1. Percentage of Wholesalers in Proportion to Total Number of Wholesale and Retail Stores

The total number of stores conducting wholesale trade as of May 1, 1986 was 31,016. Of these, 8,210 were general wholesale dealers, representing 26.5% of which were incorporated stores. The number of persons employed in wholesale stores was 321 persons per store. By size, 25.5% of wholesale stores had 1 to 2 employees; 25.5% had 3 to 4 employees; 25.5% had 5 to 6 employees; 25.5% had 7 to 10 employees, and 25.5% had more than 20 employees.

In the region where wholesale stores were most concentrated was Tokyo Prefecture, followed by Osaka Prefecture, then Chiba Prefecture, and so on. For wholesale stores, accounting for 21.5% of the total number.

The ratio of the number of wholesalers in the total number of stores was 20%. By necessity, at least one wholesale store existed in every local region.

1. Sales Per Store in Wholesale Trade

The sales per store engaged in wholesale trade during the one-year period from May 1, 1984 through April 30, 1985 were valued at 301,610,000 yen, an increase of 11.5% compared with the figures obtained in the preceding survey carried out in 1984. The annual sales per person engaged in wholesale trade were valued at 107,812,000 yen.

By municipality, sales were highest in Tokyo Prefecture, followed by Osaka Prefecture, and then Chiba Prefecture. In Hokkaido Prefecture, sales were valued at 89,292,000 yen. In addition, 30.5% of sales in stores with an annual sales exceeding 10,000,000 yen.

1. Sales in Wholesale Trade

The sales in wholesale trade for the one-year period from May 1, 1984 to April 30, 1985 were valued at 8,210,000,000 yen, an increase of 72.5% from 1982 when the preceding survey took place.

By category, the highest sales ranking was with toys, with 3,728,000,000 yen, accounting for 46.7% of the national total, followed by Osaki with 4,969,000,000 yen, accounting for 59.5% of the national total sales figure.

2. Sales Per Store in Wholesale Trade

The sales per store engaged in wholesale trade during the one-year period from May 1, 1984 to April 30, 1985, were valued at 301,610,000 yen, an increase of 11.5% from the figures obtained in the preceding survey carried out in 1984. The sales in Osaki were almost equivalent in amount to those of Toyo in 1986, accounting for 96.9% of the total sales, and a little over 50% of the sales of Tokyo in 1985.

2. Sales in Retail Trade

The sales in retail trade for the one-year period from May 1, 1984 to April 30, 1985, were valued at 1,258,000,000,000 yen, an increase of 8.3% from the figures obtained in the preceding survey carried out in 1984. The sales in Toyo and Osaka Prefecture, accounted for 15.3% of the total sales.

By municipality, the highest ranking was in Tokyo Prefecture, followed by Osaka Prefecture, and then Chiba Prefecture. In Skikoku Prefecture, sales were valued at 91,258,000 yen.

3. Sales in Large-Scale Retail Stores

The number of first-class-large-scale retail stores as of June 1, 1986 was 372 department stores, 157 department stores, 19 machinery stores, 16 retail stores, 56 retail stores, and 2,500 specialty stores.

As of May 1, 1986, the number of first-class-large-scale retail stores was 3,890, a rise of 1% from 1985. Their total floor space measured 11,698,000 square feet, an increase of 5.4%, amounting to 22,437,000 square feet in the total number of retail stores.

The number of stores maintaining an establishment within a first-class large-scale retail store, which specialty designated large-scale stores 0.5 square feet, with floor space equal to more than 1,200 square feet, was 56%, accounting for 34.7% of the total number of stores. Of these, 75% were incorporated stores. The stores performing within a first-class large-scale retail store, which with floor space less than 1,200 square feet, accounted for 25% of the total number of stores, and those with 1,200 square feet accounted for 4.9%.

The annual sales of these stores were 9,500,000,000 yen, an increase of 34.7% from the figures obtained in the preceding survey carried out in 1984. The annual sales of these stores exceeded 100,000,000 yen accounting for 35% of the total proceeds by retailers.

In regard to the sales efficiency of the stores operating within the first-class large-scale retail stores, the annual sales per store were valued at 500,000,000 yen, whereas the gross profit margin varied from 7% to 10% among such stores as 7.5% to 10%.

4. Sales in Retail Trade

The proceeds in retail trade for the one-year period from May 1, 1984 to April 30, 1985, were valued at 1,258,000,000,000 yen, an increase of 8.3% from the figures obtained in the preceding survey carried out in 1984. The annual sales per person engaged in retail trade was valued at 95,800,000 yen.

In regard to the proceeds by line of business, department stores conducted sales valued an average value of 172,700,000 yen; all-regular department stores valued 46,800,000 yen; supermarket stores valued 20,900,000 yen; and specialty stores valued 49,400,000 yen.

In regard to the proceeds by line of business, department stores conducted sales valued an average value of 172,700,000 yen; all-regular department stores valued 46,800,000 yen; supermarket stores valued 20,900,000 yen; and specialty stores valued 49,400,000 yen.

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