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DRUG STORE CHAINS

IN

CANADA

1945



**OTTAWA
1946**

Price 25 cents

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

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DRUG STORE CHAINS IN CANADA, 1945

There were 27 drug store chains operating in Canada during the year 1945 according to the annual survey of chain stores made by the Dominion Bureau of Statistics. These 27 companies had 309 retail outlets with sales amounting to \$24,126,300 in that year. These sales represent a 4.9 per cent increase over the dollar volume of business transacted by 29 chain companies through their 323 retail stores in the previous year. For the purpose of these annual surveys, chains are considered to be those companies operating four or more retail outlets under the same ownership. Two- and three-store groups are not included in the chain store survey.

In comparison with the chain increase in sales of 4.9 per cent, an estimated increase for all drug stores in 1945 over the previous year stands at 6.6 per cent. An average-sales-per-store comparison, however, shows an increase of 9.6 per cent over the previous year for chain stores. This increase in average sales per store was a continuation of the trend towards larger sales-size stores which has been in evidence since 1941.

Salaries and wages paid to store employees totalled \$3,225,900 as compared with the 1944 total of \$3,096,100. Inventories were valued at \$3,756,500 at the end of 1945, revealing a substantial increase over 1944 as well as over previous years. Customers' accounts outstanding at the end of 1945 were \$103,000 compared with \$93,600 for 1944, an increase of 10 per cent which was somewhat in excess of the sales increase of 4.9 per cent.

While all regions of the country recorded increases in drug chain sales, British Columbia and the Prairie Provinces led with increases of 10 per cent and 9 per cent, respectively over 1944. Sales in Quebec were up 5 per cent; in Ontario, 3 per cent; while an increase of 1 per cent over the already high volume of 1944 was registered in the Maritime Provinces.

As shown in Table 5, chains in the largest dollar volume category continued to account for an increasingly large proportion of the total sales for all chains. Drug chain companies with sales of over \$500,000 did 82 per cent of the business of all drug chains in 1945. Another 13 per cent was handled by firms with annual sales of between \$200,000 and \$400,000, while chains in the two smallest size categories together accounted for less than 5 per cent of the business.

Table 7 classifying individual stores by size of business indicates that 67 stores with annual sales of \$100,000 or over were responsible for 40.7 per cent of all chain drug store sales in 1945. Last year there were 57 stores in this group and these accounted for 35.7 per cent of the total sales of drug chains.

Table 1. Number of Drug Chains, Number of Stores and Value of Sales, Canada, 1930 and 1941-1945.

	1930	1941	1943	1944	1945
Number of chains	31	35	32	29	27
Number of stores (maximum)	292	363	341	323	309
Total sales (retail)	\$13,971,300	\$18,944,500	\$21,997,400	\$23,004,500	\$24,126,300
Chain sales index (1930=100) ...	100.0	135.6	157.4	164.7	172.7
Percentage change in sales from preceding year	-	+ 21.3	+ 11.6	+ 4.6	+ 4.9

Table 2. Principal Statistics of Drug Chains, Canada, 1941-1945

	1941	1943	1944	1945
Number of chains	35	32	29	27
Number of stores (maximum)	363	341	323	309
Total sales (retail)	\$18,944,500	\$21,997,400	\$23,004,500	\$24,126,300
Average sales per store	\$ 52,189	\$ 64,509	\$ 71,221	\$ 78,079
Per cent change from preceding year	+ 18.3	+ 12.3	+ 10.4	+ 9.6
Salaries and wages (store employees)	\$ 2,645,100	\$ 2,935,000	\$ 3,096,100	\$ 3,225,900
Stocks on hand, end of year, at cost				
In retail stores	\$ 2,936,100	\$ 2,940,400	\$ 2,743,000	\$ 3,083,100
In warehouses	\$ 792,000	\$ 757,200	\$ 733,700	\$ 673,400
Total stocks on hand	\$ 3,728,100	\$ 3,697,600	\$ 3,476,700	\$ 3,756,500
Customers' accounts outstanding at December 31	\$ 159,800	\$ 93,300	\$ 93,600	\$ 103,000

Table 3. Number of Drug Chains, Number of Stores and Value of Sales, by Provinces, 1941-1945

		1941	1943	1944	1945
CANADA	No. of chains	35	32	29	27
	No. of stores	363	341	323	309
	Sales Amount	\$18,914,500	\$21,997,400	\$23,004,500	\$24,126,300
	Index, (1930=100)	135.6	157.4	164.7	172.7
	% change from preceding year ..	+ 21.3	+ 11.6	+ 4.6	+ 4.9
	Average per store	\$ 52,189	\$ 64,509	\$ 71,221	\$ 78,079
British Columbia	No. of chains	3	3	3	3
	No. of stores	49	48	48	48
	Sales Amount	\$ 2,575,900	\$ 3,703,200	\$ 4,083,000	\$ 4,500,300
	Index (1930=100)	126.1	181.3	199.9	220.3
	% change from preceding year ..	+ 15.7	+ 18.9	+ 10.3	+ 10.2
	Average per store	\$ 52,569	\$ 77,150	\$ 85,063	\$ 93,756
Prairie Provinces	No. of chains	6	5	5	5
	No. of stores	37	31	32	32
	Sales Amount	\$ 1,827,900	\$ 2,198,500	\$ 2,347,200	\$ 2,560,500
	Index (1930=100)	102.8	123.6	132.0	144.0
	% change from preceding year ..	+ 11.9	+ 33.6	+ 6.8	+ 9.1
	Average per store	\$ 49,402	\$ 70,919	\$ 73,350	\$ 80,016
Ontario	No. of chains	17	16	13	10
	No. of stores	198	186	172	163
	Sales Amount	\$10,332,400	\$11,328,100	\$11,525,900	\$11,837,300
	Index (1930=100)	147.8	162.1	164.9	169.4
	% change from preceding year ..	+ 22.4	+ 6.1	+ 1.7	+ 2.7
	Average per store	\$ 52,184	\$ 60,904	\$ 67,011	\$ 72,621
Quebec	No. of chains	8	7	7	7
	No. of stores	55	51	47	42
	Sales Amount	\$ 3,106,100	\$ 3,398,400	\$ 3,631,500	\$ 3,794,600
	Index (1930=100)	131.2	143.5	153.4	160.3
	% change from preceding year ..	+ 26.4	+ 14.2	+ 6.9	+ 4.5
	Average per store	\$ 56,475	\$ 66,635	\$ 77,266	\$ 90,348
Maritime Provinces	No. of chains	3	3	3	3
	No. of stores	24	24	24	24
	Sales Amount	\$ 1,102,200	\$ 1,369,200	\$ 1,416,900	\$ 1,433,600
	Index (1930=100)	127.0	172.6	178.7	180.8
	% change from preceding year ..	+ 28.6	+ 5.4	+ 3.5	+ 1.2
	Average per store	\$ 45,925	\$ 57,050	\$ 59,038	\$ 59,733

Table 4. Drug Chains Classified According to Number of Stores Operated, 1941-1945

Number of units	1 9 4 1				1 9 4 3			
	Number of chains	Number of stores	Total sales		Number of chains	Number of stores	Total sales	
			Amount	Per cent of total			Amount	Per cent of total
Drug chains, Total	35	363	\$ 18,944,500	100.0	32	341	\$ 21,997,400	100.0
Less than 6 units	14	58	3,282,900	17.3	14	61	3,937,200	17.9
6 - 9 units	13	90	3,669,400	19.4	10	69	3,982,300	18.1
10 units and over	8	215	11,992,200	63.3	8	211	14,077,900	64.0

Number of units	1 9 4 4				1 9 4 5			
	Number of chains	Number of stores	Total sales		Number of chains	Number of stores	Total sales	
			Amount	Per cent of total			Amount	Per cent of total
Drug chains, Total	29	323	\$ 23,004,500	100.0	27	309	\$ 24,126,300	100.0
Less than 6 units	11	48	3,610,100	15.7	10	44	3,711,800	15.4
6 - 9 units	10	67	4,228,900	18.4	9	59	4,340,400	18.0
10 units and over	8	208	15,165,500	65.9	8	206	16,074,100	66.6

Table 5. Drug Chains Classified According to Amount of Annual Sales, 1941-1945

Annual sales	1 9 4 1				1 9 4 3			
	Number of chains	Number of stores	Total sales		Number of chains	Number of stores	Total sales	
			Amount	Per cent of total			Amount	Per cent of total
			\$				\$	
Drug chains, Total	35	363	18,944,500	100.0	32	341	21,997,400	100.0
\$500,000 and over	8	207	12,443,000	65.7	9	208	15,290,300	69.6
\$300,000 - \$499,999 ...	9	61	3,206,100	16.9	11	73	4,453,200	20.2
\$200,000 - \$299,999 ...	7	42	1,625,400	8.6	5	29	1,151,300	5.2
Less than \$200,000	11	53	1,670,000	8.8	7	31	1,102,600	5.0

Annual sales	1 9 4 4				1 9 4 5			
	Number of chains	Number of stores	Total sales		Number of chains	Number of stores	Total sales	
			Amount	Per cent of total			Amount	Per cent of total
			\$				\$	
Drug chains, Total	29	323	23,004,500	100.0	27	309	24,126,300	100.0
\$500,000 and over	13	234	18,587,600	80.8	13	232	19,796,500	82.0
\$300,000 - \$499,999 ...	7	45	2,734,700	11.9	8	50	3,201,600	13.3
\$200,000 - \$299,999 ...	5	24	1,086,600	4.7	3	13	670,500	2.8
Less than \$200,000	4	20	595,600	2.6	3	14	457,700	1.9

Table 6. Drug Chains Classified According to Type of Operation, 1941-1945

	1 9 4 1				1 9 4 3			
	Number of chains	Number of stores	Total sales		Number of chains	Number of stores	Total sales	
			Amount	Per cent of total			Amount	Per cent of total
			\$				\$	
Drug chains, Total	35	363	18,944,500	100.0	32	341	21,997,400	100.0
Local chains	25	157	7,053,300	37.2	24	149	8,419,200	38.3
Provincial and national chains	10	206	11,891,200	62.8	8	192	13,578,200	61.7

	1 9 4 4				1 9 4 5			
	Number of chains	Number of stores	Total Sales		Number of chains	Number of stores	Total sales	
			Amount	Per cent of total			Amount	Per cent of total
			\$				\$	
Drug chains, Total	29	323	23,004,500	100.0	27	309	24,126,300	100.0
Local chains	21	133	8,304,900	36.1	19	117	8,363,200	34.7
Provincial and national chains	8	190	14,699,600	63.9	8	192	15,763,100	65.3

Table 7. Drug Chains - Chain Units Classified According to Amount of Annual Sales, 1941-1945

Annual sales	1 9 4 1				1 9 4 3			
	Number	Sales	Per cent of total	Cumulative per cent	Number	Sales	Per cent of total	Cumulative per cent
		\$				\$		
CANADA, Total	363	18,944,500	100.0	-	341	21,997,400	100.0	-
\$200,000 and over	2)	3,543,600	18.6	18.6	2)	6,369,000	29.0	29.0
\$100,000 - \$199,999	25)	8,439,900	44.6	63.2	43)	10,540,400	47.9	76.9
\$ 50,000 - \$ 99,999	126	5,241,900	27.7	90.9	152	4,044,500	18.4	95.3
\$ 30,000 - \$ 49,999	131	1,355,400	7.2	98.1	99	925,300	4.2	99.5
\$ 20,000 - \$ 29,999	54	346,400	1.8	99.9	36	97,400	0.4	99.9
\$ 10,000 - \$ 19,999	21	6,200	(1)	-	6	20,800	0.1	100.0
\$ 5,000 - \$ 9,999	1	11,100	0.1	100.0	3	-	-	-
Less than \$ 5,000	3				-			

Annual sales	1 9 4 4				1 9 4 5			
	Number	Sales	Per cent of total	Cumulative per cent	Number	Sales	Per cent of total	Cumulative per cent
		\$				\$		
CANADA, Total	323	23,004,500	100.0	-	309	24,126,300	100.0	-
\$200,000 and over	2)	8,203,700	35.7	35.7	5	1,308,400	5.4	5.4
\$100,000 - \$199,999	55)	10,959,500	47.6	83.3	62	8,504,500	35.3	40.7
\$ 50,000 - \$ 99,999	156	3,045,200	13.2	96.5	160	11,391,700	47.2	87.9
\$ 30,000 - \$ 49,999	75	638,800	2.8	99.3	62	2,499,500	10.4	98.3
\$ 20,000 - \$ 29,999	24	146,000	0.6	99.9	14	358,800	1.5	99.8
\$ 10,000 - \$ 19,999	9	8,000	0.1	100.0	2	33,600	0.1	99.9
\$ 5,000 - \$ 9,999	1	3,300	(1)	100.0	3)	29,800	0.1	100.0
Less than \$ 5,000	1				1)			

(1) Less than .05 per cent.

LIST OF DRUG CHAINS IN CANADA, 1945

American Drug Stores, The	1187 St. Catherine St. W.,	Montreal, Que.
Barne's Drug Company	3 Queen Street East	Sault Ste. Marie, Ont.
Buckley's Ltd.,	161 Spring Garden Rd.,	Halifax, N.S.
Cairncross and Lawrence, Ltd.	216 Dundas St.,	London, Ont.
Cunningham Drug Stores, Ltd.	456 Broadway St., W.,	Vancouver, B.C.
Gray's Super Value Drug Stores, Reg'd.	417 St. James St., W.,	Montreal, Que.
Lanspeary's, Ltd.	1394 Ouellette Ave.,	Windsor, Ont.
Leduc Drug Co., Dr.	630 Dorchester St.,	Montreal, Que.
Liggett Co., Ltd., Louis K.	579 Richmond St. W.,	Toronto, Ont.
MacLeod-Balcom, Ltd.	55 Argyle St.,	Halifax, N.S.
Macy's Drug Stores, Reg'd.	1411 Stanley St.,	Montreal, Que.
Merrick Drug Stores, Ltd.,	9627-105A Ave.,	Edmonton, Alta.
Owl Drug Co., Ltd.	193 East Hastings,	Vancouver, B.C.
Owl Drug Stores, Ltd.	251 Carleton St.,	Toronto, Ont.
Patterson's Drug Stores, Ltd.	3206 Sandwich St. W.,	Windsor, Ont.
Pharmacie Martineau	857 rue St-Maurice,	Montreal, Que.
Pharmacies Melrose	5639 Verdun Ave.,	Verdun, Que.
Pond's Drug Stores, Ltd.	301 Ouellette Ave.,	Windsor, Ont.
Reliable Drug Store	1850 Commercial Drive,	Vancouver, B.C.
Ringers Drug Stores	432 Main St.,	Winnipeg, Man.
Robert's Drug Stores, Ltd.	645 Logan Ave.,	Winnipeg, Man.
Ross Drug Co., Ltd., & Ross Drug United, Ltd.	66 King St.,	Woodstock, N.B.
Rutherford's Drug Stores, Ltd.	248 Bay St.,	Toronto, Ont.
Sloane Drug Stores, Ltd.	431 Tegler Building,	Edmonton, Alta.
Standard Drug, Ltd., The	105 Stanley St.,	London, Ont.
Tamblyn, Ltd., G.	225 Jarvis St.,	Toronto, Ont.
Walker Drug Co., Ltd.	1879 Ferry St.,	Niagara Falls, Ont.

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