



Department Store - Sales &amp; Stocks

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FOR IMMEDIATE RELEASE  
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FEDERAL RESERVE BANK  
OF ST. LOUIS

## MONTHLY DEPARTMENT STORE SALES AND STOCKS, BY DEPARTMENTS

UNITED STATES - MARCH 1962  
(Based on retail dollar amounts)

## Summary by Selected Department Groups

	Main Store							Base- ment store total
	Main store total	Women's apparel and acces- sories	Men's and boys' wear	Home furnish- ings	Piece goods and house- hold textiles	Small wares	Miscel- laneous	

## SALES INDEXES (Unadjusted, 1947-49 average monthly sales = 100)

Jan. 1960	95	89	81	104	139	103	70	77
Feb. 1960	87	84	73	104	70	99	70	72
Mar. 1960	101	109	82	108	76	102	83	92
Nov. 1960	139	135	155	135	92	157	178	126
Dec. 1960	225	209	315	162	119	315	383	189
Jan. 1961	91	85	77	96	135	101	72	73
Feb. 1961	83	83	72	93	69	93	70	71
Mar. 1961	114	133	98	103	76	109	98	110
Nov. 1961	150	145	170	147	97	166	190	134
Dec. 1961	231	213	319	170	119	327	386	190
Jan. 1962	97	90	84	106	139	108	76	79
Feb. 1962	85	82	75	99	69	96	73	69
Mar. 1962	112	124	94	118	82	110	88	100

## STOCKS INDEXES (Unadjusted, 1947-49 average of end-of-month stocks = 100)

Jan. 1960	133	139	132	129	119	135	130	108
Feb. 1960	139	152	142	132	120	135	119	116
Mar. 1960	149	165	154	143	122	144	129	125
Nov. 1960	175	191	201	145	129	191	202	146
Dec. 1960	136	141	143	130	127	144	113	106
Jan. 1961	135	141	135	130	120	139	130	106
Feb. 1961	138	150	145	131	120	139	121	114
Mar. 1961	148	160	156	141	122	146	127	120
Nov. 1961	178	198	201	145	134	197	204	151
Dec. 1961	142	150	147	132	133	151	119	115
Jan. 1962	142	152	141	135	126	147	138	115
Feb. 1962	148	154	152	136	128	148	128	123
Mar. 1962	160	178	168	147	130	159	140	132

## RATIO OF STOCKS TO SALES

Mar. 1960	4.0	3.2	6.0	4.5	4.8	4.4	4.0	2.8
Mar. 1961	3.5	2.5	5.0	4.6	4.7	4.2	3.2	2.3
Mar. 1962	3.8	3.0	5.6	4.2	4.7	4.5	3.8	2.8

Figures for departments within groups given on following pages.

## MONTHLY DEPARTMENT STORE SALES AND STOCKS, BY DEPARTMENTS

UNITED STATES - MARCH 1962

Department	Percentage change from corresponding period a year ago			Ratio of stocks to sales 1/		Unadjusted indexes (1947-49 av.=1002/)	
	Sales during period		Stocks (end of month)	March		March	
	Mar.	Jan.-Mar.	March	1962	1961	Sales	Stocks
<b>GRAND TOTAL-entire store</b>	- 2	+ 2	+ 8	3.6	3.3	--	--
<b>MAIN STORE TOTAL</b>	- 1	+ 3	+ 8	3.8	3.5	112	160
<b>PIECE GOODS, HOUSEHOLD TEXTILES</b>	+ 7	+ 3	+ 7	4.7	4.7	82	130
Piece goods	- 1	- 2	+ 7	3.3	3.1	81	97
Silks, velvets, synthetics	- 3	- 3	+ 5	3.0	2.8	77	84
Woolen yard goods	+ 9	+ 2	+14	3.4	3.2	60	69
Cotton yard goods	- 2	- 3	+ 6	3.3	3.1	107	139
Household textiles	+13	+ 6	+ 7	5.5	5.9	80	145
Linens and towels	+ 8	+ 5	+ 7	5.8	5.8	82	137
Domestics--muslins, sheetings	+22	+ 7	+ 9	5.2	5.8	79	170
Blankets, comforters, spreads	+13	+ 7	+ 5	5.6	6.0	82	141
<b>SMALL WARES</b>	0	+ 3	+ 9	4.5	4.2	110	159
Laces, trimmings, embroideries, and ribbons	- 5	- 1	+ 5	4.8	4.3	95	154
Notions	+ 1	+ 2	+ 5	4.4	4.3	106	172
Toilet articles, drug sundries	+ 5	+ 5	+11	3.9	3.7	135	159
Silverware and jewelry	- 8	0	+10	6.3	5.2	91	171
Silverware and clocks	+ 6	+13	+ 9	8.3	8.1	80	178
Costume jewelry	-18	-11	+14	4.1	2.9	100	173
Fine jewelry and watches	+12	+15	+ 8	10.3	10.7	99	172
Art needlework	+22	+15	+ 5	4.3	5.0	100	119
Books and stationery	0	+ 4	+ 7	4.0	3.7	111	162
Books and magazines	+ 5	+ 7	+ 8	3.1	3.0	133	160
Stationery	- 4	+ 1	+ 7	4.6	4.2	99	160
<b>WOMEN'S APPAREL AND ACCESSORIES</b>	- 7	- 1	+11	3.0	2.5	124	178
Women's accessories	-10	- 3	+10	3.8	3.1	114	180
Neckwear and scarfs	- 6	- 1	+ 7	3.0	2.7	112	183
Handkerchiefs	-17	- 9	+ 6	5.2	4.0	39	65
Millinery	-30	-21	+29	1.1	0.6	129	141
Women's and children's gloves	-26	- 7	+38	4.6	2.5	99	132
Corsets and brassieres	+ 4	+ 5	+10	3.4	3.2	168	225
Women's, children's hosiery	+ 3	+ 4	+10	3.0	2.8	92	161
Underwear, slips, and negligees	+ 2	+ 3	+ 4	4.0	3.9	77	144
Knit underwear	+ 5	+ 6	+ 6	4.1	4.1	102	196
Silk & muslin underwear, slips	+ 1	+ 1	+ 6	4.3	4.1	64	132
Negligees, robes, loung. apparel	+ 1	+ 2	+ 3	2.8	2.7	83	118
Infants' wear	-14	- 7	+13	3.3	2.5	121	166
Handbags, small leather goods	-17	- 7	+12	3.0	2.3	122	191
Women's and children's shoes	-14	- 7	+ 8	5.4	4.3	146	223
Children's shoes	-32	-19	+12	5.6	3.4	121	227
Women's shoes	- 9	- 4	+ 7	5.4	4.6	153	226

## MONTHLY DEPARTMENT STORE SALES AND STOCKS, BY DEPARTMENTS (Continued)

UNITED STATES - MARCH 1962

Department	Percentage change from corresponding period a year ago			Ratio of stocks to sales 1/		Unadjusted indexes (1947-49 av.=100 2/)	
	Sales during period		Stocks (end of month)	March		March	March
	Mar.	Jan.	Mar.	1962	1961	Sales	Stocks
<b>WOMEN'S APPAREL, ACCESSORIES (Cont.)</b>							
Women's apparel	- 4	0	+13	2.3	2.0	133	177
Women's, misses' coats and suits	- 5	0	+16	1.7	1.4	116	121
Women's, misses' coats	+ 1	+ 5	+12	1.5	1.4	122	118
Women's, misses' suits	-16	- 9	+24	2.1	1.4	107	133
Juniors' and girls' wear	-17	- 8	+24	2.3	1.5	157	212
Juniors' coats, suits, dresses	-14	- 6	+27	1.8	1.2	150	192
Girls' wear	-21	-11	+23	2.8	1.8	165	227
Women's and misses' dresses	- 1	+ 1	+12	2.1	1.8	132	189
Inexpensive dresses	- 2	+ 2	+12	1.7	1.5	137	190
Better dresses	- 1	+ 1	+12	2.6	2.3	126	188
Blouses, skirts, sportswear	+ 9	+ 9	+10	2.8	2.7	145	214
Aprons, housedresses, uniforms	+ 2	0	+ 4	2.2	2.2	127	151
Furs	-10	- 5	+ 2	6.1	5.4	78	133
<b>MEN'S AND BOYS' WEAR</b>							
Men's clothing	- 5	+ 2	+ 7	5.6	5.0	94	168
Men's furnishings and hats	+ 3	+ 6	+ 2	6.3	6.3	99	181
Boys' wear	+ 1	+ 4	+ 8	5.4	5.1	77	150
Men's & boys' shoes, slippers	-20	- 8	+14	4.5	3.1	122	170
	- 2	+ 2	+10	6.8	6.0	129	200
<b>HOMEFURNISHINGS</b>							
Furniture and bedding	+15	+11	+ 4	4.2	4.6	118	147
Mattresses, springs, studio beds	+17	+12	+ 2	4.0	4.6	133	148
Upholstered, other furniture	+16	+11	0	2.1	2.4	141	167
Domestic floor coverings	+20	+12	+ 2	4.5	5.2	134	143
Rugs and carpets	+16	+10	- 1	3.8	4.4	108	113
Linoleum	+16	+ 8	- 2	3.5	4.1	107	108
	+18	+10	+ 8	3.9	4.3	64	67
Draperies, curtains, upholstery	+ 7	+ 6	+ 2	4.4	4.7	109	137
Lamps and shades	+16	+10	+ 5	4.6	5.1	93	144
China and glassware	+ 8	+ 7	+ 7	8.4	8.4	101	155
Major household appliances	+15	+12	- 1	2.8	3.2	81	110
Housewares (incl. small appliances)	+12	+ 8	+ 6	4.3	4.5	124	167
Gift shop	+ 3	+ 2	+ 4	7.3	7.2	103	197
Radios, phonographs, television, pianos, records, sheet music, instr.	+31	+22	+17	3.0	3.4	193	208
Radios, phonographs, television	+38	+25	+17	2.6	3.1	182	193
Records, sheet music, instr.	+13	+13	+20	4.2	3.9	179	199
<b>MISCELLANEOUS MERCHANDISE DEPTS.</b>							
Toys, games, sporting goods, cameras	-10	- 2	+11	3.8	3.1	88	140
Toys and games	- 3	+ 2	+ 9	6.4	5.8	74	159
Sporting goods and cameras	-12	- 4	+10	7.0	5.6	47	135
Luggage	+ 7	+ 8	+ 7	5.9	5.9	116	173
Candy	+13	+ 7	+ 9	5.6	5.7	82	151
	-48	-22	+62	2.0	0.6	110	200

## MONTHLY DEPARTMENT STORE SALES AND STOCKS, BY DEPARTMENTS (Continued)

UNITED STATES - MARCH 1962

Department	Percentage change from corresponding period a year ago			Ratio of stocks to sales 1/		Unadjusted indexes (1947-49 av.=100 2/)	
	Sales during period		Stocks (end of month)	March		March	
	Mar.	Jan.-Mar.	Mar.	1962	1961	Sales	Stocks
<u>BASEMENT STORE TOTAL</u>	- 9	- 2	+10	2.8	2.3	100	132
Domestics and blankets	+17	+ 9	+ 5	3.7	4.1	86	125
Women's, misses' ready-to-wear	-13	- 5	+12	2.1	1.7	100	130
Intimate apparel	0	+ 2	+ 9	2.7	2.5	107	146
Hosiery	0	+ 3	+13	2.2	2.0	3/	3/
Underwear, corsets & brassieres	0	+ 2	+ 8	3.0	2.8	3/	3/
Coats and suits	-20	- 9	+26	1.3	0.8	95	94
Dresses	- 9	- 4	+14	1.4	1.1	89	108
Blouses, skirts, and sportswear	+ 7	+ 9	+ 8	2.2	2.2	109	150
Girls' wear	-29	-16	+19	2.3	1.4	128	170
Infants' wear	-20	-11	+15	3.0	2.1	106	152
Aprons, housedresses, uniforms	- 8	- 7	+ 5	2.1	1.8	3/	3/
Men's and boys' wear	- 9	+ 1	+13	3.4	2.7	112	165
Men's wear	- 1	+ 6	+ 9	3.5	3.2	104	158
Men's clothing	- 3	+ 7	+10	3.5	3.1	126	186
Men's furnishings	+ 3	+ 5	+10	3.4	3.2	91	145
Boys' wear	-27	-14	+26	3.1	1.8	141	190
Homefurnishings	+ 9	+ 6	+ 4	3.2	3.4	92	109
Shoes	-15	- 8	+ 7	4.1	3.2	117	145
<u>NONMERCHANDISE TOTAL</u>	+ 1	+ 1	3/	3/	3/	143	3/
Barber and beauty shop	0	+ 2	3/	3/	3/	164	3/

1/ The ratio of stocks to sales is obtained by dividing stocks at the end of the month by sales during the month and hence indicates the number of months' supply on hand at the end of the month in terms of sales for that month.

2/ The 1947-49 average of monthly sales and end-of-month stocks for each department is used as the base in computing sales and stocks indexes, respectively, for that department. For description of series, see pages 1146-49 of the November 1953 Federal Reserve Bulletin. A brochure containing back data for the departmental series for the period 1940-1952, inclusive, may be obtained from the Division of Administrative Services, Board of Governors of the Federal Reserve System, Washington 25, D.C.

3/ Data not available.

Note:--Based on reports from a group of large department stores located in various cities throughout the country. In 1961, sales and stocks at these stores accounted for about 40 per cent of estimated total department store sales and stocks. Not all stores report data for all of the departments shown; consequently, the sample for the individual departments is not so comprehensive as that for the total.