



FEDERAL RESERVE

Statistical Release

G. 16

November 10, 1963 *Quigley*

RETAIL/FURNITURE REPORT FOR SEPTEMBER, 1963

Instalment receivables of reporting furniture stores held level in September. As in earlier months, the total was fractionally above the year ago figure. Collections on instalment accounts slackened seasonally to 11 per cent of the first-of-month outstandings.

Sales, which usually decline in September following the promotional activities of late summer, were off 5 per cent at reporting stores. Declines were general in all sections of the country except New York, New England, and the west north central area. For the country as a whole, cash and instalment sales declined 7 per cent while charge-account business increased.

Sales of all types were larger than in September 1962, and totals for the first nine months were above year-ago levels in all categories except instalment sales.

Furniture Store Statistics for September 1963

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Sept. 1962 to Jan. - Sept. 1963
Net sales during month			
Total	-5	6	1
Cash	-7	8	6
Instalment	-7	3	-2
Charge account	5	7	4
Accounts receivable, at end of month			
Total	2	1	xxx
Instalment	0	1	xxx
Charge account	-5	0	xxx
	September 1963	August 1963	September 1962
Collection ratios on instalment accounts ^{1/}	11	12	11

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

RETAIL FURNITURE STORES - SEPTEMBER 1963

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Sept. 1962 to Jan. - Sept. 1963
Boston	16	8	-1
New York	6	13	-1
Philadelphia	-3	-1	0
Cleveland	-4	7	-8
Richmond	-15	-1	0
Atlanta	-20	3	1
Chicago	-3	9	7
St. Louis	-12	5	1
Minneapolis	4	2	-5
Kansas City	-3	11	4
Dallas	-18	2	-1
San Francisco	-4	5	5
U.S. Total	-5	6	1

Instalment Accounts Receivables

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	3	4
New York	0	-1
Philadelphia	2	1
Cleveland	1	-3
Richmond	0	4
Atlanta	-1	-1
Chicago	1	3
St. Louis	-1	4
Minneapolis	0	-18
Kansas City	1	2
Dallas	-1	-6
San Francisco	1	3
U.S. Total	0	1