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MERCHANDISING AND SERVICES STATISTICS

OTTAWA, CANADA

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DRUG STORE CHAINS

1947



Retail Drug Store Chains

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DEFINITIONS

Chains

For the purpose of this survey, a retail chain is an organization operating four or more retail stores under the same ownership.

Kind of business classification

A chain is classified according to the kind of business carried on by the majority of its stores. Drug chains included in this report are those operating regular drug stores or drug stores with soda fountain. In a few instances drug chains operated other than straight drug stores.

Stores Average

The average number of stores operated is obtained by averaging the number in operation at January 1st, June 30 and December 31st.

Maximum

The maximum number is the total number of stores operated throughout the year, whether continuous or part year.

Sales

Net retail sales are gross sales less any returns or allowances. Sales at wholesale are not included.

Salaries and Wages

Salaries and wages shown in this report are those paid to store employees only as comparable to store sales. Salaries and wages paid to head office and warehouse employees are not included.

Accounts Outstanding

This represents the amounts owing on charge, instalment or open accounts at the end of the year. It does not include any accounts written off.

Stocks

The inventory of stocks on hand at the end of the year in both stores and warehouses is at cost or invoice value.

Type of Organization Classification

Local chains are those operating 4 or more stores within one city or locality.

Provincial and national chains, as the names imply, are those whose operations are respectively provincial and national in scope. Sectional chains are those operating stores in more than one province, such as in the Maritimes, but not on the broader national scope.

DOMINION BUREAU OF STATISTICS

MERCHANDISING AND SERVICES STATISTICS

OTTAWA

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DRUG STORE CHAINS, 1947

In 1947, twenty-six drug store chains transacted retail business to the extent of \$26,868,800 through 314 stores. This represented an increase in dollar volume from 1946 of 1.5 per cent.

Salaries paid to store employees increased moderately to \$3,667,900 in 1947 and outstanding accounts rose 9.1 per cent. A noticeable increase of 28.5 per cent in warehouse stocks represented the greatest gain of the items in this bulletin. Store stocks increased moderately from \$3,553,200 in 1946 to \$3,716,400 at the end of 1947. (Table 1).

British Columbia and Ontario showed sales increases over the previous year but the other regions of the country reported lower sales than in 1946. The Prairie Provinces decrease of 13.4 per cent was the greatest change. (Table 2).

The expansion of the larger chains is evidenced in table 3 where the firms with annual sales over \$500,000 have increased their share of total chain drug store sales to 86.6 per cent from 65.7 per cent in 1941. The sales of local chains were reduced to 31.8 per cent of the total in 1947 while the chain firms of larger scope in geographic distribution of stores transacted 68.2 per cent of the business compared to 65.4 per cent in 1946.

RETAIL DRUG STORE CHAINS AVERAGE SALES, SALARIES, STOCKS AND ACCOUNTS OUTSTANDING PER STORE

1930 - 1947

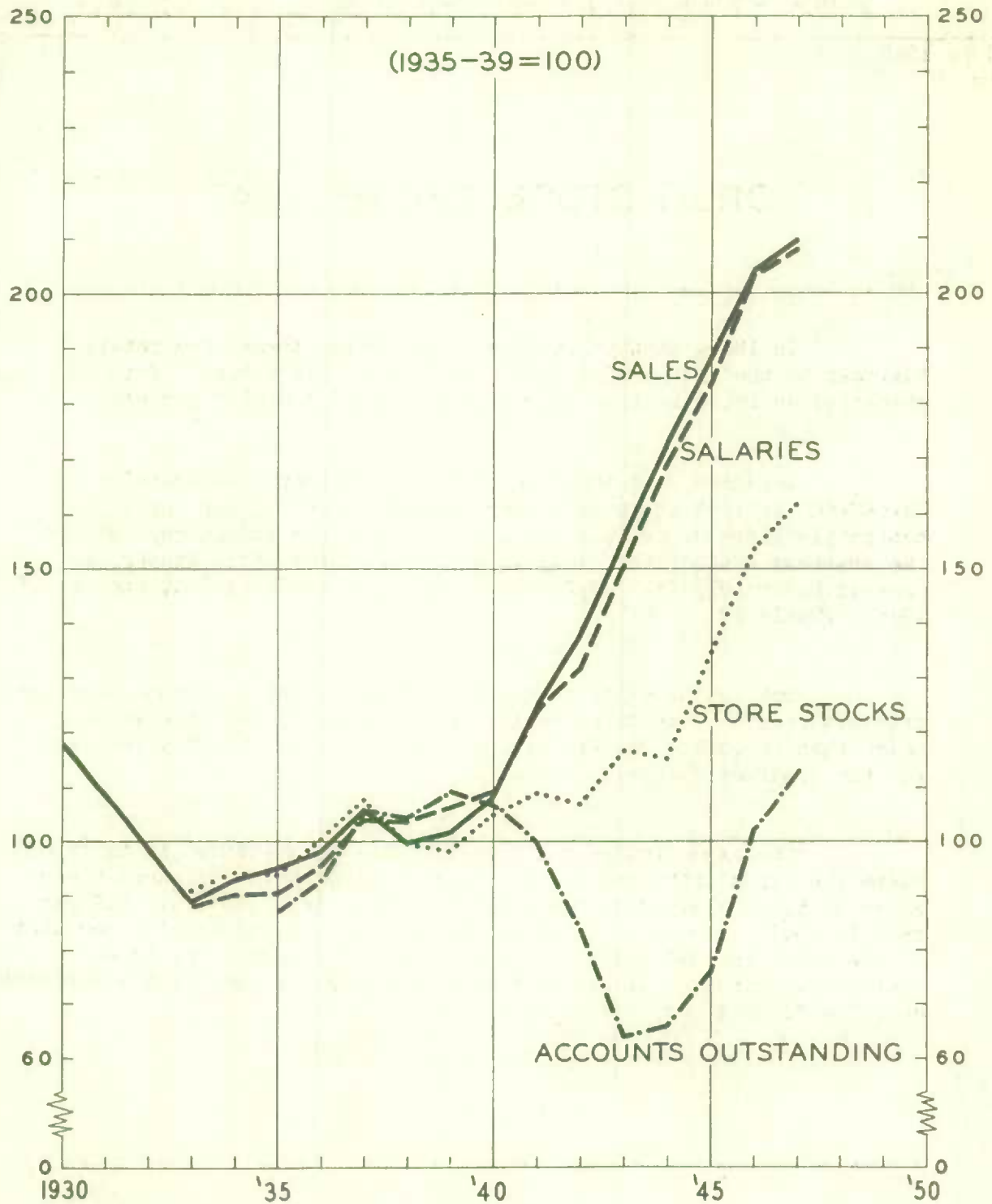


Table 1.--Summary of Drug Store Chains, 1930-1947

Year	Number of chains	Stores		Retail sales	Average sales per store	Salaries and wages paid to store employees	Accounts outstanding	Stock on hand end of year	
		Average(1)	Maximum					Stores	Warehouses
				\$	\$	\$	\$	\$	\$
1930 ..	31	284	292	13,971,300	49,195	1,880,800	(a)	2,510,900	(a)
1931 ..	32	299	306	13,584,600	45,433	(a)	(a)	(a)	(a)
1932 ..	32	305	313	12,520,000	41,049	(a)	(a)	(a)	(a)
1933 ..	29	297	301	11,001,300	37,041	1,497,700	(a)	2,021,500	(a)
1934 ..	29	298	306	11,594,000	38,906	1,542,800	(a)	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 ..	31	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	(a)	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	3,667,900	153,600	3,716,400	966,100

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

(a) Not available.

Table 2.--Drug Chains, Maximum Number of Stores and Sales by Provinces,
1930, 1941 and 1945-1947

		1930	1941	1945	1946	1947	Per cent change in sales 1946-1947
CANADA TOTAL	Chains	31	35	27	27	26	
	Stores	292	363	309	318	314	
	Sales	\$13,971,300	\$18,944,500	\$24,126,300	\$26,483,700	\$26,868,800	+ 1.5
British Columbia	Chains	4	3	3	3	3	
	Stores	41	49	48	51	52	
	Sales	\$ 2,042,500	\$ 2,575,900	\$ 4,500,300	\$ 4,959,700	\$ 5,302,500	+ 6.9
Prairie Provinces	Chains	7	6	5	5	7	
	Stores	37	37	32	33	34	
	Sales	\$ 1,778,600	\$ 1,827,900	\$ 2,560,500	\$ 2,909,200	\$ 2,519,500	-13.4
Ontario	Chains	11	17	11	11	10	
	Stores	137	198	163	167	163	
	Sales	\$ 6,989,200	\$10,332,400	\$11,837,300	\$13,075,100	\$13,641,800	+ 4.3
Quebec	Chains	7	8	7	7	7	
	Stores	54	55	42	43	42	
	Sales	\$ 2,367,900	\$ 3,106,100	\$ 3,794,600	\$ 4,031,200	\$ 3,942,700	- 2.2
Maritime Provinces	Chains	4	3	3	3	4	
	Stores	23	24	24	24	23	
	Sales	\$ 793,100	\$ 1,102,200	\$ 1,433,600	\$ 1,508,500	\$ 1,462,300	- 3.1

Table 3.--Drug Chains Classified According to Amount of Annual Sales, 1941, 1945-1947

Annual sales	1941				1945			
	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	27	309	24,126,300	100.0
\$500,000 and over	8	207	12,443,000	65.7	13	232	19,796,500	82.0
\$300,000 - \$499,999 ...	9	61	3,206,100	16.9	8	50	3,201,600	13.3
\$200,000 - \$299,999 ...	7	42	1,625,400	8.6	3	13	670,500	2.8
Less than \$200,000	11	53	1,670,000	8.8	3	14	457,700	1.9

Annual sales	1946				1947			
	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	27	318	26,483,700	100.0	26	314	26,868,800	100.0
\$500,000 and over	14	244	22,324,800	84.3	14	248	23,274,800	86.6
\$300,000 - \$499,999 ...	7	46	2,865,300	10.8	5	33	1,870,800	7.0
\$200,000 - \$299,999 ...	3	14	790,600	3.0	5	24	1,723,200	6.4
Less than \$200,000	3	14	503,000	1.9	2	9		

Table 4.--Drug Chains - Chain Units Classified According to Amount of Annual Sales, 1941, 1945-1947

Annual sales	1 9 4 1				1 9 4 5			
	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	-	309	24,126,300	100.0	-
\$200,000 and over	2)	3,543,600	18.6	18.6	5	1,308,400	5.4	5.4
\$100,000 - \$199,999	25)				62	8,504,500	35.3	40.7
\$ 50,000 - \$ 99,999	126	8,439,900	44.6	63.2	160	11,391,700	47.2	87.9
\$ 30,000 - \$ 49,999	131	5,241,900	27.7	90.9	62	2,499,500	10.4	98.3
\$ 20,000 - \$ 29,999	54	1,355,400	7.2	98.1	14	358,800	1.5	99.8
Less than \$20,000	25	363,700	1.9	100.0	6	63,400	0.2	100.0

Annual sales	1 9 4 6				1 9 4 7			
	Number	Sales	Per cent of total	Cumulative per cent	Number	Sales	Per cent of total	Cumulative per cent
		\$				\$		
CANADA, Total	318	26,483,700	100.0		314	26,868,800	100.0	-
\$200,000 and over	9	2,330,200	8.8	8.8	9	2,361,700	8.8	8.8
\$100,000 - \$199,999	78	10,198,400	38.5	47.3	73	9,800,900	36.5	45.3
\$ 50,000 - \$ 99,999	155	11,097,600	41.9	89.2	171	12,439,200	46.3	91.6
\$ 30,000 - \$ 49,999	64	2,600,500	9.8	99.0	52	2,101,100	7.8	99.4
\$ 20,000 - \$ 29,999	9	222,300	0.9	99.9	5	117,200	0.4	99.8
Less than \$20,000	3	34,700	0.1	100.0	4	48,700	0.2	100.0

Table 5.--Drug Chains Classified According to Type of Operation, 1941, 1945-1947

	1941				1945			
	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	27	309	24,126,300	100.0
Local chains	25	157	7,053,300	37.2	19	117	8,363,200	34.7
Provincial, sectional and national chains	10	206	11,891,200	62.8	8	192	15,763,100	65.3

	1946				1947			
	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	27	318	26,483,700	100.0	26	314	26,868,800	100.0
Local chains	19	119	9,162,400	34.6	17	110	8,549,700	31.8
Provincial, sectional and national chains	8	199	17,321,300	65.4	9	204	18,319,100	68.2

LIST OF DRUG STORE CHAINS IN CANADA, 1947

American Drug Stores, The	1187 St. Catherine St. W.,	Montreal, Que.
Balcom-Chittick Ltd.,	55 Argyle St.,	Halifax, N.S.
Buckley's Ltd.	161 Spring Garden Rd.,	Halifax, N.S.
Cairncross and Lawrence, Ltd.	216 Dundas St.,	London, Ont.
Corner Drug Stores	10028 - 102nd St.,	Edmonton, Alta
Cunningham Drug Stores Ltd.	456 Broadway St., W.,	Vancouver, B.C.
Garceau, Raoul	474 Lindsay St.,	Drummondville, 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.
Macy's Drug Stores, Reg'd.	1411 Stanley St.,	Montreal, Que.
Merrick Drug Stores, Ltd.	9627 - 105A Ave.,	Edmonton, Alta
Owl Drug Co., Ltd.	1168 Hamilton St.,	Vancouver, B.C.
Owl Drug Stores, Ltd.	251 Carleton St.,	Toronto, Ont.
Patterson's Drug Stores, Ltd.	3206 Sandwich St. W.,	Windsor, Ont.
Pharmacies 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 Stores	1850 Commercial Drive,	Vancouver, B.C.
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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