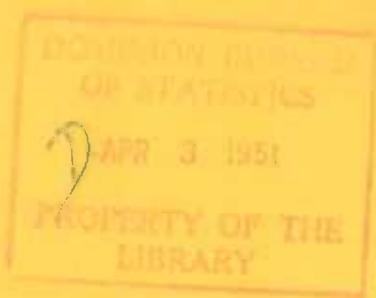


13-210

GOVERNMENT OF CANADA



RETAIL CHAIN STORES

1949



DOMINION BUREAU OF STATISTICS - DEPARTMENT OF TRADE AND COMMERCE

RETAIL CHAIN STORES

1949

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Prepared in the Merchandising and Services Section  
Industry and Merchandising Division  
Dominion Bureau of Statistics, Ottawa

## **NOTICE**

The Industry and Merchandising Division of the Bureau of Statistics collects and compiles figures on (a) the primary industries in Canada — mining, forestry, and fishing; (b) manufacturing; (c) construction; and (d) merchandising and services.

For the purpose of annual compilation and publication, reports on merchandising and services have been classified as follows:

### **Part I — Wholesale Statistics**

- A. General Review
- B. Wholesale Trade
- C. Operating Results of Food Wholesalers
- D. Operating Results of Dry Goods, Piece Goods, and Footwear Wholesalers
- E. Operating Results of Miscellaneous Wholesalers (automotive equipment, drugs, hardware, plumbing and heating equipment)

### **Part II — Retail Statistics**

- F. General Review
- G. Retail Trade
- H. Department Store Sales and Stocks
- I. Retail Chain Stores
- J. Operating Results of Food Store Chains
- K. Operating Results of Clothing Store Chains
- L. Operating Results of Miscellaneous Chain Stores (variety, drug, furniture)

### **Part III — Services and Special Fields**

- M. Laundries, Cleaners and Dyers
- N. Theatres
- P. Advertising Agencies (Memorandum)
- Q. Sales Financing
- R. Farm Implement and Equipment Sales
- AA. New Motor Vehicle Sales and Motor Vehicle Financing

The reports are punched to permit of filing in a ring binder.

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### DEFINITIONS

**CHAINS** — A retail chain is an organization operating four or more retail stores under the same ownership.

**CLASSIFICATION BY KIND OF BUSINESS** — A chain is classified by the kind of business carried on in the majority of its stores. A few chains operated several stores of two distinct types and these were treated as two separate chains.

**CLASSIFICATION BY TYPE OF ORGANIZATION** — **Local chains** are those operating within one city or locality. **Provincial chains**, as the term implies, operate stores within one province only, but in more than one locality. **Sectional chains** cover more than one province, yet are confined to a region such as the Maritimes or Prairies. **National chains** operate stores in most provinces.

**NUMBER OF STORES** — The average number of stores is obtained by averaging the numbers in operation at January 1, June 30 and December 31. The maximum is the total number of stores operated during the year, regardless of whether operated all or part of the year.

**SALES** — Net retail sales are gross sales less any returns and allowances. Sales at wholesale are not included.

**SALARIES AND WAGES** — Salaries and wages reported are those paid to store employees only. Those paid to head office and warehouse employees are not included.

**ACCOUNTS OUTSTANDING** — These are the amounts owing on charge, instalment or open credit accounts at the end of the year. They do not include accounts written off.

**STOCKS** — Stocks on hand at the end of the year, in both stores and warehouses, are shown at cost or invoice value.

In previous years, four separate reports on chain stores were published — one for all chains and separate reports for Food, Variety and Drug chains. This year, all four are combined in this single report.



## RETAIL CHAIN STORES

1949

### ALL TRADES - SUMMARY

The activity of retail chains kept pace with the general upward trend of business in 1949. Total sales of \$1,420,080,800 represented an increase of 6% compared with 1948's total of \$1,335,735,100. Jewellery, grocery and combination, and hardware chains recorded the largest gains. Although the number of chain companies dropped from 403 in 1948 to 381 in 1949, the number of retail outlets increased from 6,821 to 6,839.

Salaries and wages paid to employees increased 8% to \$115,902,900. Accounts outstanding increased considerably from \$40,378,300 to \$50,001,200, a 12% gain, half of which was accounted for by the furniture-household-radio group of chain stores. The increase in stocks—4% in stores and 1% in warehouses—did not parallel the increase in sales. Average sales per store, continuing an uninterrupted series of gains which began in 1935, rose from \$195,827 in 1948 to \$207,645 in 1949. (Table 1)

Chain stores in the Yukon and Northwest Territories reported sales 8% lower in 1949 than in 1948. All other sections of the country showed increased sales volumes in 1949. In only three cases did the provincial results vary appreciably from the overall increase of 6% for Canada as a whole. Prince Edward Island and Alberta had gains of 22% and 13% respectively while the New Brunswick increase was only 1%. (Table 4)

Local chains accounted for 8% of total chain store sales in 1949 compared with 45% for provincial chains and 47% for sectional and national chains. (Table 5)

Table 6 gives a breakdown of sales by number of units operated. Twelve companies, each operating more than 100 units, accounted for 44% of total sales volume in 1949. Firms with 51-100 units accounted for a higher percentage of total sales in 1949, but this category included 2 more chains and 130 more stores. Firms operating less than 10 units showed a decrease in both the number of firms and stores operated. (Table 6)

Firms doing more than \$1,000,000 annual net sales accounted for 93% of total sales in 1949, 92% in 1948 and 80% in 1941. (Table 7)

RETAIL CHAINS IN CANADA  
TOTAL SALES, SALARIES, STORE  
AND WAREHOUSE STOCKS

1930 - 1949

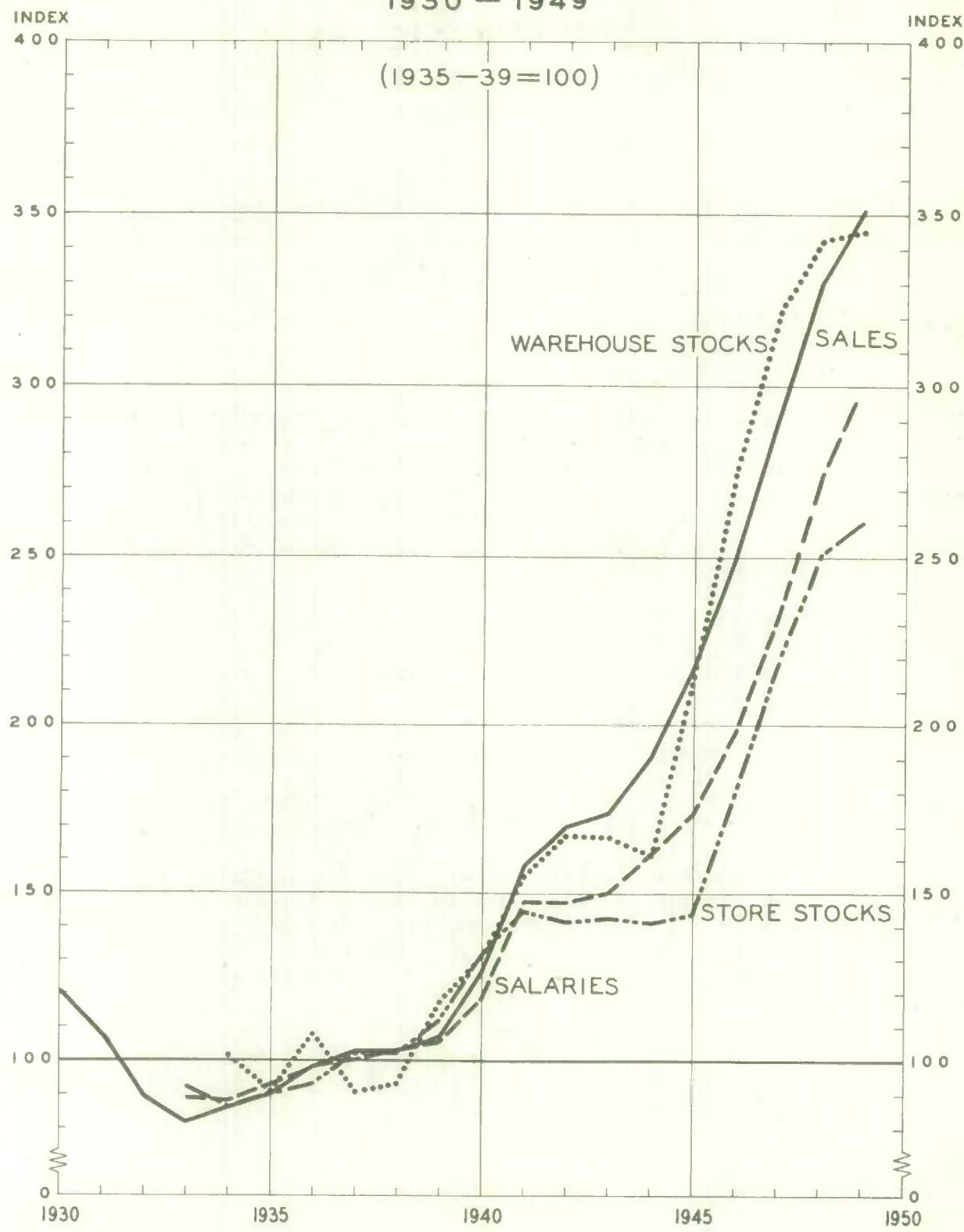
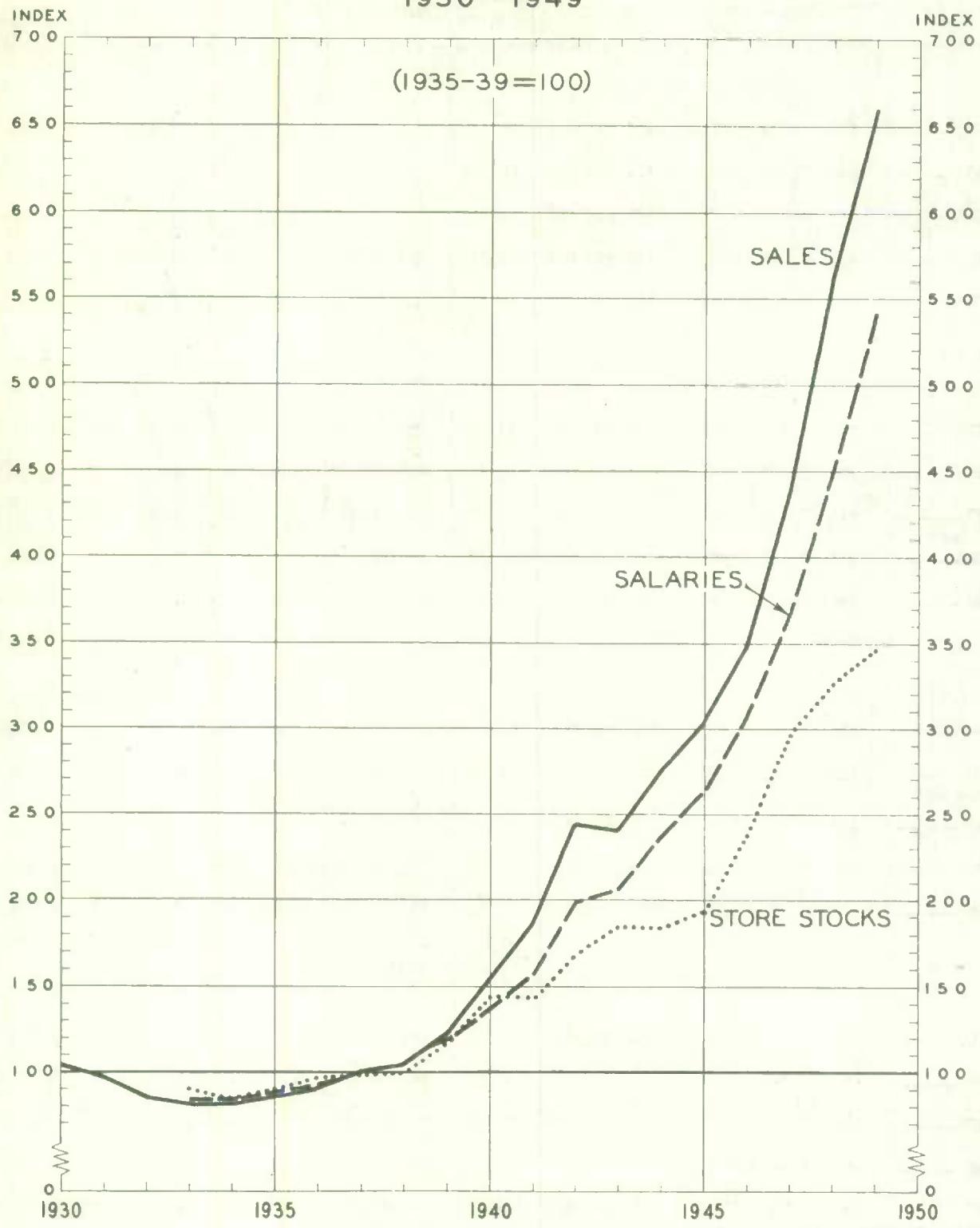


CHART 2.

RETAIL FOOD CHAIN STORES  
AVERAGE SALES, SALARIES AND STOCKS  
PER STORE

1930-1949



## MERCHANDISING AND SERVICES

TABLE 1. Summary statistics of retail chain stores in Canada, 1930-1949

Year	Number of chains	Number of stores		Retail sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end	
		Average	Maximum	Amount	Average per store			Stores	Warehouses
				\$	\$	\$	\$	\$	\$
1930 .....	518	8,097	8,504	487,336,000	60,187	50,404,900	2	60,457,200	2
1931 .....	506	8,188	8,557	434,199,700	53,029	2	2	2	2
1932 .....	486	8,066	8,398	360,806,200	44,732	2	2	2	2
1933 .....	461	9,900	8,230	328,902,600	41,633	34,820,600	2	43,995,100	2
1934 .....	445	7,804	8,210	347,186,100	44,488	34,510,900	2	40,962,600	13,768,100
1935 .....	445	7,666	8,022	364,129,800	47,499	36,382,000	30,188,700	42,796,200	12,265,900
1936 .....	457	7,588	8,124	394,935,000	52,047	38,603,000	31,430,400	44,258,000	14,631,500
1937 .....	447	7,346	7,815	414,133,300	56,375	39,289,500	33,526,200	48,550,700	12,280,000
1938 .....	457	7,356	7,692	414,448,300	56,342	40,368,400	37,073,700	48,617,300	12,623,200
1939 .....	446	7,215	7,595	432,026,100	59,879	41,427,800	35,942,800	53,167,700	15,915,600
1940 .....	451	7,131	7,522	508,553,900	71,316	46,462,300	43,229,700	62,634,500	17,621,700
1941 .....	529	7,622	7,969	639,210,400	83,864	57,777,200	38,376,100	68,619,200	20,975,600
1942 .....	455	7,010	7,139	687,447,400	98,067	57,653,700	2	66,939,700	22,633,400
1943 .....	444	6,780	7,021	703,950,000	103,827	58,804,000	15,526,900	67,628,000	22,602,500
1944 .....	431	6,560	6,774	769,643,200	117,324	63,299,700	15,093,000	66,943,500	21,854,900
1945 .....	429	6,580	6,705	876,209,000	133,162	68,196,400	16,368,500	68,246,800	29,013,100
1946 .....	422	6,559	6,743	1,014,846,700	154,725	77,474,400	19,642,600	85,345,200	37,436,400
1947 .....	422	6,716	6,962	1,177,322,700	175,301	91,265,800	31,492,500	105,040,500	43,546,000
1948 .....	403	6,821	7,152	1,335,735,100	195,827	107,450,200	40,378,300	119,132,000	46,330,300
1949 .....	381	6,839	7,123	1,420,080,800	207,645	115,902,900	50,001,200	123,696,400	46,755,400

1. Obtained by averaging the number at the beginning, middle and end of the year.  
 2. Not available.

**TABLE 2. Principal statistics of retail chain stores in Canada, 1949  
by kinds of business**

No.	Kind of business	Number of chains	Number of stores	
			Average	Maximum
1	<b>Total, All Chains .....</b>	381	6,839	7,123
2	<b>Food Group, total .....</b>	76	1,549	1,634
3	Bakery product dealers .....	10	166	174
4	Candy and confectionery stores .....	8	167	175
5	Grocery stores .....	14	244	265
6	Combination stores .....	30	887	926
7	Meat markets .....	10	63	69
8	Other food stores .....	4	22	25
9	<b>Country General Stores .....</b>	15	124	127
10	<b>General Merchandise Group, total.....</b>	24	626	636
11	Dry goods and general merchandise stores .....	9	85	86
12	Variety, 5-10-15¢ to-a-dollar stores .....	15	541	550
13	<b>Automotive Group, total .....</b>	13	124	135
14	Motor vehicle dealers .....	4	29	31
15	Filling stations .....	6	68	76
16	Other automotive accessories stores .....	3	27	28
17	<b>Apparel Group, total .....</b>	91	1,173	1,232
18	Men's and boys' clothing and furnishings stores.....	10	119	125
19	Family clothing stores .....	19	126	135
20	Women's apparel and accessories stores .....	35	401	426
21	Shoe stores .....	27	527	546
22	<b>Building Materials Group, total .....</b>	37	774	786
23	Hardware stores .....	7	41	41
24	Lumber and building material dealers .....	25	691	701
25	Paint, varnish and wallpaper stores .....	5	42	44
26	<b>Furniture-Household-Radio Group, total .....</b>	36	438	464
27	Furniture stores .....	18	170	177
28	Household appliance, radio and music stores .....	18	268	287
29	<b>Restaurant Group, total .....</b>	18	226	249
30	<b>Other Retail Stores, total .....</b>	71	1,805	1,860
31	Drug stores .....	23	301	309
32	Jewellery stores .....	3	42	42
33	Office, store and school furniture equipment and supplies dealers .....	13	165	176
34	Tobacco stores .....	4	199	209
35	Government liquor stores .....	8	572	586
36	Wine stores .....	5	30	30
37	Miscellaneous kinds of business .....	15	496	508

## MERCHANDISING AND SERVICES

**TABLE 2. Principal statistics of retail chain stores in Canada, 1949**  
by kinds of business (concl'd)

Retail sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end		Nb.
Amount	% of total chain sales			Stores	Warehouses	
\$ 1,420,080,800	100.0	\$ 115,902,900	\$ 50,001,200	\$ 123,696,400	\$ 46,755,400	1
454,296,500	32.0	28,748,200	1,616,100	12,708,600	11,446,900	2
6,594,300	0.5	939,000	58,300	50,300	144,500	3
5,795,300	0.4	712,100	60,200	102,500	86,800	4
26,209,900	1.9	1,858,300	109,800	1,594,800	617,100	5
407,740,400	28.7	24,463,800	1,294,100	10,760,800	10,521,300	6
6,338,100	0.4	594,900	62,800	103,400	3,100	7
1,618,500	0.1	180,100	30,900	96,800	74,100	8
15,060,300	1.1	1,352,500	922,100	3,671,400	29,200	9
154,666,700	10.9	21,272,100	634,500	17,271,200	3,752,000	10
12,606,200	0.9	1,481,300	626,300	2,118,200	65,900	11
142,060,500	10.0	19,790,800	8,200	15,153,000	3,686,100	12
22,750,800	1.6	2,423,300	4,008,500	2,861,000	1,528,400	13
16,146,800	1.1	1,602,100	3,600,400	2,080,200	1,205,600	14
3,772,300	0.3	382,200	6,700	227,500	322,800	15
2,831,700	0.2	439,000	401,400	553,300	—	16
120,899,700	8.5	12,577,100	3,294,800	20,535,600	3,565,900	17
17,821,700	1.3	1,760,000	286,700	2,938,200	208,400	18
33,770,300	2.4	3,934,400	2,248,400	5,809,500	413,000	19
37,381,800	2.6	3,061,500	713,400	4,084,100	1,162,000	20
31,925,900	2.2	3,821,200	46,300	7,703,800	1,782,500	21
71,528,900	5.0	5,396,500	4,935,700	16,691,000	306,300	22
8,827,400	0.6	836,800	354,300	2,028,300	6,600	23
59,499,000	4.2	4,206,700	4,217,900	14,033,900	27,300	24
3,202,500	0.2	353,000	363,500	628,800	272,400	25
63,494,900	4.5	8,312,900	18,635,100	11,508,200	2,584,600	26
34,554,700	2.5	3,840,200	13,001,700	5,626,300	2,068,600	27
28,940,200	2.0	4,472,700	5,633,400	5,881,900	516,000	28
21,460,500	1.5	5,493,900	21,000	258,800	324,500	29
495,922,500	34.9	30,326,400	15,933,400	38,190,600	23,217,600	30
27,430,100	1.9	4,234,900	183,200	4,129,500	979,600	31
27,340,500	1.9	2,650,600	4,034,900	3,659,500	14,500	32
43,766,000	3.1	9,906,500	7,705,000	4,666,200	329,200	33
16,024,900	1.1	1,510,800	137,500	1,252,700	483,500	34
276,684,500	19.5	6,973,500	22,800	14,708,800	19,058,200	35
2,899,300	0.2	227,300	—	220,000	198,500	36
101,777,200	7.2	4,822,800	3,850,000	9,553,900	2,154,100	37

TABLE 3. Chains, stores and sales for selected kinds of business, 1941, 1948, 1949

Kind of Business	1941	1948	1949	% change in sales 1949/1948
<b>Total, all Chains:</b>				%
Chains (number) .....	529	403	381	
Stores (maximum) .....	7,969	7,152	7,123	
Sales ..... \$	639,210,400	1,335,735,100	1,420,080,800	+6.4
<b>Grocery and Combination stores:</b>				
Chains (number) .....	62	48	44	
Stores (maximum) .....	1,541	1,226	1,191	
Sales ..... \$	172,317,400	387,136,600	433,950,300	+12.1
<b>Meat markets:</b>				
Chains (number) .....	17	11	10	
Stores (maximum) .....	166	80	69	
Sales ..... \$	5,088,500	6,586,500	6,338,100	-3.8
<b>Variety stores:</b>				
Chains (number) .....	20	16	15	
Stores (maximum) .....	532	540	550	
Sales ..... \$	74,179,100	133,906,900	142,060,500	+6.1
<b>Men's and boys' clothing and furnishings stores (including custom tailors):</b>				
Chains (number) .....	18	11	10	
Stores (maximum) .....	147	120	125	
Sales ..... \$	9,498,700	17,919,200	17,821,700	-0.5
<b>Family clothing stores:</b>				
Chains (number) .....	19	20	19	
Stores (maximum) .....	115	139	135	
Sales ..... \$	13,943,500	33,816,600	33,770,300	-0.1
<b>Women's apparel and accessories stores:</b>				
Chains (number) .....	38	37	35	
Stores (maximum) .....	318	424	426	
Sales ..... \$	12,438,300	34,834,400	37,381,800	+7.3
<b>Shoe stores:</b>				
Chains (number) .....	35	29	27	
Stores (maximum) .....	452	543	546	
Sales ..... \$	16,312,600	31,377,800	31,925,900	+1.7
<b>Hardware stores:</b>				
Chains (number) .....	7	7	7	
Stores (maximum) .....	38	40	41	
Sales ..... \$	3,849,700	7,927,300	8,827,400	+11.4

TABLE 3. Chains, stores and sales for selected kinds of business, 1941, 1948, 1949  
(Concl'd)

Kind of Business	1941	1948	1949	% change in sales 1949/1948
<b>Lumber and building material dealers:</b>				%
Chains (number) .....	30	25	25	
Stores (maximum) .....	732	699	701	
Sales ..... \$	19,979,000	56,285,400	59,499,000	+5.7
<b>Furniture stores:</b>				
Chains (number) .....	16	18	18	
Stores (maximum) .....	127	175	177	
Sales ..... \$	15,484,200	35,678,900	34,554,700	-3.2
<b>Household appliance, radio and music stores:</b>				
Chains (number) .....	27	17	18	
Stores (maximum) .....	410	265	287	
Sales ..... \$	18,655,600	27,273,400	28,940,200	+6.1
<b>Restaurants:</b>				
Chains (number) .....	27	17	18	
Stores (maximum) .....	256	247	249	
Sales ..... \$	11,918,800	21,898,800	21,460,500	-2.0
<b>Drug stores:</b>				
Chains (number) .....	35	25	23	
Stores (maximum) .....	363	316	309	
Sales ..... \$	18,944,500	27,458,100	27,430,100	-0.1
<b>Office, school and store supplies and equipment dealers:</b>				
Chains (number) .....	13	13	13	
Stores (maximum) .....	147	167	176	
Sales ..... \$	20,192,600	40,580,900	43,766,000	+7.8
<b>Tobacco stores and stands:</b>				
Chains (number) .....	6	5	4	
Stores (maximum) .....	217	219	209	
Sales ..... \$	7,185,800	15,944,900	16,024,900	+0.5
<b>Liquor stores:</b>				
Chains (number) .....	9	8	8	
Stores (maximum) .....	615	574	586	
Sales ..... \$	112,397,800	267,492,100	276,684,500	+3.4

TABLE 4. Chains, stores and sales by provinces, 1941, 1948, 1949

Province	1941	1948	1949	% change in sales 1949/1948
<b>Canada:</b>				%
Chains (number) .....	529	403	381	
Stores (maximum) .....	7,969	7,152	7,123	
Sales ..... \$	639,210,400	1,335,735,100	1,420,080,800	+6.4
<b>Prince Edward Island:</b>				
Chains (number) .....	9	7	8	
Stores (maximum) .....	16	8	9	
Sales ..... \$	1,010,800	1,070,500	1,305,300	+21.9
<b>Nova Scotia:</b>				
Chains (number) .....	56	49	47	
Stores (maximum) .....	325	287	283	
Sales ..... \$	32,214,400	54,682,500	56,947,000	+4.1
<b>New Brunswick:</b>				
Chains (number) .....	46	39	38	
Stores (maximum) .....	215	181	180	
Sales ..... \$	19,762,100	42,747,300	43,046,700	+0.7
<b>Quebec:</b>				
Chains (number) .....	161	129	127	
Stores (maximum) .....	1,428	1,286	1,290	
Sales ..... \$	131,225,900	271,306,800	283,387,500	+4.5
<b>Ontario:</b>				
Chains (number) .....	281	212	206	
Stores (maximum) .....	3,368	3,008	3,015	
Sales ..... \$	293,671,300	595,545,600	641,303,800	+7.7
<b>Manitoba:</b>				
Chains (number) .....	68	70	70	
Stores (maximum) .....	334	343	344	
Sales ..... \$	27,377,400	63,327,100	68,392,300	+8.0
<b>Saskatchewan:</b>				
Chains (number) .....	76	66	64	
Stores (maximum) .....	880	680	655	
Sales ..... \$	32,458,600	67,198,000	71,811,100	+6.9
<b>Alberta:</b>				
Chains (number) .....	88	70	72	
Stores (maximum) .....	576	530	543	
Sales ..... \$	36,071,200	85,383,200	96,711,900	+13.3
<b>British Columbia:</b>				
Chains (number) .....	91	88	84	
Stores (maximum) .....	765	770	745	
Sales ..... \$	63,925,100	149,220,000	152,333,800	+2.1
<b>N. W. T. and Yukon:</b>				
Chains (number) .....	5	4	4	
Stores (maximum) .....	62	59	59	
Sales ..... \$	1,493,600	5,254,100	4,841,400	-7.9

## MERCHANDISING AND SERVICES

TABLE 5. Retail chains by type of operation, 1941, 1948, 1949

Type of operation	Number of chains	Number of stores	Total sales	
			Amount	% of total
			\$	%
1941				
Total, all chains .....	529	7,969	639,210,400	100.0
Local chains .....	175	1,084	60,308,700	9.4
Provincial chains .....	234	3,160	287,495,000	45.0
Sectional and National chains .....	120	3,725	291,406,700	45.6
1948				
Total, all chains .....	403	7,152	1,335,735,100	100.0
Local chains .....	116	831	104,526,900	7.8
Provincial chains .....	184	2,967	622,162,600	46.6
Sectional and National chains .....	103	3,354	609,045,600	45.6
1949				
Total, all chains .....	381	7,123	1,420,080,800	100.0
Local chains .....	109	790	113,597,200	8.0
Provincial chains .....	170	2,879	644,151,400	45.4
Sectional and National chains .....	102	3,454	662,332,200	46.6

TABLE 6. Retail chains by number of units operated, 1941, 1948, 1949

Number of units	Number of chains	Number of stores	Total sales	
			Amount	% of total
			\$	%
1941				
Total, all chains .....	529	7,969	639,210,400	100.0
Fewer than 6 units .....	223	968	71,938,200	11.3
6 - 10 units .....	163	1,237	77,860,200	12.2
11 - 25 units .....	78	1,260	81,787,700	12.8
26 - 50 units .....	36	1,272	80,859,700	12.6
51 - 100 units .....	16	1,155	77,879,500	12.2
More than 100 units .....	13	2,077	248,885,100	38.9
1948				
Total, all chains .....	403	7,152	1,335,735,100	100.0
Fewer than 6 units .....	126	554	73,220,100	5.5
6 - 10 units .....	137	1,018	140,236,700	10.5
11 - 25 units .....	73	1,168	161,969,800	12.1
26 - 50 units .....	38	1,346	210,166,800	15.7
51 - 100 units .....	17	1,214	166,769,000	12.5
More than 100 units .....	12	1,852	583,372,700	43.7
1949				
Total, all chains .....	381	7,123	1,420,080,800	100.0
Fewer than 6 units .....	111	485	68,994,600	4.9
6 - 10 units .....	131	988	138,377,500	9.7
11 - 25 units .....	73	1,198	181,559,300	12.8
26 - 50 units .....	35	1,234	217,149,500	15.3
51 - 100 units .....	19	1,344	183,313,300	12.9
More than 100 units .....	12	1,874	630,686,600	44.4

TABLE 7. Retail chains by amount of annual retail sales, 1941, 1948, 1949

Annual Sales Volume of Chain	Number of chains	Number of stores	Total Sales	
			Amount	% of total
1941				
<b>Total, All Chains .....</b>	<b>529</b>	<b>7, 969</b>	<b>639, 210, 400</b>	<b>100. 0</b>
\$5,000,000 and over .....	23	2, 246	350, 548, 400	54.8
\$1,000,000 - \$4,999,999 .....	78	2, 399	158, 032, 200	24.7
Under \$1,000,000 .....	428	3, 324	130, 629, 800	20.5
1948				
<b>Total, All Chains .....</b>	<b>403</b>	<b>7, 152</b>	<b>1, 335, 735, 100</b>	<b>100. 0</b>
\$5,000,000 and over .....	45	3, 186	962, 678, 700	72.0
\$1,000,000 - \$4,999,999 .....	121	2, 270	270, 755, 200	20.3
Under \$1,000,000 .....	237	1, 696	102, 301, 200	7.7
1949				
<b>Total, All Chains .....</b>	<b>381</b>	<b>7, 123</b>	<b>1, 420, 080, 800</b>	<b>100. 0</b>
\$5,000,000 and over .....	47	3, 379	1, 048, 384, 400	73.8
\$1,000,000 - \$4,999,999 .....	118	2, 133	273, 703, 000	19.3
Under \$1,000,000 .....	216	1, 611	97, 993, 400	6.9



## CHAIN FOOD STORES — 1949

Retail food store chains increased total sales 12% in 1949 over 1948, accomplishing this large gain with both fewer firms and stores. The number of chain food companies has decreased steadily since 1938, and along with this trend has gone a parallel decline in the number of stores operated. During the same interval sales have risen steadily. The 15% increase in total salaries and wages paid to store employees in 1949 exceeded the rise in sales between 1948 and 1949. Although accounts outstanding rose quite sharply in 1949, charge sales are not a consequential feature of chain food store operations, and the volume of outstanding accounts remained a relatively small proportion of total business. Stocks of merchandise on hand in retail stores showed a very slight gain in 1949, but warehouse stocks stood much lower at the end of 1949 than at the beginning. (Table 1)

All provinces reported increases in sales volume in 1949. With two exceptions, 1949 gains varied little from the overall increase of 12% for Canada as a whole. Quebec's gain of 18% was the largest while an increase of 3% for the Maritime Provinces was the smallest. (Table 2)

Chain food store sales in the principal cities are shown in Table 3. Ottawa recorded the largest gain, with sales up 20% over 1948. All other cities of more than 30,000 population, with the exception of Windsor, recorded sales increases in 1949. Windsor's sales decline of 2% may be attributed, in part, to the reduced differential in food prices as between Detroit and Windsor and the consequential reduction in sales to Detroit consumers.

Four firms in the chain food field operated more than 100 retail units in 1949 and their sales, \$322,803,700, accounted for 73% of total sales—about the same percentage as in 1948. There were 23 chain food companies with sales of more than \$1,000,000 in 1949, and the 1,088 retail outlets they operated made sales of \$425,339,500, 97% of the total. (Table 4)

Table 5 shows chain food stores classified by size of business. In 1949 there were 314 stores out of a total of 1260 which did more than \$500,000 business annually. They accounted for sales of \$284,438,400 or 65% of total sales. Although some of this result is due to growth in dollar volume of stores formerly in smaller sizes, the major part is due to the replacing of small units by supermarkets. (Table 5)

The combination type of store accounted for 93% of all chain food store sales in 1949, a slight increase compared with the 92% recorded in 1948. Some of the change can be accounted for by the reclassification of chains from the grocery to the combination store category. (Table 6)

In classifying a chain firm by the business carried on in the majority of its stores, some grocery stores are included with combination store chains, and some combination stores with the grocery store chains. The classification of individual units operated by these two types of food chains in 1949 was as follows:

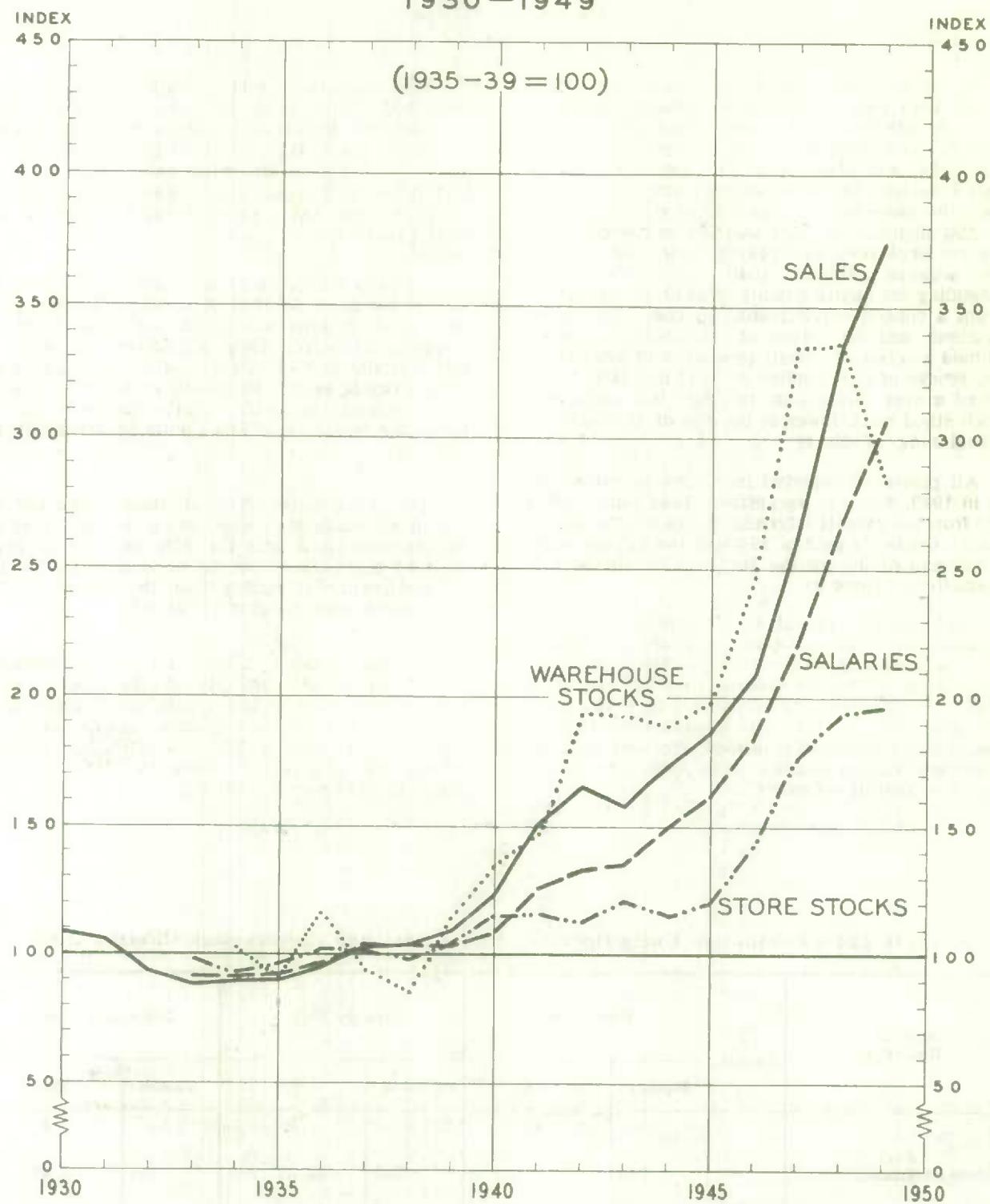
**Grocery and Combination Units Operated By Grocery and Combination Chains, 1949**

Kind of Business	No. of Chains	Total Units		Grocery Units		Combination Units	
		Number	Sales	Number	Sales	Number	Sales
Grocery Chains.....	14	244	\$ 26,209,900	230	\$ 22,831,800	14	\$ 3,378,100
Combination Chains <sup>1</sup> .....	30	887	\$ 407,740,400	207	\$ 46,560,600	675	\$ 360,819,500

1. Includes 5 stores with sales of \$360,300 which are neither grocery nor combination stores.

RETAIL FOOD CHAIN STORES  
TOTAL SALES, SALARIES, STORE  
AND WAREHOUSE STOCKS

1930-1949



RETAIL CHAINS IN CANADA  
AVERAGE SALES, SALARIES, STOCKS  
AND ACCOUNTS OUTSTANDING  
PER STORE  
1930 - 1949

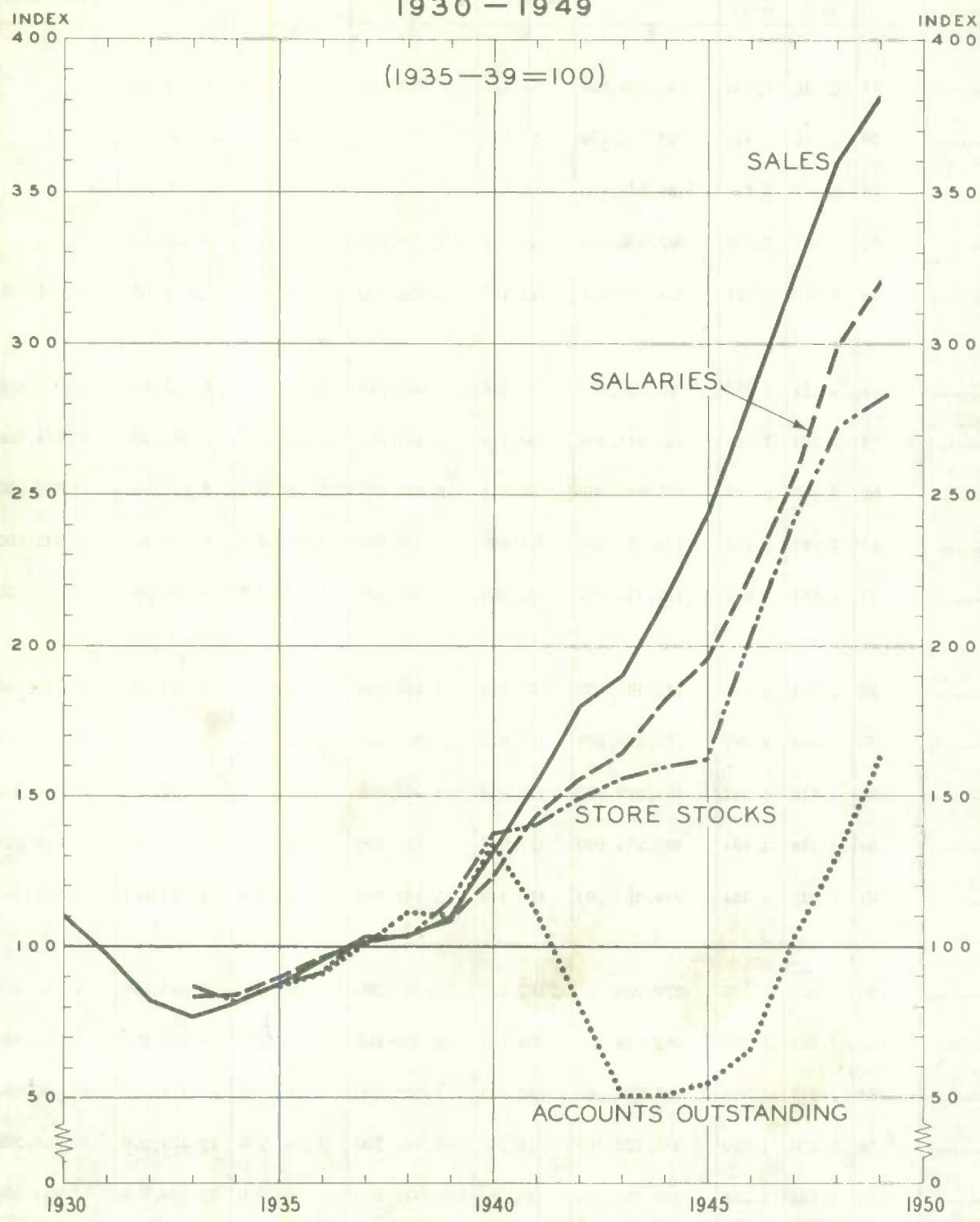


TABLE 1. Summary statistics of chain food stores in Canada, 1930-1949

Year	Number of chains	Number of stores		Retail sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end			
		Aver- age <sup>1</sup>	Max- imum	Amount	Average per store			Stores	Warehouses		
								\$	\$		
1930 .....	87	2,218	2,352	127,582,500	57,521	9,801,400	2	6,468,600	2		
1931 .....	90	2,310	2,410	123,753,000	53,573	2	2	2	2		
1932 .....	90	2,347	2,436	109,814,400	46,789	2	2	2	2		
1933 .....	91	2,301	2,398	103,638,500	45,041	7,976,000	2	6,221,500	2		
1934 .....	86	2,310	2,395	104,912,800	45,417	7,958,200	2	5,894,500	4,011,700		
1935 .....	86	2,241	2,309	105,635,900	47,138	8,094,500	1,172,300	6,046,900	3,530,600		
1936 .....	89	2,229	2,334	111,511,900	50,028	8,441,900	1,261,300	6,474,300	4,534,000		
1937 .....	89	2,179	2,287	121,054,800	55,555	9,138,800	1,351,900	6,435,000	3,679,400		
1938 .....	91	2,093	2,212	121,371,500	57,989	9,080,800	1,601,400	6,238,100	3,349,000		
1939 .....	87	1,867	2,044	127,945,900	68,530	9,072,300	1,473,500	6,604,900	4,485,700		
1940 .....	82	1,684	1,817	145,193,900	86,220	9,545,900	1,366,600	7,322,100	5,276,300		
1941 .....	79	1,692	1,707	177,405,900	103,928	11,056,400	1,088,000	7,386,800	5,758,900		
1942 .....	70	1,416	1,431	193,488,500	136,644	11,664,800	2	7,168,300	7,591,200		
1943 .....	69	1,378	1,394	185,974,600	134,960	11,833,800	740,200	7,669,300	7,553,300		
1944 .....	67	1,335	1,364	204,852,500	153,448	13,134,300	733,200	7,393,000	7,397,700		
1945 .....	66	1,304	1,325	220,285,300	168,930	14,191,200	708,600	7,631,600	7,744,900		
1946 .....	65	1,262	1,289	245,278,100	194,357	16,108,800	764,700	9,017,600	9,705,300		
1947 .....	64	1,275	1,315	309,689,800	242,894	19,369,600	881,500	11,334,300	13,080,900		
1948 .....	59	1,250	1,306	393,723,100	314,978	23,441,300	1,103,100	12,306,200	13,159,200		
1949 .....	54	1,194	1,260	440,288,400	368,751	26,917,000	1,466,700	12,459,000	11,141,500		

1. Obtained by averaging the number at the beginning, middle and end of the year.  
 2. Not available.

**TABLE 2. Food chains, stores and sales by provinces, 1930, 1941, 1948, 1949**  
 (Grocery stores, combination stores and meat markets combined)

Province	1930	1941	1948	1949	% change in sales 1949/1948
<b>Canada:</b>					%
Chains (number) .....	87	79	59	54	
Stores (maximum).....	2,352	1,707	1,306	1,260	
Sales ..... \$	127,582,500	177,405,900	393,723,100	440,288,400	+11.8
<b>Maritime Provinces:</b>					
Chains (number) .....	12	14	10	8	
Stores (maximum).....	98	122	88	79	
Sales ..... \$	4,664,500	7,871,100	14,799,900	15,230,800	+2.9
<b>Quebec:</b>					
Chains (number) .....	13	7	9	9	
Stores (maximum).....	495	214	175	181	
Sales ..... \$	23,708,400	28,477,200	74,059,000	87,304,700	+17.9
<b>Ontario:</b>					
Chains (number) .....	37	41	34	31	
Stores (maximum).....	1,107	790	607	588	
Sales ..... \$	70,769,300	99,318,600	213,497,800	235,971,600	+10.5
<b>Manitoba:</b>					
Chains (number) .....	8	4	4	4	
Stores (maximum).....	121	85	81	81	
Sales ..... \$	5,689,100	8,247,500	2	2	2
<b>Saskatchewan:</b>					
Chains (number) .....	10	4	6	5	
Stores (maximum).....	165	111	79	70	
Sales ..... \$	6,969,300	6,794,100	12,938,600	14,410,700	+11.4
<b>Alberta:</b>					
Chains (number) .....	8	8	2	2	
Stores (maximum).....	120	103	66	66	
Sales ..... \$	5,587,000	7,932,100	2	2	2
<b>British Columbia<sup>1</sup>:</b>					
Chains (number) .....	19	14	10	10	
Stores (maximum).....	246	282	210	195	
Sales ..... \$	10,194,900	18,765,300	41,375,200	45,124,700	+9.1

1. Includes Yukon and Northwest Territories.

2. Figures withheld to avoid disclosing individual operations, but included in total for Canada.

## MERCHANDISING AND SERVICES

**TABLE 3. Chain food store sales in principal cities, 1948 and 1949  
(Grocery stores, combination stores and meat markets combined)**

City	Number of stores (maximum)		Retail sales		% change 1949/1948
	1948	1949	1948	1949	
Halifax.....	19	18	\$ 1	1	1
Saint John.....	2	3	1	1	1
Hull .....	1	1	1	1	1
Montreal.....	91	94	42,052,400	49,466,000	+ 17. 6
Outremont.....	7	7	3,512,800	3,586,500	+ 2. 1
Quebec.....	4	4	1	1	1
Sherbrooke.....	2	2	1	1	1
Three Rivers.....	3	3	1	1	1
Verdun.....	14	13	6,737,500	7,185,800	+ 6. 6
Brantford.....	14	10	3,659,800	3,884,300	+ 6. 1
Fort William.....	6	6	1,940,400	2,274,000	+ 17. 2
Hamilton.....	78	72	13,620,300	15,690,400	+ 15. 2
Kingston.....	4	4	2,842,600	3,283,600	+ 15. 5
Kitchener.....	5	4	3,452,400	3,707,000	+ 7. 4
London.....	8	9	6,836,100	8,079,300	+ 18. 2
Ottawa.....	38	37	13,773,800	16,470,900	+ 19. 6
Peterborough.....	19	19	4,045,300	4,466,500	+ 10. 4
St. Catharines.....	11	10	4,742,900	5,155,100	+ 8. 7
Sudbury.....	3	3	3,198,500	3,439,800	+ 7. 5
Toronto.....	136	134	57,175,900	62,833,500	+ 9. 9
Windsor.....	16	18	9,391,900	9,206,500	- 2. 0
Winnipeg.....	63	64	14,252,700	15,969,500	+ 12. 0
Regina.....	21	19	1	1	1
Saskatoon.....	10	11	1	1	1
Calgary.....	33	33	1	1	1
Edmonton.....	11	11	1	1	1
Vancouver.....	118	104	22,284,300	23,224,200	+ 4. 2
Victoria.....	14	14	3,897,600	4,369,400	+ 12. 1
Places 30,000 and over.....	751	727	250,092,500	279,065,900	+ 11. 6
Places under 30,000.....	555	533	143,630,600	161,222,500	+ 12. 2

1. Figures withheld to avoid disclosing individual operations, but included in the totals.

**TABLE 4. Chain food stores by number of units operated, 1930, 1941, 1948, 1949  
(Grocery stores, combination stores and meat markets combined)**

Number of units	Number of chains	Number of stores	Total sales	
			\$	%
1930				
Total, All Food Chains.....	87	2,352	127,582,500	100. 0
Fewer than 10 units.....	60	320	12,884,800	10. 1
10 - 99 units.....	22	777	50,086,600	39. 3
100 units and over.....	5	1,255	64,611,100	50. 6
1941				
Total, All Food Chains.....	79	1,707	177,405,900	100. 0
Fewer than 10 units.....	56	318	21,331,200	12. 0
10 - 99 units.....	19	602	34,103,000	19. 2
100 units and over.....	4	787	121,971,700	68. 8
1948				
Total, All Food Chains.....	59	1,306	393,723,100	100. 0
Fewer than 10 units.....	39	204	26,006,700	6. 6
10 - 99 units.....	16	469	78,602,700	20. 0
100 units and over.....	4	633	289,113,700	73. 4
1949				
Total, All Food Chains.....	54	1,260	440,288,400	100. 0
Fewer than 10 units.....	35	186	27,790,600	6. 3
10 - 99 units.....	15	452	89,694,100	20. 4
100 units and over.....	4	622	322,803,700	73. 3

**TABLE 5. Chain food stores by size of business, 1930, 1941, 1948, 1949**  
 (Grocery stores, combination stores and meat markets combined)

Annual sales range	Number of stores	Total sales	% of total sales
		\$	%
1930			
<b>Total, all stores .....</b>	<b>2,352</b>	<b>127,582,500</b>	<b>100.0</b>
\$500,000 and over .....	1	1	1
\$300,000 - \$499,999 .....	1	1	1
\$200,000 - 299,999 .....	1	1	1
\$100,000 - 199,999 .....	1	1	1
Under \$100,000 .....	1	1	1
1941			
<b>Total, all stores .....</b>	<b>1,707</b>	<b>177,405,900</b>	<b>100.0</b>
\$500,000 and over .....	38	23,203,400	13.1
\$300,000 - \$499,999 .....	110	42,868,000	24.2
\$200,000 - 299,999 .....	100	24,292,400	13.7
\$100,000 - 199,999 .....	281	39,456,800	22.2
Under \$100,000 .....	1,178	47,585,300	26.8
1948			
<b>Total, all stores .....</b>	<b>1,306</b>	<b>393,723,100</b>	<b>100.0</b>
\$500,000 and over .....	278	229,448,800	58.3
\$300,000 - \$499,999 .....	177	68,608,300	17.4
\$200,000 - 299,999 .....	121	29,924,300	7.6
\$100,000 - 199,999 .....	276	38,781,800	9.9
Under \$100,000 .....	454	26,959,900	6.8
1949			
<b>Total, all stores .....</b>	<b>1,260</b>	<b>440,288,400</b>	<b>100.0</b>
\$500,000 and over .....	314	284,438,400	64.6
\$300,000 - \$499,999 .....	172	66,810,700	15.2
\$200,000 - 299,999 .....	100	24,378,400	5.5
\$100,000 - 199,999 .....	299	42,288,500	9.6
Under \$100,000 .....	375	22,372,400	5.1

1. Not available.

**TABLE 6. Chain food stores by kind of business, 1930, 1941, 1948, 1949**

Kind of business	Number of chains	Number of stores (Average)	Total sales		Average sales per store
			Amount	% of total	
1930					
<b>Total, All Food Chains .....</b>	<b>87</b>	<b>2,218</b>	<b>127,582,500</b>	<b>100.0</b>	<b>57,521</b>
Grocery store chains .....	43	722	44,698,400	35.0	61,909
Combination store chains .....	23	1,282	74,800,200	58.6	58,346
Meat market chains .....	21	214	8,083,900	6.4	37,775
1941					
<b>Total, All Food Chains .....</b>	<b>79</b>	<b>1,692</b>	<b>177,405,900</b>	<b>100.0</b>	<b>104,850</b>
Grocery store chains .....	28	446	26,523,300	14.9	59,469
Combination store chains .....	34	1,083	145,794,100	82.2	134,621
Meat market chains .....	17	163	5,088,500	2.9	31,218
1948					
<b>Total, All Food Chains .....</b>	<b>59</b>	<b>1,250</b>	<b>393,723,100</b>	<b>100.0</b>	<b>314,978</b>
Grocery store chains .....	16	266	25,596,600	6.5	96,228
Combination store chains .....	32	909	361,540,000	91.8	397,734
Meat market chains .....	11	75	6,586,500	1.7	87,820
1949					
<b>Total, All Food Chains .....</b>	<b>54</b>	<b>1,194</b>	<b>440,288,400</b>	<b>100.0</b>	<b>368,751</b>
Grocery store chains .....	14	244	26,209,900	6.0	107,418
Combination store chains .....	30	887	407,740,400	92.6	459,685
Meat market chains .....	10	63	6,338,100	1.4	100,605



## VARIETY CHAIN STORES — 1949

Fifteen variety store chains operating 550 retail outlets reported sales totalling \$142,060,500 in 1949, an increase of 6% in dollar volume compared with 1948 sales of \$133,906,900 made by 16 chains operating 540 stores. Stocks increased very little in 1949, a result which contrasted with the rather sizeable growth in stock holdings during each of the three previous years. Salaries and wages paid to store employees amounted to \$19,790,800 in 1949, the 15% increase over 1948 being considerably greater than the gain in sales. (Table 1)

Changes in sales volume varied considerably in the different provinces, ranging from a 24% increase in Prince Edward Island to a 4% decrease in Nova Scotia. Slightly lower sales in 1949 for British Columbia and Manitoba were accounted for by reduced volume in stores located in the larger centres. (Table 2) Among the cities showing the largest gains in sales in 1949 were Calgary (26%), London (21%) and Hamilton (19%). (Table 3)

More stores shifted into the larger sales-size categories as sales continued to expand. In 1949, 76% of total sales was accounted for by stores doing more than \$200,000 business annually compared with 75% in 1948. Sixteen stores had sales of more than \$1,000,000, three more than the number which fell within that class in the previous year. (Table 4)

VARIETY CHAINS IN CANADA  
TOTAL SALES, SALARIES, STORE  
AND WAREHOUSE STOCKS

1930—1949

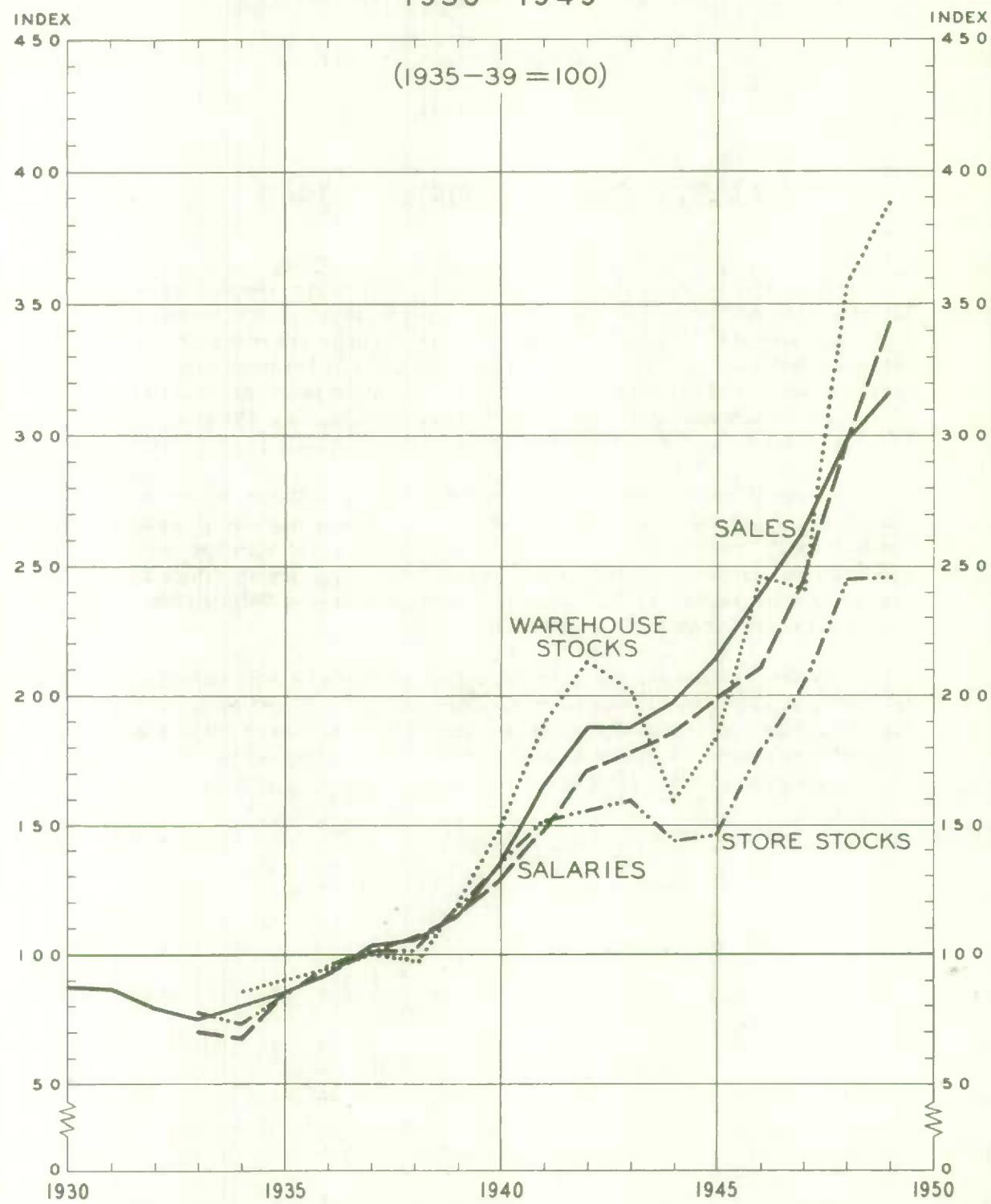


TABLE 1. Summary statistics of chain variety stores in Canada, 1930-1949

Year	Number of chains	Number of stores		Retail sales	Salaries and wages paid to store employees	Stocks on hand at year end	
		Aver- age <sup>1</sup>	Max- imum			Stores	Warehouses
1930 .....	15	313	327	\$ 39,383,600	\$ 4,179,300	\$ 5,274,900	\$ 2
1931 .....	14	329	340	38,906,700	2	2	2
1932 .....	14	339	348	35,474,800	2	2	2
1933 .....	14	348	356	33,348,600	4,032,400	4,796,600	2
1934 .....	14	360	372	35,646,500	3,908,100	4,507,800	817,100
1935 .....	14	377	390	37,914,000	4,889,300	5,184,800	861,300
1936 .....	14	396	414	41,422,100	5,331,300	5,880,900	898,800
1937 .....	14	422	437	46,323,400	5,832,000	6,234,100	946,900
1938 .....	16	446	468	47,256,700	6,170,100	6,243,600	922,900
1939 .....	16	474	489	51,416,000	6,594,500	7,285,400	1,130,900
1940 .....	16	491	504	60,718,600	7,453,900	8,354,100	1,425,500
1941 .....	20	525	532	74,179,100	8,568,700	9,334,600	1,806,100
1942 .....	19	521	523	84,319,200	9,859,800	9,584,900	2,027,200
1943 .....	19	520	521	84,366,200	10,275,700	9,836,500	1,919,400
1944 .....	18	514	515	88,568,800	10,737,600	8,885,500	1,511,500
1945 .....	19	515	521	95,998,200	11,505,200	9,008,400	1,756,200
1946 .....	19	515	523	107,586,200	12,745,500	10,984,100	2,344,300
1947 .....	18	517	536	117,925,300	14,069,300	12,528,200	2,302,800
1948 .....	16	527	540	133,906,900	17,162,700	15,096,200	3,407,200
1949 .....	15	541	550	142,060,500	19,790,800	15,153,000	3,686,100

1. Obtained by averaging the number at beginning, middle and end of the year.  
 2. Not available.

TABLE 2. Variety chains, stores and sales by provinces, 1930, 1941, 1948, 1949

Province	1930	1941	1948	1949	% change in sales 1949/1948
					%
<b>CANADA:</b>					
Chains (number) .....	15	20	16	15	
Stores (maximum) .....	327	532	540	550	
Sales .....	\$ 39,383,600	74,179,100	133,906,900	142,060,500	+6.1
<b>Prince Edward Island:</b>					
Chains (number) .....	2	3	3	3	
Stores (maximum) .....	2	3	3	3	
Sales .....	\$ 1	442,000	731,300	908,400	+24.2
<b>Nova Scotia:</b>					
Chains (number) .....	2	5	5	5	
Stores (maximum) .....	16	32	34	35	
Sales .....	\$ 1	6,030,800	8,674,400	8,356,200	-3.7
<b>New Brunswick:</b>					
Chains (number) .....	3	7	6	6	
Stores (maximum) .....	6	24	22	24	
Sales .....	\$ 1	3,593,100	5,531,200	6,372,800	+15.2
<b>Quebec:</b>					
Chains (number) .....	11	13	12	12	
Stores (maximum) .....	101	131	122	123	
Sales .....	\$ 9,949,700	17,688,900	35,742,200	37,141,200	+3.9
<b>Ontario:</b>					
Chains (number) .....	9	15	14	13	
Stores (maximum) .....	152	275	286	292	
Sales .....	\$ 18,408,300	33,784,200	61,069,600	66,383,700	+8.7
<b>Manitoba:</b>					
Chains (number) .....	4	5	5	5	
Stores (maximum) .....	9	15	14	14	
Sales .....	\$ 1,434,800	2,426,300	4,436,600	4,431,200	-0.1
<b>Saskatchewan:</b>					
Chains (number) .....	3	3	3	3	
Stores (maximum) .....	12	17	18	18	
Sales .....	\$ 1,713,800	2,598,500	4,611,900	4,737,400	+2.7
<b>Alberta:</b>					
Chains (number) .....	3	5	5	5	
Stores (maximum) .....	8	13	15	15	
Sales .....	\$ 1,708,900	3,453,800	5,978,700	6,714,000	+12.3
<b>British Columbia:</b>					
Chains (number) .....	3	3	5	5	
Stores (maximum) .....	21	22	26	26	
Sales .....	\$ 2,769,700	4,161,500	7,131,000	7,015,600	-1.6

1. Figures withheld to avoid disclosing individual operations, but included in the total.

TABLE 3. Chain variety store sales in principal cities 1948 and 1949

City	Number of stores (Maximum)		Retail sales		% change in sales 1949/1948
	1948	1949	1948	1949	
Halifax.....	5	5	\$ 3,259,600	\$ 3,338,900	+2.4
Saint John.....	4	4	2,085,200	1,984,200	-4.8
Hull .....	3	3	429,900	420,800	-2.1
Montreal .....	42	43	14,475,900	14,873,300	+2.7
Quebec.....	13	13	6,965,200	7,288,300	+4.6
Sherbrooke .....	4	4	2,057,900	2,155,300	+4.7
Three Rivers .....	5	5	2,096,000	2,140,200	+2.1
Verdun .....	4	4	980,100	1,024,500	+4.5
Brantford .....	4	4	1,283,600	1,300,100	+1.3
Fort William .....	4	4	1,013,000	1,001,000	-1.2
Hamilton.....	8	10	4,039,600	4,805,200	+19.0
Kingston.....	5	5	1,589,700	1,632,100	+2.7
Kitchener.....	5	5	1,659,700	1,741,500	+4.9
London.....	5	5	2,702,600	3,263,000	+20.7
Ottawa .....	12	13	5,079,700	5,776,600	+13.7
Peterborough .....	5	5	1,458,100	1,555,000	+6.6
St. Catharines.....	4	4	1,811,900	1,893,100	+4.5
Sudbury .....	3	3	1,665,300	1,819,700	+9.3
Toronto .....	52	56	11,766,200	12,844,800	+9.2
Windsor .....	5	5	2,692,800	3,097,900	+15.0
Winnipeg .....	6	6	3,276,100	3,210,100	-2.0
Regina .....	3	3	1,534,100	1,622,500	+5.8
Saskatoon .....	3	3	1,061,600	1,075,300	+1.3
Calgary .....	4	4	1,862,600	2,342,300	+25.8
Edmonton.....	4	4	2,752,600	2,977,400	+8.2
Vancouver.....	10	10	3,577,100	3,486,300	-2.5
Victoria .....	3	3	1,245,800	1,145,500	-8.1
Places 30,000 and over.....	225	233	84,421,900	89,814,900	+6.4
Places under 30,000 .....	315	317	49,485,000	52,245,600	+5.6

Table 4. Chain variety stores by size of business, 1930, 1941, 1948, 1949

Annual sales range	Number of stores	Total sales	% of total sales
		\$	%
1930			
<b>Total, all stores.....</b>	<b>327</b>	<b>39,383,600</b>	<b>100.0</b>
\$1,000,000 and over .....	1	1	1
\$ 500,000 - \$999,999 .....	1	1	1
\$ 300,000 - 499,999 .....	1	1	1
\$ 200,000 - 299,999 .....	1	1	1
\$ 100,000 - 199,999 .....	1	1	1
Under \$100,000 .....	1	1	1
1941			
<b>Total, all stores.....</b>	<b>532</b>	<b>74,179,100</b>	<b>100.0</b>
\$1,000,000 and over .....	3	4,130,200	5.6
\$ 500,000 - \$999,999 .....	13	8,359,600	11.2
\$ 300,000 - 499,999 .....	28	11,176,700	15.1
\$ 200,000 - 299,999 .....	53	12,880,100	17.4
\$ 100,000 - 199,999 .....	166	23,230,600	31.3
Under \$100,000 .....	269	14,401,900	19.4
1948			
<b>Total, all stores.....</b>	<b>540</b>	<b>133,906,900</b>	<b>100.0</b>
\$1,000,000 and over .....	13	18,590,700	13.9
\$ 500,000 - \$999,999 .....	41	28,457,100	21.3
\$ 300,000 - 499,999 .....	83	31,581,700	23.6
\$ 200,000 - 299,999 .....	88	21,206,900	15.8
\$ 100,000 - 199,999 .....	167	25,241,900	18.8
Under \$100,000 .....	148	8,828,600	6.6
1949			
<b>Total, all stores.....</b>	<b>550</b>	<b>142,060,500</b>	<b>100.0</b>
\$1,000,000 and over .....	16	22,858,000	16.1
\$ 500,000 - \$999,999 .....	45	30,919,500	21.7
\$ 300,000 - 499,999 .....	86	33,152,500	23.3
\$ 200,000 - 299,999 .....	86	20,701,600	14.6
\$ 100,000 - 199,999 .....	176	26,101,800	18.4
Under \$100,000 .....	141	8,327,100	5.9

1. Not available.

## DRUG STORE CHAINS — 1949

Drug store chains reported sales of \$27,430,100 in 1949, a figure which represented practically no change from the 1948 total of \$27,458,100. The 23 companies in this field operated 301 stores, the same number as were operated by 25 firms in 1948. Salaries and wages paid to store employees were up 7% in 1949, reaching a total of \$4,234,900. Store inventories also increased 7%, but warehouse stocks were only 1% higher.

Considerable variation showed up in the provincial results. Sales increased 14% in the Prairie Provinces while Quebec chains reported a decrease of 25% in sales volume, the latter result being due largely to the withdrawal of two drug firms from the chain store field in 1949. Changes in other provinces were more moderate. (Table 2)

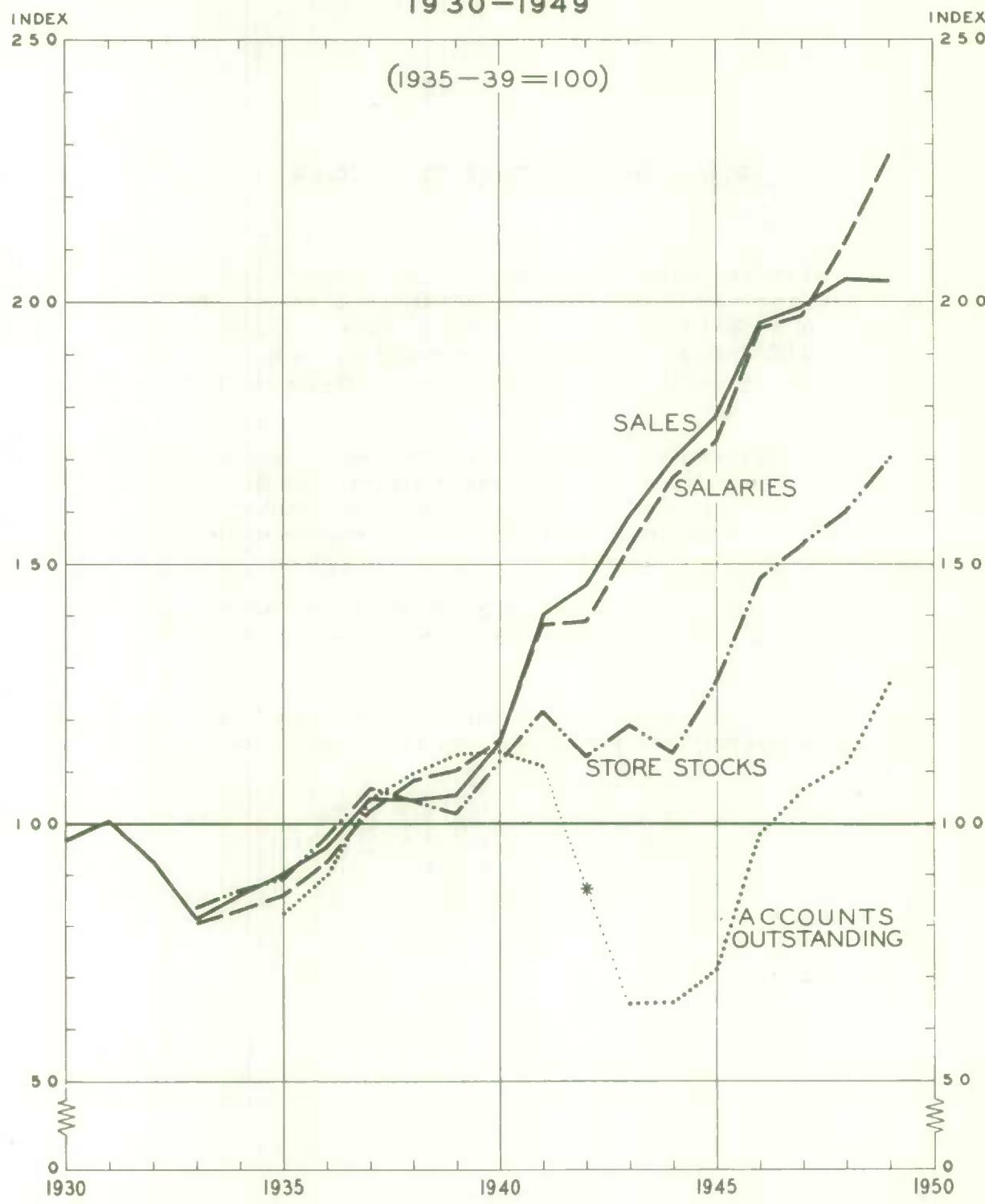
Ten drug stores had sales greater than \$200,000 in 1949, one more than in 1948. Sales of the majority of chain drug stores fell between \$50,000 and \$200,000. (Table 3)

Provincial, sectional and national drug chains, as distinct from local chains, increased their share of total sales from 68% in 1948 to 70% in 1949. (Table 4)

DRUG CHAINS IN CANADA  
TOTAL SALES, SALARIES, STORE STOCKS  
AND ACCOUNTS OUTSTANDING

1930-1949

(1935-39=100)



\* NOT AVAILABLE

TABLE 1. Summary statistics of chain drug stores in Canada, 1930-1949

Year	Number of chains	Number of stores		Retail sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end	
		Aver- age <sup>1</sup>	Max- imum	Amount	Average per store			Stores	Warehouses
1930 .....	31	284	292	13,971,300	49,195	1,880,800	2	2,510,900	2
1931 .....	32	299	306	13,584,600	45,433	2	2	2	2
1932 .....	32	305	313	12,520,000	41,049	2	2	2	2
1933 .....	29	297	301	11,001,300	37,041	1,497,700	2	2,021,500	2
1934 .....	29	298	306	11,594,000	38,906	1,542,800	2	2,102,000	527,000
1935 .....	29	307	311	12,164,100	39,622	1,594,800	118,700	2,152,500	501,100
1936 .....	30	314	320	12,871,600	40,992	1,719,500	129,700	2,357,700	529,300
1937 .....	31	320	332	14,163,300	44,260	1,909,100	150,800	2,582,300	551,900
1938 .....	33	340	347	14,127,100	41,550	2,019,100	157,900	2,525,600	687,500
1939 .....	31	336	345	14,251,800	42,416	2,048,900	163,000	2,461,900	613,800
1940 .....	32	345	354	15,613,000	45,255	2,154,100	163,900	2,708,300	654,400
1941 .....	35	361	363	18,944,500	52,478	2,567,800	159,800	2,936,100	792,000
1942 .....	31	342	343	19,711,700	57,637	2,579,700	2	2,732,900	699,400
1943 .....	31	330	334	21,511,600	65,187	2,849,900	93,300	2,873,800	734,100
1944 .....	29	319	323	23,004,500	72,114	3,096,100	93,600	2,743,000	733,700
1945 .....	27	306	309	24,126,500	78,845	3,225,900	103,000	3,083,100	673,400
1946 .....	27	310	318	26,483,700	85,431	3,620,300	140,800	3,553,200	751,800
1947 .....	26	307	314	26,868,800	87,520	3,867,900	153,600	3,716,400	966,100
1948 .....	25	301	316	27,458,100	91,223	3,929,600	160,700	3,859,600	966,300
1949 .....	23	301	309	27,430,100	91,130	4,234,900	183,200	4,129,500	979,600

1. Obtained by averaging the number at the beginning, middle and end of the year.

2. Not available.

TABLE 2. Drug chains, stores and sales by provinces, 1930, 1941, 1948, 1949

—		1930	1941	1948	1949	% change in sales 1949/1948
<b>CANADA:</b>						
Chains .....		31	35	25	23	
Stores .....		292	363	316	309	
Sales .....	\$	13,971,300	18,944,500	27,458,100	27,430,100	-0.1
<b>Maritime Provinces:</b>						
Chains (number) .....		4	3	4	4	
Stores (maximum) .....		23	24	23	24	
Sales .....	\$	793,100	1,102,200	1,484,000	1,544,400	+4.1
<b>Quebec:</b>						
Chains (number) .....		7	8	7	5	
Stores (maximum) .....		54	55	43	32	
Sales .....	\$	2,367,900	3,106,100	3,723,800	2,792,800	-25.0
<b>Ontario:</b>						
Chains (number) .....		11	17	10	10	
Stores (maximum) .....		137	198	168	170	
Sales .....	\$	6,989,200	10,332,400	14,230,100	14,685,500	+3.2
<b>Prairie Provinces:</b>						
Chains (number) .....		7	6	6	6	
Stores (maximum) .....		37	37	29	29	
Sales .....	\$	1,778,600	1,827,900	2,439,700	2,777,700	+13.9
<b>British Columbia:</b>						
Chains (number) .....		4	3	3	3	
Stores (maximum) .....		41	49	53	54	
Sales .....	\$	2,042,500	2,575,900	5,580,500	5,629,700	+0.9

TABLE 3. Chain drug stores by size of business 1930, 1941, 1948, 1949

Annual sales range	Number of stores	Total sales	% of total sales
		\$	%
1930			
<b>Total, all stores</b>	<b>292</b>	<b>13,971,300</b>	<b>100.0</b>
\$200,000 and over	1	1	1
\$100,000 - \$199,999	1	1	1
\$ 50,000 - 99,999	1	1	1
\$ 30,000 - 49,999	1	1	1
Under \$30,000	1	1	1
1941			
<b>Total, all stores</b>	<b>363</b>	<b>18,944,500</b>	<b>100.0</b>
\$200,000 and over	2		
\$100,000 - \$199,999	25	3,543,600	18.6
\$ 50,000 - 99,999	126	8,439,900	44.6
\$ 30,000 - 49,999	131	5,241,900	27.7
Under \$30,000	79	1,719,100	9.1
1948			
<b>Total, all stores</b>	<b>316</b>	<b>27,458,100</b>	<b>100.0</b>
\$200,000 and over	9	2,421,400	8.8
\$100,000 - \$199,999	82	10,937,400	39.8
\$ 50,000 - 99,999	163	11,866,900	43.3
\$ 30,000 - 49,999	49	2,013,100	7.3
Under \$30,000	13	219,300	0.8
1949			
<b>Total, all stores</b>	<b>309</b>	<b>27,430,100</b>	<b>100.0</b>
\$200,000 and over	10	2,405,700	8.8
\$100,000 - \$199,999	84	11,189,500	40.8
\$ 50,000 - 99,999	157	11,674,500	42.5
\$ 30,000 - 49,999	47	1,993,100	7.3
Under \$30,000	11	167,300	0.6

1. Not available.

TABLE 4. Chain drug stores by type of operation, 1930, 1941, 1948, 1949

Type of operation	Number of chains	Number of stores	Total sales	
			Amount	% of total
1930				
<b>Total, Drug Chains</b>	<b>31</b>	<b>292</b>	<b>13,971,300</b>	<b>100.0</b>
Local chains	24	174	6,696,700	47.9
Provincial, sectional and national chains	7	118	7,274,600	52.1
1941				
<b>Total, Drug Chains</b>	<b>35</b>	<b>363</b>	<b>18,944,500</b>	<b>100.0</b>
Local chains	25	157	7,053,300	37.2
Provincial, sectional and national chains	10	206	11,891,200	62.8
1948				
<b>Total, Drug Chains</b>	<b>25</b>	<b>316</b>	<b>27,458,100</b>	<b>100.0</b>
Local chains	17	113	8,907,800	32.4
Provincial, sectional and national chains	8	203	18,550,300	67.6
1949				
<b>Total, Drug Chains</b>	<b>23</b>	<b>309</b>	<b>27,430,100</b>	<b>100.0</b>
Local chains	15	102	8,206,000	29.9
Provincial, sectional and national chains	8	207	19,224,100	70.1

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