## RETAIL CREDIT

## FOURTH QUARTER, 1958



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## DOMINION BUREAU OF STATISTICS

Industry and Merchandising Division

## RETAIL CREDIT

Estinated credit sales for the last quarter of 1758 snowes an increase of \$91 million over the third quarter and an increase of $\$ 41$ million over the fourth quarter of 1957. This increase occurred mainly in charge sales, instalment sales showing a decrease of $\$ 24$ million from the fourth quarter of 1957 . The trades in which the largest increases occurred are Department Stores, Clothing Stores and Jewellery Stores. Instalment sales of Motor Vehicle Dealers decreased by 20 per cent from last quarter and by 10 per cent from last year and credit sales of Fuel Dealers and Furniture, Appliance and Hadio Stores also decreased from last year.

Accounts receivable at December 31, 1958, reached \$1,061.9 million, \$55 million more than the balances at September 30 , 1958, and 447 million over those at December 31, 1957. Most trades participated in this increase, the only notable exception being Motor Vehicle Dealers.

This report contains final revisions to the sales estimates for 1957 based on completed data covering establishment "births" and "deaths" and preliminary revisions for the first three quarters of 1958 necessitated by changes in the 1957 figures. (No adjustments are made for seasonal fluctuation, price changes and differences in number of shopping days.)

Instalment Sales - credit sales made under conditional agreements. The cash downpayments, 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 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

|  | 2. mail order offices of department stores |
| :---: | :---: |
| Motor Vehicle Dealers ................... I. automobile dealers |  |
|  | 2. automobile dealers with wholesale car departments <br> 3. automobile dealers with farm implements |
| Men's Clothing S | 1. men's and boys' clothing and furnishings stores <br> 2. men's and boys' furnishings stores <br> 3. men's and boys' hat stores <br> 4. custom tailors |
| Family Clothing Stores ................. 1. family clothing and furnishings stores |  |
| Women's Clothing | 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 Combi | 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, Appli | 1. furniture 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 ofl) <br> 2. fuel oil dealers |
| General Stores | 1. general stores (more than one-third food) |
| Garages and Filling Stations ............ 1. garages |  |

## CREDIT SALES

## Percentage Changes

## Total All Trades and Selected Trades

| Trade | $\begin{gathered} \text { Instalment } \\ \text { Sales } \\ \hline \end{gathered}$ | Charge Account Sales | $\begin{gathered} \text { Total Credit } \\ \text { Sales } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | $\frac{4 \text { th atr. } 1958}{3 \text { rd }}$ gtr. 1958 | $\frac{4 \text { th atr. } 1958}{3 \text { rd gtr. } 1958}$ | $\frac{4 \text { th } \operatorname{atr} \cdot 1958}{4 \text { th qtr. } 1957}$ |
| TOTAL, ALL TRADES .... | + 1.2 | + 9.7 | + 3.1 |
| Department Stores | +48.3 | +42.4 | + 7.2 |
| Motor Vehicle Dealers ........ | -20.0 | + 1.1 | - 3.0 |
| Men's Clothing Stores ........ | +72.0 | +72.8 | + 3.1 |
| Family Clothing Stores ....... | +79.0 | +52.4 | +17.3 |
| Women's Clothing Stores ...... | +50.0 | +33.6 | + 3.1 |
| Hardware Stores . . . . . . . . . . . | +14.3 | 0.0 | + 5.5 |
| Fumiture, Appliance and Radio Stores .............. | $+9.3$ | $+18.3$ | - 6.9 |
| Jewellery Stores .............. | +79.4 | +104.2 | +14.6 |
| Grocery and Combination (Independent) Stores .... | n/a | +10.2 | + 2.4 |
| Fuel Dealers .................. | +36.4 | +120.6 | - 0.8 |

## ACCOUNTS RECEIVABLE

## Percentage Changes

Total All Trades and Selected Trades

| Trade | Instalment Receivables | Charge Account Receivables | Total <br> Receivables |
| :---: | :---: | :---: | :---: |
|  | $\frac{4 \text { th gtr. }}{3 \text { rd gtr. }} 1958$ | $\frac{4 t h ~ g t r . ~}{3 r d}$ qtr. 1958 | $\frac{4 \text { th atr. } 1958}{4 \text { th qtr. } 1957}$ |
| TOTAL, ALL TRADES .... | $+8.0$ | + 3.4 | $+4.7$ |
| Department Stores ............ | +16.0 | +35.6 | + 7.7 |
| Motor Vehicle Dealers ........ | -25.4 | - 3.3 | - 4.8 |
| Men's Clothing Stores ........ | +18.9 | +29.1 | $+2.0$ |
| Family Clothing Stores ....... | $+24.2$ | +17.6 | + 4.8 |
| Women's Clothing Stores ...... | +23.8 | +13.2 | 0.0 |
| Hardware Stores ............... | + 7.9 | - 3.9 | + 5.0 |
| Furniture, Appliance and Badio Stores .............. | $+1.8$ | $+7.6$ | - 0.2 |
| Jewellery Stores .............. | +32.2 | +63.3 | + 3.4 |
| Grocery and Combination (Independent) Stores .... | n/a | $+9.3$ | - 0.6 |
| Fuel Dealers .................. | +21.4 | +68.9 | +18.7 |

Table 1 - Total, All Trades
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Freceivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instainent | Charge | Total |
| $\begin{array}{r} \text { 1957-Jan.-Mar. .... } \\ \text { Apr.-June .... } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } \\ \text { TOTAL ...... } \end{array}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
|  | 2,070.2 | 405.7 | $\begin{aligned} & 743.7 \\ & 866.9 \\ & 879.6 \\ & 906.6 \end{aligned}$ | 3,219.6 | $\begin{aligned} & 428.6 \\ & 438.1 \\ & 445.6 \\ & 485.7 \end{aligned}$ | $\begin{aligned} & 481.9 \\ & 521.3 \\ & 544.5 \\ & 529.1 \end{aligned}$ | $\begin{array}{r} 910.5 \\ 959.4 \\ 990.1 \\ 1,014.2 \end{array}$ |
|  | 2,484.2 | 536.5 |  | 3,887.6 |  |  |  |
|  | 2,376.8 | 486.6 |  | 3,743.0 |  |  |  |
|  | 2,616.3 | 453.3 |  | 3,976.2 |  |  |  |
|  | 9,547.5 | 1,882.1 | 3,396.8 14,826.4 |  | $\begin{aligned} & 450.5 \\ & 452.8 \\ & 458.8 \\ & 495.5 \end{aligned}$ | $\begin{aligned} & 483.2 \\ & 523.5 \\ & 547.9 \\ & 566.4 \end{aligned}$ | $\begin{array}{r} 933.7 \\ 976.3 \\ 1,006.7 \\ 1,061.9 \end{array}$ |
| $\begin{array}{r} \text { 1958-Jan.-Mar. }(r) . \\ \text { Apr.-June }(r) \\ \text { July-Sept. }(r) \\ \text { Oct. -Dec. }(p) \\ \text { TOTAL. ..... } \end{array}$ | 2,177.0 | 369.8 | 765.2 | 3,312.0 |  |  |  |
|  | 2,592.6 | 481.6 | 884.3 | 3,958.5 |  |  |  |
|  | 2,467.0 | 423.9 | 886.5 | 3,777.4 |  |  |  |
|  | 2,802.3 | 429.1 | 972.7 | 4,204.1 |  |  |  |
|  | 10,038.9 | 1,704.4 | 3,508.7 | 5,252. |  |  |  |
| 1957-Jan.-Mar. .... | Percentage Composition |  |  |  |  |  |  |
|  | 64.3 | 12.6 | 23.1 | 100.0 | 47.0 | 53.0 | 100.0 |
| Apr.-June .... | 63.9 | 13.7 | 22.4 | 100.0 | 45.6 | 54.4 | 100.0 |
| July-Sept. | 63.5 | 13.0 | 23.5 | 100.0 | $\begin{aligned} & 45.0 \\ & 47.9 \end{aligned}$ | $\begin{aligned} & 55.0 \\ & 52.1 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \end{aligned}$ |
| Oct.-Dec. | 65.8 | 11.4 | 22.8 | 100.0 |  |  |  |
| AVERAGE | 64.4 | 12.7 | 22.9 | 100.0 | 48.3 <br> 46.4 <br> 45.6 <br> 46.7 | $\begin{aligned} & 51.7 \\ & 53.6 \\ & 54.4 \\ & 53.3 \end{aligned}$ | $\begin{aligned} & 100.0 \\ & 100.0 \\ & 100.0 \\ & 100.0 \end{aligned}$ |
| $\begin{aligned} & \text { 1958-Jan.-Mar. (r). } \\ & \text { Apr.-June (r) } \\ & \text { July-Sept. (r) } \\ & \text { Oct.-Dec. (p). } \\ & \text { AVERAGE. } \end{aligned}$ | 65.7 | 11.2 | 23.1 | 100.0 |  |  |  |
|  | 65.5 | 12.2 | 22.3 | 100.0 |  |  |  |
|  | 65.3 | 11.2 | 23.5 | 100.0 |  |  |  |
|  | 66.7 | 10.2 | 23.1 | 100.0 |  |  |  |
|  | 65.8 | 11.2 | 23.0 | 100.0 |  |  |  |

Table 2 - Department Stores
Sales and Accouats Recaivable

| Period |  |  | a 1 e |  |  | Accounts Receivable (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) |  |  |  |  |  |  |  |  |
| 1957- |  |  |  |  |  |  |  |  |  |
| Jan.-Mar. - . | 193.9 | 39.2 50.0 | 13.9 | 39.2 50.9 | 308.7 | 150.3 | 28.5 | 41.9 | 220.7 |
| July-Sept. | 180.4 | 53.2 | 11.4 | 47.4 | 292.4 | 153.3 | 27.5 | 41.2 | 222.0 |
| Oct.-Dec... | 268.3 | 76.2 | 20.3 | 68.0 | 432.8 | 172.9 | 36.0 | 52.7 | 261.6 |
| TOTAL | 800.0 | 218.6 | 57.7 | 205.5 | 1,281.8 |  |  |  |  |
| $\begin{aligned} & \text { 1958- } \\ & \text { Ján. Mar. (r) } \end{aligned}$ | 163.6 | 44.1 | 10.5 | 44.0 | 262.2 | 161.6 | 30.8 | 38.8 | 231.2 |
| Apr.-June (r) | 196.4 | 53.7 | 13.6 | 52.1 | 315.8 | 162.4 | 28.7 | 39.7 | 230.8 |
| July-Septo (r) | 184.3 | 55.9 | 13.4 | 51.6 | 305.2 | 164.0 | 28.7 | 43.0 | 235.7 |
| Oct.-Dec. (p) | 282.0 | 80.1 | 22.7 | 73.5 | 458.3 | 186.5 | 37.0 | 58.3 | 281.8 |
| TOTAL .... | 826.3 | 233.8 | 60.2 | 221.2 | 1,341.5 |  |  |  |  |


| (r) Revised | 1/ Conditional-sale agreements |
| :--- | :--- |
| (p) Preliminary | 2/ Other deferred payment plans |

Sales and Accounts Receivable

| Perlod | Sales |  |  |  | Accounts Receivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instaiment | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 203.8 | 246.0 | 144.4 | 594.2 | 24.5 | 80.5 | 105.0 |
| Apr.-June .... | 280.1 | 345.2 | 159.2 | 784.5 | 27.2 | 86.7 | 113.9 |
| July-Sept. ... | 165.2 | 297.0 | 154.1 | 616.3 | 26.8 | 84.1 | 110.9 |
| Oct.-Dec. .... | 139.2 | 213.9 | 135.3 | 488.4 | 23.4 | 75.8 | 99.2 |
| TOTAL | 788.3 | 1,102.1 | 593.0 | $2,483.4$ |  |  |  |
| 1958-Jan.-Mar. | 217.1 | 217.7 | 133.6 | 568.4 | 22.9 | 76.3 | 99.2 |
| Apr.-June ... | 281.4 | 299.7 | 151.7 | 732.8 | 24.8 | 80.2 | 105.0 |
| July-Sept. (r) | 172.5 | 240.8 | 144.4 | 557.7 | 23.6 | 79.4 | 103.0 |
| Oct.-Dec. (p). | 193.3 | 192.6 | 146.0 | 531.9 | 17.6 | 76.8 | 94.4 |
| Total ...... | 864.3 | 950.8 | 575.7 | 2,390.8 |  |  |  |
|  | 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. ... | 28.6 | 43.8 | 27.6 | 100.0 | 23.6 | 76.4 | 100.0 |
| 1958-Jan.-Mar. | 38.2 | 38.3 | 23.5 | 100.0 | 23.1 | 76.9 | 100.0 |
| Apr.-June | 38.4 | 40.9 | 20.7 | 100.0 | 23.6 | 76.4 | 100.0 |
| July-Sept. (r) | 30.9 | 43.2 | 25.9 | 100.0 | 22.9 | 77.1 | 100.0 |
| Cot.-Dec. (p). | 36.3 | 36.2 | 27.5 | 100.0 | 18.6 | 81.4 | 100.0 |

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

| $\begin{aligned} & \text { 1957-Jan.-Mar. .... } \\ & \text { Apr.-June } . . . . \\ & \text { July-Sept. .... } \\ & \text { Oct.-Dec. .... } \\ & \text { TOTAL ..... } \end{aligned}$ | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 37.0 | 2.6 | 10.1 | 49.7 | 3.7 | 9.1 | 12.8 |
|  | 42.4 | 3.4 | 12.4 | 58.2 | 3.9 | 9.5 | 13.4 |
|  | 38.6 | 2.7 | 9.7 | 51.0 | 3.7 | 8.4 | 12.1 |
|  | 56.9 | 4.3 | 15.3 | 76.5 | 4.6 | 10.6 | 15.2 |
|  | 174.9 | 13.0 | 47.5 | 235.4 |  |  |  |
|  | 37.6 | 2.8 | 10.2 | 50.6 | 4.0 | 9.4 | 13.4 |
|  | 41.7 | 3.1 | 11.8 | 56.6 | 4.0 | 9.3 | 13.3 |
|  | 38.9 | 2.5 | 9.2 | 50.6 | 3.7 | 8.6 | 12.3 |
|  | 57.7 | 4.3 | 15.9 | 77.9 | 4.4 | 11.1 | 15.5 |
|  | 175.9 | 12.7 | 47.1 | 235.7 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. } \\ \text { Apr.-... } \\ \text { July-Sept. } \\ \text { Jct. } \\ \text { Oct. } \end{array}$ | 74.5 | 5.1 | 20.4 | 100.0 | 28.9 | 71.1 | 100.0 |
|  | 72.9 | 5.8 | 21.3 | 100.0 | 29.1 | 70.9 | 100.0 |
|  | 75.6 | 5.4 | 19.0 | 100.0 | 30.6 | 69.4 | 100.0 |
|  | 74.4 | 5.6 | 20.0 | 100.0 | 30.2 | 69.8 | 100.0 |
| $\begin{array}{r} \text { 1958-Jan.-Mar. .... } \\ \text { Apr.-June } \\ \text { ouly-Sept. }(r) \\ \text { 0ct.-Dec. }(p) . \end{array}$ | 74.4 | 5.5 | 20.1 | 100.0 | 29.9 | 70.1 | 100.0 |
|  | 73.6 | 5.5 | 20.9 | 100.0 | 29.9 | 70.1 | 100.0 |
|  | 76.2 | 5.1 | 18.7 | 100.0 | 29.8 | 70.2 | 100.0 |
|  | 74.1 | 5.5 | 20.4 | 100.0 | 28.3 | 7.7 | 100.0 |

(r) Revised
(p) Preliminary

Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Reveavable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalmient | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar..... | 26.5 | 5.1 | 8.0 | 39.6 | 9.1 | 8.7 | 17.8 |
| Apr.-June .... | 37.9 | 7.0 | 9.8 | 54.7 | 9.1 | 8.8 | 17.9 |
| July-Sept. ... | 34.5 | 5.5 | 9.0 | 49.0 | 8.8 | 9.2 | 18.0 |
| Oct.-Dec. .... | 51.3 | 9.4 | 13.7 | 74.4 | 11.2 | 9.6 | 20.8 |
| TOTAL | 150.2 | 27.0 | 40.5 | 217.7 |  |  |  |
| 1958-Jan.-Mar. | 28.0 | 5.0 | 8.2 | 41.2 | 9.7 | 8.1 | 17.8 |
| Apr.-June .... | 36.2 | 6.9 | 11.3 | 54.4 | 9.7 | 8.1 | 17.8 |
| July-Sept. (r) | 32.7 | 6.2 | 10.5 | 49.4 | 9.5 | 8.5 | 18.0 |
| Oct.-Dec. (p). | 49.7 | 11.1 | 16.0 | 76.8 | 11.8 | 10.0 | 21.8 |
| TOTAL .... | 146.6 | 29.2 | 46.0 | 221.8 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. .... | 67.0 | 12.9 | 20.1 | 100.0 | 51.1 | 48.9 | 100.0 |
| Apr.-June .... | 69.2 | 12.8 | 18.0 | 100.0 | 50.8 | 49.2 | 100.0 |
| July-Sept. ... | 70.4 | 17.3 | 18.3 | 100.0 | 48.9 | 51.1 | 100.0 |
| Oct.-Dec. .... | 68.9 | 12.7 | 18.4 | 100.0 | 53.9 | 46.1 | 100.0 |
| 1958-Jan.-Mar. .... | 67.9 | 12.2 | 19.9 | 100.0 | 54.6 | 45.4 | 100.0 |
| Apr.-June .... | 66.5 | 12.7 | 20.8 | 100.0 | 54.4 | 45.6 | 100.0 |
| July-Sept. (r) | 67.3 | 12.2 | 20.5 | 100.0 | 52.6 | 47.4 | 100.0 |
| Oct.-Dec. (p). | 64.7 | 14.5 | 20.8 | 100.0 | 54.1 | 45.9 | 100.0 |

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

| 1957-Jan.-Mar. .... | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 36.3 | 2.2 | 11.2 | 49.7 | 2.5 | 8.4 | 10.9 |
| Apr.-June .... | 51.2 | 2.6 | 13.8 | 67.6 | 2.5 | 8.0 | 10.5 |
| July-Sept. ... | 45.3 | 2.3 | 13.1 | 60.7 | 2.5 | 8.7 | 11.2 |
| Oct.-Dec. .... | 59.9 | 3.3 | 15.8 | 79.0 | 3.1 | 9.8 | 12.9 |
| TOTAL | 192.7 | 10.4 | 53.9 | 257.0 |  |  |  |
| 1958-Jan.-Mar. | 40.3 | 1.8 | 11.9 | 54.0 | 2.3 | 8.8 | 11.1 |
| Apr.-June | 51.6 | 2.3 | 13.8 | 67.7 | 2.1 | 8.6 | 10.7 |
| July-Sept. (r) | 46.9 | 2.0 | 12.5 | 61.4 | 2.1 | 9.1 | 11.2 |
| Oct.-Dec. (p). | 63.5 | 3.0 | 16.7 | 83.2 | 2.6 | 10.3 | 12.9 |
| TOTAL.... | 202.3 | 2.1 | 54.9 | 266.3 |  |  |  |
| $\begin{array}{r} \text { 1957-Jan.-Mar. .... } \\ \text { Apr.-June .... } \\ \text { July-Sept. } \\ \text { Oct.-Dec. } . . . \end{array}$ | Percentage Composition |  |  |  |  |  |  |
|  | 73.0 | 4.4 | 22.6 | 100.0 | 22.9 | 77.1 | 100.0 |
|  | 75.7 | 3.9 | 20.4 | 100.0 | 23.8 | 76.2 | 100.0 |
|  | 74.6 | 3.8 | 21.6 | 100.0 | 22.3 | 77.7 | 100.0 |
|  | 75.8 | 4.2 | 20.0 | 100.0 | 23.8 | 76.2 | 100.0 |
| 1958-Jan.-Mar. | 74.6 | 3.4 | 22.0 | 100.0 | 20.5 | 79.5 | 100.0 |
| Apr.-June | 76.2 | 3.4 | 20.4 | 100.0 | 19.8 | 80.2 | 100.0 |
| July-Sept. (r) | 76.0 | 3.2 | 20.8 | 100.0 | 18.8 | 81.2 | 100.0 |
| Oct.-Dec. (p). | 76.3 | 3.6 | 20.1 | 100.0 | 20.1 | 79.9 | 100.0 |

(r) Revised
(p) Preliminary

Table 7 - Hardware Stores
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Keceivable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | instalment | Charge | Total | Instalnent | Charge | Total |
|  | Doilar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 31.4 | 2.6 | 18.2 | 52.2 | 5.2 | 21.3 | 26.5 |
| Apr.-June .... | 48.6 | 3.4 | 28.6 | 80.6 | 5.4 | 24.6 | 30.0 |
| July-Sept. ... | 51.8 | 3.2 | 27.1 | 82.1 | 5.6 | 24.9 | 30.5 |
| Oct.-Dec. ... | 56.4 | 3.6 | 27.5 | 87.5 | 5.8 | 24.1 | 29.9 |
| TOTAL | 188.2 | 12.8 | 101.4 | 302.4 |  |  |  |
| 1958-Jan.-Mar. .... | 32.9 | 2.8 | 18.9 | 54.6 | 5.5 | 20.8 | 26.3 |
| Apr.-June .... | 51.7 | 3.7 | 29.1 | 84.5 | 5.8 | 24.6 | 30.4 |
| July-Sept. (r) | 52.7 | 3.5 | 28.8 | 85.0 | 6.3 | 25.6 | 31.9 |
| Oct.-Dec. (p). | 59.7 | 4.0 | 28.8 | 92.5 | 6.8 | 24.6 | 31.4 |
| TOTAL ...... | 197.0 | 14.0 | 105.6 | 316.6 |  |  |  |
|  | 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. .... | 64.5 | 4.1 | 31.4 | 100.0 | 19.6 | 80.4 | 100.0 |
| 1958-Jan.-Mar. .... | 60.3 | 5.1 | 34.6 | 100.0 | 21.0 | 79.0 | 100.0 |
| Apr.-June | 61.2 | 4.4 | 34.4 | 100.0 | 19.2 | 80.8 | 100.0 |
| July-Sept. (r) | 62.5 | 4.2 | 33.3 | 100.0 | 19.8 | 80.2 | 100.0 |
| Oct.-Dec. (p). | 64.5 | 4.4 | 31.1 | 100.0 | 21.6 | 78.4 | 100.0 |

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

| 1957-Jan.-Mar. .... | Dollar Estimates (in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 40.3 | 56.8 | 25.0 | 122.1 | 155.6 | 22.8 | 178.4 |
| Apr.-June .... | 41.6 | 67.3 | 27.9 | 136.8 | 159.4 | 24.2 | 183.6 |
| July-Sept. ... | 39.0 | 75.5 | 29.6 | 144.1 | 163.9 | 25.0 | 188.9 |
| Oct.-Dec. | 51.4 | 79.5 | 33.4 | 164.3 | 169.4 | 25.7 | 195.1 |
| TOTAL | 172.3 | 279.1 | 115.9 | 567.3 |  |  |  |
| 1958-Jan.-Mar. | 40.9 | 59.0 | 24.3 | 124.2 | 159.7 | 23.5 | 183.2 |
| Apr.-June | 44.2 | 64.7 | 26.2 | 135.1 | 160.7 | 23.6 | 184.3 |
| July-Sept. (r) | 47.4 | 66.6 | 27.3 | 141.3 | 164.9 | 25.1 | 190.0 |
| Oct.-Dec. (p). | 58.1 | 72.8 | 32.3 | 163.2 | 167.8 | 27.0 | 194.8 |
| TOTAL ...... | 290.6 | 263.1 | 120.1 | 563.8 |  |  |  |
|  | 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. .... | 31.3 | 48.4 | 20.3 | 100.0 | 86.8 | 13.2 | 100.0 |
| 1958-Jan. Mar. | 32.9 | 47.5 | 19.6 | 100.0 | 87.2 | 12.8 | 100.0 |
| Apr.-June | 32.7 | 47.9 | 19.4 | 100.0 | 87.2 | 12.8 | 100.0 |
| July-Sept. (r) | 30.1 | 49.8 | 20.1 | 100.0 | 86.8 | 13.2 | 100.0 |
| Oct. $\rightarrow$ Dec. (p). | 35.6 | 44.6 | 19.8 | 100.0 | 86.1 | 13.9 | 100.0 |

Table 9 - Jewellery Stores
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Receivable (at end of pertod) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalmient | Charge | Total |
|  | Dollar Estinates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 14.4 | 5.0 | 4.1 | 23.5 | 12.8 | 5.6 | 18.4 |
| Apr.-June ... | 17.5 | 6.8 | 4.9 | 29.2 | 12.3 | 5.2 | 17.5 |
| July-Sept. .. | 17.8 | 6.9 | 4.5 | 29.2 | 11.9 | 5.0 | 16.9 |
| Oct.-Dec.... | 29.8 | 10.9 | 8.3 | 42.0 | 15.8 | 7.4 | 23.2 |
| TOTAL | 79.5 | 29.6 | 21.8 | 130.9 |  |  |  |
| 1958-Jan.-Mar. | 14.2 | 5.2 | 3.9 | 23.3 | 13.3 | 4.9 | 18.2 |
| Apr.-June ... | 17.2 | 6.6 | 5.3 | 29.1 | 12.6 | 5.0 | 17.6 |
| July-Sept. (r) | 17.9 | 6.8 | 4.8 | 29.5 | 12.1 | 4.9 | 17.0 |
| Oct.-Dec. (p) | 28.4 | 12.2 | 9.8 | 50.4 | 16.0 | 8.0 | 24.0 |
| TOTAL ..... | 77.7 | 30.8 | 23.8 | 132.3 |  |  |  |
|  | 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.... | 60.9 | 22.1 | 17.0 | 100.0 | 67.9 | 32.1 | 100.0 |
| 1958-Jan.-Mar. | 60.8 | 22.4 | 16.8 | 100.0 | 73.1 | 26.9 | 100.0 |
| Apr.-June ... | 59.1 | 22.8 | 18.1 | 100.0 | 71.5 | 28.5 | 100.0 |
| July-Sept. (r) | 60.6 | 23.2 | 16.2 | 100.0 | 71.6 | 28.4 | 100.0 |
| Oct.-Dec. (p) | 56.5 | 24.2 | 19.3 | 100.0 | 66.7 | 33.3 | 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. | 293.1 | 76.7 | 89.1 | 23.3 | 382.2 | 32.5 |
| Apr.-June ........... | 314.2 | 75.9 | 99.8 | 24.1 | 414.0 | 34.1 |
| July-Sept. . ......... | 329.2 | 77.7 | 94.5 | 22.3 | 423.7 | 33.9 |
| vct.-Dec. ........... | 332.8 | 76.9 | 100.0 | 23.1 | 432.8 | 35.4 |
| TOTAL | 1,269.3 |  | 383.4 |  | 1,652.7 |  |
| 1958-Jan. Mar. | 315.8 | 78.3 | 87.5 | 21.7 | 403.3 | 31.5 |
| Apr.-June ........... | 344.0 | 78.1 | 96.5 | 21.9 | 440.5 | 32.4 |
| July-Sept. (r)..... | 346.0 | 78.6 | 92.9 | 21.4 | 438.9 | 32.2 |
| Oct.-Dec. (p)...... | 346.1 | 77.2 | 102.4 | 22.8 | 448.5 | 35.2 |
| TOTAL. | 1,351.9 |  | 379.3 |  | 1,731.2 |  |

(r) Revised
(p) Preliminary

Table 11 - Fuel Dealers
Sales and Accounts Receivable

| Poriod | Sales |  |  |  | Accounts Recelvable (at end of period) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instulnent | Charge | Total |
|  | Dollar Estimates (in millions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 26.4 | 1.9 | 92.9 | 121.2 | 2.7 | 41.8 | 44.5 |
| Apr.-June . ... | 11.7 | 0.7 | 42.1 | 54.5 | 1.2 | 27.6 | 28.8 |
| July-Sept. ... | 7.5 | 1.0 | 39.1 | 47.6 | 1.4 | 26.7 | 28.1 |
| Oct.-Dec. .... | 9.5 | 1.3 | 87.6 | 98.4 | 1.5 | 40.2 | 41.7 |
| TOTAL | 55.2 | 4.9 | 261.7 | 321.7 |  |  |  |
| 1958-Jan.-Mar. .... | 18.1 | 0.8 | 96.4 | 115.3 | 1.4 | 43.7 | 45.1 |
| Apr.-June .... | 7.5 | 0.6 | 41.7 | 49.8 | 1.3 | 29.5 | 30.8 |
| July-Sept. (r) | 3.2 | 1.1 | 39.3 | 43.6 | 1.4 | 28.3 | 29.7 |
| Oct.-Dec. (p). | 17.2 | 1.5 | 86.8 | 105.5 | 1.7 | 47.8 | 49.5 |
| TOTAL ...... | 46.0 | 4.0 | 264.2 | 314.2 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. .... | 21.8 | 1.6 | 76.6 | 100.0 | 6.1 | 93.9 | 100.0 |
| Apr.-June .... | 21.5 | 1.3 | 77.2 | 100.0 | 4.2 | 95.8 | 100.0 |
| July-Sept. ... | 15.7 | 2.2 | 82.1 | 100.0 | 5.0 | 95.0 | 100.0 |
| Oct.-Dec. .... | 9.7 | 1.3 | 89.0 | 100.0 | 3.6 | 96.4 | 100.0 |
| 1958-Jan.-Mar. .... | 15.7 | 0.7 | 83.6 | 100.0 | 3.1 | 96.9 | 100.0 |
| Apr.-June .... | 15.1 | 1.2 | 83.7 | 100.0 | 4.1 | 95.9 | 100.0 |
| JuIy-Sept. (r) | 10.2 | 2.6 | 87.2 | 100.0 | 4.8 | 95.2 | 100.0 |
| Oct.-Dec. (p). | 16.3 | 1.5 | 82.2 | 100.0 | 3.5 | 96.5 | 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. | 79.9 | 67.1 | 39.2 | 32.9 | 119.1 | 25.9 |
| Apr.-June ........... | 105.0 | 68.7 | 47.9 | 31.3 | 152.9 | 27.3 |
| July-Sept. ........... | 110.2 | 69.2 | 49.0 | 30.8 | 159.2 | 28.1 |
| Oct.-Dec. ............ | 119.0 | 72.4 | 45.3 | 27.6 | 164.3 | 26.6 |
| TOTAL | 424.1 |  | 181.4 |  | 595.5 |  |
| 1958-Jan.-Mar. | 85.9 | 70.4 | 36.1 | 29.6 | 122.0 | 25.1 |
| Apr.-June ........... | 117.3 | 72.2 | 45.1 | 27.8 | 162.4 | 28.0 |
| July-Sept. (r) ...... | 117.3 | 71.6 | 47.3 | 28.4 | 164.6 | 29.7 |
| Oct.-Dec. (p) ....... | 128.1 | 72.6 | 48.3 | 27.4 | $\frac{176.4}{625.4}$ | 29.0 |

(r) Revised
(p) Preliminary

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

| $1010736520$ <br> Period | Sales |  |  |  |  | Accounts Receivable |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash |  | Credit |  | Total |  |
|  | Amount | \% | Amount | \% | Amount |  |
| 1957-Jan.Mar. | 141.9 | 68.8 | 64.4 | 31.2 | 206.3 | 27.9 |
| Apr.-June .......... | 166.6 | 68.6 | 76.3 | 31.4 | 242.9 | 29.4 |
| July-Sept. ......... | 174.1 | 68.4 | 80.4 | 31.6 | 254.5 | 31.0 |
| Oct.-Dec. | 159.5 | 67.4 | 77.1 | 32.6 | 236.6 | 29.3 |
| TOTAL | 642.1 |  | 298.2 |  | 940.3 |  |
| 1958-Jan.-Mar. .......... | 140.5 | 66.1 | 72.1 | 33.9 | 212.6 | 28.9 |
| Apr.-June | 162.1 | 65.7 | 84.6 | 34.3 | 246.7 | 29.8 |
| July-Sept. (r) ..... | 172.9 | 66.5 | 85.8 | 33.5 | 258.7 | 30.2 |
| Oct.-Dec. (p) ...... | 168.7 | 66.7 | 84.1 | 33.3 | 252.8 | 28.8 |
| TOTAL | 644.2 |  | 326.6 |  | 970.8 |  |

Table 14 - All Other Trades
Sales and Accounts Receivable

| Period | Sales |  |  |  | Accounts Heceivable (at end of perlod) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash | Instalment | Charge | Total | Instalnent | Charge | Total |
|  | Dollar Estimates (in nillions) |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 991.3 | 21.8 | 198.8 | 1,211.9 | 35.8 | 159.6 | 195.4 |
| Apr.-June ... | 1,178.4 | 30.0 | 294.6 | 1,503.0 | 38.0 | 194.3 | 232.3 |
| July-Sept... | 1,182.1 | 27.6 | 323.5 | 1,533.2 | 39.9 | 218.6 | 258.5 |
| Oct.-Dec. ... | 1,278.5 | 25.5 | 288.2 | 1,592.2 | 41.2 | 182.1 | 223.3 |
| total | 4,630.3 | 104.9 | 1,105.1 | 5,840.3 |  |  |  |
| 1958-Jan.-Mar. (r) | 1,042.1 | 19.3 | 218.9 | 1,280.3 | 39.1 | 163.6 | 202.7 |
| Apr.-June (r) | 1,241.3 | 25.2 | 316.6 | 1,583.1 | 40.5 | 204.9 | 245.4 |
| July-Sept. (r) | 1,234.3 | 23.4 | 333.8 | 1,591.5 | 42.3 | 223.7 | 266.0 |
| Oct.-Dec. (p) | 1,349.8 | 23.6 | 313.3 | 1,686.7 | 43.0 |  |  |
| TOTAL | 4,867.5 | 91.5 | 1,182.6 | 6,141.6 |  |  |  |
|  | Percentage Composition |  |  |  |  |  |  |
| 1957-Jan.-Mar. | 81.9 | 2.0 | 16.1 | 100.0 | 18.3 | 81.7 | 100.0 |
| Apr.-June ... | 78.3 | 2.0 | 19.7 | 100.0 | 16.4 | 83.6 | 100.0 |
| July-Sept. . | 77.1 | 1.8 | 21.1 | 100.0 | 15.4 | 84.6 | 100.0 |
| Oct.-Dec. ... | 80.3 | 1.6 | 18.1 | 100.0 | 18.5 | 81.5 | 100.0 |
| 1958-Jan.-Mar. | 81.4 | 1.5 | 17.1 | 100.0 | 19.3 | 80.7 | 100.0 |
| Apr.-June (r) | 78.4 | 1.6 | 20.0 | 100.0 | 16.5 | 83.5 | 100.0 |
| July-Sept. (r) | 78.0 | 1.3 | 20.7 | 100.0 | 16.3 | 83.7 | 100.0 |
| Oct. -Dec. (p) | 80.0 | 1.4 | 18.6 | 100.0 | 17.7 | 82.3 | 100.0 |

