



# FEDERAL RESERVE

statistical release

FRASER G.16

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## RETAIL FURNITURE REPORT FOR FEBRUARY 1965

Instalment accounts receivable at reporting furniture stores showed a further moderate decline in February, as is customary at this time of the year. At the month-end these accounts were 5 per cent larger than on the corresponding date of 1964.

The rate of repayment slackened somewhat in February but was about the same as a year earlier.

Charge accounts outstanding, which also decline seasonally in February, were down 4 per cent from January but showed little change from February 1964.

Credit sales, after falling off more than seasonally in January, increased 3 per cent in February. This was the first February gain in charge-account business in five years. Cash sales showed the usual small contraction during the month, offsetting part of the expansion in credit business. Both cash and credit sales are showing year-to-year gains so far this year.

### Furniture Store Statistics for February 1965

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Feb. 1964 to Jan. - Feb. 1965
<b>Net sales during month</b>			
Total	$\frac{2}{-3}$	$\frac{2}{3}$	$\frac{3}{5}$
Cash	3	2	3
Instalment	3	4	3
Charge account			
<b>Accounts receivable, at end of month</b>			
Total	$\frac{-3}{-2}$	$\frac{4}{5}$	XXX
Instalment	-2	5	XXX
Charge account	-4	0	XXX
	<b>February 1965</b>	<b>January 1965</b>	<b>February 1964</b>
Collection ratios on instalment accounts $\frac{1}{2}$	11	12	11

$\frac{1}{2}$  Collections during month as percentage of accounts outstanding at beginning of month.

## RETAIL FURNITURE STORES - FEBRUARY 1965

## Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Feb. 1964 to Jan. - Feb. 1965
Boston	- 6	- 1	- 3
New York	25	1	- 1
Philadelphia	13	3	1
Cleveland	- 7	9	10
Richmond	7	14	14
Atlanta	- 2	3	7
Chicago	- 9	1	- 2
St. Louis	12	- 7	- 6
Minneapolis	3	- 9	- 10
Kansas City	- 20	- 8	2
Dallas	- 7	10	9
San Francisco	- 14	- 4	- 1
U. S. Total	2	2	3

## Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	- 1	2
New York	- 2	10
Philadelphia	- 2	8
Cleveland	- 3	3
Richmond	- 1	9
Atlanta	- 2	8
Chicago	- 2	13
St. Louis	- 5	- 2
Minneapolis	- 3	- 10
Kansas City	- 3	7
Dallas	- 1	4
San Francisco	- 4	0
U. S. Total	- 2	5