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## RETAIL CREDIT

## SECOND QUARTER, 1958

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RETAIL CREDIT

The credit portion of business transacted by retailers during the second ouarter of 1958 was 2.4 per cent less than that of the same period in 1957. Instalment sales, estimated at 4477.0 million, were more than 9 per cent below the 1957 level while charge account sales were up slightly. The decrease of approxinately $\$ 50$ million in deferred payment sales was largely due to a reduction in the sales of motor vehicle dealers where instalment sales were $\$ 45 \mathrm{mil}-$ lion below those in the second quarter of 1957.

Credit outstanding on the books of retailers at June 30 totalled $\$ 979.8$ million, a gain of 2.1 per cent over the amount owing at the same date in the previous year. Over the same period, instalment accounts outstanding rose $\$ 15$ million to a total of $\$ 452.9$ million while charge accounts receivable, at $\$ 526.9$ million, were only $\$ 5.6$ million above the June 30,1957 , level.

The second quarter reveals an increased seasonal activity in most trades. Both instalment and charge account sales in the specified trades showed significant gains over those in the first quarter with the exception of fuel dealers where the expected seasonal drop occurred. Instalment sales for all trades exceeded those in the first quarter by 27.1 per cent while charge account sales were 14.3 per cent higher.

Accounts receivable did not show the same magnitude of increase over the first quarter as did credit sales. Instalment receivables were up slightly at 0.3 per cent while charge accounts outstanding were 9.0 per cent above those of March 31, 1958.

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 Aprliance 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. These estimates are not adjusted for seasonal fluctuation, price changes and differences in number of shopping days.

Instalment Sales - credit sales made under conditional agreements. The cash dow-payments, trade-in allowances and retailers' service charges are included in the value of sales' estinates. 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 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.

Hen's Clothing Stores - 1. men's and boys' clothing and furnishings stores; 2. men's and boys furnishings 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 storss; 3. acnessories and other apparel stores.

Jewellery Stores - I. 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 Kadio 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

Total All Trades and Selected Trades

| Trade | $\begin{gathered} \text { Instalment } \\ \text { Sales } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Charge Account } \\ \text { Sales } \end{gathered}$ | Total Credit Sales |
| :---: | :---: | :---: | :---: |
|  | $\frac{\text { and gtr. } 1958}{\text { 1st gtr. } 1958}$ | $\frac{\text { nd qutr. } 1958}{\text { 1st qtr. } 1958}$ | $\frac{\text { 2nd } \operatorname{qtr} \cdot 1958}{\text { 2nd qtr. } 1957}$ |
| TOTAL, ALL TRADES | +27.1 | $+14.3$ | - 2.4 |
| Department Stores | +15.9 | +18.2 | + 0.3 |
| Motor Vehicle Dealers. | +33.5 | + 9.1 | -10.9 |
| Men's Clothing Stores .. | +18.5 | +18.0 | - 2.0 |
| Family Clothing Stores | +40.8 | +29.6 | $+4.8$ |
| Women's Clothing Stores | +15.8 | +16.7 | 0.0 |
| Hardware Stores ... | +33.3 | +57.4 | $+4.9$ |
| Furniture, Appliance and Kadio Stores ......... | +9.9 +24.0 | +7.9 +35.1 | -3.5 +0.9 |
| Jewellery Stores .............. | +24.0 | +35.1 | + 0.9 |
| Grocery and Combination (Independent) Stores . | n/a | +11.4 | - 1.2 |
| Fuel Iealers ................... | -25.0 | -60.3 | - 8.3 |

## ACCOUNTS RECEIVABLE

## Percentage Changes

Total All Trades and Selected Trades

| Trade | Instalment Receivables | Charge Account Receivables | Total Receivables |
| :---: | :---: | :---: | :---: |
|  | $\frac{\text { and atr. } 1958}{\text { Ist qtr. } 1958}$ | $\frac{\text { 2nd atr. } 1958}{\text { 1st gtr. } 1958}$ | $\frac{\text { 2nd gtr. } 1958}{\text { 2nd qtr. } 1957}$ |
| total, all mraies | + 0.3 | + 9.0 | + 2.1 |
| Department Stores | - 1.7 | + 1.5 | + 3.5 |
| Kotor Vehicle Dealers | + 5.7 | + 5.5 | - 8.1 |
| Men's Clothing Stores | 0.0 | + 1.1 | + 0.7 |
| Family Clothing Stores | 0.0 | + 1.2 | 0.0 |
| Women's Clothing Stores ....... | 0.0 | -2.3 | + 3.8 |
| Hardware Stores | +12.7 | +20.7 | $+4.3$ |
| Furniture, Appliance and Radio Stores . | + 0.8 | + 1.3 | + 1.3 |
| Jewellery Stores | - 4.5 | + 2.0 | + 1.1 |
| Grocery and Combination <br> (Independent) Stores. <br> Fuel Dealers ..................... | $\begin{gathered} \mathrm{n} / \mathrm{a} \\ -14.3 \end{gathered}$ | $\begin{aligned} & +5.7 \\ & -37.3 \end{aligned}$ | $\begin{aligned} & -2.3 \\ & -0.7 \end{aligned}$ |

Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivalule (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Insta/ment | Charge | Total | Instalment | Charge | Total |
| $\begin{aligned} & \text { 1957-Jan.-Mar. ... } \\ & \text { Apr.-June ... } \\ & \text { July-Sept. .. } \\ & \text { Oct.-Dec. ... } \end{aligned}$ | Dollar Estimates (in nithions) |  |  |  |  |  |  |
|  | 2,065.6 | 404.0 | 741.8 | 3,211.4 | $\begin{aligned} & 428.6 \\ & 438.1 \\ & 445.6 \\ & 486.3 \end{aligned}$ | $\begin{aligned} & 481.9 \\ & 521.3 \\ & 544.5 \\ & 529.4 \end{aligned}$ | $\begin{array}{r} 910.5 \\ 959.4 \\ 990.1 \\ 1,015.7 \end{array}$ |
|  | 2,453.8 | 527.5 | 856.7 | 3,838.0 |  |  |  |
|  | 2,336.6 | 476.9 | 864.6 | 3,678.1 |  |  |  |
|  | 2,583.3 | 446.4 | 897.1 | 3,926.8 |  |  |  |
| TOTAL | 9,439.3 | 1,854.8 | 3,360.2 | 14,654.3 |  |  | $\begin{aligned} & 934.9 \\ & 979.8 \end{aligned}$ |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \\ \text { Apr.-June (p) } \end{array}$ | 2,163.2 | 375.3 | 763.8 | 3,302.3 | $\begin{aligned} & 451.6 \\ & 452.9 \end{aligned}$ | $\begin{aligned} & 483.3 \\ & 526.9 \end{aligned}$ |  |
|  | 2,557.6 | 477.0 | 873.4 | 3,908.0 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } . . . \\ \text { Apr.-June } \\ \text { July-Sept. } . . \\ \text { Oct.-Dec. } . . \end{array}$ | 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. (r) | 65.5 | 11.4 | 23.1 | 100.0 | 48.3 | 51.7 | 100.0 |
| Apr.-June (p) | 65.4 | 12.2 | 22.4 | 100.0 | 46.2 | 53.8 | 100.0 |

Table 2 - Departrient stores
shales 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 ${ }^{2}$ |  |  | .S.A. ${ }^{1}$ | Other ${ }^{2}$ |  |  |
| 1957- <br> Jan.-Mar. <br> Apr.-June <br> July-Sept. <br> Oct.-Dec. <br> TOTAL . <br> 1958- <br> Jan.-Mar. (r) <br> Apr.-June( P ) | Dollar Estimates (in millions) |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  | 158.0 | 39.5 | 12.3 | 39.5 | 249.3 | 149.3 | 27.1 | 38.1 | 214.5 |
|  | 195.4 | 50.5 | 13.9 | 51.2 | 311.0 | 150.3 | 28.5 | 41.9 | 220.7 |
|  | 180.8 | 53.4 | 11.6 | 47.5 | 293.3 | 153.3 | 27.5 | 41.2 | 222.0 |
|  | 269.6 | 76.9 | 20.5 | 68.0 | 435.0 | 172.9 | 36.0 | 52.7 | 261.6 |
|  | 803.8 | 220.3 | 58.3 | 206.2 | 1,288.6 |  |  |  |  |
|  | 164.6 | 44.3 | 10.5 | 44.4 | 263.8 | 161.6 | 30.8 | 38.8 | 231.2 |
|  | 202.1 | 50.3 | 13.2 | 52.5 | 318.1 | 159.4 | 29.7 | 39.4 | 228.5 |
|  | Percentage Composition |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { 1957- } \\ & \text { Jan.-Mar. } \end{aligned}$ |  |  |  |  |  |  |  |  |  |
| Apr.-June | 62.8 | 16.2 | 4.5 | 16.5 | 100.0 | 68.1 | 12.6 | 17.8 | 100.0 |
| July-Sept. | 61.6 | 18.2 | 4.0 | 16.2 | 100.0 | 69.0 | 12.4 | 18.6 | 100.0 |
| Oct.-Dec. | 62.0 | 17.7 | 4.7 | 25.6 | 100.0 | 66.1 | 13.8 | 20.1 | 100.0 |
| 1958- |  |  |  |  |  |  |  |  |  |
| Jan.-Mar. (r) | 62.4 | 16.8 | 4.0 | 16.8 | 100.0 | 69.9 | 13.3 | 16.8 | 100.0 |
| Apr.-June(p) | 63.6 | 15.8 | 4.1 | 16.5 | 100.0 | 69.8 | 13.0 | 17.2 | 100.0 |

Table 3 - Motor Vehicle Dealers
sales and Accounts Receivable

| Perime | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Churge | Total | Instalnuent | Charge | Total |
| 1957-Jan.-Mar. . . <br> Apr.-June .. <br> July-Sept. . <br> Oct.-Dec... | Dollar Estimates (in minions) |  |  |  |  |  |  |
|  | 207.5 | 250.7 | 147.3 | 605.5 | $\begin{aligned} & 24.5 \\ & 27.2 \\ & 26.8 \\ & 23.4 \end{aligned}$ | $\begin{aligned} & 80.5 \\ & 86.7 \\ & 84.1 \\ & 75.8 \end{aligned}$ | $\begin{array}{r} 105.0 \\ 113.9 \\ 110.9 \\ 99.2 \end{array}$ |
|  | 276.4 | 340.9 | 157.9 | 775.2 |  |  |  |
|  | $160.7$ | $289.4$ | $150.1$ | 600.2 |  |  |  |
|  | 138.7 | $212.4$ | $134.0$ | $485.1$ |  |  |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(\mathrm{r}) \\ \text { Apr.-June }(\mathrm{p}) \end{array}$ | 783.3 | 1,093.4 | 589.3 | 2,466.0 |  |  | $\begin{array}{r} 99.2 \\ 104.7 \end{array}$ |
|  | $221.1$ | $221.8$ | $135.9$ |  | $\begin{aligned} & 22.9 \\ & 24.2 \end{aligned}$ | $\begin{aligned} & 76.3 \\ & 80.5 \end{aligned}$ |  |
|  | $279.3$ | $296.0$ | $148.2$ | $723.5$ |  |  |  |
| $\begin{aligned} & \text { 1957-Jan.-Mar. } \\ & \text { Apr. } \\ & \text { July-Sune } \\ & \text { Oct. } \\ & \text { Opt. } \end{aligned}$ | Percentage Composition |  |  |  |  |  |  |
|  | 34.3 | 41.4 | 24.3 | 100.0 | 23.4 | 76.6 | 100.0 |
|  | 35.6 | 44.0 | 20.4 | 100.0 | 23.9 | 76.1 | $100.0$ |
|  | $26.8$ | 48.2 | 25.0 | $100.0$ | $24.1$ | $75.9$ | $100.0$ |
|  | 28.6 |  | 27.6 | 100.0 | 23.6 | 76.4 | $100.0$ |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(\mathrm{r}) \\ \text { Apr.-June }(\mathrm{p}) \end{array}$ | $\begin{aligned} & 38.2 \\ & 38.6 \end{aligned}$ | $\begin{aligned} & 38.3 \\ & 40.9 \end{aligned}$ | $\begin{aligned} & 23.5 \\ & 20.5 \end{aligned}$ | $100.0$ | $\begin{aligned} & 23.1 \\ & 23.1 \end{aligned}$ | $\begin{aligned} & 76.9 \\ & 76.9 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  | 100.0 |  |  |  |

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

| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr.-June ... } \\ \text { July-Sept. } . . \\ \text { Oct.-Dec. ... } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 36.2 | 2.5 | 9.9 | 48.6 | $\begin{aligned} & 3.7 \\ & 3.9 \\ & 3.7 \\ & 4.6 \end{aligned}$ | $\begin{array}{r} 9.1 \\ 9.5 \\ 8.4 \\ 10.6 \end{array}$ | $\begin{aligned} & 12.8 \\ & 13.4 \\ & 12.1 \\ & 15.2 \end{aligned}$ |
|  | 41.2 | 3.3 | 12.0 | 56.5 |  |  |  |
|  | 36.3 | 2.6 | 9.1 | 48.0 |  |  |  |
|  | 55.8 | 4.2 | 15.0 | 75.0 |  |  |  |
| TOTAL .... | 169.5 | 12.6 | 46.0 | 228.1 |  |  |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar, (r) } \\ \text { Apr.-June (p) } \end{array}$ | 36.8 | 2.7 | 10.0 | 49.5 | 4.0 | 9.4 | 13.4 |
|  | 39.9 | 3.2 | 11.8 | 54.9 | 4.0 | 9.5 | 13.5 |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan. Mar. ... | 74.5 | 5.1 | 20.4 | 100.0 | 28.9 | 71.1 | 100.0 |
| Apr.-June ... | 72.9 | 5.8 | 21.3 | 100.0 | 29.1 | 70.9 | 100.0 |
| July-Sept. .. | 75.6 | 5.4 | 19.0 | 100.0 | 30.6 | 69.4 | 100.0 |
| Oct.-Dec. ... | 74.4 | 5.6 | 20.0 | 100.0 | 30.2 | 69.8 | 100.0 |
| 1950.Jan.-Mar. (r) | 74.4 | 5.5 5.9 | 20.1 | 100.0 | 29.9 | 70.1 | $100.0$ |

(r) Revised
(p) Preliminary
sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Heceivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instailment | Charge | Total |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } . . . \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | Dollar Estinates (in minions) |  |  |  |  |  |  |
|  | 26.0 | 5.0 | 7.8 | 38.8 | $\begin{array}{r} 9.1 \\ 9.1 \\ 8.8 \\ 11.2 \end{array}$ | $\begin{aligned} & 8.7 \\ & 8.8 \\ & 9.2 \\ & 9.6 \end{aligned}$ | $\begin{aligned} & 17.8 \\ & 17.9 \\ & 18.0 \\ & 20.8 \end{aligned}$ |
|  | 37.3 | 6.9 | 9.7 | 53.9 |  |  |  |
|  | 34.2 | 5.5 | 8.9 | 48.6 |  |  |  |
|  | 50.3 | 9.3 | 13.4 | 73.0 |  |  |  |
| TOTAL .... | 147.8 | 26.7 | 39.8 | 214.3 |  | $\begin{aligned} & 8.1 \\ & 8.2 \end{aligned}$ | $\begin{aligned} & 17.8 \\ & 17.9 \end{aligned}$ |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(\mathbf{r}) \\ \text { Apr.-June (p) } \end{array}$ | 27.5 | 4.9 | 8.1 | 40.5 | $\begin{aligned} & 9.7 \\ & 9.7 \end{aligned}$ |  |  |
|  | 36.0 | 6.9 | 10.5 | 53.4 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } . . . \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | $\begin{aligned} & 67.0 \\ & 69.2 \\ & 70.4 \\ & 68.9 \end{aligned}$ | $\begin{aligned} & 12.9 \\ & 12.8 \\ & 11.3 \\ & 12.7 \end{aligned}$ | $\begin{aligned} & 20.1 \\ & 18.0 \\ & 18.3 \\ & 18.4 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 51.1 \\ & 50.8 \\ & 48.9 \\ & 53.9 \end{aligned}$ | $\begin{aligned} & 48.9 \\ & 49.2 \\ & 51.1 \\ & 46.1 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(\mathrm{r}) \\ \text { Apr.-June (p) } \end{array}$ | $\begin{aligned} & 67.9 \\ & 67.4 \end{aligned}$ | $\begin{aligned} & 12.2 \\ & 12.9 \end{aligned}$ | $\begin{aligned} & 19.9 \\ & 19.7 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 54.6 \\ & 54.4 \end{aligned}$ | $\begin{aligned} & 45.4 \\ & 45.6 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  |  |  |  |  |

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

| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } . . \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 36.7 | 2.2 | 11.4 | $\begin{aligned} & 50.3 \\ & 66.8 \\ & 58.3 \\ & 79.3 \end{aligned}$ | $\begin{aligned} & 2.5 \\ & 2.5 \\ & 2.5 \\ & 3.1 \end{aligned}$ | $\begin{aligned} & 8.4 \\ & 8.0 \\ & 8.7 \\ & 9.8 \end{aligned}$ | $\begin{aligned} & 10.9 \\ & 10.5 \\ & 11.2 \\ & 12.9 \end{aligned}$ |
|  | 50.6 | 2.6 | 13.6 |  |  |  |  |
|  | 43.5 | 2.2 | 12.6 |  |  |  |  |
|  | 60.1 | 3.3 | 15.9 |  |  |  |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(\mathrm{r}) \\ \text { Apr.-June }(\mathrm{p}) \end{array}$ | 190.9 | 10.3 | 53.5 | 254.7 | $\begin{aligned} & 2.3 \\ & 2.3 \end{aligned}$ | $\begin{aligned} & 8.8 \\ & 8.6 \end{aligned}$ | $\begin{aligned} & 11.1 \\ & 10.9 \end{aligned}$ |
|  | 40.8 | 1.9 | 12.0 | 54.7 |  |  |  |
|  | 50.7 | 2.2 | 14.0 | 66.9 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | 73.0 | 4.4 | 22.6 | 100.0 | $\begin{aligned} & 22.9 \\ & 23.8 \\ & 22.3 \\ & 23.8 \end{aligned}$ | $\begin{aligned} & 77.1 \\ & 76.2 \\ & 77.7 \\ & 76.2 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ |
|  | 75.7 | 3.9 | 20.4 | 100.0 |  |  |  |
|  | 74.6 | 3.8 | 21.6 | 100.0 |  |  |  |
|  | 75.8 | 4.2 | 20.0 | 100.0 |  |  |  |
| 1958-Jan.-Mar. (r)Apr.-June (p) | $\begin{aligned} & 74.6 \\ & 75.7 \end{aligned}$ | $\begin{aligned} & 3.4 \\ & 3.3 \end{aligned}$ | $\begin{aligned} & 22.0 \\ & 21.0 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 20.5 \\ & 21.2 \end{aligned}$ | $\begin{aligned} & 79.5 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  |  |  |  |  |

(r) Revised
(p) Preliminary

Table 7 - Hardware Stores
Sales and Accounts Receivable

| Perion | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalnient | Charge | Total |
| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr.-June } . . . \\ \text { July-Sept. } \\ \text { Oct.-Dec. } . . \end{array}$ | Dollar Estinates (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 |  |  |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(r) \\ \text { Apr.-June }(\mathrm{p}) \end{array}$ | 183.5 | 12.4 | 98.8 | 294.7 |  | $\begin{aligned} & 20.8 \\ & 25.1 \end{aligned}$ | $\begin{aligned} & 26.3 \\ & 31.3 \end{aligned}$ |
|  | $31.9$ | $2.7$ | $18.3$ |  | $\begin{aligned} & 5.5 \\ & 6.2 \end{aligned}$ |  |  |
|  | $49.3$ | $3.6$ | $28.8$ | $81.7$ |  |  |  |
| $\begin{array}{r} \text { 1957-Jan. -Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } . . \end{array}$ | Percentage Composition |  |  |  |  |  |  |
|  | 60.3 | 4.8 | 34.9 |  | 14.8 |  |  |
|  | 60.3 | 4.2 | 35.5 | 100.0 | 17.9 | 82.1 | 100.0 |
|  | 63.1 | 3.9 | 33.0 | 100.0 | 18.4 | 81.6 | 100.0 |
|  | 64.5 | 4.1 | 31.4 | 100.0 | 19.6 | 80.4 | 100.0 |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \\ \text { Apr.-June (p) } \end{array}$ | $60.3$ | 5.1 4.4 | 34.6 35.3 | 100.0 100.0 | 21.0 | $79.0$ | $100.0$ |
|  |  |  |  |  |  |  |  |

Table 8 - Furniture, Appliance and Radio Stores sales and Accounts Receivable

| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr.-June ... } \\ \text { July-Sept. .. } \\ \text { Oct.-Dec. .. } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 41.9 \\ & 42.6 \\ & 38.2 \\ & 50.3 \end{aligned}$ | $\begin{aligned} & 58.9 \\ & 68.9 \\ & 73.7 \\ & 77.9 \end{aligned}$ | $\begin{aligned} & 26.0 \\ & 28.6 \\ & 28.8 \\ & 32.6 \end{aligned}$ | $\begin{aligned} & 126.8 \\ & 140.1 \\ & 140.7 \\ & 160.8 \end{aligned}$ | $\begin{aligned} & 155.6 \\ & 159.4 \\ & 163.9 \\ & 170.6 \end{aligned}$ | $\begin{aligned} & 22.8 \\ & 24.2 \\ & 25.0 \\ & 26.0 \end{aligned}$ | $\begin{aligned} & 178.4 \\ & 183.6 \\ & 188.9 \\ & 196.6 \end{aligned}$ |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| TOTAL | 173.0 | 279.4 | 126.0 | 568.4 | $\begin{aligned} & 160.8 \\ & 162.1 \end{aligned}$ | $\begin{aligned} & 23.6 \\ & 23.9 \end{aligned}$ | $\begin{aligned} & 184.4 \\ & 186.0 \end{aligned}$ |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \\ \text { Apr.-June (p) } \end{array}$ | 42.2 | 60.9 | 25.2 | 128.3 |  |  |  |
|  | 44.4 | 66.9 | 27.2 | 138.5 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr.-June } . . \\ \text { July-Sept. } \\ \text { Oct.-Dec. } . . \end{array}$ | 33.0 | 46.5 | 20.5 | 100.0 | 87.2 | 12.8 | 100.0 |
|  | 30.4 | 49.2 | 20.4 | 100.0 | 86.8 | 13.2 | 100.0 |
|  | 27.1 | 52.4 | 20.5 | 100.0 | 86.8 | 13.2 | 100.0 |
|  | 32.3 | 48.4 | 20.3 | 100.0 | 86.8 | 13.2 | 100.0 |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \\ \text { Apr.-June (p) } \end{array}$ | 32.9 | 47.5 | 19.6 | 100.0 | 87.2 | 12.8 | 100.0 |
|  | 32.1 | 48.3 | 19.6 | 100.0 | 87.2 | 12.8 | 100.0 |

(r) Revised
(p) Preliminary
sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalment | Charge | Total |
| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } . . \\ \text { Oct.-Dec. } . . \end{array}$ | Dollar Estimates (in mullions) |  |  |  |  |  |  |
|  | 13.7 | 4.8 | 3.9 | 22.4 | $\begin{aligned} & 12.8 \\ & 12.3 \\ & 11.9 \\ & 15.8 \end{aligned}$ | $\begin{aligned} & 5.6 \\ & 5.2 \\ & 5.0 \\ & 7.4 \end{aligned}$ | $\begin{aligned} & 18.4 \\ & 17.5 \\ & 16.9 \\ & 23.2 \end{aligned}$ |
|  | 16.5 | 6.4 | 4.7 | 27.6 |  |  |  |
|  | 16.8 | 6.4 | 4.3 | 27.5 |  |  |  |
|  | 30.5 | 11.1 | 8.5 | 50.1 |  |  |  |
| TOTAL . | 77.5 | 28.7 | 21.4 | 127.6 |  | $\begin{aligned} & 4.9 \\ & 5.0 \end{aligned}$ | $\begin{aligned} & 18.2 \\ & 17.7 \end{aligned}$ |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(r) \\ \text { Apr.-June }(p) \end{array}$ | 13.5 | 5.0 | 3.7 | 22.2 | $\begin{aligned} & 13.3 \\ & 12.7 \end{aligned}$ |  |  |
|  | 16.3 | 6.2 | 5.0 | 27.5 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr.-June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } . . \end{array}$ | 61.2 | 21.3 | 17.5 | 100.0 | 69.8 | 30.2 | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ |
|  | 59.8 | 23.3 | 16.9 | 100.0 | 70.2 | 29.8 |  |
|  | 61.0 | 23.5 | 15.5 | 100.0 | 70.6 | 29.4 |  |
|  |  | 22.1 |  |  | 67.9 | 32.1 |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \\ \text { Apr.-June (p) } \end{array}$ | $\begin{aligned} & 60.8 \\ & 59.1 \end{aligned}$ | $\begin{aligned} & 22.4 \\ & 22.6 \end{aligned}$ | $\begin{aligned} & 16.8 \\ & 18.3 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 73.1 \\ & 71.5 \end{aligned}$ | $\begin{aligned} & 26.9 \\ & 28.5 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  |  |  |  |  |  |  |

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. | 333.6 | 76.9 | 100.0 | 23.1 | 433.6 | 35.4 |
| TOTAL | 1,261.0 |  | 380.5 |  | 1,641.5 |  |
| 1958-Jan.-Mar. (r) | 313.7 | 78.3 | 87.2 | 21.7 | 400.9 | 31.5 |
| Apr.-June (p) | 336.7 | 77.6 | 97.1 | 22.4 | 433.8 | 33.3 |

(r) Revised
(p) Preliminary

Table 11 - Fuel Dealers
sales and Accounts Receivable

| Period | Sajes |  |  |  | Accounts Heceivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalnient | Charge | Total |
| $\begin{array}{r} \text { 1957-Jan.-Mar. ... } \\ \text { Apr,-June } . . \\ \text { July-Sept. } \\ \text { Oct.-Dec. .. } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
|  | 27.0 | 2.0 | 95.1 | 124.1 | $\begin{aligned} & 2.7 \\ & 1.2 \\ & 1.4 \\ & 1.5 \end{aligned}$ | $\begin{aligned} & 41.8 \\ & 27.6 \\ & 26.7 \\ & 40.2 \end{aligned}$ | $\begin{aligned} & 44.5 \\ & 28.8 \\ & 28.1 \\ & 41.7 \end{aligned}$ |
|  | 11.9 | 0.7 | 42.8 | 55.4 |  |  |  |
|  | 7.8 | 1.1 | 40.8 | 49.7 |  |  |  |
|  | 9.1 | 1.2 | 83.1 | 93.4 |  |  |  |
| TOTAL .... | 55.8 | 5.0 | 261.8 | 322.6 |  | $\begin{aligned} & 43.7 \\ & 27.4 \end{aligned}$ | $\begin{aligned} & 45.1 \\ & 28.6 \end{aligned}$ |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \\ \text { Apr.-June (p) } \end{array}$ | 18.7 | 0.8 | $99.0$ | 118.5 | $\begin{aligned} & 1.4 \\ & 1.2 \end{aligned}$ |  |  |
|  | 10.8 | 0.6 | $39.3$ | 50.7 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr. -June } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \end{array}$ | 21.8 | 1.6 | $\begin{aligned} & 76.6 \\ & 77.2 \\ & 82.1 \\ & 89.0 \end{aligned}$ | 100.0 | $\begin{aligned} & 6.1 \\ & 4.2 \\ & 5.0 \\ & 3.6 \end{aligned}$ | $\begin{aligned} & 93.9 \\ & 95.8 \\ & 95.0 \\ & 96.4 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ |
|  | 21.5 | 1.3 |  | 100.0 |  |  |  |
|  | 15.7 | 2.2 |  | 100.0 |  |  |  |
|  | 9.7 | 1.3 |  | 100.0 |  |  |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \\ \text { Apr.-June (p) } \end{array}$ | $\begin{aligned} & 15.7 \\ & 21.4 \end{aligned}$ |  | $\begin{aligned} & 83.6 \\ & 77.5 \end{aligned}$ |  | $\begin{aligned} & 3.1 \\ & 4.3 \end{aligned}$ | $\begin{aligned} & 96.9 \\ & 95.7 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
|  |  | 1.1 |  | $100.0$ |  |  |  |

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. <br> Apr.-June <br> July-Sept. <br> Oct.-Dec. <br> TOTAL | 77.2 | $\begin{aligned} & 67.1 \\ & 68.7 \\ & 69.2 \\ & 72.4 \end{aligned}$ | 37.8 | $\begin{aligned} & 32.9 \\ & 31.3 \\ & 30.8 \\ & 27.6 \end{aligned}$ | 115.0 | $\begin{aligned} & 25.9 \\ & 27.3 \\ & 28.1 \\ & 26.6 \end{aligned}$ |
|  | 102.0 |  | 46.3 |  | $148.3$ |  |
|  | 106.4 |  | 47.4 |  | $153.8$ |  |
|  | 117.7 |  | 44.8 |  | 162.5 |  |
|  | 403.3 |  | 176.3 |  | 579.6 |  |
| $\begin{array}{r} \text { 1958-Jan.-Mar. (r) } \ldots . . . \\ \text { Apr.-June (p) } \end{array}$ | 82.9 113.2 | $\begin{aligned} & 70.4 \\ & 72.0 \end{aligned}$ | 34.8 | $\begin{aligned} & 29.6 \\ & 28.0 \end{aligned}$ | 117.7 | $\begin{aligned} & 25.1 \\ & 27.9 \end{aligned}$ |
|  | 113.2 |  | 44.1 |  | 157.3 |  |

(r) Revised
(p) Preliminary

Table 13 - Garages and Filling Stations
Sales and Accounts Receivable
(in millions of dollars)
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