

63-D-40

C3

APR 29 1952

~~Mr. [unclear]~~
~~Mr. [unclear]~~
~~Mr. [unclear]~~

GOVERNMENT OF CANADA

OPERATING RESULTS AND FINANCIAL STRUCTURE
MISCELLANEOUS RETAIL STORES
1950



OPERATING RESULTS AND FINANCIAL STRUCTURE
MISCELLANEOUS RETAIL STORES
1950

Published by Authority of the Rt. Hon. C. D. Howe
Minister of Trade and Commerce

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 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.

TABLE OF CONTENTS

	Page
Definitions	O-4
Operating Results and Financial Structure of Miscellaneous Retail Stores, 1950	
Introduction	O-7
Summaries, Charts and Tables by Trades:	
Country General Stores	O-8
Restaurants	O-11
Fuel Dealers	O-14
Drug Stores	O-18
Jewellery Stores	O-23
Tobacco Stores	O-26

DEFINITIONS

Profit and Loss

Net sales — represent the dollar volume of business done. Allowances and discounts granted to customers and value of goods returned by customers are deducted from gross sales, but sales of meals or lunches provided employees and any goods withdrawn by the proprietor for personal use are included.

Gross profit — is the difference between the cost of merchandise sold and the selling price. The cost of merchandise sold is calculated by adding the beginning inventory to net purchases and deducting the ending inventory.

Operating expenses — are the amounts paid out for any and all expenses incurred in the operation of a business, except the cost of merchandise. These include:

Salaries and wages (except delivery) — paid to employees before deduction of income taxes or unemployment insurance. Proprietors' salaries or withdrawals are included in Net Profit (in unincorporated store operations).

Taxes and insurance — business, property and water taxes, and insurance premiums carried for the protection of the business. Income taxes and other taxes collected for remittance to governmental bodies are not included.

Rentals — monies paid for premises used only in the business.

Heat, light and power expenses — amount paid for these used during the year.

Delivery expense — includes salaries paid to delivery men, truck repairs and maintenance, depreciation, licences and insurance on delivery equipment and supplies used in connection with delivery (gas, oil, etc.).

Repairs and maintenance — incurred for the purposes of keeping fixed store assets operating efficiently (excludes capital expenditure).

Depreciation — allowances to cover decreases in the value of fixed store assets.

Store supplies — used in the business during the year — wrapping paper, office supplies, etc.

Advertising

Loss on bad debts — during the year — amount written off less old debts recovered.

Other expenses — telephone, telegraph, postage, bank charges, legal fees, collection and auditing fees, etc.

Net Profit — is the difference between gross margin and total expenses, and includes proprietors' salaries and withdrawals before income tax deductions.

Stock turnover — is the number of times in a year that the merchandise is sold and replaced. The average of the beginning and year ending inventories is divided into the cost of merchandise sold.

DEFINITIONS

Balance Sheet

Assets

Cash on hand – and in the bank represents the amount of cash at the end of the year.

Net accounts receivable – are all notes and accounts owing to the business at the end of the year less any reserve for doubtful accounts.

Merchandise inventory – represents the cost value of merchandise on hand for resale but does not include store supplies on hand.

Other current assets – includes assets which may be converted into cash, if necessary, within a reasonably short time, such as prepaid insurance, office and store supplies, Dominion of Canada Bonds.

Fixed assets (net) – is the book value of land, buildings, furniture, fixtures and equipment less any reserves for depreciation. Separate figures are shown for assets used in the business and those not used in the business.

Other assets – Investments of a permanent nature not readily converted into cash and intangibles such as goodwill.

Liabilities and Net Worth

Current liabilities – are obligations which must be paid in the near future and represent accounts receivable or any item that may be considered as a direct lien against current assets.

Fixed liabilities – mortgages secured by fixed assets and separated, as are fixed assets, between those used and not used in business.

Other liabilities – long term notes, accrued expenses such as taxes or rent due but not yet paid, and prepaid or deferred income.

Capital stock – applicable to incorporated companies, represents the investment account of the stockholders in the capital shares of the corporation and does not exceed the amount authorized.

Surplus – applicable to corporations, includes earned surplus from operating profits, capital surplus from premiums received on the sale of capital stock, and surplus reserves.

Net worth – is the difference between total assets and total liabilities. This is composed of stock and surplus in the case of incorporated companies and in unincorporated businesses represents the proprietor's or partner's equity including undivided profits.

Journal of Applied Operations Research

The Journal of Applied Operations Research is a peer-reviewed journal that publishes research in the field of operations research and its applications in financial services. The journal covers a wide range of topics, including optimization, simulation, and decision analysis, with a particular focus on their use in banking, insurance, and investment management. The journal is published quarterly and is available in both print and electronic formats. It is a leading source of information for researchers and practitioners in the field of operations research and financial services.

The journal's content is organized into several sections, including:

- Original Research: This section contains the majority of the journal's articles, which are original contributions to the field of operations research and financial services. These articles are typically 15-25 pages in length and are subject to a rigorous peer-review process.
- Short Communications: This section contains shorter articles, typically 5-10 pages in length, that report on new results or developments in the field. These articles are also subject to a peer-review process.
- Book Reviews: This section contains reviews of books published in the field of operations research and financial services. These reviews are typically 2-3 pages in length and provide a critical assessment of the book's content and quality.
- Editorial: This section contains the journal's editorial board members' comments and announcements. It typically includes information about upcoming issues, special issues, and other relevant news.

The journal is published by the International Association of Applied Operations Research (IIOA), which is a leading international organization in the field of operations research. The journal is also indexed and abstracted in several major databases, including the Journal of Applied Operations Research (JAOR) database, the Journal of Applied Operations Research (JAOR) database, and the Journal of Applied Operations Research (JAOR) database.

OPERATING RESULTS AND FINANCIAL STRUCTURE

MISCELLANEOUS RETAIL STORES

1950

INTRODUCTION

A yardstick of performance is a useful gauge in assessing the success of endeavour. When that yardstick takes the form of a statistical summary of the average operating experience of retail stores, it may not constitute an ideal pattern of operations which all retailers should set as a goal, but it does represent a reasonably useful standard by which the retailer may ascertain whether or not his operations are being conducted as effectively, economically and profitably as those of the trade in general. To the merchant whose profits are below average, the operating results summaries may help to disclose the reasons which account for this situation. Reflection and consideration on the part of the merchant make it possible to decide whether his operating methods should be altered or whether the situation is normal in the light of conditions peculiar to the location of his business.

The average results shown are Dominion averages for the various trades. The average gross profit of a trade for instance, must not be interpreted as the gross profit of all commodities handled by that trade because different commodities have widely varying mark-ups. Likewise, the averages are not necessarily correct for local interpretation as the sample was designed to produce national averages.

There is a growing evidence that independent retail merchants are making more advantageous use of the results shown in the biennial operating results bulletins issued by the Bureau of Statistics. Many accounting firms whose clientele includes retail merchants have shown an interest in these series.

A number of trade papers and business periodicals have reproduced and interpreted the results of previous studies with the object of illustrating to retail merchants the manner in which operating results can be used as a tool in store management. This is a practice the Bureau is pleased to encourage, since it meets with one of the most important objects in maintaining this series, namely the promotion of improved merchandising on the part of retailers.

Statistics derived from other sources have shown that the mortality rate of business is much higher among new entrants into the field of retailing than among those established for five years or more.

There are many reasons for this, some of them associated with the natural incompetence of the initiate retailer which could not be completely overcome by means of operating statement analysis. It seems reasonable to suppose, however, that failure in many cases is the result of inadequate knowledge

on the part of new proprietors of the true fiscal requirements involved in operating a business and of the proper allocation of costs. Where capital is limited, as is often the case in a newly-established store, it would seem that most careful attention should be given to maintenance of proper records and provision be made to check against some standard performance as these publications provide.

This report deals with independent retail stores, results for which are shown for unincorporated stores and in certain trades for incorporated.

The trades covered are:

1. Country General Stores
2. Restaurants
3. Fuel Dealers
4. Drug Stores
5. Jewellery Stores
6. Tobacco Stores

There are analyses of:

1. Profit and loss statements
2. Balance sheet summaries

Profit and loss data are shown for owned and rented stores separately, and for various sales-size classes.

Balance sheet data, which was added in 1948, is continued in this 1950 study. This information is presented by size and occupancy groups for stores with \$20,000 or more annual net sales. Where possible a further breakdown has been made between businesses in operation less than 10 years and those in business 10 years or more. An important change from the 1948 data is the segregation of fixed assets and fixed liabilities between those used in the business and those not used in the business. This makes possible a better relationship between fixed assets and the sales produced by those assets than was possible when all fixed assets of the proprietor were reported as one item.

The same basic sample of firms is used in this series although the sample varies slightly in each survey year. There is, however, a high degree of continuity among the respondents and it is believed that no serious distortion arises out of any change in responding firms. For the most part, successive surveys have provided an increasing response rate, an encouraging feature from the standpoint of accuracy and, it is believed, an indication of the growing realization on the part of merchants of the value of these statistics.

SUMMARIES, CHARTS AND TABLES

Country General Stores

Stores classified as "country general" carry a general line of merchandise and are situated in localities of less than 2,000 population. Food sales form a large part of the business. Other commodities handled include clothing, dry goods, shoes and hardware.

Profit and loss information was received from 532 unincorporated stores from which results were tabulated by sales-size groups for owned and rented

stores. Balance sheet data were supplied by 354 forms with a sufficient number in the owned category to permit a tabulation by "age" of business. Balance sheet averages are only shown for the sales-size groups of over \$20,000 annual net sales.

Some of the more important points in the 1950 operations of country general stores and in their financial structure at the end of the year are reviewed below:

The average gross profit of country general stores decreased slightly from the 1948 figure of 15.08% of net sales to 14.54% in 1950.

Operating expenses showed little change from 1948 with the 1950 expenses at 9.03% of net sales.

Net profit before deduction of proprietors' salaries and income tax followed the trend of gross profit and dropped from 6.03% of net sales in 1948 to 5.51% in 1950.

The rate of stock turnover was more rapid in the larger stores than in the smaller and ranged from 2.13

times a year to 4.85 times over the five sales-size groups of country general stores.

The proprietor of the average country general store obtained favourable current ratios in 1950 with more than three times as much current assets as current liabilities.

The proprietors of stores which have been in operation 10 years or more were generally in a better financial position than the merchants with lesser business experience.

**Operating Results of Country General Stores
1948 and 1950 Compared**

Item	1948	1950
Number of stores reporting	427	532
Average net sales per store	59,014	55,320
Profit and Loss Data (Percentage of net sales)		
Gross profit	15.08	14.54
Operating expenses:		
Employees' salaries	4.26	4.08
Occupancy	2.42	2.62
Store supplies .....	.40	.38
Advertising .....	.21	.23
All other expenses.....	1.76	1.72
Total operating expenses	9.03	9.03
Net profit before deduction of proprietors salaries and income tax	6.03	5.51

**Financial Ratios of Country General Stores
as at December 31, 1950**

Ratio	Owmed	Rented
Current assets to current liabilities	4.56	3.62
Current assets to fixed assets	2.93	7.61
Net quick assets to net worth .....	.73	.94
Sales to fixed assets used in the business	9.94	31.47
Liabilities to net worth .....	.28	.48

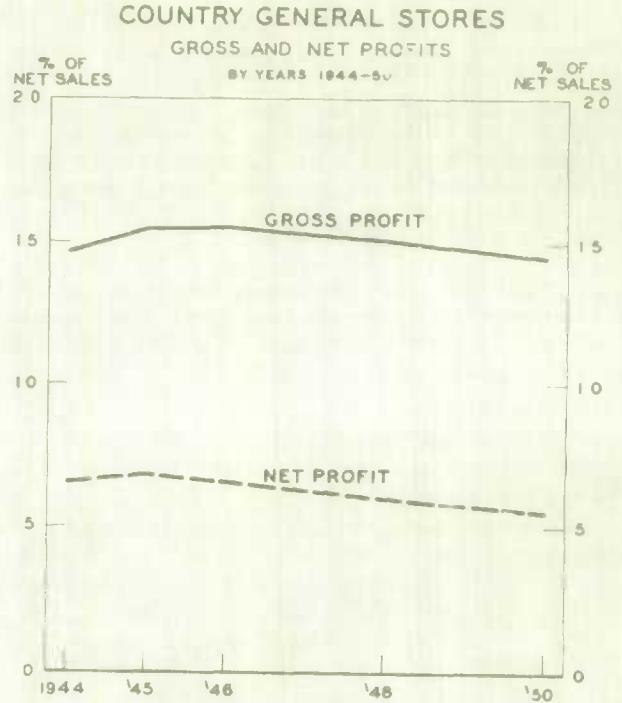


TABLE 1. Country General—Operating Results by Sales Volume and Occupancy Basis, 1950

Item	Owmed					Rented			
	Stores with annual net sales of					Stores with annual net sales of			
	Under \$10,000	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Number of stores reporting	16	82	181	116	62	11	28	20	16
Average net sales per store	\$ 7,389	15,245	31,883	68,445	151,112	15,368	33,797	69,313	155,066
Average cost of goods sold	\$ 5,735	12,704	27,514	58,702	129,629	12,716	28,923	58,017	130,009
Average beginning inventory	\$ 2,664	4,479	6,807	14,038	31,438	4,433	8,276	14,398	25,229
Average inventory, end of year	\$ 2,712	4,668	7,242	14,852	33,203	4,813	8,666	15,980	28,333
Stock turnover (times per year)	2.13	2.78	3.92	4.06	4.01	2.75	3.41	3.82	4.85
Profit and Loss Data (Per cent of net sales)									
Gross profit	22.37	16.67	13.70	14.23	14.22	17.25	14.42	16.29	16.16
Operating expenses:									
Employees' salaries and wages	3.44	1.68	2.30	3.91	5.27	.83	1.97	5.00	6.03
Taxes	1.12	.63	.45	.40	.32	.58	.37	.23	.13
Insurance .....	.72	.70	.48	.39	.47	.47	.40	.42	.31
Rent	—	—	—	—	—	1.53	1.19	1.10	.62
Heat, light and power	2.53	1.43	.84	.61	.46	1.46	.82	.59	.31
Repairs and maintenance .....	.82	1.00	.46	.42	.32	.27	.38	.29	.09
Depreciation allowances .....	.68	.75	.76	.75	.61	.32	.42	.41	.29
Store supplies .....	.59	.46	.38	.35	.39	.54	.39	.50	.36
Advertising .....	.12	.07	.14	.21	.28	.10	.22	.29	.36
Bad debts-written off .....	.57	.59	.27	.18	.30	.14	.09	.18	.19
(Less) amount recovered .....	.05	.07	.01	.03	.04	.05	—	.01	.04
Net bad debt loss .....	.52	.52	.26	.15	.28	.09	.09	.17	.15
All other expenses	1.75	1.38	1.60	1.45	1.46	1.41	1.63	1.59	1.49
Total operating expenses	12.39	8.62	7.67	8.64	9.84	7.60	7.88	10.59	19.14
Net trading profit before deduction of proprietors' salaries and income tax	10.07	8.05	6.03	5.59	4.38	9.65	6.54	5.70	6.02

MERCHANDISING AND SERVICES

TABLE 2. Country General Stores—Owned—Financial Structure by Size and Age of Business December 31, 1950

Item ¹ (Average per store)	Stores with annual net sales of									Total all sizes (owned)
	\$20,000 to \$49,999			\$50,000 to \$99,999			\$100,000 and over			
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	
Assets										
Current assets:										
Cash on hand and in bank.....	1,171	1,623	1,490	2,968	2,402	2,581	4,413	3,753	3,880	2,277
Accounts and notes receivable (net).....	1,867	1,686	1,739	3,791	5,392	4,887	14,205	10,032	10,837	4,420
Merchandise inventory.....	7,672	7,130	7,289	14,168	15,661	15,190	31,940	34,635	34,115	14,763
Other current assets:										
Government bonds and securities.....	209	1,617	1,203	934	2,698	2,141	1,603	4,451	3,902	1,999
Prepaid expenses.....	36	25	29	40	102	82	105	156	146	67
Total current assets.....	10,955	12,081	11,750	21,901	26,255	24,881	52,266	53,027	52,880	23,526
Fixed assets (net):										
Used in the business.....	5,744	4,581	4,923	9,037	5,728	6,773	9,281	11,241	10,863	6,609
Not used in the business.....	1,292	1,059	1,127	2,777	1,330	1,787	182	1,930	1,593	1,420
Total net fixed assets.....	7,036	5,640	6,050	11,814	7,058	8,560	9,463	13,171	12,456	8,029
Other assets:										
Investments of a permanent nature.....	—	446	315	120	912	662	—	281	226	407
Other, such as goodwill.....	79	159	135	290	480	420	487	562	548	301
Total other assets.....	79	605	450	410	1,392	1,082	487	843	774	708
Total assets.....	18,070	18,326	18,250	34,125	34,705	34,523	62,216	67,041	66,110	32,263
Liabilities										
Current liabilities—accounts and notes payable.....										
	2,799	1,826	2,112	5,570	6,156	5,971	12,513	11,876	11,999	5,162
Fixed liabilities—mortgages on fixed assets:										
Used in the business.....	1,424	175	542	2,692	308	1,061	4,818	967	1,710	933
Not used in the business.....	—	69	49	—	—	—	—	22	17	36
Other liabilities.....										
	772	470	559	1,218	1,128	1,157	1,009	2,406	2,137	1,040
Total liabilities.....	4,995	2,540	3,262	9,480	7,592	8,189	18,340	15,271	15,863	7,152
Net worth:										
Proprietor's or partner's equity.....	13,075	15,786	14,988	24,645	27,113	26,334	43,876	51,770	50,247	25,111
Total liabilities and net worth.....	18,070	18,326	18,250	34,125	34,705	34,523	62,216	67,041	66,110	32,263
Number of stores reporting.....	45	108	153	30	65	95	11	46	57	305
Average net sales per stores.....	32,997	32,439	32,803	69,980	66,057	67,296	141,370	154,161	151,692	65,865

1. See definitions on page 5 for more detail.

TABLE 3. Country General Stores—Rented—Financial Structure by Size of Business December 31, 1950

Item ¹ (Average per store)	Stores with annual net sales of			Total all sizes (rented)
	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Assets				
Current assets:				
Cash on hand and in bank.....	1,558	3,727	3,577	2,929
Accounts and notes receivable (net).....	3,019	3,889	12,575	6,246
Merchandise inventory.....	10,302	15,021	27,933	17,336
Other current assets:				
Government bonds and securities.....	206	447	3,667	1,349
Prepaid expenses.....	66	77	389	169
Total current assets.....	15,151	23,161	48,141	28,029
Fixed assets (net):				
Used in the business.....	1,271	3,378	3,482	2,679
Not used in the business.....	199	2,275	482	1,006
Total net fixed assets.....	1,470	5,653	3,964	3,685
Other assets:				
Investments of a permanent nature.....	3	439	87	174
Other, such as goodwill.....	—	19	211	71
Total other assets.....	3	458	278	245
Total assets.....	18,624	29,272	52,383	31,959

1. See definitions on page 5 for more detail.

TABLE 3. Country General Stores - Rented - Financial Structure by Size of Business December 31, 1950 - Concluded

Item ¹ (Average per store)	Stores with annual net sales of			Total all sizes (rented)
	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Liabilities				
Current liabilities - accounts and notes payable.....	3,197	5,307	15,848	7,741
Fixed liabilities - mortgages on fixed assets:				
Used in the business.....	81	501	-	202
Not used in the business.....	-	1,298	-	450
Other liabilities.....	2,365	1,744	1,910	2,010
Total liabilities.....	5,643	8,850	17,558	10,483
Net worth:				
Proprietor's or partner's equity.....	10,981	20,422	34,825	21,556
Total liabilities and net worth.....	16,624	29,272	52,383	31,959
Number of stores reporting.....	17	17	15	49
Average net sales per store.....	35,085	71,205	154,983	84,320

1. See definitions on page 5 for more detail.

RESTAURANTS

Included in this study are those restaurants which had as their main activity the provision of meals. Those with sales of tobacco, candy and other merchandise amounting to more than 20% of sales were not used.

Reports giving detailed profit and loss information were received from 362 independent unincorporated restaurants. Results are presented by sales-

The average gross profit of restaurants in 1950 showed a considerable gain over 1948, rising from 37.08% of net sales to 38.71%.

Increased operating expenses, especially in occupancy and salaries, more than offset the gain in gross profit.

Net profit in 1950 formed 6.48% of net sales compared with 6.90% in 1948.

size classes for both owned and rented restaurants. Balance sheet data were tabulated for the "over \$20,000 annual net sales" groups. There were sufficient respondents in the rented category to permit a further breakdown by age of business.

The operating results and financial structure of restaurants in 1950 are summarized below:

Gross profits were higher, in relation to sales, in the larger sized stores than in the smaller, while net profits were lower.

The proprietor of the average "rented" restaurant had \$1.24 current assets to meet every \$1.00 current liabilities. This ratio is lower than obtained by most trades due to the small inventories carried.

**Operating Results of Restaurants
1948 and 1950 Compared**

Item	1948	1950
Number of restaurants reporting.....	275	362
Average net sales.....	55,007	57,963
Profit and Loss Data (Percentage of net sales)		
Gross Profit.....	37.08	38.71
Operating expenses:		
Employees' salaries.....	18.51	19.07
Occupancy.....	7.94	9.21
Store Supplies.....	.84	.88
Advertising.....	.25	.37
All other expenses.....	2.64	2.70
Total operating expenses.....	30.18	32.23
Net profit before deduction of proprietor's salaries and income tax.....	6.90	6.48

Financial Ratios of Restaurants

as at December 31, 1950

Ratio	Rented
Current assets to current liabilities	1.24
Current assets to fixed assets .....	.58
Net quick assets to net worth .....	.99
Sales to fixed assets used in the business	10.36
Liabilities to net worth .....	.52

**RESTAURANTS
GROSS AND NET PROFITS
BY YEARS 1945-50**

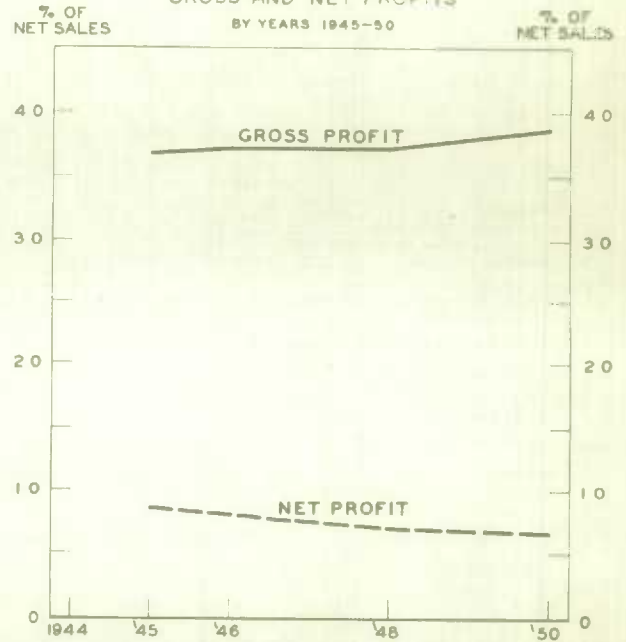


TABLE 4. Restaurants - Operating Results by Sales Volume and Occupancy Basis, 1950

Item	Owned				Rented					
	Restaurants with annual net sales of				Restaurants with annual net sales of					
	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	Under \$10,000	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Number of restaurants reporting	15	20	17	7	12	27	122	85	49	
Average net sales per restaurant	\$ 14,447	\$ 29,828	\$ 71,539	\$ 142,723	\$ 7,231	\$ 18,305	\$ 32,582	\$ 70,716	\$ 149,569	
Average cost of goods sold	\$ 9,607	\$ 19,736	\$ 45,213	\$ 83,799	\$ 4,434	\$ 11,511	\$ 20,596	\$ 43,413	\$ 89,050	
Average beginning inventory	\$ 523	\$ 1,236	\$ 1,527	\$ 4,804	\$ 173	\$ 600	\$ 880	\$ 1,982	\$ 3,266	
Average inventory, end of year	\$ 574	\$ 1,202	\$ 1,764	\$ 5,183	\$ 188	\$ 644	\$ 775	\$ 2,131	\$ 3,806	
Profit and Loss Data (Per cent of net sales)										
Gross profit	33.50	33.83	36.80	41.29	38.68	37.11	36.79	38.61	40.46	
Operating expenses:										
Employees' salaries and wages	6.83	12.75	18.36	22.48	6.68	14.45	15.58	19.69	21.54	
Taxes	1.33	1.07	.87	.91	.98	.52	.53	.70	.39	
Insurance .....	.60	.60	.54	.65	.53	.28	.32	.36	.31
Rent	—	—	—	—	8.53	4.73	3.74	3.07	2.58	
Heat, light and power	3.63	3.22	2.54	2.82	6.48	3.23	2.79	2.51	2.34	
Repairs and maintenance	1.10	1.56	1.63	.93	1.76	1.80	1.25	1.37	1.21	
Depreciation allowance	2.27	3.04	2.33	2.52	.80	1.34	1.36	1.41	1.86	
Store supplies	2.27	.86	.78	1.33	.37	.54	.76	.89	.88	
Advertising .....	.22	.24	.37	.62	.24	.25	.24	.38	.42
Bad debts (written off)	—	1	—	—	.03	.09	.01	.01	1	
(Less) amount recovered	—	—	—	—	—	.01	—	—	—	
Net bad debt loss	—	1	—	—	.03	.08	.01	.01	1	
All other expenses	3.67	2.00	2.61	3.66	1.74	1.72	2.19	2.45	3.14	
Total operating expenses	21.92	25.34	30.03	35.92	28.14	28.94	28.77	32.04	34.67	
Net trading profit before deduction of proprietors' salaries and income tax	11.58	8.49	6.77	5.37	10.54	8.17	8.02	5.77	5.79	

1. Total Net 4.00%

TABLE 5. Restaurants - Owned - Financial Structure by Size of Business, December 31, 1950

Item ¹ (Average per restaurant)	Restaurants with annual net sales of			Total all sizes (owned)
	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Assets				
Current assets:				
Cash on hand and in bank	778	3,277	1,414	1,817
Accounts and notes receivable (net)	69	80	558	177
Merchandise inventory	1,137	1,452	4,883	2,047
Other current assets:				
Government bonds and securities	250	324	5,092	1,309
Prepaid expenses	40	49	154	67
Total current assets	2,274	5,182	12,101	5,417
Fixed assets (net):				
Used in the business	12,938	17,597	31,582	18,590
Not used in the business	722	1,639	976	1,108
Total net fixed assets	13,660	19,236	32,558	19,698
Other assets:				
Investments of a permanent nature	662	—	—	281
Other, such as goodwill	126	304	48	174
Total other assets	788	304	48	455
Total assets	16,722	24,722	44,707	25,570
Liabilities				
Current liabilities - accounts and notes payable				
	3,551	4,665	15,855	6,572
Fixed liabilities - mortgages on fixed assets:				
Used in the business	2,654	2,406	7,251	3,542
Not used in the business	278	108	321	226
Other liabilities	1,209	3	—	516
Total liabilities	7,692	7,182	23,427	10,856
Net worth:				
Proprietor's or partner's equity	9,030	17,540	21,280	14,714
Total liabilities and net worth	16,722	24,722	44,707	25,570
Number of restaurants reporting	20	17	10	47
Average net sales per restaurant	31,931	67,948	167,029	73,702

1. See definitions on page 5 for more detail.

TABLE 6. Restaurants - Rented - Financial Structure by Size and Age of Business, December 31, 1950

Item ¹ (Average per restaurant)	Restaurants with annual net sales of									Total all sizes (rented)
	\$20,000 - \$49,999			\$50,000 - \$99,999			\$100,000 and over			
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	
Assets										
Current assets:										
Cash on hand and in bank	679	1,199	840	1,667	1,445	1,563	2,343	4,418	3,265	1,636
Accounts and notes receivable (net)	9	38	18	58	137	95	230	237	233	94
Merchandise inventory	908	774	867	2,422	1,989	2,219	4,176	4,319	4,239	2,103
Other current assets:										
Government bonds and securities	281	529	357	172	341	251	633	3,181	1,766	623
Prepaid expenses	42	13	33	130	38	87	249	365	301	111
Total current assets	1,919	2,553	2,115	4,449	3,950	4,215	7,631	12,520	9,804	4,567
Fixed assets (net):										
Used in the business	3,400	2,379	3,085	8,833	4,393	6,756	16,955	13,062	15,225	7,089
Not used in the business	909	1,085	963	872	746	814	—	1,417	629	835
Total net fixed assets	4,309	3,464	4,048	9,705	5,139	7,570	16,955	14,479	15,854	7,924
Other assets:										
Investments of a permanent nature	39	191	85	285	103	200	9	—	5	110
Other, such as goodwill	741	—	513	1,416	122	810	2,473	103	1,420	821
Total other assets	780	191	598	1,701	225	1,010	2,482	103	1,425	931
Total assets	7,008	6,208	6,761	15,855	9,314	12,795	27,068	27,102	27,083	13,422

1. See definitions on page 5 for more detail.

TABLE 6. Restaurants - Rented - Financial Structure by Size and Age of Business, December 31, 1950 - Concluded

Item ¹ (Average per restaurant)	Restaurants with annual net sales of									Total all sizes (rented)
	\$20,000 - \$49,999			\$50,000 - \$99,999			\$100,000 and over			
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	
Liabilities										
Current liabilities - accounts and notes payable	1,585	846	1,357	4,073	1,820	3,019	8,975	9,648	9,274	3,695
Fixed liabilities - mortgages on fixed assets:										
Used in the business	87	29	69	539	124	345	640	-	356	234
Not used in the business	257	286	266	61	-	32	-	-	-	121
Other liabilities	262	119	218	528	117	336	2,485	385	1,551	551
Total liabilities	2,191	1,280	1,910	5,201	2,061	3,732	12,100	10,033	11,181	4,601
Net worth:										
Proprietor's or partner's equity	4,817	4,928	4,851	10,654	7,253	9,063	14,968	17,069	15,902	8,821
Total liabilities and net worth	7,008	6,208	6,761	15,855	9,314	12,795	27,068	27,102	27,083	13,422
Number of restaurants reporting	47	21	68	33	29	62	20	16	36	166
Average net sales per restaurant	32,959	30,303	32,139	70,666	72,045	71,311	143,993	169,267	155,226	73,463

1. See definitions on page 5 for more detail.

FUEL DEALERS

Firms included in this classification carried on the retail sale of coal and coke with some also selling lesser quantities of fuel oil, wood or ice.

Profit and loss information was received from 257 unincorporated and 76 incorporated firms, and results tabulated by sales-size for owned and rented businesses. Balance sheet data were compiled from the returns of 180 unincorporated and 39 incorporated

firms with \$20,000 or more annual net sales. There were sufficient returns from "owned" dealers in the unincorporated class to permit a tabulation by age of business.

Summary points on the 1950 operations of fuel dealers and on their financial position at the end of the year are given below:

Gross and net profits of both unincorporated and incorporated fuel dealers showed little change in 1950 from 1948 when expressed as percentages of net sales.

Delivery expense was the largest single item of expense and in the unincorporated type accounted for approximately 50% of total operating expenses.

Unincorporated dealers who owned and used their own delivery equipment spent 7.76% of sales on

delivery while those whose delivery was done on contract spent 6.06%.

Dealers operating from owned premises had more than \$2.00 current assets for every \$1.00 of current liability at the end of 1950. Lessee dealers had a current ratio of less than 2 to 1.

Dealers who have been in operation 10 or more years were generally in a better financial position than those with less than 10 years business experience.

Operating Results of Fuel Dealers 1948 and 1950

Item	Unincorporated		Incorporated	
	1948	1950	1948	1950
Number of dealers reporting	246	257	85	76
Average net sales	94,817	96,474	231,468	257,278
Profit and Loss Data (Percentage of net sales)				
Gross Profit	20.41	20.62	19.90	20.22
Operating expenses:				
Employees' salaries	3.36	4.08	6.30	5.91
Occupancy	1.92	2.14	2.10	1.87
Delivery	7.69	7.01	6.65	7.26
Advertising .....	.34	.38	.38	.53
All other expenses	1.65	1.88	2.35	2.33
Total operating expenses	14.96	15.49	17.78	17.89
Net profit before deduction of income tax ¹	5.45	5.13	2.12	2.33

1. For unincorporated stores this ratio includes proprietors' salaries.

Financial Ratios of Fuel Dealers

as at December 31, 1950

Ratio	Unincorporated		Incorporated	
	Owned	Rented	Owned	Rented
Current assets to current liabilities.....	2.39	1.97	2.99	1.75
Current assets to fixed Assets	2.20	3.87	1.41	4.24
Net quick assets to net worth.....	.58	.67	.51	.63
Sales to fixed assets used in the business	10.64	18.31	11.01	19.29
Liabilities to net worth ..	.52	.75	.40	.97

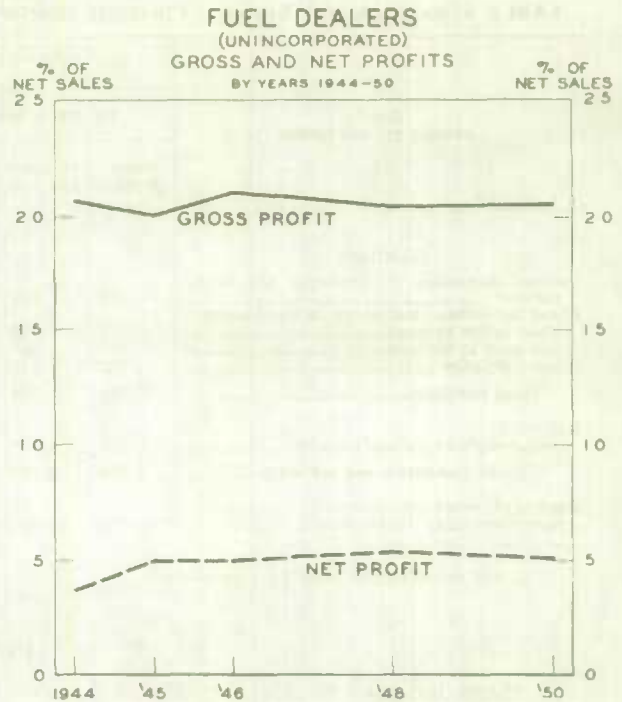


TABLE 7. Fuel Dealers - Operating Results of Unincorporated Firms by Sales Volume and Occupancy Basis, 1950

Item	Owned				Rented		
	Dealers with annual net sales of				Dealers with annual net sales of		
	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Number of dealers reporting	13	48	54	74	19	15	25
Average net sales	\$ 15,930	33,993	70,412	179,262	33,777	73,860	161,026
Average cost of goods sold	\$ 11,680	26,175	56,016	142,403	26,356	59,446	129,273
Average beginning inventory	\$ 1,493	1,955	4,251	10,542	2,305	2,980	8,176
Average inventory, end of year	\$ 1,195	1,761	4,644	11,452	1,965	3,517	10,537
Stock turnover (times per year)	8.69	14.09	12.60	12.95	12.34	18.30	13.82
Profit and Loss Data (Per cent of net sales)							
Gross profit	26.68	23.00	20.44	20.56	21.97	19.52	19.72
Operating expenses:							
Employee's salaries and wages (except delivery)	6.40	4.08	3.33	4.46	3.34	4.59	3.48
Taxes	1.11	.54	.43	.31	.38	.23	.20
Insurance .....	.50	.49	.31	.39	.26	.28	.39
Rent	—	—	—	—	.93	.45	.34
Heat, light and power .....	.55	.31	.18	.17	.26	.13	.16
Delivery	7.93	6.50	6.96	6.92	7.53	5.57	7.72
Repairs and maintenance .....	.88	.79	.48	.45	.62	.60	.35
Depreciation allowances	1.53	.93	.85	.60	.38	.62	.62
Store supplies .....	.34	.31	.19	.26	.32	.37	.30
Advertising .....	.29	.39	.23	.41	.28	.58	.41
Bad debts - written off .....	.18	.20	.26	.29	.24	.22	.29
(Less) amount recovered	—	—	.06	.06	—	.03	.06
Net bad debt loss .....	.18	.20	.20	.23	.24	.19	.23
All other expenses	1.50	1.21	1.25	1.39	1.21	1.84	1.51
Total operating expenses	21.21	15.75	14.41	15.59	15.75	15.45	15.71
Net trading profit before deduction of proprietors' salaries and income tax	5.47	7.25	6.03	4.97	6.22	4.07	4.01

TABLE 8. Fuel Dealers — Operating Results of Incorporated Firms by Sales Volume and Occupancy Basis, 1950

Item	Owned		Rented
	\$50,000 to \$99,999	\$100,000 and over	\$100,000 and over
Number of firms reporting	9	21	35
Average net sales per firm	\$ 73,951	276,222	350,861
Average cost of goods sold	\$ 59,745	217,016	281,849
Average beginning inventory	\$ 3,623	15,588	17,329
Average inventory, end of year	\$ 4,273	12,105	18,291
Stock turnover (times per year)	15.13	15.67	15.83
Profit and Loss Data (Per cent of net sales)			
Gross profit	19.21	21.43	19.67
Operating expenses:			
Employees' salaries and wages (except delivery)	5.70	5.36	6.07
Taxes .....	.53	.28	.29
Insurance .....	.32	.37	.33
Rent	—	—	.36
Heat, light and power .....	.15	.15	.10
Delivery	8.78	8.46	6.48
Repairs and maintenance .....	.50	.47	.30
Depreciation allowances .....	.71	.69	.44
Store supplies .....	.28	.24	.29
Advertising .....	.47	.53	.55
Bad debts — written off .....	.16	.20	.25
(Less) amount recovered .....	.07	.03	.09
Net bad debt loss .....	.09	.17	.16
All other expenses	1.63	1.41	2.16
Total operating expenses	19.16	18.13	17.53
Net trading profit before deduction of income tax .....	.05	3.30	2.14

TABLE 9. Fuel Dealers — Delivery Expense of Unincorporated Dealers by Type of Delivery, 1950
(Own equipment or contract delivery)

Item	Dealers with total net sales of						Total	
	\$20,000 — \$49,999		\$50,000 — \$99,999		\$100,000 and over		Own equipment	Contract
	Own	Contract	Own	Contract	Own	Contract		
Gross profit	23.14	19.26	20.25	20.29	20.53	19.59	20.63	19.77
Delivery expense:								
Salaries	3.23	—	3.78	—	4.22	—	4.06	—
Repairs and Maintenance .....	.96	—	1.06	—	1.21	—	1.16	—
Depreciation, licenses and insurance	1.49	—	.98	—	1.30	—	1.26	—
Supplies used (gas, oil grease)	1.21	—	1.15	—	1.32	—	1.28	—
Total amount paid contract delivery	—	7.01	—	6.24	—	5.74	—	6.06
Total delivery expense	6.89	7.01	6.97	6.24	8.05	5.74	7.76	6.06
Net profit	7.62	4.88	5.65	5.25	4.49	4.70	4.97	4.90

TABLE 10. Fuel Dealers — Owned — Financial Structure of Unincorporated Firms by Size and Age of Business December 31, 1950

Item ¹ (Average per dealer)	Dealers with annual net sales of									Total all sizes (owned)
	\$20,000 — \$49,999			\$50,000 — \$99,999			\$100,000 and over			
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	
Assets										
Current assets:										
Cash on hand and in bank	1,703	2,519	2,224	1,181	7,163	5,633	4,794	7,643	6,792	5,326
Accounts and notes receivable (net)	2,155	1,958	2,029	11,777	6,881	8,133	14,804	16,648	16,098	10,283
Merchandise inventory	2,271	1,567	1,821	5,114	5,258	5,221	10,308	11,213	10,943	7,008
Other current assets:										
Government bonds and securities	231	1,736	1,192	220	2,301	1,768	1,792	3,186	2,770	2,038
Prepaid expenses	37	49	45	19	100	80	370	302	322	137
Total current assets	6,397	7,829	7,311	18,311	21,703	20,835	32,068	38,992	36,925	24,884

TABLE 10. Fuel Dealers - Owned - Financial Structure of Unincorporated Firms by Size and Age of Business December 31, 1950 - Concluded

Item ¹ (Average per dealer)	Dealers with annual net sales of									Total all sizes (owned)
	\$20,000 - \$49,999			\$50,000 - \$99,999			\$100,000 and over			
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	
Assets - concluded										
Fixed assets (net):										
Used in the business	6,572	6,244	6,362	9,974	7,021	7,777	13,277	14,394	14,060	10,312
Not used in the business	925	2,289	1,797	-	466	347	837	1,051	987	998
Total net fixed assets	7,497	8,533	8,159	9,974	7,487	8,124	14,114	15,445	15,047	11,310
Other assets:										
Investments of a permanent nature	-	115	74	-	947	705	2,033	1,391	1,583	952
Other such as goodwill	160	-	58	47	871	660	704	303	423	403
Total other assets	160	115	132	47	1,818	1,365	2,737	1,694	2,006	1,355
Total assets	14,054	16,477	15,602	28,332	31,008	30,324	48,919	56,131	53,978	37,549
Liabilities										
Current liabilities - accounts and notes paya- ble	4,586	1,881	2,857	7,498	7,067	7,177	14,381	17,519	16,582	10,428
Fixed liabilities - mortgages on fixed assets:										
Used in the business	1,425	792	1,021	-	481	358	1,906	811	1,138	879
Not used in the business	-	-	-	-	94	70	262	159	190	108
Other liabilities	-	404	258	3,444	340	1,134	5,138	459	1,856	1,249
Total liabilities	6,011	3,077	4,136	10,942	7,882	8,739	21,687	18,948	19,766	12,664
Net worth:										
Proprietor's or partner's equity	8,043	13,400	11,466	17,390	23,027	21,585	27,232	37,183	34,212	24,885
Total liabilities and net worth	14,054	16,477	15,602	28,332	31,009	30,324	48,919	56,131	53,978	37,549
Number of dealers reporting	13	23	36	11	32	43	20	47	67	146
Average sales per dealer	38,750	33,195	35,201	80,137	70,431	72,914	168,850	175,442	173,474	109,783

1. See definitions on page 5 for more detail.

TABLE 11. Fuel Dealers - Rented - Financial Structure of Unincorporated Firms by Size of Business December 31, 1950

Item ¹ (Average per dealer)	Dealers with annual net sales of			Total all sizes (owned)
	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Assets				
Current assets:				
Cash on hand and in bank		1,309	3,509	6,983
Accounts and notes receivable (net)		3,613	11,393	17,652
Merchandise inventory		1,521	4,468	12,248
Other current assets:				
Government bonds and securities		1,060	3,216	4,342
Prepaid expenses		-	35	294
Total current assets		7,503	22,621	41,519
Fixed assets (net):				
Used in the business		2,310	2,363	9,587
Not used in the business		800	-	1,879
Total net fixed assets		3,110	2,363	11,466
Other Assets:				
Investments of a permanent nature		126	-	793
Other, such as goodwill		428	-	848
Total other assets		554	-	1,641
Total assets		11,167	24,984	54,626
Liabilities				
Current liabilities - accounts and notes payable		5,147	11,359	20,308
Fixed liabilities - mortgages on fixed assets:				
Used in the business		905	-	527
Not used in the business		-	-	-
Other liabilities		16	743	1,188
Total liabilities		6,068	12,102	22,021
Net worth:				
Proprietor's or partner's equity		5,099	12,882	32,605
Total liabilities and net worth		11,167	24,984	54,626
Number of dealers reporting		10	7	17
Average sales per dealer		31,280	79,961	166,968

1. See definitions on page 5 for more detail.

TABLE 12. Fuel Dealers - Financial Structure of Incorporated Dealers by Size and Occupancy, December 31, 1950

Item ¹ (Average per firm)	Owned			Rented	
	With annual net sales of		Total	With annual net sales of	Total
	\$50,000 to \$99,999	\$100,000 and over		\$100,000 and over	
Assets					
Current assets:					
Cash on hand and in bank	2,319	7,424	5,427	5,688	4,618
Accounts and notes receivable (net)	7,142	20,617	15,344	52,787	43,459
Merchandise inventory	4,725	9,981	7,924	19,143	15,938
Other current assets:					
Government bonds and securities	1,482	5,658	4,024	5,360	4,260
Prepaid expenses	462	823	682	2,557	2,059
Total current assets	16,130	44,503	33,401	85,535	70,334
Fixed assets (net):					
Used in the business	8,806	16,371	13,410	18,295	15,397
Not used in the business	1,190	16,194	10,323	1,347	1,208
Total net fixed assets	9,996	32,565	23,733	19,642	16,605
Other assets:					
Investments of a permanent nature	—	1,729	1,052	1,708	1,492
Other, such as goodwill	3,343	2,995	3,131	4,513	5,331
Total other assets	3,343	4,724	4,183	6,221	6,823
Total assets	29,469	81,792	61,317	111,398	93,762
Liabilities					
Current liabilities - accounts and notes payable					
	3,548	16,082	11,177	48,005	40,152
Fixed liabilities - mortgages on fixed assets:					
Used in the business	949	732	817	2,115	1,681
Not used in the business	194	—	76	35	28
Other liabilities	5,435	5,380	5,401	5,004	4,290
Total liabilities	10,126	22,194	17,471	55,159	46,151
Net worth:					
Capital stock	19,003	38,069	30,608	28,726	25,603
Surplus and undivided profits	340	21,529	13,238	27,513	22,008
Total net worth	19,343	59,598	43,846	56,239	47,611
Total liabilities and net worth	29,469	81,792	61,317	111,398	93,762
Number of firms reporting	9	14	23	31	39
Average net sales per firm	70,567	197,258	147,683	357,913	297,001

1. See definitions on page 5 for more detail.

DRUG STORES

Drug stores used in this study were those without soda fountain facilities. Usable reports on the profit and loss statement were received from 545 unincorporated stores and from 57 incorporated firms. These were segregated into sales-size groups for both owned and rented categories. In some size classes there were too few reporting firms to permit publication of their results.

Minor gains over 1948 in the percentage of gross profit were recorded in 1950 for both unincorporated and incorporated drug stores.

Operating expenses of unincorporated stores remained practically unchanged. Incorporated firms had expenses of 28.95% of net sales in 1950 compared with 27.50% in 1948.

Higher expenses of incorporated firms resulted in smaller net profit ratio in 1950.

Balance sheet averages were obtained from the tabulation of returns of 352 unincorporated and from 40 incorporated firms in the "rented" category. This tabulation includes only the size groups with \$20,000 or more annual net sales.

Operating ratios and financial structure of drug stores for 1950 are summarized below:

The rate of stock turn-over increased consistently with current dollar volume and ranged from 2.2 times a year to 4.02 times in unincorporated stores.

The "current ratio" of owned stores in both the unincorporated and incorporated types were in excess of 4 to 1 and rented stores showed only slightly lower ratios.

In both occupancy segments of the two organization types liabilities were less than 50% of net worth.

**Operating Results of Drug Stores
1948 and 1950 Compared**

Item	Unincorporated		Incorporated	
	1948	1950	1948	1950
Number of stores reporting	466	545	57	57
Average net sales	47,382	45,117	81,416	78,306
Profit and Loss Data (Percentage of net sales)				
Gross Profit	2.841	28.94	33.10	33.40
Operating expenses:				
Employees' salaries	8.69	8.52	17.69	18.48
Occupancy	3.94	4.58	5.12	5.77
Store supplies.....	56	58	50	66
Advertising	94	79	1.07	1.18
All other expenses.....	2.62	2.57	3.12	2.86
Total operating expenses	16.75	17.04	27.50	28.95
Net profit before deduction of income tax ¹	11.66	11.90	5.60	4.45

1. For Unincorporated stores this ratio includes proprietors' salaries.

**Financial Ratios of Drug Stores
1948 and 1950 Compared**

Ratio	Unincorporated		Incorporated	
	Owned	Rented	Owned	Rented
Current assets to current liabilities.....	4.13	3.87	4.36	3.73
Current assets to fixed assets.....	1.36	4.38	2.49	7.81
Net quick assets to net worth.....	56	78	66	80
Sales to fixed assets used in the business	4.66	29.80	5.41	16.41
Liabilities to net worth ..	.34	.37	.38	.42

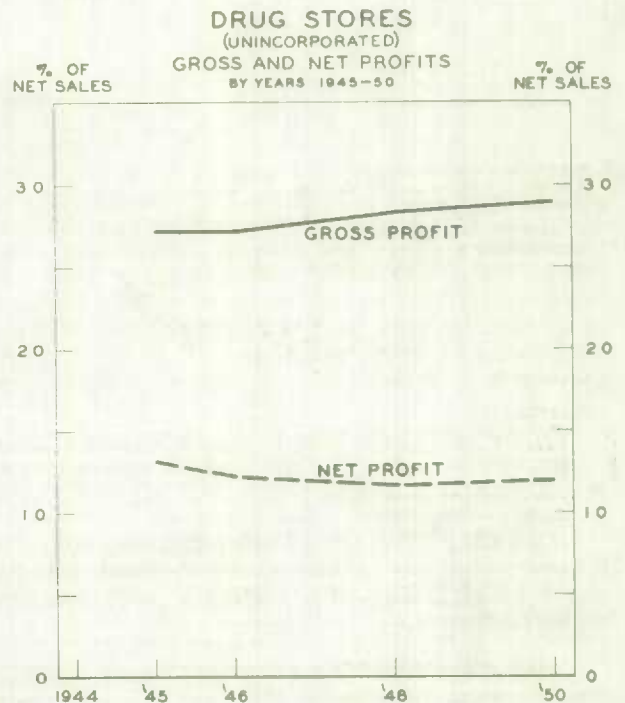


TABLE 13. Drug Stores — Operating Results of Unincorporated Stores by Sales Volume and Occupancy Basis, 1950

Item	Owned				Rented			
	Stores with annual net sales of				Stores with annual net sales of			
	Under \$10,000	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Number of stores reporting	11	44	104	46	33	161	117	17
Average net sales per store	\$ 8,888	15,566	33,510	65,534	14,997	34,629	68,274	134,250
Average cost of goods sold	\$ 6,590	11,245	24,490	46,395	10,455	24,867	48,653	90,908
Average beginning inventory	\$ 2,486	4,562	7,806	12,333	4,652	7,670	12,848	22,071
Average inventory, end of year	\$ 2,513	4,785	8,316	13,235	4,859	8,149	14,051	23,176
Stock turnover (times per year)	2.64	2.41	3.04	3.63	2.20	3.14	3.62	4.02
Profit and Loss Data (Per cent of net sales)								
Gross profit	25.85	27.75	26.92	29.21	30.28	28.19	28.74	32.28
Operating expenses:								
Employees' salaries and wages	2.37	4.31	6.47	9.52	4.25	7.60	9.24	10.99
Taxes	1.36	1.22	.74	.57	.63	.39	.25	.21
Insurance .....	.78	.79	.59	.59	.40	.44	.43	.38
Rent	—	—	—	—	4.21	2.50	2.14	1.98
Heat, light and power	2.44	1.72	1.03	.77	1.20	.67	.50	.42
Repairs and maintenance .....	.82	.67	.73	.71	.73	.46	.45	.35
Depreciation allowance .....	.47	1.14	1.19	1.34	.25	.59	.69	.79
Store supplies .....	.40	.56	.60	.68	.45	.56	.56	.52
Advertising .....	.20	.46	.64	.78	.55	.71	.88	.92
Bad debts — written off .....	.04	.24	.06	.02	.15	.05	.04	.04
(Less) amount recovered	—	.03	—	—	.03	.01	.01	—
Net bad debt loss .....	.04	.21	.06	.02	.12	.04	.03	.04
All other expenses	1.31	1.96	2.15	2.17	2.73	2.39	2.65	2.98
Total operating expenses	10.19	13.04	14.20	17.15	15.52	16.35	17.82	19.58
Net trading profit before deduction of proprietors' salaries and income tax	15.66	14.71	12.72	12.06	14.76	11.84	10.92	12.70

TABLE 14. Drug Stores — Operating Results of Incorporated Rented Stores, 1950

Item	Stores with annual net sales of		
	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Number of stores reporting	10	28	12
Average net sales per store	\$ 36,296	72,675	137,697
Average cost of goods sold	\$ 25,464	48,514	88,995
Average beginning inventory	\$ 8,697	18,225	25,236
Average inventory, end of year	\$ 9,091	19,652	27,147
Stock turnover (times per year)	2.86	2.56	3.40
Profit and Loss Data (Per cent of net sales)			
Gross profit	29.84	33.24	35.37
Operating expenses:			
Employees' salaries and wages	19.77	17.96	19.47
Taxes .....	.39	.32	.27
Insurance .....	.40	.59	.50
Rent	2.81	3.37	3.52
Heat, light and power .....	.71	.50	.44
Repairs and maintenance .....	.97	.35	.49
Depreciation allowances .....	.27	.78	.68
Store supplies .....	.62	.60	.77
Advertising .....	.46	1.31	1.26
Bad debts — written off .....	.14	.12	.21
(Less) amount recovered	—	.05	.02
Net bad debt loss .....	.14	.07	.19
All other expenses	3.28	2.50	3.34
Total operating expenses	29.82	28.35	30.93
Net trading profit before deduction of income tax .....	.02	4.89	4.44

TABLE 15. Drug Stores - Owned - Financial Structure of Unincorporated Stores by Size and Age of Business, December 31, 1950

Item ¹ (Average per store)	Stores with annual net sales of						Total all sizes (owned)
	\$20,000 - \$49,999			\$50,000 - \$99,999			
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total	
Assets							
Current assets:							
Cash on hand and in bank	1,927	2,165	2,103	4,030	3,439	3,617	2,839
Accounts and notes receivable (net)	481	496	492	794	1,436	1,242	903
Merchandise inventory	7,371	8,750	8,390	15,262	13,272	13,873	10,842
Other current assets:							
Government bonds and securities	1,990	3,033	2,761	595	2,192	1,710	2,560
Prepaid expenses	47	92	80	72	86	82	93
Total current assets	11,816	14,536	13,826	20,753	20,425	20,524	17,237
Fixed assets (net):							
Used in the business	8,287	7,182	7,470	16,436	12,779	13,883	10,450
Not used in the business	1,392	2,210	1,997	1,447	3,494	2,876	2,252
Total net fixed assets	9,679	9,392	9,467	17,883	16,273	16,759	12,702
Other assets:							
Investments of a permanent nature	144	1,507	1,152	-	162	113	773
Other, such as goodwill	169	459	383	588	262	360	397
Total other assets	313	1,966	1,535	588	424	473	1,170
Total assets	21,808	25,894	24,828	39,224	37,122	37,756	31,109
Liabilities							
Current liabilities - accounts and notes payable	4,153	2,735	3,104	5,548	5,424	5,461	4,173
Fixed liabilities - mortgages on fixed assets:							
Used in the business	3,112	1,238	1,727	6,185	1,458	2,885	2,451
Not used in the business	594	401	451	-	743	519	460
Other liabilities	1,584	988	1,144	575	160	285	802
Total liabilities	9,443	5,362	6,426	12,308	7,785	9,150	7,886
Net worth:							
Proprietor's or partner's equity	12,365	20,532	18,402	26,916	29,337	28,606	23,223
Total liabilities and net worth	21,808	25,894	24,828	39,224	37,122	37,756	31,109
Number of stores reporting	24	68	92	16	37	53	150
Average net sales per store	34,010	33,429	33,580	66,996	63,475	64,538	48,662

1. See definitions on page 5 for more detail.

TABLE 16. Drug Stores - Rented - Financial Structure of Unincorporated Stores by Size and Age of Business, December 31, 1950

Item ¹ (Average per store)	Stores with annual net sales of							Total all sizes (rented)
	\$20,000 - \$49,999			\$50,000 - \$99,999			\$100,000 and over	
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total		
Assets								
Current assets:								
Cash on hand and in bank	1,982	2,086	2,058	3,313	4,151	3,931	11,277	3,384
Accounts and notes receivable (net)	298	383	360	954	738	795	3,999	757
Merchandise inventory	8,341	7,865	7,996	12,953	13,969	13,703	21,811	11,190
Other current assets:								
Government bonds and securities	470	1,284	1,061	69	2,146	1,602	2,058	1,345
Prepaid expenses	18	9	11	182	121	137	1,382	145
Total current assets	11,109	11,627	11,486	17,471	21,125	20,168	40,527	16,821
Fixed assets (net):								
Used in the business	2,068	1,225	1,455	3,429	1,819	2,240	2,356	1,835
Not used in the business	71	1,901	1,401	334	3,149	2,412	4,580	2,009
Total net fixed assets	2,139	3,126	2,856	3,763	4,968	4,652	6,916	3,844
Other assets:								
Investments of a permanent nature	94	1,054	791	57	921	695	149	713
Other, such as goodwill	717	508	565	1,363	839	976	423	728
Total other assets	811	1,562	1,356	1,420	1,760	1,671	572	1,441
Total assets	14,059	16,315	15,698	22,654	27,853	26,491	48,015	22,106

1. See definitions on page 5 for more detail.

TABLE 16. Drug Stores - Rented - Financial Structure of Unincorporated Stores by Size and Age of Business, December 31, 1950 - Concluded

Item ¹ (Average per store)	Stores with annual net sales of						Total all sizes (rented)	
	\$20,000 - \$49,999			\$50,000 - \$99,999				\$100,000 and over
	Under 10 years	10 years and over	Total	Under 10 years	10 years and over	Total		
Liabilities								
Current liabilities - accounts and notes payable	3,428	2,518	2,766	4,700	5,770	5,489	10,220	4,342
Fixed liabilities - mortgages on fixed assets:								
Used in the business	478	48	166	177	195	190	156	175
Not used in the business	-	623	453	-	1,419	1,048	-	673
Other liabilities	1,910	244	700	2,841	481	1,099	113	831
Total liabilities	5,816	3,433	4,085	7,718	7,865	7,826	10,482	6,021
Net worth:								
Proprietor's or partner's equity	8,243	12,882	11,613	14,936	19,988	18,665	37,526	16,085
Total liabilities and net worth	14,059	16,315	15,698	22,654	27,853	26,491	48,015	22,106
Number of stores reporting	29	77	106	22	62	84	12	202
Average net sales per store	36,278	34,815	35,215	68,830	68,211	68,373	130,736	54,678

1. See definitions on page 5 for more detail.

TABLE 17. Drug Stores - Rented - Financial Structure of Incorporated Stores by Size of Business, December 31, 1950

Item ¹ (Average per store)	Stores with annual net sales of		Total all sizes
	\$50,000 to \$99,999	\$100,000 and over	
Assets			
Current assets:			
Cash on hand and in bank	5,574	5,666	5,017
Accounts and notes receivable (net)	2,783	6,017	3,424
Merchandise inventory	20,144	27,234	20,394
Other current assets:			
Government bonds and securities	2,806	1,582	2,079
Prepaid expenses	578	1,068	624
Total current assets	31,865	41,567	31,538
Fixed assets (net):			
Used in the business	2,372	8,888	3,850
Not used in the business	310	-	186
Total net fixed assets	2,682	8,888	4,036
Other assets:			
Investments of a permanent nature	1,357	7,868	2,781
Other, such as goodwill	1,867	4,392	2,433
Total other assets	3,224	12,260	5,214
Total assets	37,791	62,715	40,788
Liabilities			
Current liabilities - accounts and notes payable	6,971	13,148	8,452
Fixed liabilities - mortgages on fixed assets:			
Used in the business	203	1,900	597
Not used in the business	-	-	-
Other liabilities	1,893	6,851	2,953
Total liabilities	9,067	21,899	12,003
Net worth:			
Capital stock	12,112	17,029	12,261
Surplus and undivided profits	16,612	23,787	16,524
Total net worth	28,724	40,816	28,785
Total liabilities and net worth	37,791	62,715	40,788
Number of stores reporting	24	10	40
Average net sales per store	74,215	138,638	63,178

1. See definitions on page 5 for more detail.

JEWELLERY STORES

In this classification reports suitable for inclusion in the profit and loss tabulation were received from 518 unincorporated stores and from 82 incorporated firms. Results are shown by sales-size classes for owned and rented stores with the exception of "owned" incorporated stores where too few returns were received to permit a size breakdown.

Balance sheet averages are presented for the two occupancy classes of unincorporated stores and for incorporated firms in the rented class. Results were compiled from the returns of 281 unincorporated business in the \$20,000 and over sales groups.

Some of the more important points in the 1950 operations of jewellery stores are reviewed below:

The average unincorporated jewellery store had a smaller percentage of gross profit in 1950 over 1948, had higher operating expenses and somewhat lower net profits.

The dollar volume of stock on hand at the end of the year was greater than at the beginning in all size and occupancy segments.

The rate of stock turnover was more rapid in the larger stores and ranged from less than once a year to 2.33 times.

Incorporated firms, however, obtained higher ratios of gross profit, spent less of the sales dollar on operating expenses than they did in 1948 and had a net profit of 5.79% of sales compared with 4.40% in 1948.

Both the owned and rented groups of the two types of organization obtained favourable ratios of current assets to current liabilities-in excess of 2 to 1.

Operating Results of Jewellery Stores
1948 and 1950 Compared

Item	Unincorporated		Incorporated	
	1948	1950	1948	1950
Number of stores reporting	274	518	46	82
Average net sales.....	33,476	33,707	110,000	111,999
Profit and Loss Data (Percentage of net sales)				
Gross Profit	39.13	38.78	40.76	41.67
Operating expenses:				
Employees' salaries.....	11.88	11.21	21.15	20.22
Occupancy	6.04	6.88	7.11	7.04
Store supplies	1.00	.96	1.11	1.11
Advertising	1.82	2.13	3.19	3.33
All other expenses	3.11	3.58	3.80	4.18
Total operating expenses	23.85	24.76	36.36	35.88
Net profit before deduction of income tax ¹	15.28	14.02	4.40	5.79

1. For unincorporated stores this ratio includes proprietors' salaries.

Financial Ratios of Jewellery Stores
as at December 31, 1950

Ratio	Unincorporated		Incorporated	
	Owned	Rented	Owned	Rented
Current assets to current liabilities	2.31	2.67	2.76	2.63
Current assets to fixed assets	1.83	7.79	2.66	13.47
Net quick assets to net worth .....	.61	.86	.69	.91
Sales to fixed assets used in the business	3.57	19.28	4.37	22.82
Liabilities to net worth ..	.74	.58	.60	.72

JEWELLERY STORES
(UNINCORPORATED)
GROSS AND NET PROFITS
BY YEARS 1944-50

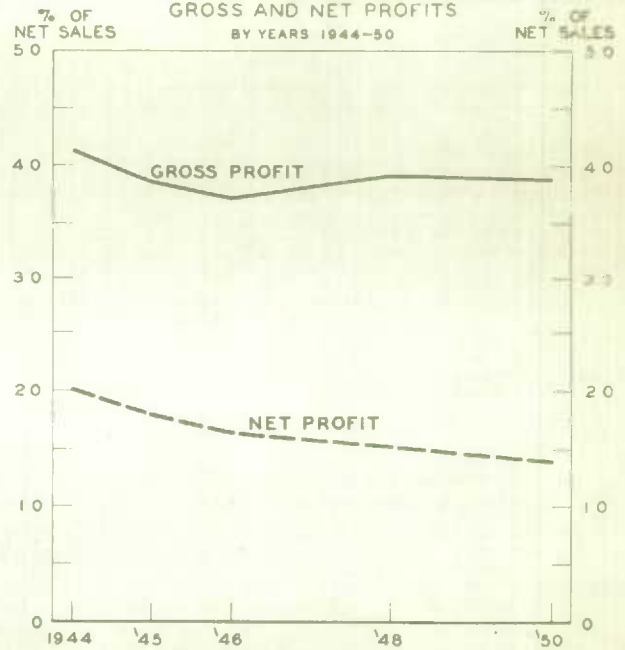


TABLE 18. Jewellery Stores - Operating Results of Unincorporated Stores by Sales Volume and Occupancy Basis, 1950

Item	Owned				Rented				
	Stores with annual net sales of				Stores with annual net sales of				
	Under \$10,000	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	Under \$10,000	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Number of stores	14	23	39	19	63	99	178	66	15
Average net sales per store	\$ 7,377	\$14,205	\$31,246	\$69,634	\$ 6,896	\$15,135	\$31,724	\$67,820	\$146,900
Average cost of goods sold	\$ 4,319	\$ 8,234	\$19,545	\$44,728	\$ 3,718	\$ 8,798	\$19,717	\$41,135	\$89,536
Average beginning inventory	\$ 3,635	\$ 8,054	\$13,913	\$21,150	\$ 4,178	\$ 8,119	\$13,987	\$26,034	\$34,064
Average inventory, end of year	\$ 4,293	\$ 8,384	\$15,404	\$23,654	\$ 4,616	\$ 8,840	\$15,475	\$28,243	\$42,806
Stock turnover (times per year)	1.09	1.00	1.33	2.00	.85	1.04	1.34	1.52	2.33
Profit and Loss Data (Per cent of net sales)									
Gross profit	41.46	42.04	37.45	35.77	46.09	41.87	37.85	39.34	39.05
Operating expenses:									
Employees' salaries and wages	3.13	8.80	9.38	13.28	4.96	8.38	10.42	12.46	14.41
Taxes	2.80	1.56	.97	.97	.70	.60	.38	.31	.33
Insurance	1.44	.93	.87	.89	1.03	.97	.72	.73	.57
Rent	—	—	—	—	8.56	6.31	3.54	3.24	2.35
Heat, light and power	2.01	1.90	1.51	.89	1.81	1.05	.80	.61	.48
Repairs and maintenance	1.06	1.15	.86	.60	.70	.72	.61	.45	.38
Depreciation allowances	3.33	2.33	2.29	1.32	1.81	1.20	1.02	.86	1.09
Store supplies	1.30	.89	.79	1.06	1.06	.95	.90	1.07	.94
Advertising	1.90	1.12	1.68	1.86	1.69	1.42	1.87	2.65	2.81
Bad debts - written off .....	.06	.10	.23	.29	.40	.16	.20	.61	.54
(Less) amount recovered	—	—	.01	.14	.30	—	.01	.01	.24
Net bad debt loss .....	.06	.10	.22	.15	.10	.16	.19	.60	.30
All other expenses	5.05	3.45	3.54	3.30	3.62	3.52	3.23	3.05	3.19
Total operating expenses	22.08	22.23	22.11	24.32	26.04	23.28	23.68	26.03	26.85
Net trading profit before deduction of proprietors' salaries and income tax	19.38	19.81	15.34	11.45	20.05	16.59	14.17	13.31	12.30

TABLE 19. Jewellery Stores - Operating Results of Incorporated Rented Stores, 1950

Item	Stores with annual net sales of		
	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Number of stores reporting	20	22	32
Average net sales per store	\$ 34,619	71,365	202,286
Average cost of goods sold	\$ 18,982	41,779	117,830
Average beginning inventory	\$ 16,820	30,799	58,838
Average inventory, end of year	\$ 17,977	35,106	70,665
Stock turnover (times per year)	1.09	1.27	1.82
- Profit and Loss Data (Per cent of net sales)			
Gross profit	45.17	41.46	41.75
Operating expenses:			
Employees' salaries and wages	26.51	23.05	18.99
Taxes .....	.63	.48	.42
Insurance	1.03	.92	.74
Rent	5.64	3.63	3.69
Heat, light and power .....	.90	.73	.52
Repairs and maintenance .....	.56	.47	.57
Depreciation allowances .....	.89	.81	.91
Store supplies	1.16	1.04	1.14
Advertising	2.33	2.43	3.77
Bad debts - written off .....	.31	.42	.58
(Less) amount recovered	-	.06	.14
Net bad debt loss .....	.31	.36	.44
All other expenses	3.88	3.25	3.94
Total operating expenses	43.84	37.17	35.13
Net trading profit before deduction of income tax	1.33	4.29	6.62

TABLE 20. Jewellery Stores - Financial Structure of Unincorporated Stores by Size and Occupancy December 31, 1950

Item (Average per store)	Owned			Rented			Total all sizes
	Stores with annual net sales of			Stores with annual net sales of			
	\$20,000 to \$49,999	\$50,000 to \$99,999	Total all sizes	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Assets							
Current assets:							
Cash on hand and in bank	2,998	8,077	4,869	2,939	5,648	9,677	4,067
Accounts and notes receivable (net)	1,507	3,278	2,160	1,839	5,857	23,927	4,322
Merchandise inventory	15,250	24,867	18,793	15,486	27,524	43,997	20,405
Other current assets:							
Government bonds and securities	647	1,226	861	769	2,606	2,950	1,375
Prepaid expenses	141	153	145	49	202	530	120
Total current assets	20,543	37,601	26,828	21,082	41,837	81,081	30,289
Fixed assets (net):							
Used in the business	11,466	14,922	12,740	1,867	2,999	7,475	2,526
Not used in the business	2,254	1,278	1,894	1,263	1,732	1,000	1,362
Total net fixed assets	13,720	16,200	14,634	3,130	4,731	8,475	3,888
Other assets:							
Investments of a permanent nature	792	2,893	1,566	416	562	104	432
Other, such as goodwill	17	191	81	259	433	812	339
Total other assets	809	3,084	1,647	675	995	916	771
Total assets	35,072	56,885	43,109	24,887	47,563	90,472	34,948
Liabilities							
Current liabilities - accounts and notes payable	8,870	16,352	11,627	7,093	15,368	39,468	11,330
Fixed liabilities - mortgages on fixed assets:							
Used in the business	4,557	5,342	4,846	193	107	536	194
Not used in the business	475	-	300	119	588	-	223
Other liabilities	919	2,514	1,507	952	1,036	2,148	1,053
Total liabilities	14,821	24,208	18,280	8,357	17,079	42,152	12,800
Net worth:							
Proprietor's or partner's equity	20,251	32,677	24,829	16,530	30,484	48,320	22,148
Total liabilities and net worth	35,072	56,885	43,109	24,887	47,563	90,472	34,948
Number of stores reporting	36	21	57	153	56	15	224
Average net sales per store	31,892	68,794	45,487	31,600	69,150	146,900	48,708

1. See definitions on page 5 for more detail.

TABLE 21. Jewellery Stores - Financial Structure of Incorporated Rented Stores by Size of Business December 31, 1950

Item ¹ (Average per store)	Stores with annual net sales of			Total all sizes
	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Assets				
Current Assets:				
Cash on hand and in bank	3,063	6,909	6,272	5,586
Accounts and notes receivable (net)	2,306	4,705	23,648	12,906
Merchandise inventory	18,916	34,665	67,662	45,864
Other current assets:				
Government bonds and securities	1,164	4,439	6,284	4,427
Prepaid expenses	174	531	805	563
Total current assets	25,623	51,249	104,671	69,346
Fixed assets (net):				
Used in the business	2,431	2,813	7,987	5,125
Not used in the business	81	—	—	22
Total net fixed assets	2,512	2,813	7,987	5,147
Other assets:				
Investments of a permanent nature	1,640	1,827	299	1,064
Other, such as goodwill	1,343	2,312	10,052	5,665
Total other assets	2,983	4,139	10,351	6,729
Total assets	31,118	58,201	123,009	81,222
Liabilities				
Current liabilities — accounts and notes payable	10,995	17,192	40,334	26,339
Fixed liabilities — mortgages on fixed assets:				
Used in the business	—	—	7	3
Not used in the business	—	—	—	—
Other liabilities	3,547	2,815	12,753	7,648
Total liabilities	14,542	20,007	53,094	33,990
Net worth:				
Capital stock	9,638	20,790	38,763	26,203
Surplus and undivided profits	6,938	17,404	31,152	21,029
Total net worth	16,576	38,194	69,915	47,232
Total liabilities and net worth	31,118	58,201	123,009	81,222
Number of stores reporting	16	16	28	60
Average net sales per store	34,686	72,841	189,124	116,931

1. See definitions on page 5 for more detail.

TOBACCO STORES

Tobacco stores are those in which the sale of tobacco and smokers' sundries forms more than 50% of total sales. Usually other merchandise is sold, such as magazines, newspapers, confectionery and novelties.

Returns on profit and loss data, satisfactory for tabulation were received from 310 stores. The results

Higher operating expenses in 1950 more than offset the gain in percentage of gross profit over 1948 to leave a net profit of 7.38% in 1950 compared with 7.91% in 1948.

Salaries and wages contributed largely toward higher expenses in 1950 rising from 3.65% of net sales in 1948 to 4.33%.

are presented by sales-size ranges for owned and rented stores. Balance sheet data were compiled from returns of 168 stores in the \$20,000 and over sales-size groups.

The main points in the 1950 operations of tobacco stores and in their financial position at the end of the year are summarized below:

Stocks on hand at the end of 1950 were greater in dollar volume than at the beginning, with the exception of one size group. The rate of stock turnover ranged from 6.12 times a year to 8.82 times.

The owner-merchant had \$3.93 current assets to meet every \$1 of current liabilities at the end of the year. The lessee-merchant had \$2.22 current assets to \$1.00 current liabilities.

Operating Results of Tobacco Stores
1948 and 1950 Compared

Item	1948	1950
Number of stores reporting	217	310
Average net sales.....	32,830	37,317
Profit and Loss Data (Percentage of net sales)		
Gross Profit.....	16.54	17.58
Operating Expenses:		
Employees' salaries.....	3.65	4.33
Occupancy	3.53	4.08
Store supplies .....	.37	.43
All other expenses	1.08	1.36
Total operating expenses	8.63	10.20
Net profit before deductions of proprietors' salaries and income tax.....	7.91	7.38

Financial Ratios of Tobacco Stores
as at December 31, 1950

	Owued	Rented
Current assets to current liabilities	3.93	2.22
Current assets to fixed assets .....	.73	3.17
Net quick assets to net worth.....	.44	.60
Sales to fixed assets used in the business.....	3.82	24.50
Liabilities to net worth .....	.46	.69

TOBACCO STORES
GROSS AND NET PROFITS

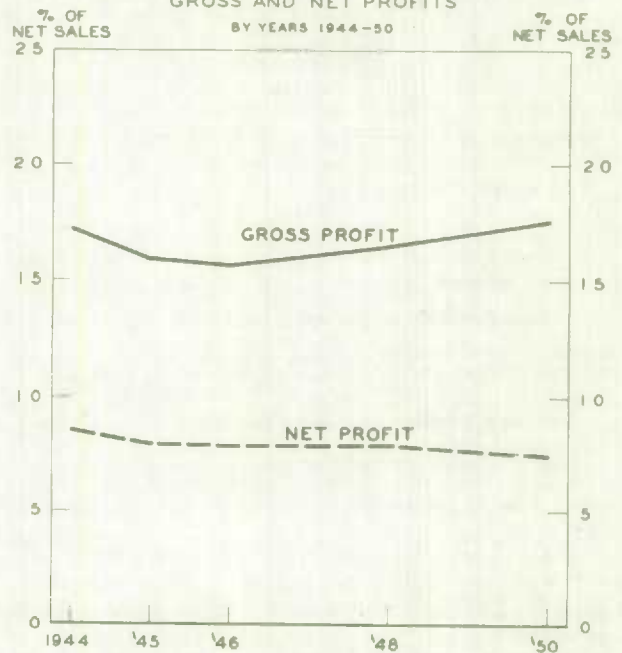


TABLE 22. Tobacco Stores - Operating Results by Sales Volume and Occupancy Basis, 1950

Item	Owued			Rented				
	Stores with annual net sales of			Stores with annual net sales of				
	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	Under \$10,000	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Number of stores reporting	12	41	14	11	44	124	50	8
Average net sales per store	\$ 16,205	\$ 30,621	\$ 60,477	7,751	16,135	31,769	64,866	134,135
Average cost of goods sold	\$ 13,519	\$ 25,367	\$ 50,131	5,915	13,222	26,466	53,130	105,165
Average beginning inventory.....	\$ 1,555	\$ 3,442	\$ 7,011	925	1,595	2,844	6,890	14,902
Average inventory, end of year.....	\$ 1,732	\$ 3,630	\$ 7,522	1,009	1,683	3,160	7,453	14,524
Stock turnover (times per year).....	823	717	690	812	807	882	741	715

TABLE 22. Tobacco Stores — Operating Results by Sales Volume and Occupancy Basis, 1950 — Concluded

Item	Owned			Rented				
	Stores with annual net sales of			Stores with annual net sales of				
	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	Under \$10,000	\$10,000 to \$19,999	\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over
Profit and Loss Data (Per cent of net sales)								
Gross profit.....	16.57	17.15	17.10	23.69	18.05	16.69	18.09	21.60
Operating expenses:								
Employees' salaries and wages.....	1.65	3.70	4.34	1.02	2.43	2.92	5.46	9.35
Taxes.....	.81	.71	.81	.54	.30	.28	.22	.33
Insurance.....	.31	.32	.39	.28	.22	.22	.25	.38
Rent.....	—	—	—	7.76	3.78	2.49	1.97	2.82
Heat, light and power.....	1.02	.84	.77	1.34	.82	.52	.41	.63
Repairs and maintenance.....	.53	.52	.36	.26	.27	.29	.26	.45
Depreciation allowances.....	.57	.98	.82	.10	.37	.42	.59	.50
Store supplies.....	.38	.36	.43	.26	.39	.42	.33	.95
Advertising.....	.05	.19	.12	.19	.10	.15	.34	.79
Bad debts — written off.....	.02	.04	—	—	.01	.02	—	.01
(Less) amount recovered.....	—	—	—	—	—	—	—	—
Net bad debt loss.....	.02	.04	—	—	.01	.02	—	.01
All other expenses.....	.43	1.26	1.22	1.77	.71	.82	1.17	1.84
Total operating expenses.....	5.77	8.92	9.26	13.52	9.40	8.55	11.00	18.05
Net trading profit before deduction of proprietors' salaries and income tax.....	10.80	8.23	7.84	10.17	8.65	8.14	7.09	3.55

TABLE 23. Tobacco Stores — Financial Structure of Unincorporated Stores by Size and Occupancy December 31, 1950

Item ¹ (Average per store)	Owned			Rented			
	Stores with annual net sales of		Total	Stores with annual net sales of			Total
	\$20,000 to \$49,999	\$50,000 to \$99,999		\$20,000 to \$49,999	\$50,000 to \$99,999	\$100,000 and over	
Assets							
Current assets:							
Cash on hand and in bank.....	1,819	3,521	2,206	1,249	2,557	2,520	1,743
Accounts and notes receivable (net).....	68	458	156	68	186	3,255	286
Merchandise inventory.....	4,327	8,307	5,231	3,476	7,922	14,556	5,536
Other current assets:							
Government bonds and securities.....	1,059	2,416	1,367	250	417	300	306
Prepaid expenses.....	3	53	15	17	111	190	57
Total current assets.....	7,276	14,755	8,975	5,060	11,193	20,821	7,928
Fixed assets (net):							
Used in the business.....	8,897	13,957	10,047	1,095	1,866	12,501	1,988
Not used in the business.....	2,132	2,409	2,195	507	519	544	513
Total net fixed assets.....	11,029	16,366	12,242	1,602	2,385	13,045	2,501
Other assets:							
Investments of a permanent nature.....	802	—	620	86	1,540	5,689	871
Other, such as goodwill.....	428	160	367	289	776	9,141	946
Total other assets.....	1,230	160	987	375	2,316	14,830	1,817
Total assets.....	19,535	31,281	22,204	7,037	15,894	48,696	12,246
Liabilities							
Current liabilities—accounts and notes payable.....	1,349	5,472	2,286	1,797	4,565	17,376	2,569
Fixed liabilities—mortgages on fixed assets:							
Used in the business.....	3,709	2,647	3,468	205	50	13,533	307
Not used in the business.....	708	1,100	797	32	—	—	20
Other liabilities.....	346	610	406	119	1,274	—	485
Total liabilities.....	6,112	9,829	6,957	2,153	5,889	30,909	4,981
Net worth:							
Proprietor's or partners' equity in the business.....	13,423	21,452	15,247	4,884	10,005	17,787	7,265
Total liabilities and net worth.....	19,535	31,281	22,204	7,037	15,894	48,696	12,246
Number of stores reporting.....	34	10	44	77	40	7	124
Average net sales of stores reporting.....	31,782	60,848	38,387	32,668	64,682	133,840	48,706

1. See definitions on page 5 for more detail.

STATISTICS CANADA LIBRARY
BIBLIOTHÈQUE STATISTIQUE CANADA



1010732675