

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

August 5, 1954

RETAIL FURNITURE REPORT FOR JUNE 1954

Instalment accounts outstanding at furniture stores at the end of June were practically unchanged from the two preceding month-ends, and continued slightly below a year earlier. Collections on instalment accounts during the month amounted to 12 per cent of balances outstanding on the first of the month, the same as in April and May.

Instalment sales increased slightly in June but cash and charge-account sales were relatively unchanged. Each type of transaction, however, was down from a year earlier. Total sales for the first half of 1954 showed a decline of 11 per cent compared with the first six months of 1953, reflecting decreases in each type of sale.

Inventories declined further in June, and at the end of the month were down 5 per cent from a month ago and 9 per cent from a year ago. At the current rate of sale, stocks on hand represented a 4 months' supply.

Furniture Store Statistics for June 1954

| Item | Percentage change from: | | |
|--|-------------------------|----------|----------------------------------|
| | Month ago | Year ago | Jan.-June 1953 to Jan.-June 1954 |
| Net sales during month | | | |
| Total | + 2 | - 8 | - 11 |
| Cash | 0 | - 9 | - 10 |
| Instalment | + 2 | - 9 | - 12 |
| Charge account | 0 | - 5 | - 5 |
| Accounts receivable, at end of month | | | |
| Total | 0 | - 5 | xxxx |
| Instalment | 0 | - 3 | xxxx |
| Charge account | - 1 | -10 | xxxx |
| Inventories, end of month, at retail value | - 5 | - 9 | xxxx |
| | June 1954 | May 1954 | June 1953 |
| Collection ratios on instalment accounts ^{1/} | 12 | 12 | 13 |

^{1/} Collections during month as percentage of accounts outstanding at beginning of month.

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RETAIL FURNITURE STORES - JUNE 1954
Sales by Type of Transaction
(Percentage changes)

| Federal Reserve District | Total net sales | | Cash sales | | Instalment sales | | Charge-account sales | |
|--------------------------|-----------------|----------|------------|----------|------------------|----------|----------------------|----------|
| | Month ago | Year ago | Month ago | Year ago | Month ago | Year ago | Month ago | Year ago |
| Boston | +14 | - 2 | + 5 | - 9 | +13 | - 2 | +25 | +20 |
| New York | - 8 | -16 | -10 | -24 | - 7 | -20 | -12 | -13 |
| Philadelphia | - 3 | -14 | + 7 | -13 | - 2 | -16 | - 1 | - 6 |
| Cleveland | - 6 | -18 | + 2 | - 7 | - 6 | -20 | -21 | -24 |
| Richmond | + 2 | - 8 | +14 | - 1 | 0 | -10 | - 4 | -10 |
| Atlanta | - 3 | - 3 | -15 | + 2 | - 4 | - 4 | -14 | +11 |
| Chicago | + 4 | - 1 | + 6 | - 2 | + 4 | - 2 | 0 | +10 |
| St. Louis | +10 | + 3 | - 1 | +11 | + 9 | - 4 | -15 | -19 |
| Minneapolis | - 4 | -10 | - 2 | - 5 | - 7 | -11 | - 2 | -14 |
| Kansas City | +11 | - 6 | + 8 | - 4 | +13 | - 9 | + 8 | -11 |
| Dallas | + 4 | -12 | - 7 | -24 | + 6 | - 7 | - 4 | -25 |
| San Francisco | + 5 | - 5 | + 1 | -10 | + 7 | 0 | + 7 | - 3 |
| U. S. Total | + 2 | - 8 | 0 | - 9 | + 2 | - 9 | 0 | - 5 |

Cumulative Sales by Type of Transaction, Instalment
Accounts Receivable, and Inventories
(Percentage changes)

| Federal Reserve District | Cumulative sales, Jan. - June change from 1953 to 1954 | | | | Instalment Receivables, end of month | | Inventories end of month, at retail value | |
|--------------------------|--|------|------------|----------------|--------------------------------------|----------|---|----------|
| | Total | Cash | Instalment | Charge-account | Month ago | Year ago | Month ago | Year ago |
| Boston | -10 | - 8 | -13 | - 6 | - 1 | N.A. | - 4 | - 5 |
| New York | -17 | -15 | -21 | + 2 | - 1 | - 4 | - 6 | -17 |
| Philadelphia | -13 | -12 | -16 | - 1 | 0 | - 5 | - 6 | - 9 |
| Cleveland | -15 | - 8 | -13 | - 6 | - 1 | - 9 | - 5 | - 7 |
| Richmond | - 9 | - 9 | -10 | - 8 | 0 | - 5 | - 3 | - 8 |
| Atlanta | - 4 | 0 | - 5 | 0 | 0 | N.A. | - 9 | - 4 |
| Chicago | -10 | - 7 | -12 | - 5 | 0 | - 3 | - 6 | - 6 |
| St. Louis | - 5 | - 4 | -12 | 0 | + 2 | + 1 | -10 | - 8 |
| Minneapolis | - 4 | - 3 | - 3 | -10 | - 1 | + 1 | - 3 | -15 |
| Kansas City | -13 | - 5 | -19 | - 6 | 0 | -19 | - 6 | - 9 |
| Dallas | -12 | -17 | - 9 | -21 | - 3 | - 4 | - 1 | -13 |
| San Francisco | - 9 | -11 | -10 | - 6 | + 1 | N.A. | 0 | -10 |
| U. S. Total | -11 | -10 | -12 | - 5 | 0 | - 3 | - 5 | - 9 |

N. A. -- Not available.