

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.17

March 10, 1958

DEPARTMENT STORE CREDIT - JANUARY 1958

Instalment accounts outstanding at department stores declined 1 per cent in January, when some decrease is usual, but continued above the year-ago level. The January instalment collection ratio, 14 per cent, was 1 point below that for both a month ago and a year ago.

Charge accounts receivable declined seasonally in January, but at the end of the month were unchanged from the level of a year earlier. Collections on charge accounts amounted to 46 per cent of first-of-month balances, as compared with 47 per cent a month ago and 45 per cent a year ago.

Both cash and credit sales at reporting department stores were down from December to January. Compared with January last year, cash and charge-account sales were down 2 per cent, and instalment sales up 4 per cent.

Changes in Department Store Sales and Accounts Receivable

Item	Percentage change from:	
	Dec. 1957 to Jan. 1958	Jan. 1957 to Jan. 1958
Sales during month: Total	-57	-1
Cash	-59	-2
Charge	-58	-2
Instalment	-47	+4
Accounts receivable, end of month: Charge	-17	0
Instalment	- 1	+7

Collection Ratios and Percentage Distribution of Sales

Item	Jan. 1958	Dec. 1957	Jan. 1957
Collection ratios <u>1</u> / <sub>2</sub> : Charge accounts	46	47	45
Instalment accounts	14	15	15
Percentage distribution of sales: Cash	44	45	44
Charge	42	43	42
Instalment	14	12	14

1/<sub>2</sub>Collections during month as a percentage of accounts receivable at beginning of month.

## DEPARTMENT STORE CREDIT - JANUARY 1958

Sales by type  
(Percentage changes)

Federal Reserve District	Total sales		Cash sales		Charge-account sales		Instalment sales	
	Dec. '57 to Jan. '58	Jan. '57 to Jan. '58	Dec. '57 to Jan. '58	Jan. '57 to Jan. '58	Dec. '57 to Jan. '58	Jan. '57 to Jan. '58	Dec. '57 to Jan. '58	Jan. '57 to Jan. '58
	Jan. '58	Jan. '58	Jan. '58	Jan. '58	Jan. '58	Jan. '58	Jan. '58	Jan. '58
Boston	-59	+3	-63	+1	-60	+5	-38	+6
New York	-54	-5	-56	-6	-54	-5	-47	+3
Philadelphia	-60	-4	-63	-3	-60	-5	-49	-2
Cleveland	-57	+1	-60	-3	-56	0	-51	+13
Richmond	-56	+1	-52	+2	-67	-4	-40	+7
Atlanta	-61	-4	-63	-7	-60	-1	-57	-2
Chicago	-57	0	-57	0	-59	0	-49	-2
St. Louis	-56	0	-58	-1	-57	+1	-38	0
Minneapolis	-56	0	-60	-2	-55	0	-44	+6
Kansas City	-57	+1	-60	-1	-58	0	-36	+17
Dallas	-54	+3	-58	+1	-56	+3	-41	+5
San Francisco	-57	-5	-59	-5	-59	-7	-46	0
U. S. Total	-57	-1	-59	-2	-58	-2	-47	+4

Accounts receivable, end of month  
(Percentage changes)

Federal Reserve District	Charge accounts		Instalment	
	Dec. '57 to Jan. '58	Jan. '57 to Jan. '58	Dec. '57 to Jan. '58	Jan. '57 to Jan. '58
	Jan. '58	Jan. '58	Jan. '58	Jan. '58
Boston	-10	+7	+6	-3
New York	-19	+3	-1	+3
Philadelphia	-19	-3	-3	+3
Cleveland	-22	+2	-4	0
Richmond	-19	-2	0	+13
Atlanta	-13	+2	-6	-3
Chicago	-7	0	+1	+13
St. Louis	-23	-4	-3	+5
Minneapolis	-27	+1	-5	+4
Kansas City	-19	-1	-5	-5
Dallas	-22	-2	-3	+1
San Francisco	-21	-2	+1	+9
U. S. Total	-17	0	-1	+7