

**LEGISLATIVE ASSEMBLY OF THE
NORTHWEST TERRITORIES
6TH COUNCIL, 37TH SESSION**

TABLED DOCUMENT NO. 1-37

TABLED ON

JUNE 27, 1968



PLEASE QUOTE

FILE.....

GOVERNMENT OF THE NORTHWEST TERRITORIES
CANADA

Yellowknife, June 14, 1968.

S.M. HODGSON,
COMMISSIONER.

Sir:

Herewith is the Fourteenth Annual Report of the Northwest Territories Liquor System covering the fiscal year ending March 31, 1968 showing growth in sales and net profits as follows:

	<u>1966-67</u>	<u>1967-68</u>	<u>Growth \$ and %</u>
Sales	\$3,143,242	\$3,463,042	\$319,800 = 10.2%
Net Profit	1,440,521	1,707,097	266,576 = 15.7%

The greater increase in net profits as compared to sales is a reflection of the general price increase of 9% which was introduced April 1, 1967.

Respectfully submitted,

T.C. Robinson,
Superintendent of Northwest
Territories Liquor System.

W.A. Gamble,
Territorial Treasurer.

GENERAL INFORMATION

Buildings and Equipment

The Liquor System continued to occupy six stores owned by the F.W.T. Government.

For the third year emergency repairs were made to the Norman Wells store to make it habitable for the winter pending its removal to a new site. Plans to construct a new store were cancelled due to what appeared to be excessively high bids received. It is expected that removal of or renovations to this store will be completed in 1968.

A need for extensive re-insulation of the Butler building used as a store/warehouse in Inuvik became apparent in the late winter.

All other store buildings required only routine maintenance.

At the end of this period five employees were occupying Government accommodation, four in Yellowknife, one in Fort Smith.

Premises were rented in Fort Simpson to accommodate the beer store opened in February 1968.

Outlets

The Liquor System operated during this period:

Five liquor stores on a full time basis, in Yellowknife, Fort Smith, Hay River, Inuvik and Probysher Bay.

One liquor store (Norman Wells) on a part time basis of 3 days per week.

One beer store (Fort Simpson) on a part time basis of 3 days per week.

One liquor agency at Canada Tungsten, the mine management acting as agent.

One beer agency in Rankin Inlet, the Hudson's Bay Company being the agent.

The following licences were issued during this period:

Cocktail Lounges	Hotels	- - - - -	7
	Clubs	- - - - -	13
Dining Lounges		- - - - -	7
Beer Parlour		- - - - -	5
Guest Room		- - - - -	8
Annual Special		- - - - -	23
Special Licences		- - - - -	-1006

Personnel

Twenty one permanent positions have been established for the Liquor System and all positions were filled during this period.

The turnover among staff was kept to a minimum and all changes resulted from promotions within the Territorial Public Service.

Sales

From the following tables 1 and 2, it will be seen that:

- (a) the average annual increase in sales revenue from the fiscal year ending March 1962 through to March 1967 was 11.8%.
- (b) the increase in sales revenue for the 1967-68 fiscal year was 10.2%.

TABLE 1

	<u>Sales</u>	<u>Net Profit</u>	<u>Gross Profit of sales</u>	<u>Net Profit of sales</u>	<u>Increase in sales</u>
1962	\$1,765,366.	\$ 808,098.	49.3%	45.8%	10.0%
1963	1,874,577.	848,552.	48.1%	45.3%	6.1%
1964	2,153,287.	985,572.	48.7%	45.8%	14.8%
1965	2,353,258.	1,059,927.	48.0%	45.0%	9.3%
1966	2,669,435.	1,226,278.	49.9%	45.9%	13.4%
1967	3,143,242.	1,440,521.	50.8%	45.8%	17.7%
1968	3,438,903.24	1,706,747.34	53.7%	49.3%	10.2%

TABLE 2

<u>Area</u>	<u>Sales</u>	<u>Net Profit</u>	<u>Profit of sales</u>	<u>Profit of sales</u>	<u>Change in sales</u>	<u>Sales of total sales</u>
Yellowknife	\$1,136,018.	\$573,497.	55.4	49.8	17.2	32.8
Ft. Smith	366,294.	184,809.	57.2	50.5	4	10.6
Hay River	765,719.	376,818.	54.7	49.2	4.1	22.1
Inuvik	585,733.	282,438.	53.2	48.2	5.1	16.9
Norman Wells	187,145.	40,473.	56.9	47.6	dec 6.5	2.5
Prob. Bay	398,788.	194,670.	53.3	48.8	23.0	11.5
Churchill	20,368.	7,005.		35.0	74.2	.6
Tungsten	50,942.	10,974.		21.4	.1	1.5
Rankin Inlet	32,608.	3,423.		10.5	dec 2.9	.9
Port Simpson	16,329.	4,024.	32.3	24.7		.5
Mail orders	2,261.	783.		35.6		.06

A general price increase of 9% became effective 1 April 1967, the first such increase since 1960. It would appear that the increase in sales revenue due to other causes such as population increase during the period under report was in the neighbourhood of 1%.

Following is a summary of the sales by bottles during the years immediately preceding and following this last general increase.

		<u>1966-67</u>	<u>1967-68</u>	
Spirits	- Domestic	168,815	167,025	- 1,790
	- Imported	<u>62,062</u>	<u>51,417</u>	- 10,645
		<u>230,877</u>	<u>218,442</u>	- 12,435
Wines	- Domestic	80,377	87,932	+ 7,555
	- Imported	<u>10,721</u>	<u>13,164</u>	+ 2,443
		<u>91,098</u>	<u>101,096</u>	+ 9,998
Beer & ale	3,472,195 289,349	3,449,976 291,664	+ 2,315 doz.	

From this summary it can be seen that following the increase;

- (a) sales of the relatively more expensive imported liquors dropped by 10,645 bottles compared to a drop of 1,790 bottles of domestic spirits. Net increase in number of bottles sold 5.3%
- (b) sales of imported wines (again the more expensive) increased by 2,443 bottles, domestic wines by 7,555 bottles. Net increase in number of bottles sold 10.9%
- (c) beer sales increased by less than one percent

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NORTHWEST TERRITORIES LIQUOR SYSTEM

PROFIT AND LOSS STATEMENT

1 April 1967 - 31 March 1968

SALES:

Spirits	\$ 1,674,866.33
Wine	285,923.10
Beer & ale	<u>1,502,252.35*</u>
	\$ 3,463,041.78
LESS: Discounts	<u>24,138.54</u>

NET SALES: \$ 3,438,903.24

COST OF SALES:

Inventory 1 April 1967 \$ 387,149.37

PURCHASES:

Spirits	\$ 944,180.17
Wine	103,882.69
Ale & beer	<u>630,501.10</u>

\$ 1,678,563.96

LESS: Refunds

2,443.51

1,676,120.45

Brokerage

2,656.58

Freight

\$ 232,702.33

LESS: Refunds

243.23

232,459.10

\$ 2,298,385.52

LESS: Inventory 31 March 1968

718,626.32**

1,379,759.20

GROSS PROFIT ON SALES:

\$ 1,859,144.04

- * Includes \$8,625.00 (sales discount and storage allowance) deducted by Hay River licences from purchase price of beer.
- * Includes \$4,891.27 as 15% of Gross Sales deducted by Hudson's Bay Company at Rankin Inlet for handling.
- ** Includes \$20,875.21 inventory in transit which is not shown on the individual store statements.

GROSS PROFIT ON SALES:

\$ 1,850,144.04

LESS: ADMINISTRATION EXPENDITURES -

Salaries & wages	\$ 40,013.48
Medical travel	112.00
Business travel	4,222.08
Telephone & telegraph	1,477.45
Staff housing	40.28
Postage	458.00
Office supplies	1,625.07
Sundries	271.02
Equipment	591.18
Holiday travel	830.28
Maintenance	357.95
Power	26.46

\$ 50,025.25

STORE EXPENDITURES -

Yellowknife	\$ 56,673.25
Port Smith	24,719.32
Hay River	41,861.72
Inuvik	29,320.99
Norman Wells	7,996.82
Probisher Bay	18,047.82
Churchill	47.10
Canada Tungsten	316.80
Port Simpson	1,240.67

180,224.48

230,249.73

\$ 1,628,894.31

OTHER REVENUE:

Special licences	\$ 5,030.00
Import licence fees	46,409.15
Licence fees	19,746.34
Rentals	2,308.00
Holiday travel refunds	765.00
Travel refunds	871.46
Misc. revenue	774.94
1966 - 1967 refunds	2,298.14

78,203.03

NET PROFIT FOR THE PERIOD

\$ 1,707,097.34

* This amount includes \$863.65 staff removal expense.

CERTIFIED CORRECT:


A. Pouchak, Accountant.

YELLOWKNIFE STORE
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	551,174.10
Wine		94,345.60
Beer & ale		<u>491,398.50</u>
	\$	1,136,918.20
LESS: Discounts		<u>5,312.71</u>

\$ 1,131,605.49

COST OF SALES:

Inventory 1 April 1967	\$	78,910.96
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PURCHASES:

Spirits	\$	374,355.82
Wine		41,036.25
Beer & ale		<u>199,174.18</u>
	\$	614,566.25
LESS: Refunds		<u>316.82</u>

614,249.43

Brokerage		1,230.01
Freight	\$	74,269.65

LESS: Refunds		<u>243.23</u>
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74,026.42

Stock transfers from:		
Fort Smith	\$	161.20
Hay River		4,147.32
Norman Wells		34.48
Frobisher Bay		<u>13.11</u>

4,376.11

\$ 772,792.93

Inventory 31 March 1968	\$	252,625.38
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Stock transferred to:

Fort Smith		3,840.65
Hay River		10,431.18
Inuvik		1,632.00
Norman Wells		<u>2,828.60</u>

271,357.81

501,435.22

GROSS PROFIT ON SALES:

\$ 630,170.37

LESS: Operating Expense

Salaries & wages	\$	38,933.24
Staff Bonding		40.28
Telephone & telegraph		378.44
Office Supplies		350.30
Store supplies & material		1,560.42
Equipment		179.44
Deliveries		5,526.24
Holiday travel allowance		2,046.98
Stock insurance		3,619.54
Sundry		<u>3.00</u>

\$ 52,639.88

Maintenance	\$	779.50
Power		1,180.99
Fuel		1,996.89
Water & sewer		<u>75.99</u>

4,033.37

56,673.25

NET PROFIT:

\$ 573,497.12

PORT ENITH STORE
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	163,272.35
Wine		63,281.40
Beer & ale		<u>139,741.10</u>
	\$	366,294.85
LESS: Discounts		<u>1,398.75</u>

\$ 364,896.10

COST OF SALES:

Inventory 1 April 1967 \$ 55,318.52

PURCHASES:

Spirits	\$	71,244.43
Wine		11,645.62
Beer & ale		<u>56,809.18</u>
	\$	139,699.23
LESS: Refunds		<u>42.40</u>

139,656.83

Brokerage 327.15

Freight 19,428.54

Stock transferred from:

Yellowknife	\$	3,840.65
Ray River		<u>2,864.48</u>
		6,705.13

\$ 221,436.17

Inventory 31 March 1968 \$ 65,511.01

Stock transferred to:

Yellowknife	181.20
Ray River	<u>376.42</u>
	66,068.63

155,367.54

GROSS PROFIT ON SALES:

\$ 209,528.56

LESS: Operating Expense

Salaries & wages	\$	16,794.05
Telephone & telegraph		239.80
Staff bonding		16.11
Postage		3.00
Office supplies		195.77
Store supplies & material	1,238.41	
Equipment		4.85
Deliveries	1,458.38	
Holiday travel allowance		296.00
Stock insurance	1,116.72	
Sundry		<u>10.00</u>

\$ 21,373.09

Maintenance	\$	266.71
Power		682.59
Fuel		2,311.52
Water & sewer		<u>85.41</u>

3,346.23

24,719.32

NET PROFIT:

\$ 184,809.24

HAY RIVER STONE
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	311,046.10	
Wine		69,064.85	
Beer & ale		<u>285,608.35</u>	
	\$	765,719.30	
LESS: Discounts		<u>9,144.38</u>	\$ 756,574.92

COST OF SALES:

Inventory 1 April 1967	\$	74,809.21
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PURCHASES:

Spirits	\$	155,642.44	
Wine		26,006.62	
Beer & ale		<u>159,075.76</u>	
	\$	340,724.82	
LESS: Refunds		<u>932.78</u>	
		339,792.04	
Brokerage		425.72	
Freight		43,628.16	
Stock transfers from:			
Yellowknife	\$	10,431.18	
Fort Smith		<u>376.42</u>	
		10,807.60	

Inventory 31 March 1968	\$	122,691.31	\$ 469,462.73
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Stock transferred to:

Yellowknife	4,147.32	
Fort Smith	2,864.48	
Inuvik	<u>1,865.40</u>	
	131,568.51	

GROSS PROFIT ON SALES

LESS: Operating expenses

Salaries & wages	\$	28,268.91	
Business travel		159.20	
Medical travel		110.00	
Staff bonding		32.22	
Telephone & telegraph		389.15	
Postage		18.00	
Office supplies		274.10	
Store supplies & materials		1,122.79	
Equipment		866.12	
Holiday travel allowance		540.50	
Delivery discount		519.37	
Stock insurance		1,559.22	
Sundry		8.00	
Building insurance		<u>3,831.11</u>	
	\$	37,698.69	
Maintenance	\$	371.78	
Power		2,588.15	
Fuel		1,131.60	
Water & sewer		<u>71.50</u>	
		4,163.03	

NET PROFIT:

41,861.72
\$ 376,818.98

* Includes \$8,625.00 (sales discount and storage allowance)
Deducted by Hay River licencees from purchase price of beer.

INUVIK STORE
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	303,114.05
Wine		26,237.05
Beer & ale		<u>256,382.00</u>

LESS: Discounts	\$	585,733.10
		<u>1,419.09</u>

CONT OF SALES: \$ 584,314.02

Inventory 1 April 1967	\$	90,136.05
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PURCHASES:

Spirits	\$	159,932.92
Wine		4,853.31
Beer & ale		<u>113,126.73</u>

LESS: Refunds	\$	277,912.96
		<u>139.69</u>

277,773.27

Brokerage

273.45

Freight

40,008.89

Stock transfers from:

Yellowknife	\$	1,652.00
Hay River		1,865.40
Norman Wells		<u>977.04</u>

4,474.44

\$ 412,666.10

Inventories 31 March 1968	138,348.80
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Stock transferred to:
Norman Wells

1,762.75

140,111.55

272,554.55

311,759.47

GROSS PROFIT ON SALES:

LESS: Operating expenses:

Salaries & wages	\$	16,121.01
Staff bonding		16.11
Telephone & telegraph		333.36
Postage		18.42
Office supplies		217.44
Store supplies & materials		640.76
Equipment		263.68
Deliveries		1,721.78
Holiday travel allowance		1,489.00
Stock insurance		1,917.84
Sundry		<u>2.25</u>

22,741.65

Maintenance	\$	1,052.23
Power		1,177.10
Fuel		4,230.00
Water & sewer		<u>120.00</u>

6,579.33

NET PROFIT:

29,320.98

\$ 282,438.49

NORMAN WELLS STORE
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	60,221.00	
Wine		2,413.90	
Beer & ale		<u>22,510.90</u>	
	\$		85,145.80

COST OF SALES:

Inventory 1 April 1967	\$	10,728.47	
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PURCHASES:

Spirits	\$	10,214.85	
Wine		752.37	
Beer & ale		<u>9,897.40</u>	
	\$	29,864.62	

LESS: Refunds		<u>35.97</u>	
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29,828.65

39.52

Freight		4,127.69	
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Stock transfers from:			
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Yellowknife	\$	2,828.60	
Inuvik		<u>1,762.75</u>	

4,591.35

\$ 49,315.68

Inventory 31 March 1968		11,628.41	
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Stock transfers to:

Yellowknife		34.48	
Inuvik		<u>977.04</u>	

12,639.93

GROSS PROFIT ON SALES

36,675.75

48,470.05

LESS: Operating expenses:

Salaries & wages	\$	4,907.97	
Business Travel		418.00	
Postage		10.00	
Staff bonding		8.05	
Office supplies		153.89	
Store supplies & materials		97.79	
Equipment		72.00	
Stock insurance		275.25	
Sundry		<u>5.00</u>	

5,947.95

Maintenance	\$	82.70	
Power		1,440.24	
Fuel		360.93	
Water & sewer		<u>165.00</u>	

2,048.87

NET PROFIT:

7,996.8240,473.23

PROBISHER BAY STORE
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	234,165.15	
Wine		26,790.70	
Beer & ale		<u>137,792.40</u>	
	\$		398,748.25

COST OF SALES:

Inventory 1 April 1967	\$	70,016.98	
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PURCHASES:

Spirits	\$	118,414.23	
Wine		6,494.76	
Beer & ale		<u>54,530.00</u>	

	\$	179,438.99	
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LESS: Refunds		<u>951.49</u>	
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178,487.50

Brokerage		360.73	
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Freight		<u>32,597.17</u>	
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282,462.38

Inventory 31 March 1968	\$	96,419.48	
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Stock transfers to:

Yellowknife		<u>13.11</u>	
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96,432.59

186,029.79

GROSS PROFIT ON SALES:

\$ 212,718.46

LESS: Operating expense:

Salaries & wages	\$	9,238.13	
Business travel		999.85	
Staff bonding		8.06	
Telephone & telegraph		243.05	
Holiday travel		1750.00	
Postage		14.00	
Office supplies		193.80	
Store supplies & materials		538.57	
Equipment		2,027.52	
Deliveries		46.50	
Stock insurance		<u>1,251.05</u>	

\$ 15,310.59

Power		645.61	
Fuel		1,906.54	
Water & sewer		<u>185.08</u>	

2,737.2318,047.82

NET PROFIT:

\$ 194,670.64

CHURCHILL
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	18,489.23	
Wine		1,807.50	
Beer		<u>71.40</u>	
	\$		20,368.13

COST OF SALES:

PURCHASES:

Spirits	\$	11,508.85	
Wine		918.32	
Beer		<u>21.25</u>	
	\$	12,448.42	
Freight		<u>866.50</u>	
			<u>13,314.92</u>
	\$		7,053.21
Office supplies			<u>67.10</u>
NET PROFIT:	\$		<u>7,006.11</u>

CANADA TUNGSTEN
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	31,678.30	
Wine		1,427.10	
Beer & ale		<u>19,809.60</u>	
	\$	52,915.00	
LESS: Discounts		<u>1,972.35*</u>	
	\$		50,942.65

COST OF SALES:

Inventory 1 April 1967	\$	4,274.54	
PURCHASES:			
Spirits	\$	24,176.24	
Wine		1,682.40	
Beer & ale		<u>14,188.80</u>	
	\$	40,047.44	
LESS: Refunds		<u>24.36</u>	
			40,023.08
Freight		<u>1,829.16</u>	
	\$	46,126.78	
Inventory 31 March 1968		<u>6,475.82</u>	
			<u>39,650.96</u>
			11,291.69
Office supplies	\$	26.93	
Stock insurance		<u>289.87</u>	
			<u>316.80</u>
NET PROFIT:	\$		<u>10,974.89</u>

* 4% of Gross sales paid to Canada Tungsten Ltd.,
to cover outlet's operating expense.

EASTERN ARCTIC
PROFIT AND LOSS STATEMENT

SALES:

Spirits	\$	1,706.05	
Wine		<u>555.00</u>	
			\$ 2,261.05

COST OF SALES:

PURCHASES:

Spirits	\$	1,160.64	
Wine		<u>285.08</u>	
			\$ 1,445.72
Freight		<u>31.97</u>	

1,477.69

NET PROFIT:

\$ 783.36

RANKIN INLET
PROFIT AND LOSS STATEMENT

SALES:

Beer & ale	\$	32,608.50
LESS: Discounts		<u>4,891.27*</u>
		\$ 27,717.23

COST OF SALES:

Inventory 1 April 1967	\$	2,954.66
PURCHASES:		
Beer & ale	\$	16,485.00
Freight		<u>8,905.10</u>

25,390.10

28,344.76

Inventory 31 March 1968

4,050.9024,293.86

NET PROFIT:

\$ 3,423.37

- * Includes \$4,891.27, as 15% of Gross sales deducted by Hudson's Bay Company at Rankin Inlet for handling.

FORT SIMPSON STORE
PROFIT AND LOSS STATEMENT

SALES:

16,320.60

COST OF SALES:

PURCHASES:

Beer \$ 7,192.80

Freight 3,872.00

\$ 11,064.80

Salaries \$ 412.08

Postage 3.00

Office supplies 39.12

Equipment 93.29

Stock insurance 68.35

Store rent 300.00

Store maintenance 324.831,240.6712,305.47

NET PROFIT:

\$ 4,024.13

NORTHWEST TERRITORIES LIQUOR SYSTEM
COMPARATIVE STATEMENT OF OPERATIONS
YEARS ENDING 31 MARCH 1967 AND 1968

	<u>1967</u>	<u>1968</u>
Sales:		
Wine	21,562,106.17	21,674,866.33
Ales & Beer	227,091.05	245,923.10
	<u>1,344,045.20</u>	<u>1,502,352.35</u>
	<u>\$3,143,242.46</u>	<u>\$3,463,041.78</u>
Gross profit from sales	\$1,586,008.22	\$1,850,344.04
Less: Import fees	28,621.50	46,409.15
Special licences	4,680.00	5,030.00
Refunds:		
Travel	548.33	1,636.46
Miscellaneous	117.80	774.94
Previous year	1,191.25	2,298.14
Rentals:		
Housing purchase payments:	4,360.84	2,308.00
Licences fees	1,920.84	
	<u>21,716.66</u>	<u>19,746.34</u>
	<u>\$1,640,245.44</u>	<u>\$1,927,347.07</u>

Less: Operating expenses -

Administration:

Salaries	\$ 38,244.36	\$ 40,013.48
Liability	1.79	
Bonding	31.12	40.28
Travel - business	3,670.64	4,222.08
Telephone & telegraph	1,020.97	1,477.45
Postage	418.17	458.00
Supplies - office	1,669.65	1,625.07
Sundries	351.70	271.02
Equipment	950.42	591.18
Office maintenance	641.85	357.95
Power	24.00	26.46
Outstanding advances	250.00	
Holiday travel	1,456.00	830.28
Medical travel		112.00

Staff Housing:

Yellowknife	1,753.90	
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STORES:

Yellowknife	54,360.29	56,673.25
Fort Smith	22,131.20	24,719.32
Hay River	23,340.95	41,861.72
Inuvik	34,105.72	29,320.98
Norman Wells	6,470.96	7,996.82
Profisher Bay	17,606.50	18,047.82
Churchill		47.10
Canada Tungsten	224.37	316.80
Fort Simpson		<u>1,240.67</u>
	<u>\$ 208,724.56</u>	<u>\$ 230,249.73</u>

NET PROFIT FOR THE YEAR:

<u>\$1,440,520.88</u>	<u>\$1,707,097.34</u>
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YELLOWKNIFE STORE

	<u>1967</u>	<u>1968</u>
SALES:		
Spirits	\$ 461,671.40	\$ 551,174.10
Wine	71,278.65	94,345.60
Ale & beer	<u>436,932.85</u>	<u>491,398.50</u>
	\$ <u>969,882.90</u>	\$ <u>1,136,918.20</u>
Gross profit from sales	\$ 495,183.31	\$ 630,170.37
Rentals:	2,025.34	
Refunds	<u>523.64</u>	
	\$ <u>497,732.29</u>	\$ <u>630,170.37</u>
LESS: Operating expenses		
Salaries	\$ 37,388.06	\$ 38,933.24
Bonding	31.12	40.28
Telephone & telegraph	133.20	378.44
Postage	5.00	
Holiday travel	2,464.00	2,046.98
Supplies - office	628.24	350.30
Supplies & materials	1,498.34	1,560.42
Equipment	81.54	179.44
Stock insurance	3,347.43	3,619.54
Deliveries	5,349.75	5,526.24
Maintenance	100.60	779.50
Power	991.89	1,180.99
Fuel	1,955.48	1,996.89
Water & sewer	176.85	75.99
Miscellaneous	95.00	5.00
Liability insurance	1.79	
Medical travel	112.00	
Overages:		
Maintenance	248.81	
Power	278.62	
Fuel	1,029.49	
Water & sewer	119.98	
Insurance	77.00	
	\$ <u>56,114.19</u>	\$ <u>56,673.25</u>
NET PROFIT:	\$ <u>441,618.10</u>	\$ <u>573,497.12</u>

PORT SMITH STORE

	<u>1967</u>	<u>1968</u>
SALES:		
Spirits	\$ 161,637.00	\$ 163,272.35
Wine	61,204.40	63,281.40
Ale & beer	<u>144,838.20</u>	<u>139,741.10</u>
	\$ 367,769.60	\$ 366,294.85
Gross profit from sales	\$ 197,274.26	\$ 209,528.56
Rentals	1,375.50	
Misc. refund	<u>100.15</u>	
	\$ 198,749.91	\$ 209,528.56
LESS: Operating expenses-		
Salaries	\$ 15,806.36	\$ 16,794.05
Liability insurance	1.79	
Bonding	12.44	16.11
Telephone & telegraph	283.65	239.80
Postage	20.00	3.00
Supplies - office	262.13	195.77
Supplies & materials	301.67	1,238.41
Stock insurance	1,229.96	1,116.72
Delivery Discount	1,597.50	1,458.38
Store - maintenance	67.20	266.71
- power	552.48	682.59
- fuel	1,424.28	2,311.52
- water & sewer	142.24	85.41
Equipment	69.50	4.85
Sundry		10.00
Holiday travel	<u>360.00</u>	<u>296.00</u>
	\$ 22,131.20	\$ 24,719.32
NET PROFIT FOR YEAR	\$ <u>176,618.71</u>	\$ <u>184,809.24</u>

HAY RIVER STORE

	<u>1967</u>	<u>1968</u>
SALES:		
Spirits	\$ 337,207.45	\$ 311,046.10
wine	67,279.55	69,064.85
Ale & beer	<u>330,984.45</u>	<u>385,608.35</u>
	\$ <u>735,471.45</u>	\$ <u>765,719.30</u>
Gross profit from sales	\$ 389,474.72	\$ 418,680.70
Previous year's revenue	- 73.91	
	\$ <u>389,548.63</u>	\$ <u>418,680.70</u>
LESS: Operating expenses:		
Medical travel	\$	\$ 110.00
Salaries	17,604.49	28,268.91
Liability insurance	1.79	
Staff bonding	12.44	32.22
Telephone & telegraph	331.85	389.15
Postage	13.75	18.00
Supplies - office	539.53	274.10
Supplies & materials	414.54	1,122.79
Stock insurance	1,811.24	1,559.22
Delivery discounts		519.37
Store - maintenance	148.25	371.78
- power	603.30	2,588.15
- fuel	550.47	1,131.60
- water & sewer	112.00	71.50
Relief vendor	341.05	
Buildings insurance		3,831.11
Sundry		8.00
Equipment	128.25	866.12
Holiday travel	728.00	540.50
Business travel		159.20
	\$ <u>23,340.95</u>	\$ <u>41,861.72</u>
NET PROFIT:	\$ <u>366,207.68</u>	\$ <u>376,818.98</u>

INUVIK STORE

	<u>1967</u>	<u>1968</u>
SALES:		
Spirits	\$ 287,851.35	\$ 303,114.05
Wine	16,584.40	26,237.05
Ale & beer	<u>252,662.15</u>	<u>256,382.00</u>
	\$ <u>557,097.90</u>	\$ <u>585,733.10</u>
Gross profit from sales	\$ 267,444.87	\$ 311,759.47
Miscellaneous Revenue	3.70	
	<u>\$ 267,448.57</u>	<u>\$ 311,759.47</u>
LESS: Operating expenses:		
Salaries	\$ 14,673.26	\$ 16,121.01
Liability	11.78	
Staff bonding	12.44	16.11
Telephone & telegraph	229.13	333.36
Postage	3.00	18.42
Supplies - office	408.04	217.44
Supplies & materials	327.19	640.76
Stock insurance	2,050.76	1,917.84
Delivery discount	2,504.94	1,721.78
Store - maintenance	3,903.95	1,052.23
- power	1,535.92	1,177.10
- water & sewer	150.00	120.00
- fuel	5,235.00	4,230.00
Relief vendor	902.63	
Equipment	523.68	263.68
Holiday travel	1,644.00	1,489.00
Sundry	2.25	2.25
	<u>\$ 34,105.72</u>	<u>\$ 29,320.98</u>
NET PROFIT:	<u>\$ 233,342.85</u>	<u>\$ 282,438.49</u>

NORMAN WELLS STORE

	<u>1967</u>	<u>1968</u>
SALES:		
Spirits	\$ 62,006.20	\$ 60,221.00
Wine	3,463.45	2,413.00
Ale & beer	<u>25,638.55</u>	<u>22,510.00</u>
	\$ <u>91,108.20</u>	\$ <u>85,145.80</u>
 Gross profit from sales	 \$ 49,618.39	 \$ 48,470.05
	\$ <u>49,618.39</u>	\$ <u>48,470.05</u>
 LESS: Operating expenses:		
Salaries	\$ 4,105.89	\$ 4,907.97
Bonding	.62	8.05
Liability insurance	17.78	10.00
Postage	26.90	10.00
Sundries	25.00	10.00
Supplies & materials	58.37	97.79
Equipment	16.80	72.00
Stock insurance	360.01	275.25
Supplies - office	87.19	153.89
Sundry	5.00	5.00
Store - maintenance	32.57	82.70
- power	1,122.73	1,440.24
- fuel	306.50	360.93
- water & sewer	111.00	165.00
Holiday travel	210.00	418.00
Business travel & relieving	418.00	418.00
	\$ <u>6,470.96</u>	\$ <u>7,996.82</u>
 NET PROFIT:	 \$ <u>43,147.43</u>	 \$ <u>40,473.23</u>

FROBISHER BAY STORE

	<u>1967</u>	<u>1968</u>
Sales:		
Spirits	\$ 208,401.50	\$ 234,165.15
Wine	14,148.70	26,790.77
Ale & beer	<u>101,681.80</u>	<u>137,792.40</u>
	\$ <u>324,232.00</u>	\$ <u>398,748.25</u>
Gross profit from sales	\$ 163,301.75	\$ 212,718.46
Warehouse rent	960.00	
Refunds	584.85	
	\$ <u>164,846.61</u>	\$ <u>212,718.46</u>
LESS: Operating expenses:		
Salaries	\$ 9,592.90	\$ 9,238.13
Liability insurance	1.78	8.06
Staff bonding	6.22	
Telephone & telegraph	169.45	243.05
Postage	9.00	14.00
Supplies - office	200.39	193.86
Material - store	318.10	538.57
Stock insurance	1,182.09	1,251.05
Delivery allowance	655.80	46.50
Store - maintenance	202.05	
- power	680.75	645.61
- fuel	1,558.93	1,906.54
- water & sewer	322.00	185.08
Business travel & relief vendor	1,712.87	999.85
Holiday travel	750.00	750.00
Equipment	244.17	2,027.52
	\$ <u>17,606.50</u>	\$ <u>18,047.82</u>
NET PROFIT:	\$ <u>147,240.11</u>	\$ <u>194,670.64</u>

CHURCHILL

	<u>1967</u>	<u>1968</u>
ALSO:		
Spirits	\$ 10,605.60	\$ 18,489.23
Wine	1,039.55	1,807.50
Ale	<u>34.65</u>	<u>71.40</u>
	\$ <u>11,679.80</u>	\$ <u>20,368.13</u>
NET PROFIT:	\$ <u>3,944.98</u>	\$ <u>7,006.11</u>

CANADA TUBGS 1ER

1967

1968

SALES:

Spirits	\$ 31,471.45	\$ 31,678.30
Wine	1,008.45	1,427.10
Ale & beer	17,692.00	19,809.60
	<u>50,172.80</u>	<u>52,915.00</u>

NET PROFIT:

\$ 8,723.33\$ 10,074.89

EASTERN ARCTIC & HARKIN INLET19671968

SALES:

Spirits
Wine
Ale

\$	1,254.24
	993.90
	<u>33,579.65</u>
\$	<u>35,827.79</u>

\$	1,706.05
	555.00
	<u>32,608.50</u>
\$	<u>34,869.55</u>

NET PROFIT

\$	<u>10,898.23</u>
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\$	<u>4,206.73</u>
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