

Each of the three expense classifications showed wide ranges when expressed as ratios of net sales. Selling expenses ranged from 1.4 p.c. in the grocery trade to 7.3 p.c. in the automotive parts and accessories trade; warehouse and delivery expense from 1.5 p.c. in tobacco and confectionery to 4.4 p.c. in the fruit and vegetable trade; and general and administrative expenses from 2.7 p.c. in the tobacco and confectionery trades to 9.3 p.c. in the automotive parts and accessories trade. Hardware wholesalers netted the highest operating profit ratio of 6.7 p.c. and footwear wholesalers showed the lowest net operating profit ratio of 0.3 p.c.

### Subsection 2.—Retail Trade Statistics

From Canadian fields and farms, forests, mines, stockyards, factories and mills, and from foreign lands through Canadian Atlantic and Pacific seaports, goods travel through innumerable channels to converge finally on the retail outlets before being dispersed again, but this time in small parcels made up to individual tastes for the consumer trade. Thus, the retailer occupies an important place between producer and consumer and, in a real sense, is the keystone of the distribution arch, for it is through retail outlets that every necessary operation of production for consumption is brought to its intended conclusion.

**Retail Sales.**—Retail sales are available for the census years 1930, 1941 and 1951. Estimated sales for 1952, revised to the 1951 Census results, are also shown in Table 19. Sales of \$10,661,000,000 in 1951 were more than three times the 1941 figure of \$3,442,000,000. These figures are not adjusted for price changes.

#### 19.—Retail Trade, by Province and by Kind of Business, 1930, 1941, 1951 and 1952

Province and Kind of Business	1930	1941	1951	1952
	\$'000,000	\$'000,000	\$'000,000	\$'000,000
Maritime Provinces <sup>1</sup> .....	198	283	892	978
Quebec.....	651	819	2,438	2,663
Ontario.....	1,100	1,407	4,115	4,388
Manitoba.....	189	211	608	645
Saskatchewan.....	189	187	654	762
Alberta.....	177	221	855	944
British Columbia <sup>2</sup> .....	252	314	1,099	1,195
<b>Totals.....</b>	<b>2,756</b>	<b>3,442</b>	<b>10,661</b>	<b>11,575</b>
Grocery and combination stores.....	405	567	1,900	2,039
Meat stores.....	78	80	176	164
Country general stores.....	208	215	519	546
Department stores.....	355	378	915	996
Variety stores.....	44	85	196	214
Motor-vehicle dealers.....	251	360	1,889	2,119
Garages and filling stations.....	114	205	474	504
Men's clothing stores.....	72	80	202	209
Family clothing stores.....	42	74	193	203
Women's clothing stores.....	50	71	193	204
Shoe stores.....	36	44	111	116
Hardware stores.....	71	73	227	235
Lumber and building material dealers.....	66	80	358	380
Furniture stores.....	41	64	146	178
Appliance and radio stores.....	52	46	210	254
Restaurants.....	75	127	433	457
Fuel dealers.....	86	99	231	235
Drug stores.....	77	101	248	267
Jewellery stores.....	27	38	105	116
Tobacco stores.....	31	43	78	89
Other.....	575	612	1,856	2,049

<sup>1</sup> Includes Newfoundland in 1951 and 1952.

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