

more retail stores in the same kind of business under the same legal ownership. Department stores are classified as chains even if occasionally they do not meet exactly this definition. Independent retailers are defined as those who operate one to three stores, although they may be affiliated with a larger retail organization.

Table 17.2 provides data on the retail sales of chain and independent stores by kind of business in the years 1982-85, with percentage changes for 1985 over 1984 and for 1983 over 1982. Throughout the four-year period, independent retailing has held its predominance in the automotive sector (independent motor vehicle dealers accounting for 98.5% of total motor vehicle sales in 1985), as well as in other major groups such as grocery, confectionery and sundries stores, and pharmacies, patent medicines and cosmetics stores. Chain store merchandising has been dominant in combination food stores (supermarkets), as well as in general merchandise and variety stores, and has substantially increased its market share in clothing and shoe stores. Sales of family clothing chains have, for example, increased from 52.8% in 1982 to 67.1% of the total sales of all family clothing stores in 1985.

Total sales of independent retailers in 1985 were \$75.1 billion, while chain store sales amounted to \$54.3 billion. Over a four-year period, independent retailers have gradually increased their market share from 56.2% of total retail trade in 1982 to 58.0% in 1985.

17.1.2 Department stores

Department stores are known as general merchandise stores carrying different lines of commodities such as clothing, furniture, appliances and home furnishings, with no single category of merchandise representing more than 50% of total sales revenue. Within a retail location goods are usually displayed in separate departments and the accounting is done on a departmental basis.

Table 17.4 shows data on department store sales for the period 1982 to 1985. With sales in 1985 of \$12.0 billion, department stores represented the third largest component of the retail trade sector. Faced with strong competition from the specialty chain stores in recent years, the market share held by department stores has declined from 10.5% in 1982 to 9.3% in 1985. Junior department stores, defined as retailing entities selling the same wide range of

