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GOVERNMENT OF CANADA

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RETAIL CHAIN STORES
1950



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RETAIL CHAIN STORES

1950

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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 Wholesale Trade, 25¢.
- * B Operating Results of Food Wholesalers, 25¢.
- * C Operating Results of Dry Goods, Piece Goods, and Footwear Wholesalers, 25¢.
- * D Operating Results of Miscellaneous Wholesalers (automotive equipment, drugs, hardware, plumbing and heating equipment), 25¢.

Part II — Retail Statistics

- E General Review, 25¢.
- F Retail Trade, 50¢.
- G Retail Chain Stores, 50¢.
- * H Operating Results of Chain Food Stores, 25¢.
- * I Operating Results of Chain Clothing Stores, 25¢.
- * J Operating Results of Miscellaneous Chain Stores (variety, drug, furniture), 25¢.
- K Operating Results of Retail Food Stores, 25¢.
- L Operating Results of Retail Clothing Stores, 25¢.
- M Operating Results of Retail Hardware, Furniture, Appliance, and Radio Stores, 25¢.
- N Operating Results of Filling Stations and Garages, 25¢.
- O Operating Results of Miscellaneous Retail Stores, 25¢.
- P Retail Consumer Credit, 25¢.

Part III — Services and Special Fields

- Q Laundries, Cleaners and Dyers, 25¢.
- R Motion Picture Theatres, Exhibitors, and Distributors, 25¢.
- S Hotels, 25¢.
- T Sales Financing, 25¢.
- U Farm Implement and Equipment Sales, 25¢.
- V New Motor Vehicle Sales and Motor Vehicle Financing, 25¢.

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

* Biennial reports — not issued for 1950.

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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.

TOTAL SALES— Total sales made through all retail outlets. Sales made through head office or warehouse 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.

This year, we have enlarged the content of this bulletin by giving more complete analysis for the women's apparel and shoe store chains.

RETAIL CHAIN STORES

1950

The operations of retail chain stores in Canada in 1950 showed the following general developments:

Sales	Up 10%
Salaries and Wages	Up 12%
Accounts Outstanding	Up 30%
Store Stocks	Up 29%
Warehouse Stocks	Up 28%

Total sales of \$1,559,693,100 in 1950 represented a substantial gain of 10% compared with the 1949 total of \$1,420,080,800. An increase of 42 in the number of chain store firms in operation between 1949 and 1950, from 381 to 423, represented to a large degree a growth in the number of firms operating 4 units, the minimum number necessary for classification as a retail chain. The number of units in operation (average number) rose 316, from 6,839 in 1949 to 7,155 in 1950, and average sales per store reached a new peak of \$217,986.

An increase of 12% in salaries and wages, from \$115 million in 1949 to \$129 million in 1950, was slightly greater than the 10% gain in sales over 1949. Accounts outstanding at the end of 1950 amounted to \$65 million, an increase of 30% over the 1949 year-end total of \$50 million. This very large increase was mainly due to the furniture-household-radio and building materials groups of retail chain stores.

A 29% increase in stocks on hand in retail stores, from \$123 million in 1949 to \$159 million in 1950, contrasted sharply with the moderate increase of 4% in 1949 over 1948. Warehouse stocks also showed a large increase of 28%, rising from \$47 million in 1949 to \$60 million in 1950. (Table 1)

Sales gains were reported by chain stores in all regions in 1950. The increase of 167.2% in Prince Edward Island was mainly due to the addition of 2 new firms in 1950, one of which was the Prince Edward Island Temperance Commission. Sales increases in Ontario, Quebec and Alberta all exceeded the average gain for Canada as a whole. Increases in British Columbia, Saskatchewan, New Brunswick and Nova Scotia were all quite moderate, none exceeding 3%. (Table 2)

The largest gains in sales volume were reported by household appliance, radio and music chains (24%), hardware chains (23%), food chains (16%), and office equipment chains (15%). Meat market chains showed the only decline (7%), with chain tobacco store sales practically unchanged (+0.3%). (Table 4)

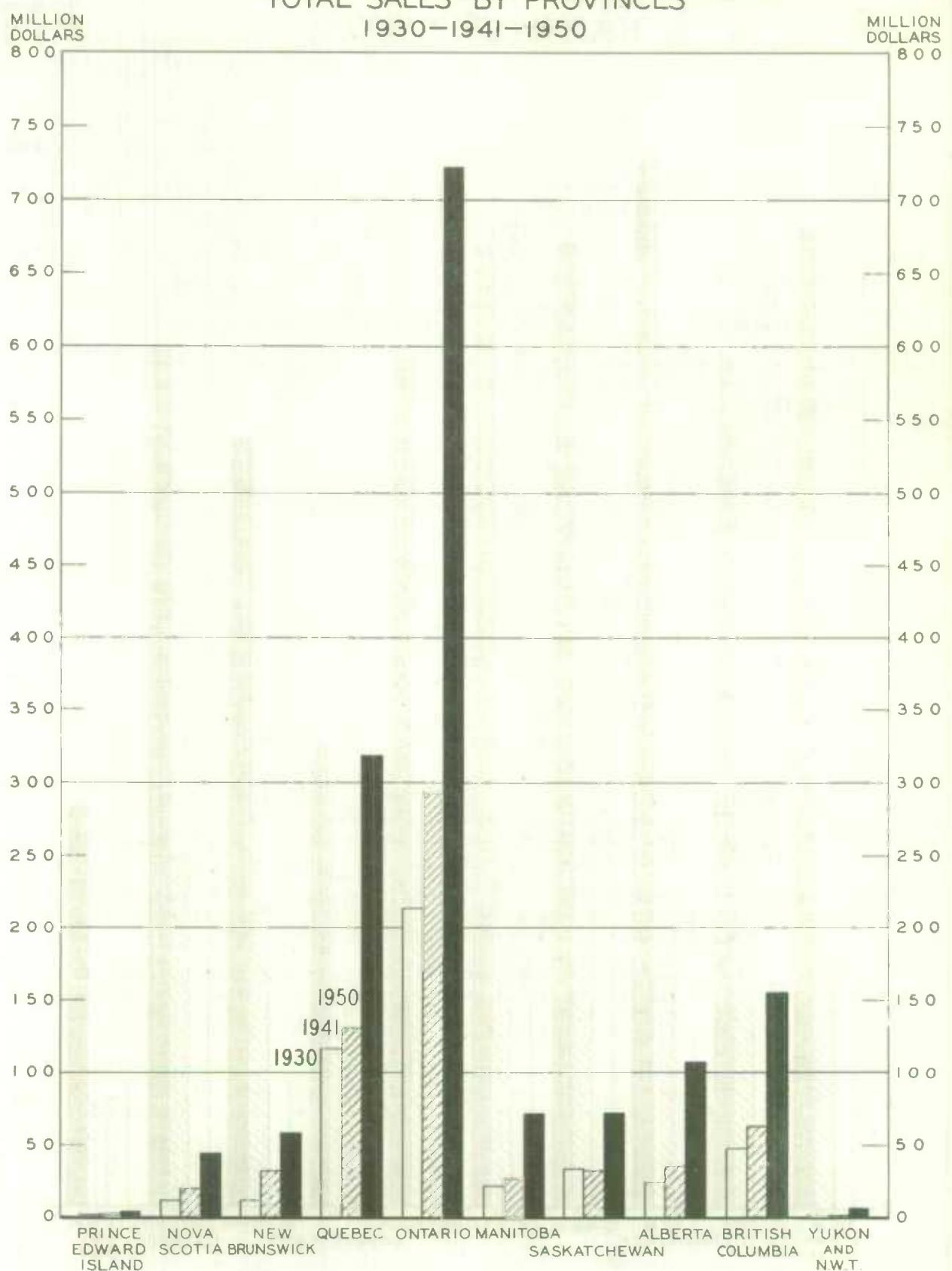
Sectional and national chains accounted for 50% of total chain store sales in 1950 as against 47% in 1949. At the same time, the share of local chains dropped from 8% to 4%. The position of provincial chains remained practically unchanged. (Table 5)

Firms operating more than 100 units numbered 12 in 1950, unchanged from 1949, and they accounted for approximately 45% of total chain store sales. Firms operating fewer than 10 units increased from 242 in 1949 to 282 in 1950, with the result that this segment accounted for 16% of total sales compared with 15% in 1949. (Table 6)

As a result of continued sales expansion, firms doing more than \$5 million business annually accounted for 75% of all chain store sales in 1950 compared with 74% in 1949. Firms with sales of \$1 million or less accounted for only 7% of total chain store sales in 1950. (Table 7)

Changes from year to year in the number of chain companies are not necessarily an indication of the establishment of new retail enterprises. Very frequently they result from an enlargement of the number of units operated by firms which in the previous year were already operating from one to three retail units. Firms become classified as chain stores when the number of units they operate reaches four. Conversely a decline to fewer than four units places a firm outside the scope of the chain store field. This movement of firms in and out of the chain field has little effect on the overall results.

RETAIL CHAIN STORES
TOTAL SALES-BY PROVINCES
1930-1941-1950



RETAIL CHAIN STORES
AVERAGE SALES PER STORE-BY PROVINCES
1930-1941-1950

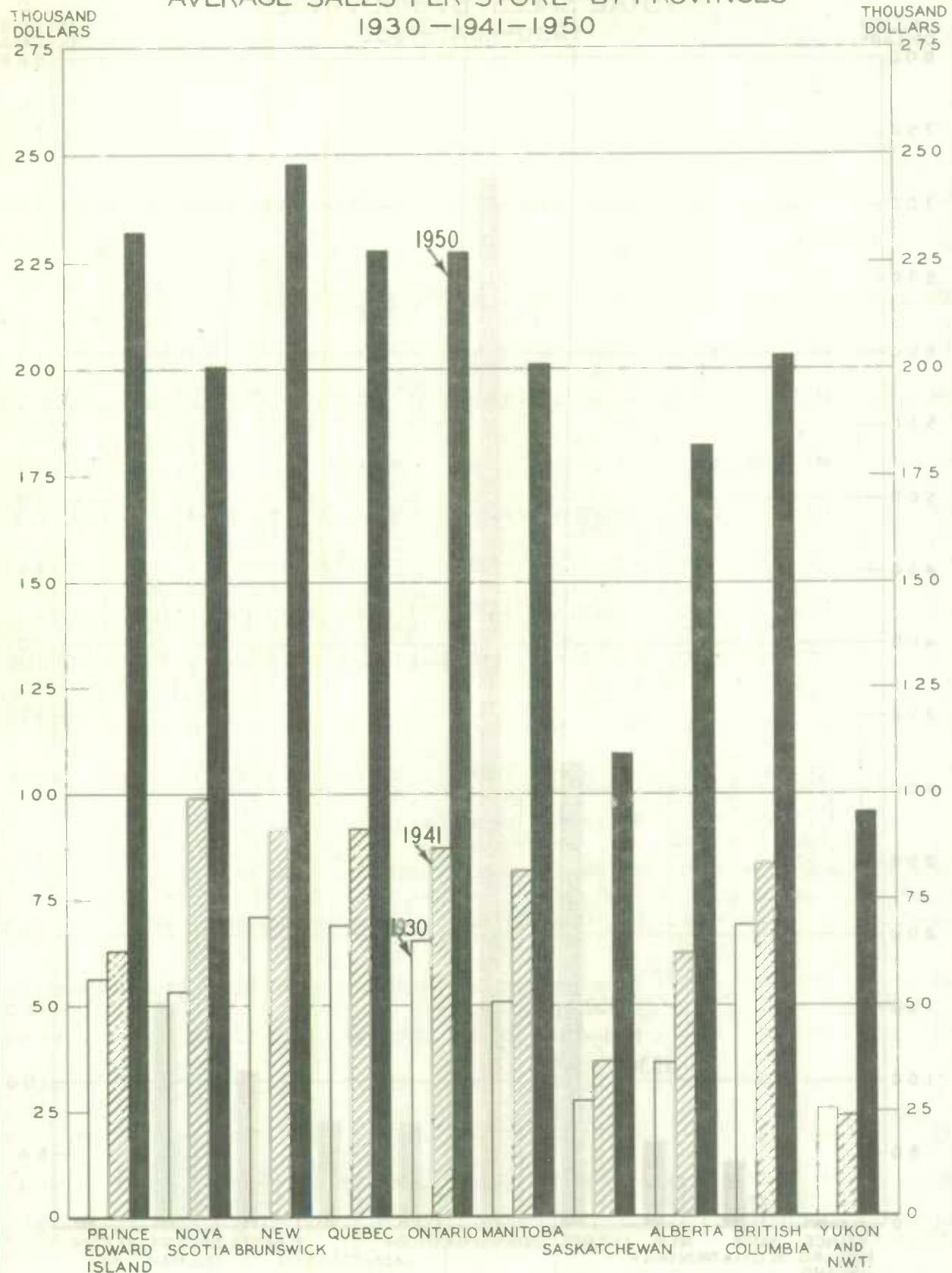


TABLE 1. Summary Statistics of Retail Chain Stores in Canada, 1930-1950

Year	Number of chains	Number of stores		Total sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end	
		Aver- age ¹	Max- imum	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
1950.....	423	7,155	7,483	1,559,693,100	217,986	129,334,200	65,000,500	159,082,900	60,501,400

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

TABLE 2. Chains, Stores and Sales by Provinces, 1941, 1949 and 1950

Province	1941	1949	1950	% change in sales 1950/1949
Canada:				%
Chains (number)	529	381	423	
Stores (maximum)	7,969	7,123	7,483	
Total sales	\$ 639,210,400	1,420,080,800	1,559,693,100	+ 9.8
Prince Edward Island:				
Chains (number)	9	8	10	
Stores (maximum)	16	9	15	
Total sales	\$ 1,010,800	1,305,300	3,488,100	+ 167.2
Nova Scotia:				
Chains (number)	56	47	50	
Stores (maximum)	325	283	289	
Total sales	\$ 32,214,400	56,947,000	57,946,800	+ 1.8
New Brunswick:				
Chains (number)	46	38	39	
Stores (maximum)	215	180	179	
Total sales	\$ 19,762,100	43,046,700	44,398,300	+ 3.1
Quebec:				
Chains (number)	161	127	138	
Stores (maximum)	1,428	1,290	1,396	
Total sales	\$ 131,225,900	283,387,500	318,377,500	+ 12.3
Ontario:				
Chains (number)	281	206	223	
Stores (maximum)	3,368	3,015	3,176	
Total sales	\$ 293,671,300	641,303,300	722,837,900	+ 12.7
Manitoba:				
Chains (number)	68	70	76	
Stores (maximum)	334	344	361	
Total sales	\$ 27,377,400	68,392,300	72,577,900	+ 6.1
Saskatchewan:				
Chains (number)	76	64	71	
Stores (maximum)	880	655	662	
Total sales	\$ 32,458,600	71,811,100	72,632,800	+ 1.1
Alberta:				
Chains (number)	88	72	81	
Stores (maximum)	576	543	588	
Total sales	\$ 36,071,200	96,711,900	107,180,700	+ 10.8
British Columbia:				
Chains (number)	91	84	93	
Stores (maximum)	765	745	762	
Total sales	\$ 63,925,100	152,333,800	154,973,700	+ 1.7
Yukon and Northwest Territories:				
Chains (number)	5	4	4	
Stores (maximum)	62	59	55	
Total sales	\$ 1,493,600	4,841,400	5,279,400	+ 9.0

TABLE 3. Principal Statistics of Retail Chain Stores in Canada, 1950 by Kinds of Business

No.	Kind of business	Number of chains	Number of stores	
			Average	Maximum
1	Total, All Chains.....	423	7,155	7,483
2	Food Group, total	72	1,523	1,635
3	Bakery product dealers.....	10	162	173
4	Candy and confectionery stores	10	175	186
5	Grocery stores	10	230	244
6	Combination stores	29	879	947
7	Meat markets	9	53	59
8	Other food stores.....	4	24	26
9	Country General Stores.....	16	126	127
10	General Merchandise Group, total	24	639	659
11	Dry goods and general merchandise stores	8	79	80
12	Variety, 5-10-15¢ to-a-dollar stores	16	560	579
13	Automotive Group, total	11	117	122
14	Motor vehicle dealers	5	37	37
15	Filling stations	4	56	61
16	Other automotive accessories stores	2	24	24
17	Apparel Group, total	112	1,307	1,383
18	Men's and boys' clothing and furnishings stores	18	158	171
19	Family clothing stores	22	142	153
20	Women's apparel and accessories stores	40	458	485
21	Shoe stores	32	549	574
22	Building Materials Group, total	43	813	823
23	Hardware stores	9	49	49
24	Lumber and building material dealers.....	28	716	725
25	Paint, varnish and wallpaper stores	6	48	49
26	Furniture-Household-Radio Group, total	39	492	516
27	Furniture stores	20	184	194
28	Household appliance, radio and music stores	19	308	322
29	Restaurant Group, total	18	229	255
30	Other Retail Stores, total	88	1,909	1,963
31	Drug stores	27	320	327
32	Jewellery stores	7	61	64
33	Office, store and school furniture equipment and supplies dealers	14	182	190
34	Tobacco stores	4	202	212
35	Government liquor stores	9	594	605
36	Wine stores	5	30	31
37	Miscellaneous kinds of business	22	520	534

TABLE 3. Principal Statistics of Retail Chain Stores in Canada, 1950 by Kinds of Business

Total sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end		No.
Amount	% of total chain sales			Stores	Warehouses	
\$	\$	\$	\$	\$	\$	
1,559,693,100	100.0	129,334,200	65,000,500	159,082,900	60,501,400	1
524,710,500	33.6	32,459,900	1,666,600	15,836,700	14,578,500	2
6,511,800	0.4	961,100	111,800	58,000	183,500	3
6,156,400	0.4	765,600	58,000	113,600	136,300	4
27,642,500	1.8	1,992,100	432,100	1,643,600	627,200	5
476,936,400	30.6	28,026,100	989,800	13,799,200	13,530,500	6
5,921,200	0.3	527,400	33,900	103,800	6,500	7
1,542,200	0.1	187,600	41,000	118,500	94,500	8
15,987,900	1.0	1,401,700	1,005,000	4,010,300	149,300	9
160,409,700	10.3	22,630,300	709,700	19,888,900	4,086,900	10
12,678,000	0.8	1,472,600	701,800	2,253,500	93,600	11
147,731,700	9.5	21,157,700	7,900	17,635,400	3,993,300	12
29,626,500	1.9	3,116,200	5,661,800	3,965,700	1,270,400	13
22,822,100	1.5	2,304,400	5,149,200	3,117,300	1,199,600	14
3,473,200	0.2	283,400	1,800	243,500	70,800	15
3,331,200	0.2	528,400	510,800	604,900	—	16
127,351,200	8.2	13,652,500	4,132,100	25,333,500	4,248,300	17
19,974,900	1.3	2,096,700	485,400	3,691,900	265,900	18
35,759,400	2.3	4,148,700	2,948,900	8,011,900	626,300	19
38,603,700	2.5	3,444,400	592,000	4,890,100	1,090,200	20
33,013,200	2.1	3,962,700	105,800	8,739,600	2,265,900	21
81,794,900	5.2	6,547,500	7,545,400	23,055,600	387,100	22
10,851,300	0.7	1,080,600	522,500	2,434,200	15,200	23
67,335,300	4.3	5,052,800	6,499,600	19,760,500	12,600	24
3,608,300	0.2	414,100	523,300	860,900	359,300	25
72,246,100	4.6	9,586,100	25,297,800	17,847,000	5,572,700	26
36,423,000	2.3	3,774,400	15,855,700	8,786,100	4,916,200	27
35,823,100	2.3	5,811,700	9,442,100	9,060,900	656,500	28
22,782,500	1.5	6,065,900	25,500	337,300	440,700	29
524,783,800	33.7	33,874,100	18,956,600	48,807,900	29,767,500	30
28,958,200	1.9	4,478,600	221,900	4,703,800	1,056,300	31
30,787,500	2.0	3,363,800	4,547,800	5,620,800	13,100	32
50,389,500	3.2	11,210,200	8,803,300	7,755,800	528,000	33
16,076,200	1.0	1,545,800	159,200	1,312,400	602,700	34
290,102,300	18.6	7,824,900	18,000	20,357,700	24,557,600	35
2,861,700	0.2	245,200	—	259,000	224,800	36
105,608,400	6.8	5,205,600	5,206,400	8,798,400	2,785,000	37

TABLE 4. Chains, Stores and Sales for Selected Kinds of Business, 1941, 1949 and 1950

Kind of business	1941	1949	1950	% change in sales 1950/1949
Total, All Chains:				
Chains (number)	529	381	423	
Stores (maximum)	7,969	7,123	7,483	
Total sales \$	639,210,400	1,420,080,800	1,559,693,100	+ 9.8
Grocery and combination stores:				
Chains (number)	62	44	39	
Stores (maximum)	1,541	1,191	1,191	
Total sales \$	172,317,400	433,950,300	504,578,900	+16.3
Meat Markets:				
Chains (number)	17	10	9	
Stores (maximum)	166	69	59	
Total sales \$	5,088,500	6,338,100	5,921,200	- 6.6
Variety stores:				
Chains (number)	20	15	16	
Stores (maximum)	532	550	579	
Total sales \$	74,179,100	142,060,500	147,731,700	+ 4.0
Men's and boys' clothing and furnishings stores (including custom tailors):				
Chains (number)	18	10	18	
Stores (maximum)	147	125	171	
Total sales \$	9,498,700	17,821,700	19,974,900	+12.1
Family clothing stores:				
Chains (number)	19	19	22	
Stores (maximum)	115	135	153	
Total sales \$	13,943,500	33,770,300	35,759,400	+ 5.9
Women's apparel and accessories stores:				
Chains (number)	38	35	40	
Stores (maximum)	318	426	485	
Total sales \$	12,438,300	37,381,800	38,603,700	+ 3.3
Shoe stores:				
Chains (number)	35	27	32	
Stores (maximum)	452	546	574	
Total sales \$	16,312,600	31,925,900	33,013,200	+ 3.4
Hardware stores:				
Chains (number)	7	7	9	
Stores (maximum)	38	41	49	
Total sales \$	3,849,700	8,827,400	10,851,300	+22.9

TABLE 4. Chains, Stores and Sales for Selected Kinds of Business, 1949 and 1950—Concluded

Kind of business	1941	1949	1950	% change in sales 1950 / 1949
Lumber and building material dealers:				
Chains (number).....	30	25	28	
Stores (maximum).....	732	701	725	
Total sales	\$ 19,979,000	59,499,000	67,335,300	+ 13.2
Furniture stores:				
Chains (number).....	16	18	20	
Stores (maximum).....	127	177	194	
Total sales	\$ 15,484,200	34,554,700	36,423,000	+ 5.4
Household appliance, radio and music stores:				
Chains (number).....	27	18	19	
Stores (maximum).....	410	287	322	
Total sales	\$ 18,655,600	28,940,200	35,823,100	+ 23.8
Restaurants:				
Chains (number).....	27	18	18	
Stores (maximum).....	256	249	255	
Total sales	\$ 11,918,800	21,460,500	22,782,500	+ 6.2
Drug stores:				
Chains (number).....	35	23	27	
Stores (maximum).....	363	309	327	
Total sales	\$ 18,944,500	27,430,100	28,958,200	+ 5.6
Office, school and store supplies and equipment dealers:				
Chains (number).....	13	13	14	
Stores (maximum).....	147	176	190	
Total sales	\$ 20,192,600	43,766,000	50,389,500	+ 15.1
Tobacco stores and stands:				
Chains (number).....	6	4	4	
Stores (maximum).....	217	209	212	
Total sales	\$ 7,185,800	16,024,900	16,076,200	+ 0.3
Liquor stores:				
Chains (number).....	9	8	9	
Stores (maximum).....	615	586	605	
Total sales	\$ 112,397,800	276,684,500	290,102,300	+ 4.8

TABLE 5. Retail Chains by Type of Operation, 1941, 1949 and 1950

Type of operation	Number of chains	Number of stores (Maximum)	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
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
1950				
Total, all chains	423	7,483	1,559,693,100	100.0
Local chains	104	691	64,357,500	4.1
Provincial chains	203	3,188	710,795,400	45.6
Sectional and National chains	116	3,604	784,540,200	50.3

TABLE 6. Retail Chains by Number of Units Operated, 1941, 1949 and 1950

Number of units operated	Number of chains	Number of stores	Total sales	
			Amount	% of total
			\$	%
1941				
Total, all chains	529	7,969	639,210,400	100.0
4- 9 units	386	2,205	149,798,400	23.5
10- 49 units	114	2,532	162,647,400	25.4
50- 99 units	16	1,155	77,879,500	12.2
100 units and over	13	2,077	248,885,100	38.9
1949				
Total, all chains	381	7,123	1,420,080,800	100.0
4- 9 units	242	1,473	207,372,100	14.6
10- 49 units	108	2,432	398,708,800	28.1
50- 99 units	19	1,344	183,313,300	12.9
100 units and over	12	1,874	630,686,600	44.4
1950				
Total, all chains	423	7,483	1,559,693,100	100.0
4- 9 units	282	1,696	248,366,900	15.9
10- 49 units	110	2,491	402,323,400	25.8
50- 99 units	19	1,364	211,961,000	13.6
100 units and over	12	1,932	697,041,800	44.7

TABLE 7. Retail Chains by Amount of Annual Retail Sales, 1941, 1949 and 1950

Annual Sales Volume of Chains	Number of chains	Number of stores	Total sales	
			Amount	% of total
1941				
Total, All Chains	529	7,969	639,210,400	100.0
\$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
1949				
Total, All Chains	381	7,123	1,420,080,800	100.0
\$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
1950				
Total, All Chains	423	7,483	1,559,693,100	100.0
\$5,000,000 and over	51	3,500	1,165,994,100	74.8
\$1,000,000-\$4,999,999	126	2,201	284,548,800	18.2
Under \$1,000,000	246	1,782	109,150,200	7.0

CHAIN FOOD STORES—1950

The remarkable expansion of chain food store sales in recent years gained further momentum in 1950 when volume passed the one-half billion dollar mark for the first time. At \$510,500,100, sales were 16% above the 1949 total and more than twice the total recorded only four years earlier (1946) when the sales figure was \$245,278,100. Price rises no doubt account for some of the upsurge in food sales. Some indication of the change in physical quantities of merchandise sold between 1949 and 1950 is given by the 4% increase in retail food prices in the same period. Other equally important factors have contributed towards the rise in food sales. Among the major influences have been rising incomes, continuously high employment and a steady growth in population. Chain stores have attracted a wider clientele of customers through their adoption of progressive merchandising policies in order to take advantage of such characteristics as the five-day week, with its heavy week-end purchasing, the tremendous growth in passenger car ownership, and the convenience of self service and cash-and-carry features.

Results for 1950 gave further evidence of continued emphasis on the elimination of smaller units and the establishment of larger new stores, or enlargement of existing stores. The number of stores doing $\frac{1}{2}$ million dollars or more annual business rose to 365 in 1950 from 314 in 1949. They accounted for 70% of all chain food store sales in 1950. Stores with sales of less than \$100,000 in 1950 accounted for only 4% of total sales.

The number of chain food companies diminished from 54 to 48 between 1949 and 1950, and there was

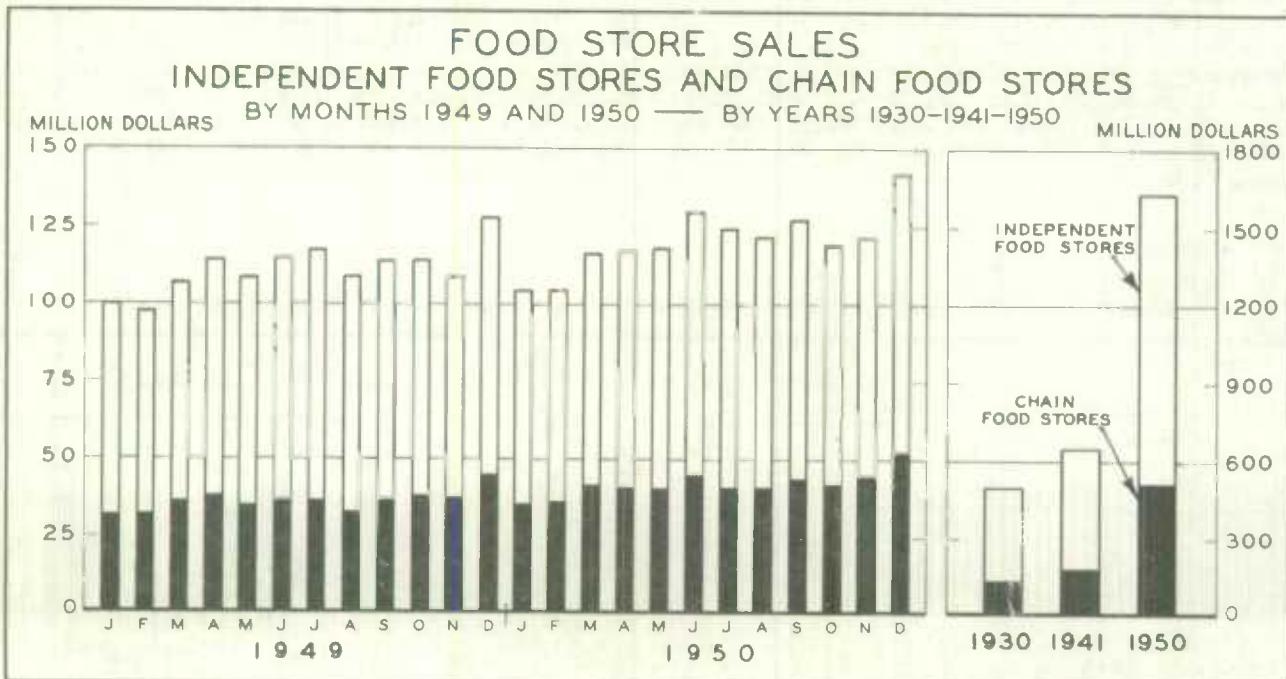
a reduction of 32 in the number of chain food stores operating, from 1194 to 1162.

Coincident with this trend was a further move towards the elimination of straight grocery or meat stores and a greater tendency to combine grocery and meat operations in the form of food markets. Of 28 chain grocery specialists operating in 1941, with 446 stores and sales of \$26,523,300, there remained only 10 such firms in 1950 operating 230 stores and having sales of \$27,642,500. Similarly, Canada had seventeen chain companies operating 163 meat stores in 1941 (sales \$5,088,500), but these have been reduced to 9 firms with 53 stores and sales of \$5,921,200 in 1950. On the other hand, although the number of combination meat and grocery chains has declined from 34 to 29 since 1941, and the number of their stores has fallen from 1083 to 879, sales of these have increased from \$145,794,100 in 1941 to \$476,936,400 in 1950.

A further sidelight on this basic alteration of chain food store operations in recent years is revealed by the following table which traces average sales per store in each component:

	1930	1941	1945	1949	1950
Grocery	\$62,000	\$ 59,000	\$ 96,000	\$107,000	\$120,000
Combination	58,000	135,000	213,000	460,000	542,000
Meat	38,000	31,000	64,000	101,000	111,000

The position of chain stores in the total food store trade is conveyed by the following chart:

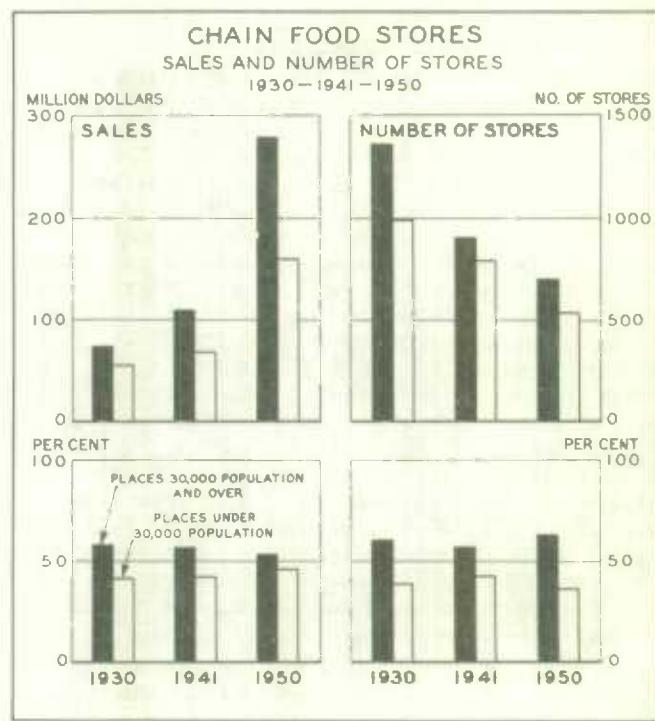


Food Store Sales
Independent Food Stores and Chain Food Stores

All sections of the country for which separate results are reportable showed increased sales in 1950, but the eastern provinces reported more substantial sales gains than were shown by the West. Increases in the number of stores in Quebec and in each of the Prairie Provinces, between 1949 and 1950, ran counter to the general trend.

The most outstanding change in the position of chain food stores in individual cities occurred in Vancouver. In that city the number of stores dropped from 104 in 1949 to 82 in 1950, but sales remained practically unchanged. Though there was a reduction of 12 in the overall total of stores for places with over 30,000 population, sales in these larger centres increased 17%, whereas the increase in total sales for smaller communities was 14%, in spite of a slight gain in the number of chain outlets. (Table 3)

The most substantial gains in dollar volume of sales occurred in Ontario cities. London showed a 29% gain in total sales over 1949, Kitchener 24%, Toronto 22%, and Ottawa 21%. Other cities in the province registered gains between 20% and 11%. Sales of certain other cities cannot be shown because of the small number of firms involved.



Chain Food Stores
Sales and Number of Stores

The four largest companies, although they increased the number of their stores by a total of 15, occupied about the same position sales-wise as in 1949. The 14 companies which had between 10 and 100 stores operated almost the same number of units as did the 15 firms which fell in that class in 1949, but improved their sales position at the expense of the smaller chains which showed a decrease in firms and stores and only a moderate gain in sales. The four largest of the 48 chain companies accounted for 73% of all sales, while the 18 largest companies accounted for 94% of the total. (Table 4)

Salaries and wages paid to store employees of chain food companies increased by 13%, from \$26,017,000 in 1949 to \$30,545,600 in 1950. Expressed as a percentage of sales, salaries and wages were 6%, the lowest figure on record.

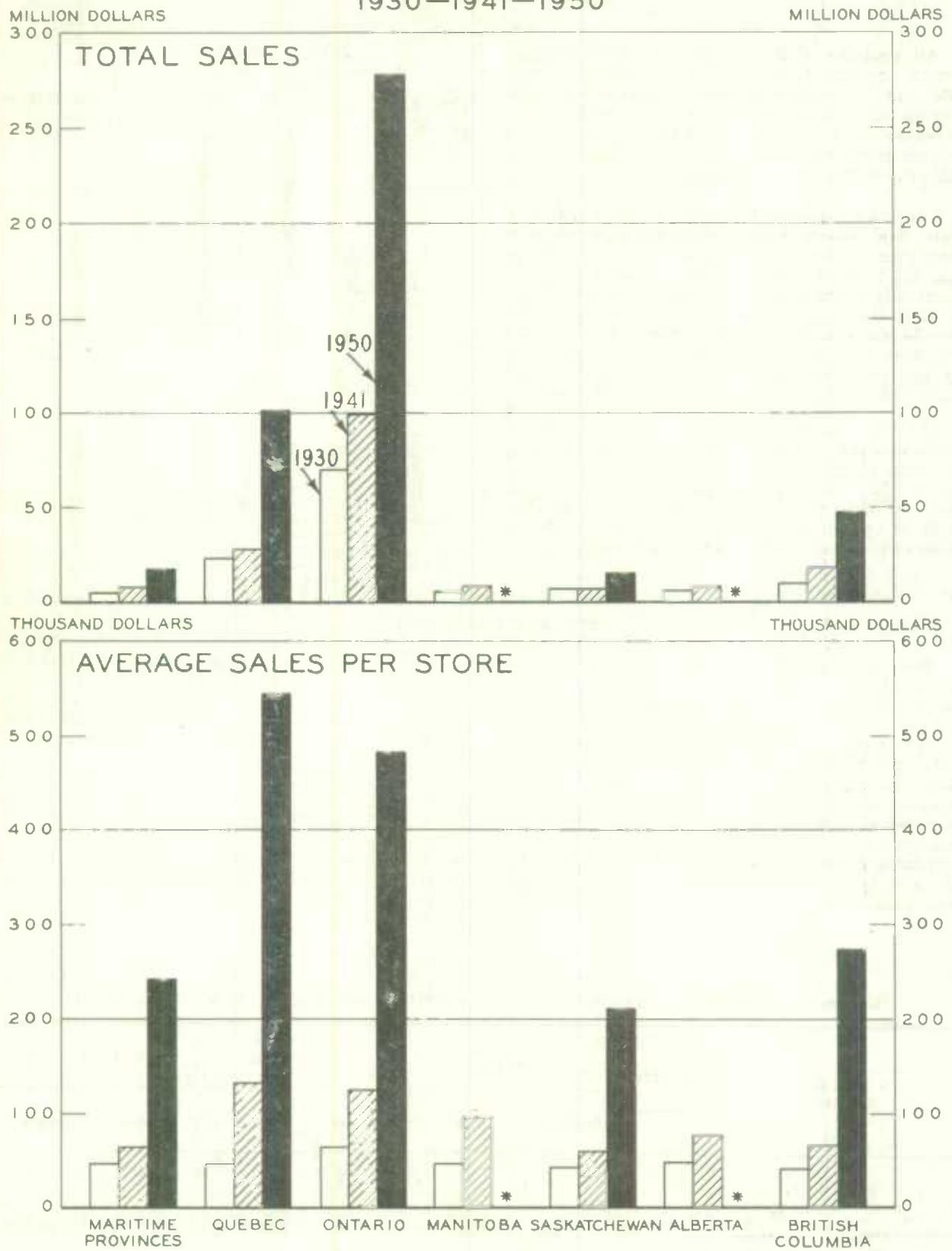
In classifying a chain firm by the business carried on in the majority of its stores, some grocery stores are included with combination chains, and some combination stores with the grocery store chains. The classification of individual outlets operated by these two types of food chains in 1950 was as follows:

Grocery and Combination Units Operated by Grocery and Combination Chains, 1950

Kind of business	Number of chains	Total units		Grocery units		Combination units	
		Number	Sales	Number	Sales	Number	Sales
Grocery chains	10	230	27,642,500	203	20,839,800	27	6,802,700
Combination chains	29	879	476,936,400	166	30,563,500	713	446,372,900

CHAIN FOOD STORES

1930—1941—1950



*1941 FIGURES WITHHELD TO AVOID DISCLOSING INDIVIDUAL OPERATIONS

**TABLE 1. Summary Statistics of Chain Food Stores in Canada, 1930-1950
(Grocery stores, combination stores and meat markets combined)**

Year	Number of chains	Number of stores		Total sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end	
		Average ¹	Maximum	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
1950.....	48	1,162	1,250	510,500,100	439,329	30,545,600	1,455,800	15,546,600	14,164,200

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, 1949 and 1950
(Grocery stores, combination stores and meat markets combined)

Province	1930	1941	1949	1950	% change in sales 1950/1949
Canada					%
Chains (number).....	87	79	54	48	
Stores (maximum).....	2,352	1,707	1,260	1,250	
Total sales..... \$	127,582,500	177,405,900	440,288,400	510,500,100	+15.9
Maritime Provinces:					
Chains (number).....	12	14	8	7	
Stores (maximum).....	98	122	79	74	
Total sales..... \$	4,664,500	7,871,100	15,230,800	17,908,400	+17.6
Quebec:					
Chains (number).....	13	7	9	8	
Stores (maximum).....	495	214	181	187	
Total sales..... \$	23,708,400	28,477,200	87,304,700	101,962,400	+16.8
Ontario:					
Chains (number).....	37	41	31	27	
Stores (maximum).....	1,107	790	588	576	
Total sales..... \$	70,769,300	99,318,600	235,971,600	278,281,100	+17.9
Manitoba:					
Chains (number).....	8	4	4	4	
Stores (maximum).....	121	85	81	88	
Total sales..... \$	5,689,100	8,247,500	2	2	2
Saskatchewan:					
Chains (number).....	10	4	5	5	
Stores (maximum).....	165	111	70	74	
Total sales..... \$	6,969,300	6,794,100	14,410,700	15,673,800	+ 8.8
Alberta:					
Chains (number).....	8	8	2	2	
Stores (maximum).....	120	103	66	77	
Total sales..... \$	5,587,000	7,932,100	2	2	2
British Columbia¹:					
Chains (number).....	19	14	10	8	
Stores (maximum).....	246	282	195	174	
Total sales..... \$	10,194,900	18,765,300	45,124,700	47,620,500	+ 5.5

Note:— The sum of provincial figures for "chains (number)" does not equal the total shown for Canada, since several chains operate in more than one province.

1. Includes Yukon and Northwest Territories.

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

**TABLE 3. Chain Food Store Sales in Principal Cities, 1949 and 1950
(Grocery stores, combination stores and meat markets combined)**

City	Number of stores (maximum)		Total sales		% change 1950/1949
	1949	1950	1949	1950	
Halifax	18	19	\$ 1	\$ 1	1
Saint John	3	2	1	1	1
Hull	1	2	1	1	1
Montreal	94	94	49,466,000	57,663,800	+ 16.6
Outremont	7	6	3,586,500	3,935,400	+ 9.7
Quebec	4	6	1	1	1
Sherbrooke	2	2	1	1	1
Three Rivers	3	4	1	1	1
Verdun	13	14	7,185,800	8,354,300	+ 16.3
Brantford	10	10	3,884,300	4,477,900	+ 15.3
Fort William	6	7	2,274,000	2,681,200	+ 17.9
Hamilton	72	67	15,690,400	18,399,400	+ 17.3
Kingston	4	4	3,283,600	3,775,600	+ 15.0
Kitchener	4	4	3,707,000	4,595,900	+ 24.0
London	9	11	8,079,300	10,411,200	+ 28.9
Ottawa	37	36	16,470,900	19,889,200	+ 20.8
Peterborough	19	14	4,466,500	4,995,500	+ 11.8
St. Catharines	10	9	5,155,100	5,952,600	+ 15.5
Sudbury	3	3	3,439,800	4,112,700	+ 19.6
Toronto	134	140	62,833,500	76,647,900	+ 22.0
Windsor	18	18	9,206,500	10,938,100	+ 18.8
Winnipeg	64	70	15,969,500	17,767,600	+ 11.3
Regina	19	19	1	1	1
Saskatoon	11	11	1	1	1
Calgary	33	34	1	1	1
Edmonton	11	13	1	1	1
Vancouver	104	82	23,224,200	23,223,300	2
Victoria	14	14	4,369,400	5,039,000	+ 15.3
Places 30,000 population and over	727	715	279,065,900	327,193,400	+ 17.2
Places under 30,000 Population	533	535	161,222,500	183,306,700	+ 13.7

1. Figures withheld to avoid disclosing individual operations, but included in the totals.
 2. Change of less than 0.05%.

**TABLE 4. Chain Food Stores by Number of Units Operated, 1930, 1941, 1949 and 1950
(Grocery stores, combination stores and meat markets combined)**

Number of units operated	Number of chains	Number of stores (maximum)	Total sales	
			Amount	% of total
1930				
Total, all food chains	87	2,352	\$ 127,582,500	100.0
4- 9 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
4- 9 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
1949				
Total, all food chains	54	1,260	\$ 440,288,400	100.0
4- 9 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
1950				
Total, all food chains	48	1,250	\$ 510,500,100	100.0
4- 9 units	30	162	29,341,700	5.8
10- 99 units	14	451	106,324,800	20.8
100 units and over	4	637	374,833,600	73.4

TABLE 5. Chain Food Stores by Annual Sales Volume 1930, 1941, 1949 and 1950
 (Grocery stores, combination stores and meat markets combined)

Annual sales range	Number of stores (Maximum)	Total sales	% of total sales
		\$	%
1930			
Total, all stores	2,352	127,582,500	100.0
\$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			
Total, all stores	1,707	177,405,900	100.0
\$500,000 and over	38	23,203,400	13.1
\$300,000- \$499,999	110	42,368,000	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
1949			
Total, all stores	1,260	440,288,400	100.0
\$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
1950			
Total, all stores	1,250	510,500,100	100.0
\$500,000 and over	365	358,282,200	70.2
\$300,000- \$499,999	167	65,407,900	12.8
\$200,000- 299,999	119	29,040,000	5.7
\$100,000- 199,999	277	39,376,800	7.7
Under \$100,000	322	18,393,200	3.6

1. Not available.

TABLE 6. Chain Food Stores by Kind of Business, 1930, 1941, 1949, 1950

Kind of business	Number of chains	Number of stores (average)	Total sales		Average sales per store
			Amount	% of total	
1930					
Total, all food chains	87	2,218	127,582,500	100.0	57,521
Chain Grocery Stores	43	722	44,698,400	35.0	61,909
Chain Combination Stores	23	1,282	74,800,200	58.6	58,346
Chain Meat Markets	21	214	8,083,900	6.4	37,775
1941					
Total, all food chains	79	1,692	177,405,900	100.0	104,850
Chain Grocery Stores	28	446	26,523,300	14.9	59,469
Chain Combination Stores	34	1,083	145,794,100	82.2	134,621
Chain Meat Markets	17	163	5,088,500	2.9	31,218
1949					
Total, all food chains	54	1,194	440,288,400	100.0	368,751
Chain Grocery Stores	14	244	26,209,900	6.0	107,418
Chain Combination Stores	30	887	407,740,400	92.6	459,685
Chain Meat Markets	10	63	6,338,100	1.4	100,605
1950					
Total, all food chains	48	1,162	510,500,100	100.0	439,329
Chain Grocery Stores	10	230	27,642,500	5.4	120,185
Chain Combination Stores	29	879	476,936,400	93.4	542,590
Chain Meat Markets	9	53	5,921,200	1.2	111,721

CHAIN VARIETY STORES — 1950

With one more firm and nineteen additional outlets in operation, chain variety stores in Canada had a sales volume of \$147,731,700 in 1950, up 4% compared with sales of \$142,060,500 in 1949. There were 16 firms operating 560 stores (average number) in 1950, the increase in number of stores representing a continuation of a moderate but steady growth evident over the past few years. A 7% rise in salaries and wages, though not of the proportions of the 1949 increase for this item (15%), exceeded the 4% rise in sales between 1949 and 1950. Stocks on hand in stores at the end of 1950 had risen to \$17,635,400, a gain of 16% from those held a year previously. There had been very little increase in chain variety store stocks during the previous year. Warehouse stocks increased more moderately, being up 8%. (Table 1)

Regional changes in sales volume, between 1949 and 1950, followed an irregular pattern. A 7% increase in Ontario and a gain of 5% in Quebec were the two largest recorded. These increases were abetted somewhat by greater gains in numbers of stores than elsewhere. Declines of less than 5% were shown by three of the western provinces and by New Brunswick. The most surprising result was a 3% decrease in sales in British Columbia, in spite of the substantial increase in the number of stores from 26 in 1949 to 33 in 1950. (Table 2)

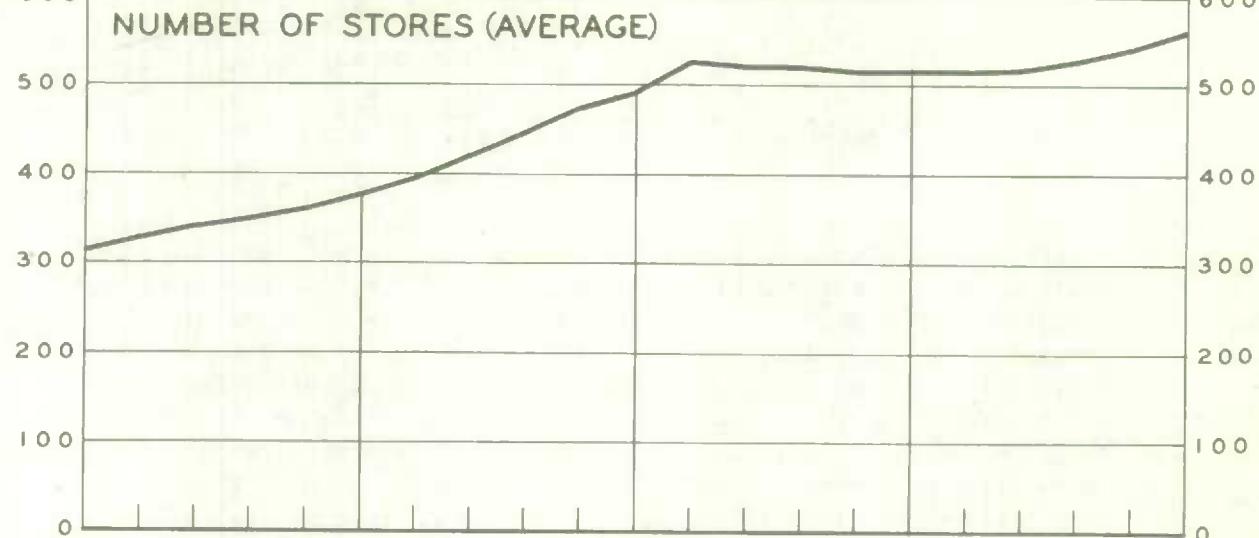
Changes in different Canadian cities showed considerable variation. Sales were up 19% in St. Catharines. A 14% increase in Hamilton was accomplished with one store less than in 1949. Increases of 11% in both Toronto and Sudbury were the only other gains in excess of 10%. Three fewer stores were operated in Toronto in 1950 than in 1949. (Table 3)

As a result of continued sales expansion, 4 more stores had sales volume of \$1 million or more in 1950, 20 as against 16 in 1949. These 20 stores accounted for approximately 1 out of every 5 sales dollars in variety stores. All but 166 of the 579 stores had sales of at least \$100,000. An increase of 25 stores in the group with sales under \$100,000 was mainly due to the entry of new firms into the chain variety store field. (Table 4)

CHAIN VARIETY STORES

AVERAGE
NO STORES
600

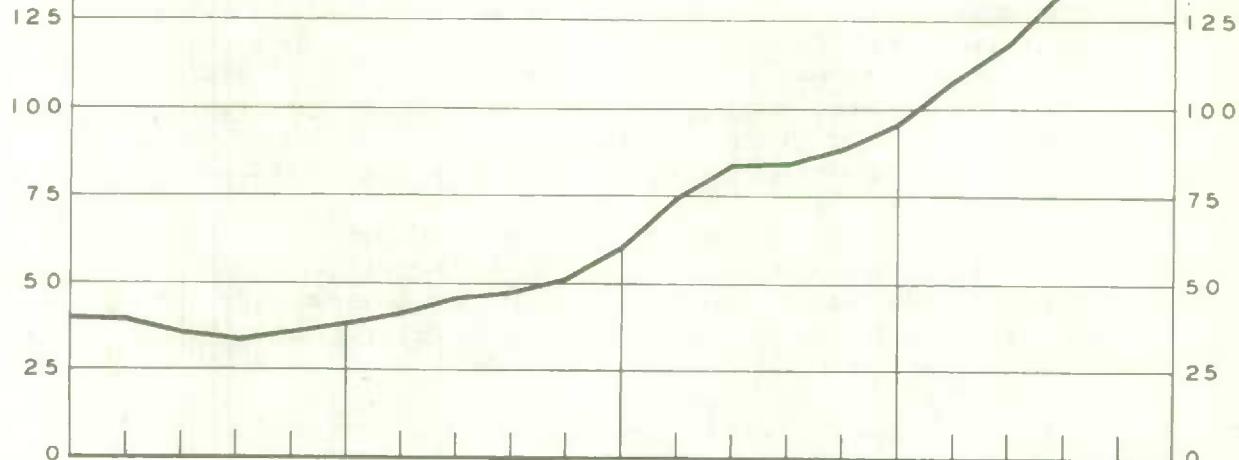
AVERAGE
NO. STORES
600



MILLION DOLLARS
150

MILLION DOLLARS
150

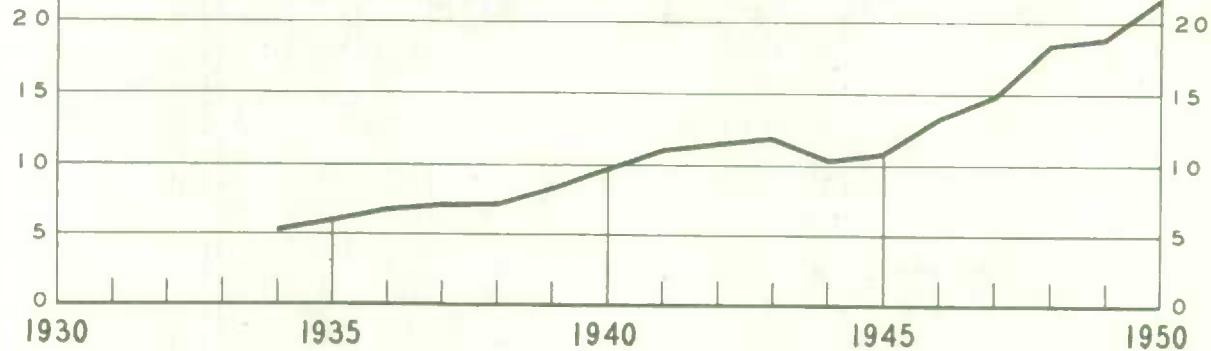
TOTAL SALES



MILLION DOLLARS
25

MILLION DOLLARS
25

TOTAL STOCKS (STORE AND WAREHOUSE)



1930

1935

1940

1945

1950

TABLE 1. Summary Statistics of Chain Variety Stores in Canada, 1930 - 1950

Year	Number of chains	Number of stores		Total sales	Salaries and wages paid to store employees	Stocks on hand at year end	
		Aver- age ¹	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
1950.....	16	560	579	147,731,700	21,157,700	17,635,400	3,993,300

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, 1949 and 1950

Province	1930	1941	1949	1950	% change in sales 1950 / 1949
%					
Canada:					
Chains (number)	15	20	15	16	
Stores (maximum)	327	532	550	579	
Total sales	\$ 39,383,600	74,179,100	142,060,500	147,731,700	+ 4.0
Prince Edward Island:					
Chains (number)	2	3	3	3	
Stores (maximum)	2	3	3	3	
Total sales	\$ 1	442,000	908,400	925,400	+ 1.9
Nova Scotia:					
Chains (number)	2	5	5	5	
Stores (maximum)	16	32	35	36	
Total sales	\$ 1	6,030,800	8,356,200	8,493,700	+ 1.6
New Brunswick:					
Chains (number)	3	7	6	6	
Stores (maximum)	6	24	24	24	
Total sales	\$ 1	3,593,100	6,372,800	6,251,500	- 1.9
Quebec:					
Chains (number)	11	13	12	12	
Stores (maximum)	101	131	123	137	
Total sales	\$ 9,949,700	17,688,900	37,141,200	38,883,700	+ 4.7
Ontario:					
Chains (number)	9	15	13	13	
Stores (maximum)	152	275	292	298	
Total sales	\$ 18,408,300	33,784,200	66,383,700	70,678,000	+ 6.5
Manitoba:					
Chains (number)	4	5	5	5	
Stores (maximum)	9	15	14	14	
Total sales	\$ 1,434,800	2,426,300	4,431,200	4,213,300	- 4.9
Saskatchewan:					
Chains (number)	3	3	3	4	
Stores (maximum)	12	17	18	19	
Total sales	\$ 1,713,800	2,598,500	4,737,400	4,532,300	- 4.3
Alberta:					
Chains (number)	3	5	5	5	
Stores (maximum)	8	13	15	15	
Total sales	\$ 1,708,900	3,453,800	6,714,000	6,948,800	+ 3.5
British Columbia:					
Chains (number)	3	3	5	6	
Stores (maximum)	21	22	26	33	
Total sales	\$ 2,769,700	4,161,500	7,015,600	6,805,000	- 3.0

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

TABLE 3. Chain Variety Store Sales in Principal Cities 1949 and 1950

City	Number of stores (maximum)		Total sales		% change in sales 1950/1949
	1949	1950	1949	1950	
			\$	\$	%
Halifax	5	5	3,338,900	3,281,400	- 1.7
Saint John	4	4	1,984,200	1,848,000	- 6.9
Hull	3	3	420,800	421,800	+ 0.2
Montreal	43	45	14,873,300	15,366,000	+ 3.3
Quebec	13	14	7,288,300	7,426,500	+ 1.9
Sherbrooke	4	4	2,155,300	2,262,700	+ 5.0
Three Rivers	5	5	2,140,200	2,109,000	- 1.5
Verdun	4	4	1,024,500	972,700	- 5.1
Brantford	4	4	1,300,100	1,271,400	- 2.2
Fort William	4	4	1,001,000	978,700	- 2.2
Hamilton	10	9	4,805,200	5,474,500	+13.9
Kingston	5	5	1,632,100	1,534,800	- 6.0
Kitchener	5	6	1,741,500	1,850,600	+ 6.3
London	5	5	3,263,000	3,353,200	+ 2.8
Ottawa	13	14	5,776,600	6,043,600	+ 4.6
Peterborough	5	5	1,555,000	1,607,500	+ 3.4
St. Catharines	4	4	1,893,100	2,252,900	+19.0
Sudbury	3	3	1,819,700	2,008,600	+10.4
Toronto	56	53	12,844,800	14,193,800	+10.5
Windsor	5	6	3,097,900	3,305,000	+ 6.7
Winnipeg	6	6	3,210,100	3,015,800	- 6.1
Regina	3	3	1,622,500	1,566,700	- 3.3
Saskatoon	3	3	1,075,300	1,021,200	- 5.0
Calgary	4	4	2,342,300	2,512,200	+ 7.3
Edmonton	4	4	2,977,400	3,078,600	+ 3.4
Vancouver	10	13	3,486,300	3,302,700	- 5.3
Victoria	3	3	1,145,500	1,088,800	- 4.9
Places 30,000 population and over	233	238	89,814,900	93,150,700	+ 3.7
Places under 30,000 population	317	341	52,245,600	54,581,000	+ 4.5

TABLE 4. Chain Variety Stores by Annual Sales Volume, 1930, 1941, 1949 and 1950

Annual sales range	Number of stores (maximum)	Total sales	% of total sales
		\$	%
1930			
Total, all stores	327	39,383,600	100.0
\$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			
Total, all stores	532	74,179,100	100.0
\$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
1949			
Total, all stores	550	142,060,500	100.0
\$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
1950			
Total, all stores	579	147,731,700	100.0
\$1,000,000 and over	20	28,252,200	19.1
\$ 500,000- \$999,999	47	30,955,500	21.0
\$ 300,000- 499,999	82	31,503,400	21.3
\$ 200,000- 299,999	84	20,260,300	13.7
\$ 100,000- 199,999	180	26,935,000	18.2
Under \$100,000	166	9,825,300	6.7

1. Not available.

CHAIN DRUG STORES — 1950

Sales of chain drug stores in Canada increased 5% in 1950, totalling \$28,958,200 compared with \$27,430,100 in 1949. In 1950, there were 27 firms operating an average of 320 units, an increase of 4 in the number of firms and of 19 in number of stores compared with 1949 when 23 firms operated 301 units. Increases in salaries and wages almost paralleled the sales increase, with a rise of 4% from \$4,234,900 in 1949 to \$4,478,600 in 1950. Store inventories increased 13% but the gain in warehouse stocks was more moderate, amounting to 7% (Table 1)

The Prairie Provinces showed a large increase of 48% in sales in 1950 compared with 1949. Ten additional stores were in operation in 1950. A gain of 3% in British Columbia was moderate in view of the 8 new stores in operation. (Table 2)

Twelve stores had sales of \$200,000 or more compared with 10 in 1949 and only 2 in 1941. Approximately 80% of all chain drug stores, 254 stores, had sales ranging from \$50,000 to \$200,000. Only 10 stores had sales of less than \$30,000 in 1950. (Table 3)

CHAIN DRUG STORE SALES
BY REGIONS
1930-1941-1950

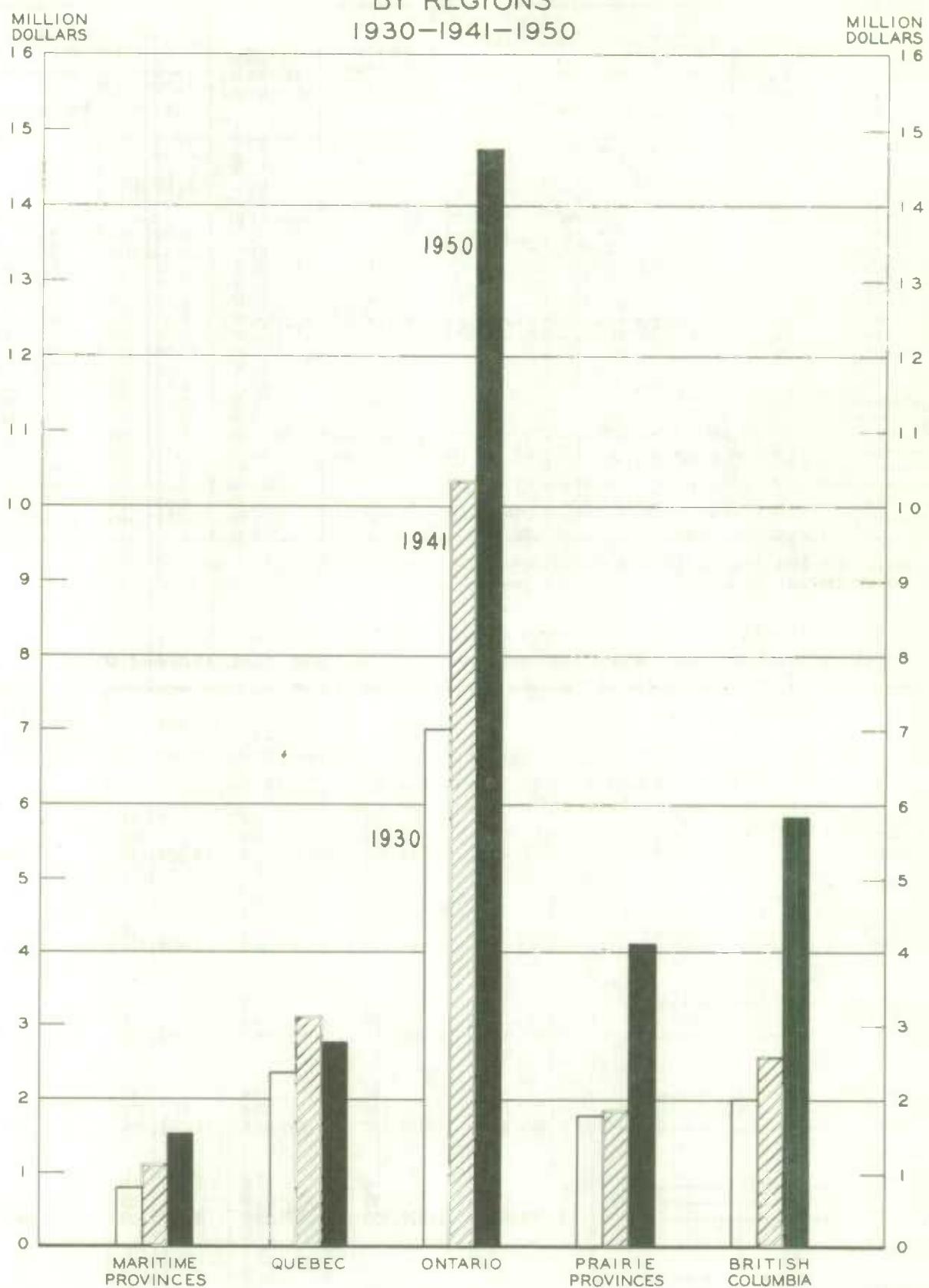


TABLE 1. Summary Statistics of Chain Drug Stores in Canada, 1930 - 1950

Year	Number of chains	Number of stores		Total sales		Salaries and wages paid to store employees	Accounts outstanding at year end	Stocks on hand at year end	
		Average ¹	Maximum	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	65,137	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	3,667,900	153,800	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
1950	27	320	327	28,958,200	90,494	4,478,600	221,900	4,703,000	1,056,300

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, 1949 and 1950

—	1930	1941	1949	1950	% Change in sales 1950/1949
Canada:					%
Chains (number)	31	35	23	27	
Stores (maximum)	292	363	309	327	
Total sales	\$ 13,971,300	18,944,500	27,430,100	28,958,200	+ 5.6
Maritime Provinces:					
Chains (number)	4	3	4	3	
Stores (maximum)	23	24	24	24	
Total sales	\$ 793,100	1,102,200	1,544,400	1,528,000	- 1.1
Quebec:					
Chains (number)	7	8	5	5	
Stores (maximum)	54	55	32	32	
Total sales	\$ 2,367,900	3,106,100	2,792,800	2,759,300	- 1.2
Ontario:					
Chains (number)	11	17	10	11	
Stores (maximum)	137	198	170	170	
Total sales	\$ 6,989,200	10,332,400	14,685,500	14,740,000	+ 0.4
Prairie Provinces:					
Chains (number)	7	6	6	6	
Stores (maximum)	37	37	29	39	
Total sales	\$ 1,778,600	1,827,900	2,777,700	4,114,500	+ 48.1
British Columbia:					
Chains (number)	4	3	3	4	
Stores (maximum)	41	49	54	62	
Total sales	\$ 2,042,500	2,575,900	5,629,700	5,816,400	+ 3.3

TABLE 3. Chain Drug Stores by Annual Sales Volume 1930, 1941, 1949 and 1950

Annual sales range	Number of stores (maximum)	Total sales	% of total sales
		\$	%
1930			
Total, all stores	292	13,971,300	100.0
\$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			
Total, all stores	363	18,944,500	100.0
\$200,000 and over	2	3,543,600	18.6
\$100,000 - \$199,999	25		
\$ 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
1949			
Total, all stores	309	27,430,100	100.0
\$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
1950			
Total, all stores	327	28,958,200	100.0
\$200,000 and over	12	3,253,600	11.2
\$100,000 - \$199,999	83	10,819,900	37.4
\$ 50,000 - 99,999	174	12,745,200	44.0
\$ 30,000 - 49,999	47	1,958,200	6.8
Under \$30,000	11	181,300	0.6

1. Not available.

CHAIN WOMEN'S APPAREL STORES — 1950

There were 40 chain women's apparel firms in Canada in 1950 which operated 458 retail outlets (average number). These accounted for sales of \$38,603,700, 3% more than 1949 when 35 firms, operating 401 stores, had sales of \$37,381,800.

Salaries and wages totalled \$3,444,400 in 1950, 13% more than in 1949 when they amounted to \$3,061,500. Accounts outstanding declined 17%, from \$713,400 in 1949 to \$592,000 in 1950. Store stocks rose sharply from \$4,084,100 in 1949 to \$4,890,000 in 1950, an increase of 20%. Warehouse stocks, however, declined 6%. (Table 1)

All provinces recorded sales increases in 1950 compared with 1949. A very large gain of 24% in the Maritime Provinces was accomplished with one additional store. Alberta's 11% increase was the only other one to exceed 10%. One less store was operated in that province in 1950. The 7% gain in British Columbia was accomplished with an increase of 14 stores, from 63 in 1949 to 77 in 1950. (Table 2)

The 33 stores out of a total of 485 with sales in excess of \$200,000, accounted for one-quarter of total sales of chain women's apparel stores. There were 320 stores with sales of less than \$50,000. These accounted for 16% of total sales. (Table 3)

TABLE 1. Summary Statistics of Chain Women's Apparel Stores in Canada, 1930 - 1950

Year	Number of chains	Number of stores		Total sales		Salaries and wages paid to store employees	Accounts outstand- ing at year end	Stocks on hand at year end	
		Aver- age ¹	Max- imum	Amount	Average per store			Stores	Warehouses
1930	28	183	203	8,584,800	46,911	976,900	2	1,422,500	2
1931	25	186	213	6,828,100	36,710	2	2	2	2
1932	19	164	185	5,093,700	31,059	2	2	2	2
1933	15	144	148	4,029,400	27,982	359,100	2	590,000	2
1934	15	153	171	4,506,800	29,456	385,800	2	587,700	141,600
1935	13	133	138	4,594,600	34,546	404,400	2	786,900	94,200
1936	21	172	190	5,512,200	32,048	481,100	48,800	828,600	128,100
1937	19	176	194	6,216,600	35,322	541,900	2	887,500	119,700
1938	20	200	213	6,198,700	30,994	548,800	46,400	924,900	281,600
1939	19	204	215	6,037,400	29,595	513,000	29,700	905,900	205,500
1940	24	236	248	8,265,600	35,024	701,100	119,100	1,074,600	211,800
1941	38	318	327	12,899,400	40,564	1,088,200	253,700	1,668,800	379,100
1942	31	277	281	14,186,900	51,216	1,187,900	2	1,351,400	526,400
1943	31	272	277	15,134,400	55,641	1,291,800	123,600	1,182,300	560,400
1944	32	281	293	16,607,700	59,102	1,362,200	134,800	1,073,900	332,100
1945	33	289	301	19,456,400	67,323	1,559,300	194,100	1,539,600	395,500
1946	35	307	325	23,076,000	75,166	1,803,700	219,300	2,613,800	902,900
1947	38	345	374	29,023,700	84,127	2,326,300	561,700	2,976,300	763,100
1948	37	380	424	34,834,400	91,669	2,725,500	780,500	3,875,100	846,700
1949	35	401	426	37,381,800	93,221	3,061,500	713,400	4,084,100	1,162,100
1950	40	458	485	38,603,700	84,288	3,444,400	592,000	4,890,100	1,090,200

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

2. Not available.

TABLE 2. Chain Women's Apparel, Stores and Sales by Provinces, 1930, 1941, 1949 and 1950

		1930	1941	1949	1950	% change in sales 1950/1949
Canada:						
Chains (number)		28	38	35	40	
Stores (maximum)		203	327	426	485	
Total sales	\$	8,584,800	12,899,400	38,381,800	38,603,700	+ 3.3
Maritime Provinces:						
Chains (number)		5	1	3	3	
Stores (maximum)		14	7	7	8	
Total sales	\$	463,200	321,300	667,600	826,900	+23.9
Quebec:						
Chains (number)		12	1	12	14	
Stores (maximum)		54	100	94	114	
Total sales	\$	2,281,600	3,514,700	8,027,100	8,127,500	+ 1.3
Ontario:						
Chains (number)		16	1	22	22	
Stores (maximum)		90	160	209	228	
Total sales	\$	2,894,800	6,082,400	16,476,600	16,525,600	+ 0.3
Manitoba:						
Chains (number)		4	1	8	10	
Stores (maximum)		10	11	19	23	
Total sales	\$	825,900	698,200	2,469,600	2,614,900	+ 5.9

TABLE 2. Chain Women's Apparel, Stores and Sales by Provinces, 1930, 1941, 1949 and 1950
Concluded

	1930	1941	1949	1950	% change in sales 1950/1949
Saskatchewan:					
Chains (number)	6	1	7	9	
Stores (maximum)	11	11	17	19	
Total sales	\$ 694,000	369,100	1,713,200	1,806,300	+ 5.4
Alberta:					
Chains (number)	6	1	7	7	
Stores (maximum)	15	13	17	16	
Total sales	\$ 742,500	580,200	2,339,500	2,599,400	+11.1
British Columbia:					
Chains (number)	3	1	8	11	
Stores (maximum)	9	25	63	77	
Total sales	\$ 682,800	1,333,500	5,688,200	6,103,100	+ 7.3

1. Not available.

TABLE 3. Chain Women's Apparel Stores by Annual Sales Volume 1930, 1941, 1949 and 1950

Annual sales range	Number of stores (maximum)	Total sales	% of total sales
		\$	%
1930			
Total, all stores:	203	8,584,800	100.0
\$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			
Total, all stores:	327	12,899,400	100.0
\$200,000 and over	2		
\$100,000- \$199,999	19	2,908,500	22.6
\$ 50,000- 99,999	64	4,465,500	34.6
\$ 30,000- 49,999	72	2,798,500	21.7
Under \$30,000	170	2,726,900	21.1
1949			
Total, all stores:	426	37,381,800	100.0
\$200,000 and over	30	8,924,700	23.9
\$100,000- \$199,999	92	12,866,300	34.4
\$ 100,000- 99,999	152	10,954,700	29.3
\$ 30,000- 49,999	81	3,244,900	8.7
Under \$30,000	71	1,391,200	3.7
1950			
Total, all stores:	485	38,603,700	100.0
\$200,000 and over	33	9,572,100	24.8
\$100,000- \$199,999	98	13,361,100	34.6
\$ 50,000- 99,999	134	9,472,600	24.5
\$ 30,000- 49,999	100	4,003,600	10.4
Under \$30,000	120	2,194,300	5.7

1. Not available.

CHAIN SHOE STORES — 1950

Chain shoe stores in Canada had sales of \$33,013,200 in 1950, a moderate increase of 3% compared with the 1949 total of \$31,925,900. Thirty-two firms operating 549 outlets (average number) were in business in 1950, 5 more firms and 22 additional stores than in 1949 when 27 firms operated 527 stores. Sales of chain shoe stores have almost tripled since 1939, with the number of stores increasing from 383 to 549 in the same period. Average sales per store were \$60,133 in 1950, little changed from 1949.

An increase of 4% in salaries and wages paid in 1950 compared with 1949 slightly exceeded the gain in sales in the same period (3%). Store stocks increased 15% and warehouse stocks. 27%. (Table 1)

Sales increased 15% in Quebec, with 7 additional outlets in operation in 1950. The 2% increase in Ontario was moderate, in view of an increase of 13 in the number of stores in operation in 1950. British Columbia, the only other province for which separate results are reportable, had a sales decline of 8%. (Table 2)

Of 574 stores (maximum number) in operation in 1950, only 10 had sales in excess of \$200,000, and these accounted for 8% of total sales of chain shoe stores. There were 205 out of the 574 stores with sales of between \$50,000 and \$100,000, and these had 47% of total sales. More than one out of every five stores had sales of under \$30,000. These accounted for only 8% of total sales. (Table 3)

TABLE 1. Summary Statistics of Chain Shoe Stores in Canada, 1930-1950

Year	Number of chains	Number of stores		Total sales		Salaries and wages paid to store employees	Accounts outstand- ing at year end	Stocks on hand at year end	
		Aver- age ¹	Max- imum	Amount	Average per store			Stores	Warehouses
1930.....	18	198	208	\$ 7,574,600	\$ 38,256	\$ 892,500	\$ 2	\$ 1,998,300	\$ 2
1931.....	18	212	221	7,687,500	36,262	2	2	2	2
1932.....	19	230	237	7,094,800	30,847	2	2	2	2
1933.....	22	257	274	7,114,800	27,684	747,100	2	2,156,300	2
1934.....	22	278	303	8,037,400	28,912	818,700	2	2,190,400	362,900
1935.....	24	303	313	8,447,200	27,879	967,000	2	2,485,700	255,500
1936.....	25	320	334	9,331,600	29,162	1,028,000	52,900	2,029,700	787,500
1937.....	25	337	355	10,093,700	29,952	1,109,900	2	2,623,300	375,400
1938.....	25	356	368	10,017,000	28,138	1,152,300	46,900	2,778,300	433,500
1939.....	29	383	399	10,664,600	27,845	1,200,900	48,700	3,288,200	476,200
1940.....	31	402	420	12,408,500	30,867	1,336,900	45,400	3,229,800	541,800
1941.....	35	452	457	16,397,900	36,279	1,830,400	19,000	4,306,500	945,700
1942.....	31	423	428	18,880,700	44,635	2,178,400	2	3,943,100	779,300
1943.....	29	421	426	19,647,700	46,669	2,318,600	19,300	3,596,600	975,200
1944.....	29	423	432	20,663,900	48,851	2,368,800	22,000	3,656,400	1,007,100
1945.....	30	444	461	23,744,500	53,479	2,650,800	60,400	4,121,300	1,182,900
1946.....	30	463	481	26,106,900	56,386	2,841,200	31,600	5,062,200	1,564,600
1947.....	30	489	515	28,731,500	58,756	3,211,000	34,200	6,349,700	1,642,200
1948.....	29	518	543	31,377,800	60,575	3,805,800	31,000	7,292,600	1,823,700
1949.....	27	527	546	31,925,900	60,580	3,821,200	46,300	7,703,800	1,782,500
1950.....	32	549	574	33,013,200	60,133	3,962,700	105,800	8,739,600	2,265,900

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

2. Not available.

TABLE 2. Chain Shoe Stores and Sales by Provinces, 1930, 1941, 1949 and 1950

		1930	1941	1949	1950	% change in sales 1950/1949
						%
Canada:						
Chains (number).....		18	35	27	32	
Stores (maximum).....		208	457	546	574	
Total sales..... \$	\$	7,574,600	16,397,900	31,925,900	33,013,200	+ 3.4
Maritime Provinces:						
Chains (number).....		2	2	2	2	
Stores (maximum).....		7	26	27	30	
Total sales..... \$	\$	1	1	1	1	1
Quebec:						
Chains (number).....		10	2	14	16	
Stores (maximum).....		69	131	153	160	
Total sales..... \$	\$	3,520,900	5,022,700	8,561,300	9,827,800	+14.8
Ontario:						
Chains (number).....		8	2	13	15	
Stores (maximum).....		106	257	308	321	
Total sales..... \$	\$	3,485,500	8,879,700	18,339,400	18,774,100	+ 2.4
Prairie Provinces:						
Chains (number).....		2	2	4	4	
Stores (maximum).....		7	13	17	22	
Total sales..... \$	\$	1	1	1	1	1
British Columbia:						
Chains (number).....		3	2	5	5	
Stores (maximum).....		19	30	41	41	
Total sales..... \$	\$	637,100	918,300	1,572,600	1,445,200	- 8.1

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

2. Not available.

TABLE 3. Chain Shoe Stores by Annual Sales Volume 1930, 1941, 1949 and 1950

Annual sales range	Number of stores (maximum)	Total sales	% of total sales
		\$	%
1930			
Total, all stores	208	7,574,600	100.0
\$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			
Total, all stores	457	16,397,900	100.0
\$200,000 and over	2	1,601,400	9.8
\$100,000 - \$199,999	8		
\$ 50,000 - 99,999	79	5,040,900	30.7
\$ 30,000 - 49,999	135	5,199,100	31.7
Under \$30,000	233	4,556,500	27.8
1949			
Total, all stores	546	31,925,900	100.0
\$200,000 and over	11	3,228,800	10.1
\$100,000 - \$199,999	52	6,454,900	20.2
\$ 50,000 - 99,999	178	12,728,300	39.9
\$ 30,000 - 49,999	176	7,006,700	21.9
Under \$30,000	129	2,507,200	7.9
1950			
Total, all stores	574	33,013,200	100.0
\$200,000 and over	10	2,752,800	8.3
\$100,000 - \$199,999	50	6,290,800	19.1
\$ 50,000 - 99,999	205	14,306,200	43.3
\$ 30,000 - 49,999	178	7,037,600	21.3
Under \$30,000	131	2,625,800	8.0

1. Not available.

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