



FEDERAL RESERVE

statistical release

G.16

April 6, 1964.

RETAIL FURNITURE REPORT FOR FEBRUARY 1964

Instalment accounts receivable of reporting furniture stores decreased slightly as is customary in February, but continued to be somewhat larger than a year earlier. A seasonal slackening in the rate of collection on these accounts brought the February rates to approximately the same as in February 1963.

Charge accounts receivable, which also contract in the early months of the year, were down 3 per cent from January but retained higher than a year ago.

Sales reports show a substantial January - February increase in instalment volume, which more than offset the small decline in cash and charge-account business. Geographically, total sales were especially strong relative to a year ago in the New York, Chicago, and Minneapolis Districts. Total February sales were 18 per cent larger in 1964 than in 1963, due in part to the extra trading day in the month this year. Year-to-year increases were particularly marked in cash transactions, with instalment business in second place.

Furniture Store Statistics for February 1964

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Feb. 1963 to Jan. - Feb. 1964
Net sales during month			
Total	5	18	14
Cash	-1	21	16
Instalment	7	17	13
Charge account	-1	10	10
Accounts receivable, at end of month			
Total	-2	2	xxx
Instalment	-2	2	xxx
Charge account	-3	1	xxx
	Feb. 1964	Jan. 1964	Feb. 1963
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 - FEBRUARY 1964

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Feb. 1963 to Jan. - Feb. 1964
Boston	-11	9	11
New York	17	39	27
Philadelphia	9	11	7
Cleveland	13	16	9
Richmond	6	19	12
Atlanta	10	16	11
Chicago	- 2	24	28
St. Louis	15	8	7
Minneapolis	11	24	23
Kansas City	- 5	6	6
Dallas	- 7	- 1	2
San Francisco	-10	11	8
U. S. Total	5	18	14

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	-1	8
New York	-1	4
Philadelphia	-2	0
Cleveland	-3	0
Richmond	-2	5
Atlanta	-2	- 2
Chicago	-1	7
St. Louis	-2	- 7
Minneapolis	-3	-12
Kansas City	-1	3
Dallas	0	1
San Francisco	-1	4
U. S. Total	-2	2