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CANADA

RETAIL CREDIT SECOND QUARTER, 1957


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RETAIL CREDIT

A redefinition of the "instalment" and "charge" terms used in the Retail Credit series was approved earlier this year. Although budgeted charge accounts and revolving credit have, in practice, been included in the "charge" category, these intermediate forms of credit lack the characteristics of the regular charge account and, in fact, closely resemble "instalment" credit (then defined as "credit granted under conditional-sale agreements providing for time-payments and containing a repossession clause"). Regular charge accounts, for example, do not entail a specific finance charge (except on overdue accounts) and are not customarily paid off in a series of regular instalments. It was felt, therefore, that the trend of these deferred payment plans should be transferred to the "instalment" component of sales and receivables. As a result of this change, which affects Department Stores mainly and the Clothing trades, Jewellery Stores and Furniture, Household Appliance and Radio Stores to a lesser extent, credit components for the revised first quarter of 1957 and the preliminary second quarter of 1957 are not comparable with the 1956 and earlier estimates. However, the comparability of total credit sales and total accounts receivable is not affected.

For Department Stores only, the "instalment" component will now be shown sub-divided into "conditional-sale agreements" and "other deferred payment plans," resulting in a four-way breakdown for sales and a three-way breakdown for receivables.

The 1956 sales' estimates in this report contain final revisions for establishment "births" and "deaths." No adjustments are made in the ketail Credit serles for seasonal fluctuation, price changes and differentes in number of shopping days.

Sales and receivables on commercial accounts of retail establishments are included in the estimates. The non-consumer content is fairly large in trades such as Lumber and Building Material Dealers, Farm Implement Dealers, Feed Stores and Farmers' Supply stores, all of which are represented in the miscellaneous classification "All Other Trades." Some of the specified trades also contain portions of non-consumer business. For example, builders' hardware is sold by Hardware Stores, commercial vehicles by Motor Vehicle Dealers, etc.

Credit sales amounted to an estimated $\$ 1,339.1$ million in the second quarter of 1957, a decrease of 3.3 per cent from a year ago. In the specified trades, this decline was conspicuously reflocted by ifotor Vehicle Dealers with credit sales down 11.4 per cent. Cash sales, estimated residually from total sales, amounted to $\$ 2,434.5$ million compared with $\frac{2}{} 2,322.7$ million in the corresponding period of last year.

The year-over-year drop in credit sales was not acconpanied by a like change in total accounts receivable. Following a net increase of 5.3 per cent from liarch 31 , accounts receivable at June 30 were 5.6 per cent higher than on the corresponding date a year ago.

The usual seasonal increases over the first quarter of the year were reported in both instalment and charge sales for all the specified trades except Fuel Dealers, which normally exhibit a reverse trend. Increases in the instalment component ranged from a high of 40.0 per cent (Men's Clothing) to a low of 16.0 per cent (Fumiture, household Appliance and Radio Stores) with an over-all gain of 27.9 per cent. In the charge component, trade increases showed a very wide range, with an over-all gain of 15.1 per cent.

The net increases in instalment and charge receivables during the second quarter of 1957 amounted to 2.3 per cent and 7.9 per cent respectively. More than half the specified trades reflected the increases in each component.

Instalment Sales - credit sales made under conditional agreements. The cash down-payments, trade-in allowances and retailers' service charees are included in the value of sales' estimates. Effective the first quarter of 1957, sales made on other deferred payment plans, such as revolving credit and budgeted charge accounts, are also included.

Charge Account Sales - credit sales other than instalment sales. Effective the first quarter of 1957, deferred payment plans, such as revolving credit and budgeted charge accounts, are excluded.

Cash Sales - cash and C.O.D. sales excluding oash receipts related to instalment and charge sales (e.g., payments on customers' accounts, cash dow paynents on credit sales and cash received from the sale of instalment paper).

Instalment Receivables exclude contingent liabilities on paper sold to finance companies and banks.

## Percentage Changes

Total All Trades and Selected Trades

| Trade | $\begin{gathered} \text { Instalment } \\ \text { Sales } \\ \hline \end{gathered}$ | Charge Account Sales | Total Credit vales |
| :---: | :---: | :---: | :---: |
|  | $\frac{\text { 2nd }}{\text { qtr }}$ (st qtr. $\cdot 1957$ | $\frac{\text { 2nd otr. } 1957}{\text { 1st qtr. } 1957}$ | $\frac{\text { 2nd } \operatorname{ctr} \cdot 1957}{\text { 2nd } \mathrm{qtr} \cdot 1956}$ |
| TOTAL, ALL TMADES . ....... | + 27.9 | + 15.1 | - 3.3 |
| Department Stores | + 25.3 | + 29.8 | + 2.0 |
| Motor Vehicle Dealers .......... | + 33.2 | + 6.3 | - 11.4 |
| Men's Clothing Stores ......... | + 40.0 | + 26.7 | + 6.2 |
| Family Clothing Stores ........ | + 23.3 | + 30.0 | + 2.0 |
| Women's Clothing Stores | + 23.1 | + 18.5 | + 9.0 |
| Hardware Stores ................ | + 30.4 | + 60.4 | + 5.8 |
| Furniture, Appliance and hadio Stores | +16.0 | $+\quad 3.9$ | 1.8 $-\quad 2.5$ |
| Jewellery Stores .............. | + 34.8 | + 27.5 | - 3.4 |
| Grocery and Combination <br> (Independent) Stores | - | + 12.1 | +13.0 |
| Fuel Dealers ................... | - 40.0 | - 58.6 | - 4.8 |

## ACCOUNTS RECEIVABLE

Fercentage Changes
Total All Trades and Selected Trades

| Trade | Instalment Receivables | Charge Account iReceivables | Total <br> Receivables |
| :---: | :---: | :---: | :---: |
|  | $\frac{\text { 2nd atr. } 1957}{\text { 1st qtr. } 1957}$ | $\frac{\text { 2nd }}{1 \text { st qtr }}:=\frac{1957}{1957}$ | $\frac{\text { 2nd } \mathrm{atr} \cdot 1957}{\text { 2nd qtr. } 1956}$ |
| TOTAL, ALL TRADES | + 2.3 | + 7.9 | + 5.6 |
| Department Stores | + 1.4 | + 10.0 | + 7.2 |
| Motor Vehicle Dealers | + 4.5 | + 6.8 | + 4.8 |
| Men's Clothing Stores .......... | + 5.0 | + 5.5 | $+\quad 2.3$ |
| Family Clothing Stores | - 3.2 | + 0.9 | - 2.7 |
| Women's Clothing Stores ....... | 0.0 | - 3.2 | + 1.0 |
| Hardware Stores ....... | + 7.7 | +18.3 | + 12.0 |
| Furniture, Appliance and Radio Stores | + 2.6 | + 2.6 | + 9.2 |
| Jewellery Stores $\qquad$ Grocery and Combination | - 5.6 | - 6.7 | + 4.2 |
| (Independent) Stores ..... | - | + 6.8 | + 6.4 |
| Fuel Dealers ................... | - 26.1 | - 36.3 | - 4.3 |

Table 1. - Total, A11 Trades
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Keceivalule (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
| $\begin{array}{r} \text { 1956-Jan.-Mar. } . . . \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | Dollar Estinates (in millions) |  |  |  |  |  |  |
|  | 1,870.2 | 354.3 | 685.6 | 2,910.1 | $\begin{aligned} & 365.3 \\ & 372.6 \\ & 383.4 \\ & 414.9 \end{aligned}$ | $\begin{aligned} & 490.4 \\ & 535.9 \\ & 556.8 \\ & 566.6 \end{aligned}$ | $\begin{aligned} & 855.7 \\ & 908.5 \\ & 940.2 \\ & 981.5 \end{aligned}$ |
|  | 2,322.7 | 545.7 | 838.5 | 3,706.9 |  |  |  |
|  | 2,264.2 | 484.9 | 841.0 | 3,590.1 |  |  |  |
|  | 2,557.0 |  |  | 3,881.5 |  |  |  |
| total | 9,014.1 | 1,827.6 | 3,246.9 | 14,088.6 |  |  |  |
| $\begin{aligned} & \text { 1957-Jan. Har. } \\ & \text { Apr. June }(p) \end{aligned}$ | 2,030.4 | 395.5 | 724.0 | 3,149.9 | 421.1 | 489.8 | 910.9 |
|  | 2,434.5 | 505.8 | 833.3 | 3,773.6 | 430.9 | 528.5 | 959.4 |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. .. } \\ \text { Oct.-Dec. ... } \end{array}$ | 64.3 | 12.1 | 23.6 | 100.0 | 42.7 | 57.3 | 100.0 |
|  | 62.7 | 14.7 | 22.6 | 100.9 | 41.0 | 59.0 | 100.0 |
|  | 63.1 | 13.5 | 23.4 | 100.0 | 40.8 | 59.2 | 100.0 |
|  | 65.9 | 11.4 | 22.7 | 100.9 | 42.3 | 57.7 | 100.0 |
| avekhge ... | 64.0 | 13.0 | 23.0 | 100.0 |  |  |  |
| 1957-Jan.-Mar. ... | 64.5 | 12.5 | 23.0 | 100.0 | 46.2 | 53.8 | 100.0 |
| Apr.-June (p) | 64.5 | 13.4 | 22.1 | 100.0 | 44.9 | 55.1 | 100.0 |

Table 2. - Department Stores
Sales and Accounts Receivable

| Period | S a l e s |  |  |  |  | Accounts Receivable (at end of period) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment |  | Charge | Total | Instalment |  | Charge | Total |
|  |  | C.S.A. 1 | Other $\sqrt{2}$ |  |  | C.S.A. 17 | Other $\sqrt{2}$ |  |  |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |  |  |
| $1957 \text { - }$ |  |  |  |  |  |  | 27.6 |  |  |
| Apr. June (p) | 194.8 | 50.3 | 14.5 | 51.4 | 321.0 | 149.0 | 29.0 | 42.9 | 220.9 |
|  | Fercentage Composition |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 1957 \text { - } \\ & \text { Jan. Mar. } \end{aligned}$ | 63.4 | 15.7 |  |  |  |  |  | 18.2 | 100.0 |
| Afr.-June (p) | 62.6 | 16.2 | 4.7 | 16.5 | 100.0 | 67.5 | 13.1 | 19.4 | 100.0 |

Table 3. - Motor Vehicle Dealers
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } . . \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
|  | 161.8 | 204.4 | 132.0 | 498.2 | $\begin{aligned} & 19.9 \\ & 24.1 \\ & 24.0 \\ & 22.2 \end{aligned}$ | $\begin{aligned} & 67.7 \\ & 82.4 \\ & 79.9 \\ & 74.5 \end{aligned}$ | $\begin{array}{r} 87.6 \\ 106.5 \\ 103.9 \\ 96.7 \end{array}$ |
|  | 287.1 | 365.6 | 180.0 | 832.7 |  |  |  |
|  | 205.9 | 308.4 | 160.6 | 674.9 |  |  |  |
|  |  | 235.7 |  | 541.1 |  |  |  |
| $\begin{array}{r} \text { TOTAL ..... } \\ \text { 1957-Jan.-Mar. } \\ \text { Apr.-June }(\mathrm{p}) \end{array}$ | 820.1 | 1,114.1 | 612.7 | 2,546.9 |  |  | $\begin{aligned} & 105.0 \\ & 111.6 \end{aligned}$ |
|  | $204.4$ |  |  |  | $\begin{aligned} & 24.5 \\ & 25.6 \end{aligned}$ | $\begin{aligned} & 80.5 \\ & 86.0 \end{aligned}$ |  |
|  | $288.8$ | $329.1$ | $154.4$ | $772.3$ |  |  |  |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June ... } \\ \text { July-Sept. } \\ \text { Oct.-Dec. ... } \end{array}$ | Percentage Composition |  |  |  |  |  |  |
|  | 32.5 | 41.0 | 26.5 | 100.0 | 22.7 | 77.3 | 100.0 |
|  | 34.5 | 43.9 | 21.6 | 100.0 | 22.6 | 77.4 | 100.0 |
|  | 30.5 | 45.7 | 23.8 | 100.0 | 23.1 | 76.9 | 100.0 |
|  | 30.5 | 43.6 | 25.9 | 100.0 | 23.0 | 77.0 | 100.0 |
|  |  | 41.4 | $24.3$ | 100.0 |  | $76.6$ | 100.0 |
| Apr.-June (p) | $37.4$ | 42.6 | 20.0 | 100.0 | $22.9$ | 77.1 | 100.0 |

Table 4. - Men's Clothing Stores
Sales and Accounts Receivable

| $\begin{array}{r} \text { 1956-Jan.-Har. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 32.7 | 1.5 | 11.5 | 45.7 | 1.8 | 11.3 | 13.1 |
|  | 39.0 | 1.6 | 12.9 | 53.5 | 1.7 | 11.6 | 13.3 |
|  | 38.1 | 1.4 | 10.2 | 49.7 | 1.5 | 11.0 | 12.5 |
|  | 61.0 | 1.8 | 15.6 | 78.4 | 1.9 | 14.2 | 16.1 |
|  | 170.8 | 6.3 | 50.2 | 227.3 |  |  |  |
| 1957-Jan.-Mar. ... | 35.1 | 1.5 | 10.5 | 47.1 | 2.0 | 10.9 | 12.9 |
| Apr.-Jure (p) | 39.9 | 2.1 | 13.3 | 55.3 | 2.1 | 11.5 | 13.6 |
|  | Percentage Composition |  |  |  |  |  |  |
| 1956-Jan.-Mar. ... | 71.5 | 3.3 | 25.2 | 100.0 | 13.7 | 86.3 | 100.0 |
| Apr.-June ... | 72.9 | 3.0 | 24.1 | 100.0 | 12.8 | 87.2 | 100.0 |
| July-Sept. .. | 76.8 | 2.8 | 20.4 | 100.0 | 12.2 | 87.8 | 100.0 |
| Oct.-Dec. ... | 77.8 | 2.3 | 19.9 | 100.0 | 11.9 | 88.1 | 100.0 |
| 1957-Jan. Mar. ... | 74.5 | 3.2 | 22.3 | 100.0 | 15.4 | 84.6 | 100.0 |
| Apr.-June (p) | 72.1 | 3.8 | 24.1 | 100.0 | 15.3 | 84.7 | 100.0 |

(p)

Sales and Accounts Recelvable

| Period | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. . } \\ \text { Oct.-Dec. } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
|  | 27.6 | 2.8 | 8.8 | 39.2 | $\begin{aligned} & 5.1 \\ & 6.3 \\ & 6.1 \\ & 7.0 \end{aligned}$ | $\begin{aligned} & 11.9 \\ & 11.9 \\ & 11.8 \\ & 14.7 \end{aligned}$ | 17.018.217.921.7 |
|  | 36.6 | 4.1 | 11.0 | 51.7 |  |  |  |
|  | 35.7 | 3.7 | 9.3 | 48.7 |  |  |  |
|  | 48.7 | 6.8 | 16.8 | 72.3 |  |  |  |
| TOTAL ..... | 148.6 | 17.4 | 45.9 | 211.9 |  | $\begin{aligned} & 11.6 \\ & 11.7 \end{aligned}$ | $\begin{aligned} & 17.8 \\ & 17.7 \end{aligned}$ |
| $\begin{aligned} & \text { 1957-Jan. Mar. } \\ & \text { Apr.-June }(p) \end{aligned}$ | 27.1 | 3.0 | 9.0 | 39.1 | $\begin{aligned} & 6.2 \\ & 6.0 \end{aligned}$ |  |  |
|  | 37.9 | 3.7 | 11.7 | 53.3 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | 70.3 | 7.2 | 22.5 | 100.0 |  | $\begin{aligned} & 70.0 \\ & 65.4 \\ & 66.1 \\ & 67.8 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ |
|  | 70.9 | 7.9 | 21.2 | 100.0 | 34.6 |  |  |
|  | 73.2 | 7.6 | 19.2 | 100.0 | 33.9 |  |  |
|  | 67.3 | 9.4 | 23.3 | 100.0 | 32.2 |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr.-June (p) } \end{array}$ | $\begin{aligned} & 69.4 \\ & 71.2 \end{aligned}$ | $\begin{aligned} & 7.6 \\ & 6.9 \end{aligned}$ | $\begin{aligned} & 23.0 \\ & 21.9 \end{aligned}$ | 100.0 | $\begin{aligned} & 35.1 \\ & 34.0 \end{aligned}$ | $\begin{aligned} & 64.9 \\ & 66.0 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  | 100.0 |  |  |  |

Table 6. - Women's Clothing Stores
Sales and Accounts Receivable

| $\begin{array}{r} \text { 1956-Jan.-Mar. } . . . \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 35.2 | 0.7 | 11.8 | 47.7 | 1.0 | 10.0 | 11.0 |
|  | 47.0 | 0.9 | 13.5 | 61.4 | 0.9 | 9.6 | 10.5 |
|  | 42.9 | 0.8 | 12.0 | 55.7 | 0.9 | 10.1 | 11.0 |
|  | 60.0 | 1.0 | 17.0 | 78.0 | 1.0 | 11.8 | 12.8 |
| TOTAL ..... | 185.1 | 3.4 | 54.3 | 242.8 |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr.-Juse (p) } \end{array}$ | 35.6 | 1.3 | 11.9 | 48.8 | 1.4 | 9.5 | 10.9 |
|  | 49.0 | 1.6 | 14.1 | 64.7 | 1.4 | 9.2 | 10.6 |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | 73.8 | 1.4 | 24.8 | 100.0 | 8.9 | 91.1 | 100.0 |
|  | 76.5 | 1.5 | 22.0 | 100.0 | 8.7 | 91.3 | 100.0 |
|  | 77.0 | 1.4 | 21.6 | 100.0 | 8.1 | 91.9 | 100.0 |
|  | 76.9 | 1.3 | 21.8 | 100.0 | 8.2 | 91.8 | 100.0 |
| 1957-Jan.-Mar.Apr.-June |  | 2.6 | 24.4 | 100.0 | 12.4 | 87.6 | 100.0 |
|  | 75.8 | 2.4 | 21.8 | 100.0 | 13.2 | 86.8 | 100.0 |

(p) Preliminary

Table 7. - Hardware Stores
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Heceivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instainent | Charge | Total |
| 1956-Jan.-Mar. ... Apr. -June ... July-Sept... Oct.-Dec. | Dollar Estimates (in nillions) |  |  |  |  |  |  |
|  | 26.7 | 1.8 | $\begin{aligned} & 17.2 \\ & 25.1 \\ & 27.1 \\ & 25.9 \end{aligned}$ | $\begin{aligned} & 45.7 \\ & 71.5 \\ & 75.0 \\ & 81.9 \end{aligned}$ | $\begin{aligned} & 3.3 \\ & 3.6 \\ & 3.8 \\ & 4.0 \end{aligned}$ | $\begin{aligned} & 20.4 \\ & 23.9 \\ & 25.1 \\ & 24.0 \end{aligned}$ | $\begin{aligned} & 23.7 \\ & 27.5 \\ & 28.9 \\ & 28.0 \end{aligned}$ |
|  | 43.8 | 2.6 |  |  |  |  |  |
|  | 45.1 | 2.8 |  |  |  |  |  |
|  | 53.7 | 2.3 |  |  |  |  |  |
| $\begin{array}{r} \text { Total ..... } \\ \text { 1957-Jan.-Mar. } \underset{\text { Apr.-June }(\mathrm{p})}{ } \end{array}$ | 169.3 | 9.5 | 95.3 | 274.1 |  | $\begin{aligned} & 21.3 \\ & 25.2 \end{aligned}$ | $\begin{aligned} & 26.5 \\ & 30.8 \end{aligned}$ |
|  | 28.3 | 2.3 | 16.4 | 47.0 | $\begin{aligned} & 5.2 \\ & 5.6 \end{aligned}$ |  |  |
|  | 43.9 | 3.0 | 26.3 | 73.2 |  |  |  |
|  | Percentase Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | $\begin{aligned} & 58.6 \\ & 61.3 \\ & 60.2 \\ & 65.5 \end{aligned}$ | $\begin{aligned} & 3.9 \\ & 3.6 \\ & 3.7 \\ & 2.9 \end{aligned}$ | $\begin{aligned} & 37.5 \\ & 35.1 \\ & 36.1 \\ & 31.6 \end{aligned}$ | 100.0 | 14.0 | 86.0 | 100.0 |
|  |  |  |  | 100.0 | 13.2 | 86.8 | 100.0 |
|  |  |  |  | 100.0 | 13.3 | 86.7 | 100.0 |
|  |  |  |  | 100.0 | 14.4 | 85.6 | 100.0 |
| $\begin{aligned} & \text { 1957-Jan.-Mar. } \\ & \text { Apr.-June (p) } \end{aligned}$ | $\begin{aligned} & 60.3 \\ & 60.0 \end{aligned}$ | $\begin{aligned} & 4.8 \\ & 4.1 \end{aligned}$ | $\begin{aligned} & 34.9 \\ & 35.9 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 14.8 \\ & 18.3 \end{aligned}$ | $\begin{aligned} & 85.2 \\ & 81.7 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  |  |  |  |  |

Table 8. - Furniture, Appliance and hadio Stores
Sales and Accounts Receivable

| $\begin{aligned} & \text { 1956-Jan.-Mar. ... } \\ & \text { Apr.-June } \\ & \text { July-Sept. } \\ & \text { Oct.-Dec. } \end{aligned}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 38.5 | 60.3 | 24.6 | 123.4 | 144.6 | 22.0 | 166.6 |
|  | 42.6 | 71.2 | 26.2 | 140.0 | 145.1 | 22.9 | 168.0 |
|  | 44.3 | 72.6 | 29.3 | 146.2 | 152.4 | 24.2 | 176.6 |
|  | 53.8 | 79.7 | 33.2 | 166.7 | 162.9 | 26.4 | 189.3 |
| TOTAL ..... | 179.2 | 283.8 | 113.3 | 576.3 | $\begin{aligned} & 155.9 \\ & 160.0 \end{aligned}$ | $\begin{aligned} & 22.8 \\ & 23.4 \end{aligned}$ | $\begin{aligned} & 178.7 \\ & 183.4 \end{aligned}$ |
| $\begin{aligned} & \text { 1957-Jan.-Mar. © } \\ & \text { Apr.-June (p) } \end{aligned}$ | 41.7 | 58.7 | 25.9 | 126.3 |  |  |  |
|  | 42.6 | 68.1 | 26.9 | 137.6 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| 1956-Jan.-Miar. ... | 31.2 | 48.9 | 19.9 | 100.0 | 86.8 | 13.2 | 100.0 |
| Apr.-June ... | 30.5 | 50.8 | 18.7 | 100.0 | 86.4 | 13.6 | 100.0 |
| July-Sept. .. | 30.4 | 49.6 | 20.0 | 100.0 | 86.3 | 13.7 | 100.0 |
| Oct.-Dec.... | 32.3 | 47.8 | 19.9 | 100.0 | 86.0 | 14.0 | 100.0 |
| 1957-Jan.-Mar. | 33.0 | 46.5 | 20.5 | 100.0 | 87.2 | 12.8 | 100.0 |
| Apr.-June (p) | 31.0 | 49.5 | 19.5 | 100.0 | 87.2 | 12.8 | 100.0 |

(p) Preliminary

Table 9. - Jewellery Stores
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1956-Jan.-Mar. | 13.5 | 4.5 | 4.1 | 22.1 | 11.3 | 5.5 | 16.3 |
| Apr.-June ... | 16.7 | 6.0 | 5.7 | 28.4 | 11.0 | 5.6 | 16.6 |
| July-Sept. .. | 17.3 | 6.0 | 4.5 | 27.8 | 11.1 | 5.4 | 16.5 |
| Oct.eDec. ... | 31.3 | 11.4 | 9.8 | 52.5 | 15.0 | 8.8 | 23.8 |
| TOTAL | 78.8 | 27.9 | 24.1 | 130.8 |  |  |  |
| 1957-Jan.-Mar. | 13.5 | 4.6 | 4.0 | 22.1 | 12.4 | 6.0 | 18.4 |
| Apr.June (p) | 16.7 | 6.2 | 5.1 | 28.0 | 11.7 | 5.6 | 17.3 |
|  | Percentage Composition |  |  |  |  |  |  |
| 1956-Jan.-Mar. | 60.9 | 20.4 | 18.7 | 100.0 | 67.3 | 32.7 | 100.0 |
| Apr.,June ... | 59.0 | 21.0 | 20.0 | 100.0 | 66.4 | 33.6 | 100.0 |
| July-Sept. .. | 62.3 | 21.4 | 16.3 | 100.0 | 67.2 | 32.8 | 100.0 |
| Oct.-Dec. ... | 59.6 | 21.7 | 18.7 | 100.0 | 63.0 | 37.0 | 100.0 |
|  |  |  |  | 100.0 |  | 32.7 | 100.0 |
| Apr. June (p) | $59.7$ | $22.2$ | $18.1$ | 100.0 | 67.5 | 32.5 | 100.0 |

Table 10. - Grocery and Combination Stores (Independent)
Sales and Accounts Receivable
(in millions of dollars)

| Period | Sales |  |  |  |  | Accounts Receivable (Charge) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash |  | Charge |  | Total |  |
|  | Amount | \% | Amount | $\%$ | Amount |  |
| 1956-Jan. Mar. ... <br> Apr. -June ... <br> July-Sept. .. <br> Oct.-Dec.... <br> TOTAL ..... | 272.0 | $\begin{aligned} & 77.0 \\ & 77.1 \\ & 76.3 \\ & 76.8 \end{aligned}$ | 81.1 | $\begin{aligned} & 23.0 \\ & 22.9 \\ & 23.7 \\ & 23.2 \end{aligned}$ | 353.1 | $\begin{aligned} & 33.1 \\ & 32.6 \\ & 32.9 \\ & 35.5 \end{aligned}$ |
|  | 296.0 |  | 87.7 |  | 383.7 |  |
|  | 299.8 |  | 93.2 |  | 393.0 |  |
|  | 316.1 |  | 95.8 |  | 411.9 |  |
|  | 1,183.9 | $\begin{aligned} & 76.7 \\ & 75.7 \end{aligned}$ | 357.8 |  | 1,541.7 |  |
| 1957-Jan.-Mar.Apr.-June | $291.2$ |  |  | $\begin{aligned} & 23.3 \\ & 24.3 \end{aligned}$ |  |  |
|  | $308.5$ |  | 99.1 |  | 407.6 | $34.7$ |

[^0]Table 11. - Fuel Dealers
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
| 1956-Jan.-Mar.... Apr.-June ... July-Sept. .. Oct.-Dec. | Dollar Estimates (in millions) |  |  |  |  |  |  |
|  | 25.2 | 0.6 | 79.3 | 105.1 | $\begin{aligned} & 1.9 \\ & 2.1 \\ & 2.3 \\ & 2.4 \end{aligned}$ | $\begin{aligned} & 41.1 \\ & 27.8 \\ & 28.0 \\ & 40.2 \end{aligned}$ | $\begin{aligned} & 43.0 \\ & 29.9 \\ & 30.3 \\ & 42.6 \end{aligned}$ |
|  | 10.1 | 0.7 | 39.0 | 49.8 |  |  |  |
|  | 11.6 | 1.3 | 36.4 | 49.3 |  |  |  |
|  | 20.5 | 1.3 | 70.9 | 92.7 |  |  |  |
| TOTAL ..... | 67.4 | 3.9 | 225.6 | 296.9 |  | $\begin{aligned} & 42.2 \\ & 26.9 \end{aligned}$ | $\begin{aligned} & 44.5 \\ & 28.6 \end{aligned}$ |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr. }- \text { June } \end{array}$ | 25.2 | 1.0 | 89.8 | 116.0 | $\begin{aligned} & 2.3 \\ & 1.7 \end{aligned}$ |  |  |
|  | 11.8 | 0.6 | 37.2 | 49.6 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. .. } \\ \text { Oct.-Dec. ... } \end{array}$ | 24.0 | 0.6 | 75.4 | 100.0 | 4.5 | 95.5 | 100.0 |
|  | 20.3 | 1.4 | 78.3 | 100.0 | 7.0 | 93.0 | 100.0 |
|  | 23.5 | 2.7 | 73.8 | 100.0 | 7.7 | 92.3 | 100.0 |
|  | 22.2 | 1.3 | 76.5 | 100.0 | 5.6 | 94.4 | 100.0 |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \ddot{0} \text { Apr.-June }(\underset{p}{ }) \end{array}$ |  |  |  | 100.0 |  | 94.7 | 100.0 |
|  | $23.9$ | 1.1 | 75.0 | 100.0 | 5.8 | 94.2 | 100.0 |

Table 12. - General Stores
Sales and Accounts Receivable
(in millions of dollars)

| Period | Sales |  |  |  |  | Accounts Receivable |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash |  | Credit |  | Total |  |
|  | Amount | \% | Amount | \% | Amount |  |
| 1956-Jan.-Mar. . | 73.1 | 67.1 | 35.9 | 32.9 | 109.0 | 25.6 |
| Apr.-June ... | 94.4 | 67.5 | 45.4 | 32.5 | 139.8 | 27.5 |
| July-Sept. .. | 101.2 | 67.8 | 47.9 | 32.2 | 149.1 | 27.4 |
| Oct.-Dec. ... | 109.2 | 68.4 | 50.7 | 31.6 | 159.9 | 26.8 |
| TOTAL ..... | 377.9 |  | 179.9 |  | 557.8 |  |
| 1957-Jan.-Mar. | 76.5 | 67.1 | 37.5 | 32.9 | 114.0 | 25.9 |
| Apr.-June (p) | 99.0 | 68.0 | 46.7 | 32.0 | 145.7 | 27.8 |

(p) Preliminary

Sales and Accounts Receivable
(in millions of dollars)

| Period | Sales |  |  |  |  | Accounts Receivable |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash |  | Credit |  | Total |  |
|  | Amount | \% | Amount | \% | Amount |  |
| $\begin{gathered} \text { 1956-Jan.-Mar. } . . . \\ \text { Apr.-June } . . . \\ \text { July-Sept. } \\ \text { Oct. } . \text {-Dec. } \end{gathered}$ | 111.1 | $\begin{aligned} & 68.4 \\ & 71.5 \\ & 70.8 \\ & 69.7 \end{aligned}$ | 51.4 | $\begin{aligned} & 31.6 \\ & 28.5 \\ & 29.2 \\ & 30.3 \end{aligned}$ | 162.5 | $\begin{aligned} & 25.7 \\ & 28.2 \\ & 30.2 \\ & 28.9 \end{aligned}$ |
|  | 139.8 |  | 55.7 |  | 195.5 |  |
|  | 143.7 |  | 59.4 |  | 203.1 |  |
|  | 136.4 |  | 59.2 |  | 195.6 |  |
| TOTAL ..... | 531.0 |  | 225.7 |  | 756.7 |  |
| 1957-Jan.-Mar.Apr.-June | 122.6 | $\begin{aligned} & 68.8 \\ & 68.3 \end{aligned}$ | 55.5 | $\begin{aligned} & 31.2 \\ & 31.7 \end{aligned}$ | 178.1 | 27.9 |
|  | 142.5 |  | 66.0 |  | 208.5 | 28.9 |

Table 14. - All Other Trades
Sales and Accounts Receivable

| Pertod | Sales |  |  |  | Accounts Hecetvable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalinent | Charge | Total |
| $\begin{array}{r} \text { 1956-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | Dollar Estinates (in millions) |  |  |  |  |  |  |
|  | 990.4 | 36.3 | 179.0 | 1,115.7 | $\begin{aligned} & 36.8 \\ & 35.5 \\ & 37.0 \\ & 36.9 \end{aligned}$ | $\begin{aligned} & 155.7 \\ & 188.2 \\ & 205.6 \\ & 178.0 \end{aligned}$ | $\begin{aligned} & 192.5 \\ & 223.7 \\ & 242.6 \\ & 214.9 \end{aligned}$ |
|  | 1,086. 2 | 41.2 | 274.2 | 1,401.6 |  |  |  |
|  | 1,109.1 | 37.3 | 294.6 | 1,441.0 |  |  |  |
|  | 1,235.0 | 30.6 | 259.4 | 1,525.0 |  |  |  |
| TOTAL | 4,330.7 | 145.4 | 1,007.2 | 5,483.3 |  | $\begin{aligned} & 160.0 \\ & 195.0 \end{aligned}$ | $\begin{aligned} & 195.4 \\ & 233.5 \end{aligned}$ |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr.-June }(p) \end{array}$ | 971.2 | 23.1 | 191.5 | 1,185.8 | $\begin{aligned} & 35.4 \\ & 38.5 \end{aligned}$ |  |  |
|  | 1,159.1 | 24.9 | 282.8 | 1,466.8 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{aligned} & \text { 1956-Jan.-Mar. ... } \\ & \text { Apr.-June } \\ & \text { July-Sept. } \\ & \text { Oct.-Dec. } \end{aligned}$ | $\begin{aligned} & 80.7 \\ & 77.5 \\ & 77.0 \\ & 81.0 \end{aligned}$ | $\begin{aligned} & 3.3 \\ & 2.9 \\ & 2.6 \\ & 2.0 \end{aligned}$ | $\begin{aligned} & 16.0 \\ & 19.6 \\ & 20.4 \\ & 17.0 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ | 19.115.915.317.2 | $\begin{aligned} & 80.9 \\ & 84.1 \\ & 84.7 \\ & 82.8 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 1957-Jan.-Mar.Apr. - June | $\begin{aligned} & 81.9 \\ & 79.0 \end{aligned}$ | $\begin{aligned} & 1.9 \\ & 1.7 \end{aligned}$ | $\begin{aligned} & 16.2 \\ & 19.3 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 18.1 \\ & 16.5 \end{aligned}$ | $\begin{aligned} & 81.9 \\ & 83.5 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  |  |  |  |  |

## (p) Preliminary

| Specified Trade | Kind of Business by Census Classification |
| :---: | :---: |
| Department Stores ............. | 1. Department stores <br> 2. Mail-order offices of department stores |
| Motor Vehicle Dealers | 1. Automobile dealers <br> 2. Automobile dealers with wholesale car departments <br> 3. Automobile dealers with farm implements |
| Men's Clothing Stores | 1. Men's and boys' clothing and furnishings stores <br> 2. Men's and boys' furmishings stores <br> 3. Men's and boys' hat stores <br> 4. Customer tailors |
| Family Clothing Stores ........ | 1. Family clothing and furnishings stores |
| Women's Clothing Stores | 1. Women's ready-to-wear stores <br> 2. Lingerie and hosiery stores <br> 3. Accessories and other apparel stores |
| Jewellery Stores .............. | 1. Jewellery stores |
| Grocery and Combination Stores. | 1. Grocery stores without fresh meat <br> 2. Grocery stores without fresh meat, with beer <br> 3. Combination stores (grocery stores with fresh meat) <br> 4. Combination stores, with beer |
| Hardware Stores | 1. Hardware stores <br> 2. Hardware and farm implement stores |
| Furniture, Appliance and Radio |  |
| Stores ......................... | 1. Furmiture stores <br> 2. Furniture and undertaker stores <br> 3. Household appliance stores <br> 4. Radio stores <br> 5. Furniture, radio and appliance stores <br> 6. Radio, piano and music stores |
| Fuel Dealers | 1. Fuel dealers (other than oil) <br> 2. Fuel oil dealers |
| General Stores ................ | 1. General stores (more than one-third food) |
| Garages and Filling Stations .. | 1. Garages <br> 2. Filling stations |



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[^0]:    (p) Preliminary

