



**DULUTH BUSINESS INDICATORS — ORIGINAL DATA**

COMPONENT	ORIGINAL DATA		
	Jan. 1968	Dec. 1967	Jan. 1967
Freight Carloadings (Cars)*	8,912	10,123	11,914
Bank Debits (Dollars in '000's)	235,937	243,537	207,522
Building Permits (Actual \$ Value)	103,865	500,131	643,877
Postal Receipts (Dollars)*	283,678	342,232	201,649
Number of Telephones (Units)*	71,843	71,558	69,442
Electric Power (Com. and Ind. K.W.H. in '000's)	28,270	27,861	25,834
Electric Power (Res. K.W.H. in '000's)	19,085	16,530	16,947
Number of Electric Customers*	33,477	33,468	33,443
Grain Shipments (Bushels in '000's)	15,957	25,700	23,494
Coal Receipts (Short Tons in '000's)	0	10	0
Iron Ore Shipments (Gross Tons in '000's)	0	87	0
Other Lake Cargo (Short Tons)	0	0	0
Duluth Nonagricultural Empl. (Persons)	40,400	41,700	39,500**
Duluth Retail Sales			
State Metal Mining Empl. (Persons)	11,800	12,700	12,200

\* Supplied by Duluth Industrial Bureau.

\*\* Revised

**DULUTH BUSINESS INDICATORS — INDEX NUMBERS**

COMPONENT	INDEX NUMBERS			CHANGE	
	(1957-1959=100)			Jan. '67	Dec. '67
	Jan. 1968	Dec. 1967	Jan. 1967	to Jan. '68	to Jan. '68
Freight Carloadings	78	89	105	- 27	- 11
Bank Debits	147	152	129	+ 18	- 5
Building Permits*	63	100	86	- 23	- 37
Postal Receipts	178	215	127	+ 51	- 37
Number of Telephones	129	129	125	+ 4	0
Electric Power (Commercial & Industrial)	169	167	155	+ 14	+ 2
Electric Power (Residential)	233	202	207	+ 26	+ 31
Number of Electric Customers	100	100	100	0	0
Grain Shipments	65	104	95	- 30	- 39
Coal Receipts	0	3	0	0	- 3
Iron Ore Shipments	0	10	0	0	- 10
Other Lake Cargo	0	0	0	0	0
Duluth Nonagricultural Empl.	97	100	95**	+ 2	- 3
Duluth Retail Sales Index	107	202	97**	+ 10	- 95
State Metal Mining Empl.	74	79	76	- 2	- 5
OVERALL	94	109	95	- 1	- 15

For Monthly Data Back to 1951 and for Sources of Data, see DULUTH BUSINESS INDICATORS 1964, A Publication of the Business and Economics Series of the Social Sciences Research Trust Fund, University of Minnesota, Duluth, 1964.

\* The Building Permits Index is adjusted to reflect the amount of construction occurring during the month.

\*\* Revised

from month-to-month because of the nature of the construction industry and metal mining, all components of the index that have reportable activity in January recorded gains over January 1967.

The early buildup in employment this year appears to be developing as predicted. This is also reflected in the pick-up noted in industrial usage of electric power over last year's figures. Bank debits showed a respectable gain over a year ago. This increase undoubtedly reflects the rise in retail sales to some extent.

**RETAIL SALES:**

The January unadjusted index of the volume of retail sales was 107 compared to 97 for January 1967. This represents a gain of 10% in this period of comparison. The large majority of establishments in the retail sales index recorded varying degrees of improvement last year. The sub-index for general merchandise stores was up 12% over a year ago, while in the apparel shops a 19% gain was noted.

Nationally, total retail sales for January recorded a 6% gain over the previous year.

In comparing the total retail sales index in Duluth for January with this average of the previous three Januarys it was noted that the current month reflected a 14% increase. Assuming that 6% of this 14% gain is due to inflation, the real gain then over the average January in the 1965-1967 period amounts to 8%.

**NATIONAL TRENDS**

The U.S. Index of Industrial Production (1957-59=100) stood at 161.2 in January of 1968. This compares with an index of 158.2 in January of 1967. Nationally, unemployment rates stood at 3.5% of the labor force in January of the present year while the rate was 3.7% in January of 1967.

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