

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

January 11, 1960

RETAIL FURNITURE REPORT FOR NOVEMBER 1959

Total accounts receivable at reporting furniture stores at the end of November were 3 per cent greater than at the end of the preceding month, and 6 per cent greater than a year earlier. Collections on instalment accounts were 11 per cent of the amount outstanding at the beginning of the month.

Total sales of reporting stores were unchanged from October levels and, for January-November 1959, were 8 per cent above the same period in 1958.

Furniture Store Statistics for November 1959

Item	Percentage change from:		
	Month ago	Year ago	Jan.-Nov. 1958 to Jan.-Nov. 1959
Net sales during month			
Total	0	+ 3	+ 8
Cash	+2	+ 4	+ 7
Instalment	-1	+ 1	+ 7
Charge account	+2	+ 7	+13
Accounts receivable, at end of month			
Total	+3	+ 6	xxx
Instalment	+2	+ 3	xxx
Charge account	+7	+13	xxx
	Nov. 1959	Oct. 1959	Nov. 1958
Collection ratios on instalment accounts <u>1</u> /	11	12	12

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

RETAIL FURNITURE STORES - NOVEMBER 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	- 2	+ 8	+ 8	+10	+ 3	+10	- 7	+ 5
New York	+ 1	+ 5	+ 3	+18	- 1	+ 1	+13	+ 7
Philadelphia	+ 8	+ 1	+ 2	+ 3	+11	- 3	+ 6	+ 9
Cleveland	+ 2	- 2	- 3	- 3	+ 3	- 2	n.a.	n.a.
Richmond	- 3	+ 2	+ 2	- 3	- 5	0	+ 2	+10
Atlanta	- 8	+ 1	-11	- 5	- 7	+ 1	-17	+ 5
Chicago	+ 5	+ 6	+12	+ 4	+ 4	+ 6	+ 6	+ 6
St. Louis	- 1	+16	+ 1	+ 7	- 4	+16	+11	+26
Minneapolis	-12	-13	- 8	- 4	-12	-14	-14	-13
Kansas City	+ 3	- 5	- 6	-13	+ 3	- 7	+ 8	+ 5
Dallas	- 3	- 3	- 2	-10	- 5	- 4	+ 5	+ 3
San Francisco	0	+ 4	+ 2	+ 7	- 2	+ 1	+ 1	+ 9
U. S. Total	0	+ 3	+ 2	+ 4	- 1	+ 1	+ 2	+ 7

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

Federal Reserve District	Cumulative sales, Jan.-Nov. change from 1958 to 1959				Instalment receivables, end of month	
	Total	Cash	Instal- ment	Charge- account	Month ago	Year ago
Boston	+ 9	+10	+ 7	+12	+ 1	+ 7
New York	+ 4	+12	+ 1	+ 8	+ 2	+ 2
Philadelphia	+ 9	+ 8	+ 7	+12	+ 4	+ 7
Cleveland	+ 5	+ 7	+ 5	n.a.	+ 2	+ 3
Richmond	+ 8	+ 9	+ 6	+15	+ 3	+ 1
Atlanta	+ 8	+ 7	+ 7	+26	0	+ 5
Chicago	+13	- 1	+15	+22	+ 2	+11
St. Louis	+10	+ 1	+10	+18	0	+11
Minneapolis	+ 4	+ 3	+ 5	+ 2	- 2	- 5
Kansas City	+ 6	+ 7	0	+13	+ 1	+ 1
Dallas	+ 4	+ 4	+ 2	+12	0	+ 1
San Francisco	+11	+ 9	+12	+10	+ 2	+ 9
U. S. Total	+ 8	+ 7	+ 7	+13	+ 2	+ 3

n.a. - Not available.