

Operating Results of Independent Retail Stores.—Figures for 1956 for twenty kinds of business are contained in Table 8. Separate ratios are shown for unincorporated and incorporated businesses. Salaries of proprietors of unincorporated stores are included in net profit while salaries of executives of incorporated stores form part of the expense item of salaries and wages. This study is made biennially.

8.—Operating Ratios of Independent Retail Stores, by Kind of Business, 1956

(Percentage of Net Sales)

Kind of Business	Cost of Goods Sold	Gross Profit	Salaries and Wages ¹	Occupancy Expenses ²	Total Operating Expenses ³	Net Profit before Income Tax ⁴
Unincorporated						
Grocery.....	85.24	14.76	2.55	3.56	8.67	6.09
Combination.....	84.60	15.40	4.38	3.10	10.65	4.75
Meat.....	80.39	19.61	5.47	3.48	12.73	6.88
Confectionery.....	81.02	18.98	3.20	5.82	11.01	7.97
Fruits and vegetables.....	80.61	19.39	3.94	4.69	12.07	7.32
Men's clothing.....	71.83	28.17	6.20	5.92	17.31	10.86
Family clothing.....	73.46	26.54	7.14	5.50	17.52	9.02
Women's clothing.....	71.71	28.29	7.78	6.49	19.56	8.73
Family shoe.....	70.57	29.43	7.46	6.42	18.18	11.25
General stores.....	84.84	15.16	3.28	3.07	9.00	6.16
Furniture.....	73.92	26.08	5.75	5.40	17.79	8.29
Household appliances, radio and television sets.....	74.38	25.62	7.59	4.42	18.27	7.35
Hardware.....	74.21	25.79	7.26	4.72	16.43	9.36
Restaurants.....	59.23	40.77	16.98	10.99	32.14	8.63
Fuel dealers.....	78.88	21.12	3.04	2.48	15.69	5.43
Drug.....	69.74	30.26	8.62	5.19	18.14	12.12
Jewellery.....	59.17	40.83	9.47	8.34	24.85	15.98
Tobacco.....	81.31	18.69	3.72	5.29	10.78	7.91
Filling stations.....	79.24	20.76	6.35	4.88	13.79	6.97
Garages.....	66.44	33.56	12.88	6.17	23.29	10.27
Incorporated						
Men's clothing.....	69.24	30.76	14.90	5.85	27.14	3.62
Family clothing.....	69.68	30.32	15.71	4.78	27.05	3.27
Women's clothing.....	68.22	31.78	15.85	7.02	28.61	3.17
Family shoe.....	66.51	33.49	18.13	6.55	30.40	3.09
Hardware.....	73.08	26.92	14.38	4.17	23.84	3.08
Furniture.....	72.05	27.95	13.33	4.94	25.58	2.37
Household appliances, radio and television sets.....	74.50	25.50	12.75	3.64	23.22	2.28
Fuel dealers.....	77.87	22.13	6.96	2.18	19.75	2.38
Drug.....	67.24	32.76	18.37	5.13	28.30	4.46
Jewellery.....	55.77	44.23	21.74	7.68	39.13	5.10

¹ Excludes delivery and, for unincorporated stores, also excludes proprietors' salaries. ² Includes taxes and insurance, light, heat and power, repairs, maintenance, depreciation (except on delivery equipment) and rentals on rented premises. ³ Includes salaries and wages and occupancy expenses. ⁴ Includes, for unincorporated stores, proprietors' salaries or withdrawals.

Motor Vehicle Sales.—Fewer new motor vehicles were sold in 1957 than in 1956, passenger car sales being down 6.4 p.c. and trucks and buses 16.8 p.c. The over-all value of vehicles sold was 8.3 p.c. lower than the record level of the previous year.

9.—Retail Sales of New Motor Vehicles, 1948-57

Year	Passenger Cars		Trucks and Buses		Totals	
	No.	\$	No.	\$	No.	\$
1948.....	145,655	282,903,958	75,645	156,313,030	221,300	439,216,988
1949 ¹	202,318	412,297,863	84,023	176,426,822	286,341	588,724,685
1950.....	324,903	661,673,944	104,792	223,995,095	429,695	885,669,039
1951.....	275,686	683,182,846	109,962	266,976,665	385,648	950,159,511
1952.....	292,095	725,168,000 ¹	108,682	278,495,000 ¹	400,777	1,003,663,000 ¹

¹ Newfoundland included from 1949.