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DEPARTMENT OF COMMERCE
Bureau of Foreign and Domestic Commerce
WASHINGTON

(In Cooperation with National Association of Credit Men)

WHOLESALESALE'S SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE
MARCH 1936

Value of wholesale trade increased 12 percent in March 1936 from March 1935, according to reports submitted by 1,045 wholesalers in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce, Department of Commerce. In comparison with the preceding month of February, total net sales in March this year, without adjustment for seasonal influences, increased about 15 percent.

This is a new study, figures for which were collected for the first time by this Bureau in January 1936. Although the number of reporting firms has increased since January, the number is still under what is regarded as an adequate sample, particularly when the sample is broken down for various lines of trade. The figures are released at this time because of a widespread interest in them and because it is believed that in a short time the sample will be built up until it is thoroughly representative.

Each of the 19 trade groups shown registered increases in total net sales for March this year over the same month last year, the increases ranging from 3.5 percent for the meats and meat products group to 49.5 percent for the lumber and building material group. In comparison with February 1936, all of the groups likewise showed an increase with the exception of farm products (consumer goods), which group had a decrease of 11.6 percent.

Total sales of the lumber and building material, machinery, equipment and supplies, and electrical goods groups showed exceptional gains from a year ago, the percentages of increase being approximately 50 percent, 38 percent, and 36 percent, respectively. Without adjustment for seasonal variations, hardware, shoes, plumbing and heating equipment, and electrical goods registered marked increases from February to March 1936.

Results are presented separately by certain geographical regions for a few of the wholesale trade groups where a sufficient number of reports were received. On this basis, increases in March 1936 sales from a year ago were noted for all groups and in all sections of the country, both electrical goods and hardware registering marked gains in the East North Central and West Central States.

A total of 534 wholesalers submitted percentages of collections during given months to accounts receivable at the beginning of the months. The median percentage figure for all firms was higher in March this year than in either the preceding month of February or March a year ago. The collection figures were 66.8 percent for March 1936 and 64.3 percent for both February 1936 and March 1935. In reflecting the average experience of the reporting establishments it was felt that the median percentage was the most suitable average to employ. This method gives equal weight to all firms regardless of the volume of business done and the figure is obtained by arraying the individual collection percentages in order of magnitude and selecting the middle item.

Twelve of the 19 wholesale groups reporting averaged a higher collection percentage for March 1936 than for March 1935. The greatest relative increase was registered by the machinery, equipment and supplies group, the collection figures being 72.5 percent for March this year as compared with 63.6 for the same month last year.

The highest collection percentages were shown by the meats and meat products group, the median collection figures being 101.7 percent for March and 101 percent for February this year, and 103 percent for March last year. These high percentages indicate that the terms of sale prevailing in this trade are, in general, 30 days or less. Where this condition exists, the collection percentages calculated by the method followed in the study exceed 100, which figure indicates that, on the average, accounts receivable are paid in thirty days.

Detailed figures are presented in the following tables and chart:

WHOLESALESAERS' SALES, AND COLLECTIONS ON ACCOUNTS RECEIVABLE
MARCH, 1936

Kind of business	Number of firms reporting sales	Sales Reported					Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars		Mar. 1936 percent		Median percentages		Mar. 1936:Mar. 1935:Feb. 1936		
		March 1936	March 1935	February 1936	March 1935			February 1936	Mar. 1936	Mar. 1935
Automotive products.....	49	2,028	1,789	1,762	+13.4	+15.1	34	59.2	56.5	55.9
Chemicals**.....	—	—	—	—	—	—	—	—	—	—
Clothing and furnishings, except shoes.....	19	1,976	1,739	1,625	+13.6	+21.6	8	48.5	44.5	46.0
Shoes and other footwear.....	39	14,085	13,375	10,888	+ 5.3	+29.4	17	44.0	42.0	33.6
Coal**.....	—	—	—	—	—	—	—	—	—	—
Drugs and drug sundries.....	81	10,989	9,617	10,294	+14.3	+ 6.8	29	66.2	65.0	66.4
Dry goods.....	82	12,247	11,020	10,356	+11.1	+18.3	33	44.5	42.2	41.8
Electrical goods.....	87	6,877	5,048	5,380	+36.2	+27.8	27	83.1	79.3	74.7
Farm products(consumer goods).....	27	2,764	2,437	3,125	+13.4	-11.6	26	96.7	95.5	91.2
Furniture and house furnishings.....	31	1,759	1,557	1,458	+13.0	+20.6	13	44.0	44.0	37.5
Groceries and foods, except farm products.....	238	29,710	28,147	27,637	+ 5.6	+ 7.5	97	93.6	89.0	85.0
Meats and meat products.....	19	8,570	8,279	8,428	+ 3.5	+ 1.7	18	101.7	103.0	101.0
Hardware.....	113	13,595	11,219	10,288	+21.2	+32.1	40	50.4	50.0	47.3
Jewelry and optical goods.....	16	482	387	400	+24.5	+20.5	—	—	—	—
Lumber and building material.....	16	867	580	728	+49.5	+19.1	16	54.5	52.5	51.5
Machinery, equipment and supplies, except electrical.....	42	2,958	2,141	2,418	+38.2	+22.3	28	72.5	63.6	71.3
Metals**.....	—	—	—	—	—	—	—	—	—	—
Paper and its products.....	80	4,472	4,271	4,005	+ 4.7	+11.7	40	67.9	68.5	67.0
Petroleum and its products.....	9	1,528	1,385	1,388	+10.3	+10.1	9	71.0	73.0	64.6
Plumbing and heating equipment and supplies.....	42	1,889	1,389	1,489	+36.0	+26.9	41	61.0	58.0	56.7
Tobacco and its products.....	13	1,440	1,306	1,338	+10.3	+ 7.6	13	98.0	101.2	101.0
Miscellaneous, total.....	42	3,030	2,545	2,781	+19.1	+ 9.0	45	70.5	61.6	60.3
Leather and leather goods**.....	—	—	—	—	—	—	—	—	—	—
Beer, wines and spirituous liquors**.....	—	—	—	—	—	—	—	—	—	—
Total.....	1045	121,266	108,231	105,758	+12.0	+14.6	534	66.8	64.3	64.3

*These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business is principally due to variations in terms of sales.

**Insufficient number of reports at present to show results separately; figures now included with Miscellaneous.

WHOLESALESALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE, BY GEOGRAPHICAL REGIONS
MARCH, 1936

(Results shown only separately for those trades having a sufficient number of reports for one or more regions*.)

Kind of business and region	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars		Mar. 1936 percent-		age change from:			Median percentages		
		March 1936	March 1935	February 1936	March 1935	February 1936	March 1936		Mar. 1935	Feb. 1936	
Automotive products, total.....	49	2,028	1,789	1,762	+13.4	+15.1	34	59.2	56.5	55.9	
East North Central.....	12	574	483	533	+18.8	+ 7.7	10	50.3	50.0	48.8	
Mountain and Pacific.....	16	478	404	420	+18.3	+13.8	--	--	--	--	
Shoes and other footwear, total.....	39	14,085	13,375	10,888	+ 5.3	+29.4	17	44.0	42.0	33.6	
Middle Atlantic.....	11	2,044	1,784	1,215	+14.6	+68.2	--	--	--	--	
West Central.....	8	9,409	9,181	7,399	+ 2.5	+27.2	--	--	--	--	
Southeastern.....	9	1,673	1,586	1,276	+ 5.5	+31.1	7	46.0	44.9	30.7	
Drugs and drug sundries, total.....	81	10,989	9,617	10,294	+14.3	+ 6.8	29	66.2	65.2	66.4	
East North Central.....	21	2,021	1,781	1,825	+13.5	+10.7	12	87.2	87.8	89.5	
West Central.....	27	3,678	3,027	3,415	+21.5	+ 7.7	--	--	--	--	
Southeastern.....	14	1,279	1,129	1,189	+13.3	+ 7.6	--	--	--	--	
Mountain and Pacific.....	15	3,245	3,013	3,163	+ 7.7	+ 2.6	--	--	--	--	
Dry goods, total.....	82	12,247	11,020	10,356	+11.1	+18.3	33	44.5	42.2	41.8	
Middle Atlantic.....	17	2,220	2,055	1,942	+ 8.0	+14.3	--	--	--	--	
East North Central.....	11	1,200	1,133	954	+ 5.9	+25.8	9	43.9	42.8	43.9	
West Central.....	18	5,865	5,241	5,192	+11.9	+13.0	--	--	--	--	
Southeastern.....	17	1,943	1,649	1,469	+17.8	+32.3	12	39.4	40.2	36.5	
Mountain and Pacific.....	18	998	924	781	+ 8.0	+27.8	--	--	--	--	
Electrical goods, total.....	87	6,877	5,048	5,380	+36.2	+27.8	27	83.1	79.3	74.7	
East North Central.....	41	2,540	1,915	1,972	+32.6	+28.8	--	--	--	--	
West Central.....	11	865	702	630	+23.2	+37.3	--	--	--	--	
Mountain and Pacific.....	19	2,467	1,605	1,977	+53.7	+24.8	--	--	--	--	
Groceries and foods, total.....	238	29,710	28,147	27,637	+ 5.6	+ 7.5	97	93.6	89.0	85.0	
Middle Atlantic.....	44	7,714	7,097	7,262	+ 8.7	+ 6.2	16	92.3	83.0	93.9	
East North Central.....	59	7,006	6,954	6,893	+ 0.7	+ 1.6	33	94.0	88.0	84.0	
West Central.....	60	6,684	6,485	6,083	+ 3.1	+ 9.9	12	96.0	90.5	90.5	
Southeastern.....	32	2,105	1,960	1,909	+ 7.4	+10.3	17	94.2	92.0	81.8	
Mountain and Pacific.....	38	5,901	5,350	5,205	+10.3	+13.4	14	92.5	96.2	88.8	
Hardware, total.....	113	13,595	11,219	10,299	+21.2	+32.1	40	50.4	50.0	47.3	
Middle Atlantic.....	12	622	546	495	+13.9	+25.7	--	--	--	--	
East North Central.....	28	3,281	2,680	2,262	+22.4	+45.0	16	52.1	53.0	48.8	
West Central.....	32	3,535	3,000	2,557	+17.8	+38.2	--	--	--	--	
Southeastern.....	15	1,798	1,374	1,195	+30.9	+50.5	9	49.8	50.0	39.8	
Mountain and Pacific.....	23	4,119	3,417	3,613	+20.5	+14.0	--	--	--	--	
Paper and its products, total.....	80	4,472	4,271	4,005	+ 4.7	+11.7	40	67.9	68.5	67.0	
Middle Atlantic.....	17	929	876	787	+ 6.1	+18.0	--	--	--	--	
East North Central.....	14	905	860	824	+ 5.2	+ 9.8	13	77.0	69.0	73.0	
Mountain and Pacific.....	30	1,847	1,775	1,691	+ 4.1	+ 9.2	--	--	--	--	
Plumbing and heating equipment and supplies, total.....	42	1,889	1,389	1,489	+36.0	+26.9	41	61.0	58.0	56.7	
Middle Atlantic.....	10	329	264	280	+24.6	+17.5	10	43.3	41.8	44.5	
Mountain and Pacific.....	11	640	434	524	+47.5	+22.1	10	70.2	72.8	62.2	

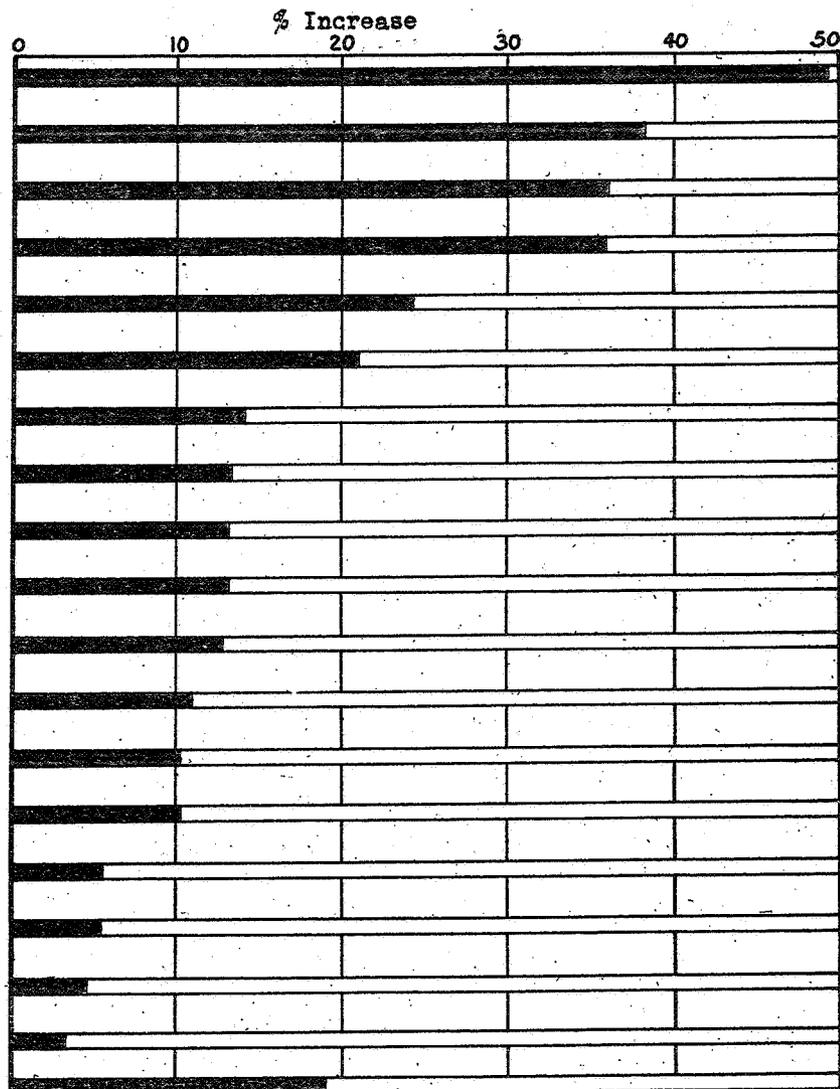
*States comprising regions: New England(Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut).
Middle Atlantic(New York, New Jersey, and Pennsylvania).
Southeastern(Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi).
East North Central(Ohio, Indiana, Illinois, Michigan, and Wisconsin).
West Central(Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas).
Mountain and Pacific(Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California).

TOTAL SALES OF WHOLESALERS
MARCH 1936

MARCH 1936 COMPARED WITH MARCH 1935

KIND OF BUSINESS

LUMBER AND BUILDING MATERIAL	+	49.5
MACHINERY EQUIPMENT AND SUPPLIES	+	38.2
ELECTRICAL GOODS	+	36.2
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	+	36.0
JEWELRY	+	24.5
HARDWARE	+	21.2
DRUGS AND DRUG SUNDRIES	+	14.3
CLOTHING AND FURNISHINGS, EXCEPT SHOES	+	13.6
AUTOMOTIVE PRODUCTS	+	13.4
FARM PRODUCTS (CONSUMER GOODS)	+	13.4
FURNITURE AND HOUSE FURNISHINGS	+	13.0
DRY GOODS	+	11.1
PETROLEUM AND ITS PRODUCTS	+	10.3
TOBACCO AND ITS PRODUCTS	+	10.3
GROCERIES AND FOODS	+	5.6
SHOES AND OTHER FOOTWEAR	+	5.3
PAPER AND ITS PRODUCTS	+	4.7
MEATS AND MEAT PRODUCTS	+	3.5
MISCELLANEOUS	+	19.1



SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 19 KINDS OF BUSINESS
APRIL 1936

Kind of business	Number of firms reporting sales	Sales reported					Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars						Median percentages		
		April 1936	April 1935	March 1936	April 1935	March 1936		April 1936	April 1935	Mar. 1936
Automotive supplies	41	1,627	1,467	1,539	+10.9	+ 5.7	33	65.2	59.0	60.3
Chemicals**.....	—	—	—	—	—	—	—	—	—	—
Clothing and furnishings, except shoes.....	22	2,492	2,187	3,703	+13.9	-32.7	12	53.5	51.0	52.0
Shoes and other footwear.....	43	11,606	13,639	13,774	-14.9	-15.7	17	47.0	44.0	42.0
Coal**.....	—	—	—	—	—	—	—	—	—	—
Drugs and drug sundries.....	92	13,862	12,407	14,326	+11.7	- 3.2	33	64.5	65.0	70.2
Dry goods.....	95	12,500	11,556	13,639	+ 8.2	- 8.4	34	44.8	44.6	45.1
Electrical goods.....	65	5,862	4,920	5,708	+19.1	+ 2.7	26	87.9	84.0	90.0
Farm products (consumer goods).....	29	3,877	3,846	4,040	+ 0.8	- 4.0	29	92.0	95.0	95.0
Furniture and house furnishings.....	39	2,211	1,986	2,063	+11.3	+ 7.2	16	49.5	47.0	47.5
Groceries and foods, except farm products...	241	28,746	29,059	28,912	- 1.1	- 0.6	94	93.0	90.0	92.3
Meats and meat products.....	20	7,213	6,867	6,935	+ 5.0	+ 4.0	18	131.3	118.5	134.2
Hardware.....	136	16,123	13,855	15,548	+16.4	+ 3.7	38	52.9	53.3	48.9
Jewelry and optical goods.....	16	453	384	438	+18.0	+ 3.4	4	—	—	—
Lumber and building material.....	12	819	578	722	+41.7	+13.4	12	71.2	62.2	64.4
Machinery, equipment and supplies, except electrical.....	37	1,992	1,559	2,214	+27.8	-10.0	26	67.3	63.0	67.1
Metals**.....	—	—	—	—	—	—	—	—	—	—
Paper and its products.....	85	6,080	5,361	5,980	+13.4	+ 1.7	40	73.1	73.6	70.2
Petroleum and its products.....	9	1,808	1,460	1,459	+23.8	+23.9	8	77.0	77.1	72.9
Plumbing and heating equipment and supplies.	34	1,896	1,334	1,561	+42.1	+21.5	33	57.5	58.3	59.5
Tobacco and its products.....	15	1,695	1,569	1,614	+ 8.0	+ 5.0	15	101.0	103.0	101.0
Miscellaneous, total.....	44	3,907	3,521	3,670	+11.0	+ 6.5	43	69.0	68.4	70.0
Leather and leather goods**.....	—	—	—	—	—	—	—	—	—	—
Beer, wines and spirituous liquors**.....	—	—	—	—	—	—	—	—	—	—
Total.....	1,075	124,769	117,555	127,845	+ 6.1	- 2.4	531	71.0	68.4	69.0

*These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

**Insufficient number of reports at present to show results separately; figures now included with Miscellaneous.

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 9 KINDS OF BUSINESS, BY GEOGRAPHICAL REGIONS
APRIL 1936

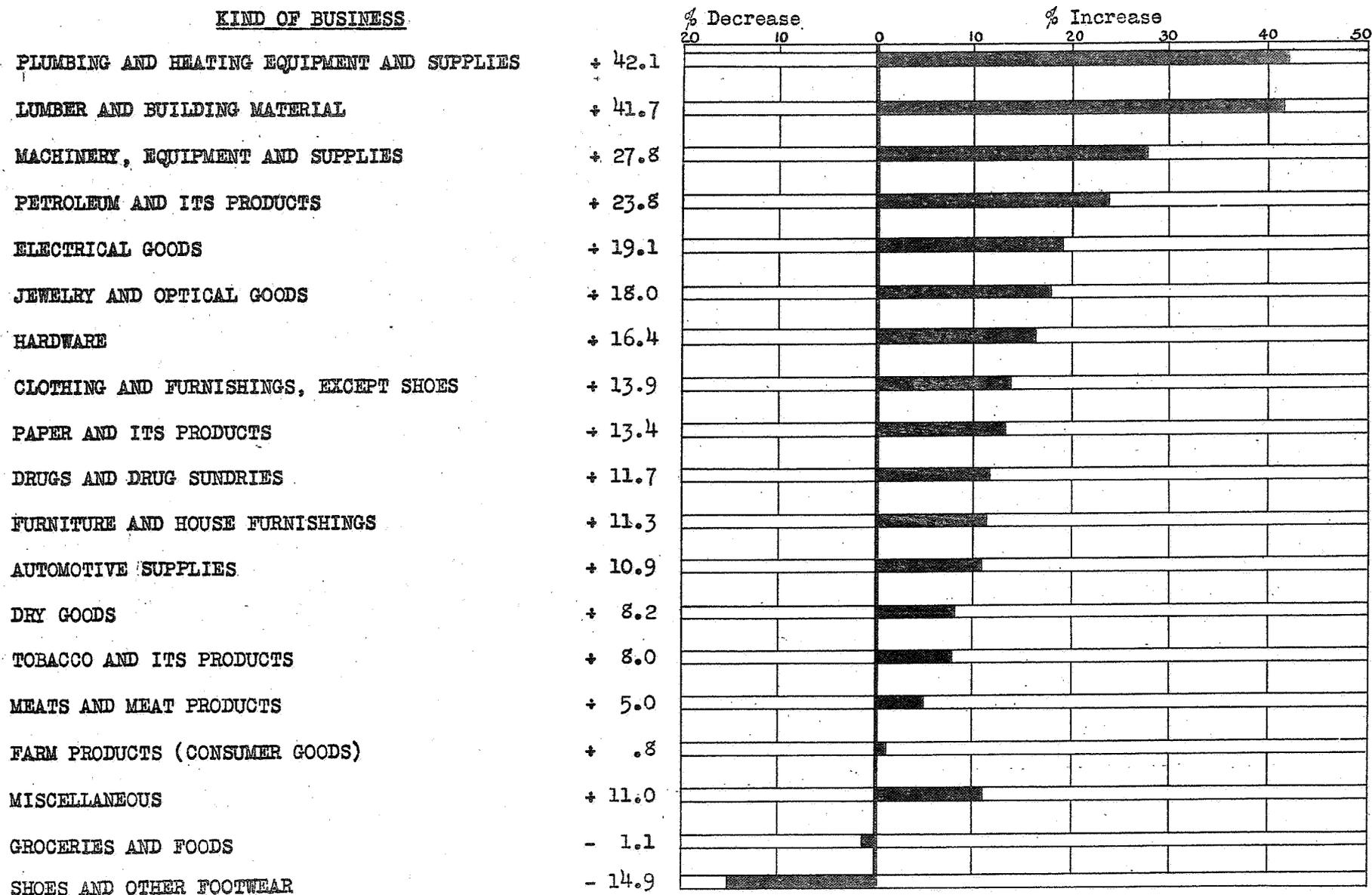
(Results shown only for those trades having a sufficient number of reports for one or more regions*.)

Kind of business and region	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars							Median percentages		
		April 1936	April 1935	March 1936	April 1935	March 1936	April 1936		April 1935	Mar. 1936	
Automotive supplies, total.....	41	1,627	1,467	1,539	+10.9	+ 5.7	33	65.2	59.0	60.3	
East North Central.....	12	347	323	325	+ 7.4	+ 6.8	12	64.9	63.5	64.2	
Mountain and Pacific.....	11	283	238	255	+18.9	+11.0	—	—	—	—	
Shoes and other footwear, total...	43	11,606	13,639	13,774	-14.9	-15.7	17	47.0	44.0	42.0	
Middle Atlantic.....	13	1,737	1,878	2,098	- 7.5	-17.2	—	—	—	—	
West Central.....	10	8,159	9,930	9,587	-17.8	-14.9	—	—	—	—	
Southeastern.....	10	1,328	1,408	1,713	- 5.7	-22.5	—	—	—	—	
Drugs and drug sundries, total....	92	13,862	12,407	14,326	+11.7	- 3.2	33	64.5	65.0	70.2	
East North Central.....	20	1,828	1,701	1,945	+ 7.5	- 6.0	—	—	—	—	
West Central.....	28	4,728	3,971	4,734	+19.1	- 0.1	—	—	—	—	
Southeastern.....	19	1,528	1,407	1,721	+ 8.6	-11.2	—	—	—	—	
Mountain and Pacific.....	16	4,457	4,106	4,513	+ 8.5	- 1.2	—	—	—	—	
Dry goods, total.....	95	12,500	11,556	13,639	+ 8.2	- 8.4	34	44.8	44.6	45.1	
Middle Atlantic.....	19	2,685	2,224	2,712	+20.7	- 1.0	—	—	—	—	
East North Central.....	10	1,139	1,092	1,192	+ 4.3	- 4.4	9	43.6	44.6	44.0	
West Central.....	22	5,370	5,130	6,188	+ 4.7	-13.2	—	—	—	—	
Southeastern.....	26	2,336	2,177	2,620	+ 7.3	-10.8	11	43.1	40.4	44.5	
Mountain and Pacific.....	17	951	914	906	+ 4.0	+ 5.0	—	—	—	—	
Electrical goods, total.....	65	5,862	4,920	5,708	+19.1	+ 2.7	26	87.9	84.0	90.0	
Middle Atlantic.....	11	805	705	726	+14.2	+10.9	—	—	—	—	
East North Central.....	20	1,084	924	1,060	+17.3	+ 2.3	—	—	—	—	
West Central.....	10	775	696	778	+11.4	- 0.4	—	—	—	—	
Mountain and Pacific.....	16	2,119	1,551	2,162	+36.6	- 2.0	—	—	—	—	
Groceries and foods, total.....	241	28,746	29,059	28,912	- 1.1	- 0.6	94	93.0	90.0	92.3	
Middle Atlantic.....	47	6,682	6,784	7,129	- 1.5	- 6.3	17	97.0	89.0	91.5	
East North Central.....	55	6,660	7,263	6,426	- 8.3	+ 3.6	29	93.0	86.0	94.0	
West Central.....	54	6,742	6,733	6,614	+ 0.1	+ 1.9	13	91.0	100.1	94.0	
Southeastern.....	46	2,908	2,740	2,880	+ 6.1	+ 1.0	19	90.0	93.5	94.0	
Mountain and Pacific.....	34	5,428	5,212	5,542	+ 4.1	- 2.1	9	105.0	99.0	103.0	
Hardware, total.....	136	16,123	13,855	15,548	+16.4	+ 3.7	38	52.9	53.3	48.9	
Middle Atlantic.....	26	1,570	1,406	1,268	+11.7	+23.8	—	—	—	—	
East North Central.....	24	3,186	2,791	2,960	+14.2	+ 7.6	11	48.9	51.0	46.2	
West Central.....	33	4,081	3,593	4,148	+13.6	- 1.6	—	—	—	—	
Southeastern.....	32	2,883	2,579	3,202	+11.8	-10.0	12	45.1	43.4	48.5	
Mountain and Pacific.....	20	4,261	3,358	3,852	+26.9	+10.6	—	—	—	—	
Paper and its products, total.....	85	6,080	5,361	5,980	+13.4	+ 1.7	40	73.1	73.6	70.2	
Middle Atlantic.....	21	1,286	1,201	1,278	+ 7.1	+ 0.6	—	—	—	—	
East North Central.....	14	2,203	1,957	2,108	+12.6	+ 4.5	12	70.9	72.8	72.0	
West Central.....	11	426	377	419	+13.0	+ 1.7	9	77.0	75.4	72.7	
Southeastern.....	10	401	363	392	+10.5	+ 2.3	—	—	—	—	
Mountain and Pacific.....	27	1,643	1,355	1,673	+21.3	- 1.8	—	—	—	—	
Plumbing and heating equipment and supplies, total.....	34	1,896	1,334	1,561	+42.1	+21.5	33	57.5	58.3	59.5	
Middle Atlantic.....	10	385	309	329	+24.6	+17.0	10	47.5	41.8	40.2	
Mountain and Pacific.....	9	711	483	567	+47.2	+25.4	—	—	—	—	

*States comprising regions: New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut).
Middle Atlantic (New York, New Jersey, and Pennsylvania).
Southeastern (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi).
East North Central (Ohio, Indiana, Illinois, Michigan, and Wisconsin).
West Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas).
Mountain and Pacific (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California).

PERCENTAGE OF CHANGE IN SALES OF 1075 WHOLESALERS IN 19 KINDS OF BUSINESS

APRIL 1936 COMPARED WITH APRIL 1935



SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 19 KINDS OF BUSINESS
MAY 1936

Kind of business	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars							Median percentages		
		May 1936	May 1935	April 1936	May 1935	April 1936	May 1936		May 1935	April 1936	
Automotive supplies.....	72	2,621	2,207	2,438	+18.8	+ 7.5	39	61.8	60.1	64.0	
Chemicals.....	8	286	266	271	+ 7.5	+ 5.5	8	64.2	63.9	62.4	
Clothing and furnishings, except shoes.....	23	1,491	1,617	2,143	- 7.8	-30.4	11	57.0	62.1	54.0	
Shoes and other footwear.....	46	13,576	19,233	12,199	-29.4	+11.3	17	47.0	49.0	44.0	
Coal**.....	--	--	--	--	--	--	--	--	--	--	
Drugs and drug sundries.....	99	12,924	12,188	13,589	+ 6.0	- 4.9	32	78.2	73.7	73.9	
Dry goods.....	100	14,347	13,054	14,800	+ 9.9	- 3.1	36	43.3	44.9	44.2	
Electrical goods.....	104	10,152	7,847	9,261	+29.4	+ 9.6	29	87.0	74.8	83.4	
Farm products(consumer goods).....	27	3,265	3,169	3,331	+ 3.0	- 2.0	26	90.8	91.4	93.9	
Furniture and house furnishings.....	36	2,707	2,304	2,587	+17.5	+ 4.6	14	52.6	47.2	49.5	
Groceries and foods, except farm products...	276	33,193	33,986	33,921	- 2.3	- 2.1	104	90.0	90.0	93.0	
Meats and meat products.....	21	8,496	8,261	9,485	+ 2.8	-10.4	18	116.6	129.8	115.6	
Hardware.....	150	18,464	15,615	17,467	+18.2	+ 5.7	45	56.0	52.2	52.1	
Jewelry and optical goods.....	17	479	397	533	+20.7	-10.1	--	--	--	--	
Lumber and building material.....	14	1,024	772	940	+32.6	+ 8.9	14	56.2	62.6	61.3	
Machinery, equipment and supplies, except electrical.....	41	2,199	1,885	2,189	+16.7	+ 0.5	27	67.0	68.8	68.0	
Metals**.....	--	--	--	--	--	--	--	--	--	--	
Paper and its products.....	88	5,070	4,672	5,259	+ 8.5	- 3.6	41	67.5	72.0	75.0	
Petroleum and its products**.....	--	--	--	--	--	--	--	--	--	--	
Plumbing and heating equipment and supplies.	38	2,276	1,669	2,219	+36.4	+ 2.6	36	62.7	65.6	60.8	
Tobacco and its products.....	15	1,606	1,577	1,603	+ 1.8	+ 0.2	15	104.0	112.0	103.0	
Miscellaneous, total.....	48	5,293	4,763	5,920	+10.5	-11.1	49	69.0	67.0	68.3	
Leather and leather goods**.....	--	--	--	--	--	--	--	--	--	--	
Beer, wines and spirituous liquors**.....	--	--	--	--	--	--	--	--	--	--	
Total.....	1,223	139,439	135,482	140,155	+ 2.9	- 0.5	561	69.0	68.9	69.0	

*These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

**Insufficient number of reports at present to show results separately; figures now included with Miscellaneous.

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 9 KINDS OF BUSINESS, BY GEOGRAPHICAL REGIONS
MAY 1936

(Results shown only for those trades having a sufficient number of reports for one or more regions*.)

Kind of business and region	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars							Median percentages		
		May 1936		May 1935		April 1936			May 1935		April 1936
		1936	1935	1936	1935	1936	1935		1936	1935	1936
Automotive supplies, total.....	72	2,621	2,207	2,438	+18.8	+7.5	39	61.8	60.1	64.0	
East North Central.....	17	743	604	659	+23.0	+12.7	16	61.1	60.8	59.9	
Mountain and Pacific.....	37	852	762	868	+11.8	-1.8	—	—	—	—	
Shoes and other footwear, total.....	46	13,576	19,233	12,199	-29.4	+11.3	17	47.0	49.0	44.0	
Middle Atlantic.....	14	1,796	1,693	1,737	+6.1	+3.4	—	—	—	—	
West Central States.....	10	9,612	15,739	8,159	-38.9	+17.8	—	—	—	—	
Southeastern.....	10	1,233	1,042	1,327	+18.3	-7.1	—	—	—	—	
Drugs and drug sundries, total.....	99	12,924	12,188	13,589	+6.0	-4.9	32	78.2	73.7	73.9	
East North Central.....	23	1,988	1,891	2,067	+5.1	-3.8	14	88.3	81.1	86.6	
West Central.....	31	4,626	4,186	4,811	+10.5	-3.8	—	—	—	—	
Southeastern.....	21	1,589	1,517	1,612	+4.7	-1.4	—	—	—	—	
Mountain and Pacific.....	15	3,447	3,390	3,778	+1.7	-8.8	—	—	—	—	
Dry goods, total.....	100	14,347	13,054	14,800	+9.9	-3.1	36	43.3	44.9	44.2	
Middle Atlantic.....	22	2,682	2,319	2,817	+15.7	-4.8	—	—	—	—	
East North Central.....	11	1,279	1,112	1,165	+15.0	+9.8	10	44.9	49.7	45.4	
West Central.....	21	5,167	4,912	5,225	+5.2	-1.1	—	—	—	—	
Southeastern.....	26	2,423	2,139	2,482	+13.3	-2.4	12	41.9	40.8	43.4	
Mountain and Pacific.....	18	934	934	982	+1.9	-3.1	—	—	—	—	
Electrical goods, total.....	104	10,152	7,847	9,261	+29.4	+9.6	29	87.0	74.8	83.4	
Middle Atlantic.....	10	832	728	719	+14.3	+15.7	—	—	—	—	
East North Central.....	50	3,789	2,727	3,360	+38.9	+12.8	—	—	—	—	
West Central.....	13	1,251	928	1,113	+34.8	+12.4	—	—	—	—	
Southeastern.....	9	1,368	1,125	1,091	+21.6	+25.4	—	—	—	—	
Mountain and Pacific.....	21	2,589	1,989	2,674	+30.2	-3.2	—	—	—	—	
Groceries and foods, total.....	276	33,193	33,986	33,921	-2.3	-2.1	104	90.0	90.0	93.0	
Middle Atlantic.....	55	7,867	8,058	7,828	-2.4	+0.5	18	84.6	79.2	94.7	
East North Central.....	61	7,362	7,710	7,572	-4.5	-2.8	32	90.4	97.9	91.9	
West Central.....	61	7,343	7,800	7,690	-5.9	-4.5	15	90.0	105.3	96.0	
Southeastern.....	48	2,844	2,859	2,947	-0.5	-3.5	20	88.5	83.8	88.8	
Mountain and Pacific.....	47	7,445	7,225	7,559	+3.0	-1.5	13	98.2	97.0	100.0	
Hardware, total.....	150	18,464	15,615	17,467	+18.2	+5.7	45	56.0	52.2	52.1	
Middle Atlantic.....	26	1,907	1,636	1,761	+16.6	+8.3	—	—	—	—	
East North Central.....	22	3,348	2,856	3,080	+17.2	+8.7	11	57.4	58.1	50.6	
West Central.....	40	5,063	4,264	4,658	+18.7	+8.7	9	56.0	61.2	59.2	
Southeastern.....	35	3,343	2,907	3,063	+15.0	+9.1	16	49.0	48.5	48.1	
Mountain and Pacific.....	25	4,618	3,787	4,742	+21.9	-2.6	—	—	—	—	
Paper and its products, total.....	88	5,070	4,672	5,259	+8.5	-3.6	41	67.5	72.0	75.0	
Middle Atlantic.....	21	1,242	1,150	1,314	+8.0	-5.5	—	—	—	—	
East North Central.....	17	1,233	1,167	1,367	+10.8	-5.4	15	68.5	71.0	75.0	
West Central.....	10	401	377	372	+12.3	+7.8	—	—	—	—	
Southeastern.....	9	378	366	383	+3.3	-1.3	—	—	—	—	
Mountain and Pacific.....	29	1,631	1,519	1,702	+7.4	-4.2	—	—	—	—	
Plumbing and heating equipment and supplies, total.....	38	2,276	1,669	2,219	+36.4	+2.6	36	62.7	65.6	60.8	
Middle Atlantic.....	9	389	311	389	+25.1	0.0	9	55.5	47.7	56.0	
Mountain and Pacific.....	10	713	541	779	+31.8	-8.4	9	65.0	69.0	75.9	

*States comprising regions: New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut)
Middle Atlantic (New York, New Jersey, and Pennsylvania)
Southeastern (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi)
East North Central (Ohio, Indiana, Illinois, Michigan, and Wisconsin)
West Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas)
Mountain and Pacific (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California)

For Release Not Earlier
than July 30, 1936

DEPARTMENT OF COMMERCE
Bureau of Foreign and Domestic Commerce
WASHINGTON

(In Cooperation with National Association of Credit Men)

WHOLESALESAERS' SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE
JUNE 1936

Value of wholesale trade increased noticeably in June 1936 from June 1935 and collections on accounts receivable were made at a higher rate over this period according to reports of wholesalers in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Total net sales of 1,090 reporting wholesalers increased about 19 percent in June 1936 from June 1935. Without adjustment for seasonal influences, June 1936 sales registered an increase of approximately 2 percent from May of this year.

This is a new study, figures for which were collected for the first time by this Bureau in January 1936. Although the number of reporting firms has materially increased since January, the number is still under what is regarded as an adequate sample for certain lines of trade. The figures are released at this time because of a widespread interest in them and in a short time the sample will be build up until it is thoroughly representative.

All of the wholesale trade groups shown in this report with the exception of the clothing and furnishings group had increased sales in June this year over the same month last year with building lines showing the most favorable improvement and consumption goods the least favorable improvement. The increases ranged from less than 1 percent for tobacco and its products to over 60 percent for plumbing and heating equipment and supplies. In comparison with May 1936, 10 of the groups showed increases and 9 decreases.

Results presented separately by certain geographical regions indicate that sales in June as compared with June a year ago increased in all sections of the country for the wholesale trade groups shown. Increases greatly in excess of the average for certain trades were shown in a number of regions, particularly in the Mountain and Pacific States.

Percentages of collections on accounts receivable submitted by 501 wholesalers were higher in June this year than in May this year and June a year ago. In June 1936, 72 percent of accounts receivable were collected as compared with 68.3 percent for June a year ago and 70.7 percent for May 1936. In reflecting the average experience of the reporting establishments the median percentage has been selected as the most suitable average. This method gives equal weight to all firms regardless of the volume of business done and the figure is obtained by arranging the individual collection percentages in order of size and selecting the middle item. This procedure tends to minimize fluctuations.

Fifteen of the 18 wholesale groups reporting showed a higher average collection percentage for June 1936 than for June 1935. The greatest relative increases in collections from a year ago were registered by electrical goods, clothing and furnishings and grocery wholesalers.

The highest collection percentages were shown by the tobacco and its products group, the median collection figures being 106 percent for June and 108 percent for May this year and 100 percent for June last year. These percentages indicate that customers of these firms took less than thirty days, on the average, to pay for their purchases.

Detailed figures are presented in the following tables and chart:

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SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 19 KINDS OF BUSINESS

JUNE 1936

Kind of business	Number of firms reporting sales	Sales reported					Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars						Median percentages		
		June 1936	June 1935	May 1936	June 1936 percent-age change from: June 1935 : May 1936			June 1936	June 1935	May 1936
Automotive supplies	46	2,221	1,826	2,158	+ 21.6	+ 2.9	36	68.8	62.7	64.3
Chemicals**	—	—	—	—	—	—	—	—	—	—
Clothing and furnishings, except shoes	22	864	906	1,148	- 4.6	- 24.7	10	55.0	49.0	54.5
Shoes and other footwear	48	12,777	10,011	13,668	+ 27.6	- 6.5	17	46.0	46.0	50.0
Coal**	—	—	—	—	—	—	—	—	—	—
Drugs and drug sundries	86	10,701	9,236	10,492	+ 15.9	+ 2.0	26	83.2	76.0	83.3
Dry goods	96	11,641	9,283	12,419	+ 25.4	- 6.3	27	44.6	40.8	43.5
Electrical goods	72	7,500	5,657	7,740	+ 32.6	- 3.1	25	87.0	75.0	87.0
Farm products (consumer goods)	30	3,505	2,965	3,335	+ 18.2	+ 5.1	28	88.5	91.9	88.3
Furniture and house furnishings	29	1,611	1,218	1,694	+ 32.3	- 4.9	12	55.1	51.6	52.5
Groceries and foods, except farm products	259	33,057	30,412	30,485	+ 8.7	+ 8.4	94	100.0	90.0	90.8
Meats and meat products	20	8,715	7,666	8,217	+ 13.7	+ 6.1	18	112.3	112.4	107.4
Hardware	137	16,405	13,170	16,488	+ 24.6	- 0.5	43	56.9	48.9	56.0
Jewelry and optical goods	15	524	372	393	+ 40.9	+ 33.3	—	—	—	—
Lumber and building material	11	908	612	825	+ 48.4	+ 10.1	9	61.1	60.1	58.4
Machinery, equipment and supplies, except electrical	36	2,590	2,055	2,312	+ 26.0	+ 12.0	26	74.5	67.6	68.6
Metals	11	474	326	578	+ 45.4	- 18.0	10	68.6	67.7	62.8
Paper and its products	82	5,150	4,443	4,894	+ 15.9	+ 5.2	37	74.3	73.0	69.8
Petroleum and its products**	—	—	—	—	—	—	—	—	—	—
Plumbing and heating equipment and supplies ..	35	2,462	1,532	2,113	+ 60.7	+ 16.5	32	63.9	60.5	64.3
Tobacco and its products	14	1,648	1,639	1,666	+ 0.5	- 1.1	13	106.0	100.0	108.0
Miscellaneous, total	41	6,149	5,145	6,180	+ 19.5	- 0.5	38	73.3	70.7	70.3
Leather and leather goods**	—	—	—	—	—	—	—	—	—	—
Beer, wines, and spirituous liquors**	—	—	—	—	—	—	—	—	—	—
Total	1,090	128,902	108,474	126,805	+ 18.8	+ 1.7	501	72.0	68.3	70.7

* These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

** Insufficient number of reports at present to show results separately; figures now included with Miscellaneous.

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 9 KINDS OF BUSINESS, BY GEOGRAPHICAL REGIONS
JUNE 1936

(Results shown only for those trades having a sufficient number of reports for one or more regions*.)

Kind of business and region	Number of firms reporting sales	Sales reported					Number of firms reporting collections	Percent of collections during month to accounts receivable at beginning of month		
		Thousands of dollars						Median percentages		
		June 1936	June 1935	May 1936	June 1935	May 1936		June 1936	June 1935	May 1936
Automotive supplies, total.....	46	2,221	1,826	2,158	+21.6	+ 2.9	36	68.8	62.7	64.3
East North Central.....	14	651	558	673	+16.7	+ 3.3	14	69.3	71.2	67.9
Mountain and Pacific.....	14	394	338	364	+16.6	+ 8.2	—	—	—	—
Shoes and other footwear, total.....	48	12,777	10,011	13,668	+27.6	- 6.5	17	46.0	46.0	50.0
Middle Atlantic.....	15	1,396	1,218	1,850	+14.6	-24.6	—	—	—	—
West Central.....	11	9,841	7,580	9,649	+29.8	+ 2.0	—	—	—	—
Southeastern.....	10	779	596	1,231	+30.7	-36.7	—	—	—	—
Drugs and drug sundries, total.....	86	10,701	9,236	10,492	+15.9	+ 2.0	26	83.2	76.0	83.3
East North Central.....	21	1,951	1,670	1,881	+16.8	+ 3.7	11	93.2	80.2	91.0
West Central.....	25	3,075	2,502	3,177	+22.9	- 3.2	—	—	—	—
Southeastern.....	20	1,572	1,455	1,603	+ 8.0	- 1.9	—	—	—	—
Mountain and Pacific.....	12	2,712	2,335	2,499	+16.1	+ 8.5	—	—	—	—
Dry goods, total.....	96	11,641	9,283	12,419	+25.4	- 6.3	27	44.6	40.8	43.5
Middle Atlantic.....	19	2,349	1,985	2,529	+18.3	- 7.1	—	—	—	—
East North Central.....	9	989	807	1,227	+22.6	-19.4	—	—	—	—
West Central.....	22	5,299	4,022	5,251	+31.8	+ 0.9	—	—	—	—
Southeastern.....	26	1,988	1,571	2,387	+26.5	-16.7	11	42.7	35.5	43.1
Mountain and Pacific.....	19	1,000	885	1,009	+13.0	- 0.9	—	—	—	—
Electrical goods, total.....	72	7,500	5,657	7,740	+32.6	- 3.1	25	87.0	75.0	87.0
East North Central.....	29	2,181	1,486	2,302	+46.8	- 5.3	—	—	—	—
West Central.....	11	1,063	828	1,108	+28.4	- 4.1	—	—	—	—
Southeastern.....	9	1,142	955	1,263	+19.6	- 9.6	—	—	—	—
Mountain and Pacific.....	17	2,339	1,751	2,183	+33.6	+ 7.1	—	—	—	—
Groceries and foods, total.....	259	33,057	30,412	30,485	+ 8.7	+ 8.4	94	100.0	90.0	90.8
Middle Atlantic.....	53	10,019	9,146	9,179	+ 9.5	+ 9.2	17	95.7	85.9	91.0
East North Central.....	58	7,867	7,492	7,253	+ 5.0	+ 8.5	31	100.0	86.0	94.0
West Central.....	59	7,141	6,693	6,648	+ 6.7	+ 7.4	14	97.0	95.5	86.0
Southeastern.....	47	3,019	2,617	3,801	+15.4	-20.6	19	90.0	89.6	90.0
Mountain and Pacific.....	36	4,655	4,167	4,295	+11.7	+ 8.4	9	110.0	100.3	100.1
Hardware, total.....	137	16,405	13,170	16,488	+24.6	- 0.5	43	56.9	48.9	56.0
Middle Atlantic.....	23	1,461	1,236	1,557	+18.2	- 6.2	—	—	—	—
East North Central.....	22	3,627	3,018	3,476	+20.2	+ 4.3	10	62.0	52.5	58.0
West Central.....	36	4,230	3,420	4,044	+23.7	+ 4.6	10	62.4	55.1	58.2
Southeastern.....	34	2,759	2,176	3,273	+26.8	-15.7	16	49.0	46.7	49.0
Mountain and Pacific.....	20	4,160	3,177	3,953	+30.9	+ 5.2	—	—	—	—
Paper and its products, total.....	82	5,150	4,443	4,894	+15.9	+ 5.2	37	74.3	73.0	69.8
Middle Atlantic.....	18	1,071	929	1,087	+15.3	- 1.5	—	—	—	—
East North Central.....	16	1,393	1,110	1,316	+25.5	+ 5.9	14	76.6	75.0	71.8
West Central.....	9	290	279	307	+ 3.9	- 5.5	—	—	—	—
Southeastern.....	9	426	312	375	+36.5	+13.6	—	—	—	—
Mountain and Pacific.....	28	1,858	1,701	1,684	+ 9.2	+10.3	—	—	—	—
Plumbing and heating equipment and supplies, total.....	35	2,462	1,532	2,113	+60.7	+16.5	32	63.9	60.5	64.3
Mountain and Pacific.....	10	835	508	710	+64.4	+17.6	9	67.3	66.9	65.0

*States comprising regions: New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut)
Middle Atlantic (New York, New Jersey, and Pennsylvania)
Southeastern (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi)
East North Central (Ohio, Indiana, Illinois, Michigan, and Wisconsin)
West Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas)
Mountain and Pacific (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California)

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 21 KINDS OF BUSINESS
JULY 1936

Kinds of business	Number of firms reporting sales	Sales reported					Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars						Median percentages		
		July 1936	July 1935	June 1936	July 1935	June 1936		July 1936	July 1935	June 1936
Automotive Supplies	73	2,685	2,287	2,697	+17.4	- 0.5	35	67.1	63.1	64.6
Clothing and furnishings, except shoes	23	850	758	770	+12.1	+10.4	13	65.0	56.0	62.0
Shoes and other footwear	44	15,125	13,696	12,663	+10.4	+19.4	15	46.0	45.0	46.0
Coal**	-	-	-	-	-	-	-	-	-	-
Drugs and drug sundries	97	12,972	11,330	12,466	+14.5	+ 4.1	30	81.9	73.9	80.3
Dry goods	99	14,002	10,642	12,073	+31.6	+16.0	33	47.9	43.1	44.5
Electrical goods	100	12,420	8,179	11,572	+51.9	+ 7.3	28	88.5	73.0	85.5
Farm products (consumer goods)	25	2,891	2,369	2,454	+22.0	+17.8	24	101.0	101.2	105.1
Furniture and housefurnishings	42	2,638	1,948	2,855	+35.4	- 7.6	15	49.5	42.0	55.0
Groceries and foods, except farm products	272	41,256	35,246	36,516	+17.1	+13.0	189	103.9	94.7	99.0
Meats and meat products	21	10,055	8,565	9,173	+17.4	+ 9.6	19	128.7	115.7	124.7
Hardware	146	18,246	15,044	18,739	+21.3	- 2.6	43	60.8	55.3	59.0
Jewelry and optical goods	17	615	442	695	+39.1	-11.5	-	-	-	-
Lumber and building material	13	1,034	796	1,047	+29.9	- 1.3	12	60.0	63.0	60.6
Machinery, equipment and supplies, except electrical	44	3,651	2,801	3,560	+30.3	+ 2.6	30	74.4	70.7	69.3
Metals	8	382	285	349	+34.0	+ 9.5	-	-	-	-
Paints and varnishes	10	2,509	1,941	2,410	+29.3	+ 4.1	9	65.0	70.4	63.1
Paper and its products	92	5,688	4,937	5,558	+15.2	+ 2.3	44	74.5	73.8	77.0
Petroleum and its products	8	5,230	4,425	4,623	+18.2	+13.1	-	-	-	-
Plumbing and heating equipment and supplies ..	38	2,436	1,816	2,543	+34.1	- 4.2	36	66.0	63.5	64.0
Tobacco and its products	11	907	789	873	+15.0	+ 3.9	11	118.0	112.0	112.0
Miscellaneous, total	29	3,252	2,526	3,032	+28.7	+ 7.3	29	68.0	68.0	72.0
Leather and leather goods**	-	-	-	-	-	-	-	-	-	-
Beer, wines and spirituous liquors**	-	-	-	-	-	-	-	-	-	-
Total	1,212	158,844	130,822	146,668	+21.4	+ 8.3	634	77.0	71.7	77.4

* These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

** Insufficient number of reports at present to show results separately; figures now included with Miscellaneous.

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 9 KINDS OF BUSINESS, BY GEOGRAPHIC REGIONS
JULY 1936

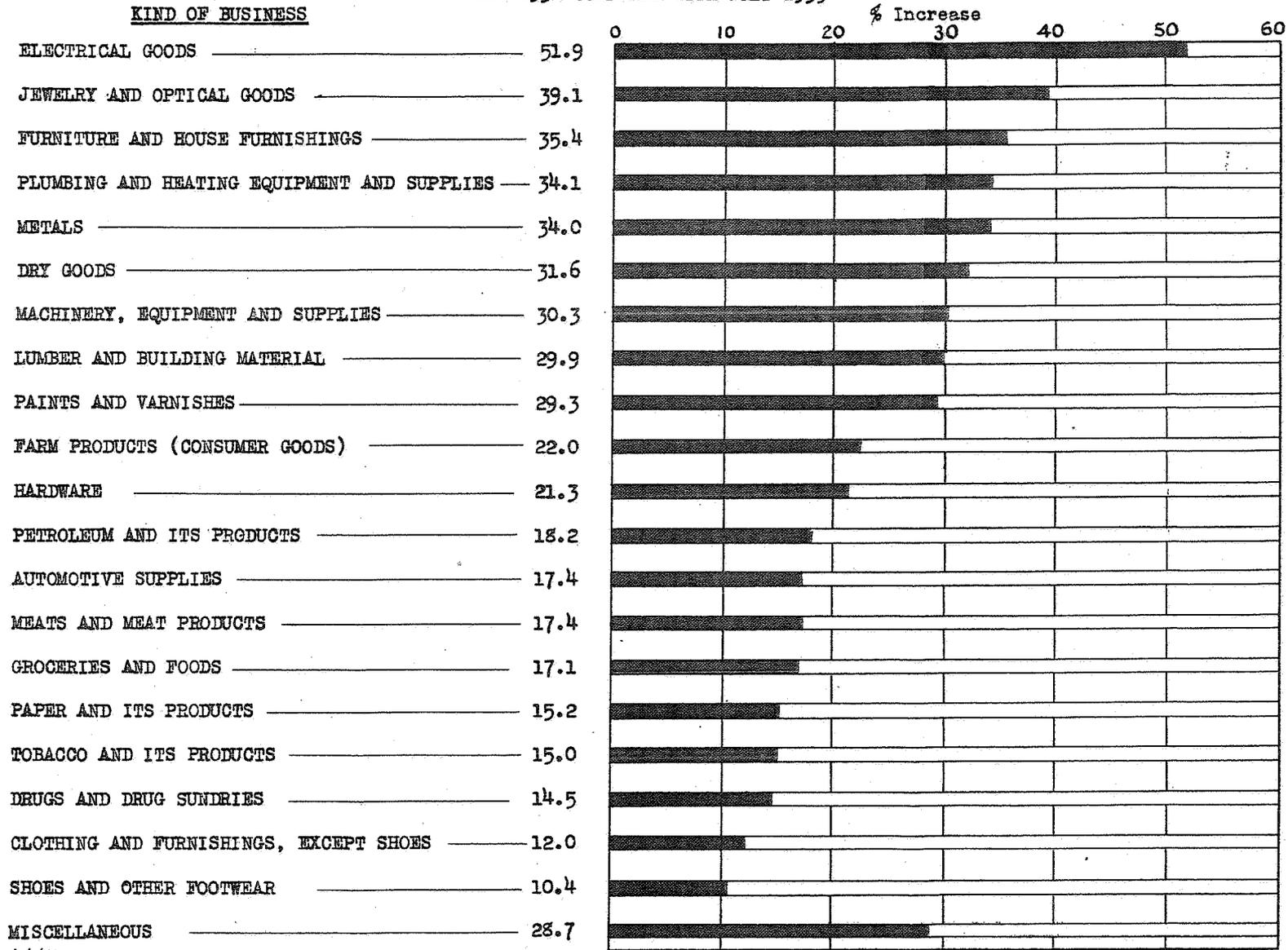
(Results shown only for those trades having a sufficient number of reports for one or more regions*.)

Kind of business and region	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars		July 1936 percent-		age change from:			Median percentages		
		July 1936	July 1935	July 1936	July 1935	June 1936	June 1935		July 1936	July 1935	June 1936
Automotive supplies, total	73	2,685	2,287	2,697	+17.4	- 0.5	35	67.1	63.1	64.6	
East North Central	14	879	756	829	+16.3	+ 6.0	13	66.0	53.8	63.2	
Mountain and Pacific	40	968	849	958	+14.0	+ 1.0	9	70.0	67.0	64.6	
Shoes and other footwear, total	44	15,125	13,696	12,663	+10.4	+19.4	15	46.0	45.0	46.0	
Middle Atlantic	13	1,301	1,403	1,242	- 7.3	+ 4.8	-	-	-	-	
West Central	10	12,068	10,700	9,901	+12.8	+21.9	-	-	-	-	
Drugs and drug sundries, total	97	12,972	11,330	12,466	+14.5	+ 4.1	30	81.9	73.9	80.3	
East North Central	22	2,052	1,819	2,044	+12.8	+ 0.4	12	87.0	76.6	86.5	
West Central	29	3,675	3,211	3,439	+14.5	+ 6.9	-	-	-	-	
Southeastern	20	1,651	1,436	1,572	+15.0	+ 5.0	-	-	-	-	
Mountain and Pacific	18	4,401	3,809	4,203	+15.5	+ 4.7	-	-	-	-	
Dry goods, total	99	14,002	10,642	12,073	+31.6	+16.0	33	47.9	43.1	44.5	
Middle Atlantic	21	2,935	2,083	2,443	+40.9	+20.1	-	-	-	-	
East North Central	11	1,053	867	1,168	+21.5	- 9.8	-	-	-	-	
West Central	22	6,484	4,869	5,299	+33.2	+22.4	-	-	-	-	
Southeastern	27	2,606	1,997	2,250	+30.5	+15.8	12	44.0	41.8	42.9	
Mountain and Pacific	17	905	811	897	+11.6	+ 0.9	-	-	-	-	
Electrical goods, total	100	12,420	8,179	11,572	+51.9	+ 7.3	28	88.5	73.0	85.5	
East North Central	48	4,797	2,770	4,100	+73.2	+17.0	-	-	-	-	
West Central	13	1,131	811	1,145	+39.5	- 1.2	-	-	-	-	
Mountain and Pacific	21	4,426	3,014	4,285	+46.8	+ 3.3	-	-	-	-	
Groceries and foods, total	272	41,256	35,246	36,516	+17.1	+13.0	189	103.9	94.7	99.0	
Middle Atlantic	55	10,759	9,575	10,091	+12.4	+ 6.6	41	103.3	94.4	98.0	
East North Central	54	8,787	7,405	7,424	+18.7	+18.4	42	96.6	90.0	95.3	
West Central	67	9,244	7,893	8,015	+17.1	+15.3	44	111.5	108.6	100.4	
Southeastern	50	3,687	3,019	3,357	+22.1	+ 9.8	30	95.8	77.5	89.0	
Mountain and Pacific	42	8,470	7,080	7,340	+19.6	+15.4	28	110.4	102.8	104.7	
Hardware, total	146	18,246	15,044	18,739	+21.3	- 2.6	43	60.8	55.3	59.0	
Middle Atlantic	25	1,548	1,338	1,726	+15.7	-10.3	-	-	-	-	
East North Central	22	4,224	3,550	4,276	+19.0	- 1.2	10	62.5	60.6	63.7	
West Central	41	4,931	4,412	5,466	+11.8	- 9.8	10	67.3	62.2	62.0	
Southeastern	33	2,788	2,170	2,548	+28.5	+ 9.4	15	50.8	42.8	50.0	
Mountain and Pacific	23	4,614	3,443	4,555	+34.0	+ 1.3	-	-	-	-	
Paper and its products, total	92	5,688	4,937	5,558	+15.2	+ 2.3	44	74.5	73.8	77.0	
Middle Atlantic	22	1,166	1,018	1,187	+14.5	- 1.8	-	-	-	-	
East North Central	19	1,430	1,250	1,466	+14.4	- 2.5	17	80.0	78.1	82.0	
West Central	10	405	382	388	+ 6.0	+ 4.4	-	-	-	-	
Mountain and Pacific	31	2,161	1,878	1,996	+15.1	+ 8.3	-	-	-	-	

* States comprising regions: New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut)
Middle Atlantic (New York, New Jersey, and Pennsylvania)
Southeastern (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi)
East North Central (Ohio, Indiana, Illinois, Michigan, and Wisconsin)
West Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas)
Mountain and Pacific (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California)

PERCENTAGE OF INCREASE IN SALES OF 1212 WHOLESALERS IN 21 KINDS OF BUSINESS

JULY 1936 COMPARED WITH JULY 1935



For Release Not Earlier
than September 30, 1936

DEPARTMENT OF COMMERCE
Bureau of Foreign and Domestic Commerce
WASHINGTON

(In Cooperation with National Association of Credit Men)

WHOLESALESAERS' SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE
August 1936

Value of wholesale trade increased noticeably in August 1936 from August 1935 and collections on accounts receivable were made at a higher rate over this period according to reports of wholesalers in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Total net sales of 1059 reporting wholesalers increased about 14 percent in August 1936 from August 1935. Without adjustment for seasonal influences, August 1936 sales registered an increase of over 3 percent from July of this year.

This is a new study, figures for which were collected for the first time by this Bureau in January 1936. Although the number of reporting firms has materially increased since January, the number is still under what is regarded as an adequate sample for certain lines of trade. The figures are released at this time because of a widespread interest in them and in a short time the sample will be built up until it is thoroughly representative.

All of the wholesale trade groups shown in this report with the exception of the tobacco and its products group had increased sales in August this year over the same month last year with building lines showing the most favorable improvement and consumption goods the least favorable improvement. The increases ranged from 3.4 percent for meats and meat products to 39 percent for jewelry and optical goods. Plumbing and heating equipment and supplies and lumber and building material wholesalers averaged increases in sales of 38 percent and 36.5 percent, respectively. In comparison with July 1936, 14 of the groups showed increases and 1 a decrease.

Results presented separately by certain geographical regions indicate that sales in August as compared with August a year ago increased in all sections of the country for the wholesale trade groups shown. Increases greatly in excess of the average for certain trades were shown in a number of regions, particularly in the Mountain and Pacific States and Southeastern States.

Percentages of collections on accounts receivable submitted by 586 wholesalers were higher in August this year than in August last year but under July this year. In August 1936, 75.2 percent of accounts receivable were collected as compared with 70.7 percent for August a year ago and 77 percent for July 1936. In reflecting the average experience of the reporting establishments the median percentage has been selected as the most suitable average. This method gives equal weight to all firms regardless of the volume of business done and the figure is obtained by arranging the individual collection percentages in order of size and selecting the middle item. This procedure tends to minimize fluctuations.

Thirteen of the 21 wholesale groups reporting showed a higher average collection percentage for August 1936 than for August 1935. The greatest relative increase in collections from a year ago was registered by furniture and house furnishings wholesalers.

The highest collection percentages were shown by the meats and meat products group, the median collection figures being 132.9 percent for August and 133.5 percent for July this year and 124.9 percent for August last year. These percentages indicate that customers of these firms took less than thirty days, on the average to pay for their purchases.

Detailed figures are presented in the following tables and chart:

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 21 KINDS OF BUSINESS
AUGUST 1936

Kinds of business	Number of firms reporting sales	Sales reported Thousands of dollars					Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month Median percentages			
		: Aug. 1936		: Aug. 1935		: July 1936		: Aug. 1936		: July 1936	
		: Aug. 1936	: Aug. 1935	: July 1936	: Aug. 1935	: July 1936		: Aug. 1936	: Aug. 1935	: July 1936	
Automotive supplies	40	1,880	1,516	1,861	+24.0	+ 1.0	29	66.7	63.0	67.0	
Clothing and furnishings except shoes	22	2,592	2,204	1,251	+17.6	+107.2	12	53.8	52.5	60.7	
Shoes and other footwear	39	16,128	13,702	14,821	+17.7	+ 8.8	15	39.0	34.1	45.0	
Coal**	-	-	-	-	-	-	-	-	-	-	
Drugs and drug sundries	96	18,573	16,972	18,399	+ 9.4	+ 0.9	32	82.8	83.7	84.0	
Drygoods	88	17,921	15,830	13,219	+13.2	+ 35.6	28	44.7	42.8	47.8	
Electrical goods	78	7,505	6,259	8,619	+19.9	- 12.9	27	82.0	83.5	84.5	
Farm products (consumer goods)	24	3,060	2,780	3,210	+10.1	- 4.7	22	103.3	119.9	113.5	
Furniture and housefurnishings	35	1,999	1,607	1,738	+24.4	+ 15.0	13	54.4	45.8	49.5	
Groceries and foods, except farm products	239	32,751	29,937	33,980	+ 9.4	- 3.7	175	97.8	94.9	104.6	
Meats and meat products	16	7,109	6,872	8,274	+ 3.4	- 14.1	14	132.9	124.9	133.5	
Hardware	138	17,267	14,674	17,445	+17.7	- 1.0	43	54.2	50.8	60.3	
Jewelry and optical goods	16	570	410	462	+39.0	+ 23.4	-	-	-	-	
Lumber and building material	14	1,077	789	1,062	+36.5	+ 1.4	15	60.9	60.8	61.6	
Machinery, equipment and supplies, except electrical	31	2,740	2,165	2,392	+26.6	+ 14.5	27	76.0	75.0	76.9	
Metals	8	404	329	395	+22.8	+ 2.3	7	60.0	60.0	68.0	
Paints and varnishes	10	2,547	2,046	2,484	+24.5	+ 2.5	9	54.0	62.5	65.0	
Paper and its products	80	5,326	4,930	5,176	+ 8.0	+ 2.9	34	73.0	73.8	71.3	
Petroleum and its products	8	3,060	2,680	3,097	+14.2	- 1.2	7	75.0	67.3	76.9	
Plumbing and heating equipment and supplies	34	2,353	1,705	2,191	+38.0	+ 7.4	32	63.5	61.8	66.7	
Tobacco and its products	14	1,620	1,642	1,638	- 1.3	- 1.1	13	106.0	120.0	105.0	
Miscellaneous, total	29	3,466	2,876	3,332	+20.5	+ 4.0	34	68.0	59.8	64.4	
Leather and leather goods**	-	-	-	-	-	-	-	-	-	-	
Beer, wines and spirituous liquors**	-	-	-	-	-	-	-	-	-	-	
Total	1,059	149,948	131,925	145,046	+13.7	+ 3.4	586	75.2	70.7	77.0	

* These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

** Insufficient number of reports at present to show results separately; figures now included with Miscellaneous.

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 8 KINDS OF BUSINESS, BY GEOGRAPHIC REGIONS
AUGUST 1936

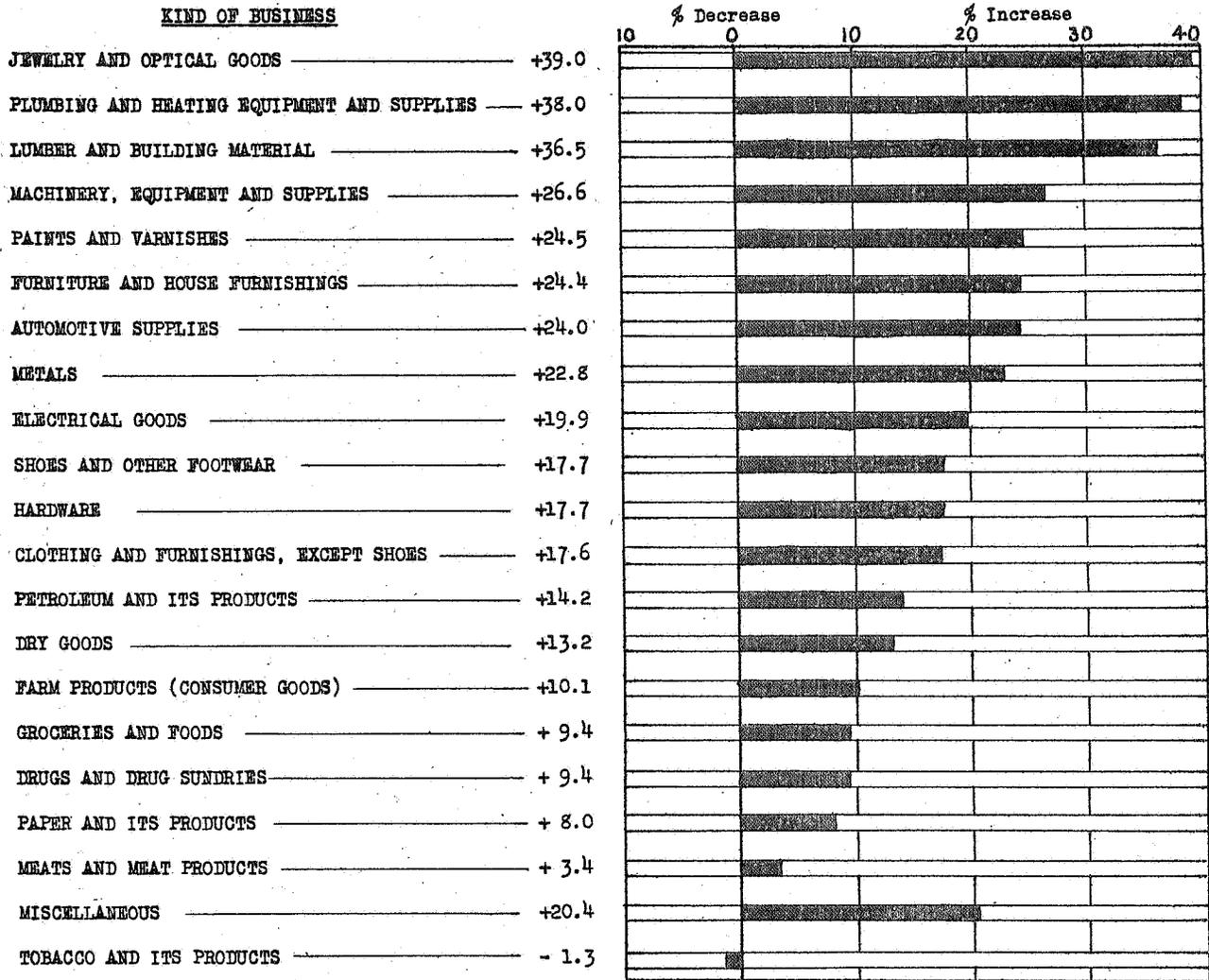
(Results shown only for those trades having a sufficient number of reports for one or more regions*.)

Kind of business and region	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Thousands of dollars							Median percentages		
		Aug. 1936		Aug. 1935		July 1936			Aug. 1936: Aug. 1935: July 1936		
		Aug. 1936	Aug. 1935	July 1936	Aug. 1935	July 1936	Aug. 1936		Aug. 1935	July 1936	
Automotive supplies, total	40	1,880	1,516	1,861	+24.0	+ 1.0	29	66.7	63.0	67.0	
East North Central	12	688	553	712	+24.4	- 3.4	12	63.0	54.1	64.1	
Mountain and Pacific	13	354	308	338	+14.9	+ 4.7	-	-	-	-	
Shoes and other footwear, total	39	16,128	13,702	14,821	+17.7	+ 8.8	15	39.0	34.1	45.0	
Middle Atlantic	11	1,748	1,667	1,229	+ 4.9	+42.2	-	-	-	-	
West Central	8	11,171	9,103	11,925	+22.7	- 6.3	-	-	-	-	
Drugs and drug sundries, total	96	18,573	16,972	18,399	+ 9.4	+ 0.9	32	82.8	83.7	84.0	
East North Central	22	5,964	5,481	5,935	+ 8.8	+ 0.5	12	91.7	87.5	98.5	
West Central	25	3,077	3,000	3,162	+ 2.6	- 2.7	-	-	-	-	
Southeastern	22	2,082	1,889	2,026	+10.2	+ 2.8	-	-	-	-	
Mountain and Pacific	15	3,130	2,855	3,194	+ 9.6	- 2.0	-	-	-	-	
Dry goods, total	88	17,921	15,830	13,219	+13.2	+35.6	28	44.7	42.8	47.8	
Middle Atlantic	19	3,211	2,607	2,884	+23.2	+11.3	-	-	-	-	
East North Central	9	1,078	917	872	+17.6	+23.6	-	-	-	-	
West Central	26	9,815	9,233	7,118	+ 6.3	+37.9	-	-	-	-	
Southeastern	24	3,334	2,664	2,261	+25.2	+47.5	11	37.1	40.8	45.0	
Mountain and Pacific	14	1,078	1,010	819	+ 6.7	+31.6	-	-	-	-	
Electrical goods, total	78	7,505	6,259	8,619	+19.9	-12.9	27	82.0	83.5	84.5	
Middle Atlantic	9	663	587	728	+12.9	- 8.9	-	-	-	-	
East North Central	20	1,865	1,590	2,272	+17.3	-17.9	-	-	-	-	
West Central	11	971	806	1,088	+20.5	-10.8	-	-	-	-	
Mountain and Pacific	28	2,892	2,281	3,167	+26.8	- 8.7	-	-	-	-	
Groceries and foods, total	239	32,751	29,937	33,980	+ 9.4	- 3.7	175	97.8	94.9	104.6	
Middle Atlantic	53	8,552	7,992	8,887	+ 7.0	- 3.8	38	94.3	86.0	100.4	
East North Central	50	7,995	7,919	8,318	+ 1.0	- 3.9	40	96.2	90.2	93.6	
West Central	50	6,346	5,931	6,529	+ 7.0	- 2.8	41	99.5	99.4	113.2	
Southeastern	46	3,002	2,808	3,203	+ 6.9	- 6.3	27	94.3	82.6	99.0	
Mountain and Pacific	32	5,992	5,328	6,099	+12.5	- 1.8	25	110.5	107.0	116.0	
Hardware, total	138	17,267	14,674	17,445	+17.7	- 1.0	43	54.2	50.8	60.3	
Middle Atlantic	26	1,531	1,338	1,581	+14.4	- 3.2	-	-	-	-	
East North Central	24	3,914	3,319	4,325	+17.9	- 9.5	12	57.9	53.6	65.2	
West Central	34	4,247	3,963	4,299	+ 7.2	- 1.2	-	-	-	-	
Southeastern	32	3,152	2,519	2,773	+25.1	+13.7	14	45.0	44.5	50.6	
Mountain and Pacific	19	4,194	3,339	4,220	+25.6	- 0.6	-	-	-	-	
Paper and its products, total	80	5,326	4,930	5,176	+ 8.0	+ 2.9	34	73.0	73.8	71.3	
Middle Atlantic	20	1,128	1,097	1,151	+ 2.8	- 2.0	-	-	-	-	
East North Central	16	1,396	1,252	1,366	+11.5	+ 2.2	14	75.3	76.9	74.5	
Mountain and Pacific	26	2,014	1,828	1,882	+10.2	+ 7.0	-	-	-	-	

* States comprising regions: New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut)
Middle Atlantic (New York, New Jersey, and Pennsylvania)
Southeastern (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi)
East North Central (Ohio, Indiana, Illinois, Michigan, and Wisconsin)
West Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas)
Mountain and Pacific (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California)

PERCENTAGE OF CHANGE IN SALES OF 1059 WHOLESALERS IN 21 KINDS OF BUSINESS

AUGUST 1936 COMPARED WITH AUGUST 1935



For Release Not Earlier
than October 31, 1936

Department of Commerce
Bureau of Foreign and Domestic Commerce
Washington

See Pages 5-7 for
Manufacturers Data

(In Cooperation with National Association of Credit Men)

Wholesalers' Sales and Collections on Account Receivable
September 1936

Value of wholesale trade increased noticeably in September 1936 from September 1935 and collections on accounts receivable were made at a higher rate over this period according to reports of wholesalers in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Total net sales of 1176 reporting wholesalers increased about 18 percent in September 1936 from September 1935, a continuation of a change recorded for every month of this year over the corresponding month of last year. Without adjustment for seasonal influences, September 1936 sales registered an increase of over 7 percent from August of this year.

All of the wholesale trade groups shown in this report had increased sales in September this year over the same month last year with building lines showing the most favorable improvement and consumption goods the least favorable improvement. The increases ranged from 4.3 percent for clothing and furnishings to 46.5 percent for machinery, equipment and supplies. Plumbing and heating equipment and supplies and electrical goods wholesalers averaged increases in sales of over 35 percent. In comparison with August 1936, 17 of the groups showed increases; and 4 showed decreases, the decreases being negligible in degree, 2 percent and less.

Results presented separately by certain geographical regions indicate that sales in September as compared with September a year ago increased in all sections the country for the wholesale trade groups shown. Increases greatly in excess of the average for certain trades were shown in a number of regions, particularly in the Mountain and Pacific States, Southeastern States, and East North Central State.

Percentage of collections on accounts receivable submitted by 585 wholesalers were higher in September this year than in September last year but exactly the same as in August this year. In September 1936, 76 percent of accounts receivable were collected as compared with 71.3 percent for September a year ago and 76 percent for August 1936.

In reflecting the average experience of the reporting establishments the median percentage has been selected as the most suitable average. This method gives equal weight to all firms regardless of the volume of business done and the figure is obtained by arranging the individual collection percentages in order of size and selecting the middle item. This procedure tends to minimize fluctuations.

Sixteen of the 20 wholesale groups reporting showed a higher average collection percentage for September 1936 than for September 1935. The greatest relative increases in collections from a year ago were registered by paint and varnished and shoe wholesalers.

The highest collection percentages were shown by the meats and meat products group, the median collection figures being 126.2 percent for September and 132.9 percent for August this year and 132.1 percent for September last year. These percentages indicate that customers of these firms took less than thirty days, on the average, to pay for their purchases.

Detailed figures are presented in following tables and chart;

Sales and Collections on Accounts Receivable of Reporting Wholesalers' in 21 Kinds of Business

September 1936.

Kinds of Business	: Number of:		Sales Reported					: No of :Pct.of Collections during		
	: firms :		Thousands of dollars					: firms :month to accounts receiv-		
	: Report- :							: Repor-:able at beginning month		
	: ing	: Sept.	: Sept.	: Aug.	: Sept.	: Aug.	: ting	: Median percentages		
:Sales	: 1936	: 1935	: 1936	: 1935	: 1936	: Collec-:	:Sept. 1936	: Sept. 35 & 36		
Automotive Supplies	61	2,072	4,686	1,967	† 22.9	† 5.3	30	61.0	56.1	65.3
Clothing & furnishings except Shoes	22	2,601	2,493	2,456	† 4.3	† 5.9	11	53.0	48.0	53.5
Shoes and other footwear	44	18,242	14,846	16,528	† 22.9	† 10.4	15	39.0	34.3	36.4
Coal**	—	—	—	—	—	—	—	—	—	—
Drugs and drug sundries	92	15,436	13,499	14,274	† 14.3	† 8.1	23	85.0	79.0	80.6
Drygoods	93	19,805	16,246	18,378	† 21.9	† 7.8	24	44.6	41.7	45.5
Electrical Goods	98	8,974	6,578	8,657	† 36.4	† 3.7	27	74.5	72.2	77.9
Farm products (consumer goods)	26	3,344	2,838	3,215	† 17.8	† 4.1	25	99.0	99.0	101.2
Furniture and housefurnishings	36	2,590	2,045	2,191	† 26.7	† 18.2	14	52.5	52.0	52.5
Gro. & Foods, except farm products	287	442,321	38,862	40,324	† 8.9	† 5.2	185	99.0	91.7	97.7
Meats and meat products	20	9,073	8,261	8,577	† 9.8	† 6.0	18	126.2	132.1	132.9
Hardware	146	20,320	16,472	18,150	† 23.4	† 12.1	36	54.3	50.5	53.1
Jewelry and optical goods	15	850	598	543	† 42.1	† 56.5	—	—	—	—
lumber and building material	18	1,229	985	1,230	† 24.8	† 0.1	16	59.0	58.7	57.2
Machinery, equipment and supplies										
except electrical	31	2,588	1,766	2,612	† 46.5	- 0.9	27	64.7	64.1	69.0
Metals	8	399	303	368	† 31.7	† 8.4	6	58.8	51.7	56.5

Paints and Varnishes	8	3,192	2,539	2,942	+ 25.7	+ 8.5	7	72.2	62.2	64.7
Paper and its products	87	6,632	5,798	5,882	+ 14.4	+ 12.8	39	71.7	64.0	70.8
Petroleum and its products	8	5,178	4,397	5,189	+ 17.8	- 0.2	8	83.0	78.5	83.7
Plumbing and heating equip. and Sup.	36	2,576	1,839	2,368	+ 40.1	+ 8.8	31	61.0	61.2	65.0
Tobacco and its products	12	1,183	1,114	1,207	+ 6.2	2.0	12	108.2	113.-	114.5
Miscellaneous, Total	28	3,398	2,705	3,154	+ 25.6	+ 7.7	31	69.0	64.3	68.0
Leather and leather Goods	-	-	-	-	-	-	-	-	-	-
Beer, wines and spirituous Liquors**	-	-	-	-	-	-	-	-	-	-
Total.....	1,176	172,003	145,003	160,070	+ 17.9	+ 7.5	585	76.0	71.3	76.0

*These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

**Insufficient number of reports at present to show results separately; figures now included with miscellaneous.

Sales and Collections on Accounts receivable of sporting wholesalers in 8 kinds of business, by
Geographic regions
September 1936

(Results shown only for those having a sufficient number of reports for one or more regions)

	:No. of	Sales Reported Sept. 36					:No. of	Percent of collections during		
	: firms	Thousands of Dollars					: Firms	month to accounts receivable		
	:Report-	changes					:Sporting	at beginning of month		
	:ing	: Sept.:	: Sept:	: Aug. :	: Sept.:	: Aug. :	: Collect-:	Median percentages		
	: Sales	: 1936:	: 1935:	: 1936 :	: 1935 :	: 1936 :	: ions. :	: Sept.36:	: Sept.35:	: August 1936
Automotive supplies, total	61	2,072	1,686	1,967	* 22.9	* 5.3	30	61.0	56.1	65.3
East North Central	11	478	378	371	* 26.5	* 28.3	11	61.0	56.0	62.0
Mountain & Pacific	38	990	809	936	* 22.4	* 5.8	8	60.9	56.5	66.0
Shoes and other footwear, total	44	18,242	14,846	16,528	* 22.9	* 10.4	15	39.0	34.3	36.4
Middle Atlantic	12	2,026	1,768	1,813	* 14.6	* 11.7	—	—	—	—
West Central	10	12,505	10,197	11,559	* 20.7	* 8.3	—	—	—	—
Drugs and drug sundries, total	92	15,436	13,499	14,274	* 14.3	* 8.1	23	85.0	79.0	80.6
East North Central	21	2,095	1,816	1,860	* 15.4	* 12.6	—	—	—	—
West Central	26	3,732	3,314	3,390	* 12.6	* 10.1	—	—	—	—
Southeastern	18	1,821	1,547	1,613	* 17.7	* 12.9	—	—	—	—
Mountain and Pacific	15	4,394	3,631	3,965	* 21.0	* 10.8	—	—	—	—
Dry goods, total	93	19,805	16,246	18,378	* 21.9	* 7.8	24	44.6	41.7	45.5
Middle Atlantic	19	3,742	2,921	3,209	* 28.1	* 16.6	—	—	—	—
East North Central	10	1,619	1,361	1,261	* 19.0	* 28.4	—	—	—	—
West Central	20	8,821	7,310	8,952	* 20.7	* 1.5	—	—	—	—
Southeastern	25	4,298	3,413	3,640	* 25.9	* 18.1	10	40.6	37.1	41.9
Mountain & Pacific	17	1,304	1,216	1,301	* 7.2	* 0.2	—	—	—	—

States comprising regions: New England, (Maine, ^{New} Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut)
Middle Atlantic (New York, New Jersey, and Pennsylvania)
Southeastern (Delaware, Maryland, Dist of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi)
East North Central (Ohio, Indiana, Illinois, Michigan, and Wisconsin)
West Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas)
Mountain and Pacific (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon and California)

#17559

For Release Not Earlier
Than November 30, 1936

See Pages 5-7 for
Manufacturers' Data

Department of Commerce
Bureau of Foreign and Domestic Commerce
WASHINGTON

(In Cooperation with National Association of Credit Men)
Wholesalers' Sales and Collections on Accounts Receivable
October 1936

Value of wholesale trade increased noticeably in October 1936 from October 1935 and collections on accounts receivable were made at a higher rate over this period, according to reports of wholesalers in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Total net sales of 1,146 reporting wholesalers increases about 15 percent in October 1936 from October 1935, a continuation of a change recorded for every month of this year over the corresponding month of last year. Without adjustment for seasonal influences, October 1936 sales registered an increase of over 3 percent from September of this year.

All of the wholesale trade groups shown in this report had increased sales in October this year over the same month last year with durable and semi-durable goods showing the most favorable improvement and consumption goods the least favorable improvement. The increased ranged from 2 percent for tobacco and its products to 48.9 percent for machinery, equipment and supplies. Lumber and building material, furniture, and jewelry wholesalers averaged increases in sales of over 35 percent. In comparison with September 1936, 16 of the groups showed increases and 4 showed decreases. The decreases were negligible in degree, 2 percent and less for groceries and drugs and ranging around 10 percent for clothing and furnishings and shoes.

Results presented separately by certain geographical regions indicate that sales in October as compared with October a year ago increases in most all sections of the country for the wholesale trade groups shown. Increases greatly in excess of the average for certain trades were shown in a number of regions, particularly in the East North Central States and Pacific States.

Percentages of collections on accounts receivable submitted by 604 wholesalers were higher in October this year than in October last year and in September this year. In October 1936, 77 percent of accounts receivable were collected as compared with 75 percent for October a year ago and 75.2 percent for September 1936.

In reflecting the average experience of the reporting establishments the median percentages has been selected as the most suitable average. This method gives equal weight to all firms regardless of the volume of business done and the figure is obtained by arranging the individual collection percentages in order of size and selecting the middle item. This procedure tends to minimize fluctuations.

Fifteen of the 19 wholesale groups reporting showed a higher average collection percentage for October 1936 than for October 1935. The greatest relative increases in collections from a year ago were registered by shoe, and machinery, equipment and supply wholesalers.

The highest collections percentages were shown by the meats and meat products group, the median collection figures being 127.8 percent for October and 125.1 percent for September this year and 139 percent for October last year. These percentages indicate that customers of these firms took less than thirty days, on the average, to pay for their purchases.

Detailed figures are presented in the following tables and chart.

Sales and Collections on Accounts receivable of Reporting Wholesalers in 20 kinds of business
October 1936

KINDS OF BUSINESS	No. of firms reporting	Oct. 1936 percent	Sales reported			No. of firms reporting	Percent* of collections during month to accounts receivable at beginning of month			
			Thousands of Dollars	Oct. 1935	Sept. 1936		Oct. 1935	Oct. 1936	Sept. 1936	
Automotive supplies	62	+26.8	+14.3	2,742	2,166	2,400	31	64.0	59.0	60.0
Clothing and furnishings except shoes	20	+12.9	-10.0	2,220	1,967	2,468	9	47.0	45.0	46.0
Shoes and other footwear	41	+5.9	-10.1	16,166	15,268	17,981	15	57.0	50.0	38.8
Coal**	-	-	-	-	-	-	-	-	-	-
Drugs and drug sundries	97	+14.4	+6.8	15,351	13,435	14,374	28	83.2	86.8	83.5
Drygoods	92	+19.5	-0.8	19,252	16,113	19,403	29	47.0	45.1	44.7
Electrical goods	94	+31.7	+6.3	9,016	6,847	8,483	29	81.5	80.3	78.0
Farm products (consumer goods)	28	+15.9	+8.9	4,036	3,481	3,705	27	98.0	109.0	99.0
Furniture and housefurnishings	36	+36.0	+2.1	2,874	2,114	2,814	12	54.8	49.2	52.5
Groceries and foods, except farm Prod.	278	+3.2	-0.5	39,451	38,233	39,664	197	101.0	96.0	97.0
Meats and meat products	19	+13.5	+21.2	6,396	5,637	5,276	17	127.8	139.0	125.1
Hardware	142	+26.3	+11.8	20,772	16,441	18,573	40	56.4	52.5	50.4
Jewelry and optical goods	15	+35.8	+2.6	872	642	850	-	-	-	-
Lumber and building material	15	+41.6	+19.0	1,286	908	1,081	14	60.5	65.8	60.5
Machinery, equipment and supplies except electrical	31	+48.9	+21.9	3,793	2,547	3,112	26	74.1	65.2	68.4
Metals	10	+34.1	+18.1	582	454	493	6	72.6	69.3	67.5

Paints and Varnishes	10	15.6	3.9	3,417	2,955	3,289	8	56.2	55.6	56.8
Paper and its products	71	13.7	5.7	4,932	4,339	4,665	36	76.0	72.3	74.3
Petroleum and its products**	—	—	—	—	—	—	—	—	—	—
Plumbing and heating equip. & Supplies	36	33.9	11.1	2,792	2,085	2,514	32	65.5	62.0	61.0
Tobacco and its products	14	2.0	4.3	1,693	1,659	1,623	14	111.6	104.2	106.6
Miscellaneous, Total	35	19.4	10.1	8,976	7,432	8,065	34	72.0	66.2	69.3
Leather and leather goods**	—	—	—	—	—	—	—	—	—	—
Beer, wines and spirituous liquors**	—	—	—	—	—	—	—	—	—	—
Total	1146	15.1	3.5	166,519	144,703	160,833	604	77.0	75.0	75.2

*These figures should not be related to sales figures for current month. They represent only portion of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

**Insufficient number of reports at present to show results separately: figures now included with miscellaneous.

Sales and Collections on Accounts Receivable of Reporting Wholesalers in 8 Kinds of Busines, by Geographic regions
October 1, 1936

(Results shown only for those trades having a sufficient number of reports for one or more regions)

Sales Reported

Kind of Business and Region	:No of :firms :report- :ing : sales :	: Oct.1936 percent : Thousands of					: No. of : firms : report- :ing : collects:	: Percent of collections during		
		: age change from		: Dollars				: month to accounts receivable		
		Oct. : 1935 :	Sept. : 1936 :	Oct. : 1936 :	Oct. : 1935 :	Sept. : 1936 :	report- :ing : collects:	: at beginning of month		
								: Median percentages		
								Oct.1936:	Oct.1935:	Sept. 1936
Automotive supplies, Total	62	*26.6	*14.3	2,742	2,166	2,400	31	64.0	59.9	60.0
East North Central	11	*50.6	*39.0	627	418	451	10	58.0	55.0	61.0
Pacific	34	*10.1	-5.0	862	783	908	-	-	-	-
Shoes and other footwear, Total	41	* 5.9	-10.1	16,166	15,268	17,981	15	57.0	50.0	38.8
Middle Atlantic	13	* 0.3	* 0.2	2,066	2,060	2,061	-	-	-	-
Drugs and drug sundries, Total	97	*14.3	* 6.8	15,351	15,435	14,374	28	83.2	86.8	83.5
East North Central	21	*14.7	* 7.1	2,343	2,043	2,187	11	97.6	94.8	90.0
South Atlantic	13	*15.0	* 5.5	1,030	889	976	-	-	-	-
Vest South Central	18	*25.0	*14.1	2,542	2,031	2,227	-	-	-	-
Pacific	11	* 8.4	* 1.8	4,264	3,934	4,190	-	-	-	-
Dry goods, Total	92	*19.5	* 0.8	19,252	16,113	19,403	29	47.0	45.0	42.7
Middle Atlantic	18	*13.1	* 2.9	3,529	3,121	3,635	-	-	-	-
East North Central	11	*15.6	* 2.7	1,574	1,448	1,630	10	48.3	46.7	45.8
South Atlantic	13	* 9.1	- 4.5	1,841	1,688	1,928	-	-	-	-
East South Central	12	*30.9	* 3.1	2,236	1,708	2,169	-	-	-	-
Vest South Central	13	*26.0	- 6.6	2,436	1,934	2,607	-	-	-	-
Pacific	11	- 0.2	-1.8	1,025	1,027	1,044	-	-	-	-

Electrical goods, total	94	*31.7	* 6.3	9,016	6,847	8,483	29	81.5	80.3	78.0
Middle Atlantic	11	*14.3	- 2.1	985	862	1,006	-	-	-	-
East North Central	39	*47.4	* 9.3	3,112	2,111	2,484	-	-	-	-
South Atlantic	10	*28.0	* 9.7	958	748	873	-	-	-	-
Pacific	17	*27.6	* 9.8	2,383	1,867	2,170	-	-	-	-
Groceries and foods, total	278	* 3.2	* 0.5	39,451	38,233	39,664	197	101.0	96.0	97.0
Middle Atlantic	59	* 3.9	- 2.6	9,012	9,375	9,249	42	97.7	91.8	90.9
East North Central	59	* 3.0	- 0.1	9,263	8,992	9,274	48	99.8	94.9	93.2
West North Central	33	* 3.6	- 1.6	3,253	3,376	3,307	20	103.5	101.5	107.2
South Atlantic	31	* 8.7	* 1.2	2,175	2,001	2,151	20	107.6	96.6	104.9
East South Central	18	* 8.9	* 5.8	1,301	1,195	1,381	12	92.0	81.3	89.5
West South Central	26	* 4.8	- 0.1	3,706	3,535	3,711	22	100.9	100.0	97.5
Pacific	36	*11.1	* 3.1	8,246	7,419	8,004	24	119.9	112.6	110.5
Hardware, total	142	*26.3	*11.8	20,772	16,441	18,573	40	56.4	52.5	50.4
Middle Atlantic	25	*12.5	*18.8	2,164	1,924	1,821	-	-	-	-
East North Central	23	*28.3	*14.2	5,042	3,930	4,416	9	56.0	52.0	49.0
West North Central	18	*13.3	*14.1	2,394	2,115	2,099	2	-	-	-
South Atlantic	17	*19.0	* 6.6	1,464	1,230	1,375	13	54.6	47.7	45.0
East South Central	16	*42.8	*23.9	2,333	1,634	1,883	-	-	-	-
West South Central	19	*34.0	* 8.3	2,214	1,652	2,045	-	-	-	-
Pacific	18	*31.8	* 3.0	4,393	3,332	4,264	-	-	-	-
Paper and its Products, total	71	*13.7	* 5.7	4,932	4,339	4,665	36	76.0	72.3	74.3

Continued from Page # (3)

Middle Atlantic	22	* 5.0	*10.0	1.654	1.757	1.503	-	-	-	-
East North Central	13	*19.7	*15.2	1,600	1,337	1,389	11	76.0	66.0	76.2
Pacific	11	*29.1	-20.7	430	333	542	-	-	-	-

*States comprising regions:

New England (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)

Middle Atlantic (New Jersey, New York, Pennsylvania)

East North Central (Illinois, Indiana, Michigan, Ohio, Wisconsin)

West North Central (Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota)

South Atlantic (Delaware, District of Columbia, Florida, Georgia, Maryland, N.Carolina, S.Carolina, Va, W.Va.)

East South Central (Alabama, Kentucky, Mississippi, Tennessee)

West South Central (Arkansas, Louisiana, Oklahoma, Texas)

Mountain (Arizona, Idaho, Colorado, Montana, Nevada, New Mexico, Utah, Wyoming)

Pacific (California, Oregon, Washington)

For Release not Earlier
than December 31, 1936

See Pages 5-7 for
Manufacturers' Data

DEPARTMENT OF COMMERCE
Bureau of Foreign and Domestic Commerce
WASHINGTON

(In Cooperation with National Association of Credit Men)

WHOLESALESALES' SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE
NOVEMBER 1936

Value of wholesale trade increased noticeably in November 1936 from November 1935 and collections on accounts receivable were made at a higher rate over this period, according to reports of wholesalers in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Total net sales of 1,148 reporting wholesalers increased about 10 percent in November 1936 from November 1935, a continuation of a change recorded for every month of this year over the corresponding month of last year. Without adjustment for seasonal influences, November 1936 sales registered a decrease of about 13 percent from October of this year.

All of the wholesale trade groups shown in this report excepting shoes and other footwear had increased sales in November this year over the same month last year with durable and semi-durable goods showing the most favorable improvement and consumption goods the least favorable improvement. The increases ranged from 2.6 percent for groceries and foods to 59.8 percent for machinery, equipment and supplies. Metal, lumber and building material, and plumbing and heating equipment wholesalers averaged increases in sales of over 30 percent. In comparison with October 1936, all of the groups except farm products showed decreases.

Results presented separately by certain geographical regions indicate that sales in November as compared with November a year ago increased in most all sections of the country for the wholesale trade groups shown. Increases greatly in excess of the average for certain trades were shown in a number of regions, particularly in the East North Central States and East South Central States.

Percentages of collections on accounts receivable submitted by 629 wholesalers were higher in November this year than in November last year but under October this year. In November 1936, 74 percent of accounts receivable were collected as compared with 70.5 percent for November a year ago and 76.9 percent for October 1936.

In reflecting the average experience of the reporting establishments the median percentage has been selected as the most suitable average. This method gives equal weight to all firms regardless of the volume of business done and the figure is obtained by arranging the individual collection percentages in order of size and selecting the middle item. This procedure tends to minimize fluctuations.

Fourteen of the 19 wholesale groups reporting showed a higher average collection percentage for November 1936 than for November 1935. The greatest relative increase in collections from a year ago was registered by paint and varnish wholesalers.

The highest collection percentages were shown by the meats and meat products group, the median collection figures being 119.8 percent for November and 132.3 percent for October this year and 125.5 percent for November last year. These percentages indicate that customers of these firms took less than thirty days on the average to pay for their purchases.

Detailed figures are presented in the following tables and chart:

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 20 KINDS OF BUSINESS
NOVEMBER 1936

Kinds of business	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent* of collections during month to accounts receivable at beginning of month		
		Nov. 1936 percent- age change from:		Thousands of dollars			Median percentages				
		Nov. 1935	Oct. 1936	Nov. 1936	Nov. 1935	Oct. 1936	Nov. 1936		Nov. 1935	Oct. 1936	
Automotive supplies	62	+13.1	- 8.6	2,513	2,221	2,749	31	61.0	57.4	61.8	
Clothing and furnishings except shoes	18	+ 8.8	-37.2	1,308	1,202	2,082	9	50.0	50.0	47.0	
Shoes and other footwear	43	- 8.1	-16.4	13,721	14,934	16,402	15	40.0	42.5	57.0	
Coal**	-	-	-	-	-	-	-	-	-	-	
Drugs and drug sundries	124	+13.8	- 7.7	18,394	16,164	19,938	62	65.8	62.9	73.3	
Dry goods	90	+15.6	-14.6	15,726	13,598	18,424	28	44.4	43.5	46.8	
Electrical goods	98	+24.8	- 5.6	8,785	7,038	9,309	24	78.9	76.8	80.8	
Farm products (consumer goods)	22	+ 6.3	+ 4.2	3,847	3,620	3,692	22	114.0	104.0	119.5	
Furniture and housefurnishings	30	+22.8	-11.0	1,961	1,597	2,204	11	49.0	50.8	55.5	
Groceries and foods, except farm products	279	+ 2.6	-12.8	34,634	33,768	39,702	203	93.3	90.0	100.9	
Meats and meat products	16	+19.3	-21.0	4,551	3,814	5,764	15	119.8	125.5	132.3	
Hardware	146	+13.9	-16.3	17,747	15,586	21,205	44	55.4	53.3	56.8	
Jewelry and optical goods	14	+29.9	-12.6	761	586	871	-	-	-	-	
Lumber and building material	13	+46.2	-20.0	889	608	1,111	11	60.3	58.9	60.0	
Machinery, equipment and supplies, except electrical	28	+59.8	-17.3	2,253	1,410	2,725	25	74.3	69.0	72.2	
Metals	10	+48.4	-12.9	466	314	535	7	54.0	60.0	70.7	
Paints and varnishes	7	+ 9.5	-19.0	218	199	269	7	57.0	48.0	50.0	
Paper and its products	67	+ 6.8	-14.1	3,875	3,629	4,511	36	75.0	71.6	76.0	
Petroleum and its products **	-	-	-	-	-	-	-	-	-	-	
Plumbing and heating equipment and supplies ..	32	+39.0	-14.5	1,987	1,430	2,323	30	64.0	60.3	69.0	
Tobacco and its products	10	+ 3.4	- 5.8	1,005	972	1,067	10	98.6	99.0	109.1	
Miscellaneous, total	39	+19.8	-10.0	8,241	6,879	9,161	36	69.0	67.3	72.0	
Leather and leather goods**	-	-	-	-	-	-	-	-	-	-	
Beer, wines and spirituous liquors**	-	-	-	-	-	-	-	-	-	-	
Total	1148	+10.3	-12.9	142,882	129,569	164,044	629	74.0	70.5	76.9	

* These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

** Insufficient number of reports at present to show results separately; figures now included with Miscellaneous.

SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE OF REPORTING WHOLESALERS IN 8 KINDS OF BUSINESS, BY GEOGRAPHIC REGIONS
NOVEMBER 1936

(Results shown only for those trades having a sufficient number of reports for one or more regions*)

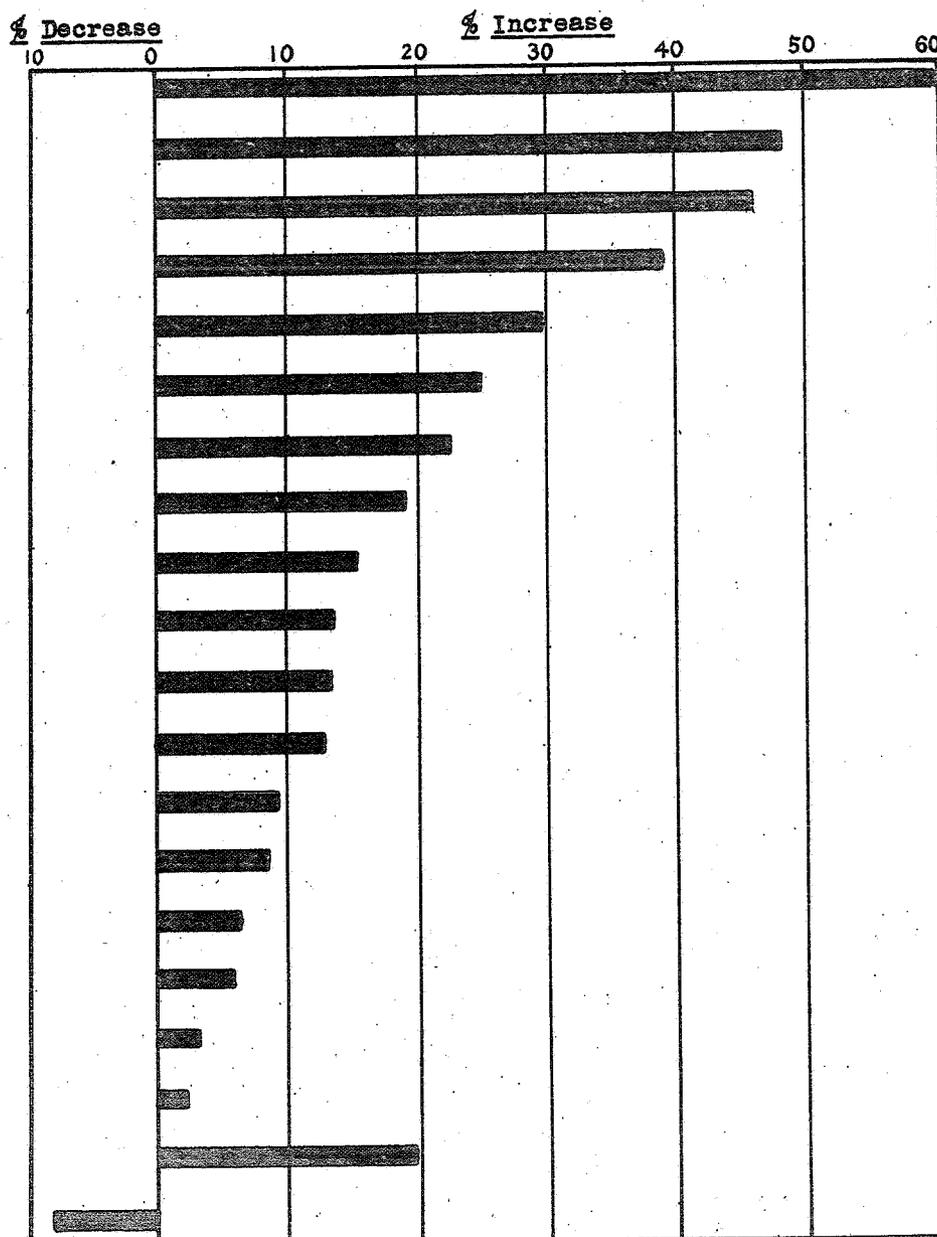
Kind of business and region	Number of firms reporting sales	Sales reported						Number of firms reporting collections	Percent of collections during month to accounts receivable at beginning of month		
		Nov. 1936 percent- age change from:		Thousands of dollars			Median percentages				
		Nov. 1935	Oct. 1936	Nov. 1935	Nov. 1935	Oct. 1936	Nov. 1935		Nov. 1935	Oct. 1936	
Automotive supplies, total	62	+13.1	- 8.6	2,513	2,221	2,749	31	61.0	57.4	61.8	
East North Central	12	+14.6	-12.6	595	515	681	12	60.1	56.7	58.0	
Pacific	34	+ 7.1	+ 1.1	893	834	883	-	-	-	-	
Shoes and other footwear, total ..	43	- 8.1	-16.4	13,721	14,934	16,402	15	40.0	42.5	57.0	
Middle Atlantic	13	-14.9	-35.3	1,338	1,572	2,067	-	-	-	-	
Drugs and drug sundries, total ...	124	+13.8	- 7.7	18,394	16,164	19,938	62	65.8	62.9	73.3	
Middle Atlantic	18	+10.1	- 9.8	2,665	2,421	2,955	10	70.0	67.2	72.3	
East North Central	23	+18.3	- 3.5	3,137	2,652	3,251	15	82.4	79.1	83.6	
West North Central	10	+ 4.4	-13.9	1,505	1,441	1,747	-	-	-	-	
South Atlantic	18	+12.7	- 2.0	1,555	1,380	1,587	11	59.8	58.0	62.0	
East South Central	14	+17.0	-15.4	1,566	1,338	1,852	-	-	-	-	
West South Central	20	+22.7	-10.8	2,520	2,053	2,826	-	-	-	-	
Pacific	12	+11.1	- 3.2	4,288	3,860	4,428	-	-	-	-	
Dry goods, total	90	+15.6	-14.6	15,726	13,598	18,424	28	44.4	43.5	46.8	
Middle Atlantic	19	+20.6	-12.5	3,186	2,641	3,642	-	-	-	-	
East North Central	11	+ 9.5	-14.1	1,438	1,313	1,674	10	46.8	48.1	48.3	
South Atlantic	10	+22.3	- 3.4	1,566	1,280	1,621	-	-	-	-	
East South Central	15	+22.5	-22.7	1,406	1,148	1,820	-	-	-	-	
West South Central	11	+ 0.8	-36.5	1,363	1,352	2,145	-	-	-	-	
Pacific	11	-14.1	-12.6	896	1,043	1,025	-	-	-	-	
Electrical goods, total	98	+24.8	- 5.6	8,785	7,038	9,309	24	78.9	76.8	80.8	
Middle Atlantic	9	+ 9.2	+ 0.6	898	822	893	-	-	-	-	
East North Central	41	+36.0	- 4.8	2,748	2,020	2,886	-	-	-	-	
Pacific	19	+24.9	-11.6	2,179	1,744	2,464	-	-	-	-	
Groceries and foods, total	279	+ 2.6	-12.8	34,634	33,768	39,702	203	93.3	90.0	100.9	
Middle Atlantic	57	+ 1.8	-11.7	9,550	9,381	10,814	42	93.9	85.8	100.0	
East North Central	60	+ 4.8	-11.3	8,079	7,712	9,110	48	91.4	88.4	99.8	
West North Central	41	+ 1.2	-13.8	4,152	4,103	4,815	26	92.6	88.8	93.5	
South Atlantic	25	+ 8.0	- 9.3	1,653	1,531	1,823	19	101.2	92.6	105.0	
East South Central	26	+ 0.1	-12.9	1,650	1,648	1,895	11	92.4	83.8	94.0	
West South Central	22	+ 4.5	-12.8	2,727	2,609	3,126	20	96.7	90.1	102.4	
Mountain	9	+ 3.4	- 7.6	1,842	1,781	1,993	-	-	-	-	
Pacific	32	- 0.3	+27.6	7,414	7,433	5,811	26	107.6	108.4	113.0	
Hardware, total	146	+13.9	-16.3	17,747	15,586	21,205	44	55.4	53.3	56.8	
Middle Atlantic	26	+14.1	-12.0	1,942	1,702	2,208	-	-	-	-	
East North Central	23	+17.4	-16.2	4,088	3,481	4,881	10	54.6	52.6	54.9	
West North Central	22	+11.1	-17.9	2,514	2,263	3,062	-	-	-	-	
South Atlantic	16	+14.6	- 8.9	1,069	933	1,173	15	50.8	48.9	55.5	
East South Central	22	+30.6	-15.1	2,775	2,125	3,270	-	-	-	-	
West South Central	12	+17.9	-16.8	954	809	1,146	-	-	-	-	
Pacific	19	+ 1.9	-20.2	3,838	3,768	4,815	-	-	-	-	
Paper and its products, total	67	+ 6.8	-14.1	3,875	3,629	4,511	36	75.0	71.6	76.0	
Middle Atlantic	21	+ 3.5	-14.4	1,341	1,296	1,566	-	-	-	-	
East North Central	15	+ 7.0	-16.2	1,406	1,314	1,677	13	75.6	72.0	76.0	
Pacific	11	+20.6	-20.9	340	282	430	-	-	-	-	

* States comprising regions:

- New England (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)
- Middle Atlantic (New Jersey, New York, Pennsylvania)
- East North Central (Illinois, Indiana, Michigan, Ohio, Wisconsin)
- West North Central (Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota)
- South Atlantic (Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia)
- East South Central (Alabama, Kentucky, Mississippi, Tennessee)
- West South Central (Arkansas, Louisiana, Oklahoma, Texas)
- Mountain (Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, Wyoming)
- Pacific (California, Oregon, Washington)

PERCENTAGE OF CHANGE IN SALES OF 1148 WHOLESALERS IN 20 KINDS OF BUSINESS
NOVEMBER 1936 COMPARED WITH NOVEMBER 1935

<u>KIND OF BUSINESS</u>	
MACHINERY, EQUIPMENT AND SUPPLIES	+ 59.8
METALS	+ 48.4
LUMBER AND BUILDING MATERIAL	+ 46.2
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	+ 39.0
JEWELRY	+ 29.9
ELECTRICAL GOODS	+ 24.8
FURNITURE AND HOUSE FURNISHINGS	+ 22.8
MEATS AND MEAT PRODUCTS	+ 19.3
DRY GOODS	+ 15.6
HARDWARE	+ 13.9
DRUGS AND DRUG SUNDRIES	+ 13.8
AUTOMOTIVE SUPPLIES	+ 13.1
PAINTS AND VARNISHES	+ 9.5
CLOTHING AND FURNISHINGS EXCEPT SHOES	+ 8.8
PAPER AND ITS PRODUCTS	+ 6.8
FARM PRODUCTS (CONSUMER GOODS)	+ 6.3
TOBACCO AND ITS PRODUCTS	+ 3.4
GROCERIES AND FOODS	+ 2.6
MISCELLANEOUS	+ 19.8
SHOES AND OTHER FOOTWEAR	- 8.1



Department of Commerce
Bureau of Foreign and Domestic Commerce
Washington

(In Cooperation with National Association of Credit Men)
WHOLESALESALEERS' SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE
December 1936

Value of wholesale trade increased substantially in December 1936 from December 1935 and collections on accounts receivable were made at a higher rate over this period, according to reports of wholesalers in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Total Net sales of 1020 reporting wholesalers increased over 21 percent in December 1936 from December 1935, a continuation of a change recorded for every month of this year over the corresponding month of last year. Without adjustment for seasonal influence, December 1936 sales registered an increase of about 1 percent from November of this year.

All of the wholesale trade groups shown in this report excepting farm products had increased sales in December this year over the same month last year with durable and semi-durable goods showing the most favorable improvement and consumption goods the least favorable improvement. The increases ranged from 5 percent for tobacco and its products to 72.3 percent for machinery, equipment and supplies. Metal, lumber and building material, plumbing and heating equipment, and furniture wholesalers averaged increased in sales of over 50 percent. In comparison with November 1936, 11 of the groups showed increases and 9 showed decreases.

Results presented separately by certain geographical regions indicate that sales in December as compared with December a year ago, increased in most all sections of the country for the wholesale trade groups shown. Increases greatly in excess of the average for certain trades were shown in a number of regions, particularly in the East North Central States and South Atlantic States.

Percentages of collections on accounts receivable submitted by 609 Wholesalers were higher in December this year than in both December last year and November of this year. In December 1936, 79.8 percent of accounts receivable were collected as compared with 73 percent for December a year ago and 74.3 percent for November 1936.

In reflecting the average experience of the reporting establishments the median percentages has been selected as the most suitable average. This method gives equal weight to all firms regardless of the volume of business done and the figure is obtained by arranging the individual collections percentages in order of size and selecting the middle item. This procedure tends to minimize fluctuations.

Sixteen of the 19 wholesale groups reporting showed a higher average collection percentage for December 1936 than for December 1935. The greatest relative increase in collections from a year ago was registered by wholesalers of farm products (consumer goods).

The highest collections percentages were shown by the meats and meat products group, the median collection figures being 110.2 percent for December and 107.1 percent for November this year and 109.3 percent for December last year. These percentages indicate that customers of these firms took less than thirty days on the average to pay for their purchases.

Detailed figures are presented in the following tables and charts†

Sales and Collections on Accounts Receivable of Reporting Wholesalers in 20 Kinds of Business
Decem 1936

Kind of Business	No of firms reporting Sales	Sales reported					No. of firms reporting collect.	Percent*of collections during month to accounts receivable at beginning of month		
		Thousands of Dollars						Median percentages		
		Dec. 1936	Nov. 1936	Dec. 1936	Dec. 1935	Nov. 1935		Dec. 1936	Dec. 1935	Nov. 1936
Automotive Supplies	39	+26.0	-10.8	1,649	1,309	1,838	28	62.8	60.0	61.5
Clothing & Furnishings excp. shoes	18	+15.5	-19.7	969	839	1,207	9	65.0	62.0	50.0
Shoes and other footwear	39	+8.0	-20.9	10,673	9,883	13,494	15	47.0	46.0	40.0
all**	-	-	-	-	-	-	-	-	-	-
Drugs and drug sundries	98	+20.8	+8.5	14,884	12,322	13,723	49	97.8	80.0	71.0
Dry Goods	88	+28.5	-17.8	12,641	9,841	15,374	30	55.7	48.9	44.4
Electrical goods	69	+39.6	+36.7	7,957	5,701	5,822	26	85.1	77.7	74.9
Farm prod. (consumer goods)	23	-3.4	+5.7	3,646	3,773	3,867	23	138.0	166.1	118.0
Furniture & house furnishings	27	+64.5	+10.9	2,160	1,313	1,947	12	53.9	52.0	49.1
Grains and foods, excp. farm prds.	260	+13.0	+5.4	32,852	29,069	31,168	197	102.0	91.7	93.8
Meats and meat products	19	+10.9	+10.1	8,327	7,511	7,560	18	110.2	109.3	107.1
Hardware	132	+28.6	+4.6	16,471	12,809	15,742	41	60.2	56.2	54.8
Jewelry and optical goods	16	+31.8	+1.3	775	588	765	-	-	-	-
Lumber & bldg. material	9	+55.2	+6.5	658	424	704	9	72.0	67.2	64.5
Machinery, eqpt. and supplies except electrical	26	+72.3	+16.4	2,209	1,282	1,898	24	77.2	70.5	72.1
Paints	8	+52.3	+5.9	402	264	427	7	71.7	63.8	64.0
Stains and varnishes	10	+16.6	-25.2	1,112	954	1,487	9	49.0	53.5	60.5

Paper and its products	62	*36.3	*16.9	3,950	2,899	3,378	35	74.6	72.0	71.0
Petroleum and its products**	—	—	—	—	—	—	—	—	—	—
Plumbing heating equipt.& Sup.	37	*56.8	*3.1	2,106	1,343	2,174	34	66.5	54.6	62.7
Tobacco and its products	10	*5.0	*18.2	1,312	1,249	1,110	9	108.0	109.0	101.0
Miscellaneous, total	30	*35.0	*7.0	6,360	4,712	5,942	34	69.7	59.7	62.9
Leather and leather goods**	—	—	—	—	—	—	—	—	—	—
Beer, wines & Spirituous liquors**	—	—	—	—	—	—	—	—	—	—
Total	1020	*21.3	*1.1	131,113	108,085	129,627	609	79.8	73.0	74.3

*These figures should not be related to sales figures for current month. They represent only ratio of collections during that month to accounts receivable at beginning of month. The wide differences existing between the percentages for various kinds of business are due principally to variations in terms of sales.

** Insufficient number of reports at present to show results separately; figures now included with miscellaneous.

Sales and Collections of Accounts receivable of reporting Wholesalers in 8 Kinds of Business

December 1936

(Results shown only for those trades having a sufficient number of reports for one or more regions*)

(Sales Reported)

Kind of Business and region	No. of firms report- Sales	Dec 1936 percent: age change from		Thousands of Dollars			No. of firms reporting collections	Percent of collections during month to accounts receivable at beginning of month.		
		Dec. 1935	Nov. 1936	Dec. 1936	Dec. 1935	Nov. 1936		Dec. 1936	Dec. 1935	Nov. 1936
Automotive supplies, total	39	*26.0	-10.3	1,649	1,309	1,838	28	62.8	60.0	61.5
East North Central	11	*36.5	* 2.5	400	293	391	11	66.6	56.4	61.0
Pacific	15	*17.9	-24.7	409	347	543	-	-	-	-
Shoes and other footwear	39	* 8.0	-20.9	10,673	9,883	13,494	15	47.0	46.8	40.0
Middle Atlantic	13	* 1.9	- 1.2	1,321	1,297	1,337	-	-	-	-
Drugs and drug sundries,	98	*20.8	* 8.5	14,884	12,322	13,723	49	79.8	80.0	71.0
Middle Atlantic	13	*10.6	* 4.8	2,107	1,905	2,010	-	-	-	-
East North Central	21	*29.9	*16.1	3,332	2,565	2,869	13	91.7	95.0	82.4
South Atlantic	16	*23.2	* 2.8	1,216	987	1,183	10	70.8	80.6	57.7
West South Central	23	*19.4	*13.0	3,222	2,699	2,852	10	76.5	70.8	64.1
Dry Goods, total	88	*28.5	*17.8	12,641	9,841	15,374	30	55.7	48.9	44.4
Middle Atlantic	17	*41.5	*11.8	3,412	2,411	3,053	-	-	-	-
East North Central	11	*22.0	- 2.8	1,398	1,146	1,438	10	61.7	52.7	46.8
South Atlantic	13	*16.2	-23.1	1,278	1,100	1,662	-	-	-	-
East South Central	12	*22.9	-32.8	1,115	907	1,658	-	-	-	-
West South Central	12	* 1.6	-30.4	841	828	1,203	-	-	-	-
Pacific	9	* 5.2	-28.2	542	515	755	-	-	-	-

Electrical goods, total	69	*39.6	*36.7	7,907	5,701	5,822	26.1	85.1	77.7	74.9
East North Central	26	*47.0	*38.9	2,661	1,810	1,916	—	—	—	—
South Atlantic	10	*31.1	*25.3	1,080	824	862	—	—	—	—
Pacific	15	*41.8	*32.5	1,830	1,291	1,381	—	—	—	—
Gro. and foods, total	260	*13.0	* 5.4	32,852	29,069	31,168	197	102.0	91.7	93.8
Middle Atlantic	54	*10.3	* 9.2	8,344	7,565	7,643	39	99.4	90.9	93.9
East North Central	60	*18.9	* 9.7	8,773	7,347	7,959	48	104.5	92.1	92.9
West North Central	30	*13.6	* 3.6	2,939	2,587	2,837	24	119.8	99.9	98.8
South Atlantic	30	*17.4	* 5.8	2,116	1,803	2,000	19	103.7	92.8	101.2
East South Central	17	*15.6	* 9.0	1,040	900	954	12	93.2	81.5	93.6
West South Central	24	*12.0	* 1.0	3,064	2,736	3,033	21	106.0	89.6	91.4
Mountain	9	*14.9	- 4.4	1,412	1,229	1,477	—	—	—	—
Pacific	30	* 5.8	- 1.6	4,888	4,618	4,969	22	91.1	95.0	95.5
Hardware, total	132	*28.6	* 4.6	16,471	12,809	15,742	41	60.2	56.2	54.8
Middle Atlantic	25	*24.5	*16.3	2,188	1,757	1,882	—	—	—	—
East North Central	21	*38.5	* 9.3	3,686	2,661	3,371	9	63.6	56.2	54.0
West North Central	14	*20.4	* 1.0	1,700	1,412	1,683	—	—	—	—
South Atlantic	17	*25.3	- 7.9	1,244	993	1,350	13	47.0	44.5	50.0
East South Central	16	*47.4	* 2.7	2,036	1,381	1,982	—	—	—	—
West South Central	17	*29.3	- 5.0	1,394	1,078	1,467	—	—	—	—
Pacific	16	*21.5	* 6.5	3,542	2,915	3,326	—	—	—	—

Paper and its Products	62	*36.3	*16.9	3,950	2,899	3,378	35	74.6	72.0	71.0
Middle Atlantic	19	*34.3	*21.1	1,535	1,143	1,268	—	—	—	—
East North Central	13	*49.6	*19.2	1,134	758	951	13	79.8	74.9	74.4
Pacific	11	*20.1	*21.2	412	343	340	—	—	—	—

*States Comprising regions:

New England) Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)

Middle Atlantic(New Jersey, New York, Pennsylvania)

East North Central(Illinois, Indiana, Michigan, Ohio, Wisconsin)

West North Central(Iowa, Kansas, Minnesota, Nebraska, Missouri, North Dakota, South Dakota,)

South Atlantic (Delaware, District of Columbia, Florida, Georgia, Maryland, N.Carolina, S.Carolina, Va. W.Va.)

East South Central(Alabama, Kentucky, Mississippi, Tennessee)

West South Central(Arkansas, Louisiana, Oklahoma, Texas)

Mountain(Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, Wyoming)

Pacific(California, Oregon, Washington)