

Operating Results of Independent Retail Stores.—Operating results in the form of ratios to net sales are shown in Table 8 for eight trades. This series, formerly alternated with one for retail chain stores, is now on a biennial basis within the independent store category, i.e., one-half of the trades were surveyed for 1958 as shown in Table 8 and the remaining selected trades were surveyed for 1959; results for the latter were not available at the time of printing. They include the following kinds of business: furniture, household appliances, hardware, restaurants, fuel dealers, drug, jewellery, tobacco, filling stations and garages.

8.—Operating Ratios of Independent Retail Stores, by Kind of Business, 1958

(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.....	84.9	15.1	2.5	4.0	9.2	5.9
Combination.....	84.9	15.1	4.2	3.2	10.7	4.4
Meat.....	80.9	19.1	5.5	3.5	13.0	6.1
Confectionery.....	80.8	19.2	3.3	6.2	11.7	7.5
Fruits and vegetables.....	81.0	19.0	4.0	4.7	12.5	6.5
Men's clothing.....	71.4	28.6	6.6	5.9	18.2	10.4
Family clothing.....	72.9	27.1	7.4	6.0	18.7	8.4
Women's clothing.....	71.2	28.8	7.5	7.2	20.3	8.5
Family shoe.....	70.7	29.3	7.5	6.1	18.1	11.2
General stores.....	85.2	14.8	3.2	3.2	9.0	5.8
Incorporated						
Men's clothing.....	69.1	30.9	15.6	6.0	28.2	2.7
Family clothing.....	69.4	30.6	15.3	5.1	28.1	2.5
Women's clothing.....	68.1	31.9	17.0	6.9	30.4	1.5
Family shoe.....	66.8	33.2	17.3	6.7	29.8	3.4

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.

New Motor Vehicle Sales.—Retail sales of new motor vehicles reached their peak level in 1956, dropping 5.9 p.c. in 1957 and an additional 0.3 p.c. in 1958. In the latter year, trucks and buses declined 10.8 p.c. in number with a corresponding decrease in value but, while new passenger car sales dropped 1.4 p.c. in number, their value rose by 2.1 p.c.

9.—Retail Sales of New Motor Vehicles, 1949-58

Year	Passenger Cars		Trucks and Buses		Totals	
	No.	\$	No.	\$	No.	\$
1949.....	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	108,682	278,495,000	400,777	1,003,663,000
1953.....	359,172	899,726,000	103,354	262,745,000	462,526	1,162,471,000
1954.....	310,546	797,554,000	72,082	191,964,000	382,628	989,518,000
1955.....	386,962	1,023,351,000	78,716	232,539,000	465,678	1,255,890,000
1956.....	408,233	1,128,640,000	91,688	326,735,000	499,921	1,455,375,000
1957.....	382,023	1,087,620,000	76,276	281,311,000	458,299	1,368,931,000
1958.....	376,723	1,110,724,000	68,046	254,742,000	444,769	1,365,466,000