## 63 006



## RETAIL CREDIT

FIRST QUARTER, 1958

Puwishel by Aumary of<br>The Honourable Gordon Churchill, Minister of Trade and Commerce

DOMINION BUREAU OF STATISTICS
Industry and Merchandising Division
Retail Trade Section

First quarter sales by Canadian retail establishments amounted tilis year to an estimated $\$ 3,302.3$ million, an increase of 2.8 per cent over the first quarter of 1957. Components responsible for the over-all increase we e cash and regular charge sales, up 5.0 per cent and 2.0 per cent, respectived.. Sales on deferred payment plans took a 6.9 per cent drop due mainly to reduced instalment sales by Motor Vehicle Dealers and certain trades included in the miscellaneous "All Other Trades" classification (e.g., Used Car Dealers, Farm Implement Dealers, Accessories, Tire and Battery Shops).

Retail credit outstanding at March 31, 1958, amounted to an estimated $\$ 931.8$ million following a net decrease since December 31, 1957, at a slightly greater rate of decline than occurred over corresponding year-ago dates. However, customers were 2.3 per cent heavier in debt on March 31, 1958, than at the end of the first quarter of 1957.

The decline in first quarter sales from the seasonally-active preceding quarter amounted this year to roughly 16 per cent for both components of credit sales. Anong the specified trades the following reported the largest decreases for both instalment and charge sales: Jewellery Stores, -55.9 and -56.5 per cent, respectively; Family Clothing Stores, -47.3 and -38.1 per cent; Department Stores, -43.7 and -34.7 per cent; and Men's Clothing Stores, -35.7 and -34.0 per cent.

The over-all net decrease in accounts receivable between December 31, 1957, and March 31, 1958, amounted to 6.6 per cent for instalment receivables and 9.7 per cent for charge receivables. The only specified trade to show any increase in either instalment or charge receivables was Fuel Dealers.

A redefinition of the "instalment" and "charge" terms used in the Retail Credit series was approved at the beginning of 1957. 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 various quarters of 1957 are not precisely comparable with the 1956 and earlier estimates. However, the comparability of total credit sales and total accounts receivable is not affected.

This report contains some further revisions to the 1957 sales' estimates. They are not adjusted, however, for seasonal fluctuation, price changes and differences in number of shopping days.

Instalment Sales - credit sales made under conditional agreements. The cash down-payments, trade-in allowances and retailers' service charges 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 jales - cash and C.O.D. sales excluding cash receipts related to instalment and charge sales (e.g., payments on customers' accounts, cash down payments 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.

## Kinds of Business by Census Classification included in the Specified Trades

Department Stores - 1. department stores; 2. mail-order offices of department stores.

Motor Vehicle Dealers - 1. automobile dealers; 2. automobile dealers with wholesale car departments; 3. automobile dealers with farm implements.
Men's Clothing Stores - 1. men's and boys' clothing and furnishings stores; 2. men's and boys' furnishing stores; 3. men's and boys' hat stores; 4. custom tailors.

Family Clothing Stores - 1. family clothing and furnishings stores. Women's Clothing Stores - 1. women's ready-to-wear stores; 2. lingerie and hosiery stores; 3. accessories and other apparel stores.

Jewellery Stores -1 . jewellery stores
Grocery and Combination Stores - 1. grocery stores without fresh meat; 2. grocery stores without fresh meat, with beer; 3. combination stores (grocery stores with fresh meat); 4. combination stores, with beer.
Hardware Stores - 1. hardware stores; 2. hardware and farm implement stores. Furniture, Appliance and Radio Stores - 1. furniture stores; 2. furniture and undertaker stores; 3. household appliance stores; 4. radio stores; 5. furniture, radio and appliance stores; 6. radio, piano and music stores.

Fuel Dealers - 1. fuel dealers (other than oil); 2. fuel oil dealers. General Stores - 1. general stores (more than one-third food).
Garages and Filling Stations - 1. garages; 2. filling stations.

Percentage Changes
Fotal All Trades and Selected Trades

| Trade | $\begin{gathered} \text { Instalment } \\ \text { Sales } \\ \hline \end{gathered}$ | Charge Account Sales | Total Credit Sales |
| :---: | :---: | :---: | :---: |
|  | $\frac{\text { lst gtr. } 1958}{4 \text { th qtr. } 1957}$ | $\frac{\text { 1st atr. } 1958}{4 \text { th qtr. } 1957}$ | $\frac{\text { 1st qtr } \cdot 1958}{1 \text { st qtr. } 1957}$ |
| total, all thades ........ | $-15.7$ | -15.6 | - 1.1 |
| Department stores | -43.7 | -34.7 | + 8.7 |
| Motor Vehicle Dealers | + 4.8 | - 0.5 | -10.6 |
| Men's Clothing Stores ......... | -35.7 | -34.0 | + 1.6 |
| Family Clothing Stores ........ | -47.3 | -38.1 | + 3.1 |
| Women's Clothing Stores | -33.3 | -25.2 | +3.7 |
| Hardware Stores ....... | -22.9 | -33.0 | +3.5 |
| Furniture, Appliance and Radio Stores ......... | -21.3 | -23.0 | + 1.8 |
| Jewellery Stores .............. | -55.9 | -56.5 | - 1.1 |
| Grocery and Combination (Independent) Stores. | n/a | -13.0 | - 1.7 |
| Fuel Dealers ................... | $-16.7$ | +19.5 | + 3.3 |

ACCOUNTS RECEIVABLE
Percentage Changes
Total All Trades and Selected Trades

| Trade | Instalment Receivables | Charge Account Receivables | Total Receivables |
| :---: | :---: | :---: | :---: |
|  | $\frac{1 \text { st qtr }}{4 \text { th qtr } \cdot \frac{1958}{1957}}$ | $\frac{\text { lst atr. } 1958}{4 \text { th qtr. } 1957}$ | $\frac{1 \text { st qtr. }}{1 \text { st qtr. }} 1958$ |
| total, all mrades ........ | - 6.6 | - 9.7 | $+2.3$ |
| Department Stores | - 7.5 | -27.7 | + 7.8 |
| Hotor Vehicle Dealers ......... | -2.6 | - 0.3 | - 6.3 |
| Men's Clothing Stores .......... | -13.0 | -12.3 | + 3.9 |
| Family Clothing Stores ........ | -13.4 | -14.6 | + 0.6 |
| Women's Clothing Stores ....... | -19.4 | -11.2 | + 2.8 |
| Hardware Stores ............... | - 5.2 | $-14.9$ | - 1.9 |
| Furniture, Appliance and Radio Stores ......... | - 5.0 | - 8.8 | $+4.1$ |
| Jewellery Stores .............. | -16.5 | -33.8 | - 1.6 |
| Grocery and Combination <br> (Independent) Stores. | $\mathrm{n} / \mathrm{a}$ | -11.9 | - 4.0 |
| Fuel Dealers ................... | -6.7 | + 9.2 | + 1.8 |

Sales and Accounts Recelvable

| Perlod | Sales |  |  |  | (ecounts Hecelvable |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. (r) | 2,065.6 | 404.0 | 741.8 | 3,211.4 | 428.6 | 481.9 | 910.5 |
| Apr.-June (r) | 2,453.8 | 527.5 | 856.7 | 3,838.0 | 438.1 | 521.3 | 959.4 |
| July-Sept. (r) | 2,336.6 | 476.9 | 864.6 | 3,678.1 | 445.6 | 544.5 | 990.1 |
| Oct.-Dec. (r) | 2,583.3 | 446.4 | 897.1 | 3,926.8 | 486.3 | 529.4 | 1,015.7 |
| TOTAL | 9,439.3 | 1,854.8 | 3,360.2 | 14,654.3 |  |  |  |
| 1958-Jan.-Mar. (p) | 2,169.0 | 376.3 | 757.0 | 3,302.3 | 454.0 | 477.8 | 931.8 |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. }(r) \\ \text { Apr.-June }(r) \\ \text { July-Sept. }(r) \\ \text { Oct.-Dec. }(r) \end{array}$ | 64.3 | 12.6 | 23.1 | 100.0 | 47.0 | 53.0 | 100.0 |
|  | 63.9 | 13.7 | 22.4 | 100.0 | 45.6 | 54.4 | 100.0 |
|  | 63.5 | 13.0 | 23.5 | 100.0 | 45.0 | 55.0 | 100.0 |
|  | 65.8 | 11.4 | 22.8 | 100.0 | 47.9 | 52.1 | 100.0 |
| average | 64.4 | 12.7 | 22.9 | 100.0 |  |  |  |
| 1958-Jan.-Mar. (p) | 65.7 | 21.4 | 22.9 | 100.0 | 48.7 | 51.3 | 100.0 |

Table 2 - Department Stores
Sales and Accounts Recoivable

| Peuiod | 5 a 1 e s |  |  |  |  | Accounts Heceivable <br> (at end of period) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment |  | Charge | Total | Instalment |  | Charge | Total |
|  |  | C.S.A. ${ }^{\text {/ }}$ | Other ${ }^{2}$ |  |  | C.S.A. ${ }^{1}$ | Other 2 |  |  |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |  |  |
| $\text { Jan. -Mar. }(r)$ | 158.0 | 39.5 | 12.3 | 39.5 | 249.3 | 149.3 | 27.1 | 38.1 | 214.5 |
| Apr.-June.. | 195.4 | 50.5 | 13.9 | 51.2 | 311.0 | 150.3 | 28.5 | 41.9 | 220.7 |
| July-Sept. | 180.8 | 53.4 | 11.6 | 47.5 | 293.3 | 153.3 | 27.5 | 41.2 | 222.0 |
| Oct.-Dec. (r) | 269.6 | 76.9 | 20.5 | 68.0 | 435.0 | 172.9 | 36.0 | 52.7 | 261.6 |
| TOTAL | 803.8 | 220.3 | 58.3 | 206.2 | 1,288.6 |  |  |  |  |
| $\begin{aligned} & \text { 1958- } \\ & \operatorname{Jan} \cdot-\operatorname{Mar} \cdot(\mathrm{p}) \end{aligned}$ | 164.6 | 44.3 | 10.5 | 44.4 | 263.8 | 162.9 | 30.3 | 38.1 | 231.3 |
|  | Percentage Composition |  |  |  |  |  |  |  |  |
| 1957 |  |  |  |  |  |  |  |  |  |
| Jan.-Mar. | 63.4 62.8 | 15.8 | 3.0 | 12.8 | 100.0 100.0 | 69.6 | 12.6 | 17.8 | 100.0 |
| Apr.-June .. | 62.8 | 16.2 18.2 | 4.5 4.0 | 16.5 16.2 | 100.0 | 68.1 | 12.4 | 18.6 | 100.0 |
| Oct.-Dec.(r) | 62.0 | 17.7 | 4.7 | 15.6 | 100.0 | 66.1 | 13.8 | 20.1 | 100.0 |
| $\begin{aligned} & 1958 \\ & \text { Jan. -Har. }(\mathrm{p}) \end{aligned}$ | 62.4 | 16.8 | 4.0 | 16.8 | 100.0 | 70.4 | 13.1 | 16.5 | 100.0 |

[^0]1 Conditional-sale agreements
Other deferred payment plans

Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalnent | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. ... | 207.5 | 250.7 | 147.3 | 605.5 | 24.5 | 80.5 | 105.0 |
| Apr.-June ... | 276.4 | 340.9 | 157.9 | 775.2 | 27.2 | 86.7 | 113.9 |
| July-Sept. . | 160.7 | 289.4 | 150.1 | 600.2 | 26.8 | 84.1 | 110.9 |
| Oct.-Dec. (r) | 138.7 | 212.4 | 134.0 | 485.1 | 23.4 | 75.8 | 99.2 |
| TOTAL .. | 783.3 | 1,093.4 | 589.3 | 2,466.0 |  |  |  |
| 1958-Jan.-Mar. (p) | 223.0 | 222.5 | 133.3 | 578.8 | 22.8 | 75.6 | 98.4 |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 34.3 | 41.4 | 24.3 | 100.0 | 23.4 | 76.6 | 100.0 |
| Apr.-June ... | 35.6 | 44.0 | 20.4 | 100.0 | 23.9 | 76.1 | 100.0 |
| July-Sept. . | 26.8 | 48.2 | 25.0 | 100.0 | 24.1 | 75.9 | 100.0 |
| Oct.-Dec. (r) | 28.6 | 43.8 | 27.6 | 100.0 | 23.6 | 76.4 | 100.0 |
| 1958-Jan.-Mar. (p) | 38.5 | 38.5 | 23.0 | 100.0 | 23.2 | 76.8 | 100.0 |

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

| $\begin{array}{r} \text { 1957-Jan.-Mar. (r) } \\ \text { Apr.-June (r) } \\ \text { July-Sept. (r) } \\ \text { Oct.-Dec. (r) } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 36.2 | 2.5 | 9.9 | 48.6 | 3.7 | 9.1 | 12.8 |
|  | 41.2 | 3.3 | 12.0 | 56.5 | 3.9 | 9.5 | 13.4 |
|  | 36.3 | 2.6 | 9.1 | 48.0 | 3.7 | 8.4 | 12.1 |
|  | 55.8 | 4.2 | 15.0 | 75.0 | 4.6 | 10.6 | 15.2 |
| TOTAL . | 169.5 | 12.6 | 46.0 | 228.1 |  |  |  |
| 1958-Jan.-Mar. (p) | 36.9 | 2.7 | 9.9 | 49.5 | 4.0 | 9.3 | 13.3 |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. (r) | 74.5 | 5.1 | 20.4 | 100.0 | 28.9 | 71.1 | 100.0 |
| Apr.-June (r) | 72.9 | 5.8 | 21.3 | 100.0 | 29.1 | 70.9 | 100.0 |
| July-Sept. (r) | 75.6 | 5.4 | 19.0 | 100.0 | 30.6 | 69.4 | 100.0 |
| Oct.-Dec. (r) | 74.4 | 5.6 | 20.0 | 100.0 | 30.2 | 69.8 | 100.0 |
| 1958-Jan.-Mar. (p) | 74.5 | 5.5 | 20.0 | 100.0 | 30.1 | 69.9 | 100.0 |

(r) Revised
(p) Preliminary

Sales and Accounts Recelvable

| Period | Sales |  |  |  | Accounts Recelvable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. (r) | 26.0 | 5.0 | 7.8 | 38.8 | 9.1 | 8.7 | 17.8 |
| Apr.-June (r) | 37.3 | 6.9 | 9.7 | 53.9 | 9.1 | 8.8 | 17.9 |
| July-Sept: $(r)$ | 34.2 | 5.5 | 8.9 | 48.6 | 8.8 | 9.2 | 18.0 |
| Oct.-Dec. (r) | 50.3 | 9.3 | 13.4 | 73.0 | 11.2 | 9.6 | 20.8 |
| TOTAL | 147.8 | 26.7 | 39.8 | 214.3 |  |  |  |
| 1958-Jan.-Mar. (p) | 27.3 | 4.9 | 8.3 | 40.5 | 9.7 | 8.2 | 17.9 |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. (r) | 67.0 | 12.9 | 20.1 | 100.0 | 51.1 | 48.9 | 100.0 |
| Apr.-June ( r ) | 69.2 | 12.8 | 18.0 | 100.0 | 50.8 | 49.2 | 100.0 |
| July-Sept. (r) | 70.4 | 11.3 | 18.3 | 100.0 | 48.9 | 51.1 | 100.0 |
| Oct.-Dec. (r) | 68.9 | 12.7 | 18.4 | 100.0 | 53.9 | 46.1 | 100.0 |
| 1958-Jan.-Mar. (p) | 67.4 | 12.1 | 20.5 | 100.0 | 54.2 | 45.8 | 100.0 |

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

|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} \text { 1957-Jan.-Mar. }\left(\begin{array}{c} (r) \\ \text { Apr.-June }(r) \\ \text { July-Sept. }(r) \\ \text { Oct.-Dec. }(r) \end{array}, ~\right. \end{array}$ | 36.7 | 2.2 | 11.4 | 50.3 | 2.5 | 8.4 | 10.9 |
|  | 50.6 | 2.6 | 13.6 | 66.8 | 2.5 | 8.0 | 10.5 |
|  | 43.5 | 2.2 | 12.6 | 58.3 | 2.5 | 8.7 | 11.2 |
|  | 60.1 | 3.3 | 15.9 | 79.3 | 3.1 | 9.8 | 12.9 |
| TOTAL | 190.9 | 10.3 | 53.5 | 254.7 |  |  |  |
| 1958-Jan.-Mar. (p) | 40.6 | 2.2 | 11.9 | 54.7 | 2.5 | 8.7 | 11.2 |
|  | Percentage Compostion |  |  |  |  |  |  |
| 1957-Jan.-Mar. (r) | 73.0 | 4.4 | 22.6 | 100.0 | 22.9 | 77.1 | 100.0 |
| Apr.-June (r) | 75.7 | 3.9 | 20.4 | 100.0 | 23.8 | 76.2 | 100.0 |
| July-Sept. (r) | 74.6 | 3.8 | 21.6 | 100.0 | 22.3 | 77.7 | 100.0 |
| Oct.-Dec. (r) | 75.8 | 4.2 | 20.0 | 100.0 | 23.8 | 76.2 | 100.0 |
| 1958-Jan.-Mar. (p) | 74.2 | 4.0 | 21.8 | 100.0 | 22.3 | 77.7 | 100.0 |

(r) Revised
(p) Preliminary

Table 7 - Hardware Stores
Sales and Accounts Receivable

| jeriod | Sales |  |  |  | Accounts Feceivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalnent | Charge | Total |
| $\begin{aligned} & \text { 1957-Jan.-Mar. ... } \\ & \text { Apr.-June } \\ & \text { July-Sept. } \\ & \text { Oct.-Dec. }(\ddot{r}) \end{aligned}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
|  | 30.4 | 2.5 | 17.6 | 50.5 | $\begin{aligned} & 5.2 \\ & 5.4 \\ & 5.6 \\ & 5.8 \end{aligned}$ | $\begin{aligned} & 21.3 \\ & 24.6 \\ & 24.9 \\ & 24.1 \end{aligned}$ | $\begin{aligned} & 26.5 \\ & 30.0 \\ & 30.5 \\ & 29.9 \end{aligned}$ |
|  | 46.9 | 3.3 | 27.6 | 77.8 |  |  |  |
|  | 50.8 | 3.1 | 26.6 | 80.5 |  |  |  |
|  | 55.4 | 3.5 | 27.0 | 85.9 |  |  |  |
| 1958-Jan.-Mar. (p) | 183.5 | 12.4 | 98.8 | 294.7 | 5.5 | 20.5 | 26.0 |
|  | 32.1 | 2.7 | 18.1 | 52.9 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. ... | 60.3 | 4.8 | 34.9 | 100.0 | 14.8 | 85.2 | 100.0 |
| Apr.-June ... | 60.3 | 4.2 | 35.5 | 100.0 | 17.9 | 82.1 | 100.0 |
| July-Sept. .. | 63.1 | 3.9 | 33.0 | 100.0 | 18.4 | 81.6 | 100.0 |
| Oct.-Dec. (r) | 64.5 | 4.1 | 31.4 | 100.0 | 19.6 | 80.4 | 100.0 |
| 1958-Jan.-Mar. (p) | 60.7 | 5.1 | 34.2 | 100.0 | 21.2 | 78.8 | 100.0 |

Table 8 - Furniture, Appliance and Radio Stores
Sales and Accounts Recaivable

| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 41.9 | 58.9 | 26.0 | 126.8 | $\begin{aligned} & 155.6 \\ & 159.4 \\ & 163.9 \\ & 170.6 \end{aligned}$ | $\begin{aligned} & 22.8 \\ & 24.2 \\ & 25.0 \\ & 26.0 \end{aligned}$ | $\begin{aligned} & 178.4 \\ & 183.6 \\ & 189.9 \\ & 196.6 \end{aligned}$ |
|  | 42.6 | 68.9 | 28.6 | 140.1 |  |  |  |
|  | 38.2 | 73.7 | 28.8 | 140.7 |  |  |  |
|  | 50.3 | 77.9 | 32.6 | 160.8 |  |  |  |
| TOTAL | 173.0 | 279.4 | 116.0 | 568.4 | 162.1 | 23.7 | 185.8 |
| 1958-Jan.-Mar. (p) | 41.9 | 61.3 | 25.1 | 128.3 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 33.0 | 46.5 | 20.5 | 100.0 | 87.2 | 12.8 | 100.0 |
| Apr.-June ... | 30.4 | 49.2 | 20.4 | 100.0 | 86.8 | 13.2 | 100.0 |
| July-Sept. . | 27.1 | 52.4 | 20.5 | 100.0 | 86.8 | 13.2 | 100.0 |
| Oct.-Dec. (r) | 31.3 | 48.4 | 20.3 | 100.0 | 86.8 | 13.2 | 100.0 |
| 1958-Jan.-Mar. (p) | 32.6 | 47.8 | 19.6 | 100.0 | 87.2 | 12.8 | 100.0 |

(r) Revised
(p) Preliminary

Table 9 - Jewellery Stores
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalnent | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. ... | 13.7 | 4.8 | 3.9 | 22.4 | 12.8 | 5.6 | 18.4 |
| Apr.-June ... | 16.5 | 6.4 | 4.7 | 27.6 | 12.3 | 5.2 | 17.5 |
| July-Sept. . | 16.8 | 6.4 | 4.3 | 27.5 | 11.9 | 5.0 | 16.9 |
| Oct.-Dec. (r) | 30.5 | 11.1 | 8.5 | 50.1 | 15.8 | 7.4 | 23.2 |
| TOTAL | 77.5 | 28.7 | 21.4 | 127.6 |  |  |  |
| 1958-Jan.-Mar. (p) | 13.6 | 4.9 | 3.7 | 22.2 | 13.2 | 4.9 | 18.1 |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. ... | 61.2 | 21.3 | 17.5 | 100.0 | 69.8 | 30.2 | 100.0 |
| Apr.-June . | 59.8 | 23.3 | 16.9 | 100.0 | 70.2 | 29.8 | 100.0 |
| July-Sept. .. | 61.0 | 23.5 | 15.5 | 100.0 | 70.6 | 29.4 | 100.0 |
| Oct.-Dec. (r) | 60.9 | 22.1 |  | 100.0 |  | 32.1 | 100.0 |
| 1958-Jan.-Mar. (p) | 61.2 | 22.1 | 16.7 | 100.0 | 72.9 | 27.1 | 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 |  |
| 1957-Jan.-Mar. .......... | 291.4 | 76.7 | 88.5 | 23.3 | 379.9 | 32.5 |
| Apr.-June .......... | 309.3 | 75.9 | 98.3 | 24.1 | 407.6 | 34.1 |
| July-Sept. ......... | 326.7 | 77.7 | 93.7 | 22.3 | 420.4 | 33.9 |
| Oct.-Dec. (r) ...... |  | 76.9 |  |  | 433.6 |  |
| TOTAL | 1,261.0 |  | 380.5 |  | 1,641.5 |  |
| 1958-Jan.-Mar. (p) ...... | 313.9 | 78.3 | 87.0 | 21.7 | 400.9 | 31.2 |

(r) Revised
(p) Preliminary

Table 11 - Fuel Dealers
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Keceivable (at ond of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instulnent | Charge | Toxal |
|  | Dollar Estimates (in mullions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. (r) | 27.0 | 2.0 | 95.1 | 124.1 | 2.7 | 41.8 | 44.5 |
| Apr.-June (r) | 11.9 | 0.7 | 42.8 | 55.4 | 1.2 | 27.6 | 28.8 |
| July-Sept. (r) | 7.8 | 1.1 | 40.8 | 49.7 | 1.4 | 26.7 | 28.1 |
| Oct.-Dec. (r) | 9.1 | 1.2 | 83.1 | 93.4 | 1.5 | 40.2 | 41.7 |
| TOTAL | 55.8 | 5.0 | 261.8 | 322.6 |  |  |  |
| 1958-Jan.-Mar. (p) | 18.2 | 1.0 | 99.3 | 118.5 | 1.4 | 43.9 | 45.3 |
|  | Percentage Composilion |  |  |  |  |  |  |
| 1957-Jan.-Mar. (r) | 21.8 | 1.6 | 76.6 | 100.0 | 6.1 | 93.9 | 100.0 |
| Apr.-June (r) | 21.5 | 1.3 | 77.2 | 100.0 | 4.2 | 95.8 | 100.0 |
| July-3ept. (r) | 15.7 | 2.2 | 82.1 | 100.0 | 5.0 | 95.0 | 100.0 |
| Oct.-Dec. (r) | 9.7 | 1.3 | 89.0 | 100.0 | 3.6 | 96.4 | 100.0 |
| 1958-Jan.-Mar. (p) | 15.4 | 0.8 | 83.8 | 100.0 | 3.1 | 96.9 | 100.0 |

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

| Period | Sales |  |  |  |  | Accounts Receivable |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash |  | Credit |  | Total |  |
|  | Amount | \% | Amount | \% | Amount |  |
| 1957-Jan. Mar. | 77.2 | 67.1 | 37.8 | 32.9 | 115.0 | 25.9 |
| Apr.-June .......... | 102.0 | 68.7 | 46.3 | 31.3 | 148.3 | 27.3 |
| July-Sept. ......... | 106.4 | 69.2 | 47.4 | 30.8 | 153.8 | 28.1 |
| Oct.-Dec. (r) ..... | 117.7 | 72.4 | 44.8 | 27.6 | 162.5 | 26.6 |
| TOTAL . | 403.3 |  | 176.3 |  | 579.6 |  |
| 1958-Jan.-Mar. (p) ...... | 83.2 | 70.7 | 34.5 | 29.3 | 117.7 | 24.7 |

(r) Revised
(p) Preliminary

Sales and Accounts Receivable
(in millions of dollars)

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1010736517
$$



Table 14 - All Other Trades
Sales and Accounts Receivable

(r) Kevised
(p) Preliminary


[^0]:    (r) Revised
    (p) Preliminary

