

17.—Annual Indexes of Wholesale Trade Sales, by Economic Area and by Kind of Business, 1945-52

(1935-39=100. Exclusive of Newfoundland)

Economic Area and Kind of Business	1945	1946	1947	1948	1949	1950	1951	1952	P. C. Change 1951-52
Maritime Provinces.....	235.0	257.6	282.3	290.4	285.2	296.6	320.6	..	..
Quebec.....	191.5	223.4	255.5	263.1	258.1	274.4	298.4	..	..
Ontario.....	206.9	245.9	275.8	287.7	299.6	315.8	349.3	..	..
Prairie Provinces.....	198.2	243.6	261.1	273.5	294.5	307.8	337.0	..	..
British Columbia.....	226.5	271.9	314.6	333.8	332.1	351.4	404.5	..	..
Totals, Wholesale Trade.	205.4	244.0	272.0	283.2	291.3	307.3	338.6	362.2	+ 7.0
Automotive equipment...	242.8	334.0	369.8	379.9	397.6	429.4	509.3	561.9	+10.3
Drug.....	222.1	245.2	254.6	281.8	305.5	312.2	348.4	371.8	+6.7
Clothing.....	186.3	229.3	255.4	265.1	248.2	248.0	253.0	263.3	+4.1
Footwear.....	224.0	279.4	300.8	286.8	281.9	283.0	328.8	349.2	+6.2
Dry goods.....	161.9	197.5	244.5	264.7	240.4	245.9	249.3	243.1	-2.5
Fruit and vegetable.....	262.4	291.2	274.7	237.2	263.0	271.4	290.9	329.8	+13.4
Grocery.....	180.2	208.9	244.2	254.0	257.0	275.0	305.0	315.4	+3.4
Hardware.....	212.0	277.4	325.0	359.7	374.9	404.5	455.5	446.9	-1.9
Tobacco and confectionery	258.1	296.9	317.1	354.8	372.8	381.4	411.9	429.1	+4.2

Operating Results of Wholesalers.—Ten wholesale trades concentrated in the consumer goods field, eight of which are comparable with those covered in the sales indexes series, are represented in the statistics on operations of wholesalers in 1951. This is the third of a biennial series on the operations of wholesalers begun in 1947.

18.—Operating Results of Selected Wholesale Trades, 1951

NOTE.—All figures except stock turnover are percentages of net sales.

Kind of Business	Cost of Goods Sold	Gross Profit	Selling Expense	Warehouse and Delivery Expense	Administrative and General Expense	Net Operating Profit ¹	Stock Turnover Rate ²
	p. c.	p. c.	p. c.	p. c.	p. c.	p. c.	No.
Grocery.....	92.04	7.96	1.41	2.33	3.27	0.95	10.11
Fruit and vegetable.....	88.73	11.27	1.90	4.35	4.08	0.94	39.09
Tobacco and confectionery...	92.45	7.55	2.05	1.53	2.66	1.31	17.24
Dry goods.....	83.04	16.96	4.94	2.22	6.70	3.10	4.33
Piece goods.....	84.81	15.19	4.54	1.84	7.43	1.38	3.36
Footwear.....	85.93	14.07	4.55	2.26	7.01	0.25	4.25
Automotive parts and accessories.....	74.71	25.29	7.31	3.84	9.32	4.82	4.54
Hardware.....	79.51	20.49	4.00	2.80	6.96	6.73	3.86
Plumbing and heating supplies	82.22	17.78	2.98	2.43	6.56	5.81	6.77
Drug.....	86.57	13.43	2.18	2.68	6.09	2.48	5.60

¹ Before addition of miscellaneous income or deductions of miscellaneous expense and income tax.
² Times per year—cost of goods sold divided by the average of beginning and year-end inventories.

Owing to the respective peculiarities of the ten trades for which results are shown, the operating profit and expense items expressed as percentages of net sales vary greatly. The gross profit ratio, or mark-up factor, ranged from 7.6 p. c. in the tobacco and confectionery trade to 25.3 p. c. in the automotive parts and accessories trade. Reference to the stock turnover rates indicates the reason for comparatively low mark-up factors in the food-trade group. The high rates of stock turnover that occurred in the food industry group are both a cause and effect of low gross profit ratios. Conversely, those trades with comparatively high gross profit ratios showed lower stock turnover rates.