The KSA Perspective

Published by Kurt Salmon Associates June 1992

Textile profile for 1991

After a poor first half, some signs of recovery.

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Apparel & Footwear Profiles for 1991

Largest 5 firms accounted for all sales and profit gains while rest of industry staggered in a down year

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Retail profile for fiscal 1991

Better-than-expected results in a recession.
Discounters, hard lines specialists take lion's share of a small gain.

On the whole, publicly owned retailers emerged from 1991 in better shape than expected. Given the depth and persistence of the recession, a 2.4% drop in real consumer spending on apparel and footwear,

Large, Fast Changes.

For several reasons, consumers are spending more with a smaller number of successful, mostly large, retailers, and less in more traditional, somewhat tired, and definitely