

**Operating Results of Independent Retail Stores.**—The trades included in the independent retail store classification are divided into two groups, which are surveyed in alternate years. Operating ratios given in Table 7 are therefore for 1958 or 1959 as indicated.

**7.—Operating Ratios of Independent Retail Stores, by Kind of Business, 1958 or 1959**

(Percentage of net sales)

| Kind of Business           | Cost of Goods Sold | Gross Profit | Salaries and Wages <sup>1</sup> | Occupancy Expenses <sup>2</sup> | Total Operating Expenses <sup>3</sup> | Net Profit before Income Tax <sup>4</sup> |
|----------------------------|--------------------|--------------|---------------------------------|---------------------------------|---------------------------------------|---|
| <b>1958</b>                |                    |              |                                 |                                 |                                       |   |
| <b>Unincorporated</b>      |                    |              |                                 |                                 |                                       |   |
| Grocery.....               | 84.9               | 15.1         | 2.5                             | 4.0                             | 9.2                                   | 6.5                                       |
| Combination.....           | 84.9               | 15.1         | 4.2                             | 3.2                             | 10.7                                  | 4.8                                       |
| Meat.....                  | 80.9               | 19.1         | 5.5                             | 3.5                             | 13.0                                  | 6.6                                       |
| Confectionery.....         | 80.8               | 19.2         | 3.3                             | 6.2                             | 11.7                                  | 8.1                                       |
| Fruits and vegetables..... | 81.0               | 19.0         | 4.0                             | 4.7                             | 12.5                                  | 7.0                                       |
| Men's clothing.....        | 71.4               | 28.6         | 6.6                             | 5.9                             | 18.2                                  | 11.1                                      |
| Family clothing.....       | 72.9               | 27.1         | 7.4                             | 6.0                             | 18.7                                  | 9.6                                       |
| Women's clothing.....      | 71.2               | 28.8         | 7.5                             | 7.2                             | 20.3                                  | 9.1                                       |
| Family shoe.....           | 70.7               | 29.3         | 7.5                             | 6.1                             | 18.1                                  | 11.8                                      |
| General stores.....        | 85.2               | 14.8         | 3.2                             | 3.2                             | 9.0                                   | 6.2                                       |
| <b>Incorporated</b>        |                    |              |                                 |                                 |                                       |   |
| Men's clothing.....        | 69.1               | 30.9         | 15.6                            | 6.0                             | 28.2                                  | 3.2                                       |
| Family clothing.....       | 69.4               | 30.6         | 15.3                            | 5.1                             | 28.1                                  | 3.8                                       |
| Women's clothing.....      | 68.1               | 31.9         | 17.0                            | 6.9                             | 30.4                                  | 2.6                                       |
| Family shoe.....           | 66.8               | 33.2         | 17.3                            | 6.7                             | 29.8                                  | 3.7                                       |
| <b>1959</b>                |                    |              |                                 |                                 |                                       |   |
| <b>Unincorporated</b>      |                    |              |                                 |                                 |                                       |   |
| Drug.....                  | 68.4               | 31.6         | 8.8                             | 5.4                             | 18.9                                  | 13.6                                      |
| Filling station.....       | 77.7               | 22.3         | 7.2                             | 5.0                             | 14.7                                  | 8.0                                       |
| Garage.....                | 66.8               | 33.2         | 12.4                            | 6.1                             | 22.6                                  | 11.2                                      |
| Fuel.....                  | 77.6               | 22.4         | 5.4                             | 2.6                             | 16.8                                  | 6.2                                       |
| Hardware.....              | 73.0               | 27.0         | 7.6                             | 5.1                             | 17.7                                  | 10.4                                      |
| Furniture.....             | 72.8               | 27.2         | 6.1                             | 5.5                             | 18.8                                  | 9.0                                       |
| Appliance and radio.....   | 70.3               | 29.7         | 9.7                             | 5.3                             | 22.6                                  | 8.5                                       |
| Jewellery.....             | 58.0               | 42.0         | 10.1                            | 8.7                             | 26.3                                  | 16.6                                      |
| Restaurant.....            | 59.8               | 40.2         | 16.9                            | 11.2                            | 32.4                                  | 8.4                                       |
| <b>Incorporated</b>        |                    |              |                                 |                                 |                                       |   |
| Drug.....                  | 67.0               | 33.0         | 19.0                            | 5.6                             | 29.9                                  | 3.8                                       |
| Jewellery.....             | 62.2               | 37.8         | 19.5                            | 7.5                             | 35.9                                  | 2.8                                       |
| Fuel.....                  | 76.4               | 23.6         | 8.4                             | 2.6                             | 20.7                                  | 3.5                                       |
| Hardware.....              | 72.1               | 27.9         | 16.6                            | 4.7                             | 26.9                                  | 1.8                                       |
| Furniture.....             | 73.7               | 26.3         | 13.3                            | 5.4                             | 27.1                                  | 1.1                                       |
| Appliance and radio.....   | 74.7               | 25.3         | 13.2                            | 3.7                             | 24.3                                  | 2.0                                       |

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

**New Motor Vehicle Sales.**—Sales of new motor vehicles reached an all-time high in 1959. The 502,626 vehicles sold at \$1,540,168,000 exceeded the former high level of 1956 by 2,705 units and \$84,793,000.