

## BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

March 10, 1959

## RETAIL FURNITURE REPORT FOR JANUARY 1959

Instalment and charge account receivables at furniture stores declined 3 and 9 per cent, respectively during January. Collections on instalment accounts were 13 per cent of the amount outstanding at the beginning of the month.

Both cash and credit sales at reporting furniture stores were down sharply from December to January, as is usual at this time of the year. Total net sales in January were 5 per cent above the previous year.

## Furniture Store Statistics for January 1959

Item	Percentage change from:		
	Month ago	Year ago	
Net sales during month			
Total	-38	+5	
Cash	-38	+4	
Instalment	-40	+5	
Charge account	-18	+4	
Accounts receivable, at end of month			
Total	-5	+3	
Instalment	-3	+1	
Charge account	-9	+8	
	Jan. 1959	Dec. 1958	Jan. 1958
Collection ratios on instalment accounts <sup>1/</sup>	13	12	12

<sup>1/</sup> Collections during month as percentage of accounts outstanding at beginning of month.

RETAIL FURNITURE STORES - JANUARY 1959  
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	-18	+22	-22	+19	-24	+16	- 7	+34
New York	-46	+ 4	-33	+19	-51	+ 1	+34	-14
Philadelphia	-42	+ 4	-42	- 2	-44	+ 4	-37	+ 8
Cleveland	-42	+ 4	-54	+ 4	-44	+ 5	n.a.	n.a.
Richmond	-45	+ 2	-44	+20	-50	+ 2	-29	- 2
Atlanta	-46	+ 6	-45	+ 8	-46	+ 6	-49	- 1
Chicago	-35	+ 2	-42	-17	-39	+ 8	- 3	+12
St. Louis	-48	- 2	-58	-15	-48	+ 1	-36	- 3
Minneapolis	-33	- 4	-35	+ 4	-33	- 5	-30	- 8
Kansas City	-33	+ 5	-30	+ 7	-34	- 1	-33	+13
Dallas	-35	- 3	-34	+ 3	-36	- 7	-31	+ 6
San Francisco	-26	+ 8	-32	+ 4	-23	+12	-27	+ 3
U. S. Total	-38	+ 5	-38	+ 4	-40	+ 5	-18	+ 4

Instalment Accounts Receivable  
(Percentage changes)

Federal Reserve District	Instalment receivables end of month.	
	Month ago	Year ago
Boston	-3	0
New York	-4	+ 7
Philadelphia	-5	- 1
Cleveland	-4	+ 1
Richmond	-4	- 2
Atlanta	-3	- 2
Chicago	-3	- 5
St. Louis	-1	+14
Minneapolis	-6	- 6
Kansas City	-2	+ 7
Dallas	-4	+ 3
San Francisco	0	- 2
U. S. Total	-3	+ 1

n. a. - Not available