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GOVERNMENT OF CANADA

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RETAIL CONSUMER CREDIT

THIRD QUARTER, 1951



DOMINION BUREAU OF STATISTICS  
Department of Trade and Commerce

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Dominion Bureau of Statistics, Ottawa

## RETAIL CONSUMER CREDIT

### THIRD QUARTER, 1951

Vol. VII

No. 3

Cash and Charge account sales increased more during the third quarter of 1951 compared with the same period of 1950 than did instalment sales. The following table shows the components which combined to make a 4.7% increase in total sales for the three month period.

Type of Sale	Sales - Third Quarter		
	1950	1951	% Change 1951/1950
(millions of dollars)			
Cash .....	1,766.2	1,855.9	+ 5.1
Instalment ....	182.5	184.3	+ 1.0
Charge .....	479.9	503.1	+ 4.8
TOTAL .....	2,428.6	2,543.3	+ 4.7

Instalment sales were lower in most of the trades which extended this type of credit. Almost all of the gain in instalment sales was accounted for by the motor vehicle dealers' reported increase of 26%. The increase shown for men's clothing, while considerable when expressed as a percentage, had little weight on the total dollar volume.

Decreases in instalment sales were most evident in department stores, household appliance and radio stores, and jewellery stores. Accounts receivable at September 30, 1951 for these three trades also showed the greatest percentage decrease from last year.

Customers' accounts receivable for all trades were estimated at \$460,600,000 at September 30, 1951 compared with \$475,700,000 at the same date last year and \$478,300,000 at June 30, 1951. Instalment receivables were responsible for this decline with unpaid accounts estimated at \$104,300,000, the lowest since 1948. This represented a decrease of 27.8% from last year and 14.4% from the second quarter of 1951.

Charge accounts receivable remained at a high level with an estimated dollar volume of \$356,300,000 at September 30, 1951. This amount was 7.6% above the 1950 figure and practically unchanged from the amount outstanding at June 30, 1950.

A summary of results by trades for the third quarter of this year and last is given below.

THIRD QUARTER - SALES AND TOTAL ACCOUNTS RECEIVABLE - 1950 and 1951-

Trade	Cash Sales			Instalment Sales		
	1950	1951	% Change	1950	1951	% Change
Total, All Trades .....	1,766.2	1,855.9	+ 5.1	182.5	184.3	+ 1.0
Department .....	132.2	134.6	+ 1.8	26.8	14.3	- 46.6
Motor Vehicle .....	213.3	210.3	- 1.4	83.9	105.8	+ 26.1
Men's Clothing .....	30.5	30.4	- 0.3	1.3	1.9	+ 46.2
Family Clothing .....	28.0	28.9	+ 3.2	2.2	2.4	+ 9.1
Women's Clothing .....	33.3	36.7	+ 10.2	0.6	0.5	- 16.7
Hardware .....	33.0	34.3	+ 3.9	2.2	1.3	- 40.9
Furniture .....	17.1	15.4	- 9.9	17.4	15.0	- 13.8
Appliance & Radio .....	14.0	11.2	- 20.0	14.8	8.5	- 42.6
Jewellery .....	11.0	10.7	- 2.7	3.8	2.9	- 23.7
Grocery & Combination (independent) .....	180.5	197.7	+ 9.5	-	-	-
Country General .....	96.1	105.8	+ 10.1	-	-	-
Coal and Wood .....	23.9	20.8	- 13.0	-	-	-
Garages & Filling Stations .....	128.9	133.7	+ 3.7	-	-	-

Percentage Composition Preliminary estimates for the third quarter of 1951 showed cash sales accounting for a slightly greater share of total sales than a year ago but unchanged, at 73.0% compared with the revised figure for the second quarter of this year. Instalment sales registered a decrease in proportion to total sales compared with 1950 and charge sales accounted for 19.8% of total sales during the third quarter of both 1950 and 1951.

The general trend of the instalment-granting trades was toward increased proportions of cash business during the third quarter of 1951 over 1950 and decreases in the instalment ratio. Motor vehicle dealers were the main exception to this trend.

Instalment sales, as far as possible, include only those sales made under conditional sales agreement with a recovery clause.

Charge sales include specialized types as revolving charge and budgetted charge accounts.

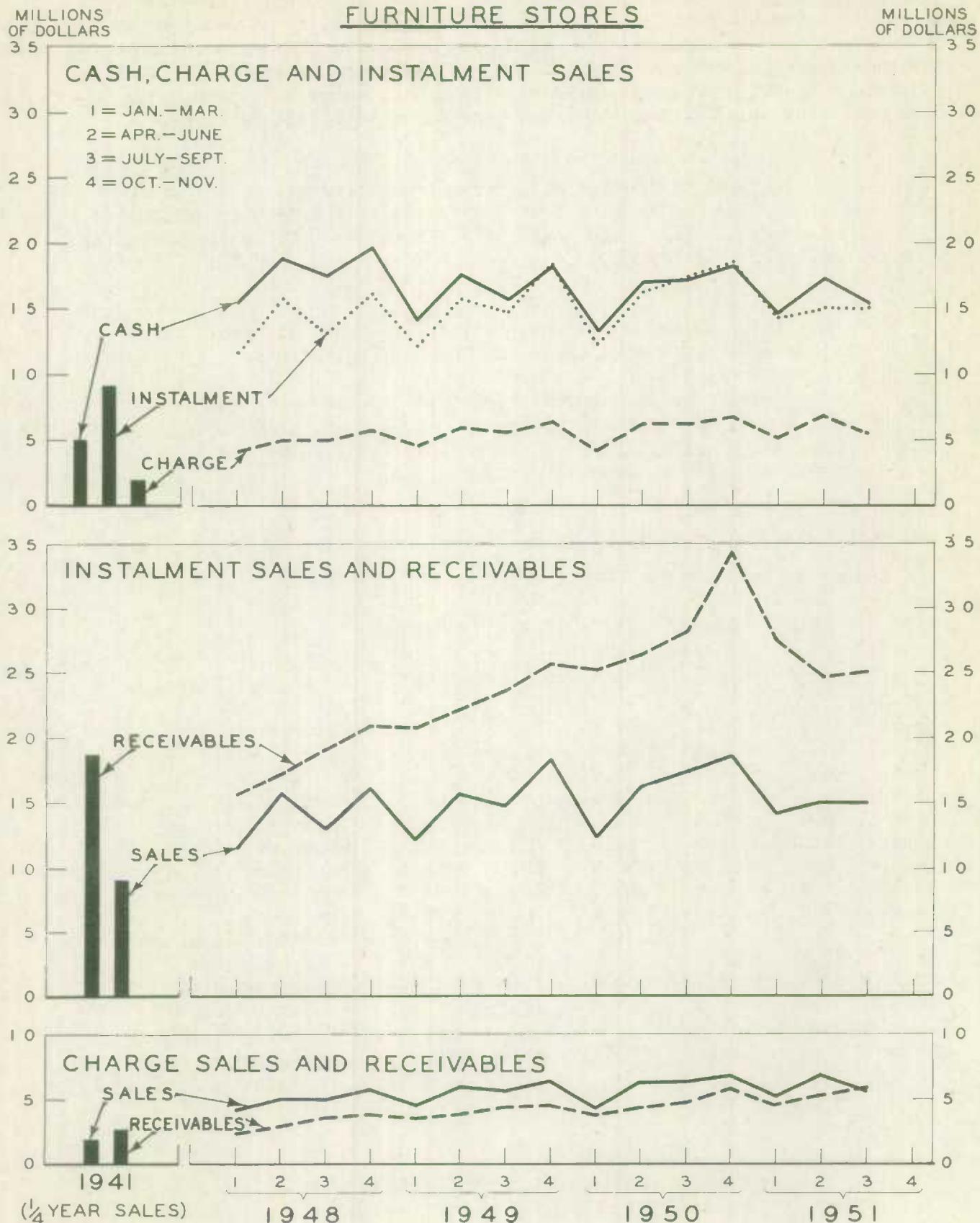
Figures for Newfoundland firms are not included in the results of these quarterly surveys.

WITH PERCENTAGE CHANGE, BY TRADES. (Sales in millions of dollars)

Charge Sales			Total Receivables			Trade
1950	1951	% Change	1950	1951	% Change	
479.9	503.1	+ 4.8	475.7	460.6	- 3.2	Total, All Trades
35.5	39.5	+ 11.3	74.6	59.4	- 20.4	Department
95.0	87.4	- 8.0	68.3	66.5	- 2.6	Motor Vehicle
5.6	6.0	+ 7.1	8.7	9.8	+ 12.6	Men's Clothing
4.9	4.9	-	9.4	9.5	+ 1.1	Family Clothing
5.5	5.8	+ 5.5	6.3	6.5	+ 3.2	Women's Clothing
19.4	18.2	- 6.2	20.2	20.8	+ 3.0	Hardware
6.2	5.5	- 11.3	32.9	30.9	- 6.1	Furniture
7.1	7.5	+ 5.6	30.7	24.8	- 19.3	Appliance & Radio
2.9	2.5	- 13.8	7.5	4.7	- 37.3	Jewellery
58.3	67.7	+ 16.1	25.4	27.6	+ 8.7	Grocery & Combination (independent)
37.7	40.6	+ 7.7	30.2	31.2	+ 3.3	Country General
26.5	24.3	- 8.3	19.5	19.1	- 2.1	Coal and Wood
37.8	37.4	- 1.1	25.5	31.2	+ 22.4	Garages & Filling Stations

# RETAIL CONSUMER CREDIT

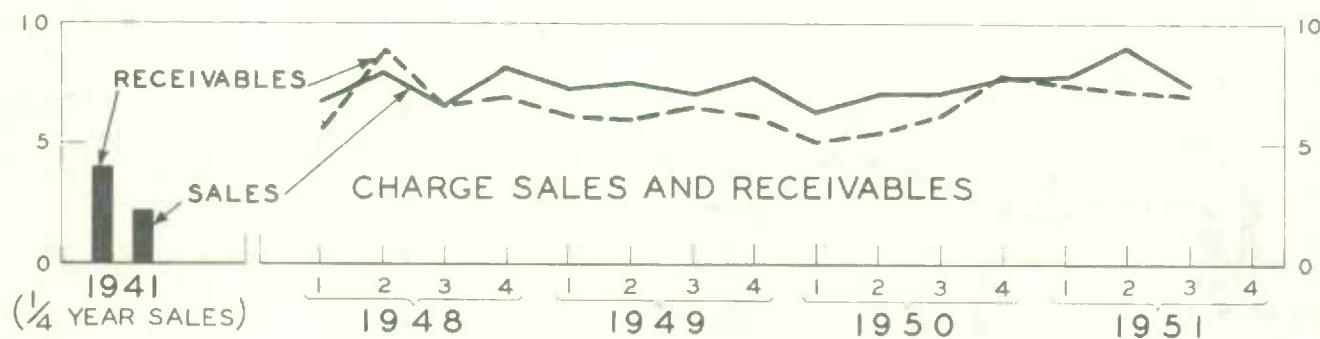
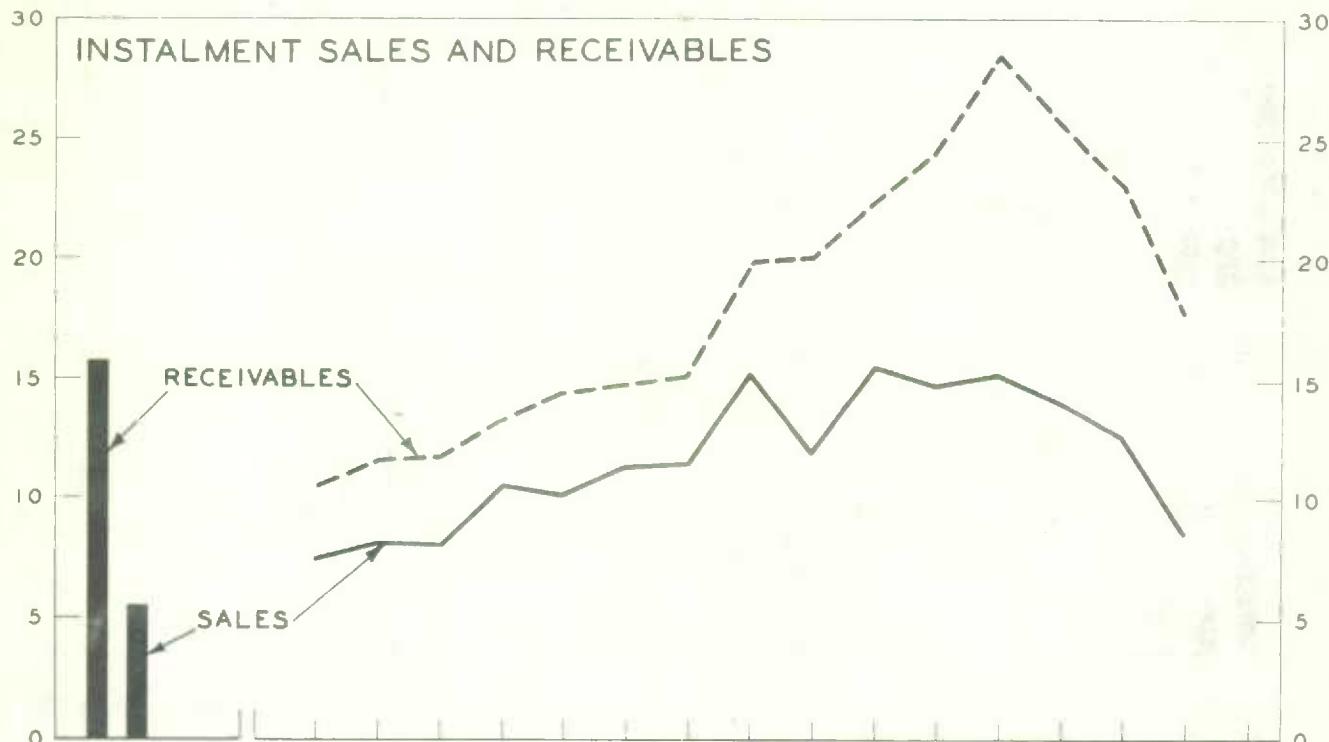
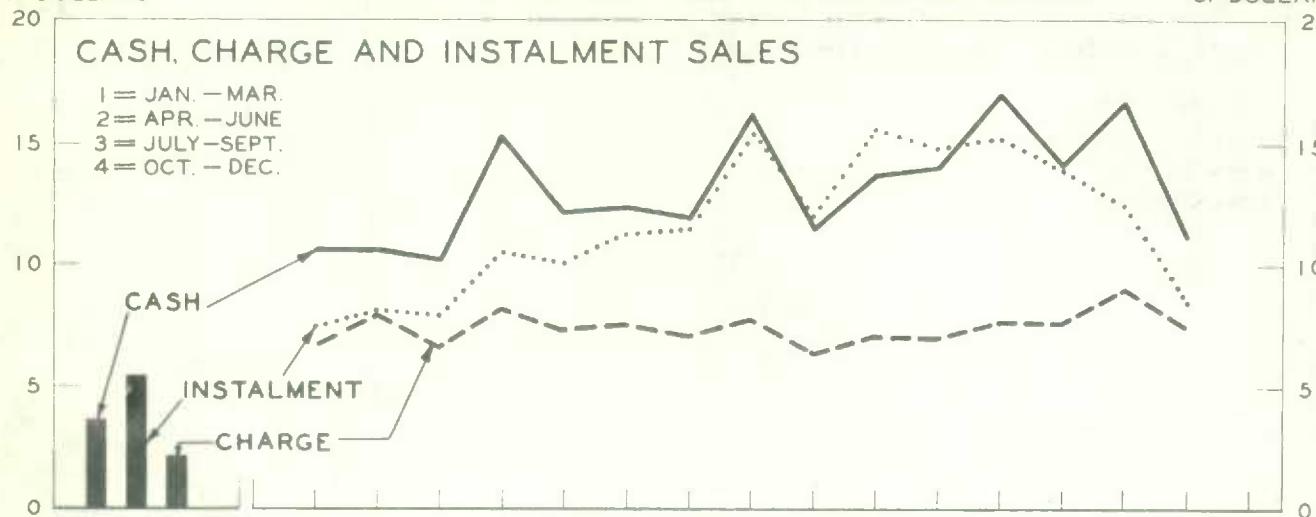
## SALES AND ACCOUNTS RECEIVABLE 1941, 1948-1951



**RETAIL CONSUMER CREDIT**  
**SALES AND ACCOUNTS RECEIVABLE 1941, 1948-1951**  
HOUSEHOLD APPLIANCE AND RADIO STORES

MILLIONS  
OF DOLLARS

MILLIONS  
OF DOLLARS



# RETAIL CONSUMER CREDIT

## SALES AND ACCOUNTS RECEIVABLE 1941, 1948-1951

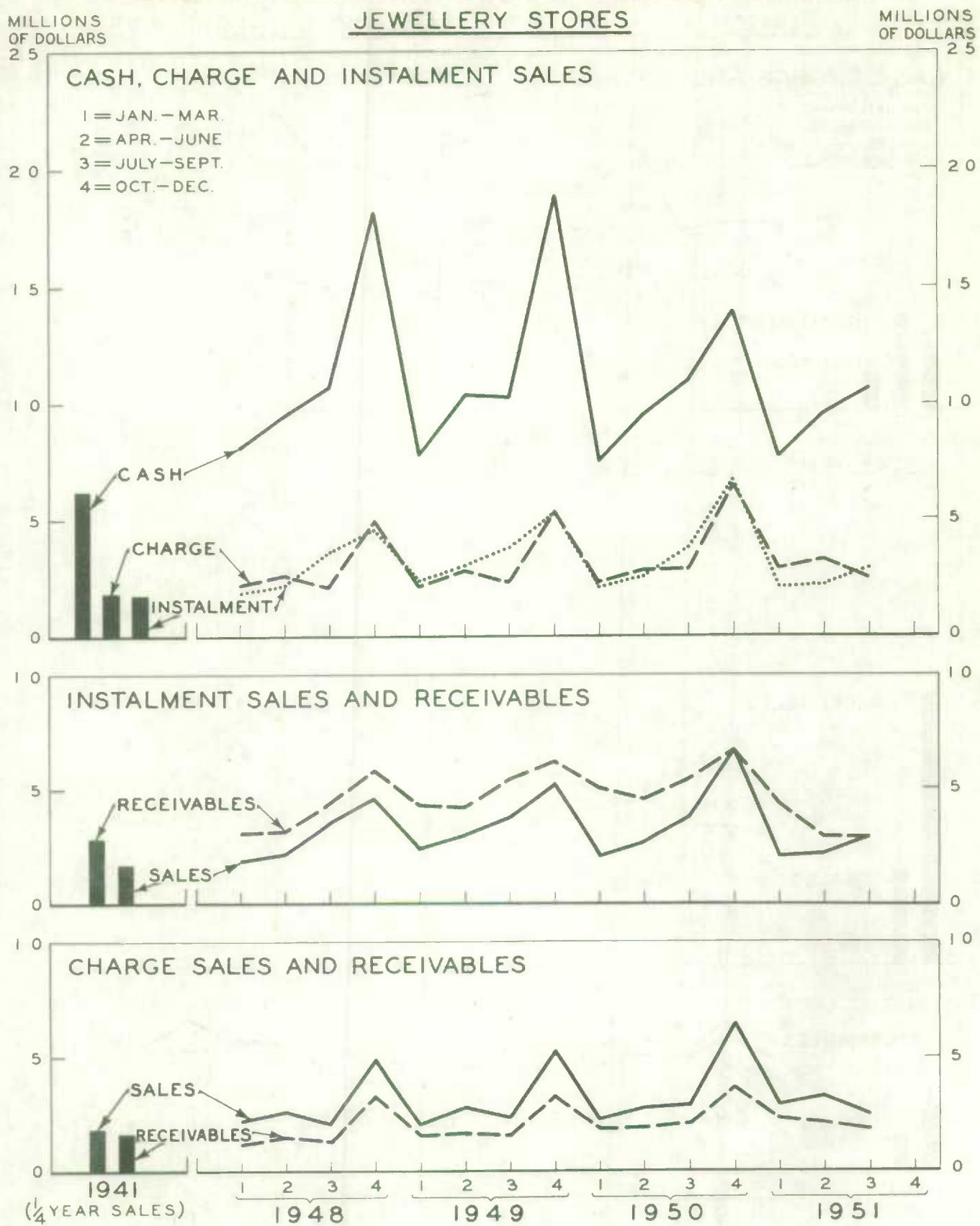


Table 1. - Total, All Trades  
Sales and Accounts Receivable

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Period	Sales				Accounts receivable (at end of period)		
	Cash	Instal- ment	Charge	Total	Instal- ment	Charge	Total
Dollar Estimates (in millions)							
1941-1/4 yr. average .	615.9	76.2	168.1	860.2	82.6	157.6	240.2
1950-Jan.-Mar. ....	1,305.9	129.7	370.6	1,806.2	129.6	291.4	421.0
Apr.-June .....	1,668.1	171.3	455.7	2,315.1	137.4	313.2	450.6
July-Sept. ....	1,766.2	182.5	479.9	2,428.6	144.5	331.2	475.7
Oct.-Dec. ....	1,856.6	190.9	490.2	2,537.7	169.5	377.1	546.6
1951-Jan.-Mar. ....	1,528.5	172.4	460.4	2,161.3	143.2	348.7	491.9
Apr.-June .....	1,898.3	185.0	516.5	2,599.8	121.8	356.5	478.3
July-Sept. (1) ..	1,855.9	184.3	503.1	2,543.3	104.3	356.3	460.6
Percentage Composition							
1941-1/4 yr. average .	71.6	8.9	19.5	100.0	34.4	65.6	100.0
1950-Jan.-Mar. ....	72.3	7.2	20.5	100.0	30.8	69.2	100.0
Apr.-June .....	72.9	7.4	19.7	100.0	30.5	69.5	100.0
July-Sept. ....	72.7	7.5	19.8	100.0	31.0	69.0	100.0
Oct.-Dec. ....	73.2	7.5	19.3	100.0	31.0	69.0	100.0
1951-Jan.-Mar. ....	70.7	8.0	21.3	100.0	29.1	70.9	100.0
Apr.-June .....	73.0	7.1	19.9	100.0	25.5	74.5	100.0
July-Sept. (1) ..	73.0	7.2	19.8	100.0	22.6	77.4	100.0

Table 2. - Department Stores  
Sales and Accounts Receivable

	Dollar Estimates (in millions)						
	1941-1/4 yr. average .	11.2	11.7	94.5	17.9	11.1	29.0
1950-Jan.-Mar. ....	116.8	20.6	29.9	167.3	44.6	23.3	67.9
Apr.-June .....	144.3	26.5	39.6	210.4	45.7	26.4	72.1
July-Sept. ....	132.2	26.8	35.5	194.5	46.9	27.7	74.6
Oct.-Dec. ....	209.0	38.8	53.1	300.9	53.7	39.9	93.6
1951-Jan.-Mar. ....	132.0	20.3	37.0	189.3	44.6	30.1	74.7
Apr.-June .....	158.7	17.6	45.0	221.3	34.1	32.2	66.3
July-Sept. (1) ..	134.6	14.3	39.5	188.4	26.1	33.3	59.4
Percentage Composition							
1941-1/4 yr. average .	75.8	11.8	12.4	100.0	61.7	38.3	100.0
1950-Jan.-Mar. ....	69.8	12.3	17.9	100.0	65.7	34.3	100.0
Apr.-June .....	68.6	12.6	18.8	100.0	63.4	36.6	100.0
July-Sept. ....	68.0	13.8	18.2	100.0	62.9	37.1	100.0
Oct.-Dec. ....	69.5	12.9	17.6	100.0	57.4	42.6	100.0
1951-Jan.-Mar. ....	69.7	10.7	19.6	100.0	59.7	40.3	100.0
Apr.-June .....	71.7	8.0	20.3	100.0	51.4	48.6	100.0
July-Sept. (1) ..	71.4	7.6	21.0	100.0	43.9	56.1	100.0

(1) Preliminary.

Table 3. - Motor Vehicle Dealers  
Sales and Accounts Receivable

Period	Sales				Accounts receivable (at end of period)		
	Cash	Instal- ment	Charge	Total	Instal- ment	Charge	Total
Dollar Estimates (in millions)							
1941-1/4 yr. average .	43.6	29.8	16.6	90.0	4.7	13.8	18.5
1950-Jan.-Mar. ....	160.5	58.9	66.8	286.2	4.1	54.0	58.1
Apr.-June ....	213.2	76.1	85.6	374.9	6.1	59.1	65.2
July-Sept. ....	213.3	83.9	95.0	392.2	5.9	62.4	68.3
Oct.-Dec. ....	190.2	71.2	77.6	339.0	5.2	67.2	72.4
1951-Jan.-Mar. ....	221.3	89.0	100.5	410.8	6.4	70.1	76.5
Apr.-June ....	274.3	101.4	104.1	479.8	5.8	73.9	79.7
July-Sept. (1) ..	210.3	105.8	87.4	403.5	4.2	62.3	66.5
Percentage Composition							
1941-1/4 yr. average .	48.4	33.1	18.5	100.0	25.4	74.6	100.0
1950-Jan.-Mar. ....	56.1	20.6	23.3	100.0	7.1	92.9	100.0
Apr.-June ....	56.9	20.3	22.8	100.0	9.4	90.6	100.0
July-Sept. ....	54.4	21.4	24.2	100.0	8.6	91.4	100.0
Oct.-Dec. ....	56.1	21.0	22.9	100.0	7.2	92.8	100.0
1951-Jan.-Mar. ....	53.9	21.7	24.4	100.0	8.4	91.6	100.0
Apr.-June ....	57.2	21.1	21.7	100.0	7.3	92.7	100.0
July-Sept. (1) ..	52.1	26.2	21.7	100.0	6.3	93.7	100.0

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

	Dollar Estimates (in millions)						
	1941-1/4 yr. average .	16.5	0.9	2.6	20.0	1.1	3.2
1950-Jan.-Mar. ....	23.7	1.1	4.5	29.3	1.4	6.1	7.5
Apr.-June ....	34.9	1.4	6.4	42.7	1.4	7.3	8.7
July-Sept. ....	30.5	1.3	5.6	37.4	1.4	7.3	8.7
Oct.-Dec. ....	45.6	2.5	7.9	56.0	2.9	8.1	11.0
1951-Jan.-Mar. ....	26.7	1.6	5.9	34.2	2.4	7.1	9.5
Apr.-June ....	36.7	1.8	6.7	45.2	2.3	7.4	9.7
July-Sept. (1) ..	30.4	1.9	6.0	38.3	2.5	7.3	9.8
Percentage Composition							
1941-1/4 yr. average .	82.2	4.6	13.2	100.0	25.6	74.4	100.0
1950-Jan.-Mar. ....	80.9	3.8	15.3	100.0	18.7	81.3	100.0
Apr.-June ....	81.7	3.3	15.0	100.0	16.1	83.9	100.0
July-Sept. ....	81.6	3.5	14.9	100.0	16.1	83.9	100.0
Oct.-Dec. ....	81.4	4.5	14.1	100.0	26.4	73.6	100.0
1951-Jan.-Mar. ....	78.1	4.7	17.2	100.0	25.3	74.7	100.0
Apr.-June ....	81.2	4.0	14.8	100.0	23.7	76.3	100.0
July-Sept. (1) ..	79.4	4.9	15.7	100.0	25.5	74.5	100.0

(1) Preliminary.

Table 5. - Family Clothing Stores  
Sales and Accounts Receivable

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Period	Sales				Accounts receivable (at end of period)		
	Cash	Instal- ment	Charge	Total	Instal- ment	Charge	Total
Dollar Estimates (in millions)							
1941-1/4 yr. average .	14.2	2.1	2.2	18.5	3.7	2.8	6.5
1950-Jan.-Mar. ....	19.6	2.0	3.9	25.5	3.6	5.3	8.9
Apr.-June .....	29.8	3.3	6.2	39.3	3.8	6.0	9.8
July-Sept. ....	28.0	2.2	4.9	35.1	3.5	5.9	9.4
Oct.-Dec. ....	39.8	4.5	7.9	52.2	4.4	7.5	11.9
1951-Jan.-Mar. ....	22.2	2.5	4.8	29.5	3.7	6.0	9.7
Apr.-June .....	31.4	3.2	6.3	40.9	3.8	6.1	9.9
July-Sept. (1) ..	28.9	2.4	4.9	36.2	3.9	5.6	9.5
Percentage Composition							
1941-1/4 yr. average .	76.8	11.2	12.0	100.0	56.9	43.1	100.0
1950-Jan.-Mar. ....	76.9	7.8	15.3	100.0	40.4	59.6	100.0
Apr.-June .....	75.8	8.4	15.8	100.0	38.8	61.2	100.0
July-Sept. ....	79.8	6.3	13.9	100.0	37.2	62.8	100.0
Oct.-Dec. ....	76.2	8.6	15.2	100.0	37.0	63.0	100.0
1951-Jan.-Mar. ....	75.2	8.5	16.3	100.0	38.1	61.9	100.0
Apr.-June .....	76.8	7.8	15.4	100.0	38.4	61.6	100.0
July-Sept. (1) ..	79.9	6.6	13.5	100.0	41.1	58.9	100.0

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

	Dollar Estimates (in millions)						
	15.1	0.8	1.9	17.8	1.0	1.9	2.9
1941-1/4 yr. average .	26.5	0.6	4.7	31.8	0.8	5.1	5.9
1950-Jan.-Mar. ....	39.3	0.6	6.2	46.1	0.5	5.1	5.6
Apr.-June .....	33.3	0.6	5.5	39.4	0.7	5.6	6.3
July-Sept. ....	43.9	0.8	7.2	51.9	0.7	6.5	7.2
1951-Jan.-Mar. ....	28.7	0.6	5.9	35.2	0.7	6.5	7.2
Apr.-June .....	42.0	0.6	6.7	49.3	0.7	5.6	6.3
July-Sept. (1) ..	36.7	0.5	5.8	43.0	0.6	5.9	6.5
Percentage Composition							
1941-1/4 yr. average .	84.8	4.6	10.6	100.0	34.5	65.5	100.0
1950-Jan.-Mar. ....	83.3	1.9	14.8	100.0	13.6	86.4	100.0
Apr.-June .....	85.2	1.3	13.5	100.0	8.9	91.1	100.0
July-Sept. ....	84.5	1.5	14.0	100.0	11.1	88.9	100.0
Oct.-Dec. ....	84.6	1.5	13.9	100.0	9.7	90.3	100.0
1951-Jan.-Mar. ....	81.5	1.7	16.8	100.0	9.7	90.3	100.0
Apr.-June .....	85.2	1.2	13.6	100.0	11.1	88.9	100.0
July-Sept. (1) ..	85.3	1.2	13.5	100.0	9.2	90.8	100.0

(1) Preliminary.

Table 7. - Hardware Stores  
Sales and Accounts Receivable

Period	Sales				Accounts receivable (at end of period)		
	Cash	Instal- ment	Charge	Total	Instal- ment	Charge	Total
Dollar Estimates (in millions)							
1941-1/4 yr. average .	11.2	1.0	6.1	18.3	1.3	8.4	9.7
1950-Jan.-Mar. ....	19.2	1.2	10.4	30.8	1.1	13.2	14.3
Apr.-June .....	31.7	2.2	18.2	52.1	2.0	17.5	19.5
July-Sept. ....	33.0	2.2	19.4	54.6	1.9	18.3	20.2
Oct.-Dec. ....	35.0	2.4	17.0	54.4	1.8	17.8	19.6
1951-Jan.-Mar. ....	22.0	1.8	12.7	36.5	1.5	15.5	17.0
Apr.-June .....	37.3	1.6	19.8	58.7	2.0	18.1	20.1
July-Sept. (1) ..	34.3	1.3	18.2	53.8	1.9	18.9	20.8
Percentage Composition							
1941-1/4 yr. average .	61.3	5.5	33.2	100.0	13.4	86.6	100.0
1950-Jan.-Mar. ....	62.3	3.9	33.8	100.0	7.7	92.3	100.0
Apr.-June .....	60.8	4.2	35.0	100.0	10.3	89.7	100.0
July-Sept. ....	60.4	4.0	35.6	100.0	9.4	90.6	100.0
Oct.-Dec. ....	64.3	4.4	31.3	100.0	9.2	90.8	100.0
1951-Jan.-Mar. ....	60.3	4.9	34.8	100.0	8.8	91.2	100.0
Apr.-June .....	63.6	2.7	33.7	100.0	10.0	90.0	100.0
July-Sept. (1) ..	63.8	2.4	33.8	100.0	9.1	90.9	100.0

Table 8. - Furniture Stores  
Sales and Accounts Receivable

	Dollar Estimates (in millions)						
	5.0	9.1	1.9	16.0	18.7	2.6	21.3
1941-1/4 yr. average .	13.2	12.3	4.3	29.8	25.2	3.8	29.0
1950-Jan.-Mar. ....	17.0	16.2	6.2	39.4	26.3	4.3	30.6
Apr.-June .....	17.1	17.4	6.2	40.7	28.1	4.8	32.9
July-Sept. ....	18.3	18.5	6.7	43.5	34.3	5.9	40.2
1951-Jan.-Mar. ....	14.6	14.2	5.2	34.0	27.4	4.7	32.1
Apr.-June .....	17.3	15.0	6.7	39.0	24.6	5.3	29.9
July-Sept. (1) ..	15.4	15.0	5.5	35.9	25.1	5.8	30.9
Percentage Composition							
1941-1/4 yr. average .	31.0	56.6	12.4	100.0	87.8	12.2	100.0
1950-Jan.-Mar. ....	44.3	41.3	14.4	100.0	86.9	13.1	100.0
Apr.-June .....	43.1	41.1	15.8	100.0	85.9	14.1	100.0
July-Sept. ....	42.0	42.8	15.2	100.0	85.4	14.6	100.0
Oct.-Dec. ....	42.1	42.5	15.4	100.0	85.3	14.7	100.0
1951-Jan.-Mar. ....	42.9	41.8	15.3	100.0	85.4	14.6	100.0
Apr.-June .....	44.3	38.5	17.2	100.0	82.3	17.7	100.0
July-Sept. (1) ..	42.9	41.8	15.3	100.0	81.2	18.8	100.0

(1) Preliminary.

Table 9. - Household Appliance and Radio Stores  
Sales and Accounts Receivable

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Period	Sales				Accounts receivable (at end of period)		
	Cash	Instal- ment	Charge	Total	Instal- ment	Charge	Total
Dollar Estimates (in millions)							
1941-1/4 yr. average .	3.7	5.6	2.2	11.5	15.8	4.0	19.8
1950-Jan.-Mar. ....	11.6	11.9	6.4	29.9	20.1	5.1	25.2
Apr.-June .....	13.7	15.6	7.1	36.4	22.3	5.5	27.8
July-Sept. ....	14.0	14.8	7.1	35.9	24.5	6.2	30.7
Oct.-Dec. ....	16.9	15.2	7.7	39.8	28.4	7.8	36.2
1951-Jan.-Mar. ....	14.2	14.0	7.7	35.9	25.7	7.5	33.2
Apr.-June .....	16.7	12.6	9.1	38.4	23.1	7.2	30.3
July-Sept. (1) ..	11.2	8.5	7.5	27.2	17.8	7.0	24.8
Percentage Composition							
1941-1/4 yr. average .	31.8	48.6	19.6	100.0	79.8	20.2	100.0
1950-Jan.-Mar. ....	38.8	39.8	21.4	100.0	79.8	20.2	100.0
Apr.-June .....	37.6	42.9	19.5	100.0	80.2	19.8	100.0
July-Sept. ....	39.0	41.2	19.8	100.0	79.8	20.2	100.0
Oct.-Dec. ....	42.5	38.2	19.3	100.0	78.5	21.5	100.0
1951-Jan.-Mar. ....	39.6	39.0	21.4	100.0	77.4	22.6	100.0
Apr.-June .....	43.5	32.8	23.7	100.0	76.2	23.8	100.0
July-Sept. (1) ..	41.2	31.2	27.6	100.0	71.8	28.2	100.0

Table 10. - Jewellery Stores  
Sales and Accounts Receivable

	Dollar Estimates (in millions)						
	6.1	1.7	1.8	9.6	2.8	1.6	4.4
1941-1/4 yr. average .	6.1	1.7	1.8	9.6	2.8	1.6	4.4
1950-Jan.-Mar. ....	7.5	2.1	2.3	11.9	5.0	1.8	6.8
Apr.-June .....	9.5	2.7	2.8	15.0	4.5	1.9	6.4
July-Sept. ....	11.0	3.8	2.9	17.7	5.4	2.1	7.5
Oct.-Dec. ....	14.0	6.7	6.5	27.2	6.7	3.7	10.4
1951-Jan.-Mar. ....	7.7	2.1	2.9	12.7	4.3	2.3	6.6
Apr.-June .....	9.6	2.2	3.3	15.1	2.9	2.1	5.0
July-Sept. (1) ..	10.7	2.9	2.5	16.1	2.9	1.8	4.7
Percentage Composition							
1941-1/4 yr. average .	63.4	17.4	19.2	100.0	63.6	36.4	100.0
1950-Jan.-Mar. ....	63.0	17.6	19.4	100.0	73.5	26.5	100.0
Apr.-June .....	63.3	18.0	18.7	100.0	70.3	29.7	100.0
July-Sept. ....	62.1	21.5	16.4	100.0	72.0	28.0	100.0
Oct.-Dec. ....	51.5	24.6	23.9	100.0	64.4	35.6	100.0
1951-Jan.-Mar. ....	60.6	16.5	22.9	100.0	65.2	34.8	100.0
Apr.-June .....	63.6	14.6	21.8	100.0	58.0	42.0	100.0
July-Sept. (1) ..	66.5	18.0	15.5	100.0	61.7	38.3	100.0

(1) Preliminary.

Sales and Accounts Receivable  
(in millions of dollars)

Table 11. - Grocery and Combination Stores (Independent)

	Sales					Accounts Receivable (Charge)
	Cash		Charge		Total	
	Amount	%	Amount	%	Amount	
1941-1/4 yr. average .	62.7	63.5	36.1	36.5	98.8	20.2
1950-Jan.-Mar. ....	151.6	73.8	53.7	26.2	205.3	25.4
Apr.-June .....	172.1	74.5	59.0	25.5	231.1	25.8
July-Sept. ....	180.5	75.6	58.3	24.4	238.8	25.4
Oct.-Dec. ....	173.9	74.5	59.5	25.5	233.4	28.2
1951-Jan.-Mar. ....	170.1	75.3	55.9	24.7	226.0	25.7
Apr.-June .....	185.9	73.6	66.8	26.4	252.7	27.3
July-Sep. (1) ..	197.7	74.5	67.7	25.5	265.4	27.6

Table 12. - Country General Stores

1941-1/4 yr. average .	36.9	69.2	16.4	30.8	53.3	23.1
1950-Jan.-Mar. ....	62.5	69.2	27.8	30.8	90.3	26.7
Apr.-June .....	84.3	70.2	35.8	29.8	120.1	28.5
July-Sept. ....	96.1	71.8	37.7	28.2	133.8	30.2
Oct.-Dec. ....	96.3	72.5	36.6	27.5	132.9	31.5
1951-Jan.-Mar. ....	70.8	69.3	31.4	30.7	102.2	29.6
Apr.-June .....	98.5	71.5	39.3	28.5	137.8	29.7
July-Sep. (1) ..	105.8	72.3	40.6	27.7	146.4	31.2

Table 13. - Coal and Wood Dealers

1941-1/4 yr. average .	12.3	49.9	12.4	50.1	24.7	12.4
1950-Jan.-Mar. ....	29.4	50.1	29.3	49.9	58.7	21.5
Apr.-June .....	15.6	43.8	20.0	56.2	35.6	16.2
July-Sept. ....	23.9	47.4	26.5	52.6	50.4	19.5
Oct.-Dec. ....	28.7	49.3	29.5	50.7	58.2	23.2
1951-Jan.-Mar. ....	30.7	50.4	30.2	49.6	60.9	22.7
Apr.-June .....	16.0	46.5	18.4	53.5	34.4	16.0
July-Sep. (1) ..	20.8	46.1	24.3	53.9	45.1	19.1

Table 14. - Garages and Filling Stations

1941-1/4 yr. average .	41.2	80.4	10.1	19.6	51.3	8.2
1950-Jan.-Mar. ....	78.7	77.0	23.5	23.0	102.2	21.1
Apr.-June .....	107.9	76.7	32.8	23.3	140.7	24.7
July-Sept. ....	128.9	77.3	37.8	22.7	166.7	25.5
Oct.-Dec. ....	106.3	77.1	31.5	22.9	137.8	25.4
1951-Jan.-Mar. ....	89.7	74.5	30.7	25.5	120.4	24.4
Apr.-June .....	119.1	76.8	36.0	23.2	155.1	26.9
July-Sep. (1) ..	133.7	78.1	37.4	21.9	171.1	31.2

(1) Preliminary.

Total 15. - All Other Trades  
Sales and Accounts Receivable

Period	Sales				Accounts receivable (at end of period)		
	Cash	Instal- ment	Charge	Total	Instal- ment	Charge	Total
Dollar Estimates (in millions)							
1941-1/4 yr. average .	276.0	14.1	46.1	336.2	15.6	44.3	59.9
1950-Jan.-Mar. ....	585.1	19.0	103.1	707.2	23.7	79.0	102.7
Apr.-June .....	774.8	26.7	129.8	931.3	24.8	84.9	109.7
July-Sept. ....	824.4	29.5	137.5	991.4	26.2	90.3	116.5
Oct.-Dec. ....	838.7	30.3	141.5	1,010.5	31.4	104.4	135.8
1951-Jan.-Mar. ....	677.8	26.3	129.6	833.7	26.5	96.5	123.0
Apr.-June .....	854.8	29.0	148.3	1,032.1	22.5	98.7	121.2
July-Sept. (1) ..	885.4	31.7	155.8	1,072.9	19.3	99.3	118.6
Percentage Composition							
1941-1/4 yr. average .	82.1	4.2	13.7	100.0	25.9	74.1	100.0
1950-Jan.-Mar. ....	82.7	2.7	14.6	100.0	23.1	76.9	100.0
Apr.-June .....	83.2	2.9	13.9	100.0	22.6	77.4	100.0
July-Sept. ....	83.2	3.0	13.8	100.0	22.5	77.5	100.0
Oct.-Dec. ....	83.0	3.0	14.0	100.0	23.1	76.9	100.0
1951-Jan.-Mar. ....	81.3	3.2	15.5	100.0	21.5	78.5	100.0
Apr.-June .....	82.8	2.8	14.4	100.0	18.6	81.4	100.0
July-Sept. (1) ..	82.5	3.0	14.5	100.0	16.3	83.7	100.0

(1) Preliminary.

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