

**9.—Operating Ratios of Independent Retail Stores, by Kind of Business  
1959 or 1960—concluded**

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>1960</b>						
<b>Unincorporated</b>						
Grocery.....	84.6	15.4	2.4	4.0	9.2	6.8
Combination.....	84.6	15.4	4.3	3.3	10.9	4.9
Meat.....	79.8	20.2	5.8	3.6	13.7	7.0
Confectionery.....	80.1	19.9	3.1	6.1	11.5	9.6
Fruits and vegetables.....	80.3	19.7	4.5	5.0	12.9	7.3
Men's clothing.....	71.2	28.8	6.8	6.7	19.4	10.0
Family clothing.....	73.4	26.6	7.0	6.0	18.0	9.3
Women's clothing.....	70.1	29.9	8.5	7.6	21.8	8.7
Family shoe.....	70.0	30.0	7.7	6.5	19.1	11.8
General stores.....	84.6	15.4	3.1	3.4	9.4	6.6
<b>Incorporated</b>						
Men's clothing.....	68.5	31.5	16.1	6.3	30.0	2.0
Family clothing.....	69.5	30.5	15.9	4.8	28.4	3.5
Women's clothing.....	67.5	32.5	16.8	7.2	30.6	2.9
Family shoe.....	65.9	34.1	19.1	6.1	31.1	3.1

<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 a peak in 1960 when 523,188 vehicles valued at \$1,574,827,000 were sold. Preliminary figures for 1961 indicate a drop of 2.5 p.c. in number of vehicles sold and of 1.7 p.c. in value compared with 1960.

**10.—Retail Sales of New Motor Vehicles, 1952-61**

Year	Passenger Cars		Trucks and Buses		Totals	
	No.	\$	No.	\$	No.	\$
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
1959.....	425,038	1,240,961,000	77,588	299,207,000	502,626	1,540,168,000
1960.....	447,771	1,289,073,000	75,417	285,754,000	523,188	1,574,827,000
1961 <sup>a</sup> .....	435,987	1,286,888,000	74,160	261,365,000	510,147	1,548,253,000

**Farm Implement Sales.**—Sales of new farm machinery also reached a peak in 1960 when they amounted to \$217,465,000, a figure 2.5 p.c. above the 1959 total. Increases reported by the Atlantic Provinces, Manitoba and Saskatchewan more than counter-balanced decreased sales in the other provinces.

In addition to the amount spent on new machinery, \$41,312,625 was spent in 1960 for repair parts, which was 6.2 p.c. more than the amount so spent in 1959.