

**Operating Results of Wholesalers.**—The latest survey of operating results of wholesalers, which show for certain trades operating expenses and profits in ratio to net sales, is for the year 1957. Summary data obtained at that survey are given in Table 2; detailed information for individual trades is given in DBS bulletins.

**2.—Operating Results of Selected Wholesale Trades, 1957**

(Percentage of Net Sales)

| Kind of Business                                  | Gross Profit | Selling Expense | Ware-house and Delivery Expense | Administrative and General Expense | Net Operating Profit | Net Non-trading Income | Net Profit before Income Tax |
|---|--------------|-----------------|---------------------------------|------------------------------------|----------------------|------------------------|------------------------------|
| Grocery.....                                      | 6.84         | 1.11            | 2.15                            | 3.12                               | 0.46                 | 0.59                   | 1.05                         |
| Fruits and vegetables.....                        | 12.14        | 1.85            | 5.27                            | 4.17                               | 0.85                 | 0.32                   | 1.17                         |
| Tobacco and confectionery.....                    | 6.73         | 1.89            | 1.67                            | 2.82                               | 0.35                 | 0.22                   | 0.57                         |
| Dry goods.....                                    | 16.04        | 5.26            | 3.21                            | 6.43                               | 1.14                 | 0.57                   | 1.71                         |
| Piece goods.....                                  | 17.21        | 4.97            | 2.53                            | 8.04                               | 1.67                 | 0.51                   | 2.18                         |
| Footwear.....                                     | 13.60        | 3.35            | 2.29                            | 6.50                               | 1.46                 | 0.76                   | 2.22                         |
| Automotive parts and accessories.....             | 25.36        | 7.20            | 5.07                            | 9.83                               | 3.26                 | 0.65                   | 3.91                         |
| Hardware.....                                     | 20.05        | 4.82            | 3.54                            | 8.36                               | 3.33                 | 0.10                   | 3.43                         |
| Plumbing and heating supplies.....                | 16.97        | 3.84            | 3.02                            | 7.18                               | 2.93                 | —                      | 2.93                         |
| Drug.....   | 11.79        | 1.75            | 3.31                            | 5.28                               | 1.45                 | 0.56                   | 2.01                         |
| Household appliances and electrical supplies..... | 18.93        | 5.10            | 2.01                            | 8.36                               | 3.46                 | 0.15                   | 3.61                         |

**Subsection 2.—Retail Trade**

The trend of retail trade is one of the best general indicators of the economic condition of the country. It is through retail stores that most goods are ultimately sold and such sales reflect the financial strength of the consumer except in times of short supply. The estimated value of retail sales nearly doubled in the ten years 1949-58. Estimates, not adjusted for price changes, are shown by province in Table 3 for 1930 and 1941-58 and by kind of business for the latest five years in Table 4.

**3.—Retail Trade, by Province, 1930 and 1941-58**

NOTE.—Figures for 1931-40 are given in the 1957-58 Year Book, p. 938.

| Year      | Atlantic Provinces <sup>1</sup> | Quebec     | Ontario    | Manitoba   | Saskatchewan | Alberta    | British Columbia <sup>2</sup> | Canada <sup>3</sup> |
|-----------|---------------------------------|------------|------------|------------|--------------|------------|-------------------------------|---------------------|
|           | \$'000,000                      | \$'000,000 | \$'000,000 | \$'000,000 | \$'000,000   | \$'000,000 | \$'000,000                    | \$'000,000          |
| 1930..... | 197                             | 646        | 1,091      | 188        | 188          | 175        | 251                           | 2,736               |
| 1941..... | 279                             | 820        | 1,388      | 193        | 189          | 228        | 318                           | 3,415               |
| 1942..... | 301                             | 876        | 1,447      | 206        | 201          | 243        | 346                           | 3,619               |
| 1943..... | 319                             | 913        | 1,488      | 220        | 219          | 266        | 362                           | 3,786               |
| 1944..... | 351                             | 976        | 1,574      | 243        | 249          | 296        | 404                           | 4,093               |
| 1945..... | 387                             | 1,081      | 1,774      | 269        | 279          | 329        | 455                           | 4,573               |
| 1946..... | 491                             | 1,342      | 2,265      | 338        | 341          | 416        | 593                           | 5,787               |
| 1947..... | 564                             | 1,621      | 2,721      | 407        | 410          | 504        | 737                           | 6,963               |
| 1948..... | 607                             | 1,792      | 3,067      | 466        | 473          | 611        | 818                           | 7,835               |
| 1949..... | 734                             | 1,872      | 3,294      | 523        | 538          | 697        | 874                           | 8,532               |
| 1950..... | 822                             | 2,183      | 3,715      | 567        | 571          | 777        | 982                           | 9,617               |
| 1951..... | 899                             | 2,443      | 4,130      | 610        | 659          | 854        | 1,100                         | 10,693              |
| 1952..... | 982                             | 2,635      | 4,383      | 651        | 764          | 939        | 1,177                         | 11,532              |
| 1953..... | 1,018                           | 2,756      | 4,616      | 677        | 845          | 987        | 1,228                         | 12,128              |
| 1954..... | 1,025                           | 2,798      | 4,634      | 637        | 758          | 964        | 1,249                         | 12,066              |
| 1955..... | 1,127                           | 3,006      | 5,115      | 669        | 748          | 1,035      | 1,412                         | 13,112              |
| 1956..... | 1,211                           | 3,322      | 5,499      | 700        | 812          | 1,159      | 1,594                         | 14,298              |
| 1957..... | 1,234*                          | 3,521      | 5,663      | 726        | 855          | 1,211      | 1,616                         | 14,826*             |
| 1958..... | 1,290                           | 3,647      | 5,934      | 754        | 914          | 1,275      | 1,631                         | 15,444              |

<sup>1</sup> Newfoundland included from 1949.

<sup>2</sup> Includes the Yukon and Northwest Territories.

<sup>3</sup> Totals are not the exact addition of the components because of rounding of the figures.