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## '76 retail sales to rise 5 per cent

Retail business turned up sharply in the third quarter of 1975, said retailer Stanley J. Winkelman, and the outlook for 1976 is a five per cent increase.

Nevertheless, the president of Winkelman's women's apparel stores was sharply critical of federal policies permitting an eight per cent unemployment level. He told the Economic Club of Detroit:

"It is no wonder the business community is criticized for lack of sensitivity to human needs for permitting so many millions of people to be 'unplugged from society,' as Norman Cousins put it."

IF TAXES are cut and if costs of fuel and food don't rise sharply, Winkelman said retail business could look forward to:

"Continued but possibly uneven economic recovery through the end of 1976."

"Relatively strong growth in industrial production as the economy recovers from the recent inventory liquidation process."

"Continued growth in employment" with wages up 2 1/2 per cent next year compared to a two per cent drop this year.

"Growth of total after-tax consumer

income of 10 per cent." Subtracting an inflation of six or seven per cent, real consumer disposable income should rise three per cent.

"Third quarter sales and profit figures for department stores and mail order chains, including Dayton's, Kaufmann and Kmart, are showing sharp improvements," Winkelman said, adding:

"At Winkelman's we have noted a gradual improvement in sales levels beginning in August, and we expect it to continue."

A SHIFT in consumer spending toward services is continuing, Winkelman said.

"The percentage of disposable income going into services continues to rise from 37.3 per cent in 1973 to 37.7 this year and is projected at 38 per cent next year."

"Real" gains—with inflation subtracted—should amount in 1976 to five per cent in total retail sales, four per cent in non-automotive sales, three per cent in food, six per cent in general merchandise, apparel and furniture, with a "firming" in hard goods.

Winkelman said much depends on consumer confidence, which in turn will be affected by what happens to taxes and prices.

## Dr. Porter to head national group

State Superintendent of Public Instruction John W. Porter has been elected president-elect of the Council of Chief State School Officers, an organization which includes the chief school officers of the 50 states and six territories.

The council, which names its president a year before the beginning of his or her term of office, took the action during its annual meeting in Atlanta, Ga., last week. Dr. Porter resigned his seat on the council's board of directors to become president-elect.

THE COUNCIL wound up its meeting by adopting more than 40 policies dealing with a wide range of education topics.

The council adopted a policy emphasizing equality of opportunity, called for ratification of the constitutional amendment on equal rights for women by all states, and endorsed state and federal efforts toward educa-

tion of the handicapped and the desegregation of schools.

THE COUNCIL also:

• Urged reform of state school financial aid formulas to help equalize resources for less affluent districts.

• Stated a new commitment of state resources to assist education in urban areas.

• Urged additional federal assistance to general federal aid, and requested federal revenue sharing be modified to allow funding of local schools.

• Urged priority for schools in allocations of energy resources during the coming winter.

• Supported early childhood education for the very young and stressed schooling in basic reading and arithmetic skills.



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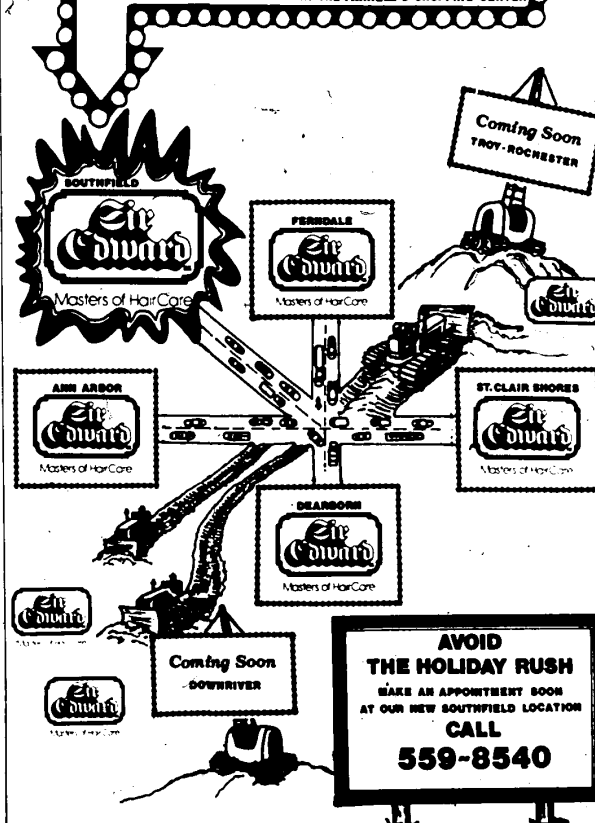
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