	422,477,300	59.6	188,300
			1944		
			3		1 8
Total, All Chains	435	6,829	722,864,600	100.0	113,200
	TZ A	100	0 142 400	0.3	11 500
Under \$100,000	34 77	192	2,143,400	0.3	11,200
\$100,000 - \$199,999		512	11,842,400	1.5	23,100
\$500,000 - \$999,999	126	844	52,457,800	5.2	48,100
\$1,000,000 - \$4,999,999	98	726	192,332,900	6.8	85,100
\$5,000,000 and over	26	2,293	473,506,900	61.3	206,500
40,000,000 and Over	20	2,250	270,000,500	01.0	200,000

