

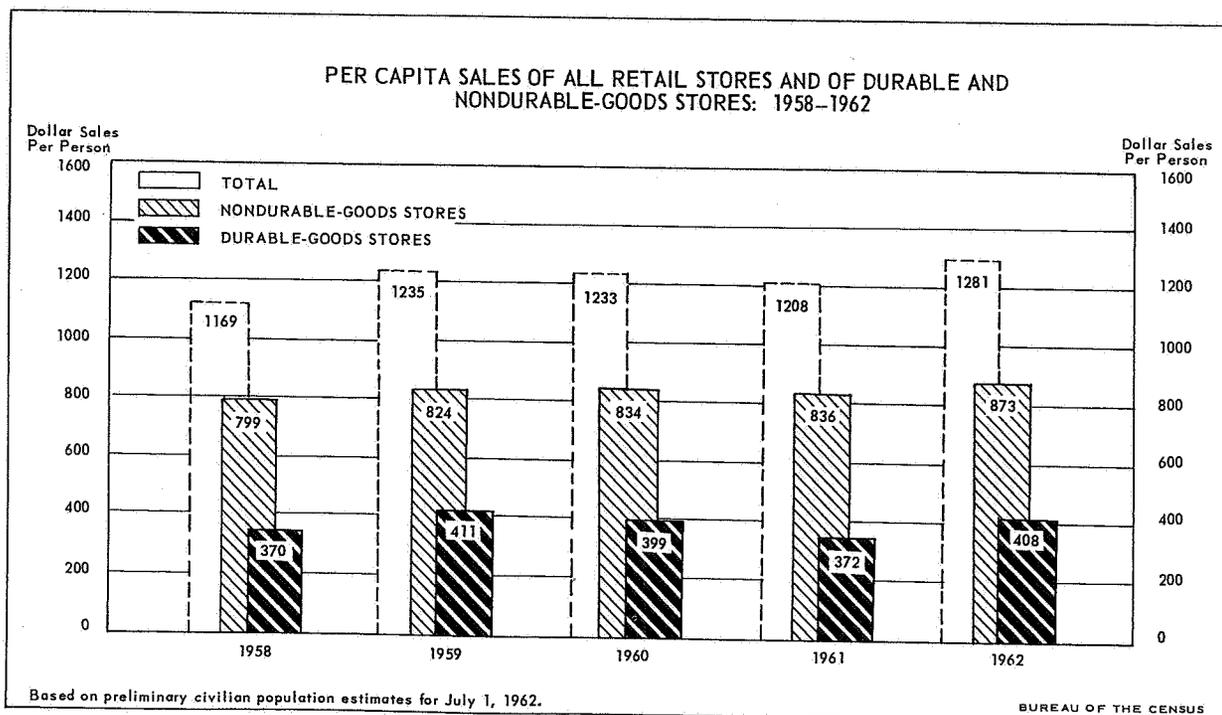


# ANNUAL REPORT

## SALES

## MERCHANDISE INVENTORIES

## ACCOUNTS RECEIVABLE



For sale by the Superintendent of Documents, Government Printing Office, Washington 25, D.C. Annual subscription to **Current Retail Trade Reports** (Weekly Retail Sales Report, Advance Monthly Retail Sales Report, Monthly Retail Trade Report, and Annual Retail Trade Report sold as a single subscription) \$5.00. Single copies, available only from the Bureau of the Census, 20¢ each.

## ANNUAL SALES

Sales of All Retail Stores

Sales of all retail stores in the United States totaled \$235 billion in 1962, an increase of 8 percent over total sales for 1961. This increase in total 1962 sales reflected increases in both durable and nondurable-goods stores. A total sales gain of 11 percent over 1961 was shown by durable-goods stores, and total sales of nondurable-goods stores increased 6 percent over the previous year.

In the durable-goods category, the automotive group reported the largest year-to-year percentage increase (+16%). The lumber, building, hardware, farm equipment group showed a 7 percent sales increase over 1961 levels, and sales of the furniture and appliance group rose 4 percent. The general merchandise group led nondurable-goods stores with a total sales increase over 1961 of 9 percent. This increase was accompanied by gains in eating and drinking places (+5%), and the food group and apparel group (+4% each). Among individual kinds of business, liquor stores reported a year-to-year sales increase of 10 percent, while gasoline service stations and drug and proprietary stores each showed 1962 sales gains of 4 percent.

Per capita retail sales in the United States in 1962 totaled \$1,281 compared with \$1,208 in 1961, an increase of 6 percent. Sales of durable-goods stores amounted to \$408 in 1962, a 10 percent increase over the previous year's per capita of \$372. This year-to-year increase reflected a 14 percent rise in the automotive group; per capita sales amount-

ed to \$233 in 1962, compared with \$204 in 1961. The lumber, building, hardware, farm equipment group, and the furniture and appliance group showed 1962 increases in per capita sales of 5 percent and 4 percent, respectively, over the previous year.

Sales of nondurable-goods stores were reported at \$873 per capita this year, reflecting a 4 percent rise in sales per person over the \$836 in 1961. The general merchandise group showed per capita sales amounting to \$148 in 1962, compared with \$138 last year; reflecting the largest rise in the nondurable-goods category (+7%). This was accompanied by 1962 per capita gains in the food group, apparel group, and eating and drinking places of 3 percent each.

Sales of Multiunit Organizations

Sales of organizations operating 11 or more retail stores recorded a 1962 sales increase of 6 percent over 1961 in total for all kinds of business. Nondurable-goods stores and durable-goods stores showed sales increases of 6 percent and 4 percent, respectively. Compared with 1961, sales of all major kinds-of-business groups increased. The general merchandise group reported the largest sales increase--8 percent, accompanied by gains in eating and drinking places, and the apparel group (+5% each), the food group (+4%), and the furniture and appliance group (+2%). Among individual kinds of business, sales changes were mixed, with liquor stores reporting an increase over 1961 of 6 percent, as against a decrease of 2 percent in total 1962 sales of tire, battery, and accessory dealers.

FIG. 1.--ANNUAL SALES OF ALL RETAIL STORES: 1953-1962

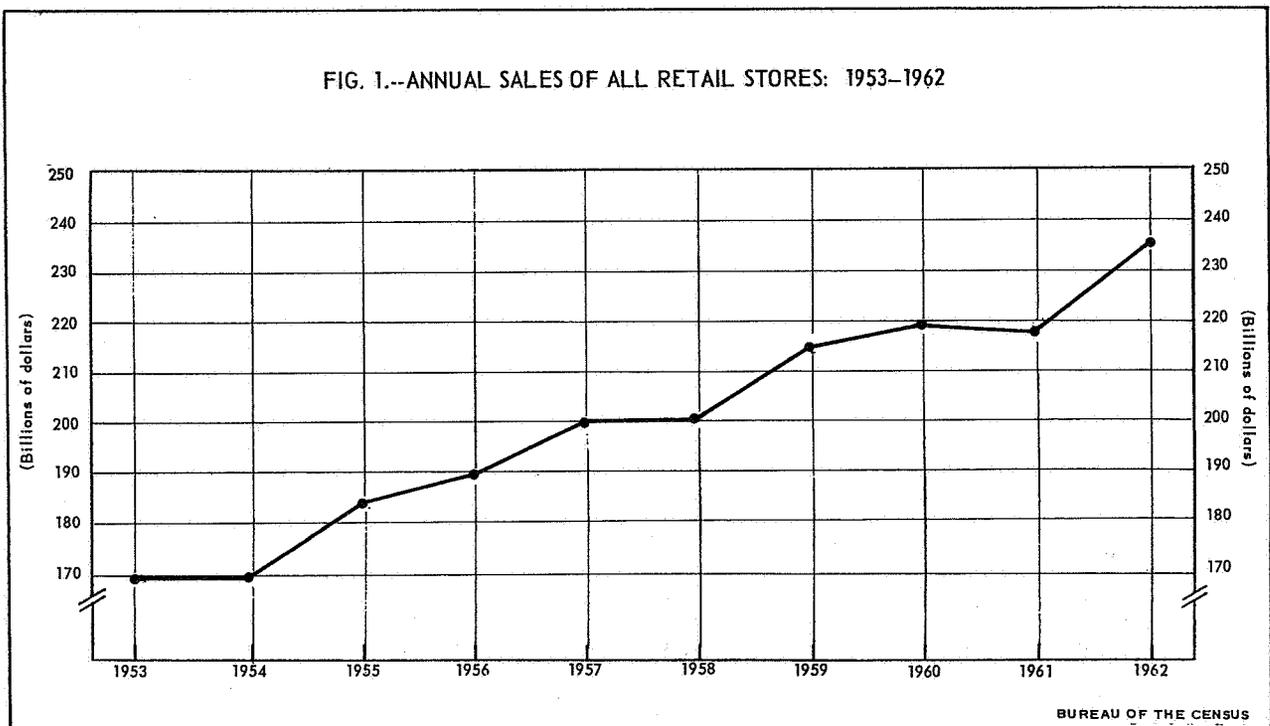


Table 1. ESTIMATED SALES OF ALL RETAIL STORES, UNITED STATES BY KIND OF BUSINESS: 1962 AND 1961

(Millions of dollars)

Kind of business	United States			Kind of business	United States		
	1962	1961	Percent change		1962	1961	Percent change
All kinds of business, total.....	235,351	218,811	+8	Furniture and appliance group.....	10,814	10,382	+4
Durable-goods stores, total.....	74,942	67,296	+11	Furniture, home furnishings stores.....	6,997	6,566	+7
Nondurable-goods stores, total.....	160,409	151,515	+6	Furniture stores.....	5,126	4,833	+6
Food group.....	57,609	55,421	+4	Household appliance, TV, radio stores.....	3,817	3,816	0
Grocery stores.....	52,124	49,910	+4	Household appliance dealers.....	2,929	2,976	-2
Meat markets.....	1,492	1,485	0	Lumber, building, hardware, farm equipment group.....	15,068	14,123	+7
Bakery products stores.....	1,073	1,043	+3	Lumber yards, building materials dealers <sup>3</sup> .....	8,738	8,399	+4
Eating and drinking places.....	17,305	16,403	+5	Lumber yards.....	5,738	5,408	+6
Eating places.....	12,023	11,311	+6	Hardware stores.....	2,628	2,552	+3
Restaurants, cafeterias, lunchrooms.....	9,853	9,311	+6	Automotive group.....	42,794	36,906	+16
Drinking places.....	5,282	5,092	+4	Passenger car, other automotive dealers.....	40,126	34,435	+17
General merchandise group.....	27,209	24,907	+9	Passenger car dealers <sup>4</sup> .....	38,748	33,049	+17
Department stores and dry goods, general merchandise stores.....	19,467	17,708	+10	Passenger car dealers (franchised).....	34,976	30,036	+16
Department stores.....	15,782	14,554	+8	Tire, battery, accessory dealers.....	2,668	2,471	+8
Variety stores.....	4,457	4,078	+9	Gasoline service stations.....	18,645	17,971	+4
Mail order houses (department store mdse.).....	2,024	1,928	+5	Other retail stores.....	31,572	28,969	+9
Apparel group.....	14,338	13,730	+4	Drug and proprietary stores.....	8,032	7,739	+4
Men's, boys' wear stores <sup>1</sup> .....	2,740	2,659	+3	Drug stores.....	7,742	7,432	+4
Men's, boys' clothing, furnishings stores.....	2,670	2,592	+3	Liquor stores.....	5,401	4,904	+10
Women's apparel, accessory stores <sup>2</sup> .....	5,476	5,269	+4				
Women's ready-to-wear stores.....	4,782	4,566	+5				
Family clothing stores.....	2,920	2,798	+4				
Shoe stores.....	2,562	2,418	+6				

r Revised.

<sup>1</sup> Includes men's, boys' clothing, furnishings stores and custom tailors.<sup>2</sup> Includes women's ready-to-wear, other apparel, accessory, specialty shops; and furriers.<sup>3</sup> Includes lumber yards, building materials dealers; paint, plumbing and electrical stores.<sup>4</sup> Includes both franchised and nonfranchised car dealers.

NOTE: All kinds of business, total, and group totals include kinds of business not shown separately. Measures of sampling variability are provided on page 15.

Table 2. PER CAPITA SALES OF SELECTED KINDS OF BUSINESS, ALL RETAIL STORES, UNITED STATES: 1962 AND 1961

(Data are based on civilian population estimates as of July 1, 1962, and 1961. July 1962 estimates are preliminary. Amounts in dollars.)

Kind of business	United States			Kind of business	United States		
	1962	1961	Percent change		1962	1961	Percent change
All kinds of business, total.....	1,281	1,208	+6	Apparel group.....	78	76	+3
Durable-goods stores, total.....	408	372	+10	Furniture and appliance group.....	59	57	+4
Nondurable-goods stores, total.....	873	836	+4	Lumber, building, hardware, farm equipment group.....	82	78	+5
Food group.....	314	306	+3	Automotive group.....	233	204	+14
Eating and drinking places.....	94	91	+3	Gasoline service stations.....	101	99	+2
General merchandise group.....	148	138	+7	Drug and proprietary stores.....	44	43	+2

NOTE: All kinds of business, total, includes kinds of business not shown separately.

FIG. 2.--PER CAPITA SALES OF SELECTED KINDS OF BUSINESS, ALL RETAIL STORES, UNITED STATES: 1962

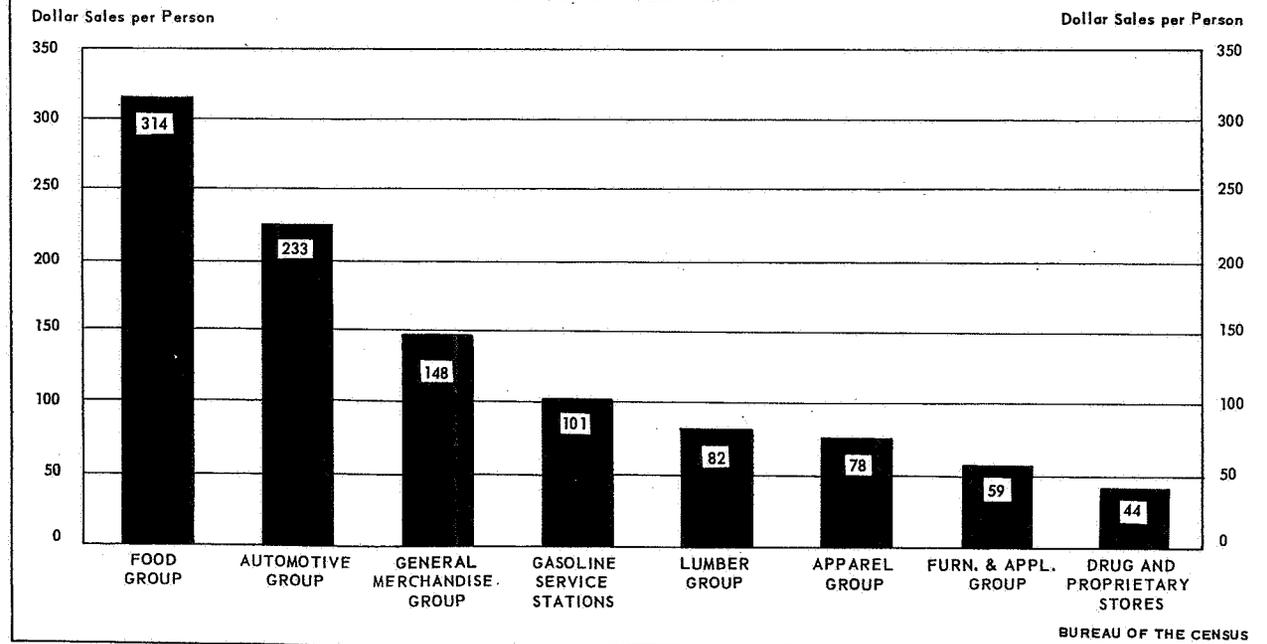


Table 3. ESTIMATED SALES OF RETAIL STORES OF ORGANIZATIONS OPERATING 11 OR MORE RETAIL STORES (GROUP II STORES), UNITED STATES, BY KIND OF BUSINESS: 1962 AND 1961

(Millions of dollars)

Kind of business	United States			Kind of business	United States		
	1962	1961	Percent change		1962	1961	Percent change
All kinds of business, total.....	55,576	52,636	+6	Apparel group.....	3,735	3,568	+5
Durable-goods stores, total.....	4,271	4,118	+4	Men's, boys' wear stores <sup>1</sup> .....	351	358	-2
Nondurable-goods stores, total.....	51,305	48,518	+6	Women's apparel, accessory stores <sup>2</sup> .....	1,490	1,444	+3
Food group.....	23,695	22,774	+4	Women's ready-to-wear stores.....	1,362	1,308	+4
Grocery stores.....	23,046	22,119	+4	Shoe stores.....	1,134	1,031	+10
Eating and drinking places.....	1,202	1,142	+5	Furniture and appliance group.....	1,070	1,050	+2
General merchandise group.....	17,568	16,251	+8	Tire, battery, accessory dealers.....	1,087	1,105	-2
Department stores and dry goods, general merchandise stores.....	12,345	11,372	+9	Drug and proprietary stores.....	1,640	1,527	+7
Department stores.....	10,752	9,876	+9	Liquor stores <sup>3</sup> .....	1,175	1,108	+6
Variety stores.....	3,404	3,149	+8				

<sup>1</sup> Includes men's, boys' clothing, furnishings stores and custom tailors.  
<sup>2</sup> Includes women's ready-to-wear; other apparel, accessory, specialty shops; and furriers.  
<sup>3</sup> Includes municipally operated liquor stores.  
 NOTE: All kinds of business, total, and group totals include data for kinds of business not shown separately.

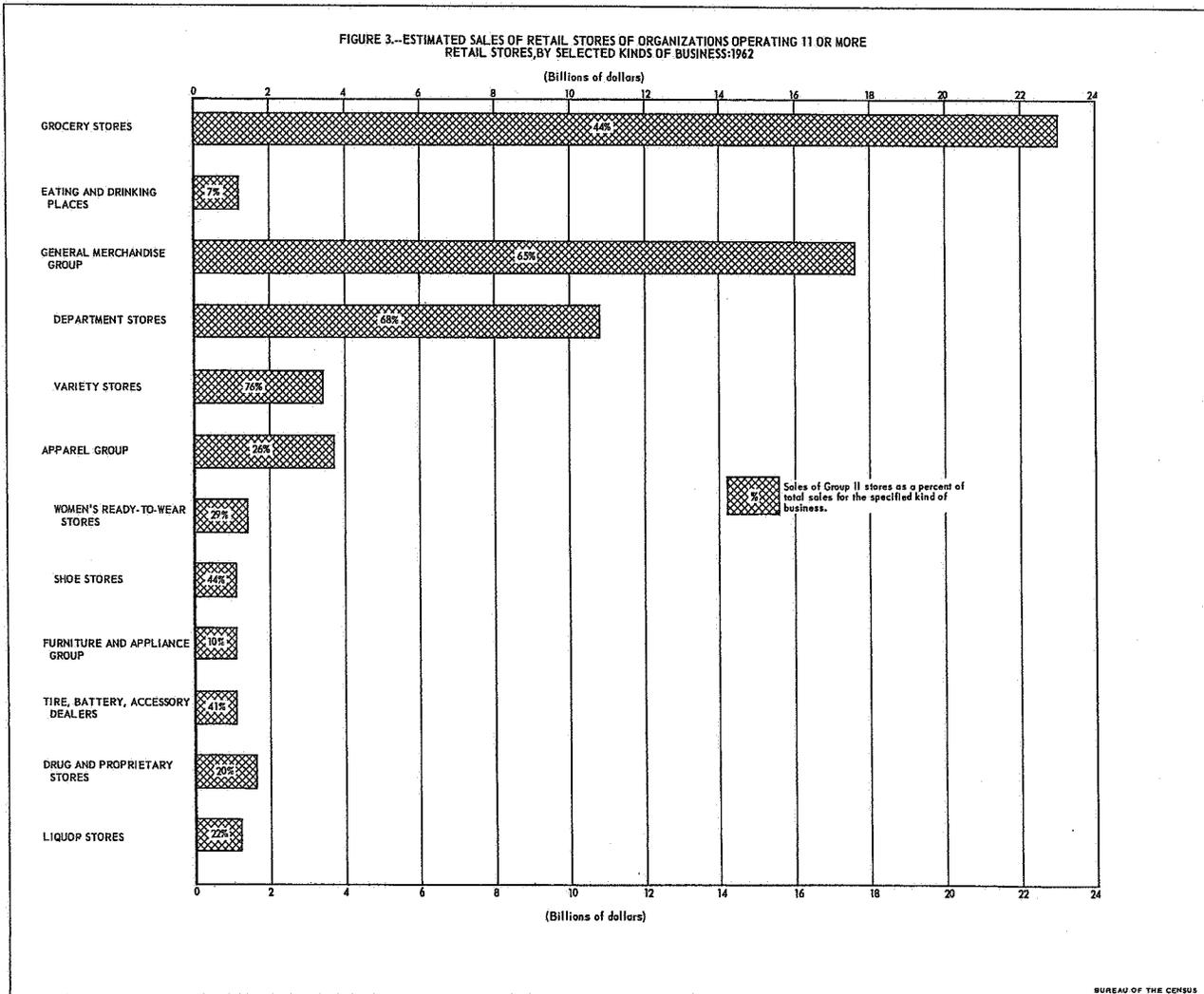
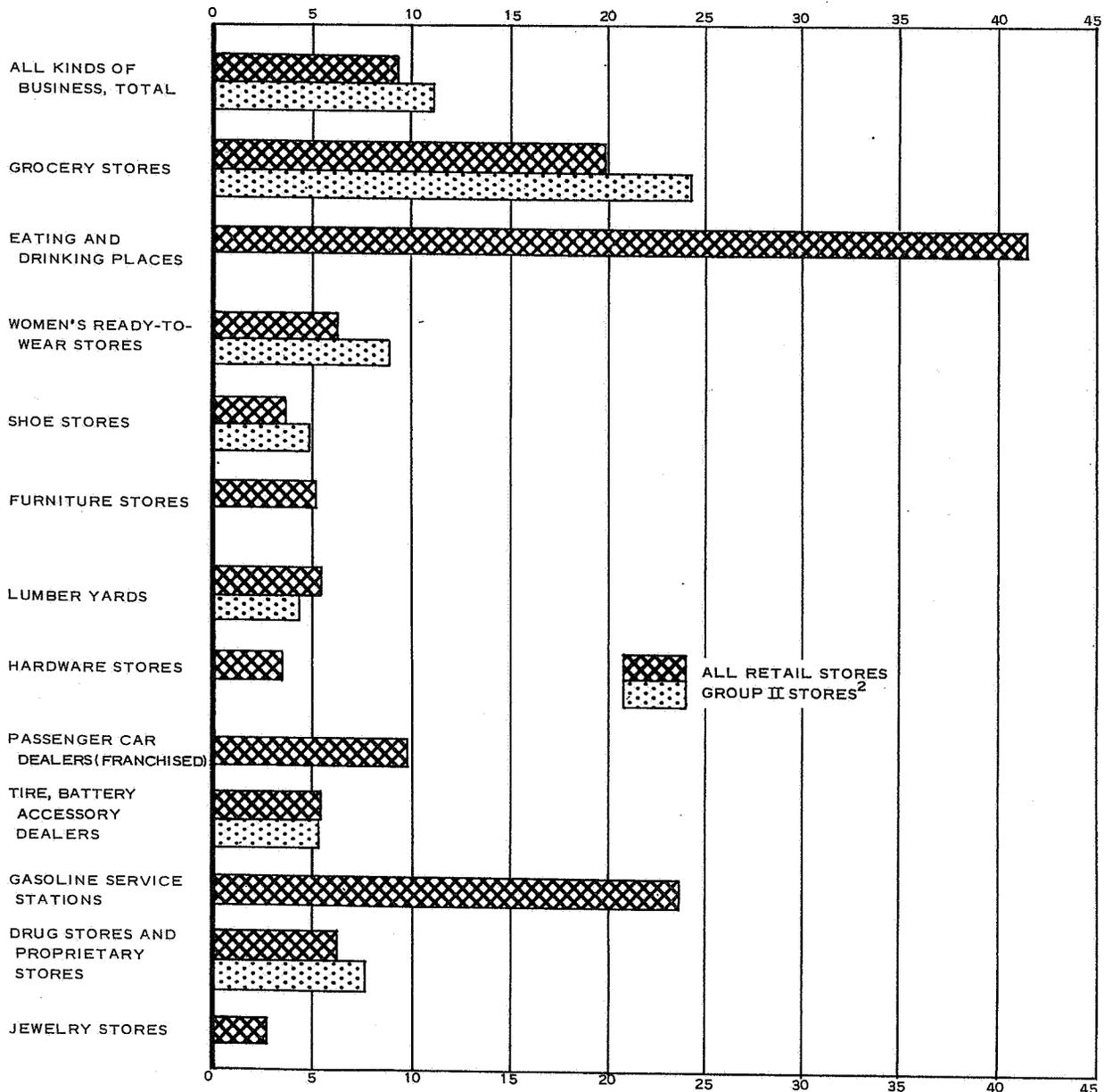


FIG. 4.--SALES-INVENTORY RATIOS: 1962

ALL RETAIL STORES AND GROUP II STORES BY SELECTED KINDS OF BUSINESS

(Annual Turnover: 1962 Sales divided by year-end inventories, at cost)<sup>1</sup>



<sup>1</sup>Data based on establishments in business the full calendar year, except for those Group II establishments which may not have been in operation the entire year. Ratios exclude warehouse inventories of Group II stores.  
<sup>2</sup>Retail stores of organizations operating 11 or more retail stores.

MERCHANDISE INVENTORIES

Merchandise on Hand

The cost value of merchandise inventories in retail stores in the United States on December 31, 1962, was estimated at \$25.6 billion, 7 percent higher than inventories held at the close of 1961. Of this total, \$14.4 billion represented the value of stocks of nondurable-goods stores (up 7% from 1961) and \$11.2 billion, the stocks of durable-goods stores (also up 7% from 1961).

Compared with the inventories held by franchised passenger car dealers at the end of the last year, stocks on hand on December 31, 1962, were up 10 percent. End-of-year inventories of related trades showed gasoline service stations unchanged and tire, battery, accessory stores, up 9 percent.

Department stores reported a 9 percent increase in inventory holdings on December 31, 1962, compared with the same date a year ago, and the general merchandise group as a whole showed a 10 percent increase. Inventories of liquor stores were 8 percent higher at the close of 1962 than a year ago, and drug and proprietary stores reported an increase of 4 percent. Lumber and building materials dealers closed the year with inventories slightly lower than in 1961 (-3%); hardware stores, up 3 percent; household appliance, TV, radio stores, up 5 percent; and furniture stores, 7 percent above the 1961 year-end level.

In warehouses and stores of organizations operating 11 or more retail stores, merchandise held for sale on December 31, 1962, totaled \$6.5 billion at cost level, 6 percent over that held December 31, 1961. The general merchandise group, which accounted for slightly more than 41 percent of the total warehouse and store inventories of these organizations, showed a year-to-year gain of 9 percent; the food stores, which accounted for almost 24 percent, recorded a rise of 7 percent.

Sales-Inventory Ratios

Annual sales of all retail stores in 1962 were 9.2 times the cost value of year-end store inventories. Nondurable-goods stores showed the ratio of sales to year-end inventories to be 11.3 in 1962, unchanged from the ratio of the preceding three years. The ratio of sales to year-end inventories for durable goods dealers rose from 6.2 in 1961 to 6.6 in 1962.

Passenger car dealers, whose stocks on hand at the close of 1962 were 11 percent higher than at the close of 1961, showed a sales-inventory ratio of 9.7 in 1962 compared with 8.8 the preceding year. Sales-inventory ratios showed little or no change from 1961 for grocery stores, 19.9 compared with 20.2; department stores, 7.9 compared with 7.7; women's ready-to-wear stores, 6.2 compared with 6.3; furniture stores, 5.1 compared with 5.0; hardware stores, 3.4 compared with 3.3; and shoe stores, 3.6 both years.

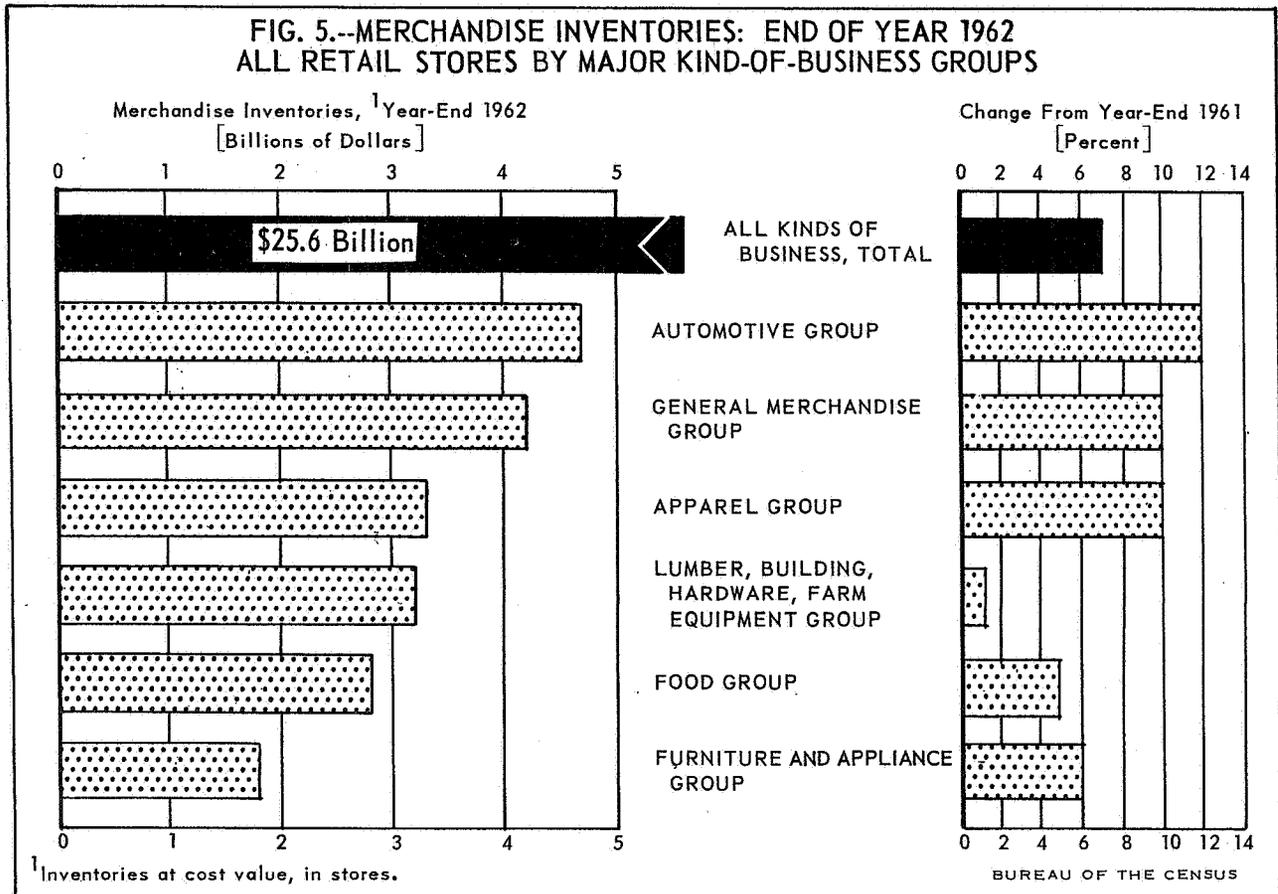


Table 4. MERCHANDISE INVENTORIES AND SALES-INVENTORY RATIOS OF ALL RETAIL STORES UNITED STATES, BY KIND OF BUSINESS: END OF YEAR 1962 AND 1961

(Millions of dollars)

Kind of business	Merchandise inventories (at cost) December 31--			Sales-inventory ratio <sup>1</sup>		Kind of business	Merchandise inventories (at cost) December 31--			Sales-inventory ratio <sup>1</sup>	
	1962	1961	Percent change	1962	1961		1962	1961	Percent change	1962	1961
All kinds of business, total.....	25,642	24,045	+7	9.2	9.1	Furniture and appliance group.....	1,795	1,689	+6	6.0	5.8
Durable-goods stores, total.....	11,243	10,534	+7	6.6	6.2	Furniture, home furnishings stores.....	1,247	1,167	+7	5.6	5.4
Nondurable-goods stores, total.....	14,399	13,511	+7	11.3	11.3	Furniture stores.....	975	915	+7	5.1	5.0
Food group.....	2,817	2,692	+5	20.8	21.3	Household appliance, TV, radio stores....	548	522	+5	7.0	6.7
Grocery stores.....	2,664	2,533	+5	19.9	20.2	Appliance dealers.....	379	370	+2	7.4	7.2
Eating and drinking places.....	413	424	-3	41.4	38.3	Lumber, building, hardware, farm equipment group.....	3,240	3,195	+1	4.5	4.4
General merchandise group.....	4,216	3,823	+10	6.8	6.7	Lumber yards, building materials dealers <sup>2</sup>	1,416	1,454	-3	5.7	5.6
Department stores and dry goods, general merchandise stores.....	2,859	2,558	+12	7.2	7.0	Lumber yards.....	1,000	1,022	-2	5.4	5.2
Department stores.....	2,081	1,917	+9	7.9	7.7	Hardware stores.....	818	791	+3	3.4	3.3
Variety stores.....	833	759	+10	5.5	5.6	Farm equipment dealers.....	1,006	950	+6	3.9	3.6
Mail order (department store merchandise) <sup>2</sup>	307	296	+4	6.2	6.2	Automotive group.....	4,697	4,211	+12	9.0	8.3
Apparel group.....	3,315	3,026	+10	4.6	4.6	Passenger car dealers.....	3,927	3,538	+11	9.7	8.8
Men's, boys' clothing, furnishings stores.....	779	732	+6	3.5	3.4	Passenger car dealers (franchised).....	3,547	3,227	+10	9.7	8.8
Women's ready-to-wear stores.....	843	733	+15	6.2	6.3	Tire, battery, accessory dealers.....	481	442	+9	5.4	5.5
Shoe stores.....	706	627	+7	3.6	3.6	Gasoline service stations.....	775	775	0	23.6	23.1
						Other retail stores.....	4,374	4,210	+4	7.5	7.4
						Drug and proprietary stores.....	1,344	1,290	+4	6.2	6.2
						Liquor stores.....	596	552	+8	9.3	9.5
						Jewelry stores.....	478	500	-4	2.7	2.5

r Revised.  
<sup>1</sup> Based on only those establishments in business the full calendar year.  
<sup>2</sup> All inventories for this kind of business are included in store inventories.  
<sup>3</sup> Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.  
 NOTE: Dollar volume and sales-inventory ratios for all kinds of business, total, and group totals include kinds of business not shown separately. Measures of sampling variability are provided on page 15.

Table 5. MERCHANDISE INVENTORIES AND SALES-INVENTORY RATIOS OF RETAIL STORES AND WAREHOUSES OF ORGANIZATIONS OPERATING 11 OR MORE RETAIL STORES, UNITED STATES, BY KIND OF BUSINESS: END OF YEAR 1962 AND 1961

Kind of business	Merchandise inventories, at cost (millions of dollars)						Sales-inventory ratio (stores only)	
	Total warehouses <sup>1</sup> and stores			Stores				
	December 31--		Percent change, 1962 from 1961	December 31--		Percent change, 1962 from 1961	1962	1961
	1962	1961		1962	1961			
All kinds of business, total.....	6,531	6,137	+6	5,102	4,787	+7	11.1	11.1
Durable-goods stores, total.....	853	858	-1	624	636	-2	6.9	6.4
Nondurable-goods stores, total.....	5,678	5,279	+8	4,478	4,151	+8	11.7	11.8
Food group.....	1,547	1,449	+7	969	893	+9	24.6	25.7
Grocery stores.....	1,519	1,425	+7	951	878	+8	24.3	25.4
General merchandise group.....	2,721	2,485	+9	2,442	2,240	+9	7.4	7.3
Department stores and dry goods, general merchandise stores.....	1,771	1,608	+10	1,564	1,432	+9	8.1	8.0
Department stores.....	1,515	1,380	+10	1,330	1,220	+9	8.3	8.2
Variety stores.....	649	584	+11	585	523	+12	6.2	6.2
Apparel group.....	708	670	+6	618	593	+4	6.1	6.0
Men's, boys' clothing, furnishings stores.....	98	99	-1	86	88	-2	4.3	4.3
Women's ready-to-wear stores.....	176	170	+4	161	155	+4	8.9	8.8
Shoe stores.....	260	235	+11	221	206	+7	4.8	4.9
Furniture and appliance group.....	176	184	-4	110	119	-8	10.3	9.6
Lumber, building, hardware, farm equipment group.....	274	282	-3	226	235	-4	4.6	4.2
Lumber yards, building materials dealers <sup>2</sup> .....	178	186	-4	167	175	-5	4.5	4.2
Lumber yards.....	133	133	0	129	129	0	4.3	4.2
Tire, battery, accessory dealers.....	282	270	+4	201	190	+6	5.3	5.2
Drug and proprietary stores.....	295	276	+7	224	209	+7	7.6	7.4
Liquor stores.....	174	165	+5	90	81	+11	13.4	14.2

r Revised.  
<sup>1</sup> Warehouse inventories of Group II organizations are excluded from table 4.  
<sup>2</sup> Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.  
 NOTE: All kinds of business, total, and group totals include kinds of business not shown separately.

Table 6. ESTIMATED SALES AND YEAR-END MERCHANDISE INVENTORIES OF RETAIL STORES OF ORGANIZATIONS OPERATING 4 OR MORE RETAIL STORES, UNITED STATES, BY KIND OF BUSINESS: 1962

(Millions of dollars)

Kind of business	Annual sales		Merchandise inventories (at cost)		Kind of business	Annual sales		Merchandise inventories (at cost)	
	1962	Percent change, 1962 from 1961	Dec. 31, 1962	Percent change, 1962 from 1961		1962	Percent change, 1962 from 1961	Dec. 31, 1962	Percent change, 1962 from 1961
All kinds of business, total..	65,666	+7	6,571	+9	General merchandise group.....	19,445	+9	2,839	+9
Food group.....	26,413	+4	1,124	+11	Department stores and dry goods, general merchandise stores.....	13,713	+10	1,932	+10
Grocery stores.....	25,466	+5	1,094	+12	Department stores.....	12,441	+16	1,629	+8

NOTE: All kinds of business, total, and group totals include kinds of business not shown separately. Measures of sampling variability are provided on page 16.

## ACCOUNTS RECEIVABLE

Retail stores in the United States reported a total of \$14.3 billion of accounts receivable balances owed to them by customers as of December 31, 1962, 10 percent more than the \$13.1 billion reported as of the same date a year earlier. Credit balances on charge accounts and on installment accounts amounted to \$7.4 billion and \$6.9 billion, respectively, at the close of 1962, with charge accounts showing a year-to-year increase of 4 percent, and installment accounts an increase of 16 percent.

The data shown for accounts receivable balances in the report reflect only amounts owed to retail stores and do not include amounts owed to other organizations, such as financial institutions, for retail purchases. It should also be noted that changes in receivables balances from year to year may reflect changes in the practice of discounting or selling receivables to banks, finance companies, and others, as well as changes in the amounts of goods sold on credit and in the rates at which customers made payments.

Department stores reported unpaid balances totaling \$3.3 billion at the end of 1962, 20 percent over 1961. Department store credit balances accounted for more than 23 percent of the total for all retail stores--more than was contributed by any other single kind of business. Within the general merchandise group, accounts receivable held by mail order establishments (department store merchandise) were up 23 percent over December 31, 1961, but their contribution to the total accounts receivable for all kinds of business was less than 7 percent. Apparel stores with \$1.1 billion showed a decrease of 2 percent from 1961. Receivables balances for nondurable-goods stores in total amounted to \$8.1 billion, 13 percent more than the amount owed at the close of 1961.

Durable-goods stores in total recorded accounts receivable balances at the close of 1962 at \$6.2 billion, 6 percent more than the amount registered a year ago. Contributing to these figures were dealers in the furniture and appliance group, with \$2.1 billion, up 8 percent; the lumber and building materials group, \$1.7 billion, up 4 percent; and the automotive group, \$1.4 billion, up 2 percent.

More than 75 percent of the 1962 year-end credit balances due from customers of general merchandise stores were on installment accounts. Furniture and appliance stores showed approximately 70 percent on installment accounts. In contrast, the credit balances outstanding for the lumber, building, hardware, farm equipment group were 89 percent on charge accounts; and the apparel group, 76 percent, charge accounts. For the automotive group, about 56 percent were outstanding on charge accounts.

Stores of organizations operating 11 or more retail stores accounted for \$4.9 billion of total receivables at the end of 1962. This amount was 22 percent more than was held at the close of 1961. More than three-fourths of the credit balances owed by customers at the end of 1962 to stores of these organizations was on installment accounts, \$3.8 billion as compared with almost \$1.1 billion in charge accounts. General merchandise stores operated by organizations of 11 or more retail stores reported \$3.3 billion of accounts receivable balances, 31 percent more than on the same date a year earlier. This amount was 68 percent of the total 1962 receivables of these organizations in all kinds of business.

# ERRATA



## ANNUAL REPORT

### SALES

### MERCHANDISE INVENTORIES

### ACCOUNTS RECEIVABLE

Table 7, shown below, was inadvertently omitted from the bottom of page 10 of the 1962 Annual Retail Trade Report.

Table 7. ACCOUNTS RECEIVABLE OF ALL RETAIL STORES, UNITED STATES, BY KIND OF BUSINESS: END OF YEAR 1962 AND 1961  
(Millions of dollars)

Kind of business	All retail stores			Kind of business	All retail stores		
	December 31--		Percent change, 1962 from 1961		December 31--		Percent change, 1962 from 1961
	1962	1961			1962	1961	
All kinds of business, total.....	14,299	13,053	+10	Furniture and appliance group.....	2,130	1,972	+8
Durable-goods stores, total.....	6,241	5,903	+6	Furniture, home furnishings stores.....	1,636	1,500	+9
Nondurable-goods stores, total.....	8,058	7,150	+13	Furniture stores.....	1,481	1,355	+9
Food group.....	354	373	-5	Household appliance, TV, radio stores.....	494	472	+5
Eating and drinking places.....	96	85	+13	Household appliance stores.....	432	413	+5
General merchandise group.....	4,782	3,965	+21	Lumber, building, hardware, farm equipment group..	1,747	1,678	+4
Department stores and dry goods, general				Lumber yards, building materials dealers <sup>1</sup> .....	1,265	1,216	+4
merchandise stores.....	3,720	3,087	+21	Lumber yards.....	951	895	+6
Department stores.....	3,340	2,794	+20	Automotive group.....	1,432	1,401	+2
Mail order (department store merchandise).....	879	717	+23	Passenger car dealers.....	939	946	-1
Apparel group.....	1,090	1,107	-2	Passenger car dealers (franchised).....	872	863	+1
Women's ready-to-wear stores.....	509	469	+9	Tire, battery, accessory dealers.....	459	417	+10
				Gasoline service stations.....	420	422	0
				Other retail stores.....	2,248	2,050	+10

<sup>1</sup> Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

NOTE: All kinds of business, total, and group totals include kinds of business not shown separately. Measures of sampling variability are provided on page 16.

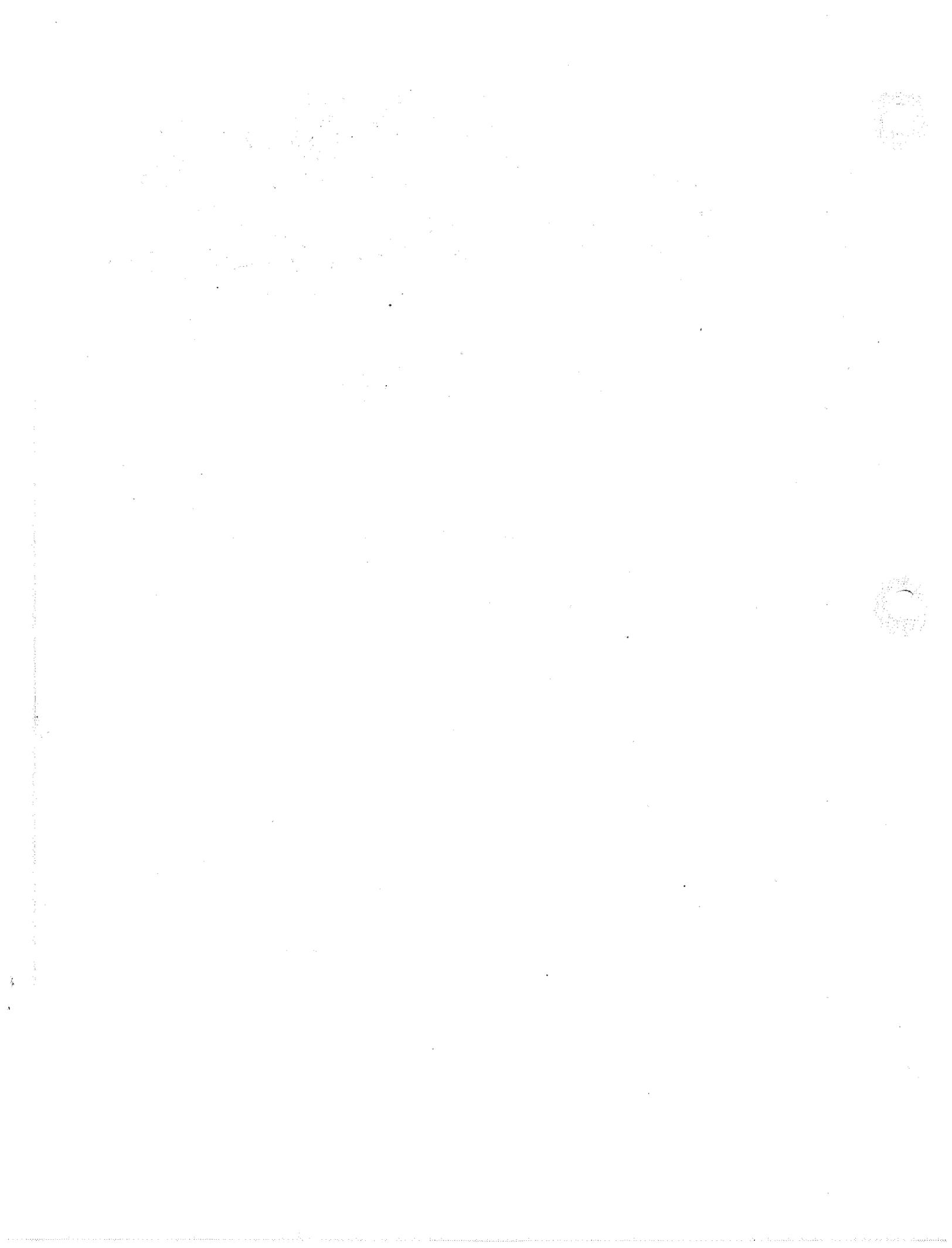


FIG. 6.--TOTAL ACCOUNTS RECEIVABLE: END OF YEAR 1962 AND 1961  
ALL RETAIL STORES BY SELECTED KIND OF BUSINESS

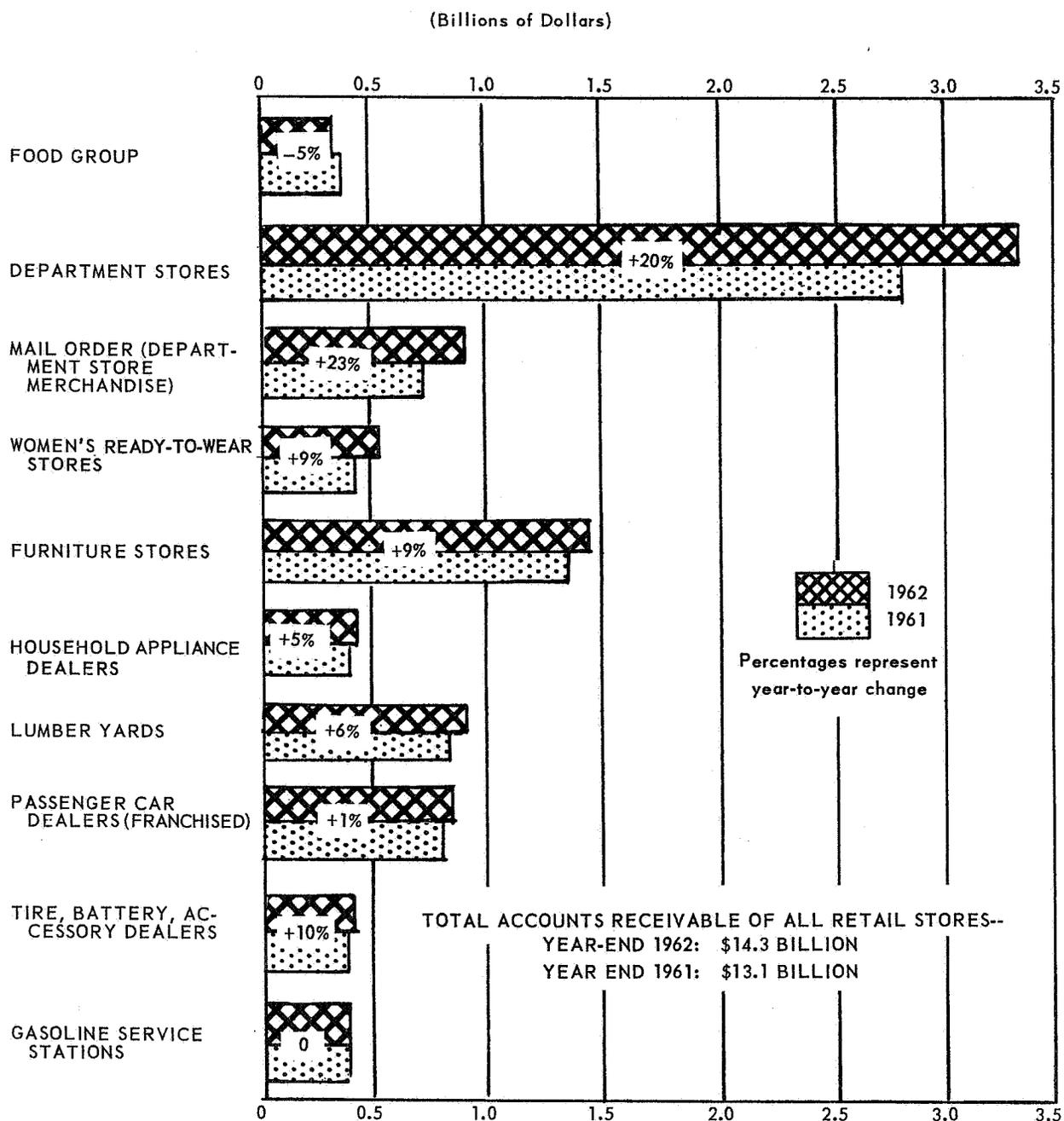


Table 8. ACCOUNTS RECEIVABLE OF ALL RETAIL STORES, BY CHARGE AND INSTALLMENT ACCOUNTS, UNITED STATES,  
BY KIND OF BUSINESS: END OF YEAR 1962 AND 1961

Kind of business	Total			Charge accounts			Installment accounts		
	December 31--		Percent change 1962 from 1961	December 31--		Percent change 1962 from 1961	December 31--		Percent change 1962 from 1961
	1962	1961		1962	1961		1962	1961	
All kinds of business, total.....	14,299	13,053	+10	7,441	7,161	+4	6,858	5,892	+16
Durable-goods stores, total.....	6,241	5,903	+6	3,312	3,149	+5	2,929	2,754	+6
Nondurable-goods stores, total.....	8,058	7,150	+13	4,129	4,012	+3	3,929	3,138	+25
Food group.....	354	373	-5	346	354	-2	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
General merchandise group.....	4,782	3,965	+21	1,185	1,188	0	3,597	2,777	+30
Department stores and dry goods, general merchandise stores.....	3,720	3,087	+21	1,087	1,088	0	2,633	1,999	+32
Department stores.....	3,340	2,794	+20	970	984	-1	2,370	1,810	+31
Apparel group.....	1,090	1,107	-2	827	832	-1	263	275	-4
Furniture and appliance group.....	2,130	1,972	+8	650	609	+7	1,480	1,363	+9
Lumber, building, hardware, farm equipment group..	1,747	1,678	+4	1,553	1,505	+3	194	173	+12
Automotive group.....	1,432	1,401	+2	796	766	+4	636	635	0

<sup>1</sup> Not shown because of high sampling variability.

NOTE: All kinds of business, total, and group totals include kinds of business not shown separately. Measures of sampling variability are provided on page 16.

Table 9. ACCOUNTS RECEIVABLE OF RETAIL STORES OF ORGANIZATIONS OPERATING 11 OR MORE RETAIL STORES,  
BY CHARGE AND INSTALLMENT ACCOUNTS, UNITED STATES, BY KIND OF BUSINESS:  
END OF YEAR 1962 AND 1961

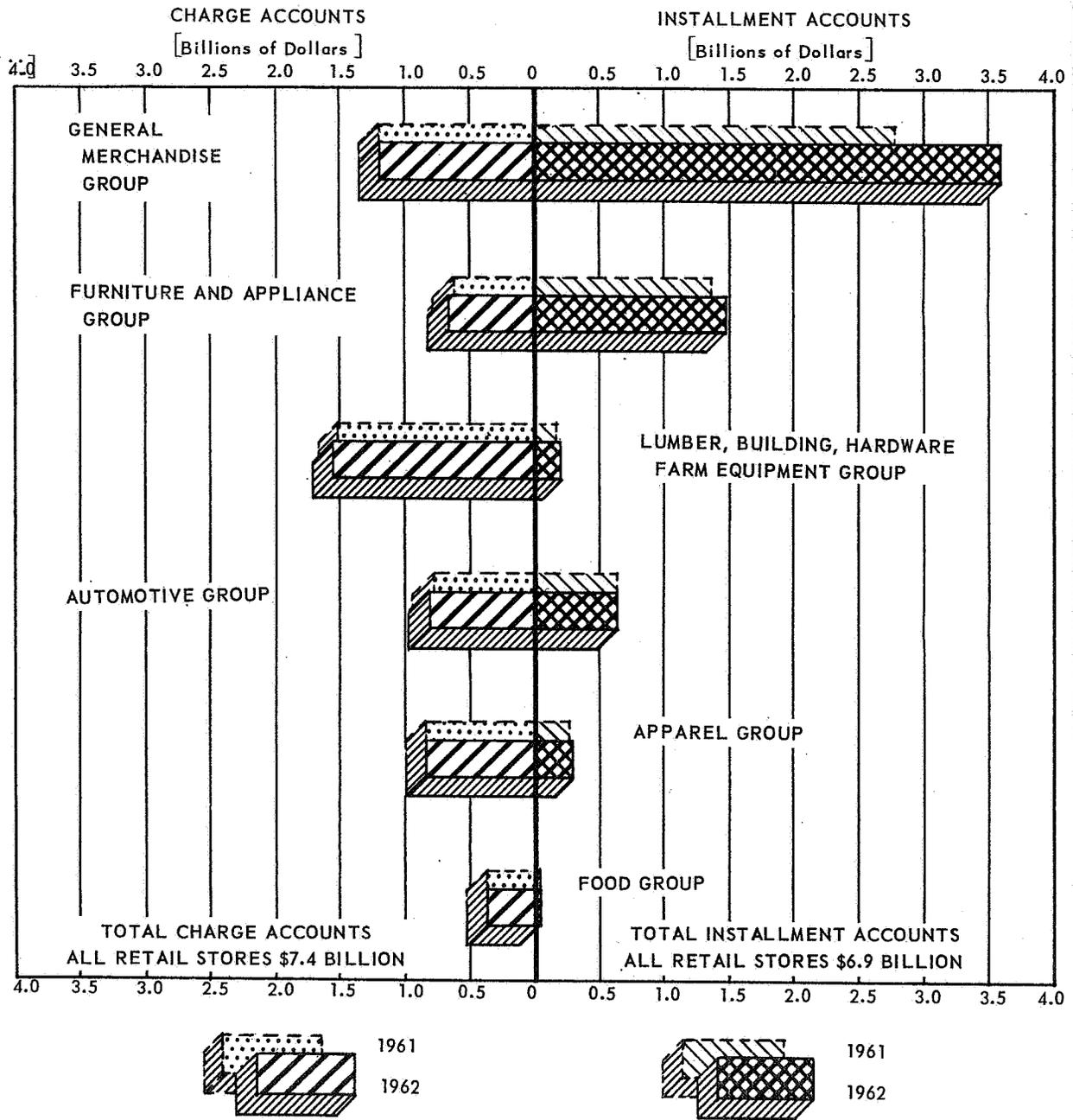
Kind of business	Total			Charge accounts			Installment accounts		
	December 31--		Percent change 1962 from 1961	December 31--		Percent change 1962 from 1961	December 31--		Percent change 1962 from 1961
	1962	1961		1962	1961		1962	1961	
All kinds of business, total.....	4,894	4,015	+22	1,067	986	+8	3,827	3,029	+26
Durable-goods stores, total.....	1,155	1,069	+8	304	251	+21	851	818	+4
Nondurable-goods stores, total.....	3,739	2,946	+27	763	735	+4	2,976	2,211	+35
General merchandise group.....	3,316	2,530	+31	481	468	+3	2,835	2,062	+37
Department stores and dry goods, general merchandise stores.....	2,633	2,019	+30	440	435	+1	2,193	1,583	+39
Department stores.....	2,382	1,836	+30	419	404	+4	1,963	1,433	+37
Apparel stores.....	251	242	+4	124	123	+1	127	119	+7
Furniture and appliance group.....	350	326	+7	48	33	+45	302	293	+3
Tire, battery, accessory dealers.....	280	258	+9	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )

<sup>1</sup> Not shown because of high sampling variability.

NOTE: All kinds of business, total, and group totals include kinds of business not shown separately. Measures of sampling variability are provided on page 16.

FIG.7--ACCOUNTS RECEIVABLE ON CHARGE ACCOUNTS AND  
INSTALLMENT ACCOUNTS: END OF YEAR 1962 AND 1961

RETAIL STORES BY SELECTED KIND-OF-BUSINESS GROUPS



## SAMPLE DESIGN AND RELIABILITY OF THE DATA

Sample Design

Data on inventories in this report were derived from the 1962 Annual Retail Trade Survey, which was based on essentially the same probability sample used to produce national monthly estimates of retail sales published in the Monthly Retail Trade Report. Statistics on annual sales and end-of-year accounts receivables shown in this report were derived from the Monthly Retail Trade Survey. These accounts receivable data were based on a subsample of the probability sample used to produce monthly sales estimates.

The monthly survey procedures were revised to provide sales estimates by geographic areas effective with data for April 1962. These estimates are available in a supplement to the Monthly Retail Trade Report. Annual retail sales data by regions were not collected in the 1962 Annual survey.

I. Inventories

The 1962 annual sample consists of the following components:

A. Group II Firms--Organizations which operated 11 or more retail stores in 1958. All of these organizations are included in the sample and generally provided one report for all their retail stores. For those Group II firms with retail stores in more than one kind of business, the reported figures were prorated among the different kinds of business on the basis of the percentage distribution of the firm's total sales by kind of business as reported in the 1958 Census of Business.

B. Group I Stores--Stores belonging to organizations which did not operate 11 or more retail stores at the time of the 1958 Census of Business. Stores selected for this portion of the sample are located within 233 Census Sample Areas<sup>1</sup>. These Census Sample Areas generally consist of combinations of two or three counties and were chosen randomly (with known probability of selection), one from each of 233 primary strata. Within these 233 Census Sample Areas, the Group I sample consists of:

1. "Large" stores: Those stores whose annual sales in 1954 exceeded a designated amount varying by kind of business and Census Sample Area.

2. "Special" area segment stores: Stores other than "large" stores described above located in a subsample of land segments (selected with known probability) within the Census Sample Areas and qualifying on the basis that their sales exceeded certain criteria which were lower than those designated for the "large" stores.

3. "Small" stores: All remaining stores located in the subsample of land segments within the Census Sample Areas mentioned above. These land

<sup>1</sup> Group I stores with sales of \$5 million or more in 1954 are an exception, such establishments being included in the sample, regardless of location.

segments are divided into 12 panels so that, in general, "small" stores in a different group of land segments are personally enumerated each month of the year for purposes of the monthly report. The stores located in three of these panels (November, December, and January panels) were included in the annual survey.

APPROXIMATE NUMBER OF RETAIL STORES IN THE  
1962 ANNUAL RETAIL TRADE SAMPLE

Total	Group II stores	Group I stores		
		"Large" stores	"Special" area segment stores	"Small" stores
133,000	99,400	5,500	5,700	22,400

II. Accounts Receivable

The subsample used to obtain monthly accounts receivable data is described below:

A. Group II firms and Group I stores canvassed by mail each month for sales figures were subsampled on the basis of their accounts receivables as of December 31, 1957, as reported in the 1957 Annual Retail Trade Survey. Those Group II firms added in the panel revision of January 1961 were subsampled on the basis of their accounts receivables as of November 30, 1960.

1. Those with total receivables above certain specified criteria were assigned to a "fixed" panel which is canvassed monthly for accounts receivable data. These criteria vary by Census Sample Area and by sample component, with one set of criteria established for the "special" area segment stores and another for the other sample components.

2. Those with total receivables below these criteria were divided into 12 "rotating" panels. Such panels report for only two successive months each year, depending upon the "rotating" panel to which they are assigned. For example, the January panel is canvassed for end-of-month January and February receivables, the February panel for February and March receivables, etc.

B. All Group I "small" stores described in I, B3 above are canvassed for accounts receivable data for the month that they are enumerated for sales figures. For both sales and receivables data, these establishments are also canvassed for figures for the previous month, thus providing data for two consecutive months each year. The December 31, 1962 and 1961 accounts receivable data published in this annual retail trade report are the estimates produced in the monthly accounts receivable survey for that month and previously published in the Monthly Retail Trade Report for February 1963 and January 1962, respectively.

### Reliability of the Data

Because the estimates obtained are based on a sample, exact agreement is not expected with the results that would be obtained from a complete Census of retail stores in which the same enumeration procedure is used. However, because every retail store in the United States has had a chance of being selected for the sample, and because the probability of selection for each store in the sample is known, it is possible to approximate the sampling variability of the estimates made from the sample.

Approximate measures of the differences which may exist because of sampling for the estimates are shown in tables 10 to 12. Measures of sampling variability for sales-inventory ratios of retail stores have not been computed, but, in general, are expected to be less than those for merchandise inventory dollar volume estimates.

The measures of sampling variability shown are at the one sigma level. At this level, the chances are two out of three that the amounts estimated in this survey would differ from the results of a complete Census using the same enumeration procedure, by less than the percentage shown. Although certain data not expressly shown in this publication may be derived by subtraction, it should be pointed out they are subject to higher sampling variabilities and should not be used in making comparisons.

Measures of sampling variability shown in this report do not include biases which might arise from differences of response or nonreporting. Nonresponse amounted to about 2 percent for inventories, 6 percent for sales, and 10 percent for accounts receivable.

Table 10. SAMPLING VARIABILITY FOR SALES ESTIMATES AND FOR MERCHANDISE INVENTORY ESTIMATES OF ALL RETAIL STORES

Kind of business	Sampling variability (percent)			Kind of business	Sampling variability (percent)		
	Sales	Merchandise inventory			Sales	Merchandise inventory	
	Dollar volume estimate	Dollar volume estimate	Year-to-year change		Dollar volume estimate	Dollar volume estimate	Year-to-year change
United States, total.....	1	1	1	Furniture and appliance group.....	3	4	2
Durable-goods stores, total.....	2	2	1	Furniture, home furnishings stores.....	3	4	3
Nondurable-goods stores, total.....	1	1	1	Furniture stores.....	4	5	3
Food group.....	1	2	NA	Household appliance, TV, radio stores.....	4	6	4
Grocery stores.....	1	2	NA	Household appliance dealers.....	NA	7	4
Eating and drinking places.....	2	4	3	Lumber, building, hardware, farm equipment group.....	3	3	2
Eating places.....	3	NA	NA	Lumber yards, building materials dealers..	3	4	3
General merchandise group.....	1	2	1	Lumber yards.....	4	4	NA
Department stores and dry goods, general merchandise stores.....	1	2	1	Hardware stores.....	4	5	2
Department stores.....	2	2	1	Farm equipment.....	NA	8	4
Variety stores.....	2	3	2	Automotive group.....	3	3	2
Mail order houses (department store mdse.)	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	Passenger car dealers.....	NA	3	2
Apparel group.....	3	4	2	Passenger car dealers (franchised).....	3	4	NA
Men's, boys' clothing, furnishings stores..	NA	6	4	Tire, battery, accessory dealers.....	NA	5	3
Women's ready-to-wear stores.....	3	4	2	Gasoline service stations.....	2	3	2
Shoe stores.....	4	5	2	Other retail stores.....	3	2	2
				Drug and proprietary stores.....	2	4	2
				Liquor stores.....	3	5	2
				Jewelry stores.....	NA	6	3

NA Not available.

<sup>1</sup> The sampling variability is very low because a large part of the estimate is accounted for by Group II firms which are included on a certainty rather than a sample basis and are therefore not subject to sampling variability.

NOTE: Estimates of the sampling variability of the 1962 sales and inventory data are not available. The estimates of the sampling variabilities shown above for sales were derived from the 1958 sales statistics, while those for inventory were derived from the 1959 merchandise inventory statistics. Both the sales and inventory sampling variabilities are believed to be suitable approximations of the sampling variabilities of the 1962 statistics.

Corresponding estimates of sampling variability are not available for kinds of business not shown above. In general, they tend to be higher than the sampling variability in the table above for the broader kinds of business in which they are included.

Table 11. SAMPLING VARIABILITY FOR MERCHANDISE INVENTORY ESTIMATES OF ORGANIZATIONS OPERATING 4 OR MORE RETAIL STORES

Kind of business	Sampling variability (percent)
All kinds of business, total.....	1
Food group.....	2
Grocery stores.....	2
General merchandise group.....	1
Department stores and dry goods, general merchandise stores.....	1
Department stores.....	2

Note: Sampling variability of the 1962 merchandise inventory data are not available. The estimates of the sampling variabilities shown above, which are those derived from the 1959 merchandise inventory statistics, are believed to be suitable approximations of the sampling variabilities of the 1962 statistics.

Table 12. SAMPLING VARIABILITY FOR ACCOUNTS RECEIVABLE ESTIMATES OF RETAIL STORES

Kind of business	Sampling variability of dollar volume estimates (percent)						Kind of business	Sampling variability of dollar volume estimates (percent)					
	All stores			Group II stores <sup>1</sup>				All stores			Group II stores <sup>1</sup>		
	Total	Charge accounts	Installments	Total	Charge accounts	Installments		Total	Charge accounts	Installments	Total	Charge accounts	Installments
All kinds of business total.....	1	2	2	( <sup>2</sup> )	1	( <sup>2</sup> )	Furniture and appliance group... Furniture, home furnishings stores.....	3	5	4	1	3	1
Durable-goods stores, total. Nondurable-goods stores, total.....	2	2	3	1	3	1	Furniture stores..... Household appliance, TV and radio stores..... Household appliance dealers.	4	6	5	-	-	-
Food group.....	4	4	-	-	-	-	Lumber, building, hardware, farm equipment group..... Lumber yards, building materials dealers..... Lumber yards.....	3	4	9	-	-	-
Eating and drinking places.....	11	-	-	-	-	-	Automotive group..... Passenger car dealers..... Passenger car dealers (franchised)..... Tire, battery, accessory dealers.....	4	4	-	-	-	-
General merchandise group..... Dept. stores and dry goods, general merchandise stores..... Department stores..... Mail order (department store merchandise).....	2	4	2	( <sup>2</sup> )	1	( <sup>2</sup> )	Gasoline service stations..... Other retail stores.....	4	5	6	-	-	-
Apparel group..... Women's ready-to-wear stores..	5	6	7	2	4	2		4	5	-	-	-	
	7	-	-	-	-	-		4	-	-	-	-	

<sup>1</sup> A portion of the Group II stores accounts receivable estimate is based on a sample and is therefore subject to sampling variability.

<sup>2</sup> Sampling variability less than .5 percent.

<sup>3</sup> See footnote (<sup>1</sup>), table 10.

Note: These are median figures based on the ranges of sampling error of the accounts receivable estimates published in the Monthly Retail Trade Report for May and December 1959 and January through March 1960. For further information see the Monthly Retail Trade Report for January 1963, pages 12 and 13.

## EXPLANATION OF TERMS

Retail trade

Includes those establishments primarily engaged in selling merchandise for personal, household, or farm consumption.

Some of the important characteristics of retail trade establishments, as defined for this survey, are: The establishment is a recognizable place of business and is engaged in activities to attract the general public to buy; the establishment buys or receives merchandise as well as sells; the establishment may render services or may engage in processing incidental or subordinate to selling. Not all of these characteristics need be present, and some are modified by trade practice. Excluded from retail trade are peddlers and itinerant vendors without an established place of business. Also excluded are places of business operated by institutions and open only to their own members or personnel, such as school cafeterias, cafeterias operated by industrial plants for their employees, and establishments operated by agencies of the Federal Government or Military posts, at hospitals, etc. However, liquor stores operated by States, counties, and municipalities are included.

Retail stores

Separate places of business primarily engaged in selling merchandise at retail, including separate departments in such stores leased to others.

In addition to those kinds of business readily recognizable as retail stores, such as grocery stores and drug stores, the term retail stores also includes eating and drinking places, gasoline service stations, lumber yards, coal yards, mail-order houses, establishments from which direct selling (house-to-house) is conducted, and establishments which sell merchandise through coin-operated vending machines. Stores with annual sales less than \$500 during the year were excluded from the tabulations for this report.

Sales

Total receipts from customers during the year after deduction of refunds and allowances for merchandise returned by customers. Receipts from repairs and from other services to customers, sales for resale, and sales taxes and excise taxes are included in the sales data.

The sales figures represent total sales and receipts of all establishments primarily engaged in retail trade. They do not include sales at retail by manufacturers, wholesalers, service establishments, and other businesses whose primary activity is other than retail trade.

Merchandise inventories

Stocks of goods (valued at cost) held for sale through retail stores. Merchandise inventories of

organizations operating 11 or more retail stores are shown for stores and combined for stores and warehouses. Included are only those warehouses which maintain a supply of merchandise primarily intended for distribution to retail stores within the organization.

Merchandise inventories exclude the value of fixtures, furnishings, equipment, and supplies used in store and warehouse operations, and not held for resale. Inventories were reported as of the close of the calendar years, except for some businesses which used a fiscal year rather than the calendar year for accounting purposes. About 21 percent of the retail store inventory total refers to a fiscal-year end other than December 31, but this varied by kind of business (varying from about 46% for stores in the food group to about 5 percent for gasoline service stations). Inventory data for a date other than December 31, 1962, have been accepted and included in the tabulations without adjustment.

Sales-inventory ratio

The relationship of annual sales to December 31 inventories, derived by dividing annual sales by the cost value of year-end inventories.

This sales-inventory ratio is based on data for those stores in operation throughout the full year only, except for the ratios for organizations with 11 or more stores which are derived from annual sales figures containing sales of some stores not in operation the full year. Ratios for organizations with 11 or more stores are based on store inventories only and do not include warehouse inventories.

Accounts receivable

Balances of credit sales due retail stores from customers.

The data in this report refer to receivables outstanding as of the end of the year. Receivables against which the firm may have borrowed are included. However, credit paper discounted or sold to others and accounts actually charged off as bad debts are excluded. For example, consumer credit paper sold to financial institutions and collection agencies is not included. Also excluded are accounts charged on credit cards used by other organizations, such as oil companies, Central Charge Service, Diners' Club, etc.

Charge account receivables--receivables outstanding for which full payment was scheduled to be made at the end of the customary billing period.

Installment account receivables--receivables outstanding for which payment was scheduled to be paid in two or more parts.

ANNUAL RETAIL TRADE SURVEY KIND-OF-BUSINESS CLASSIFICATION AND CORRESPONDING  
STANDARD INDUSTRIAL CLASSIFICATION (SIC) CODES

Annual retail trade survey kind-of-business classification	Corresponding 1957 SIC code
Food group.....	54
Grocery stores.....	541, excluding delicatessens
Eating and drinking places.....	58
General merchandise group.....	53 (See note below.)
Department stores and dry goods, general merchandise stores.....	531 and 5392
Department stores.....	531
Variety stores.....	533
Mail order (department store merchandise).....	5322
Apparel group.....	56
Men's, boys' clothing and furnishings stores...	561
Women's ready-to-wear stores.....	562
Shoe stores.....	566
Furniture and appliance group.....	57, excluding 5733 (music stores) but including 5932 (antique stores)
Furniture, home furnishings stores.....	571
Furniture stores.....	5712
Household appliance, TV, radio stores.....	572 and 5732
Household appliance dealers.....	572
Lumber, building, hardware, farm equipment group.	52
Lumber yards, building materials dealers.....	521, 522, 523, 524
Lumber yards.....	5211
Hardware stores.....	5251
Farm equipment dealers.....	5252
Automotive group.....	55, excluding 554 (gasoline service stations)
Passenger car dealers.....	551 and 552
Passenger car dealers (franchised).....	551
Tire, battery, accessory dealers.....	553
Gasoline service stations.....	554
Other retail stores.....	59, excluding 5932 (antique stores) but including 5733 (music stores)
Drug and proprietary stores.....	591
Liquor stores.....	592 and part of 92 and 93 (liquor stores operated by State and local governments)
Jewelry stores.....	597

Note: In the Standard Industrial Classification Manual, nonstore establishments, such as mail-order houses, merchandise vending machine operators, and direct selling (house-to-house) organizations are all included in the general merchandise group. In the Annual Retail Trade Survey, such establishments are classified with store-type establishments on the basis of the commodities sold. On this basis, mail-order houses (department store merchandise) are included in the general merchandise group, but other nonstore establishments are classified in other kind-of-business groups in the Annual Retail Trade Survey.



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