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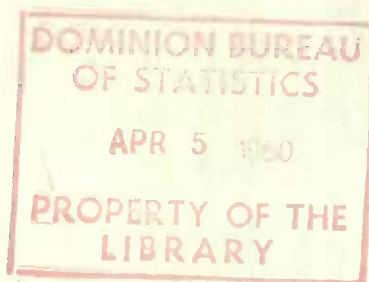


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RETAIL CREDIT

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RETAIL CREDIT

Accounts outstanding on the books of retailers amounted to an estimated \$992,900,000 at the end of 1959, almost 6 per cent above the level of December 31, 1958. Accounts owing on instalment sales comprised the larger share of this total at \$524,000,000, a gain of 7 per cent over a year ago; the increase in charge accounts receivable from the end of 1958 was 4.8 per cent.

The overall gain in accounts receivable from the end of 1958 to the end of 1959 amounted to \$55,700,000 of which \$32,700,000 was accounted for by department stores. Motor vehicle dealers, whose instalment accounts are largely sold to financial institutions remained practically unchanged with receivables at \$94.4 million at the end of 1958 and \$94.3 million at December 31, 1959. For the same dates, accounts owing to furniture and appliance stores stood at \$196.6 million and \$201.5 million respectively.

This report excludes dealers whose commodities are mainly used for commercial purposes, i.e. lumber and building material and farm implement dealers.

Percentage Change in Accounts Receivable

on the Books of Retailers

Dec. 31, 1959 over Dec. 31, 1958

Trade	Instalment Receivables	Charge Account Receivables	Total Receivables
TOTAL, ALL TRADES	+ 7.0	+ 4.8	+ 5.9
Department Stores	+12.1	+ 9.6	+11.6
Motor Vehicle Dealers	- 5.1	+ 1.0	- 0.1
Men's Clothing Stores	+34.1	+ 3.6	+12.3
Family Clothing Stores	+ 8.5	+ 6.1	+ 7.4
Women's Clothing Stores	+26.9	+ 9.7	+13.2
Hardware Stores	+26.5	+ 3.6	+ 8.5
Furniture, Appliance and Radio Stores	+ 1.9	+ 5.9	+ 2.5
Jewellery Stores	+ 3.8	- 1.3	+ 2.1
Grocery and Combination (Independent) Stores	+ 6.8	+ 6.8
General Stores	+ 6.9	+ 6.9
Fuel Dealers	+25.0	- 4.7	- 3.7
Garages and Filling Stations	- 8.4	- 8.4

Accounts Receivable - Retail Trade
(dollar estimates in millions)

Date	Amount			Percentage Composition		
	Instalment	Charge	Total	Instalment	Charge	Total
	\$	\$	\$	%	%	%
<u>Total, All Trades</u>						
1958 - June 30	445.3	396.1	841.4	52.9	47.1	100.0
Sept. 30	451.2	407.1	858.3	52.6	47.4	100.0
Dec. 31	489.6	447.6	937.2	52.2	47.8	100.0
1959 - March 31	455.6	409.8	865.4	52.6	47.4	100.0
June 30	458.5	418.6	877.1	52.2	47.8	100.0
Sept. 30	466.4	431.7	898.1	51.9	48.1	100.0
Dec. 31	524.0	468.9	992.9	52.8	47.2	100.0
<u>Motor Vehicle Dealers</u>						
1958 - June 30	24.8	80.2	105.0	23.6	76.4	100.0
Sept. 30	23.6	79.4	103.0	22.9	77.1	100.0
Dec. 31	17.8	76.6	94.4	18.9	81.1	100.0
1959 - March 31	18.1	80.2	98.3	18.4	81.6	100.0
June 30	19.4	86.4	105.8	18.3	81.7	100.0
Sept. 30	18.3	84.6	102.9	17.8	82.2	100.0
Dec. 31	16.9	77.4	94.3	17.9	82.1	100.0
<u>Men's Clothing Stores</u>						
1958 - June 30	4.0	9.3	13.3	29.9	70.1	100.0
Sept. 30	3.7	8.6	12.3	29.8	70.2	100.0
Dec. 31	4.4	11.0	15.4	28.4	71.6	100.0
1959 - March 31	4.7	9.1	13.8	34.1	65.9	100.0
June 30	4.9	9.4	14.3	34.5	65.5	100.0
Sept. 30	4.7	8.7	13.4	35.1	64.9	100.0
Dec. 31	5.9	11.4	17.3	34.0	66.0	100.0
<u>Family Clothing Stores</u>						
1958 - June 30	9.7	8.1	17.8	54.4	45.6	100.0
Sept. 30	9.5	8.5	18.0	52.6	47.4	100.0
Dec. 31	11.8	9.9	21.7	54.3	45.7	100.0
1959 - March 31	10.5	8.6	19.1	55.0	45.0	100.0
June 30	10.5	8.6	19.1	55.1	44.9	100.0
Sept. 30	10.5	8.8	19.3	54.4	45.6	100.0
Dec. 31	12.8	10.5	23.3	55.1	44.9	100.0

Accounts Receivable - Retail Trade
(dollar estimates in millions)

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Date	Amount			Percentage Composition		
	Instalment	Charge	Total	Instalment	Charge	Total
	\$	\$	\$	%	%	%
<u>Women's Clothing Stores</u>						
1958 - June 30	2.1	8.6	10.7	19.8	80.2	100.0
Sept. 30	2.1	9.1	11.2	18.8	81.2	100.0
Dec. 31	2.6	10.3	12.9	19.8	80.2	100.0
1959 - March 31	2.3	9.3	11.6	20.2	79.8	100.0
June 30	2.5	9.0	11.5	21.5	78.5	100.0
Sept. 30	2.6	9.9	12.5	20.7	79.3	100.0
Dec. 31	3.3	11.3	14.6	22.6	77.4	100.0
<u>Hardware Stores</u>						
1958 - June 30	5.8	24.6	30.4	19.2	80.8	100.0
Sept. 30	6.3	25.6	31.9	19.8	80.2	100.0
Dec. 31	6.8	25.0	31.8	21.5	78.5	100.0
1959 - March 31	6.6	22.0	28.6	23.2	76.8	100.0
June 30	7.3	26.4	33.7	21.7	78.3	100.0
Sept. 30	8.0	27.1	35.1	22.7	77.3	100.0
Dec. 31	8.6	25.9	34.5	25.0	75.0	100.0
<u>Furniture, Appliance and Radio Stores</u>						
1958 - June 30	160.7	23.6	184.3	87.2	12.8	100.0
Sept. 30	164.9	25.1	190.0	86.8	13.2	100.0
Dec. 31	169.6	27.0	196.6	86.3	13.7	100.0
1959 - March 31	161.2	24.5	185.7	86.8	13.2	100.0
June 30	162.4	25.8	188.2	86.3	13.7	100.0
Sept. 30	166.0	27.1	193.1	86.0	14.0	100.0
Dec. 31	172.9	28.6	201.5	85.8	14.2	100.0
<u>Jewellery Stores</u>						
1958 - June 30	12.6	5.0	17.6	71.5	28.5	100.0
Sept. 30	12.1	4.9	17.0	71.6	28.4	100.0
Dec. 31	16.0	7.9	23.9	67.0	33.0	100.0
1959 - March 31	13.3	4.9	18.2	72.8	27.2	100.0
June 30	12.8	5.1	17.9	71.3	28.7	100.0
Sept. 30	12.5	4.8	17.3	72.4	27.6	100.0
Dec. 31	16.6	7.8	24.4	67.9	32.1	100.0
<u>Fuel Dealers</u>						
1958 - June 30	1.3	29.5	30.8	4.1	95.9	100.0
Sept. 30	1.4	28.3	29.7	4.8	95.2	100.0
Dec. 31	1.6	47.3	48.9	3.4	96.6	100.0
1959 - March 31	1.6	50.7	52.3	3.1	96.9	100.0
June 30	1.6	32.7	34.3	4.5	95.5	100.0
Sept. 30	1.7	30.6	32.3	5.3	94.7	100.0
Dec. 31	2.0	45.1	47.1	4.2	95.8	100.0

Accounts Receivable - Retail Trade
(dollar estimates in millions)

Department Stores

Date	Amount				Percentage Composition			
	Instalment		Charge	Total	Instalment		Charge	Total
	C.S.A.1/	Other2/			C.S.A.1/	Other2/		
	\$	\$	\$	\$	%	%	%	%
<u>1958</u>								
June 30	162.4	28.7	39.7	230.8	70.4	12.4	17.2	100.0
Sept. 30 ...	164.0	28.7	43.0	235.7	69.6	12.2	18.2	100.0
Dec. 31	186.5	37.1	58.2	281.8	66.2	13.2	20.6	100.0
<u>1959</u>								
March 31(r)	172.6	32.7	42.0	247.3	69.8	13.2	17.0	100.0
June 30(r) .	171.4	34.0	43.1	248.5	69.0	13.7	17.3	100.0
Sept. 30 ...	152.9	55.3	46.2	254.4	60.1	21.8	18.1	100.0
Dec. 31	172.3	78.4	63.8	314.5	54.8	24.9	20.3	100.0

1/ Conditional-sale agreements

2/ Other deferred payment plans

**Grocery and Combination
Stores (Independent)**

Date	Total
	\$
<u>1958</u>	
June 30	32.4
Sept. 30	32.2
Dec. 31	35.3
<u>1959</u>	
March 31	33.4
June 30	34.6
Sept. 30	35.6
Dec. 31	37.7

General Stores

Date	Total
	\$
<u>1958</u>	
June 30	28.0
Sept. 30	29.5
Dec. 31	29.0
<u>1959</u>	
March 31	27.4
June 30	29.4
Sept. 30	32.0
Dec. 31	31.0

**Garages and
Filling Stations**

Date	Total
	\$
<u>1958</u>	
June 30	29.8
Sept. 30	30.2
Dec. 31	28.6
<u>1959</u>	
March 31	27.3
June 30	28.3
Sept. 30	28.6
Dec. 31	26.2

All Other Trades

Date	Amount			Percentage Composition		
	Instalment	Charge	Total	Instalment	Charge	Total
	\$	\$	\$	%	%	%
<u>1958</u>						
June 30	33.0	77.5	110.5	29.9	70.1	100.0
Sept. 30	34.7	82.9	117.6	29.5	70.5	100.0
Dec. 31	35.1	81.8	116.9	30.0	70.0	100.0
<u>1959</u>						
March 31	31.7	70.7	102.4	31.0	69.0	100.0
June 30	31.1	80.4	111.5	27.9	72.1	100.0
Sept. 30	33.2	88.4	121.6	27.3	72.7	100.0
Dec. 31	33.4	93.1	126.5	26.4	73.6	100.0

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