

23.—Dollar Estimates of Sales and Accounts Receivable, for Selected Trades, 1948-51

(Millions of Dollars)

Kind of Business and Year	Sales during Year				Accounts Receivable at Dec. 31		
	Cash	Instalment	Charge	Total Sales	Instalment	Charge	Total
Department stores.....1948	579.0	92.4	131.7	803.1	39.8	30.1	69.9
.....1949	602.3	107.8	145.4	855.5	49.5	34.2	83.7
.....1950	601.9	112.5	158.0	872.4	53.7	39.9	93.6
.....1951	639.0	77.0	185.7	901.7	26.5	49.2	75.7
Motor-vehicles.....1948	448.3	123.6	262.0	833.9	2.7	49.1	51.8
.....1949	562.6	175.2	292.7	1,030.5	4.6	51.2	55.8
.....1950	867.3	323.6	362.8	1,553.7	5.2	67.2	72.4
.....1951	952.1	426.8	433.0	1,811.9	5.1	65.2	70.3
Men's clothing.....1948	141.8	3.7	20.0	165.5	1.4	6.7	8.1
.....1949	144.3	3.8	24.1	172.2	1.6	7.4	9.0
.....1950	139.8	6.6	25.2	171.6	2.9	8.1	11.0
.....1951	148.5	7.5	26.7	182.7	2.7	8.6	11.3
Family clothing.....1948	126.3	12.1	20.2	158.6	4.8	5.8	10.6
.....1949	122.6	12.6	21.6	156.8	4.7	6.7	11.4
.....1950	123.6	12.7	24.2	160.5	4.4	7.5	11.9
.....1951	132.3	13.4	25.7	171.4	5.4	7.4	12.8
Women's clothing.....1948	140.6	3.3	23.9	167.8	0.8	5.8	6.6
.....1949	152.6	3.3	25.2	181.1	0.6	6.3	6.9
.....1950	136.1	2.5	22.5	161.1	0.7	6.5	7.2
.....1951	149.6	2.6	24.9	177.1	0.9	6.0	6.9
Hardware.....1948	119.0	4.0	60.8	183.8	1.0	13.4	14.4
.....1949	124.1	6.0	63.8	193.9	1.1	16.7	17.8
.....1950	122.7	8.3	67.1	198.1	1.8	17.8	19.6
.....1951	134.3	6.1	69.5	209.9	0.9	18.4	19.3
Furniture.....1948	71.3	56.3	19.9	147.5	20.9	3.7	24.6
.....1949	65.7	60.9	22.3	148.9	25.7	4.5	30.2
.....1950	68.4	67.0	24.2	159.6	34.3	5.9	40.2
.....1951	72.9	56.8	27.5	157.2	19.7	5.4	25.1
Appliance and radio.....1948	47.0	34.4	29.7	111.1	13.3	7.0	20.3
.....1949	52.6	48.3	29.8	130.7	19.9	6.2	26.1
.....1950	57.4	58.7	28.8	144.9	28.4	7.8	36.2
.....1951	56.6	47.4	31.5	135.5	20.6	6.7	27.3
Jewellery.....1948	46.5	12.3	11.8	70.6	5.8	3.3	9.1
.....1949	47.4	14.4	12.5	74.3	6.2	3.3	9.5
.....1950	46.3	16.7	15.9	78.9	6.7	3.7	10.4
.....1951	48.7	13.3	15.5	77.5	4.3	4.0	8.3
Grocery and combination (independent).....1948	643.6	1	226.5	870.1	1	28.7	28.7
.....1949	663.3	1	237.9	901.2	1	30.0	30.0
.....1950	705.4	1	239.9	945.3	1	28.2	28.2
.....1951	782.3	1	266.4	1,048.7	1	31.6	31.6
Country general.....1948	348.4	1	128.9	477.3	1	25.3	25.3
.....1949	341.5	1	137.4	478.9	1	27.3	27.3
.....1950	337.3	1	137.1	474.4	1	31.5	31.5
.....1951	383.5	1	151.8	535.3	1	32.4	32.4
Coal and wood.....1948	93.9	1	85.3	179.2	1	17.9	17.9
.....1949	92.1	1	87.2	179.3	1	20.3	20.3
.....1950	93.4	1	100.9	194.3	1	23.2	23.2
.....1951	96.0	1	102.2	198.2	1	25.7	25.7
Garages and Filling Stations....1948	348.0	1	92.5	440.5	1	20.0	20.0
.....1949	371.5	1	111.5	483.0	1	23.0	23.0
.....1950	383.7	1	114.3	498.0	1	25.4	25.4
.....1951	416.0	1	131.6	547.6	1	29.9	29.9

1 Instalment credit not characteristic of this trade.