



FEDERAL RESERVE

statistical release

G. 16

March 9, 1964 *Angelo*

RETAIL FURNITURE REPORT FOR JANUARY 1964

Instalment accounts receivable at reporting furniture stores declined slightly in January, as is usual at this time of the year. In January, as in most of 1963, instalment accounts receivable showed a fractional increase from a year earlier. Collections on these accounts during the month this year amounted to 12 per cent of the January 1 balance owed, one percentage point above the ratio for both a month and a year earlier.

Charge accounts receivable, which customarily show a decline in January following a December spurt, were 9 per cent lower at the end of January than a month earlier, but were somewhat larger than at the close of January 1963.

Both cash and credit sales usually drop sharply in January from the comparatively high December volume. Sales declined 38 per cent this January but were still around one-tenth larger than in January 1963 for each type of transaction.

Furniture Store Statistics for January 1964

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	
Net sales during month			
Total	-38	11	
Cash	-40	12	
Instalment	-40	10	
Charge account	-23	9	
Accounts receivable, at end of month			
Total	- 4	1	
Instalment	- 2	1	
Charge account	- 9	1	
	Jan. 1964	Dec. 1963	Jan. 1963
Collection ratios on instalment accounts <u>1/</u>	12	11	11

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

RETAIL FURNITURE STORES - JANUARY 1964

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	-24	12
New York	-59	14
Philadelphia	-45	4
Cleveland	-48	0
Richmond	-33	9
Atlanta	-43	5
Chicago	-38	33
St. Louis	-37	4
Minneapolis	-27	23
Kansas City	-25	6
Dallas	-36	-7
San Francisco	-24	8
U. S. Total	-38	11

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	0	7
New York	-4	1
Philadelphia	-4	0
Cleveland	-1	1
Richmond	-2	5
Atlanta	-3	-2
Chicago	-3	7
St. Louis	0	-4
Minneapolis	-5	-13
Kansas City	-2	2
Dallas	-2	-3
San Francisco	2	5
U. S. Total	-2	1