

## CHAPTER 10.—WOMEN'S-APPAREL CHAINS

### CONTENTS

	Page
Introduction.....	133
Definition of chains.....	133
Divisions in which the chains operate.....	134
Expenses and employment.....	134
Central-office administrative expense.....	135
Credit business.....	135
Sales by commodities.....	135

### TABLES

Store operating expenses.....	138
Summary of sales by size-classes and types of operation.....	138
Employment and wage facts.....	138
Breakdown of sales by commodities.....	140
Credit sales.....	142
Central-office administrative expense.....	142
Unit growth of women's ready-to-wear chains.....	143
Territory covered by women's-apparel chains.....	144

# RETAIL DISTRIBUTION BY WOMEN'S-APPAREL CHAINS

---

## INTRODUCTION

Women's-apparel chains have become increasingly a factor in the ready-to-wear field in the last few years, until at the time of the census there were 221 chains operating 2,132 stores, with total sales of \$292,228,825. Of this number 219 are analyzed in this report. The majority are local chains operating in or around some one city, and 113 such local chains do \$64,886,980 of business annually in 711 stores. Sectional chains, of which there are 73, with 597 units, show sales of \$108,601,346, and 16 national chains report sales of \$87,744,325 in 492 stores. Seventeen of the 219 organizations are leased-department chains, operating units on a leased basis in 292 stores, and do a total business of \$21,245,192. The annual sales in these leased ready-to-wear departments average \$72,757 per store.

## DEFINITION OF CHAINS

Not all multiunit organizations are chains. A single-store independent which adds one or two branch stores becomes a local multiunit independent rather than a chain. If a small group of stores is built up around a larger central parent store, and merchandised largely from the stocks of the parent store, it is still not a chain, but merely a local branch system. It becomes a chain only when the number of its branches is increased to the point where it is no longer possible to merchandise them from the parent store, and a separate central merchandising organization is necessary.

This report covers the chains of women's-apparel shops in which ready-to-wear apparel predominates, although other lesser lines are handled. A breakdown of sales by commodities is included in the report. Chains which specialize in accessories other than ready-to-wear are not included, and will be reported separately whenever there are sufficient chains to justify a trade report. The stores covered by the present report are shown in the city reports under the classification known as women's and children's ready-to-wear specialty shops.

Local chains, of which there are 113, are those which operate all or substantially all of their units in and around one city. Sectional chains operate all or substantially all of their units in one main section of the country, such as the Pacific coast, or the New England States, or the Gulf Southwest. There are 73 such chains. National chains are those whose interests are broader than those of any one section, and whose units are located in two or more sections of the country, and often in a majority of the States. There are 16 national chains in the women's-apparel field. Leased-department chains operate their units as departments in stores of other names, usually department stores and women's specialty stores. Although the most numerous of the leased-department chains are in the millinery field, nevertheless there are 17 separate leased-department chains in the apparel field operating 292 units and doing a business of \$21,245,192 per year.

In addition to the leased-department chains, the census report divides the apparel chains into five size-classes according to the number of units operated, and shows for each of these classes the number of chains, the number of units, and the annual sales, divided further into local, sectional, and national chains.

### DIVISIONS IN WHICH THE CHAINS OPERATE

A special study has been made to show territorial coverage, of the various chains in this field. Of the local chains, 82 operate entirely in one of the nine census divisions, and 16 operate in more than one, caused by the fact that these 16 operate in cities whose surrounding territory is in other States.

Of the sectional chains, 23 operate entirely in one census geographic division and 35 operate in more than one division, but never in more than two, again caused by the location of important cities near division lines.

The national chains all operate, of course, in more than one division. As a matter of fact, 4 operate in all divisions, 5 operate in 5 divisions, 3 operate in 4 divisions, and 1 operates in 3 divisions.

A schedule is included in this report showing the number of chains and the number of units operating in each division, in the case of local and sectional chains; and in the case of national chains, showing the number of divisions in which each class of chain operates.

The schedule shows also the divisions in which the leased department chains operate.

### EXPENSES AND EMPLOYMENT

The computation of expenses includes no return on capital invested in merchandise, fixtures, or accounts. It makes no allowance for administrative services of proprietors, except at the wage rate of the average full-time employee. Income taxes may have been included in some cases, although every effort was made to exclude them from reported expenses. Expenses do not include, of course, the cost of merchandise sold, nor profit.

The fact that more than one-fifth of the units were opened in 1929 undoubtedly affects the expense rate that is shown for that year.

Operating expense in the stores, with such proportion of central merchandising expense as may be allocated to the stores, is shown to average, for all chains, 29.87 per cent of total sales. The Census Bureau reports this with the important qualification that it is not believed to include all central office expenses, but that it is the best expense figure which can be compiled in view of the wording of the questionnaires which was inadequate when applied to chains.

The 219 chains which operate the 2,092 stores employ the full-time services of 4,708 men and 24,102 women; employ on part time, 329 men and 4,797 women. The full-time pay roll, including commissions paid, is \$33,857,613, and the part-time pay roll is \$1,593,465. The average salary paid to full-time employees of the apparel chains is shown to be \$1,175 per year. Rent is \$18,887,140. The sales of \$282,477,843 require a stock investment at cost of \$27,994,529. Total store-operating expenses of the group are shown to be \$84,388,020, which expense does not include central-office expenses. Central-office expenses are reported by only 46 chains, which do 26 per cent of the total business, but these 46 chains show that the salary expenses of the central organization are 3.4 per cent of such chains' sales. What part of this has been charged to stores' operating expenses was not reported. This per cent varies in the different size classes from 2.61 to 5.72 per cent.

The table headed "Stores' Operating Expenses" shows, on line 5, only the clerk-value of proprietors' services. This is in line with retail census practice. Although in this report the amount is small and might have been disregarded, it is included in the interest of consistency, because in some kinds of business the substitution of proprietors for paid employees (proprietors are not included in the count of employees, nor is their compensation included in reported pay roll) is a substantial element affecting the comparability of expense as between proprietor-

ships and incorporated companies. Since proprietors own their businesses and their compensation is in fact the earnings derived from their ability to manage profitably, rather than their drawing accounts, there is no sound basis for measuring their services as a class. The expense is included only to the extent of their clerk-services, as measured by the average salary paid to full-time employees. Proprietors' services as executives or administrators are not included in expense.

### CENTRAL-OFFICE ADMINISTRATIVE EXPENSE

The central-office administrative expense shown in this report is not complete, and it is not known what part, if any, has been allocated to and included in the operating expenses of the stores. This expense can not be added to the reported total of stores' operating expenses. The 13 proprietors whose drawing accounts are reported are but a part of the 66 proprietors actively engaged.

### CREDIT BUSINESS

Only 80 of the 219 chains report that they extend credit, either on open account or the installment basis, or both. The sales of these 80 chains for the reporting year are \$163,250,233, or 57.8 per cent of the sales of all the chains of which 59 per cent is for cash, and 41 per cent for credit.

Because the women's-apparel classification does not include family clothing stores, the percentage of installment business is relatively small. The great majority of the business of apparel chains is for cash, and 139 chains report that they sell entirely for cash. The total amount of sales for cash in the all-cash chains and the credit chains is \$215,674,725, or 76.6 per cent of *all* sales. The balance of 23.4 per cent is credit business, of which less than 1 per cent is on the installment basis.

Installment credit is extended in the stores of nine chains, who do an aggregate business of \$20,997,771. In these chains only 7.4 per cent of their business is on the installment basis. They do 53.9 per cent of their business on open charge account, and 38.7 per cent for cash.

The percentage of 7.4 per cent reported as the installment business in chains which employ that method of credit is not to be interpreted as 7.4 per cent of the total business of apparel chains. The amount of installment business reported is only 0.55, or about one-half of 1 per cent, of the total business of apparel chains. Most of the installment business in women's apparel is done by family clothing stores and some department stores, neither of which is included in this report.

### SALES BY COMMODITIES

The commodities into which the sales of these chains have been broken down include apparel, millinery, hosiery, furs, underwear, shoes, and other classifications, and the report shows the proportion of each of these commodities to total sales, in each of the size groups. For the group of chains as a whole, the principal commodities in per cent to net sales are:

	Per cent		Per cent
Apparel (coats, suits, dresses) ..	74.87	Shoes .....	1.25
Underwear, negligees, and cor- sets .....	6.81	Handbags and other leather goods .....	.73
Hosiery .....	3.97	Children's and infants' wear ...	.73
Furs .....	3.70	Cosmetics and toiletries .....	.43
Millinery .....	3.00	Other commodities .....	4.51

In the table headed "Breakdown of Sales by Commodities" some of the headings may not be clear until it is understood that the percentages, except in the second column, are based on varying sales figures rather than upon one fixed

total of sales. In the case of every commodity except coats, suits, and dresses, the per cent of sales is expressed in relation to the total sales of *those chains which sell that commodity*, rather than in relation to the \$282,477,843 of total sales of *all chains*. Some chains may not carry that commodity at all. Therefore, each commodity is expressed in per cent, first to total sales of all chains which sell that commodity, and then in relation to the *apparel* (only) sales of the same chains. The last column in each size-class, therefore, shows the relative importance of each commodity other than apparel, in contrast with the principal commodity.

The census forms on which the chains reports were received did not provide for a breakdown between coats, suits, and dresses. Only a few chains did report these lines separately, and the breakdown is not sufficiently representative to be published.

## STORES' OPERAT

		TOTALS, ALL CHAINS	
		Amount (219 chains)	Per cent to sales
1	NET SALES.....	\$282,477,843	100.00
EXPENSES			
2	Total wage cost (total of employees and proprietors, 34,002).....	35,528,628	12.57
3	Salaries and wages paid full-time employees (total full-time employees, 28,810).	33,857,613	11.98
4	Salaries and wages paid part-time employees (total part-time employees, 5,126).	1,593,465	.56
5	Services of proprietors (computed at same rate as that paid average employee) (total proprietors, 66).	77,550	.03
6	Total rental cost.....	18,918,849	6.70
7	Rent paid for 2,083 leased premises (6.70 per cent of the sales in such leased premises).	18,887,140	6.69
8	Rental value of 9 owned and partly owned premises (at same per cent to sales as that paid for leased premises).	31,709	.01
9	All other expense.....	29,940,543	10.60
10	Total of above expenses.....	84,388,020	
11	Per cent to sales.....		29.87

## SUMMARY OF SALES BY SIZE—CLASSES

		ALL TYPES				
		Number of chains	Number of units	Sales (1929)	Per cent to total sales	Average sales per unit
1	Total.....	219	2,092	\$282,477,843	100.00	\$135,028
2	Chains of 50 units or more.....	4	282	42,675,862	15.1	151,333
3	Chains of 26 to 50 units.....	3	90	7,215,618	2.5	80,174
4	Chains of 11 to 25 units.....	30	498	84,337,986	29.9	169,353
5	Chains of 6 to 10 units.....	70	516	76,489,275	27.1	148,235
6	Chains of less than 6 units.....	95	414	50,513,910	17.9	122,014
7	Leased-department chains.....	17	292	21,245,192	7.5	72,758

<sup>1</sup> One chain in this size class is combined with next size-classification in order to avoid disclosure of individual operations.

## EMPLOYMENT AND

SIZE—CLASSES	NUMBER OF UNITS				CHAINS	EMPLOYEES			
	Leased-dept. chains	Local chains	Sectional chains	National chains		Number	Full time		
					Males		Females	Salaries, wages, and commissions	
1	Total.....	292	711	597	492	219	4,708	24,102	\$33,857,613
2	Chains of 50 units or more.....					4	449	2,356	3,329,615
3	Chains of 26 to 50 units.....		26	40	90	5	115	751	1,043,742
4	Chains of 11 to 25 units.....		132	209	91	28	1,559	8,300	9,899,479
5	Chains of 6 to 10 units.....		250	237	25	69	1,151	6,489	9,526,567
6	Chains of less than 6 units.....		303	111	4	96	1,138	4,316	7,298,789
7	Leased departments.....	292				17	296	1,890	2,759,421

ING EXPENSES

Chains with 50 and more units (4 chains)	Chains with 26 to 50 units (5 chains)	Chains with 11 to 25 units (28 chains)	Chains with 6 to 10 units (69 chains)	Chains with less than 6 units (96 chains)	Leased-department chains (17 chains)	
\$42, 675, 862	\$11, 188, 395	\$80, 365, 209	\$76, 419, 128	\$50, 584, 057	\$21, 245, 192	1
3, 536, 087	1, 162, 562	10, 464, 251	9, 950, 455	7, 603, 210	2, 812, 063	2
3, 329, 615	1, 043, 742	9, 899, 479	9, 526, 567	7, 298, 789	2, 759, 421	3
201, 772	118, 820	556, 547	409, 788	257, 421	49, 117	4
4, 700	-----	8, 225	14, 100	47, 000	3, 525	5
3, 881, 348	958, 984	5, 288, 603	4, 019, 059	2, 812, 032	1, 958, 823	6
3, 881, 348	958, 984	5, 288, 603	4, 019, 059	2, 780, 323	1, 958, 823	7
-----	-----	-----	-----	31, 709	-----	8
3, 202, 316	583, 422	10, 668, 561	7, 837, 664	5, 230, 982	2, 417, 598	9
10, 619, 751 24. 88	2, 704, 968 24. 18	26, 421, 415 32. 87	21, 807, 178 28. 54	15, 646, 224 30. 93	7, 188, 484 33. 84	10 11

AND TYPES OF OPERATION

LOCAL CHAINS			SECTIONAL CHAINS			NATIONAL CHAINS			
Number of chains	Number of units	Sales (1929)	Number of chains	Number of units	Sales (1929)	Number of chains	Number of units	Sales (1929)	
113	711	\$64, 886, 980	73	597	\$108, 601, 346	16	492	\$87, 744, 325	1
1	(1)	-----	1	(1)	-----	4	282	42, 675, 862	2
10	158	19, 428, 146	13	249	28, 692, 021	3	90	7, 215, 618	3
33	250	18, 380, 439	33	237	56, 473, 810	5	91	36, 217, 819	4
69	303	27, 078, 395	26	111	23, 435, 515	4	29	1, 635, 026	5
-----	-----	-----	-----	-----	-----	-----	-----	-----	6
-----	-----	-----	-----	-----	-----	-----	-----	-----	7

WAGE FACTS

EMPLOYEES			EXPENSES		STOCK ON HAND END OF YEAR (at cost)	NET SALES (1929)	
Part time			Rent	All other			
Males	Fe-males	Pay roll					
329	4, 797	\$1, 593, 465	\$18, 887, 140	\$29, 972, 252	\$27, 994, 529	\$282, 477, 843	1
6	1, 147	201, 772	3, 881, 348	3, 202, 316	4, 114, 392	42, 675, 862	2
-----	385	118, 820	958, 984	583, 422	696, 017	11, 188, 395	3
154	1, 444	556, 547	5, 288, 603	10, 668, 561	7, 001, 062	80, 365, 209	4
81	892	409, 788	4, 019, 059	7, 837, 664	7, 613, 768	76, 419, 128	5
86	735	257, 421	2, 780, 323	5, 262, 691	6, 495, 027	50, 584, 057	6
2	194	49, 117	1, 958, 823	2, 417, 598	2, 074, 263	21, 245, 192	7

## BREAKDOWN OF SALES, BY CHAIN STORES, BY COMMODITIES

COMMODITY	TOTALS, ALL CHAINS			CHAINS OF 50 UNITS OR MORE			CHAINS OF 25 TO 50 UNITS		
	Net sales	Per cent of each commodity sold in chain stores which report that they sell such commodity—		Net sales	Per cent of each commodity sold in stores which report that they sell such commodity—		Net sales	Per cent of each commodity sold in stores which report that they sell such commodity—	
		To total sales of all stores	To total sales of chain stores selling such commodity		To total sales of all stores	To total sales of chain stores selling such commodity		To total sales of all stores	To total sales of chain stores selling such commodity
Total sales, all commodities.....	\$282,477,843	100.00	74.87	100.00	\$42,675,862	58.45	100.00	\$11,188,395	88.08
Apparel (coats, suits, and dresses).....	211,477,688	74.87	12.04	100.00	24,941,706	58.45	100.00	9,916,674	88.08
Underwear, negligees, corsets.....	19,249,237	6.81	6.90	19.16	8,800,410	20.62	35.28	173,712	2.93
Hosiery.....	11,212,263	3.97	6.66	10.82	4,932,504	11.56	19.78	466,410	7.85
Furs and fur garments.....	10,444,189	3.70	7.52	9.51	1,153,233	16.42	25.08	209,834	5.99
Millinery.....	8,482,487	3.00	4.71	11.28	1,281,384	9.20	13.16	40,612	.97
Other apparel.....	8,013,871	2.84	2.38	9.79	3,281,384	7.72	13.16	381,153	9.08
Shoes.....	3,540,163	1.25	2.73	7.22					
Hand bags and other leather goods.....	2,063,329	.73	2.73	3.54					
Children's and infants' wear.....	2,033,418	.73	2.18	3.89	137,513	1.96	2.99		
Cosmetics, toilet articles, and preparations.....	1,223,918	.43	1.86	3.24					
Dry goods and notions.....	1,090,647	.39	1.94	2.93					
Gifts and novelties.....	869,643	.31	1.06	2.93					
Costume jewelry.....	598,588	.21	22.09	51.26					
Custom tailoring.....	548,614	.19	1.56	2.33					
Luggage.....	105,383	.04	3.17	4.36					
Service charged to customers.....	676,561	.24							
Miscellaneous merchandise.....	1,445,131	.51							
Can not classify.....	(619,337)	(.22)			1 (570,888)				

<sup>1</sup> Over-run, due to some breakdowns being reported on basis of gross sales instead of net sales.

BREAKDOWN OF SALES, BY CHAIN STORES, BY COMMODITIES—Continued

COMMODITY	CHAINS OF 11 TO 25 UNITS			CHAINS OF 6 TO 10 UNITS			CHAINS OF LESS THAN 6 UNITS			LEASED DEPARTMENT CHAINS		
	Net sales	Per cent of each commodity sold in stores which report that they sell such commodity—		Net sales	Per cent of each commodity sold in stores which report that they sell such commodity—		Net sales	Per cent of each commodity sold in stores which report that they sell such commodity—		Net sales	Per cent of each commodity sold in stores which report that they sell such commodity—	
		To total sales of chains selling such commodity	To apparel sales of chains selling such commodity		To total sales of chains selling such commodity	To apparel sales of chains selling such commodity		To total sales of chains selling such commodity	To apparel sales of chains selling such commodity			
Total sales, all commodities.....	\$80,365,209			\$76,419,128			\$50,584,057			\$21,245,192		
Apparel (coats, suits, and dresses).....	63,644,345	79.19	100.00	55,472,054	72.59	100.00	38,690,093	76.49	100.00	18,812,816	88.55	100.00
Underwear, negligees, corsets.....	3,091,766	7.20	10.55	5,786,591	14.32	24.82	1,368,844	6.14	10.04	27,914	.49	.61
Hosiery.....	1,957,811	4.33	6.25	2,542,694	6.35	10.86	1,305,227	5.27	8.23	7,617	.20	.24
Furs and fur garments.....	3,030,898	4.98	6.42	3,449,111	6.74	10.70	2,157,114	9.00	12.90	1,597,232	13.15	15.79
Millinery.....	3,382,131	7.68	11.06	1,485,415	5.30	9.47	1,993,539	8.49	13.10	427,257	7.19	9.07
Other apparel.....	708,551	3.44	4.96	2,048,731	5.11	8.75	1,461,304	7.90	11.69	132,748	3.41	4.21
Shoes.....	1,798,578	5.54	7.32	1,413,506	4.46	8.00	323,839	3.80	6.38	4,240	.21	.25
Hand bags and other leather goods.....	1,723,942	1.73	2.38	797,190	3.10	5.82	538,974	3.10	4.30	3,223	.16	.19
Children's and infants' wear.....	285,988	.93	1.16	744,549	2.72	4.90	748,262	6.60	11.80	167,106	2.94	3.63
Cosmetics, toilet articles, and preparations.....	387,657	3.62	4.15	575,470	1.99	3.54	262,791	1.80	2.10			
Dry goods and notions.....	344,632	.97	1.15	470,840	2.21	4.27	275,175	14.90	21.50			
Gifts and novelties.....	131,444	.58	.73	626,069	2.94	5.76	112,130	8.20	12.00			
Costume jewelry.....	113,269	.58	.91	175,922	.96	2.02	309,397	1.70	2.20			
Custom tailoring.....							548,614	22.50	51.20			
Luggage.....	71,067	.66	.76	34,316	.68	.93						
Service charged to customers.....				623,552	2.02	3.28	53,009	.43	.53			
Miscellaneous merchandise.....	91,482	.44	.67	933,804	8.93	12.29	355,017	2.85	3.40	64,878	2.78	3.65
Can not classify.....	631,648	.79	.99	1(760,686)			80,428	.16	.21	161		

1 Over-run, due to some breakdowns being reported on basis of gross sales instead of net sales.

## CREDIT—WOMEN'S APPAREL CHAINS

CREDIT SALES—open account and instalment.....	\$66, 803, 118
Net sales of 80 chains reporting open-account and instalment-credit accounts (57.8 per cent of the total sales of all chains)....	163, 250, 233
Per cent (of the 80 reporting chains sales) on credit.....	40. 92
Per cent (of the 80 reporting chains sales) for cash.....	59. 08
INSTALMENT-CREDIT SALES (included also in credit sales above) ...	\$1, 549, 581
Net sales of 9 chains reporting instalment-credit.....	20, 997, 771
Open-account credit in chains reporting instalment-credit.....	11, 290, 589
Sales for cash in chains reporting instalment-credit.....	8, 157, 601
Per cent (of the 9 reporting chains sales) on instalment basis.....	7. 37
Per cent (of the 9 reporting chains sales) on open account.....	53. 90
Per cent (of the 9 reporting chains sales) for cash.....	38. 73

## CENTRAL-OFFICE ADMINISTRATIVE EXPENSE

Central-office administrative expense of 46 chains.....	\$2, 522, 592
Net sales of chains reporting this expense.....	74, 063, 592
Per cent administrative expense to net sales (this per cent varies in the different size-classes from 2.61 to 5.72 per cent) ..	3. 4
Salaries of principal officers of corporations (actively engaged in business).....	\$1, 077, 533
Per cent to sales.....	1. 45
Salaries of central office employees (clerks, stenographers, book-keepers, etc.).....	\$1, 300, 746
Per cent to sales.....	1. 76
Salaries of 13 proprietors engaged in administrative service (less the amount included in stores operating expense).....	\$144, 313
Per cent to sales.....	. 19

## UNIT GROWTH OF WOMEN'S READY-TO-WEAR CHAINS

SIZE-CLASS	Number of units in each size-class (end of 1929)	Number of new units added in 1929 (total)	New units of old chains (added in 1929)	Units of new chains opened in 1929	Per cent of new units in 1929
Totals .....	2,092	473	247	226	22.6
Chains of 50 units or more.....	282	9	9	.....	3.2
Chains of 26 to 50 units.....	156	53	13	40	34.0
Chains of 11 to 25 units.....	432	119	53	66	27.5
Chains of 6 to 10 units.....	512	157	68	89	30.7
Chains of less than 6 units.....	418	98	67	31	23.4
Leased-department chains.....	292	37	37	.....	12.7

## TERRITORY COVERED BY WOMEN'S APPAREL CHAINS

## 1.—CHAINS OPERATING ENTIRELY WITHIN ONE CENSUS DIVISION

DIVISIONS.....	1	2	3	4	5	6	7	8	9
Local chains.....	5	27	25	6	3	0	5	0	11
Units operated.....	30	220	169	27	19	0	42	0	65
15 chains with 41 units unclassified here									
Sectional chains.....	3	3	4	4	2	0	2	1	4
Units operated.....	16	21	34	23	12	0	8	13	16
15 chains with 133 units unclassified here									

## 2.—CHAINS OPERATING IN MORE THAN ONE CENSUS DIVISION

DIVISIONS.....	1	2	3	4	5	6	7	8	9	Chains	Units
Local chains.....	X	X								5	22
		X	X							2	18
		X		X						2	14
			X	X						4	30
			X		X					1	6
				X			X			1	4
							X	X		1	4
Sectional chains.....	X	X								7	58
	X		X							1	7
		X	X							10	77
		X			X					3	13
		X				X				1	8
			X	X	X					9	118
			X		X					1	12
					X		X			1	4
					X			X		2	24
National chains.....	X	X	X	X	X	X	X	X	X	4	282
			X	X	X	X	X			1	24
		X	X	X						1	26
	X	X	X	X	X					2	25
		X	X	X	X					1	32
	X	X	X	X	X					1	15
	X	X	X	X					X	1	20
	X	X	X	X	X	X				2	48
3 national chains with 21 units unclassified here											

## 3.—LEASED-DEPARTMENT CHAINS

DIVISIONS.....	2	3	9	1-2	2-3	2-5	3-4	1-2-3-4	2-3-4-5	2-5-6-7	3-4-5-7-8	In all divisions
Number of leased units.....	5	6	7	5	5	4	11	41	16	8	48	136
Number of chains*.....	1	1	1	1	1	1	2	1	3	1	2	2

\* The two chains in the last column operate in all 9 divisions.