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Business Conditions
Wholesalers: Pages 1-8
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U. S. DEPARTMENT OF COMMERCE
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WASHINGTON

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(In Cooperation with National Association of Credit Men)

WHOLESALE TRADE - JANUARY 1939

The dollar volume of wholesale trade during January increased about 4 percent from January 1938 according to reports from 2,560 wholesalers co-operating in the monthly joint study of the National Association of Credit Men and the Bureau of Foreign and Domestic Commerce.

Total sales of the reporting group during January amounted to 169 million dollars as compared with 162 million dollars for January last year and 189 million dollars in December 1938.

The improved sales conditions prevailing in wholesale trade during January is reflected in the percentage comparisons with the last three years. Whereas December sales were up 1½ percent from December 1937, January sales were up 4 percent from last January. December 1938 sales were down 11 percent from December 1936, but January sales were down only 8 percent from January 1937.

Twenty-one of the thirty lines of wholesale trade for which data are shown separately recorded increases from last January. Wholesalers of Metals reported the greatest increase over last year, 32½ percent, followed by distributors of Furniture and Shoes and Other Footwear with gains of 23 percent and 20 percent respectively. The greatest decrease, 14 percent, from January of last year was recorded by Machinery, Equipment and Supplies Distributors.

The cost value of stocks at the end of January was down almost 12 percent from the same date last year. The higher sales level this January coupled with this decline in inventories is reflected in the substantial decrease in the stock-sales ratio. This ratio was 189 percent for this January as compared with 217 percent for January 1938.

The rate of collections on accounts receivable during January was slightly above January 1938. Collections during January amounted to 73 percent of the total accounts receivable outstanding at the beginning of the month, while the corresponding ratio for last January was 71 percent. This is the third consecutive month during which the collection rate exceeded the corresponding month of the previous year.

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WHOLESALERS' SALES AND INVENTORIES

JANUARY 1939

Kind of Business	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Jan. 1939 from Jan. 1938	Dollar Sales: Percent change Jan. 1939 from Dec. 1938	Dollar Sales: January 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Jan. 1939 from Jan. 1938	End of Month Inventories (Cost): Percent change Jan. 1939 from Dec. 1938	End of Month Inventories (Cost): January 31, 1939 (000's)	Stock-Sales Ratios#: Jan. 1939	Stock-Sales Ratios#: Jan. 1938	Stock-Sales Ratios#: Dec. 1938
Automotive Supplies	163	+ 6.8	-20.0	$ 2,539	70	- 5.6	+ 1.1	$ 3,467	323	379	273
Chemicals	10	- 3.7	- 9.3	392	5	- 4.2	- 0.5	181	67	83	72
Paints and Varnishes	25	0.0	+ 8.7	175	6	-17.3	+11.2	287	416	503	461
Clothing and Furnishings, except Shoes	24	+16.5	+ 5.3	1,345	9	+ 8.0	+14.9	446	284	291	187
Shoes and Other Footwear	37	+20.1	+ 5.9	9,722	20	-10.5	+13.6	7,241	170	170	173
Coal	12	- 1.0	- 5.4	3,304	**	**	**	**	**	**	**
Drugs and Drug Sundries	71	+ 5.0	- 8.0	8,944	44	- 3.4	+ 1.9	9,017	203	219	177
Dry Goods	109	+13.1	+ 4.4	10,766	69	-16.3	+ 7.8	19,579	259	344	243
Electrical Goods	350	+ 1.8	-27.0	14,307	292	-27.4	+13.1	17,796	144	206	95
Farm Products - Consumer Goods	59	- 6.1	-12.1	2,866	40	+ 2.4	+ 2.0	1,300	71	64	64
Farm Supplies	6	- 5.6	+94.4	560	**	**	**	**	**	**	**
Furniture and House Furnishings	39	+22.7	-21.7	2,337	17	-21.7	0.0	3,808	273	440	208
Groceries and Foods, except Farm Products	675	- 3.4	- 6.9	46,555	366	- 7.8	+ 2.1	42,462	162	166	145
Meats and Meat Products	41	+13.3	+11.8	11,625	23	+ 3.4	+15.4	1,294	60	56	51
Wine and Liquor	14	- 1.3	-41.8	898	11	+ 3.2	+ 0.7	2,120	260	244	150
Total Hardware Group	418	+ 7.4	-11.0	21,969	256	- 8.4	+ 6.5	47,328	331	387	283
General Hardware	157	+ 6.9	-11.2	14,166	95	- 8.8	+ 7.3	33,585	351	412	299
Heavy Hardware	22	+ 0.9	- 4.8	776	16	- 7.1	+ 5.5	1,869	395	442	373
Industrial Supplies*	130	+ 7.9	- 9.3	4,111	77	- 9.5	- 0.5	7,706	284	332	264
Plumbing and Heating Supplies	109	+10.9	-14.1	2,916	68	- 9.4	+ 8.5	3,900	250	311	202
Jewelry and Optical Goods	39	+11.1	-73.9	623	18	-29.1	- 0.5	1,816	688	1109	153
Lumber and Building Materials	43	+17.0	-13.4	1,580	27	+ 0.9	+ 0.8	2,586	247	283	213
Machinery, Equipment and Supplies, except Electrical	40	-14.4	+ 0.5	1,755	25	-18.9	- 0.1	3,868	320	328	314
Surgical Equipment and Supplies	31	+ 7.0	- 2.0	533	17	+ 1.1	+ 2.4	712	206	223	201
Metals	20	+32.5	+ 4.1	1,151	12	-21.5	+ 2.2	1,316	203	376	203
Paper and Its Products	71	+ 3.0	- 0.2	3,687	33	-11.7	- 0.2	3,386	176	199	174
Petroleum	13	+ 2.4	-12.0	2,832	9	- 5.3	- 3.0	1,495	76	82	72
Tobacco and Its Products	191	+ 2.8	-30.0	11,833	73	- 3.7	+10.3	3,786	64	67	39
Flowers and Nursery Stock	5	- 3.0	-45.5	162	**	**	**	**	**	**	**
Leather and Shoe Findings	11	+10.8	- 0.9	215	**	**	**	**	**	**	**
Miscellaneous	43	+18.1	- 4.9	6,181	40	- 4.4	- 0.1	8,640	123	142	125
Total	2560	+ 4.4	-10.7	168,856	1482	-11.6	+ 5.0	183,661	189	217	158

* This heading also includes distributors of mill, mine and steam supplies.

** Insufficient data to show separately.

These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

Total Sales, including liquors, wines, etc.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JANUARY 1939

Kind of Business	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Jan. 1939	Jan. 1938	Dec. 1938	Percent change January 1, 1939 from Jan. 1, 1938	Percent change January 1, 1939 from Dec. 1, 1938	As of January 1, 1939 (000's)
Automotive Supplies	125	60	61	72	+ 2.8	-15.4	3,378
Chemicals	9	79	67	76	- 4.9	- 5.4	389
Paints and Varnishes	24	36	40	44	+ 6.8	-12.3	362
Clothing and Furnishings, except Shoes	23	47	37	49	-11.9	-16.0	3,282
Shoes and Other Footwear	34	46	41	51	+ 0.7	-18.7	8,401
Coal	12	71	75	74	- 3.9	+12.8	4,501
Drugs and Drug Sundries	60	78	77	79	- 5.0	+ 1.4	9,374
Dry Goods	100	48	46	56	- 3.1	-16.5	20,739
Electrical Goods	317	68	68	71	- 9.5	+ 2.6	22,765
Farm Products (Consumer Goods)	48	128	124	129	- 6.5	-10.5	1,958
Farm Supplies	5	137	126	93	- 6.1	+ 6.6	307
Furniture and House Furnishings	32	51	52	56	+ 0.5	- 8.0	4,769
Groceries and Foods, except Farm Products	540	98	97	102	- 4.5	- 8.0	37,006
Meats and Meat Products	36	195	189	172	+ 9.0	- 2.4	5,852
Wines and Spirituous Liquors	12	84	93	107	- 1.8	+ 4.3	1,077
Total Hardware Group	387	52	51	60	- 1.9	-10.1	39,195
General Hardware	142	50	48	59	- 1.8	-10.6	26,095
Heavy Hardware	21	59	56	66	- 8.7	-16.7	1,199
Industrial Supplies**	118	56	60	63	- 0.8	- 3.2	6,321
Plumbing and Heating Supplies	106	53	54	60	- 1.9	-13.4	5,670
Jewelry and Optical Goods	29	46	45	27	-12.3	+ 5.7	4,546
Lumber and Building Materials	41	58	54	65	- 3.5	-13.9	2,927
Machinery, Equipment and Supplies, except Electrical	31	46	49	52	-12.0	- 5.2	2,801
Surgical Equipment and Supplies	29	43	40	43	+ 1.7	- 1.7	1,056
Metals	18	70	72	78	+18.7	- 0.7	1,378
Paper and Its Products	62	58	57	63	- 0.2	- 0.9	5,334
Petroleum	10	87	83	89	- 1.5	- 5.6	2,734
Tobacco and Its Products	120	121	121	129	+ 2.9	- 0.5	8,431
Miscellaneous	40	95	77	88	+ 1.1	-13.6	5,857
Leather and Shoe Findings	11	42	42	40	+ 3.1	- 4.4	502
Total	2,155	73	71	77	- 2.9	- 7.7	198,981

* Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

** This heading also includes distributors of mill, mine and steam supplies.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC REGIONS - JANUARY 1939

Kind of Business and Region	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change January 1939 from Jan. 1938	Dollar Sales: Percent change January 1939 from Dec. 1938	Dollar Sales: January 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting sales	End of Month Inventories (Cost): Percent change January 1939 from Jan. 1938	End of Month Inventories (Cost): Percent change January 1939 from Dec. 1938	End of Month Inventories (Cost): January 31, 1939 (000's)	Stock-Sales Ratio*: January 1939	Stock-Sales Ratio*: January 1938	Stock-Sales Ratio*: December 1938
New England	130	+ 5.1	-21.7	$ 8,150	74	-12.4	+ 0.4	$ 5,832	133	154	109
Electrical Goods	32	+ 5.3	-30.9	867	27	-15.0	+ 8.2	1,357	162	201	105
Groceries and Foods, except Farm Products	24	+ 4.9	-21.5	1,662	13	- 8.8	- 3.3	798	178	201	180
Industrial Supplies*	16	+15.7	-18.7	331	11	-10.6	- 5.0	847	339	430	269
Plumbing and Heating Supplies	8	+ 4.4	-14.0	141	**	**	**	**	**	**	**
Tobacco and Its Products	15	+ 3.2	-38.7	1,248	4	+11.5	+ 3.0	68	78	70	17
Middle Atlantic	513	+ 4.9	-14.9	38,494	280	- 9.3	+ 4.3	32,240	164	186	125
Automotive Supplies	16	+ 1.0	-15.4	303	7	- 6.4	- 0.7	412	332	454	317
Paints and Varnishes	5	- 8.6	+28.0	32	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	9	+20.2	+22.0	1,072	**	**	**	**	**	**	**
Shoes and Other Footwear	11	+33.3	- 7.2	568	4	+11.8	+17.3	1,553	397	509	331
Drugs and Drug Sundries	10	+10.5	- 3.0	2,236	7	+ 8.6	+ 4.8	1,303	138	134	120
Dry Goods	32	+18.0	- 2.1	3,069	21	-14.4	+ 8.1	3,795	296	380	211
Electrical Goods	69	- 0.2	-32.9	2,579	57	-27.3	+14.9	3,147	132	181	78
Farm Products-Consumer Goods	5	-18.4	- 1.3	628	4	+34.5	+ 8.3	234	63	35	61
Furniture and House Furnishings	6	+14.2	-32.5	282	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	93	- 7.7	-10.9	8,904	33	-12.5	- 1.5	5,773	176	168	126
Meats and Meat Products	6	+19.9	+ 2.2	3,559	**	**	**	**	**	**	**
General Hardware	34	+ 3.3	-40.3	1,393	15	- 5.3	+12.1	2,665	480	519	312
Heavy Hardware	8	+ 6.8	- 6.3	283	6	+ 2.3	+ 7.7	936	356	372	314
Industrial Supplies*	36	- 1.9	- 9.2	1,044	24	-10.0	- 0.2	2,024	257	281	236
Plumbing and Heating Supplies	41	+ 5.0	-19.6	711	29	- 5.2	+11.0	1,160	212	235	151
Jewelry and Optical Goods	17	+13.8	-74.1	247	9	-29.2	- 3.0	1,164	661	1174	175
Lumber and Building Materials	11	+28.9	-18.1	424	5	- 4.7	- 3.5	465	168	246	141
Machinery, Equipment and Supplies, except Electrical	4	-26.9	+24.3	128	**	**	**	**	**	**	**
Surgical Equipment and Supplies	5	+ 6.3	- 9.5	67	4	- 1.2	- 1.2	163	354	367	359
Metals	4	+19.3	-11.0	290	**	**	**	**	**	**	**
Paper and Its Products	16	+ 3.1	- 0.8	1,168	7	- 8.3	+ 4.1	1,001	142	156	131
Petroleum	5	+10.7	-10.2	371	4	- 6.8	- 0.5	204	55	66	50
Tobacco and Its Products	52	- 1.0	-29.7	4,469	27	- 8.8	+16.4	2,154	63	67	38
East North Central	476	+ 2.2	-16.6	27,380	274	-14.1	+ 4.5	31,269	191	231	154
Automotive Supplies	41	+17.9	-13.6	500	22	-10.2	- 0.5	924	309	427	262
Chemicals	4	+13.2	+ 7.5	301	**	**	**	**	**	**	**
Paints and Varnishes	8	0.0	- 7.5	37	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	4	+18.0	-47.3	118	**	**	**	**	**	**	**
Shoes and Other Footwear	4	+37.4	-37.9	136	**	**	**	**	**	**	**
Coal	5	+16.2	- 2.4	890	**	**	**	**	**	**	**
Drugs and Drug Sundries	14	+ 4.8	- 7.5	1,364	7	- 8.6	+ 1.5	918	179	210	149
Dry Goods	9	+ 4.3	-25.1	702	6	- 9.0	+ 6.0	1,596	249	287	174
Electrical Goods	66	- 8.0	-31.7	3,251	52	-29.0	+14.3	3,642	159	227	99
Farm Products-Consumer Goods	14	0.0	-19.2	290	10	+ 1.4	+ 3.7	141	72	72	56
Groceries and Foods, except Farm Products	101	- 2.4	- 7.4	8,125	57	-10.2	- 1.5	7,595	160	179	156
Meats and Meat Products	8	- 7.2	+ 7.9	987	8	- 2.9	+20.9	468	47	45	42
General Hardware	17	+ 3.4	-24.3	2,048	13	-12.9	+ 6.1	7,063	377	449	267
Industrial Supplies*	26	+13.3	- 9.7	917	15	-20.4	+ 0.2	1,698	251	372	239
Plumbing and Heating Supplies	16	+14.1	- 3.7	597	9	- 6.6	+13.8	990	355	445	315
Jewelry and Optical Goods	11	+ 9.6	-80.6	149	4	-34.9	+ 2.9	356	809	1272	146
Lumber and Building Materials	9	+ 7.1	-16.5	273	5	- 0.4	+ 6.8	488	301	277	227
Machinery, Equipment and Supplies, except Electrical	6	-24.0	- 6.2	136	5	-19.7	+ 0.5	204	191	174	171
Surgical Equipment and Supplies	7	+12.6	+ 0.4	250	**	**	**	**	**	**	**
Metals	9	+35.9	+18.7	526	5	-22.1	+ 8.2	526	210	417	202
Paper and Its Products	22	+ 1.9	+ 7.6	1,354	12	-19.9	- 2.8	1,060	169	202	174
Tobacco and Its Products	53	+ 8.2	-24.1	3,016	19	- 0.6	+ 5.5	864	58	61	43

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC REGIONS - JANUARY 1939 (continued)

Kind of Business and Region	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change January 1939 from Jan. 1938	Dollar Sales: Percent change January 1939 from Dec. 1938	Dollar Sales: January 1939 ($000's)	End of Month Inventories (Cost): Number of firms reporting sales	End of Month Inventories (Cost): Percent change January 1939 from Jan. 1938	End of Month Inventories (Cost): Percent change January 1939 from Dec. 1938	End of Month Inventories (Cost): January 31, 1939 ($000's)	Stock-Sales Ratios*: Jan. 1939	Stock-Sales Ratios*: Jan. 1938	Stock-Sales Ratios*: Dec. 1938
West North Central	292	+ 4.0	- 0.4	$ 27,129	188	-18.0	+ 4.3	$ 32,968	196	237	179
Automotive Supplies	16	+17.7	- 0.8	373	5	-15.5	+10.1	394	372	448	269
Paints and Varnishes	4	- 5.5	+15.6	52	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	6	-13.3	-20.0	72	4	-11.5	+19.6	116	400	524	539
Shoes and Other Footwear	4	-25.9	+ 5.8	2,731	4	-30.3	- 8.8	2,882	106	112	122
Drugs and Drug Sundries	8	+ 1.7	- 9.2	881	6	- 5.2	+ 5.6	1,250	220	237	199
Dry Goods	10	+17.4	+15.0	3,163	9	-22.9	- 1.4	7,328	237	362	276
Electrical Goods	43	+10.6	-20.4	1,789	38	-31.0	+15.6	1,881	125	188	84
Farm Products-Consumer Goods	7	- 3.5	-20.9	250	5	-10.4	+ 2.1	146	70	73	55
Furniture and House Furnishings	9	+21.3	-24.2	951	6	-29.9	- 3.8	1,871	282	507	227
Groceries and Foods, except Farm Products	90	+ 0.1	- 9.0	4,828	56	-10.5	+ 3.6	5,743	182	200	165
General Hardware	14	+ 9.1	- 5.3	2,477	13	-12.2	+10.1	7,387	308	382	268
Heavy Hardware	4	+13.2	+10.3	43	**	**	**	**	**	**	**
Industrial Supplies*	12	+ 9.1	-30.9	253	6	- 6.1	- 2.2	491	351	366	226
Plumbing and Heating Supplies	12	+18.9	-22.2	327	5	- 8.8	+ 4.9	382	298	415	253
Jewelry and Optical Goods	4	+ 2.9	-77.1	36	**	**	**	**	**	**	**
Lumber and Building Materials	5	+ 5.6	-23.3	207	**	**	**	**	**	**	**
Surgical Equipment and Supplies	4	- 2.7	+ 9.1	36	**	**	**	**	**	**	**
Paper and Its Products	5	+ 0.8	0.0	123	**	**	**	**	**	**	**
Tobacco and Its Products	12	+ 2.8	-17.8	508	5	- 2.4	- 3.1	123	45	48	38
South Atlantic	307	+ 8.2	- 5.2	14,699	154	- 9.2	+ 8.5	15,129	176	217	157
Automotive Supplies	8	+29.2	-30.7	239	4	-15.5	+ 7.9	163	296	327	225
Shoes and Other Footwear	6	+44.4	+119.2	960	4	+ 4.5	+60.7	1,847	202	280	287
Drugs and Drug Sundries	14	+ 6.4	- 1.7	1,205	6	- 5.6	- 0.3	1,159	183	212	176
Dry Goods	11	- 0.1	-13.8	720	6	-19.2	+22.1	1,061	287	343	217
Electrical Goods	45	+35.2	-19.5	1,762	40	-25.5	+ 7.8	2,056	124	229	97
Farm Products - Consumer Goods	9	+ 0.9	-24.1	353	4	+20.7	0.0	70	46	38	32
Furniture and House Furnishings	6	- 4.0	-34.4	143	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	106	- 1.4	- 2.1	4,163	36	-10.0	+ 2.0	2,588	157	172	144
General Hardware	30	+ 4.9	+ 6.7	1,748	15	- 1.7	+ 0.7	2,910	323	338	360
Industrial Supplies*	15	+18.4	0.0	289	7	- 3.9	+11.2	537	253	339	234
Plumbing and Heating Supplies	17	+16.8	-13.9	460	15	-16.2	+ 5.3	656	208	293	178
Jewelry and Optical Goods	4	+25.1	-55.7	145	**	**	**	**	**	**	**
Paper and Its Products	8	+ 8.1	+ 0.8	375	4	-11.3	- 4.4	392	199	246	211
Tobacco and Its Products	15	+ 6.4	-14.9	666	5	+ 2.5	+ 0.8	125	65	67	52
East South Central	149	+ 4.3	- 6.5	6,867	76	- 4.7	+ 7.7	8,493	217	238	188
Automotive Supplies	5	- 6.5	-15.7	43	**	**	**	**	**	**	**
Drugs and Drug Sundries	5	+ 9.2	+ 6.9	202	**	**	**	**	**	**	**
Dry Goods	12	+ 7.4	+ 3.7	709	6	- 9.5	+14.5	1,159	233	273	222
Electrical Goods	15	+ 6.5	-29.9	440	12	- 9.1	+21.2	710	176	207	107
Farm Products - Consumer Goods	4	+17.9	-28.1	46	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	53	- 5.0	- 6.3	2,297	19	-10.3	+ 3.5	1,562	158	171	143
General Hardware	17	+13.4	+ 3.1	1,747	12	- 3.5	+ 6.3	3,291	294	341	293
Industrial Supplies*	7	+ 7.9	+ 5.5	191	**	**	**	**	**	**	**
Machinery, Equipment and Supplies, except Electrical	4	+12.8	-13.1	53	**	**	**	**	**	**	**
Paper and Its Products	5	+ 4.1	-13.0	154	**	**	**	**	**	**	**

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC REGIONS - JANUARY 1939 (continued)

Kind of Business and Region	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change January 1939 from Jan. 1938	Dollar Sales: Percent change January 1939 from Dec. 1938	Dollar Sales: January 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting sales	End of Month Inventories (Cost): Percent change January 1939 from Jan. 1938	End of Month Inventories (Cost): Percent change January 1939 from Dec. 1938	End of Month Inventories (Cost): January 31, 1939 (000's)	Stock Sales Ratios#: January 1939	Stock Sales Ratios#: January 1938	Stock Sales Ratios#: December 1938
West South Central	256	+ 1.4	- 2.6	$ 14,499	178	- 7.9	+ 7.1	$ 21,376	226	245	206
Drugs and Drug Sundries	11	- 1.2	-21.0	1,360	9	- 5.7	+ 1.3	3,378	283	296	219
Dry Goods	14	+11.1	+23.9	1,469	13	- 7.5	+23.9	3,759	274	333	281
Electrical Goods	34	- 0.4	-16.9	983	27	-23.8	+19.5	1,117	141	186	95
Furniture and House Furnishings	4	+43.3	-12.5	245	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	130	- 1.5	- 1.0	6,543	96	- 3.6	+ 5.0	6,674	167	167	155
General Hardware	15	+14.9	+10.9	1,596	10	- 0.8	+ 7.0	2,300	262	321	279
Industrial Supplies*	5	+13.0	- 1.7	811	4	+ 0.8	- 2.7	1,442	327	299	360
Machinery, Equipment and Supplies, except Electrical	4	-34.5	+25.9	374	**	**	**	**	**	**	**
Surgical Equipment and Supplies	5	- 2.1	- 6.1	46	**	**	**	**	**	**	**
Paper and Its Products	5	- 7.6	-24.5	145	**	**	**	**	**	**	**
Tobacco and Its Products	11	+ 1.7	-25.1	364	**	**	**	**	**	**	**
Mountain	108	- 2.2	-20.5	5,247	76	- 9.0	+ 5.1	7,658	216	231	160
Automotive Supplies	8	+17.1	-18.0	82	4	+18.8	+ 0.6	177	385	452	293
Drugs and Drug Sundries	5	+ 1.4	- 9.9	566	4	- 1.5	- 4.7	324	205	218	224
Electrical Goods	11	- 4.4	-34.4	349	8	-22.6	+16.0	530	166	202	93
Farm Products - Consumer Goods	4	-11.6	- 5.7	297	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	37	- 3.6	- 3.3	2,025	34	-13.4	+ 7.9	3,398	196	214	167
Meats and Meat Products	4	+ 3.3	+ 5.7	93	**	**	**	**	**	**	**
General Hardware	7	+ 5.6	-22.6	412	4	+ 5.1	+ 4.4	763	526	508	420
Plumbing and Heating Supplies	4	+ 2.4	-14.5	130	**	**	**	**	**	**	**
Tobacco and Its Products	5	+ 1.6	-65.5	257	**	**	**	**	**	**	**
Pacific	322	- 0.3	-10.7	22,107	182	- 9.6	+ 3.7	28,696	197	212	170
Automotive Supplies	64	- 3.9	-27.4	964	26	+ 0.5	- 0.4	1,377	319	324	278
Shoes and Other Footwear	6	+24.7	+ 4.3	96	4	- 1.4	- 2.4	282	324	414	361
Dry Goods	15	+10.6	+22.5	816	6	-13.0	+ 9.7	748	275	310	263
Electrical Goods	35	- 6.2	-23.1	2,287	31	-33.5	+10.4	3,356	157	218	113
Farm Products - Consumer Goods	15	0.0	- 6.8	987	23	- 3.4	+ 0.9	682	81	83	80
Furniture and House Furnishings	7	+34.5	+ 7.7	460	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	41	- 4.9	- 3.8	8,008	22	+ 0.8	+ 2.6	8,331	133	123	124
Meats and Meat Products	8	+ 4.1	- 6.6	796	4	- 4.5	+ 0.6	171	53	52	49
Wines and Spirituous Liquors	5	+ 3.7	-38.2	585	4	+ 5.7	+ 0.8	1,573	282	277	174
General Hardware	20	+ 2.6	- 7.9	2,680	12	-10.9	+ 7.7	7,132	429	490	348
Industrial Supplies*	11	+ 4.1	- 5.5	205	7	0.0	+ 0.2	441	371	374	367
Plumbing and Heating Supplies	9	+ 9.2	-11.5	464	**	**	**	**	**	**	**
Lumber and Building Materials	10	+15.2	+ 9.1	265	7	+ 3.3	0.0	405	225	243	230
Machinery, Equipment and Supplies, except Electrical	12	+ 5.5	+20.3	249	6	- 4.6	- 5.0	475	303	364	490
Surgical Equipment and Supplies	5	+14.5	- 1.4	71	4	- 9.8	+ 0.8	119	305	307	241
Metals	5	+42.2	+ 8.3	209	**	**	**	**	**	**	**
Paper and Its Products	7	+ 1.0	- 8.8	196	4	- 1.5	- 3.5	465	294	305	280
Tobacco and Its Products	25	+ 2.6	-32.3	1,224	9	+16.4	+ 0.5	369	130	118	71

* This heading also includes distributors of mill, mine and steam supplies.

** Insufficient data to show separately.

\# These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC REGIONS

JANUARY 1939

Kind of Business and Region	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Jan. 1939	Jan. 1938	Dec. 1938	Percent change Jan. 1, 1939 from Jan. 1, 1938	Percent change Jan. 1, 1939 from Dec. 1, 1938	As of January 1, 1939 (000's)
New England	116	67	66	75	- 3.6	+ 1.6	$ 12,015
Electrical Goods	30	73	66	78	-15.7	+ 6.1	1,480
Groceries and Foods, except Farm Products	22	69	64	80	- 7.8	+ 6.8	2,490
Industrial Supplies**	15	58	57	69	+ 7.1	+ 2.2	513
Plumbing and Heating Supplies	7	38	38	45	- 3.4	-14.4	308
Tobacco and Its Products	9	111	114	150	+ 1.6	- 2.6	933
Middle Atlantic	444	80	76	81	- 3.7	- 9.4	44,778
Automotive Supplies	13	42	45	51	+16.0	-22.2	602
Paints and Varnishes	4	25	30	33	+ 6.0	-15.9	53
Clothing and Furnishings, except Shoes	8	44	33	45	-15.3	-15.0	2,569
Shoes and Other Footwear	11	38	38	51	+16.8	-11.0	1,435
Drugs and Drug Sundries	9	66	62	66	+ 1.6	+ 1.7	2,283
Dry Goods	28	51	50	58	+ 0.7	- 2.0	4,256
Electrical Goods	66	73	76	81	- 8.3	+ 3.0	4,372
Farm Products (Consumer Goods)	4	155	133	142	-19.0	- 6.4	457
Furniture and House Furnishings	5	47	50	60	+ 3.5	- 9.0	718
Groceries and Foods, except Farm Products	72	101	99	91	- 5.9	-16.7	7,109
Meats and Meat Products	6	170	158	169	+ 6.2	+ 0.5	2,046
General Hardware	30	45	41	57	- 4.3	-15.5	3,503
Heavy Hardware	8	59	56	66	- 7.7	-19.3	419
Industrial Supplies**	35	55	59	62	- 5.3	- 6.8	1,848
Plumbing and Heating Supplies	40	47	50	55	- 8.2	-16.7	1,577
Jewelry and Optical Goods	12	42	38	27	-17.7	- 7.2	1,090
Lumber and Building Materials	10	57	56	60	- 6.5	-17.0	888
Machinery, Equipment and Supplies, except Electrical	4	54	84	56	-42.8	- 1.8	163
Surgical Equipment and Supplies	5	29	26	25	+ 0.9	- 1.3	224
Metals	4	66	77	87	+31.8	+14.4	398
Paper and Its Products	12	59	57	64	- 1.5	- 2.9	1,614
Tobacco and Its Products	38	137	136	139	- 2.3	-13.1	3,413
East North Central	396	70	69	75	- 4.9	- 3.6	35,871
Automotive Supplies	35	64	56	69	- 7.6	-22.5	560
Paints and Varnishes	8	18	25	29	+15.6	- 4.5	126
Clothing and Furnishings, except Shoes	4	65	62	72	+12.3	-15.0	329
Shoes and Other Footwear	4	53	58	63	+20.2	- 6.9	375
Coal	5	80	73	79	- 9.5	+15.7	1,110
Drugs and Drug Sundries	12	79	77	83	+ 8.1	+ 0.3	1,295
Dry Goods	9	50	48	57	- 3.3	-14.2	1,689
Electrical Goods	60	60	64	64	-12.8	+ 2.8	6,322
Farm Products (Consumer Goods)	10	95	93	113	+ 3.1	- 1.0	201
Groceries and Foods, except Farm Products	78	93	91	100	- 2.2	- 4.7	6,925
Meats and Meat Products	6	172	168	169	-11.5	- 2.3	433
General Hardware	16	52	51	59	- 3.7	- 9.1	4,609
Industrial Supplies**	25	57	59	61	- 1.4	+ 0.3	1,567
Plumbing and Heating Supplies	15	56	52	60	- 5.0	-13.7	1,049
Jewelry and Optical Goods	8	53	52	29	-15.7	+11.5	1,930
Lumber and Building Materials	9	63	50	68	- 9.8	-18.2	504
Machinery, Equipment and Supplies, except Electrical	5	63	58	73	-48.6	-14.5	130
Surgical Equipment and Supplies	6	53	49	53	+ 7.4	- 4.2	391
Metals	7	76	71	73	+ 7.5	- 8.5	515
Paper and Its Products	22	56	58	62	+ 2.3	+ 2.4	2,066
Tobacco and Its Products	31	115	111	120	+ 2.4	- 7.2	1,933
West North Central	250	75	70	77	- 1.7	-15.2	33,471
Automotive Supplies	13	47	51	63	+10.7	-16.1	644
Paints and Varnishes	4	60	54	65	- 8.3	-17.2	77
Clothing and Furnishings, except Shoes	6	40	46	47	- 4.1	-26.8	259
Shoes and Other Footwear	4	53	44	53	- 1.8	-22.7	3,725
Drugs and Drug Sundries	7	82	79	84	+ 1.2	- 0.4	1,133
Dry Goods	10	50	46	58	- 5.2	-27.0	6,429
Electrical Goods	38	58	57	62	-12.9	+ 0.3	2,889
Farm Products (Consumer Goods)	5	176	163	172	0.0	-10.6	126
Furniture and House Furnishings	9	51	55	55	+ 2.7	- 8.6	2,191
Groceries and Foods, except Farm Products	72	120	105	131	- 7.6	- 9.1	3,455
General Hardware	14	48	44	64	- 2.6	-16.6	4,811
Heavy Hardware	4	53	45	82	-16.7	- 9.1	70
Industrial Supplies**	10	50	67	50	+37.8	-10.1	496
Plumbing and Heating Supplies	12	50	51	61	+ 7.5	-15.5	634
Jewelry and Optical Goods	4	60	64	51	+ 2.2	+15.9	284
Lumber and Building Materials	5	59	60	73	+ 8.6	- 8.7	390
Surgical Equipment and Supplies	4	46	44	44	- 5.1	+ 4.2	74
Paper and Its Products	4	65	65	68	- 0.7	- 9.3	136
Tobacco and Its Products	4	235	278	237	+41.8	0.0	112

(Continued on next page)

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC REGIONS

JANUARY 1939

(continued)

Kind of Business and Region	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Jan. 1939	Jan. 1938	Dec. 1938	Percent change Jan. 1, 1939, from Jan. 1, 1938	Dec. 1, 1938	As of January 1, 1939 ($000's)
South Atlantic	232	66	66	69	+ 2.6	- 4.3	$ 16,179
Automotive Supplies	5	79	62	70	+10.3	- 1.8	374
Shoes and Other Footwear	4	57	55	64	- 2.1	-39.9	276
Drugs and Drug Sundries	11	96	96	101	+ 4.8	+ 9.4	965
Dry Goods	8	41	41	47	- 7.4	-14.6	1,458
Electrical Goods	41	69	75	76	+15.3	+ 8.1	2,411
Farm Products - Consumer Goods	7	128	136	133	+ 4.8	-10.1	195
Groceries and Foods, except Farm Products	73	92	94	97	+ 0.1	- 4.6	2,897
General Hardware	28	45	44	51	- 0.1	- 6.0	3,210
Industrial Supplies**	10	51	50	76	+10.3	+ 2.7	461
Plumbing and Heating Supplies	17	53	56	62	+ 3.2	-14.0	1,006
Paper and Its Products	6	55	55	57	+ 4.0	+ 0.7	444
Tobacco and Its Products	8	92	96	98	+11.7	- 2.4	287
East South Central	117	61	59	67	- 4.0	- 7.0	9,192
Automotive Supplies	4	48	39	64	-24.5	- 1.4	71
Dry Goods	12	46	43	54	- 2.6	-15.1	1,603
Electrical Goods	14	83	65	72	-18.4	+ 1.1	711
Groceries and Foods, except Farm Products	39	89	89	102	- 7.8	- 4.0	1,898
General Hardware	13	45	46	55	+ 3.6	+ 0.5	2,422
Industrial Supplies**	6	56	49	62	- 8.9	- 7.5	308
Paper and Its Products	5	66	57	67	- 9.7	- 8.4	250
West South Central	225	67	67	71	- 1.7	- 7.5	16,599
Drugs and Drug Sundries	10	73	77	72	+ 7.8	+ 4.5	2,153
Dry Goods	14	39	39	50	- 3.5	-13.3	3,709
Electrical Goods	28	76	74	75	- 3.4	- 1.5	933
Furniture and House Furnishings	4	57	58	55	+18.4	- 5.4	405
Groceries and Foods, except Farm Products	117	97	100	100	- 3.0	- 7.0	4,618
General Hardware	14	62	59	69	+ 4.5	-16.0	1,785
Industrial Supplies**	4	68	70	75	-19.4	+ 3.4	576
Surgical Equipment and Supplies	4	51	56	59	+10.4	- 1.9	53
Paper and Its Products	5	55	59	67	+ 3.4	+ 6.2	395
Tobacco and Its Products	6	86	85	87	+10.2	+16.1	216
Mountain	91	74	75	82	- 4.4	- 9.8	5,326
Automotive Supplies	6	55	56	66	+ 4.0	-20.6	104
Drugs and Drug Sundries	4	57	56	51	+ 3.7	-10.3	306
Electrical Goods	10	61	66	75	- 9.7	+ 4.7	642
Farm Products - Consumer Goods	4	105	106	104	-10.7	- 5.2	276
Groceries and Foods, except Farm Products	32	90	91	98	- 2.3	-12.4	1,680
General Hardware	5	52	55	63	+ 1.9	-15.3	382
Plumbing and Heating Supplies	4	49	48	51	- 3.5	- 9.8	304
Pacific	278	80	79	82	- 3.1	- 5.6	25,550
Automotive Supplies	46	70	79	99	- 2.6	-11.1	992
Shoes and Other Footwear	6	43	35	55	-11.5	-10.0	269
Dry Goods	13	65	62	58	+ 0.7	-12.8	1,354
Electrical Goods	30	82	76	73	-12.1	- 0.8	3,005
Farm Products-Consumer Goods	15	120	123	125	- 1.3	-17.1	693
Furniture and House Furnishings	7	52	46	54	-13.0	- 6.9	857
Groceries and Foods, except Farm Products	35	109	112	112	- 5.1	- 7.2	5,934
Meats and Meat Products	7	170	165	147	+ 1.1	- 7.5	471
Wines and Spirituous Liquors	5	78	87	93	+ 9.2	+ 7.3	783
General Hardware	19	53	52	57	- 4.1	- 7.8	5,186
Industrial Supplies **	11	54	59	56	+12.7	- 6.9	365
Plumbing and Heating Supplies	9	68	72	74	+ 3.9	- 1.8	661
Lumber and Building Materials	10	55	53	57	+ 8.4	- 2.2	453
Machinery, Equipment and Supplies, except Electrical	7	44	49	63	+ 9.1	- 2.2	313
Surgical Equipment and Supplies	5	39	32	37	-10.0	- 4.3	180
Metals	5	64	62	66	+21.1	+ 1.7	293
Paper and Its Products	6	56	44	54	-10.4	-11.0	284
Tobacco and Its Products	20	102	102	107	+15.1	+ 5.9	1,341

* Collection percentages are obtained by dividing collections by accounts receivable for an identical group of firms.
** This heading also includes distributors of mill, mine and steam supplies.

States Comprising Regions:

New England - (Conn., Me., Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wisc.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.Car., S.Car., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Ore., Wash.)

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Immediate release - March 30, 1939

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

(In cooperation with National Association of Credit Men)

WHOLESALE TRADE - FEBRUARY 1939

Dollar sales of 3,180 wholesalers representing all parts of the country increased 4.3 percent in February over the same month a year ago according to an announcement released today by Director William L. Austin, Bureau of the Census. Sales of these wholesalers during February - with three fewer working days - were off 4.0 percent from January. February sales of the reporting group amounted to $183,999,000.

The increase of 4.3 percent for February over a year ago parallels closely the gain of 4.4 as shown in last month's report for January 1939 over January 1938, thus showing a consistent increase for the first two months of this year over the corresponding period of 1938.

Twenty-four of the thirty lines of trade for which data are shown separately in the following tables recorded increases over February a year ago while six show decreases. Trades showing the largest gain are: Chemicals (39.3%), Leather and Shoe Findings (31.1%), Jewelry and Optical Goods (30.8%), Electrical Goods (17.7%), and Industrial Supplies (17.5%). The greatest decreases were recorded by Farm Supplies (21.1%) and Wines and Liquors (21.0%).

Cost value of stock on hand at the end of February, for the 1,888 wholesalers reporting this information, was 9.4 percent less than a year ago but 1.3 percent higher than at the beginning of the month. Twenty-three of the trades show a decrease from February 1938. Higher sales level this February coupled with a decrease in inventories is reflected in a substantial decrease in the stock-sales ratio. This ratio was 192 percent for last month as compared with 217 percent for February 1938.

The rate of collections on accounts receivable for the 2,583 wholesalers reporting this information was slightly above February 1938. Collections during February amounted to 69 percent of total accounts receivable outstanding at the beginning of the month while the corresponding ratio for last February was 67 percent. February is the fourth consecutive month during which the collection rate exceeded that of the corresponding month of the previous year.

Detailed figures are presented in the following tables. No data are adjusted for seasonal influences, or for the number of trading days in the months.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

FEBRUARY 1939

KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Feb. 1939 from Feb. 1938	Percent change Feb. 1939 from Jan. 1939	February 1939 (000's)	Number of firms reporting stocks	Percent change Feb. 1939 from Feb. 1938	Percent change Feb. 1939 from Jan. 1939	February 28 1939 (000's)	Feb. 1939	Feb. 1938	Jan. 1939
UNITED STATES	3,180	+ 4.3	- 4.9	$183,999	1,888	- 9.4	+ 1.3	$200,555	192	217	185
Automotive Supplies	221	+15.4	- 0.1	2,718	107	- 7.1	+ 0.7	4,288	296	378	286
Chemicals	12	+39.3	+ 7.8	556	7	- 2.4	+ 1.0	206	58	91	68
Paints and Varnishes	40	+ 1.5	- 4.1	1,319	15	- 9.6	+ 0.2	603	361	404	374
Clothing and Furnishings, except Shoes	57	- 5.9	+48.3	2,590	33	- 6.9	+ 5.5	1,488	223	226	311
Shoes and Other Footwear	44	+ 2.0	+ 1.2	10,106	27	- 7.9	+ 2.6	8,315	175	160	180
Coal	13	+10.6	- 7.3	3,247	**	**	**	**	**	**	**
Drugs and Drug Sundries##	72	+ 5.0	- 9.4	7,605	45	- 4.3	+ 0.3	9,717	216	233	195
Dry Goods	145	+ 5.7	- 3.4	9,104	88	-13.1	+ 4.0	18,433	290	348	270
Electrical Goods	369	+17.7	+ 7.0	15,120	300	-17.8	+ 7.2	18,079	137	198	138
Farm Products - Consumer Goods	124	- 8.2	- 8.5	4,213	84	+ 8.5	- 9.8	1,386	51	47	55
Farm Supplies	7	-21.1	-10.3	504	**	**	**	**	**	**	**
Furniture and House Furnishings	56	+11.2	+ 9.1	2,533	32	-16.6	+ 4.1	4,682	261	347	279
Groceries and Foods, except Farm Products	804	- 2.5	- 6.5	47,816	448	- 8.6	- 2.6	45,927	168	197	161
Meats and Meat Products	75	+13.2	- 9.2	11,651	49	+14.7	- 1.4	1,613	52	50	53
Wines and Spirituous Liquors	29	-21.0	- 2.3	2,451	22	- 1.5	- 1.5	4,985	223	175	218
Total Hardware	465	+ 9.5	- 6.0	27,854	289	- 8.1	+ 4.3	48,000	345	401	324
General Hardware	165	+ 8.1	- 6.9	19,961	99	- 8.1	+ 5.1	33,872	383	431	361
Heavy Hardware	22	+ 2.5	- 2.1	523	17	- 6.0	- 1.0	1,726	374	411	373
Industrial Supplies*	131	+17.5	- 2.8	4,010	80	-10.7	+ 3.1	7,485	273	353	257
Plumbing and Heating Supplies	147	+10.2	- 4.8	3,360	93	- 4.3	+ 3.2	4,917	262	310	243
Jewelry and Optical Goods	53	+30.8	+49.2	1,235	28	-17.1	+13.8	2,818	455	680	569
Lumber and Building Materials	44	+ 7.1	- 0.9	1,700	24	+ 0.3	+ 0.6	2,726	269	277	261
Machinery, Equipment and Supplies, except Electrical	79	- 5.5	+ 1.7	1,967	51	-11.7	+ 1.4	4,489	298	303	303
Surgical Equipment and Supplies	32	+ 6.9	- 3.2	508	18	+ 3.4	+ 2.9	640	195	204	186
Metals	23	+16.3	- 5.9	1,970	14	-19.1	+ 0.2	3,439	242	360	218
Paper and Its Products	106	+ 3.5	- 7.1	4,051	52	- 8.5	+ 0.6	3,848	186	206	176
Petroleum	16	+10.1	-11.0	4,772	11	- 5.4	- 3.6	1,512	83	89	78
Tobacco and Its Products	190	+ 1.6	+ 0.5	12,404	75	- 7.1	- 2.3	4,171	63	69	66
Leather and Shoe Findings	11	+31.1	+ 5.8	219	**	**	**	**	**	**	**
Miscellaneous	93	+ 8.5	-16.5	5,786	69	- 4.0	- 7.0	9,140	142	155	130

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

Total Sales, including liquors, wines, etc.

#1939

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

FEBRUARY 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Feb. 1939	Feb. 1938	Jan. 1939	Percent change Feb. 1, 1939 from Feb. 1, 1938	Percent change Feb. 1, 1939 from Jan. 1, 1939	As of Feb. 1, 1939 (000's)
UNITED STATES	2,583	69	67	74	- 0.2	- 3.9	205,564
Automotive Supplies	167	60	58	60	+ 3.9	- 5.3	3,124
Chemicals	12	81	74	78	+ 7.0	- 1.4	551
Paints and Varnishes	36	47	49	49	+ 5.4	+ 3.8	2,628
Clothing and Furnishings, except Shoes	49	43	41	50	-10.0	- 2.1	4,031
Shoes and Other Footwear	41	38	35	46	+ 4.7	+10.2	10,327
Coal	13	69	67	72	+ 2.9	+ 1.5	4,904
Drugs and Drug Sundries	58	73	72	77	+ 3.4	- 4.2	8,655
Dry Goods	127	42	41	48	0.0	- 1.2	18,453
Electrical Goods	328	66	64	68	- 1.0	- 9.9	19,478
Farm Products - Consumer Goods	91	131	138	136	- 4.6	- 5.9	2,408
Farm Supplies	6	103	91	137	- 7.3	+31.4	406
Furniture and House Furnishings	46	51	50	55	+11.6	- 2.4	4,352
Groceries and Foods, except Farm Products	622	90	90	96	- 2.7	+ 0.4	41,393
Meats and Meat Products	58	169	168	187	+14.3	+ 1.5	6,637
Wines and Spirituous Liquors	27	92	96	116	-10.3	-16.0	2,796
Total Hardware Group	416	48	46	52	+ 0.8	- 2.3	37,848
General Hardware	148	45	42	50	- 1.8	- 2.4	25,045
Heavy Hardware	24	56	53	59	- 0.4	+ 4.3	846
Industrial Supplies**	111	58	58	58	+ 7.2	- 1.8	5,671
Plumbing and Heating Supplies	133	50	50	52	+ 6.7	- 3.1	6,286
Jewelry and Optical Goods	43	23	21	51	- 8.2	-41.7	3,876
Lumber and Building Materials	41	56	54	59	+ 8.6	- 5.8	2,567
Machinery, Equipment and Supplies, except Electrical	68	47	48	48	- 4.3	+ 1.8	3,404
Surgical Equipment and Supplies	31	45	44	46	+ 5.2	+ 1.0	1,030
Metals	20	77	70	72	+ 2.2	- 1.1	2,244
Paper and Its Products	82	59	60	59	+ 5.1	+ 2.2	5,921
Petroleum	13	79	79	86	+ 2.1	- 6.3	3,781
Tobacco and Its Products	112	113	113	118	+ 2.2	- 9.1	7,768
Leather and Shoe Findings	9	31	31	34	- 3.8	+ 2.3	569
Miscellaneous	67	87	73	92	- 0.4	- 3.6	6,413

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS - FEBRUARY 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Feb. 1939 from Feb. 1938	Dollar Sales: Percent change Feb. 1939 from Jan. 1939	Dollar Sales: February 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Feb. 1939 from Feb. 1938	End of Month Inventories (Cost): Percent change Feb. 1939 from Jan. 1939	End of Month Inventories (Cost): February 28 1939 (000's)	Stock-Sales Ratio#: February 1939	Stock-Sales Ratio#: February 1938	Stock-Sales Ratio#: January 1939
New England	198	+ 6.7	- 3.7	$10,265	115	- 6.5	+ 1.9	$7,685	145	167	156
Shoes and Other Footwear	5	+18.2	- 5.4	864	**	**	**	**	**	**	**
Electrical Goods	38	+23.4	+ 4.1	1,067	30	- 9.4	- 0.8	1,161	147	203	162
Farm Products - Consumer Goods	6	+ 9.5	-23.3	184	5	+31.4	- 9.8	46	26	22	22
Groceries and Foods, except Farm Products	38	+ 1.7	- 6.6	2,078	18	-11.5	- 4.5	961	178	197	169
General Hardware	5	+10.2	+42.4	141	**	**	**	**	**	**	**
Heavy Hardware	5	+17.9	-10.8	66	**	**	**	**	**	**	**
Industrial Supplies*	17	+22.6	- 1.9	309	13	- 7.1	- 0.9	873	333	450	335
Plumbing and Heating Supplies	9	0.0	-12.2	129	5	-11.7	+ 1.6	318	379	450	340
Paper and Its Products	8	0.0	-15.2	173	5	- 9.1	- 2.6	189	166	173	135
Tobacco and Its Products	19	- 1.5	- 0.3	1,475	5	+ 5.6	- 2.6	75	71	68	72
Middle Atlantic	704	+ 3.9	- 3.9	45,421	395	- 8.6	- 0.6	38,882	165	185	161
Automotive Supplies	31	+29.6	- 4.4	477	16	-12.6	+ 1.3	790	265	452	261
Paints and Varnishes	7	-21.2	0.0	41	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	26	- 7.0	+47.1	1,949	12	-18.1	+13.5	413	177	246	232
Shoes and Other Footwear	11	+19.4	+33.8	808	5	+10.6	- 0.8	1,715	286	320	395
Drugs and Drug Sundries	11	+ 8.8	-12.0	2,104	7	- 2.2	+ 0.7	1,257	135	146	117
Dry Goods	55	+12.4	+ 0.2	2,883	28	-10.4	+ 2.4	4,097	273	345	280
Electrical Goods	79	+ 4.9	+ 1.8	2,912	68	-15.9	+ 7.3	3,878	142	177	136
Farm Products - Consumer Goods	22	-22.3	-17.0	1,100	15	+19.4	-38.5	185	31	24	50
Furniture and House Furnishings	16	+11.4	+23.1	448	12	+ 6.4	+ 6.2	1,014	261	267	316
Groceries and Foods, except Farm Products	121	- 0.4	- 7.3	9,748	49	-10.5	- 3.2	5,453	148	163	143
Meats and Meat Products	21	+18.9	- 2.5	4,061	15	+ 0.5	+ 5.0	189	25	27	22
General Hardware	35	+ 7.3	+ 6.2	1,463	16	- 9.1	+ 5.3	2,979	443	524	441
Heavy Hardware	7	+ 3.3	+ 0.7	281	6	+ 2.0	- 3.2	931	350	353	366
Industrial Supplies*	34	+ 3.9	- 1.1	993	22	-12.9	- 0.4	1,645	217	262	219
Plumbing and Heating Supplies	54	+10.6	- 4.6	947	35	- 9.6	+ 2.7	1,388	215	270	202
Jewelry and Optical Goods	21	+27.2	+29.2	398	13	-16.3	+ 9.3	1,476	507	773	609
Lumber and Building Materials	11	+ 7.9	+ 6.9	449	**	**	**	**	**	**	**
Machinery, Equipment and Supplies, except Electrical	12	- 0.6	+16.1	159	6	- 3.6	+ 0.5	185	189	181	211
Metals	5	+ 6.9	- 9.1	957	**	**	**	**	**	**	**
Paper and Its Products	32	+ 5.8	- 7.0	1,472	13	- 0.5	+ 3.9	1,035	137	142	130
Petroleum	6	+16.1	-14.8	2,436	**	**	**	**	**	**	**
Tobacco and Its Products	51	- 4.2	+ 1.0	4,433	26	-16.4	- 2.0	2,148	61	70	63
East North Central	615	+ 7.6	- 0.9	29,370	371	- 9.5	+ 3.3	37,253	199	237	192
Automotive supplies	52	+23.2	- 3.9	467	27	- 6.2	+ 1.6	916	296	411	278
Paints and Varnishes	14	- 3.3	+19.6	116	7	-14.1	0.0	256	337	377	366
Clothing and Furnishings, except Shoes	10	- 3.8	+58.3	304	7	- 0.1	+ 4.4	687	311	274	480
Shoes and Other Footwear	5	-16.3	+ 8.6	164	**	**	**	**	**	**	**
Coal	6	+23.4	- 6.2	1,022	**	**	**	**	**	**	**
Drugs and Drug Sundries	13	+ 9.3	- 7.7	1,061	8	- 4.2	- 0.2	1,324	192	218	176
Dry Goods	13	+ 3.1	+ 0.6	790	9	- 9.3	+ 6.3	2,098	264	325	263
Electrical Goods	64	+20.2	+ 8.5	3,054	50	-13.8	+12.1	3,639	138	201	139
Farm Products - Consumer Goods	25	+ 5.4	+ 1.6	649	15	+ 0.6	+ 1.1	177	53	56	52
Furniture and House Furnishings	8	+14.7	+31.2	265	5	- 4.0	+ 7.1	573	257	309	317
Groceries and Foods, except Farm Products	127	+ 0.9	- 6.1	8,240	71	- 9.1	+ 0.2	7,897	167	184	154
Meats and Meat Products	19	+10.8	- 4.5	1,057	14	+ 4.7	- 1.6	421	52	56	51
Wines and Spirituous Liquors	5	-19.1	- 8.1	114	**	**	**	**	**	**	**

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS FEBRUARY 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Feb. 1939 from Feb. 1938	Percent change Feb. 1939 from Jan. 1939	February 1939 (000's)	Number of firms reporting stocks	Percent change Feb. 1939 from Feb. 1938	Percent change Feb. 1939 from Jan. 1939	February 28 1939 (000's)	February 1939	February 1938	January 1939
East North Central (Continued)											
General Hardware	21	+ 1.5	+ 1.5	2,163	16	- 8.5	+ 4.8	8,012	397	445	386
Industrial Supplies*	28	+15.6	- 7.4	1,069	18	-15.6	- 0.9	2,556	295	411	274
Plumbing and Heating Supplies	26	+ 4.8	- 6.3	628	17	- 3.4	+ 0.5	1,261	312	363	305
Jewelry and Optical Goods	16	+35.4	+58.3	506	8	-21.8	+27.7	834	456	647	498
Lumber and Building Materials	9	+12.6	- 4.8	260	5	- 0.8	+ 5.3	515	327	329	301
Machinery, Eqpt., & Supplies, except Electrical	18	- 5.5	+ 1.2	327	15	- 4.7	+ 2.1	492	180	180	182
Surgical Equipment and Supplies	8	+14.6	+ 2.1	243	**	**	**	**	**	**	**
Metals	10	+29.4	- 2.8	669	6	-30.6	- 1.1	1,050	271	493	258
Paper and Its Products	28	+ 1.6	- 5.7	1,350	16	-14.7	+ 1.8	1,145	164	192	165
Tobacco and Its Products	52	+ 7.9	+ 0.7	3,006	22	+ 3.1	- 0.8	887	54	57	55
West North Central	351	- 0.6	- 7.3	24,808	231	-12.8	+ 2.9	33,631	202	225	189
Automotive Supplies	23	+ 7.7	+ 4.3	337	10	- 5.5	+ 1.5	602	367	375	368
Paints and Varnishes	5	0.0	+ 2.1	49	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	8	-15.2	+55.6	140	6	-12.0	- 5.0	132	153	134	296
Shoes and Other Footwear	5	-32.1	-11.5	2,459	5	-26.9	+ 2.6	3,045	125	116	108
Drugs and Drug Sundries	8	- 0.3	- 7.7	967	6	- 7.0	+ 1.1	1,501	246	262	221
Dry Goods	10	+ 4.4	-10.9	1,445	9	-20.3	+ 7.6	3,955	285	374	237
Electrical Goods	42	+22.7	+13.7	1,795	36	-19.8	+11.1	1,903	122	189	126
Farm Products - Consumer Goods	13	+ 5.4	+ 0.6	331	11	- 1.3	-12.4	148	51	54	59
Furniture and House Furnishings	8	+11.7	+ 9.0	742	6	-28.2	+ 4.7	1,954	272	423	281
Groceries and Foods, except Farm Products	112	- 1.2	- 8.0	6,004	76	- 6.2	- 3.3	9,230	199	211	188
Meats and Meat Products	8	+ 8.5	-20.0	4,466	**	**	**	**	**	**	**
General Hardware	13	+ 0.9	+ 4.0	2,060	12	- 7.6	+ 9.5	6,652	337	399	320
Heavy Hardware	5	- 1.9	0.0	52	**	**	**	**	**	**	**
Industrial Supplies*	10	+85.3	+40.0	252	5	- 1.3	+ 0.7	302	197	464	349
Plumbing and Heating Supplies	12	+ 5.8	-10.1	294	5	- 7.9	+ 4.5	399	384	461	298
Jewelry and Optical Goods	6	+ 9.2	+44.9	71	**	**	**	**	**	**	**
Lumber and Building Materials	5	- 2.4	+ 3.5	207	**	**	**	**	**	**	**
Machinery, Eqpt., & Supplies, except Electrical	7	+ 3.5	-11.9	118	**	**	**	**	**	**	**
Paper and Its Products	8	+ 4.1	+ 4.1	178	**	**	**	**	**	**	**
Tobacco and Its Products	15	+ 2.6	+ 1.6	976	9	+ 4.8	- 0.7	677	86	84	89
South Atlantic	362	+ 4.6	- 1.7	15,040	199	- 5.9	+ 1.4	16,628	174	199	175
Automotive Supplies	17	+28.0	- 2.5	211	8	- 7.4	+ 6.8	251	228	304	220
Shoes and Other Footwear	6	+16.6	+33.0	1,277	**	**	**	**	**	**	**
Drugs and Drug Sundries	11	+ 5.8	- 9.4	833	5	- 7.3	+ 1.4	962	207	240	183
Dry Goods	14	- 0.1	+ 3.7	787	8	-16.0	+ 2.0	1,177	300	372	301
Electrical Goods	49	+33.9	+ 6.8	2,010	41	-15.7	+ 4.9	2,246	119	191	122
Farm Products - Consumer Goods	18	- 7.4	- 7.0	427	9	+ 4.8	0.0	88	45	40	44
Groceries and Foods, except Farm Products	120	- 4.6	- 4.3	4,215	52	- 8.0	+ 0.9	3,196	156	162	152
Meats and Meat Products	5	- 1.5	+ 4.1	128	**	**	**	**	**	**	**
General Hardware	29	- 3.4	-17.2	1,352	15	- 0.6	+ 2.2	2,999	437	410	335
Industrial Supplies*	14	+28.0	- 2.9	302	7	+ 1.2	+ 5.7	518	228	301	207
Plumbing and Heating Supplies	20	+11.8	- 2.8	484	18	+ 9.3	+ 4.8	823	228	244	222
Machinery, Eqpt., & Supplies, except Electrical	8	+ 1.2	- 6.8	246	6	-14.9	+ 1.1	445	253	287	235
Paper and Its Products	11	+ 7.6	- 5.5	398	6	-16.8	- 4.6	417	207	256	200
Tobacco and Its Products	17	+ 6.1	- 4.0	836	5	+ 2.4	+ 2.4	128	69	69	65

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS FEBRUARY 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Feb. 1939 from Feb. 1938	Percent change Feb. 1939 from Jan. 1939	February 1939 (000's)	Number of firms reporting stocks	Percent change Feb. 1939 from Feb. 1938	Percent change Feb. 1939 from Jan. 1939	February 28 1939 (000's)	February 1939	February 1938	January 1939
East South Central	170	+ 8.5	- 8.3	$14,375	86	- 5.3	+ 2.2	$8,939	221	236	213
Automotive Supplies	5	- 8.0	+ 2.2	46	**	**	**	**	**	**	**
Drugs and Drug Sundries	7	+ 2.6	-13.0	280	**	**	**	**	**	**	**
Dry Goods	14	- 8.4	- 9.6	684	9	- 5.1	+10.3	1,532	297	284	245
Electrical Goods	16	+61.5	+28.7	457	11	- 6.0	- 3.8	457	112	212	155
Groceries and Foods, except Farm Products	60	- 6.5	- 3.8	2,450	21	-10.5	+ 0.9	1,629	166	180	158
General Hardware	17	+14.3	-12.6	8,733	11	-10.2	+ 2.3	2,935	351	351	313
Industrial Supplies*	8	+14.4	- 7.2	206	**	**	**	**	**	**	**
West South Central	255	- 1.7	- 4.0	12,763	174	- 6.9	+ 1.3	20,825	235	244	223
Automotive Supplies	9	+ 8.8	- 3.3	87	7	+ 4.1	+ 4.1	179	239	261	225
Drugs and Drug Sundries	12	- 1.3	- 5.4	1,333	9	- 3.4	- 0.3	3,466	284	290	270
Dry Goods	12	+ 0.2	- 4.5	1,178	11	-10.3	+ 0.7	3,248	302	339	284
Electrical Goods	24	- 4.2	+ 6.8	484	17	- 8.3	+20.4	520	136	155	120
Groceries and Foods, except Farm Products	130	- 3.9	- 5.4	6,350	94	- 6.3	- 2.6	7,902	182	183	179
General Hardware	15	+11.0	-10.5	979	9	+ 2.4	+ 5.3	1,815	300	360	269
Industrial Supplies*	5	+26.9	- 6.0	656	**	**	**	**	**	**	**
Machinery, Eqpt., & Supplies, except Electrical	9	-18.0	+15.5	498	5	-18.2	+ 1.7	2,041	494	458	558
Surgical Equipment and Supplies	5	- 8.2	- 2.2	45	**	**	**	**	**	**	**
Tobacco and Its Products	10	- 0.6	+ 1.9	330	**	**	**	**	**	**	**
Mountain	131	0.0	- 0.8	5,619	94	-11.7	+ 1.5	9,420	240	270	237
Automotive Supplies	8	+18.1	- 3.4	85	4	-11.1	0.0	185	385	533	385
Drugs and Drug Sundries	4	+ 9.5	- 9.0	496	**	**	**	**	**	**	**
Electrical Goods	14	+13.7	+24.5	482	11	+ 5.5	+ 5.7	611	134	147	162
Farm Products - Consumer Goods	10	-19.2	- 4.8	298	7	+13.6	- 3.8	25	42	33	35
Groceries and Foods, except Farm Products	40	- 4.6	- 3.8	1,921	34	-16.8	- 0.8	3,213	211	253	204
Meats and Meat Products	4	+10.2	- 6.7	97	**	**	**	**	**	**	**
General Hardware	10	+ 2.3	+ 0.4	725	7	- 8.6	+ 2.3	1,846	399	477	397
Plumbing and Heating Supplies	5	+19.6	- 9.2	128	**	**	**	**	**	**	**
Tobacco and Its Products	5	+ 1.1	- 7.7	181	**	**	**	**	**	**	**
Pacific	397	+ 3.6	- 4.0	22,202	221	-10.9	- 0.8	27,292	199	225	191
Automotive Supplies	72	+ 9.3	+ 3.5	989	32	- 5.4	- 1.9	1,333	310	346	297
Shoes and Other Footwear	6	- 2.9	+31.1	135	5	+ 8.5	+ 5.1	370	287	258	363
Dry Goods	19	+16.9	- 5.1	997	11	-11.1	- 2.3	1,383	265	321	270
Electrical Goods	43	+14.6	+ 3.1	2,859	36	-29.7	+ 4.7	3,664	154	242	145
Farm Products - Consumer Goods	25	- 0.4	- 5.0	1,137	17	+ 9.2	- 1.6	688	71	64	70
Furniture and House Furnishings	10	+14.0	- 2.2	479	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	56	- 6.6	- 8.4	6,812	33	- 7.3	- 6.9	6,496	135	132	131
Meats and Meat Products	9	+22.5	- 0.1	1,035	**	**	**	**	**	**	**
Wines and Spirituous Liquors	9	- 3.5	- 5.6	556	6	+10.3	- 1.5	1,472	289	255	276
General Hardware	20	+ 1.3	- 3.3	2,345	11	-12.5	+ 4.5	6,396	437	502	441
Industrial Supplies*	12	+ 4.2	- 5.5	172	7	+ 3.9	+ 1.1	266	227	223	219
Plumbing and Heating Supplies	16	+20.5	+ 2.1	641	7	0.0	+12.9	349	249	309	207
Lumber and Building Materials	12	+ 6.0	- 7.8	423	7	+ 7.0	- 1.7	685	316	299	294
Machinery, Eqpt., & Supplies, except Electrical	16	+ 9.2	- 9.0	213	8	+ 4.8	+ 1.9	440	396	382	386
Surgical Equipment and Supplies	5	+25.5	- 2.8	69	**	**	**	**	**	**	**
Paper and Its Products	9	+ 3.7	-22.7	170	5	+ 0.2	+ 1.2	500	403	378	283
Tobacco and Its Products	17	+12.0	+ 3.4	1,081	**	**	**	**	**	**	**

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
FEBRUARY 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Feb. 1939	Feb. 1938	Jan. 1939	Percent change Feb. 1, 1939 from Feb. 1, 1938	Percent change Feb. 1, 1939 from Jan. 1, 1939	As of Feb. 1 1939 (000's)
New England	163	62	61	68	+ 0.7	- 5.5	14,434
Shoes and Other Footwear	5	31	30	39	- 5.9	-10.6	1,877
Electrical Goods	35	70	67	73	- 3.8	-14.1	1,462
Groceries and Foods, except Farm Products	29	69	65	72	- 3.5	- 6.8	2,535
Industrial Supplies**	14	56	50	56	+ 5.4	- 3.1	469
Plumbing and Heating Supplies	8	35	35	39	+ 6.8	- 2.1	330
Tobacco and Its Products	11	106	109	116	+ 1.2	- 2.8	973
Middle Atlantic	582	75	73	81	+ 0.3	- 4.1	50,382
Automotive Supplies	23	47	48	49	+ 4.0	-10.9	676
Paints and Varnishes	5	21	23	23	0.0	+ 6.5	98
Clothing and Furnishings, except Shoes	21	43	40	48	-11.0	+ 3.8	3,129
Shoes and Other Foot wear	11	33	34	43	+16.4	+ 4.5	1,574
Drugs and Drug Sundries	9	60	57	62	+ 5.4	+ 1.3	2,639
Dry Goods	46	46	42	51	+ 6.3	+ 2.8	4,786
Electrical Goods	75	70	77	74	- 0.8	-14.3	4,047
Farm Products-Consumer Goods	14	159	158	162	-24.5	-13.2	551
Furniture and House Furnishings	11	48	50	53	+ 6.4	- 7.4	794
Groceries and Foods, except Farm Products	93	89	89	95	+ 0.3	- 0.2	8,458
Meats and Meat Products	17	161	155	165	+18.0	+ 1.1	2,448
General Hardware	31	37	34	45	- 5.5	- 9.5	3,104
Heavy Hardware	7	55	51	59	+ 4.2	+ 7.7	445
Industrial Supplies**	31	56	60	56	- 2.3	- 3.2	1,553
Plumbing and Heating Supplies	49	44	47	45	+ 5.7	- 3.3	1,946
Jewelry and Optical Goods	15	24	20	32	-20.5	-37.9	715
Lumber and Building Materials	11	54	48	58	+12.4	- 9.2	804
Machinery, Eqpt. and Spl's, except Electrical	11	64	65	60	- 6.7	+ 5.0	209
Metals	5	78	90	73	+14.4	- 3.9	1,165
Paper and Its Products	24	61	64	59	+ 7.8	0.0	2,006
Tobacco and Its Products	38	127	129	138	- 1.6	- 4.5	3,171
East North Central	489	66	62	70	- 1.9	- 7.7	36,834
Automotive Supplies	44	61	55	66	+ 1.1	- 5.2	622
Paints and Varnishes	13	16	18	16	+ 8.2	+ 2.4	435
Clothing and Furnishings, except Shoes	9	56	49	65	-13.3	-31.9	365
Shoes and Other Footwear	5	51	33	55	- 4.8	-19.6	320
Coal	6	72	72	80	+ 5.5	+ 0.4	1,386
Drugs and Drug Sundries	10	75	72	81	+ 3.3	- 3.4	1,265
Dry Goods	11	44	40	49	- 3.7	- 6.5	1,807
Electrical Goods	56	59	53	61	- 2.6	- 8.0	4,588
Farm Products-Consumer Goods	16	101	106	112	+ 7.3	+ 4.0	336
Furniture and House Furnishings	8	47	48	62	+ 2.1	+ 5.4	487
Groceries and Foods, except Farm Products	98	85	83	91	- 4.1	+ 0.4	8,070
Meats and Meat Products	11	125	106	123	+ 2.5	+ 6.7	541
General Hardware	19	45	42	51	- 3.6	- 6.7	4,542
Industrial Supplies**	26	60	58	61	+ 7.4	- 2.8	1,796
Plumbing and Heating Supplies	21	55	53	60	+ 1.4	- 0.5	1,032
Jewelry and Optical Goods	14	26	24	54	-10.7	-51.1	1,695
Lumber and Building Materials	9	52	50	62	+ 7.7	- 3.2	491
Machinery, Eqpt. and Spl's, except Electrical	18	65	67	65	-15.2	+ 3.2	479
Surgical Equipment and Supplies	7	57	57	58	+13.9	+ 1.7	352
Metals	8	75	49	71	-23.6	+ 4.0	604
Paper and Its Products	23	60	58	59	+ 2.3	+ 6.5	2,106
Tobacco and Its Products	28	113	110	114	+ 5.8	- 9.5	1,592
West North Central	296	72	69	81	+ 8.5	+ 3.7	30,899
Automotive Supplies	18	50	51	51	+10.8	- 6.6	486
Clothing and Furnishings, except Shoes	7	31	36	40	- 4.4	-14.8	241
Shoes and Other Footwear	5	44	38	53	+ 7.2	+30.5	4,948
Drugs and Drug Sundries	8	81	82	83	- 0.6	- 6.8	1,253
Dry Goods	10	45	44	53	- 3.6	+ 1.1	3,198
Electrical Goods	38	61	53	56	- 8.1	- 7.1	2,501
Farm Products-Consumer Goods	10	163	169	174	+ 1.9	- 2.5	159
Furniture and House Furnishings	8	55	52	55	+20.6	- 3.5	1,386
Groceries and Foods, except Farm Products	91	100	99	108	- 0.5	+ 3.8	5,059
Meats and Meat Products	8	191	205	242	+19.4	+ 4.6	2,492
General Hardware	13	43	41	49	- 1.5	+ 4.1	4,016
Heavy Hardware	5	51	45	54	- 3.2	+ 2.2	92
Industrial Supplies**	8	47	59	46	+53.4	- 9.8	296
Plumbing and Heating Supplies	11	47	42	48	+ 7.2	- 3.9	536
Jewelry and Optical Goods	6	34	29	61	- 9.3	-42.2	196
Lumber and Building Materials	5	53	60	57	+14.2	- 2.8	377
Paper and its Products	7	63	61	68	+ 6.1	+ 5.1	227

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
FEBRUARY 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Feb. 1939	Feb. 1938	Jan. 1939	Percent change Feb.1, 1939 from Feb.1, 1938	Percent change Feb.1, 1939 from Jan.1, 1939	As of Feb.1, 1939 (000's)
South Atlantic	232	63	64	67	+ 5.0	- 3.5	16,149
Automotive Supplies	12	54	56	57	+ 9.7	- 2.2	181
Drugs and Drug Sundries	8	94	99	95	+10.4	- 4.3	661
Dry Goods	10	40	39	41	- 4.7	- 3.7	1,448
Electrical Goods	43	69	76	66	+24.1	- 7.9	2,482
Farm Products - Consumer Goods	15	118	124	125	+ 3.5	- 9.0	264
Groceries and Foods, except Farm Products	77	94	93	96	- 1.5	- 0.6	2,771
General Hardware	27	41	40	45	- 1.2	+ 1.0	3,177
Industrial Supplies**	11	60	58	55	+16.0	- 0.9	428
Plumbing and Heating Supplies	20	50	49	51	+ 9.1	- 7.2	1,045
Machinery, Eqpt. & Spl's.,except electrical.	7	50	58	52	+13.0	- 0.7	417
Paper and Its Products	8	56	57	57	+ 8.9	+ 4.0	490
Tobacco and Its Products	8	77	77	81	+10.7	- 5.5	518
East South Central	135	55	56	60	- 0.2	- 1.3	10,188
Drugs and Drug Sundries	5	55	50	58	- 2.2	+ 2.3	402
Dry Goods	14	34	36	43	+ 0.7	- 2.2	1,818
Electrical Goods	14	68	55	89	+ 2.0	+ 1.0	503
Groceries and Foods, except Farm Products	44	84	88	89	- 7.5	+ 1.6	1,984
General Hardware	13	45	45	47	+ 1.9	- 1.6	2,726
Industrial Supplies**	7	55	50	58	+ 0.8	+ 3.4	367
West South Central	224	62	63	66	- 0.6	- 1.7	15,134
Automotive Supplies	7	67	62	59	+10.1	- 7.6	109
Drugs and Drug Sundries	9	70	70	73	+ 5.6	-10.5	1,825
Dry Goods	12	32	33	37	- 1.0	- 1.3	3,188
Electrical Goods	21	66	65	69	-19.7	- 4.1	535
Groceries and Foods, except Farm Products	116	87	92	94	- 3.0	+ 1.1	4,991
General Hardware	15	57	53	57	+ 4.3	+ 0.6	1,717
Machinery, Eqpt. & Spl's.,except electrical.	8	29	27	27	-14.3	+ 2.6	1,022
Surgical Equipment and Supplies	5	51	53	49	+13.9	+ 3.8	82
Tobacco and Its Products	5	85	88	85	+ 8.8	-34.4	124
Mountain	110	67	68	69	- 1.4	- 4.8	6,121
Automotive Supplies	5	36	36	41	+12.1	+ 6.2	120
Dry Goods	4	46	44	51	- 8.1	-15.5	497
Electrical Goods	13	64	70	63	+20.7	-12.7	618
Groceries and Foods, except Farm Products	33	89	86	92	- 8.6	- 0.4	1,586
General Hardware	8	51	47	53	- 0.4	- 3.7	960
Plumbing and Heating Supplies	5	48	51	52	+ 7.6	- 5.1	296
Farm Products - Consumer Goods	9	102	120	98	-13.2	-12.0	250
Pacific	312	76	72	77	- 4.9	- 7.3	25,423
Automotive Supplies	52	83	80	78	+ 2.3	- 1.8	818
Shoes and Other Footwear	6	30	26	43	- 7.8	+ 4.2	321
Dry Goods	17	54	54	66	+ 3.4	- 1.7	1,608
Electrical Goods	33	72	63	77	- 7.6	-10.1	2,742
Farm Products - Consumer Goods	19	124	130	125	+ 9.1	- 1.2	742
Furniture and House Furnishings	9	54	49	55	+ 3.9	+ 2.1	821
Groceries and Foods, except Farm Products	41	103	105	109	- 3.1	+ 1.5	5,939
Meats and Meat Products	8	189	169	188	+ 9.2	- 2.9	533
Wines and Spirituous Liquors	9	78	89	80	+ 7.4	-21.0	627
General Hardware	18	48	45	54	- 3.1	- 1.3	4,574
Industrial Supplies**	10	49	44	46	+22.5	+ 0.9	229
Plumbing and Heating Supplies	14	60	59	62	+11.0	+ 0.9	937
Lumber and Building Materials	9	57	63	62	+13.5	- 7.2	311
Machinery, Eqpt. & Spl's.,except electrical.	10	40	46	41	+ 8.2	+ 6.4	317
Surgical Equipment and Supplies	5	43	34	39	- 7.1	+ 1.1	182
Paper and Its Products	6	51	55	56	- 2.2	- 3.9	273
Tobacco and Its Products	13	97	97	98	+ 8.4	-20.9	902

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

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DEPARTMENT OF COMMERCE

Business conditions
Wholesalers: Pages 1-8
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BUREAU OF THE CENSUS

WASHINGTON

Current Statistical Service

(In cooperation with National Association of Credit Men)

WHOLESALE TRADE - March 1939

Dollar sales of 3,042 wholesalers representing all parts of the country increased 4.8 percent in March over the same month a year ago, it was announced today by Director William L. Austin, Bureau of the Census. Sales of these wholesalers during March - with three more calendar days - were up 19.4 percent from February. March sales of the reporting group amounted to $210,188,000.

Sales of 2,320 firms for the first quarter of 1939 show a gain of 4.9 percent over the first three months of 1938. The first quarter sales of these wholesalers totaled $506,793,000.

Twenty-five of the 30 lines of trade for which data are shown separately in the following tables recorded increases for the first quarter of 1939 over the first quarter of 1938. Trades showing the largest gains are: Jewelry and Optical Goods (30.9%), Chemicals (17.9%), Metals (17.8%), and Industrial Supplies (15.5%). Sales for the following trades were off as compared with the first quarter of 1938: Groceries and Foods, except Farm Products (2.1%), Farm Supplies (8.7%), Farm Products-Consumer Goods (9.0%), Machinery, Equipment and Supplies, except Electrical (9.8%), and Wines and Spirituous Liquors (23.0%).

Cost value of stocks on hand at the end of March, for the 1,811 wholesalers reporting this information, was 6.6 percent less than a year ago but practically the same (+0.4) as at the beginning of the month. Twenty-three of the trades showed decreases from March 1938. Higher sales levels this March coupled with decreases in inventories are reflected in substantial decreases in the stock-sales ratios. For all trades combined the ratio was 167 last month as compared with 186 for March 1938.

The ratio of collections on accounts receivable for 2,541 wholesalers reporting this information was slightly above March 1938. Collections during March amounted to 73 percent of total accounts receivable outstanding at the beginning of the month, while the corresponding ratio for March of last year was 72 percent and for February of this year 68 percent. March is the fifth consecutive month during which the collection rate exceeded that of the corresponding month of the previous year.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No data are adjusted for seasonal influences, or for the number of trading days in the month.

3-34694

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

MARCH - - - - 1939

KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Mar. 1939 from Mar. 1938	Dollar Sales: Percent change Mar. 1939 from Feb. 1939	Dollar Sales: March 1939 (000's)	Sales For 3 Mos. 1939: Number of firms reporting sales	Sales For 3 Mos. 1939: Percent change from 3 Mos. 1938	Sales For 3 Mos. 1939: First 3 Mos. 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Mar. 1939 from Mar. 1938	End of Month Inventories (Cost): Percent change Mar. 1939 from Feb. 1939	End of Month Inventories (Cost): March 31 1939 (000's)	Stock-Sales Ratios # : Mar. 1939	Stock-Sales Ratios # : Mar. 1938	Stock-Sales Ratios # : Feb. 1939
UNITED STATES	5,048	+ 4.8	+19.4	$218,798	3,320	+ 4.9	$506,765	1,811	- 6.6	+ 0.4	$309,751	167	186	200
Automotive Supplies	215	+ 8.1	+15.8	3,335	147	+ 9.1	6,796	105	-10.1	- 1.9	4,196	354	304	315
Chemicals	16	+18.9	+21.5	901	12	+17.9	2,170	12	- 5.5	- 2.7	512	74	92	94
Paints and Varnishes	38	+ 3.7	+38.7	1,808	25	+ 6.1	3,911	15	- 5.0	0.0	797	281	272	422
Clothing and Furnishings, except Shoes	80	+ 5.3	+36.0	2,745	22	+ 5.2	4,558	29	-10.3	+ 1.6	1,545	145	170	217
Shoes and Other Footwear	45	- 0.5	+28.6	12,864	37	+ 6.5	32,033	27	- 5.6	- 9.0	7,444	122	118	175
Coal	13	+15.6	+ 2.2	3,274	12	+ 8.1	9,969	4	+ 8.5	- 9.5	1,731	67	89	79
Drugs and Drug Sundries##	72	+ 8.0	+12.2	9,527	66	+ 6.9	25,540	47	- 2.5	0.0	9,645	196	218	225
Dry Goods	130	+ 6.5	+19.6	12,267	96	+ 6.8	25,588	80	- 8.6	+ 0.5	21,890	243	276	286
Electrical Goods	331	+ 9.8	+16.8	18,774	304	+10.2	45,737	291	- 7.7	+ 5.8	20,987	127	152	139
Farm Products - Consumer Goods	106	- 0.8	+19.9	4,238	49	- 9.0	8,317	68	+ 0.7	+ 0.1	1,227	55	55	66
Farm Supplies	7	- 4.2	+191.0	1,462	5	- 8.7	2,563	**	**	**	**	**	**	**
Furniture and House Furnishings	55	+10.5	+29.0	3,477	37	+14.0	6,989	28	- 9.7	+ 2.1	4,961	205	254	268
Groceries and Foods, except Farm Products	774	- 0.7	+17.0	83,545	529	- 2.1	153,459	435	- 6.4	+ 0.7	46,075	154	165	181
Meats and Meat Products	71	+14.5	+ 7.6	12,363	55	+14.5	33,146	48	+5.8	+ 1.7	1,687	47	48	51
Wines and Spirituous Liquors	32	+ 8.1	+20.2	2,549	16	-23.0	6,117	22	- 2.9	- 0.5	4,026	182	201	222
Total Hardware	460	+ 6.4	+28.8	28,211	381	+ 7.0	66,420	290	- 6.3	+ 0.9	54,590	276	311	351
General Hardware	161	+ 2.7	+30.9	18,150	146	+ 4.1	43,851	104	- 6.2	+ 1.1	40,158	297	322	360
Heavy Hardware	23	+16.6	+27.8	1,185	20	+ 6.2	2,535	18	- 4.0	+ 0.2	1,963	241	300	319
Industrial Supplies*	138	+14.0	+19.7	4,852	119	+15.5	12,048	84	- 7.8	+ 1.4	7,896	243	304	291
Plumbing and Heating Supplies	138	+13.2	+31.6	4,024	96	+11.8	7,986	84	- 5.5	- 0.8	4,573	210	252	281
Jewelry and Optical Goods	55	+33.8	+22.9	1,509	39	+30.9	2,882	29	-13.3	+ 4.0	2,811	326	508	429
Lumber and Building Materials	43	+ 0.4	+35.2	2,499	39	+ 6.4	5,984	25	+ 0.7	+ 0.9	2,768	178	181	245
Machinery, Equipment and Supplies, except Electrical	70	- 1.6	+20.9	2,175	34	- 9.8	4,717	38	- 7.0	- 0.7	3,453	240	256	279
Surgical Equipment and Supplies	35	+ 8.8	+11.7	609	31	+10.2	1,619	18	+ 4.2	+ 0.2	626	168	171	187
Metals	25	+13.7	+22.0	2,435	22	+17.8	6,295	17	-12.6	+ 0.6	4,212	228	317	285
Paper and Its Products	100	+ 6.0	+16.9	4,721	66	+ 6.4	10,729	49	- 2.3	+ 1.4	4,055	162	174	187
Petroleum	15	+10.4	+13.1	4,901	14	+13.9	14,045	8	- 2.9	+ 6.0	1,301	76	83	89
Tobacco and Its Products	191	+ 2.8	+14.8	14,536	158	+ 2.0	32,401	73	- 7.0	+ 0.4	4,212	56	62	65
Leather and Shoe Findings	13	0.0	+14.2	273	12	+11.9	697	**	**	**	**	**	**	**
Miscellaneous	64	+11.5	+18.0	6,299	32	+13.7	16,511	53	-13.1	-10.7	5,206	117	134	150

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

\#\# *Total Sales, including liquors, wines, etc.*

3-34694

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
MARCH 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		March 1939	March 1938	February 1939	Percent change March 1, 1939 from March 1, 1938	Percent change March 1, 1939 from February 1, 1939	As of Mar. 1, 1939 (000's)
UNITED STATES	2,541	73	72	68	↑ 2.6	↑ 3.4	213,650
Automotive Supplies	168	65	56	57	↑ 1.5	- 1.9	3,370
Chemicals	15	69	60	65	↑16.7	↑ 5.5	1,192
Paints and Varnishes	36	50	50	46	↑ 2.5	↑ 2.8	2,738
Clothing and Furnishings, except Shoes	47	55	45	47	-11.6	↑21.6	3,556
Shoes and Other Footwear	40	43	40	38	↑ 4.7	↑18.5	11,884
Coal	15	73	68	67	↑ 4.2	- 4.3	4,766
Drugs and Drug Sundries	61	75	72	71	↑ 3.4	- 3.6	7,914
Dry Goods	114	47	44	48	↑ 0.2	↑ 0.9	21,440
Electrical Goods	320	71	72	67	↑ 4.0	↑ 4.7	21,707
Farm Products - Consumer Goods	86	131	138	127	↑ 1.9	↑ 4.9	2,385
Farm Supplies	5	165	144	97	-27.1	↑15.8	399
Furniture and House Furnishings	43	54	55	49	↑11.4	↑ 4.3	4,871
Groceries and Foods, except Farm Products	599	98	98	89	↑ 3.1	0.0	39,518
Meats and Meat Products	59	139	179	171	↑45.1	↑28.7	8,492
Wines and Spirituous Liquors	27	85	92	74	↑10.8	- 5.3	2,424
Total Hardware Group	424	51	50	48	↑ 2.0	↑ 3.6	41,559
General Hardware	149	47	47	45	- 0.5	↑ 5.2	28,305
Heavy Hardware	22	72	65	64	- 0.6	↑ 4.8	1,384
Industrial Supplies**	123	63	62	58	↑11.4	- 0.1	5,826
Plumbing and Heating Supplies	130	53	51	49	↑ 6.6	- 0.5	6,044
Jewelry and Optical Goods	45	23	20	22	- 0.9	0.0	3,266
Lumber and Building Materials	40	60	59	56	↑ 8.0	↑ 2.7	2,927
Machinery, Equipment and Supplies, except Electrical	58	51	50	45	- 9.4	↑ 1.0	2,905
Surgical Equipment and Supplies	33	49	47	45	↑ 5.2	- 0.7	1,086
Metals	24	84	75	78	↑ 2.3	↑ 3.4	2,527
Paper and Its Products	85	65	66	62	↑ 6.5	↑ 1.4	6,039
Petroleum	13	83	85	77	↑ 5.6	- 2.2	3,344
Tobacco and Its Products	127	126	124	113	↑ 1.0	↑ 0.3	8,240
Leather and Shoe Findings	11	40	41	30	- 5.0	↑ 0.4	452
Miscellaneous	48	96	96	99	↑ 8.8	↑ 1.0	5,629

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS - MARCH 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Mar. 1939 from Mar. 1938	Dollar Sales: Percent change Mar. 1939 from Feb. 1939	Dollar Sales: March 1939 (000's)	Sales For 3 Mos. 1939: Number of firms reporting sales	Sales For 3 Mos. 1939: Percent change from 3 Mos. 1938	Sales For 3 Mos. 1939: 3 Mos. 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Mar. 1939 from Mar. 1938	End of Month Inventories (Cost): Percent change Mar. 1939 from Feb. 1939	End of Month Inventories (Cost): March 31 1939 (000's)	Stock-Sales Ratios #: March 1939	Stock-Sales Ratios #: March 1938	Stock-Sales Ratios #: Feb. 1939
New England	182	+ 5.1	+12.8	$10,678	98	+ 7.7	$21,149	109	- 2.6	+ 0.7	$8,201	138	151	154
Shoes and Other Footwear	5	+16.9	+29.4	1,118	**	**	**	**	**	**	**	**	**	**
Electrical Goods	33	+ 6.5	+ 5.8	948	27	+ 9.8	2,629	27	+ 3.5	+ 5.9	1,514	167	173	167
Farm Products - Consumer Goods	5	+11.6	+39.1	96	**	**	**	4	+ 6.7	-30.4	16	19	20	38
Groceries and Foods, except Farm Products	36	- 1.7	+ 9.1	1,964	23	+ 2.3	4,911	20	- 9.8	+ 3.6	1,027	160	174	177
General Hardware	5	- 7.9	+38.7	197	**	**	**	**	**	**	**	**	**	**
Heavy Hardware	5	+21.9	+18.2	78	4	+16.4	199	**	**	**	**	**	**	**
Industrial Supplies*	17	+22.7	+10.5	367	11	+26.7	712	12	- 6.6	+ 4.1	887	315	399	329
Plumbing and Heating Supplies	11	+17.5	+43.4	195	**	**	**	5	-11.1	+ 2.8	328	258	369	380
Paper and Its Products	6	+ 4.7	+25.9	199	**	**	**	4	- 1.1	- 2.2	178	124	137	173
Tobacco and Its Products	19	+ 0.1	+12.1	1,840	4	+10.4	659	4	- 5.2	-12.7	165	58	67	74
Middle Atlantic	679	+ 7.3	+18.1	50,678	487	+ 5.3	124,240	378	- 5.9	+ 1.0	35,862	137	152	163
Automotive Supplies	35	+ 2.8	+24.7	738	16	+ 6.4	1,075	16	-23.1	- 8.4	973	209	279	297
Paints and Varnishes	7	-13.5	+64.1	64	6	-14.1	128	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	21	+ 5.8	+32.8	1,868	7	+ 5.9	3,192	9	- 4.0	+ 6.1	433	154	169	225
Shoes and Other Footwear	11	+ 2.9	+36.3	1,082	10	+22.3	2,279	5	+16.6	- 5.9	1,582	191	176	281
Drugs and Drug Sundries	12	+ 5.9	+ 8.2	2,221	10	+ 8.7	6,510	9	- 0.4	- 2.0	1,452	140	152	162
Dry Goods	47	+15.3	+23.7	3,435	29	+15.6	7,624	26	- 4.0	+ 0.9	3,769	209	239	255
Electrical Goods	72	+ 7.8	+26.8	3,233	64	+ 4.4	7,257	60	- 2.5	+12.6	3,846	127	140	143
Farm Products - Consumer Goods	17	- 7.1	+ 8.0	1,002	**	**	**	9	+28.4	+ 7.5	86	32	27	34
Furniture and House Furnishings	14	+11.6	+34.6	681	6	+13.2	1,032	8	+10.1	+ 0.5	892	190	209	260
Groceries and Foods, except Farm Products	116	+ 0.1	+13.2	9,432	92	- 1.6	24,109	45	- 4.8	+ 4.3	4,218	139	143	152
Meats and Meat Products	22	+24.6	+ 5.8	4,379	6	+23.0	10,756	16	+ 3.1	+ 2.8	333	30	36	34
Wines and Spirituous Liquors	5	+12.1	+11.7	823	**	**	**	4	-13.5	+ 0.3	1,534	193	250	215
General Hardware	35	- 0.4	+41.5	2,104	30	+ 2.9	4,779	17	- 5.6	+ 1.3	3,151	513	323	425
Heavy Hardware	7	+10.0	+29.2	363	7	+ 7.5	923	6	+ 0.4	+ 0.3	934	269	295	350
Industrial Supplies*	38	+15.0	+23.0	1,145	35	+ 7.6	2,886	25	- 5.4	+ 1.2	1,655	201	257	239
Plumbing and Heating Supplies	54	+ 6.4	+28.9	1,074	41	+ 4.8	2,062	36	-12.0	- 2.8	1,307	177	224	236
Jewelry and Optical Goods	20	+50.9	+42.3	575	15	+40.6	1,095	10	- 9.5	+10.7	1,422	381	636	483
Lumber and Building Materials	10	- 5.1	+43.3	629	9	+ 6.7	1,425	4	+ 3.0	+ 2.5	452	114	105	166
Machinery, Equipment and Supplies, except Electrical	11	- 4.3	+68.8	243	**	**	**	7	- 1.4	- 1.4	214	165	185	195
Surgical Equipment and Supplies	5	+15.4	+10.3	75	4	+13.9	156	4	+ 1.2	- 0.6	171	349	367	382
Metals	6	+11.9	+15.2	1,100	4	+12.3	3,003	4	- 9.2	+ 0.3	2,001	219	291	253
Paper and Its Products	34	+ 8.9	+22.9	2,034	17	+ 9.0	3,862	14	+ 4.9	+ 5.1	1,229	112	112	132
Petroleum	7	+15.7	+ 9.1	2,676	6	+23.1	7,940	4	+ 3.2	+ 8.7	225	53	55	63
Tobacco and Its Products	49	- 1.8	+17.3	5,116	45	- 4.2	12,983	26	-15.8	+ 4.3	2,135	53	61	59
East North Central	584	+ 5.8	+19.7	37,399	436	+ 5.2	88,063	351	- 7.1	0.0	42,170	172	197	210
Automotive Supplies	50	+13.1	+18.6	656	38	+11.6	1,507	28	- 2.4	+ 2.3	1,091	276	325	318
Chemicals	6	+21.5	+12.8	361	4	+17.1	916	5	- 7.4	+ 1.9	162	56	75	66
Paints and Varnishes	13	- 5.8	+77.3	211	8	- 1.0	201	5	-11.9	- 5.1	244	198	211	357
Clothing and Furnishings, except Shoes	11	+ 5.4	+51.0	471	5	+ 5.9	751	8	-13.3	+ 2.5	657	181	212	280
Shoes and Other Footwear	5	+35.3	+84.8	303	4	+16.2	589	**	**	**	**	**	**	**
Coal	5	+25.2	- 8.5	741	5	+21.4	2,441	**	**	**	**	**	**	**
Drugs and Drug Sundries	13	+13.9	+12.8	1,301	12	+10.4	3,568	6	- 3.7	+ 4.8	1,128	179	228	209
Dry Goods	10	+ 7.2	+30.0	883	6	+ 4.6	2,148	8	- 1.6	- 0.6	2,105	247	269	323
Electrical Goods	65	+ 7.7	+17.4	5,086	54	+ 6.3	11,644	56	- 8.5	- 0.8	4,654	118	141	139
Farm Products - Consumer Goods	21	- 0.7	+27.5	663	12	- 1.0	686	13	+ 2.6	- 2.5	158	50	50	65
Furniture and House Furnishings	4	+11.4	+10.3	235	**	**	**	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	125	+ 0.5	+15.7	9,819	91	- 0.8	24,429	66	- 6.0	0.0	8,223	145	156	167

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS - MARCH 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				Sales For 3 Mos. 1939			End of Month Inventories (Cost)				Stock-Sales Ratios #		
	Number of firms reporting sales	Percent change Mar. 1939 from Mar. 1938	Percent change Mar. 1939 from Feb. 1939	March 1939 (000's)	Number of firms reporting sales	Percent change from Mos. 1938	3 Mos. 1939 (000's)	Number of firms reporting stocks	Percent change Mar. 1939 from Mar. 1938	Percent change Mar. 1939 from Feb. 1939	March 31 1939 (000's)	March 1939	March 1938	Feb. 1939
East North Central (Continued).....														
Meats and Meat Products.....	14	- 1.6	+ 7.6	1,109	6	- 2.3	2,526	13	- 7.0	+ 1.3	465	42	45	45
Wines and Spirituous Liquors.....	6	- 0.6	+18.8	171	**	**	**	5	-25.7	- 3.5	306	182	257	225
General Hardware.....	23	- 0.7	+30.5	4,093	20	+ 3.0	8,619	18	- 7.1	+ 1.5	11,686	302	325	386
Industrial Supplies*.....	27	+22.5	+28.9	1,292	25	+15.9	3,195	16	-15.9	+ 0.8	2,354	251	338	308
Plumbing and Heating Supplies.....	24	+ 8.1	+28.8	854	15	+10.7	1,867	14	+ 0.3	+ 0.8	1,456	309	315	384
Jewelry and Optical Goods.....	18	+31.9	+30.1	566	14	+33.0	945	9	-22.7	- 5.3	845	249	396	405
Lumber and Building Materials.....	8	+26.2	+55.2	385	7	+17.6	814	5	- 0.9	+ 2.5	556	202	248	306
Machinery, Eqpt., & Supplies, except Electrical	12	+ 6.2	+19.6	324	6	- 2.0	599	8	+ 0.4	- 3.0	224	144	151	183
Surgical Equipment and Supplies.....	10	+12.1	+10.0	297	7	+13.9	764	5	+ 5.3	0.0	238	104	111	116
Metals.....	12	+10.0	+26.0	921	11	+20.8	2,235	8	-12.9	+ 0.9	1,617	271	361	356
Paper and Its Products.....	23	+ 3.4	+13.3	1,344	17	+ 5.1	3,428	12	- 2.0	+ 2.9	916	150	161	156
Tobacco and Its Products.....	53	+ 5.9	+15.5	3,512	50	+ 6.1	9,534	21	+ 0.5	- 6.1	846	48	50	59
West North Central.....	344	- 0.2	+20.9	31,770	286	+ 0.6	74,685	237	- 9.3	- 0.1	40,135	181	194	216
Automotive Supplies.....	21	0.0	+19.5	367	14	+ 4.6	825	10	- 9.5	- 2.0	585	311	319	364
Paints and Varnishes.....	6	-17.8	+69.0	120	**	**	**	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes.....	8	- 9.9	+38.4	191	5	-15.3	238	6	-13.6	-13.6	114	86	101	153
Drugs and Drug Sundries.....	9	+ 7.0	+19.9	1,396	9	+ 4.0	3,845	8	+ 0.5	- 0.1	1,871	180	191	216
Dry Goods.....	11	+ 2.0	+11.4	3,391	11	+ 3.4	4,910	**	**	**	**	**	**	**
Electrical Goods.....	41	- 5.1	+ 8.1	1,987	39	+ 7.4	5,451	37	- 7.6	+ 8.6	2,459	127	129	126
Farm Products - Consumer Goods.....	12	- 7.3	+26.8	331	6	- 1.1	1,126	9	- 1.6	- 4.6	124	48	45	63
Furniture and House Furnishings.....	10	+11.8	+41.7	1,182	8	+14.9	2,457	8	-17.1	+ 3.2	2,383	207	279	285
Groceries and Foods, except Farm Products..	103	- 1.8	+19.1	6,090	92	- 0.6	13,399	72	- 7.5	- 0.7	8,390	173	184	211
Meats and Meat Products.....	8	+13.3	+ 7.9	4,821	8	+13.2	14,873	**	**	**	**	**	**	**
General Hardware.....	15	+ 1.3	+32.9	3,604	15	+ 5.4	8,920	14	- 3.2	+ 2.3	8,786	254	264	327
Heavy Hardware.....	6	+34.2	+37.2	247	4	+ 4.3	147	4	-21.1	+ 2.4	251	118	203	156
Industrial Supplies*.....	14	+ 3.1	+17.5	429	13	+15.0	1,020	8	- 6.9	+ 3.9	607	206	220	235
Plumbing and Heating Supplies.....	8	+ 2.2	+51.9	275	8	+ 3.4	647	**	**	**	**	**	**	**
Jewelry and Optical Goods.....	7	- 6.2	- 8.5	75	4	+ 1.4	143	6	+ 0.8	+ 0.8	256	427	423	391
Machinery, Eqpt., & Supplies, except Electrical	8	+15.1	+30.6	145	**	**	**	4	- 1.3	+ 5.4	156	195	268	208
Paper and Its Products.....	7	- 6.6	+ 7.0	198	6	+ 1.1	532	4	- 7.6	+ 1.0	416	515	519	332
Tobacco and Its Products.....	17	+ 7.0	+ 6.3	1,188	12	+ 3.9	1,476	10	+ 5.6	- 1.1	730	81	85	86
South Atlantic.....	364	+ 8.6	+18.6	18,821	289	+12.4	46,028	185	- 3.1	+ 0.6	17,631	151	172	178
Automotive Supplies.....	14	+35.9	+ 5.0	253	4	+31.3	482	7	+ 3.4	0.0	151	194	275	232
Shoes and Other Footwear.....	6	+ 8.6	+34.8	1,720	6	+18.3	3,958	4	+ 6.6	-14.8	1,536	95	97	149
Drugs and Drug Sundries.....	15	+ 7.4	+ 5.5	1,261	15	+ 7.9	3,750	8	- 2.5	+ 0.3	1,539	203	224	207
Dry Goods.....	13	+ 3.7	+15.9	890	11	+ 1.4	2,290	7	-17.2	- 1.9	1,086	259	327	297
Electrical Goods.....	50	+34.3	+12.8	2,325	44	+36.4	6,063	41	- 6.2	+12.1	2,588	120	173	119
Farm Products - Consumer Goods.....	19	+10.1	+27.2	590	8	- 3.5	919	9	+ 8.6	+ 1.1	88	33	32	41
Furniture and House Furnishings.....	6	+ 2.5	+19.8	206	6	- 2.1	521	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products..	120	0.0	+18.8	5,252	101	- 2.4	12,716	51	- 1.1	+ 4.0	3,560	142	144	163
Meats and Meat Products.....	5	+ 5.3	+22.8	199	**	**	**	**	**	**	**	**	**	**
General Hardware.....	26	+ 4.5	+23.8	1,458	24	+ 1.0	3,951	16	- 1.8	- 1.4	3,002	334	349	425
Industrial Supplies*.....	16	+14.0	+14.6	407	14	+19.7	1,014	9	- 2.7	- 1.5	676	216	259	247
Plumbing and Heating Supplies.....	20	+20.4	+37.6	666	17	+15.2	1,519	6	+ 5.4	+ 2.2	826	170	195	228
Jewelry and Optical Goods.....	5	+23.8	-13.2	198	4	+26.9	548	**	**	**	**	**	**	**
Machinery, Eqpt., & Supplies, except Electrical	7	- 0.4	+14.8	240	**	**	**	5	-12.2	- 0.2	437	232	261	274
Paper and Its Products.....	11	+ 5.6	+ 9.0	436	8	+ 7.6	1,123	6	-14.5	- 0.2	425	186	232	210
Tobacco and Its Products.....	14	+12.3	+20.5	947	13	+ 8.5	2,539	**	**	**	**	**	**	**

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS MARCH 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Mar. 1939 from Mar. 1938	Dollar Sales: Percent change Mar. 1939 from 1939	Dollar Sales: March 1939 (000's)	Sales For 3 Mos. 1939: Number of firms reporting sales	Sales For 3 Mos. 1939: Percent change from 3 Mos. 1938	Sales For 3 Mos. 1939: 3 Mos. 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Mar. 1939 from Mar. 1938	End of Month Inventories (Cost): Percent change Mar. 1939 from Feb. 1939	End of Month Inventories (Cost): March 31 1939 (000's)	Stock-Sales Ratios #: March 1939	Stock-Sales Ratios #: March 1938	Stock-Sales Ratios #: Feb. 1939
East South Central	159	+ 9.8	+25.3	$ 8,663	126	+ 5.7	$20,673	88	- 5.9	- 1.2	$ 9,886	184	217	234
Automotive Supplies	4	- 6.0	+17.5	47	4	- 3.0	128	**	**	**	**	**	**	**
Drugs and Drug Sundries	6	+16.3	+26.9	335	6	+10.0	902	**	**	**	**	**	**	**
Dry Goods	14	+ 6.9	+34.3	917	11	+ 2.1	2,229	8	- 6.6	- 2.3	1,455	212	242	292
Electrical Goods	17	+42.9	+ 0.8	770	11	+31.4	1,713	11	- 3.2	- 3.2	487	85	148	97
Groceries and Foods, except Farm Products	47	+ 4.6	+22.0	2,228	37	+ 0.2	5,494	20	-11.9	- 1.8	1,473	145	168	174
General Hardware	18	+ 8.9	+34.9	2,094	17	+ 4.1	5,231	13	- 6.8	- 0.1	3,717	257	294	339
Industrial Supplies*	10	+12.7	+21.6	293	8	+12.4	678	4	- 7.4	- 0.8	251	254	295	337
Paper and Its Products	5	+11.7	+11.7	172	5	+ 7.5	487	**	**	**	**	**	**	**
West South Central	267	+ 0.2	+15.8	15,818	216	0.0	39,361	183	- 2.5	+ 1.1	22,894	203	207	233
Automotive Supplies	9	+ 6.1	+ 4.0	105 = 105	**	**	**	6	- 0.7	+ 2.7	150	208	229	221
Drugs and Drug Sundries	10	+ 3.8	+15.4	1,145	9	- 1.6	3,130	8	- 3.8	- 1.5	2,841	266	287	313
Dry Goods	12	- 2.3	+14.9	1,431	11	- 1.5	3,758	11	- 2.4	+ 2.0	3,448	264	260	296
Electrical Goods	28	-10.2	+35.8	846	22	- 7.8	1,684	21	-10.7	+ 8.0	946	136	138	168
Groceries and Foods, except Farm Products	138	+ 1.0	+16.8	8,544	117	- 1.0	21,151	101	- 1.6	+ 1.4	9,950	162	165	185
General Hardware	16	+ 5.3	+12.2	1,130	13	+10.9	2,896	11	- 1.2	- 0.3	2,382	321	349	353
Industrial Supplies*	5	+ 0.2	+ 0.5	650	4	+24.4	1,960	**	**	**	**	**	**	**
Machinery, Eqpt., & Spl's, except Elect.	8	-10.3	- 1.8	490	**	**	**	4	- 4.4	- 1.1	1,491	360	351	364
Surgical Equipment and Supplies	5	-14.3	+ 6.7	48	5	- 5.3	143	**	**	**	**	**	**	**
Tobacco and Its Products	11	- 1.3	+ 9.1	383	9	+ 2.7	928	**	**	**	**	**	**	**
Mountain	119	+ 1.6	+22.7	6,734	99	+ 0.4	16,240	86	- 8.4	+ 3.3	8,945	192	212	233
Automotive Supplies	10	+12.3	+26.0	155	7	+12.0	215	6	-11.5	- 1.7	292	324	434	418
Drugs and Drug Sundries	4	+ 8.0	+ 9.5	543	**	**	**	**	**	**	**	**	**	**
Electrical Goods	12	+60.6	+39.2	554	12	+38.4	1,280	9	+41.0	+ 8.8	533	103	122	132
Farm Products - Consumer Goods	10	-16.0	+ 6.9	325	**	**	**	8	+65.2	+26.7	38	45	26	42
Groceries and Foods, except Farm Products	39	- 2.8	+17.7	2,423	38	- 3.6	6,556	32	-12.9	+ 3.9	3,246	174	190	199
Meats and Meat Products	5	- 3.6	+11.9	132	**	**	**	4	+ 5.3	- 5.9	80	68	62	81
General Hardware	8	+ 2.4	+45.6	795	8	- 0.3	1,873	6	-11.0	- 2.2	1,355	297	338	428
Plumbing and Heating Supplies	4	+20.2	+21.2	137	4	+13.0	382	**	**	**	**	**	**	**
Tobacco and Its Products	5	+ 5.5	+17.5	289	4	+ 3.1	769	**	**	**	**	**	**	**
Pacific	343	+ 4.7	+21.9	24,391	282	+ 2.4	62,700	183	- 8.0	+ 1.1	24,027	166	189	202
Automotive Supplies	69	+ 7.4	+10.3	1,000	60	+ 5.0	2,494	29	- 5.7	- 0.9	918	267	301	331
Shoes and Other Footwear	7	+ 2.7	+38.1	192	7	+ 5.3	438	5	+ 0.5	+ 9.2	405	225	232	290
Dry Goods	15	+11.4	+20.9	868	12	+16.1	2,098	7	- 5.4	+ 2.0	859	277	335	340
Electrical Goods	33	+10.7	+ 6.9	3,025	31	+ 5.1	8,016	29	-18.8	+ 2.8	3,980	140	187	157
Farm Products - Consumer Goods	16	+ 7.7	+23.6	1,074	11	+ 2.4	2,594	12	- 7.0	- 0.2	624	69	80	85
Furniture and House Furnishings	7	+19.3	+24.2	538	5	+23.1	1,362	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	50	- 3.8	+22.5	7,793	38	- 7.3	20,694	28	- 4.8	+ 0.8	5,988	109	112	135
Meats and Meat Products	10	+12.6	+11.6	1,064	7	+15.2	2,861	6	+67.9	+ 9.7	329	65	42	60
Wines and Spirituous Liquors	9	+ 2.7	+36.5	796	6	+ 2.2	1,933	6	+14.0	+ 0.6	1,589	211	194	295
General Hardware	15	+ 6.8	+26.7	2,675	16	+ 5.1	7,291	7	-11.1	+ 1.3	5,545	363	424	439
Industrial Supplies*	10	+22.3	+55.2	236	8	+12.4	490	**	**	**	**	**	**	**
Plumbing and Heating Supplies	14	+27.4	+25.4	716	8	+27.2	1,273	6	- 8.6	- 8.3	275	187	257	259
Lumber and Building Materials	12	- 4.5	+23.0	550	12	+ 0.1	1,481	7	- 6.1	- 8.9	367	171	213	244
Machinery, Eqpt., & Spl's, except Elect.	17	+28.3	+42.2	317	11	+ 2.5	658	**	**	**	**	**	**	**
Metals	5	+27.7	+47.3	249	5	+29.4	625	**	**	**	**	**	**	**
Paper and Its Products	8	+ 7.1	- 1.3	150	7	+ 3.8	497	4	- 1.4	- 6.7	429	397	418	434
Tobacco and Its Products	21	+ 6.9	+13.1	1,299	19	+ 9.4	3,336	6	+30.5	+11.8	218	87	90	96

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
MARCH - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		March 1939	March 1938	February 1939	Percent change Mar.1, 1939 from March 1, 1938	Percent change Mar.1, 1939 from Feb. 1, 1939	As of Mar.1, 1939 (000's)
New England	156	69	66	63	0.0	- 3.1	$12,977
Shoes and Other Footwear	5	32	32	31	- 1.8	- 2.3	1,829
Electrical Goods	31	70	70	69	- 2.0	- 0.8	1,275
Groceries and Foods, except Farm Products	30	75	73	69	- 3.9	- 4.0	2,348
Industrial Supplies**	14	63	58	59	+14.8	- 1.2	461
Plumbing and Heating Supplies	10	40	40	36	+ 6.4	- 3.2	334
Paper and Its Products	5	72	68	70	- 1.5	- 9.5	268
Tobacco and Its Products	12	121	115	104	- 1.4	- 0.6	1,120
Middle Atlantic	573	81	79	76	+ 3.9	+ 2.7	$48,427
Automotive Supplies	29	54	44	46	- 1.7	- 3.7	860
Paints and Varnishes	6	26	27	23	- 3.7	+ 3.0	104
Clothing and Furnishings, except Shoes	19	54	42	46	-14.8	+20.6	2,414
Shoes and Other Footwear	11	37	34	32	+15.3	+19.9	1,904
Drugs and Drug Sundries	10	67	65	64	+ 4.1	- 3.7	2,239
Dry Goods	39	56	51	48	+ 5.2	- 0.7	4,525
Electrical Goods	67	82	80	70	+ 4.6	+ 3.0	3,442
Farm Products - Consumer Goods	13	171	165	177	- 3.4	+ 1.7	532
Furniture and House Furnishings	10	55	58	49	+13.2	+ 5.9	875
Groceries and Foods, except Farm Products	87	95	96	87	- 0.4	+ 0.1	6,866
Meats and Meat Products	18	164	152	159	+ 9.6	- 2.1	2,474
General Hardware	31	42	41	40	+ 1.0	+ 7.7	3,202
Heavy Hardware	7	61	56	55	- 2.5	+ 5.4	465
Industrial Supplies**	35	62	60	57	+ 6.8	+ 3.3	1,492
Plumbing and Heating Supplies	51	46	46	43	+ 4.5	- 1.3	1,874
Jewelry and Optical Goods	15	27	23	24	- 4.4	- 1.2	735
Lumber and Building Materials	10	63	61	55	+ 2.4	- 0.8	768
Machinery, Eqpt. and Spl's, except Electrical	10	74	73	54	-39.0	+ 8.2	225
Metals	6	87	84	78	+14.8	+ 6.3	1,240
Paper and Its Products	26	60	64	59	+ 7.6	+ 5.2	2,316
Tobacco and Its Products	37	143	144	129	- 1.6	+ 2.6	3,101
East North Central	492	72	69	67	- 1.4	+ 1.1	39,672
Automotive Supplies	44	63	56	60	+ 3.1	- 1.7	639
Paints and Varnishes	12	16	19	15	+ 7.4	+ 2.9	467
Clothing and Furnishings, except Shoes	10	71	63	62	- 4.7	+33.1	471
Coal	5	79	66	73	+ 8.1	+ 0.7	1,117
Drugs and Drug Sundries	12	75	69	68	+ 6.9	- 3.2	1,464
Dry Goods	10	46	43	43	- 4.3	- 1.9	1,614
Electrical Goods	64	69	66	64	- 6.3	+ 0.6	6,372
Farm Products - Consumer Goods	17	89	82	80	0.0	+10.0	430
Groceries and Foods, except Farm Products	93	101	95	91	- 3.1	+ 0.5	7,446
Meats and Meat Products	11	163	164	159	- 2.8	+ 1.0	530
General Hardware	22	48	47	46	- 4.4	+ 3.0	6,437
Industrial Supplies**	27	67	66	62	+ 7.6	- 4.0	1,578
Plumbing and Heating Supplies	21	55	56	52	+ 3.8	+ 1.9	1,241
Jewelry and Optical Goods	16	25	21	23	- 0.1	+ 1.1	1,468
Lumber and Building Materials	8	50	55	51	+16.8	+ 9.9	500
Machinery, Eqpt. and Spl's, except Electrical	11	68	61	63	-16.4	+ 3.3	311
Surgical Equipment and Supplies	8	63	64	57	+15.5	+ 3.9	402
Metals	11	84	64	80	-15.6	+ 1.0	832
Paper and Its Products	21	70	75	68	+ 8.2	- 0.1	1,741
Tobacco and Its Products	33	118	116	109	+ 1.5	- 0.1	1,776
West North Central	296	67	70	67	+ 8.1	+13.0	39,270
Automotive Supplies	16	54	58	50	+10.6	+ 2.3	439
Paints and Varnishes	6	40	44	36	-11.2	+13.1	198
Clothing and Furnishings, except Shoes	8	39	38	33	- 7.7	+26.4	311
Shoes and Other Footwear	5	48	44	45	+ 4.4	+27.7	6,184
Drugs and Drug Sundries	8	87	87	79	+ 3.4	- 0.6	1,126
Dry Goods	11	46	44	43	+ 0.5	+ 1.8	6,915
Electrical Goods	39	60	65	64	+ 3.9	+10.7	2,978
Farm Products - Consumer Goods	9	170	169	161	+ 2.3	+14.8	132
Furniture and House Furnishings	10	55	58	53	+18.6	+ 6.3	1,692
Groceries and Foods, except Farm Products	82	118	115	103	- 4.3	- 1.3	4,029
Meats and Meat Products	8	113	217	191	+111.5	+77.5	4,424
General Hardware	15	46	48	42	- 0.1	+10.9	5,900
Industrial Supplies**	12	53	58	48	+38.9	+ 4.7	553
Plumbing and Heating Supplies	8	51	49	48	+ 2.0	+ 2.3	311
Jewelry and Optical Goods	7	36	32	36	- 4.1	+ 1.4	211
Machinery, Eqpt. and Supl's, except Electrical	7	58	55	51	+ 8.9	- 1.3	232
Paper and Its Products	6	63	65	59	- 0.8	+ 0.4	261
Tobacco and Its Products	8	136	114	128	+ 3.4	- 1.8	431

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
MARCH - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Mar. 1939	Mar. 1938	Feb. 1939	Percent change Mar.1, 1939 from Mar.1, 1938	Percent change Mar.1, 1939 from Feb.1, 1939	As of Mar.1, 1939 (000's)
South Atlantic	285	70	70	64	+ 7.6	+ 2.7	17,559
Automotive Supplies	11	67	52	61	+17.1	+ 6.9	294
Drugs and Drug Sundries	12	93	91	90	+ 7.6	- 4.6	1,035
Dry Goods	9	43	41	40	- 3.6	- 0.2	1,409
Electrical Goods	44	74	79	70	+38.6	+10.5	2,674
Farm Products - Consumer Goods	17	137	136	124	+ 5.6	+ 5.6	283
Groceries and Foods, except Farm Products	82	99	103	92	+ 0.6	+ 3.1	3,207
Wines and Spirituous Liquors	4	154	161	126	+16.9	- 8.0	173
General Hardware	26	45	43	40	- 1.3	- 0.4	2,935
Industrial Supplies**	12	57	60	59	+17.3	+ 0.9	548
Plumbing and Heating Supplies	20	55	54	50	+15.3	- 3.8	1,004
Machinery, Eqpt. & Spl's., except electrical.	7	53	55	47	+ 7.9	- 5.1	424
Paper and Its Products	9	59	58	56	+12.9	+ 4.8	541
Tobacco and Its Products	9	89	88	77	+ 7.0	- 0.4	519
East South Central	125	60	60	54	+ 4.1	+ 2.4	9,763
Drugs and Drug Sundries	5	60	56	56	- 5.9	- 4.5	385
Dry Goods	13	41	38	34	- 1.5	+ 1.8	1,839
Electrical Goods	13	62	83	61	+60.4	+12.5	773
Groceries and Foods, except Farm Products	31	103	105	92	- 2.7	+ 0.7	1,245
General Hardware	15	45	45	44	+ 2.0	+ 5.3	2,824
Industrial Supplies**	9	66	63	57	+ 6.0	- 5.2	405
Paper and Its Products	5	64	59	65	0.0	+ 2.1	246
West South Central	233	70	70	64	- 1.6	+ 2.1	16,447
Automotive Supplies	7	53	52	56	+ 5.9	+ 2.9	143
Drugs and Drug Sundries	8	72	69	68	- 2.7	- 4.9	1,321
Dry Goods	12	38	37	33	- 2.5	+ 2.4	3,376
Electrical Goods	24	79	78	66	-11.5	+ 6.3	624
Groceries and Foods, except Farm Products	122	96	99	88	- 1.1	+ 3.4	6,274
General Hardware	16	57	58	61	+ 3.6	- 1.2	1,709
Machinery, Eqpt. & Spl's., except electrical.	6	24	23	22	- 9.1	+ 5.3	946
Surgical Equipment and Supplies	5	51	57	51	- 1.3	- 8.5	75
Tobacco and Its Products	7	86	81	83	- 2.1	- 1.6	184
Mountain	104	73	73	69	- 0.1	+ 2.5	5,997
Automotive Supplies	7	49	47	43	+ 5.2	+ 3.4	182
Dry Goods	4	52	47	46	- 2.9	+ 3.0	511
Electrical Goods	14	70	64	62	+30.4	+12.8	643
Farm Products - Consumer Goods	9	100	110	102	-10.2	+ 8.8	273
Groceries and Foods, except Farm Products	33	95	93	87	- 9.8	- 1.9	1,749
Meats and Meat Products	4	129	139	131	+27.9	+ 5.4	78
General Hardware	6	40	44	45	+10.5	+17.6	802
Plumbing and Heating Supplies	4	59	40	46	0.0	- 6.7	263
Pacific	279	80	79	73	0.0	- 0.2	23,518
Automotive Supplies	49	82	72	75	- 5.3	- 6.1	734
Shoes and Other Footwear	7	31	34	27	+ 7.8	+ 3.2	385
Dry Goods	13	61	56	55	+ 4.0	+ 1.3	1,146
Electrical Goods	26	75	73	71	- 2.4	+ 3.9	2,926
Farm Products - Consumer Goods	13	146	140	120	+15.1	+ 1.4	641
Furniture and House Furnishings	7	59	58	56	- 0.1	0.0	771
Groceries and Foods, except Farm Products	39	114	117	101	- 6.3	- 5.0	5,354
Meats and Meat Products	8	217	216	200	+16.8	- 1.1	458
Wines and Spirituous Liquors	8	102	105	77	- 2.2	-12.2	542
General Hardware	14	49	48	48	- 0.7	+ 3.3	4,240
Industrial Supplies**	9	52	57	55	+17.7	+ 2.6	273
Plumbing and Heating Supplies	13	64	59	58	+ 9.2	+ 4.3	901
Lumber and Building Materials	10	55	56	50	+13.4	+ 7.4	450
Machinery, Eqpt. & Spl's., except electrical.	10	45	46	38	+ 3.5	+ 2.8	294
Paper and Its Products	7	56	55	51	- 2.8	-12.0	243
Tobacco and Its Products	17	112	116	102	+11.4	- 0.5	959

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

Immediate release - May 29, 1939

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

(In cooperation with National Association of Credit Men)

WHOLESALE TRADE - April 1939

Dollar sales of 2,902 wholesalers representing all parts of the country increased 1.3 percent in April over the same month a year ago, it was announced today by Director William L. Austin, Bureau of the Census. Sales of these wholesalers during April - with one less calendar day - were off 7.0 percent from March. April sales of the reporting group amounted to $185,109,000.

The 1.3 percent increase in April of this year over a year ago is slightly less than for the previous months of 1939, which were as follows: March 1939 over March 1938, 4.8 percent; February 4.3 percent; and January 4.4 percent.

Sixteen of the 30 lines of trade for which data are shown separately in the following tables recorded increases over April a year ago, while 13 showed decreases. Trades showing the largest gains are: Metals (26.0%), Farm Supplies (22.8%), Jewelry and Optical Goods (21.8%), Industrial Supplies (14.1%), Surgical Equipment and Supplies (14.0%), and Chemicals (13.1%). Wines and Spirituous Liquors were off 11.6 percent; Clothing and Furnishings, except Shoes, 8.1 percent; followed by Shoes and Other Footwear, 6.0 percent; Leather and Shoe Findings, 5.8 percent.

Value of stocks on hand at the end of April, for the 1,726 wholesalers reporting this information, was 4.8 percent less than a year ago but approximately the same (-0.3) as at the beginning of the month. Twenty of the trades showed decreases from April 1938. Slightly higher sales levels this April coupled with decreases in inventories are reflected in substantial decreases in the stock-sales ratios. For all trades combined the ratio was 179 last month as compared with 189 for April 1938.

The ratio of collections on accounts receivable for 2,431 wholesalers reporting this information was on a level with April 1938. Collections during April amounted to 71 percent of total accounts receivable outstanding at the beginning of the month, the same ratio shown for last year, and was two points less than the 73 percent for March of this year. For each of the consecutive five months next preceding April collection ratios were higher than for the corresponding month of the previous year.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No data are adjusted for seasonal influences, or for the number of trading days in the month.

#8922

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

APRIL - - - - - - 1939

KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	April 1939 (000's)	Number of firms reporting stocks	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	April 30, 1939 (000's)	April 1939	April 1938	March 1939
UNITED STATES	2,902	+ 1.3	- 7.0	$185,109	1,726	- 4.8	- 0.3	$199,565	179	189	168
Automotive Supplies	190	+ 9.2	- 0.1	2,992	95	- 9.8	+ 1.3	4,015	253	299	249
Chemicals	16	+13.1	- 9.3	775	10	- 6.4	- 1.6	439	78	96	72
Paints and Varnishes	36	- 1.5	+ 8.3	1,965	15	- 0.9	+ 4.3	876	235	203	267
Clothing and Furnishings, except Shoes	55	- 8.1	-35.1	2,323	31	- 2.7	+ 0.5	1,516	199	194	145
Shoes and Other Footwear	40	- 6.0	-20.8	10,200	25	+ 0.3	- 7.9	6,822	143	125	122
Coal	9	0.0	-27.8	1,999	**	**	**	**	**	**	**
Drugs and Drug Sundries##	72	+ 1.7	-11.3	7,229	48	- 2.9	- 0.2	10,063	219	230	194
Without Liquor Department	57	+ 2.6	-11.9	5,188	35	- 2.2	- 1.0	5,690	197	208	171
With Liquor Department	15	- 0.4	- 9.6	2,041	13	- 3.7	+ 0.8	4,375	258	267	235
Dry Goods	121	- 0.5	-18.7	9,713	75	- 7.9	- 0.3	21,327	298	317	245
Electrical Goods	321	+11.0	+ 5.3	17,507	268	- 3.4	+ 2.7	20,404	128	147	132
Farm Products - Consumer Goods	97	- 1.8	- 2.8	3,999	66	+ 1.4	- 5.8	1,112	49	47	51
Farm Supplies	7	+22.8	-30.1	998	**	**	**	**	**	**	**
Furniture and House Furnishings	51	+10.3	- 2.5	3,176	27	- 1.9	+ 6.2	4,717	211	237	197
Groceries and Foods, except Farm Products	732	- 4.0	- 9.6	46,549	408	- 3.5	- 0.6	39,610	167	165	154
Meats and Meat Products	70	+12.6	+ 8.1	13,392	46	+14.4	0.0	1,688	50	45	47
Wines and Spirituous Liquors	29	-11.6	+ 1.6	5,021	20	+ 2.7	- 5.7	4,549	166	142	180
Total Hardware	441	+ 5.1	- 2.5	26,346	274	- 4.7	+ 0.2	52,658	285	312	275
General Hardware	160	+ 2.9	- 2.5	17,502	102	- 4.6	0.0	38,971	300	322	293
Heavy Hardware	21	+ 6.8	- 6.1	947	14	- 1.8	- 0.2	1,751	503	535	287
Industrial Supplies*	128	+14.1	- 4.6	4,243	80	- 6.3	+ 0.8	7,385	259	322	241
Plumbing and Heating Supplies	132	+ 5.7	+ 0.6	3,854	78	- 3.3	+ 1.1	4,551	205	230	205
Jewelry and Optical Goods	57	+21.8	-11.1	1,407	29	- 9.7	+ 1.0	2,955	405	557	338
Lumber and Building Materials	43	+ 6.1	+ 4.8	2,415	28	+ 2.3	+ 0.5	2,862	161	167	175
Machinery, Equipment and Supplies, except Electrical	63	- 1.3	- 9.6	1,777	31	-14.2	- 0.5	3,662	328	376	289
Surgical Equipment and Supplies	35	+14.0	- 5.6	586	18	+ 1.5	- 1.2	657	187	203	175
Metals	24	+26.0	- 0.9	2,296	17	- 9.9	+ 1.9	3,949	224	327	217
Paper and Its Products	105	+ 2.8	- 9.4	4,255	52	- 2.6	+ 0.6	3,984	181	192	164
Petroleum	14	- 5.1	- 5.0	2,224	10	+ 4.2	- 0.7	1,528	70	64	67
Tobacco and Its Products	188	- 2.5	- 2.6	13,166	75	-16.4	- 4.3	3,644	52	60	53
Leather and Shoe Findings	11	- 5.8	+ 5.0	210	**	**	**	**	**	**	**
Miscellaneous	72	- 5.8	-15.3	4,139	53	-12.9	+ 4.1	5,146	146	156	117

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

\#\# *Total Sales, including liquors, wines, etc.*

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL - -1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		April 1939	April 1938	March 1939	Percent change April 1, 1939 from April 1, 1938	Percent change April 1, 1939 from March 1, 1939	As of Apr. 1, 1939 (000's)
UNITED STATES	2,451	71	71	75	+ 1.9	+ 5.3	$214,458
Automotive Supplies	158	65	62	65	+ 0.4	- 0.2	3,268
Chemicals	15	65	61	68	+ 7.8	- 1.0	1,133
Paints and Varnishes	34	49	51	50	+ 4.8	+15.0	3,179
Clothing and Furnishings, except Shoes	50	47	43	49	- 6.4	+ 4.9	5,304
Shoes and Other Footwear	36	47	46	42	+ 3.9	+16.2	13,726
Coal	9	70	67	75	+ 2.0	- 4.7	3,757
Drugs and Drug Sundries	62	75	74	80	+ 3.8	+ 2.9	8,256
Without Liquor Department	48	69	68	74	+ 3.3	+ 2.6	6,032
With Liquor Department	14	91	92	98	+ 5.0	+ 3.5	2,224
Dry Goods	108	44	44	47	+ 0.3	+ 3.1	21,714
Electrical Goods	290	72	73	73	+ 8.2	+ 4.4	20,514
Farm Products - Consumer Goods	75	143	147	152	- 0.5	0.0	2,088
Furniture and House Furnishings	43	52	52	54	+12.2	+ 9.7	5,125
Groceries and Foods, except Farm Products	582	93	94	97	- 0.8	+ 1.6	38,875
Meats and Meat Products	57	176	194	178	+14.7	+ 4.0	6,788
Wines and Spirituous Liquors	25	92	101	100	- 7.9	+ 7.0	2,830
Total Hardware Group	401	52	51	51	+ 2.4	+ 8.7	43,175
General Hardware	145	50	49	47	- 0.2	+ 9.3	30,140
Heavy Hardware	20	63	57	64	- 2.6	+ 6.1	1,392
Industrial Supplies**	112	64	64	65	+15.7	+ 7.5	5,417
Plumbing and Heating Supplies	124	53	53	54	+ 6.3	+ 7.3	6,226
Jewelry and Optical Goods	47	21	20	24	+ 3.9	+ 6.3	3,764
Lumber and Building Materials	42	63	63	59	+ 4.6	+12.0	3,356
Machinery, Equipment and Supplies, except Electrical	52	50	51	50	- 5.7	+ 3.5	2,352
Surgical Equipment and Supplies	34	46	47	49	+ 6.1	+ 0.5	1,183
Metals	21	82	72	85	+ 1.9	+ 7.3	2,397
Paper and Its Products	87	64	65	63	+ 6.0	+ 2.8	6,114
Petroleum	12	90	92	89	- 3.0	+ 4.0	1,988
Tobacco and Its Products	120	122	125	130	- 0.4	+ 3.1	7,360
Leather and Shoe Findings	10	43	44	41	- 3.3	+ 1.4	444
Miscellaneous	54	93	81	100	-13.0	- 5.3	4,021

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

#8922

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS APRIL - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	March 1939 (000's)	Number of firms reporting stocks	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	April 30, 1939 (000's)	April 1939	April 1938	March 1939
New England	163	- 1.0	- 7.8	$ 9,367	90	- 3.3	- 3.8	$ 7,200	153	158	137
Automotive Supplies	4	+ 3.6	+11.5	29	**	**	**	**	**	**	**
Shoes and Other Footwear	4	+ 8.0	- 7.1	1,017	**	**	**	**	**	**	**
Electrical Goods	28	+ 4.1	+ 7.9	937	23	+ 5.7	+ 0.8	1,445	160	157	172
Farm Products - Consumer Goods	5	+ 8.0	+12.5	108	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	26	- 1.8	- 4.6	1,617	12	- 4.1	+ 4.2	674	198	193	161
Industrial Supplies	16	+14.2	+ 4.9	369	11	-10.8	- 0.2	840	287	364	315
Plumbing and Heating Supplies	10	- 8.2	-10.6	168	4	-10.1	- 0.3	310	316	314	259
Paper and Its Products	7	+ 8.7	- 4.3	199	4	+ 0.6	+ 1.1	180	140	153	124
Tobacco and Its Products	17	- 7.4	- 2.0	1,723	**	**	**	**	**	**	**
Middle Atlantic	684	- 0.1	- 8.2	46,467	385	- 5.0	- 0.4	38,169	148	153	139
Automotive Supplies	33	+ 4.1	- 5.8	678	15	-23.1	+ 4.2	971	230	316	200
Paints and Varnishes	6	-18.3	+15.5	67	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	23	-13.0	-36.1	1,596	11	+ 0.8	+ 0.4	488	140	120	106
Shoes and Other Footwear	12	-11.4	-27.2	825	5	+19.8	- 6.7	1,476	236	175	191
Drugs (without liquor department)	12	+ 0.3	- 9.4	2,092	9	+ 2.3	+ 0.8	1,473	148	145	130
Dry Goods	44	+ 7.3	-20.8	2,645	23	- 5.5	+ 0.7	3,895	283	292	228
Electrical Goods	72	+10.3	+ 8.4	3,676	60	+ 6.4	+ 2.6	4,186	122	127	130
Farm Products - Consumer Goods	17	- 4.2	- 7.4	912	10	- 7.1	+ 2.2	92	35	40	34
Furniture and House Furnishings	16	+13.3	- 8.1	612	10	+ 7.6	- 2.6	882	196	220	190
Groceries and Foods, except Farm Products	117	- 4.0	-11.5	10,089	49	- 3.0	- 1.7	4,565	151	152	141
Meats and Meat Products	21	+23.7	+ 8.1	4,651	15	+15.5	+ 2.0	313	33	31	30
Wines and Spirituous Liquors	5	-21.6	+ 8.8	1,473	4	- 5.3	- 9.6	2,359	163	135	197
General Hardware	40	- 6.0	- 4.2	2,268	20	- 4.2	- 1.1	3,733	336	317	311
Heavy Hardware	6	+ 6.3	- 1.7	340	5	- 2.8	- 0.7	901	278	304	275
Industrial Supplies*	36	+ 6.8	-14.1	911	24	- 5.8	- 0.6	1,567	241	298	208
Plumbing and Heating Supplies	53	+ 4.5	+ 2.2	1,166	34	- 8.0	+ 1.8	1,395	161	195	164
Jewelry and Optical Goods	22	+32.0	-11.8	516	12	-10.6	- 3.0	1,472	430	692	385
Lumber and Building Materials	10	-13.0	0.0	629	4	+ 7.3	+ 0.9	456	110	85	114
Machinery, Equipment and Supplies, except Electrical	10	- 2.7	-17.1	180	4	+ 5.9	+ 4.1	126	159	159	138
Surgical Equipment and Supplies	6	+22.7	- 1.1	92	**	**	**	**	**	**	**
Metals	6	+45.0	+11.7	1,227	4	- 3.4	+ 0.9	2,030	207	316	220
Paper and Its Products	33	+ 3.0	-14.4	1,624	16	+ 8.6	+ 3.3	1,182	137	125	113
Petroleum	6	- 1.3	+ 1.1	464	4	- 0.5	- 3.6	216	50	49	53
Tobacco and Its Products	52	- 7.8	- 3.5	5,042	28	-25.9	- 5.3	2,182	53	65	54
East North Central	572	+ 2.6	- 5.6	31,869	350	- 4.6	- 0.1	39,681	178	194	171
Automotive Supplies	49	+ 9.6	+ 2.2	549	26	- 0.5	+ 0.7	1,026	273	308	275
Chemicals	5	+18.2	- 3.7	286	**	**	**	**	**	**	**
Paints and Varnishes	13	-10.0	+26.1	261	5	+ 6.7	+14.5	269	171	142	194
Clothing and Furnishings, except Shoes	12	+ 9.5	-30.1	335	8	- 9.9	- 0.6	697	294	369	223
Shoes and Other Footwear	4	- 1.6	-16.6	247	**	**	**	**	**	**	**
Drugs (without liquor department)	9	+ 1.1	-16.2	797	4	-11.8	- 6.0	546	161	192	140
Dry Goods	9	- 0.7	-14.4	689	7	- 2.0	- 2.2	1,586	239	242	209
Electrical Goods	62	+11.7	+ 2.6	3,869	50	- 5.1	+ 0.9	4,258	124	146	128
Farm Products - Consumer Goods	20	- 5.2	+ 2.4	690	15	+ 9.3	- 3.6	188	46	39	48
Furniture and House Furnishings	5	+24.0	+15.6	274	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	123	- 4.5	- 9.8	8,706	71	- 5.4	- 3.4	8,079	157	159	150
Meats and Meat Products	17	- 6.4	- 4.5	1,245	17	+ 9.2	+ 2.5	532	43	37	40

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS APRIL - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	April 1939 (000's)	Number of firms reporting stocks	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	April 30, 1939 (000's)	April 1939	April 1938	March 1939
East North Central (Continued)											
Wines and Spirituous Liquors	6	-11.9	-13.9	145	**	**	**	**	**	**	**
General Hardware	22	+ 1.1	+ 2.2	5,966	17	- 3.9	+ 2.1	11,004	293	311	294
Industrial Supplies*	26	+20.8	- 8.4	1,097	16	- 9.7	+ 2.4	2,167	251	342	220
Plumbing and Heating Supplies	20	+ 5.3	- 3.5	789	11	+ 2.2	+ 1.1	1,371	302	315	315
Jewelry and Optical Goods	18	+17.5	-13.7	497	9	-12.3	+ 6.8	1,038	358	427	279
Lumber and Building Materials	9	+ 4.7	-13.7	359	6	- 1.6	+ 2.1	546	208	213	180
Machinery, Eqpt. & Supplies, except Electrical	13	+22.4	-12.6	284	7	- 5.0	+ 0.8	266	194	233	168
Surgical Equipment and Supplies	7	+ 7.5	-14.9	200	5	+ 1.8	- 1.3	229	126	133	109
Metals	10	+ 8.8	-11.9	718	6	-16.1	- 0.2	1,171	262	374	239
Paper and Its Products	28	+ 3.6	- 7.1	1,351	15	- 5.7	- 2.8	1,162	169	201	169
Tobacco and Its Products	51	+ 4.3	- 1.3	3,382	20	+ 1.4	- 1.1	806	47	49	47
West North Central	327	+ 0.7	- 4.3	29,400	215	- 7.1	- 1.8	34,586	186	194	174
Automotive Supplies	21	+ 9.2	+ 2.6	393	9	- 9.5	+ 1.5	478	283	328	327
Paints and Varnishes	4	-16.7	+ 7.8	110	**	**	**	**	**	**	**
Shoes and Other Footwear	5	-16.1	-12.6	2,542	4	-19.8	-10.1	2,282	91	96	89
Drugs (without liquor department)	4	- 5.8	-17.0	210	4	- 2.5	+ 0.4	553	263	254	218
Dry Goods	11	- 2.7	-18.5	2,765	10	-10.5	- 0.3	8,244	305	331	249
Electrical Goods	41	+ 0.6	+10.4	2,107	38	-10.5	- 1.7	2,307	113	126	128
Farm Products - Consumer Goods	15	- 4.8	- 5.7	457	11	+ 8.6	+ 2.7	152	40	35	37
Furniture and House Furnishings	9	+ 4.6	+ 2.5	1,077	7	- 3.5	+13.1	2,284	221	237	197
Groceries and Foods, except Farm Products	94	- 5.8	- 8.6	5,204	60	- 5.1	- 2.3	5,755	166	164	155
Meats and Meat Products	8	+11.7	+19.5	5,759	**	**	**	**	**	**	**
General Hardware	13	+ 1.6	- 6.7	3,196	12	- 3.2	- 3.3	7,938	258	270	250
Heavy Hardware	5	+ 3.9	+ 2.6	80	**	**	**	**	**	**	**
Industrial Supplies*	12	+ 5.7	+ 6.0	407	7	+ 4.6	+ 3.4	547	211	200	205
Plumbing and Heating Supplies	9	+ 1.2	+ 4.7	334	**	**	**	**	**	**	**
Jewelry and Optical Goods	8	+12.2	- 4.3	110	6	+ 3.1	+ 2.7	263	446	472	427
Lumber and Building Materials	5	+ 5.2	+ 2.7	302	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Electrical	6	+ 1.0	-14.2	105	4	- 1.3	- 1.3	149	240	236	189
Paper and Its Products	8	- 1.0	- 4.6	208	**	**	**	**	**	**	**
Tobacco and Its Products	16	+ 2.1	- 1.2	720	9	0.0	+ 0.9	213	49	51	48
South Atlantic	340	+ 1.3	-10.7	16,110	190	+ 0.2	- 0.2	17,094	168	170	149
Automotive Supplies	15	+22.3	- 0.3	340	9	+ 9.7	- 1.6	306	208	241	215
Shoes and Other Footwear	6	- 8.1	-35.9	1,103	4	+12.2	-12.2	1,349	131	108	95
Drugs (without liquor department)	14	+ 9.5	-11.0	1,017	7	- 0.7	- 2.2	1,059	190	215	169
Dry Goods	13	-15.1	-25.1	667	7	-15.0	0.0	1,086	332	332	259
Electrical Goods	41	+19.4	- 3.3	2,097	37	+ 0.6	+ 8.5	2,527	129	155	116
Farm Products - Consumer Goods	13	+15.5	+ 5.7	497	7	+25.5	-10.4	69	33	26	36
Furniture and House Furnishings	4	- 2.4	+ 3.2	163	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	111	- 2.5	-11.0	4,387	46	+ 1.1	- 0.5	3,307	161	154	145
Meats and Meat Products	6	- 4.7	- 8.5	184	**	**	**	**	**	**	**
General Hardware	26	+ 3.9	- 7.7	1,395	16	- 0.1	- 0.2	2,945	351	360	327
Industrial Supplies*	15	+12.5	- 9.2	315	9	- 4.6	- 1.6	624	260	295	235
Plumbing and Heating Supplies	21	+ 4.4	- 3.5	662	18	+ 2.9	+ 2.4	860	180	190	169
Jewelry and Optical Goods	5	+14.9	- 6.6	185	**	**	**	**	**	**	**
Machinery, Eqpt. and Supplies, except Electrical	6	-17.8	-22.4	152	**	**	**	**	**	**	**
Paper and Its Products	11	- 1.7	- 6.7	407	6	-14.4	- 4.5	405	182	210	186
Tobacco and Its Products	14	+ 4.7	- 5.7	697	4	0.0	- 7.5	99	51	52	51

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS APRIL - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	April 1939 (000's)	Number of firms reporting stocks	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	April 30, 1939 (000's)	April 1939	April 1938	March 1939
East South Central	156	+ 4.7	-11.5	$ 8,112	84	- 4.7	- 0.4	$ 9,316	202	223	178
Drugs (without liquor department)	5	+ 7.2	-11.8	194	**	**	**	**	**	**	**
Dry Goods	13	- 0.7	-23.4	680	8	- 5.1	+ 0.1	1,370	272	285	206
Electrical Goods	15	+26.6	- 7.4	680	10	- 5.0	+ 6.3	439	99	145	77
Groceries and Foods, except Farm Products	51	- 1.6	-12.4	2,263	20	- 7.0	+ 0.1	1,585	164	176	145
Wines and Spirituous Liquors	4	+15.8	+ 0.8	242	**	**	**	**	**	**	**
General Hardware	19	+ 7.9	- 7.3	2,276	12	- 7.4	- 1.4	3,358	273	296	253
Industrial Supplies*	7	+ 8.9	-12.0	147	**	**	**	**	**	**	**
Paper and Its Products	5	+ 4.3	- 1.2	170	**	**	**	**	**	**	**
West South Central	246	+ 2.3	- 5.6	14,992	166	- 3.7	+ 0.3	23,336	229	241	215
Automotive Supplies	6	- 2.8	- 2.8	70	6	0.0	+ 4.6	160	229	222	213
Drugs (without liquor department)	7	+ 1.6	-15.0	634	5	- 2.0	- 0.8	1,552	279	287	234
Drugs (with liquor department)	6	- 0.9	-10.9	741	5	- 4.3	+ 3.7	2,246	323	334	277
Dry Goods	12	+ 1.2	-18.2	1,172	11	- 4.3	- 1.0	3,409	317	332	263
Electrical Goods	24	+ 7.4	+19.6	1,082	17	- 7.8	+ 4.0	1,011	110	130	129
Furniture and House Furnishings	4	0.0	-28.9	182	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	121	- 2.2	- 7.5	7,346	88	+ 0.5	+ 0.6	8,564	178	169	165
General Hardware	16	+21.8	+ 6.4	1,369	11	- 2.8	- 1.4	2,740	274	356	310
Machinery, Eqpt. & Supplies, except Electrical	8	- 1.7	-21.5	350	**	**	**	**	**	**	**
Surgical Equipment and Supplies	6	+10.4	+15.6	74	**	**	**	**	**	**	**
Paper and Its Products	4	+ 1.7	+10.0	121	**	**	**	**	**	**	**
Tobacco and Its Products	11	- 0.5	+ 1.6	442	**	**	**	**	**	**	**
Mountain	116	+ 2.4	- 0.1	6,104	83	- 7.5	+ 0.2	8,540	190	209	188
Automotive Supplies	8	+ 5.8	+ 2.4	128	**	**	**	**	**	**	**
Electrical Goods	12	+47.7	- 5.1	485	10	+21.0	- 1.8	587	132	163	126
Farm Products - Consumer Goods	9	- 4.1	+ 0.3	306	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	41	- 6.8	- 6.9	2,259	35	-11.6	+ 1.0	3,457	194	198	174
Meats and Meat Products	5	- 3.7	- 5.8	131	4	+ 2.7	- 5.0	76	64	61	64
General Hardware	7	+ 6.4	+ 5.5	781	5	-10.3	- 1.1	1,092	279	327	275
Plumbing and Heating Supplies	4	+ 5.6	+ 9.6	114	**	**	**	**	**	**	**
Tobacco and Its Products	6	- 2.8	- 4.6	309	**	**	**	**	**	**	**
Pacific	297	+ 2.6	- 4.0	18,584	163	- 5.2	+ 2.6	21,641	209	228	197
Automotive Supplies	51	+10.3	+ 2.8	768	24	- 8.4	- 0.4	851	257	276	264
Clothing and Furnishings, except Shoes	5	+12.7	+15.6	89	**	**	**	**	**	**	**
Shoes and Other Footwear	5	-13.7	-19.4	145	5	+ 8.1	+ 2.7	416	287	229	225
Dry Goods	14	- 2.6	- 9.7	787	5	- 7.1	+ 0.4	821	336	378	304
Electrical Goods	26	+ 9.3	+ 8.4	2,576	23	-13.5	+ 5.0	3,644	151	190	157
Farm Products - Consumer Goods	16	- 3.7	- 9.5	940	11	- 5.3	- 8.1	564	72	72	72
Furniture and House Furnishings	6	+30.5	- 5.5	501	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	48	- 5.5	- 9.1	4,678	27	- 0.1	+ 4.5	3,624	171	164	147
Meats and Meat Products	7	+13.1	-13.0	840	**	**	**	**	**	**	**
Wines and Spirituous Liquors	6	+ 1.1	- 3.5	711	**	**	**	**	**	**	**
General Hardware	12	+ 4.0	- 1.3	2,053	7	- 8.9	+ 3.3	5,610	382	431	363
Industrial Supplies*	10	+ 0.5	- 8.2	223	7	- 2.8	- 0.3	318	237	268	223
Plumbing and Heating Supplies	12	+20.1	+ 8.7	513	4	- 8.5	- 7.5	172	185	298	242
Lumber and Building Materials	10	+ 9.8	+ 2.7	305	8	- 0.5	- 1.2	411	168	187	179
Machinery, Eqpt. & Supplies, except Electrical	14	- 7.7	- 2.8	241	4	- 2.0	+ 4.4	335	394	489	306
Metals	5	+ 8.3	-20.9	170	4	-20.3	+10.5	507	327	451	235
Paper and Its Products	8	+ 6.6	-14.0	129	4	- 6.4	+ 7.4	467	486	567	403
Tobacco and Its Products	17	+ 8.4	- 3.3	761	6	+38.3	-13.3	148	75	73	87

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

 # These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
APRIL - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		April 1939	April 1938	March 1939	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	As of Apr.1, 1939 (000's)
New England	143	67	64	67	- 1.7	- 0.5	$12,824
Shoes and Other Footwear	4	33	32	31	+ 3.8	- 0.3	1,796
Electrical Goods	26	72	74	71	+ 5.6	+ 3.5	1,201
Groceries and Foods, except Farm Products	22	72	65	71	- 8.4	- 7.2	2,139
General Hardware	4	51	47	42	- 6.1	+25.4	321
Industrial Supplies**	14	65	55	61	+10.2	0.0	487
Plumbing and Heating Supplies	9	40	40	41	+ 6.7	+ 8.8	334
Paper and Its Products	5	64	65	69	+ 4.8	+ 8.3	286
Tobacco and Its Products	11	125	122	121	- 6.2	- 3.3	1,007
Middle Atlantic	579	78	78	82	+ 0.9	+ 3.8	51,505
Automotive Supplies	26	55	68	56	0.0	- 1.8	763
Paints and Varnishes	5	36	39	27	-10.6	+ 4.1	101
Clothing and Furnishings, except Shoes	19	46	42	47	- 7.1	+ 1.4	3,691
Shoes and Other Footwear	12	43	44	37	+10.8	+15.3	2,262
Drugs (without liquor department)	11	66	67	70	+ 3.3	+ 2.6	2,302
Dry Goods	38	52	51	55	+ 6.6	+ 0.1	4,535
Electrical Goods	68	80	79	83	+ 1.9	+ 6.1	3,937
Farm Products - Consumer Goods	13	161	167	173	0.0	+ 5.5	535
Furniture and House Furnishings	12	50	54	54	+14.2	+11.9	1,038
Groceries and Foods, except Farm Products	91	92	97	102	+ 1.1	+ 1.1	8,684
Meats and Meat Products	17	170	162	163	+14.6	+ 5.6	2,591
Wines and Spirituous Liquors	5	95	108	103	-20.5	+ 6.1	1,399
General Hardware	35	42	43	41	- 3.3	+10.0	3,944
Heavy Hardware	6	61	62	59	+ 2.5	+ 9.0	486
Industrial Supplies**	31	70	71	73	+16.4	+ 8.8	1,251
Plumbing and Heating Supplies	51	49	52	50	+ 6.1	+ 3.4	2,110
Jewelry and Optical Goods	17	20	20	22	+ 7.0	+ 3.8	913
Lumber and Building Materials	10	64	65	63	- 5.5	+16.9	898
Machinery, Eqpt. & Supplies, except Elect	9	71	63	67	-10.8	+11.4	224
Surgical Equipment and Supplies	6	31	29	33	+ 7.2	+ 4.5	253
Metals	6	90	76	86	+ 3.2	+ 0.6	1,243
Paper and Its Products	26	61	62	62	+11.8	+ 5.6	2,241
Tobacco and Its Products	39	127	130	141	- 3.7	+ 6.3	3,437
East North Central	474	69	67	71	- 0.2	+ 5.3	37,902
Automotive Supplies	44	64	58	63	+ 2.1	+ 4.5	669
Paints and Varnishes	12	23	26	16	+ 3.8	+24.3	567
Clothing and Furnishings, except Shoes	11	58	49	66	- 9.8	+18.7	598
Drugs (without liquor department)	8	70	67	77	+ 4.3	+ 1.4	989
Dry Goods	9	46	46	49	- 3.0	+ 5.7	1,472
Electrical Goods	54	66	65	67	- 3.4	+ 1.6	4,590
Farm Products - Consumer Goods	14	134	142	144	+ 1.9	+ 7.4	321
Furniture and House Furnishings	5	56	49	52	+ 7.5	+ 3.5	442
Groceries and Foods, except Farm Products	98	91	90	96	- 3.8	+ 1.7	8,173
Meats and Meat Products	14	143	133	148	- 3.1	+ 0.2	647
Wines and Spirituous Liquors	5	54	58	58	- 4.0	- 6.7	266
General Hardware	21	50	50	47	- 2.8	+10.1	6,877
Industrial Supplies**	25	63	64	66	+21.4	+12.0	1,579
Plumbing and Heating Supplies	18	55	52	55	- 0.8	+ 8.9	1,292
Jewelry and Optical Goods	16	21	20	27	+ 4.9	+ 8.4	1,819
Lumber and Building Materials	9	61	58	51	+18.0	+13.1	589
Machinery, Eqpt. & Supplies, except Elect	11	52	59	57	0.0	+ 9.4	385
Surgical Equipment and Supplies	6	56	58	58	+10.1	- 7.2	337
Metals	8	72	62	80	-11.0	+12.9	666
Paper and Its Products	25	71	70	67	+ 3.4	+ 2.8	2,031
Tobacco and Its Products	30	117	118	121	+ 3.9	+ 0.8	1,664
West North Central	278	70	73	71	+ 2.4	+10.0	39,916
Automotive Supplies	13	64	61	55	+ 8.8	- 2.5	397
Paints and Varnishes	4	46	55	39	- 8.7	+17.6	200
Clothing and Furnishings, except Shoes	8	43	41	46	0.0	+23.7	543
Shoes and Other Footwear	5	51	51	48	+ 2.3	+19.1	7,350
Drugs (without liquor department)	4	70	68	76	- 6.8	+ 2.5	528
Dry Goods	11	44	44	46	- 0.3	+ 3.3	7,142
Electrical Goods	39	71	65	68	- 8.6	+ 4.9	2,753
Farm Products - Consumer Goods	9	204	195	196	-11.8	- 5.7	149
Furniture and House Furnishings	9	53	55	55	+20.2	+11.5	1,690
Groceries and Foods, except Farm Products	76	109	120	109	+ 3.3	0.0	4,094
Meats and Meat Products	8	201	265	205	+23.4	+ 3.4	2,507
General Hardware	13	49	50	47	+ 2.0	+15.4	6,276
Industrial Supplies**	10	52	63	55	+25.7	+ 7.0	504
Plumbing and Heating Supplies	9	56	56	55	- 1.3	+ 8.3	393
Jewelry and Optical Goods	7	35	33	36	- 5.9	- 1.4	208
Machinery, Eqpt. & Supplies, except Elect	5	69	67	75	+ 5.0	- 2.7	146
Paper and Its Products	7	67	69	68	+ 0.7	+ 5.6	283

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
APRIL - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		April 1939	April 1938	March 1939	Percent change April 1939 from April 1938	Percent change April 1939 from March 1939	As of Apr.1, 1939 (000's)
South Atlantic	**265**	**67**	**69**	**69**	**+ 8.9**	**+ 2.5**	**$17,689**
Automotive Supplies	10	65	55	61	+ 7.5	- 8.7	515
Drugs (without liquor department)	11	87	87	92	+ 9.0	+ 0.9	894
Dry Goods	9	40	42	43	- 3.7	0.0	1,409
Electrical Goods	40	71	83	72	+48.7	+ 2.1	2,974
Farm Products - Consumer Goods	11	140	134	135	+ 8.5	+ 4.9	216
Groceries and Foods, except Farm Products	76	96	100	101	+ 0.4	- 0.8	3,075
General Hardware	26	45	44	46	+ 0.3	+ 1.1	3,060
Industrial Supplies**	11	58	58	54	+11.8	- 1.9	473
Plumbing and Heating Supplies	20	55	57	55	+17.3	+10.3	1,118
Machinery, Eqpt. & Supplies, except Elect	5	47	53	51	+ 6.3	+ 1.4	289
Paper and Its Products	8	62	63	60	+ 3.5	- 5.0	476
Tobacco and Its Products	8	94	100	104	+10.5	+ 4.8	264
East South Central	**125**	**59**	**59**	**61**	**+ 5.4**	**+ 5.6**	**10,853**
Dry Goods	12	39	40	42	- 1.0	+ 2.4	1,812
Groceries and Foods, except Farm Products	38	86	88	95	- 2.9	+ 4.7	1,749
General Hardware	16	53	51	49	+ 2.6	+ 3.9	3,416
Industrial Supplies**	6	69	63	68	+ 3.2	+ 4.6	226
Paper and Its Products	5	66	63	64	- 3.9	- 0.8	244
West South Central	**216**	**67**	**66**	**70**	**+ 1.3**	**+ 4.1**	**17,830**
Drugs (without liquor department)	5	66	63	68	0.0	+ 4.4	903
Drugs (with liquor department)	5	74	71	80	+ 2.4	+ 0.8	953
Dry Goods	12	37	36	38	- 2.8	+ 4.0	3,496
Electrical Goods	20	83	83	83	+13.0	+12.9	982
Furniture and House Furnishings	4	61	60	65	+ 5.2	+ 4.6	344
Groceries and Foods, except Farm Products	109	90	93	97	+ 3.1	+ 4.5	6,115
General Hardware	14	62	56	56	+ 4.7	+ 5.3	1,982
Machinery, Eqpt. & Supplies, except Elect	7	32	26	30	- 6.9	- 1.0	1,047
Surgical Equipment and Supplies	6	50	50	54	+ 2.5	+ 7.0	122
Paper and Its Products	4	60	61	55	+ 2.8	+ 2.1	290
Tobacco and Its Products	8	93	93	84	+ 2.7	- 3.5	192
Mountain	**98**	**74**	**73**	**76**	**- 0.7**	**+ 6.8**	**5,837**
Automotive Supplies	7	50	47	49	- 1.7	+ 7.6	170
Electrical Goods	11	77	77	76	+55.7	+ 6.8	584
Farm Products - Consumer Goods	8	99	102	106	-11.7	+ 1.2	250
Groceries and Foods, except Farm Products	34	89	86	98	- 8.7	+ 5.4	1,849
General Hardware	5	47	45	40	+ 5.9	+ 4.7	739
Plumbing and Heating Supplies	4	53	40	59	- 5.9	+ 5.4	176
Tobacco and Its Products	4	105	115	116	+ 2.8	+ 3.7	111
Pacific	**253**	**70**	**72**	**75**	**+ 4.0**	**+ 7.7**	**20,102**
Automotive Supplies	47	81	67	78	- 5.5	+ 1.1	769
Clothing and Furnishings, Except Shoes	5	36	37	43	- 3.4	+ 5.6	171
Shoes and Other Footwear	4	42	41	30	- 8.0	+ 2.2	322
Dry Goods	12	51	50	59	+ 3.2	+ 8.2	1,271
Electrical Goods	20	72	74	74	+ 3.7	+ 3.2	2,672
Farm Products - Consumer Goods	13	136	142	149	+ 3.1	-10.2	539
Furniture and House Furnishings	6	55	54	58	+ 9.9	+12.5	855
Groceries and Foods, except Farm Products	38	86	94	94	+ 1.0	+ 4.3	2,997
Meats and Meat Products	6	181	199	216	+15.4	+ 9.6	456
Wines and Spirituous Liquors	6	89	99	103	+17.1	+28.1	670
General Hardware	11	54	51	52	- 1.7	+11.8	3,525
Industrial Supplies**	10	58	59	54	+18.7	+14.9	355
Plumbing and Heating Supplies	10	63	62	66	+10.7	+10.7	670
Lumber and Building Materials	10	53	59	51	+16.9	+ 9.2	497
Machinery, Eqpt. & Supplies, except Elect	9	38	56	40	+ 3.3	+ 5.0	253
Surgical Equipment and Supplies	4	41	32	45	+ 3.5	+ 3.5	148
Paper and Its Products	6	49	53	56	+ 4.8	-11.7	196
Tobacco and Its Products	12	112	118	124	+16.3	+ 6.8	484

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

#6922

Immediate release - June 29, 1939

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

(In cooperation with National Association of Credit Men)

WHOLESALE TRADE - May 1939

Dollar sales of 3,044 wholesalers representing all parts of the country increased 11.8 percent in May over the same month a year ago, it was announced today by Director William L. Austin, Bureau of the Census. Sales of these wholesalers during the month of May - without adjustments for the number of trading days - were up 8.8 percent from April. May sales of the reporting group amounted to $213,143,000.

Although sales have run consistently higher for each of the 5 months of this year over the corresponding months of 1938, May shows the most pronounced gain. Month-to-month percentage gains over last year were: January, +4.4; February, +4.3; March, +4.8; April, +1.3; and May, +11.8.

It is possible in this issue, for the first time, to show trend data for beer distributors; wholesalers of fresh fruits and vegetables; distributors of dairy and poultry products; and to separate jewelry from optical goods. Of the 33 lines of trade for which data are presented separately in this issue, 30 show gains over May of 1938, while 3 show decreases. Trades with gains of more than 20 percent are: Farm Supplies; Lumber and Building Materials; Metals; Furniture and House Furnishings; Coal; Electrical Goods; and Plumbing and Heating. Declines are noted for each of the following: Dairy and Poultry Products; Wines and Spirituous Liquors; and Leather and Shoe Findings.

The cost value of stocks on hand at the end of May, for 1,797 wholesalers reporting this information, was 3.9 percent less than a year ago and was slightly less (-1.8%) than at the beginning of the month. Twenty-two of the trades show decreases from May 1938, the largest drop appearing for Coal (-40.5%). It is interesting to note that, although sales have been higher each month of this year as compared with 1938, inventories (dollar value) have been decreasing. January stocks, as compared with January of 1938, were off 11.6 percent; February, -9.4 percent; March, -6.6 percent; April, -4.8 percent; and May, -3.9 percent.

The ratio of collections to accounts receivable for 2,557 wholesalers reporting this information was somewhat above May 1938. Collections during May amounted to 76 percent of total accounts receivable outstanding at the beginning of the month, while the corresponding ratio for May of last year was 71 percent. May is the seventh consecutive month during which the collection rate has equalled or exceeded that of the corresponding month of the previous year.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No data are adjusted for seasonal influences, or for the number of trading days in the month.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

MAY - - - - - - 1939

KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change May 1939 from May 1938	Dollar Sales: Percent change May 1939 from April 1939	Dollar Sales: May 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change May 1939 from May 1938	End of Month Inventories (Cost): Percent change May 1939 from April 1939	End of Month Inventories (Cost): May 31, 1939 (000's)	Stock-Sales Ratio#: May 1939	Stock-Sales Ratio#: May 1938	Stock-Sales Ratio#: April 1939
UNITED STATES	3,044	+11.8	+ 8.8	$213,143	1,797	- 3.9	- 1.8	$208,852	162	189	182
Automotive Supplies	211	+14.6	+ 5.0	3,408	95	- 4.5	- 0.9	3,965	243	298	264
Chemicals	14	+16.7	+ 5.2	707	10	- 4.9	- 2.1	562	106	129	116
Paints and Varnishes	35	+10.2	+15.9	2,413	15	- 9.1	- 6.9	801	167	205	243
Clothing and Furnishings, except Shoes	49	+19.7	-25.4	1,519	28	+ 0.2	- 1.4	1,186	198	229	168
Shoes and Other Footwear	42	+ 6.4	+ 2.1	10,430	26	- 2.2	- 6.1	6,429	139	137	143
Coal	14	+29.3	+ 8.8	2,698	5	-40.5	-30.7	970	45	97	72
Drugs and Drug Sundries##	76	+11.0	+ 6.3	8,563	46	- 0.2	- 2.4	9,787	194	220	214
Without Liquor Department	57	+11.0	+ 5.8	5,392	32	+ 2.1	- 0.4	5,389	192	214	206
With Liquor Department	19	+10.9	+ 7.1	3,171	14	- 2.9	- 4.8	4,398	197	228	224
Dry Goods	130	+16.8	+11.1	11,320	78	- 7.2	- 2.9	20,930	255	316	298
Electrical Goods	355	+23.2	+17.0	21,940	294	+ 2.6	- 1.5	22,011	112	134	133
Dairy and Poultry Products	24	- 7.3	+ 5.1	2,389	14	+ 4.0	- 1.3	988	71	69	75
Fresh Fruits and Vegetables	80	+ 7.8	+11.4	2,410	56	- 0.7	- 4.9	447	27	28	33
Farm Supplies	9	+48.6	-37.8	694	4	+ 4.3	-18.4	217	134	184	157
Furniture and House Furnishings	52	+31.6	+19.1	3,912	28	+ 1.7	- 1.1	4,966	183	244	222
Groceries and Foods, except Farm Products	777	+ 4.6	+ 8.7	53,840	427	- 2.7	- 2.0	44,348	155	165	170
Meats and Meat Products	69	+13.8	+ 0.2	13,352	45	+12.1	+ 3.0	1,237	35	37	41
Beer	36	+10.5	+23.1	608	27	+ 0.8	+18.3	123	26	29	27
Wines and Spirituous Liquors	27	- 9.9	+ 2.9	2,833	18	-18.0	- 9.6	3,975	153	167	173
Total Hardware	452	+16.6	+12.2	31,954	290	- 3.1	- 0.6	56,430	249	302	281
General Hardware	160	+15.4	+11.5	20,287	106	- 2.6	- 0.6	40,671	270	319	305
Heavy Hardware	24	+18.6	+ 2.4	1,265	17	+ 1.1	- 0.4	1,879	237	280	226
Industrial Supplies*	133	+17.3	+10.0	5,417	81	- 5.5	0.0	8,885	229	292	258
Plumbing and Heating Supplies	135	+20.2	+20.6	4,985	86	- 4.4	- 1.2	4,995	171	222	205
Jewelry	48	+18.3	+ 5.3	1,536	24	- 7.6	- 4.2	2,576	373	449	380
Optical Goods	10	+14.8	- 3.1	93	**	**	**	**	**	**	**
Lumber and Building Materials	44	+34.9	+18.5	4,565	27	+ 3.4	- 3.3	3,099	129	178	168
Machinery, Equipment & Supplies, except Electrical	70	+12.3	+19.2	2,171	38	-16.5	- 4.8	3,733	244	323	305
Surgical Equipment and Supplies	39	+17.6	+ 4.6	735	22	- 0.7	+ 0.1	882	195	220	198
Metals	22	+32.3	+ 0.1	2,243	16	- 8.1	+ 0.3	3,929	222	330	227
Paper and Its Products	107	+12.7	+ 4.0	4,532	55	- 4.3	- 0.9	4,448	187	215	193
Petroleum	15	+ 4.9	+12.6	3,509	9	- 2.4	- 5.2	1,428	62	64	71
Tobacco and Its Products	182	+ 6.0	+12.1	14,547	67	- 6.8	+ 7.8	3,787	51	58	54
Leather and Shoe Findings	13	- 4.7	- 0.8	262	4	-21.6	-13.9	105	328	383	330
Miscellaneous	39	+ 8.4	+ 5.1	3,749	28	-12.7	+ 5.6	5,320	165	201	164

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

\#\# *Total Sales, including liquors, wines, etc.*

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MAY - - 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		May 1939	May 1938	April 1939	Percent change May 1, 1939 from May 1, 1938	Percent change May 1, 1939 from April 1, 1939	As of May 1,1939 (000's)
UNITED STATES	2,557	76	71	71	+ 2.5	- 0.3	$227,681
Automotive Supplies	163	67	63	63	+ 1.6	+ 0.7	3,291
Chemicals	13	64	63	67	+10.3	+ 2.1	914
Paints and Varnishes	33	55	55	46	+ 5.4	+ 4.3	3,544
Clothing and Furnishings, except Shoes	45	51	40	46	-12.9	-12.1	4,142
Shoes and Other Footwear	39	50	45	46	- 1.5	- 8.2	12,677
Coal	14	69	58	69	+ 3.3	-15.3	4,065
Drugs and Drug Sundries	62	78	73	74	+ 2.7	- 2.3	8,207
Without Liquor Department	46	71	66	69	+ 2.2	- 2.5	5,236
With Liquor Department	16	90	85	83	+ 3.6	- 1.9	2,971
Dry Goods	117	50	46	44	+ 1.7	- 4.2	21,782
Electrical Goods	325	79	73	73	+ 5.7	+ 3.7	24,044
Dairy and Poultry Products	22	140	134	130	- 3.4	+ 1.7	1,464
Fresh Fruits and Vegetables	61	156	152	153	+ 1.7	+ 8.7	1,080
Farm Supplies	6	89	78	91	+22.0	+ 1.4	1,108
Furniture and House Furnishings	44	57	54	52	+15.3	+ 4.9	5,651
Groceries and Foods, except Farm Products	614	98	95	94	- 0.1	- 0.3	41,359
Meats and Meat Products	56	187	172	177	+ 9.1	+ 1.1	6,791
Beer	20	105	103	93	- 3.2	+12.0	149
Wines and Spirituous Liquors	25	102	96	96	-12.6	- 0.2	2,533
Total Hardware Group	419	56	53	53	+ 3.7	+ 2.6	47,519
General Hardware	149	54	51	50	+ 1.8	+ 3.0	32,648
Heavy Hardware	22	73	67	79	+ 6.3	- 0.6	1,152
Industrial Supplies**	119	63	62	61	+ 9.7	- 0.4	6,733
Plumbing and Heating Supplies	129	57	55	54	+ 7.6	+ 4.0	6,986
Jewelry	39	22	20	21	+ 6.3	+ 2.9	3,849
Optical Goods	9	54	51	58	+13.7	- 1.3	149
Lumber and Building Materials	41	75	68	72	+10.7	+ 6.7	5,038
Machinery, Equipment and Supplies, except Electrical	55	53	48	51	- 2.3	+ 1.0	2,758
Surgical Equipment and Supplies	38	45	44	45	+ 4.7	- 1.2	1,395
Metals	21	82	73	83	+15.3	+ 6.2	2,652
Paper and Its Products	92	62	61	61	+ 2.3	- 3.8	6,330
Petroleum	12	95	89	88	+ 0.7	+ 0.5	2,771
Tobacco and Its Products	123	125	120	117	+ 0.5	+ 3.8	8,387
Leather and Shoe Findings	11	41	40	43	- 1.4	+ 2.7	498
Miscellaneous	36	100	91	91	0.0	- 8.9	3,353

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS MAY - - -1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change May 1939 from May 1938	Dollar Sales: Percent change May 1939 from April 1939	Dollar Sales: May 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change May 1939 from May 1938	End of Month Inventories (Cost): Percent change May 1939 from April 1939	End of Month Inventories (Cost): May 31, 1939 (000's)	Stock-Sales Ratio#: May 1939	Stock-Sales Ratio#: May 1938	Stock-Sales Ratio#: April 1939
New England	183	+12.7	+11.5	$11,362	106	- 9.8	- 8.5	$ 7,109	122	157	154
Shoes and Other Footwear	5	+ 1.6	-15.8	872	**	**	**	**	**	**	**
Electrical Goods	35	+11.5	+27.0	1,326	29	+ 7.5	- 8.2	1,452	114	117	157
Fresh Fruits and Vegetables	5	+ 3.5	+12.8	88	**	**	**	**	**	**	**
Furniture and House Furnishings	4	+31.5	+ 8.7	163	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	36	+10.9	+13.7	2,730	18	- 9.1	+ 6.0	861	156	175	186
General Hardware	4	+18.2	+32.9	214	**	**	**	**	**	**	**
Industrial Supplies*	16	+43.4	+23.9	456	11	- 8.3	+ 2.2	851	230	374	284
Plumbing and Heating Supplies	11	+ 7.0	+13.9	230	5	- 8.4	0.0	371	251	298	281
Surgical Equipment and Supplies	4	- 1.8	- 3.6	108	**	**	**	**	**	**	**
Paper and Its Products	7	+18.5	+ 6.0	211	4	0.0	+ 0.6	181	132	157	140
Tobacco and Its Products	17	+ 4.4	+16.8	1,902	4	+ 2.1	+13.2	146	49	80	52
Middle Atlantic	679	+ 9.6	+ 8.5	49,631	377	- 3.8	- 2.3	36,893	131	150	147
Automotive Supplies	32	+15.7	+ 7.2	713	16	- 7.5	- 3.4	969	252	324	270
Paints and Varnishes	5	+10.4	+34.5	74	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	18	+22.4	-31.1	974	8	-12.1	0.0	508	201	273	149
Shoes and Other Footwear	11	+18.4	+ 3.7	819	5	+23.7	- 4.4	1,411	214	210	256
Drugs (without liquor department)	12	+ 8.5	+ 5.8	1,791	9	+ 3.6	- 1.8	1,116	177	189	191
Dry Goods	48	+27.4	+ 5.9	3,126	24	- 2.0	- 1.7	3,673	256	313	288
Electrical Goods	76	+31.7	+17.6	4,420	62	+ 9.7	- 2.0	4,318	105	125	125
Fresh Fruits and Vegetables	14	+23.0	+32.7	450	9	+ 8.5	- 7.5	51	15	17	22
Furniture and House Furnishings	13	+17.9	+10.7	612	10	+17.1	- 0.1	918	193	186	207
Groceries and Foods, except Farm Products	116	+ 1.9	+10.8	10,386	45	- 1.2	- 2.4	3,965	135	156	148
Meats and Meat Products	21	+10.8	+ 3.9	4,872	15	+ 6.1	- 2.1	328	29	32	34
Beer	11	+ 9.0	+25.9	170	7	+12.5	+12.5	18	18	17	20
General Hardware	33	+16.6	+22.4	2,292	20	- 2.5	- 4.6	5,392	265	310	343
Heavy Hardware	7	+23.3	+14.9	423	6	+ 3.5	- 0.2	922	228	270	263
Industrial Supplies*	38	+17.2	+ 7.4	1,285	24	- 8.1	+ 0.5	1,807	190	242	200
Plumbing and Heating Supplies	51	+14.6	+12.8	1,268	34	- 9.0	- 0.6	1,377	144	195	160
Jewelry	16	+15.7	-10.4	397	9	- 8.0	- 6.2	1,171	439	517	415
Optical Goods	6	+15.4	- 3.2	60	**	**	**	**	**	**	**
Lumber and Building Materials	12	+28.4	+32.9	1,027	4	+ 4.0	- 3.1	442	72	101	110
Machinery, Eqpt. & Supplies, except Electrical	10	+ 4.3	+26.3	144	**	**	**	**	**	**	**
Surgical Equipment and Supplies	7	+24.4	- 5.8	97	4	+ 1.2	- 1.2	168	365	386	315
Paper and Its Products	33	+12.7	+ 4.9	1,699	16	+ 2.4	- 3.6	1,231	135	143	144
Petroleum	6	+12.7	+13.1	525	4	+ 1.0	- 1.9	212	43	48	50
Tobacco and Its Products	51	+ 2.5	+14.3	5,714	25	-14.2	+ 8.7	2,314	50	60	53
East North Central	578	+16.1	+14.6	38,772	352	- 2.5	- 1.2	40,174	157	190	183
Automotive Supplies	48	+27.0	+14.8	583	25	- 2.1	- 0.8	898	236	314	269
Chemicals	5	+18.1	- 4.2	274	**	**	**	**	**	**	**
Paints and Varnishes	13	+15.9	+35.7	350	5	-25.0	-24.5	219	96	150	188
Clothing and Furnishings, except Shoes	11	+13.4	+ 0.4	262	7	+19.3	+ 0.3	334	190	193	204
Drugs (without liquor department)	8	+ 8.8	+ 5.9	812	**	**	**	**	**	**	**
Drugs (with liquor department)	4	+21.5	+ 7.8	316	**	**	**	**	**	**	**
Dry Goods	11	+20.2	+21.3	995	9	- 7.2	- 8.3	1,842	191	247	253
Electrical Goods	64	+29.7	+19.5	5,640	54	+ 6.2	+ 3.3	5,002	112	138	130
Fresh Fruits and Vegetables	16	+ 5.4	+ 8.1	590	12	- 5.1	+ 4.3	169	44	49	51
Groceries and Foods, except Farm Products	125	+ 5.3	+10.4	9,788	66	- 2.4	+ 1.0	8,035	144	156	155
Meats and Meat Products	17	+ 8.7	+17.8	1,551	16	+18.7	+ 5.5	572	40	37	45
Beer	14	+ 7.9	+23.2	218	12	+17.1	+ 6.7	48	25	25	30

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS MAY - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change May 1939 from May 1938	Dollar Sales: Percent change May 1939 from April 1939	Dollar Sales: May 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change May 1939 from May 1938	End of Month Inventories (Cost): Percent change May 1939 from April 1939	End of Month Inventories (Cost): May 31, 1939 (000's)	Stock-Sales Ratio#: May 1939	Stock-Sales Ratio#: May 1938	Stock-Sales Ratio#: April 1939
East North Central (Continued)											
Wines and Spirituous Liquors	5	-21.3	- 7.2	129	**	**	**	**	**	**	**
General Hardware	22	+11.0	+17.0	4,605	18	- 0.3	- 1.8	11,053	253	281	300
Industrial Supplies*	27	+32.9	+22.0	1,492	17	-11.4	- 0.6	2,404	205	312	255
Plumbing and Heating Supplies	22	+27.3	+30.4	1,063	14	- 2.1	- 3.4	1,432	227	297	304
Jewelry	17	+21.9	+12.4	662	8	-10.3	- 2.9	742	297	394	284
Lumber and Building Materials	8	+52.2	+59.5	528	5	- 5.7	- 5.7	500	138	212	226
Machinery, Eqpt. & Supplies, except Electrical	15	+54.6	+38.6	467	11	- 9.4	- 2.1	424	131	210	185
Surgical Equipment and Supplies	8	+17.9	+ 5.6	264	6	- 3.4	- 0.4	283	130	160	139
Metals	10	+25.3	+10.1	717	6	-17.6	- 3.2	1,104	260	428	300
Paper and Its Products	27	+16.5	+ 4.5	1,354	15	- 5.8	- 5.1	991	154	190	165
Tobacco and Its Products	45	+10.8	+11.2	3,124	16	+ 7.2	+ 0.9	702	50	51	56
West North Central	327	+10.6	+ 4.0	31,144	216	- 4.6	+ 0.8	38,380	176	202	192
Automotive Supplies	20	+20.1	+ 2.2	371	8	- 6.2	- 0.6	470	257	321	267
Shoes and Other Footwear	5	-15.9	- 1.8	2,495	4	-22.3	- 3.1	2,210	90	97	91
Drugs (without liquor department)	5	+12.8	+10.4	677	5	+ 5.9	- 0.4	1,280	189	202	210
Drugs (with liquor department)	4	+ 7.7	+ 5.9	716	**	**	**	**	**	**	**
Dry Goods	11	+12.4	+16.6	3,223	10	- 8.3	- 0.9	8,169	259	317	305
Electrical Goods	38	+21.0	+20.9	2,428	34	- 6.9	- 4.5	2,226	95	123	120
Fresh Fruits and Vegetables	12	+ 7.8	+13.4	372	10	+ 2.7	- 5.0	113	37	39	44
Furniture and House Furnishings	7	+43.8	+36.1	1,445	5	+ 5.3	+ 0.8	2,309	164	225	225
Groceries and Foods, except Farm Products	94	+ 4.0	+ 9.1	5,720	62	- 2.2	- 0.7	6,899	164	178	179
Meats and Meat Products	8	+15.5	-11.6	5,092	**	**	**	**	**	**	**
General Hardware	15	+14.7	+ 7.2	3,506	14	- 1.0	+ 4.1	8,663	258	298	264
Heavy Hardware	7	+15.1	-25.7	252	4	-16.7	- 0.4	245	138	196	92
Industrial Supplies*	13	+ 2.9	+ 3.4	492	8	+ 2.8	- 1.1	731	200	192	205
Plumbing and Heating Supplies	11	+36.9	+44.0	612	5	-12.2	- 1.0	380	156	258	284
Jewelry	6	+11.2	+14.4	159	4	- 4.1	- 4.3	419	423	441	498
Machinery, Eqpt. & Supplies, except Electrical	8	+42.5	+29.2	124	5	- 1.3	- 1.9	156	175	272	230
Paper and Its Products	8	+ 7.8	+ 4.3	220	4	- 5.9	+ 2.1	432	348	414	336
Tobacco and Its Products	14	+10.5	+10.2	737	7	+ 4.6	+10.8	206	48	53	48
South Atlantic	354	+13.8	+ 9.0	17,968	185	+ 1.5	- 3.6	16,077	151	170	171
Automotive Supplies	14	+39.1	- 1.9	313	6	+ 9.0	- 4.1	231	210	236	211
Shoes and Other Footwear	6	+11.3	-15.2	935	4	+23.6	- 6.5	1,261	145	131	131
Drugs (without liquor department)	15	+14.3	+ 3.3	1,109	6	+ 2.2	- 1.7	944	200	230	208
Dry Goods	14	+13.3	+22.0	833	8	-17.2	- 6.9	1,067	255	361	334
Electrical Goods	49	+24.6	+13.6	2,391	40	+ 8.4	- 5.2	2,491	109	126	132
Fresh Fruits and Vegetables	16	+14.8	- 2.9	496	7	+ 3.6	- 3.3	58	29	31	32
Furniture and House Furnishings	5	+12.8	+21.7	264	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	117	+ 6.8	+ 9.2	4,927	46	+ 2.9	- 5.0	2,970	145	152	170
Meats and Meat Products	5	+11.6	+10.1	163	**	**	**	**	**	**	**
General Hardware	27	+26.7	+12.1	1,669	15	- 3.4	- 3.5	2,801	302	392	353
Industrial Supplies*	14	+ 8.6	+ 9.4	315	8	- 5.6	+ 0.1	744	288	330	319
Plumbing and Heating Supplies	20	+18.4	+23.9	799	18	+ 4.0	0.0	851	154	176	178
Jewelry	5	+18.9	+ 8.6	201	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Electrical	4	+18.6	+15.9	102	**	**	**	**	**	**	**
Paper and Its Products	10	+ 8.6	+ 3.6	405	5	- 7.9	+ 5.4	371	185	214	171
Tobacco and Its Products	15	+16.7	+10.6	998	4	- 1.0	+ 2.0	101	49	55	51

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS MAY - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change May 1939 from May 1938	Dollar Sales: Percent change May 1939 from April 1939	Dollar Sales: May 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change May 1939 from May 1938	End of Month Inventories (Cost): Percent change May 1939 from April 1939	End of Month Inventories (Cost): May 31, 1939 (000's)	Stock-Sales Ratio#: May 1939	Stock-Sales Ratio#: May 1938	Stock-Sales Ratio#: April 1939
East South Central	152	+18.6	+ 6.9	$ 9,451	81	- 5.4	- 3.8	$ 8,559	184	233	207
Drugs (without liquor department)	6	+10.2	+ 4.1	227	**	**	**	**	**	**	**
Dry Goods	13	+20.2	+ 6.3	763	8	- 7.8	- 4.9	1,374	244	316	267
Electrical Goods	15	+43.2	+14.9	703	11	- 6.0	- 4.8	671	103	156	127
Groceries and Foods, except Farm Products	54	+10.4	+ 8.5	2,562	24	- 2.2	- 2.9	1,740	145	162	163
General Hardware	15	+15.2	+ 5.5	2,251	9	- 6.5	- 4.1	2,826	229	289	262
Industrial Supplies*	7	+22.8	+13.0	226	**	**	**	**	**	**	**
Paper and Its Products	4	- 0.9	-12.5	105	**	**	**	**	**	**	**
West South Central	263	+ 6.0	+ 4.7	16,150	178	- 2.4	- 3.5	23,024	212	224	229
Automotive Supplies	10	+ 9.1	+13.7	108	8	+ 4.3	+ 2.1	195	207	217	230
Drugs (without liquor department)	5	+12.2	+ 8.2	526	**	**	**	**	**	**	**
Drugs (with liquor department)	6	+11.7	+ 9.8	752	4	- 1.1	- 8.3	1,681	278	324	342
Dry Goods	9	+11.9	+ 3.7	1,107	8	- 3.5	- 3.7	2,900	287	332	309
Electrical Goods	23	- 6.1	+ 9.9	756	17	- 4.2	-11.3	703	122	117	149
Groceries and Foods, except Farm Products	138	+ 3.5	+ 3.0	8,404	101	+ 2.2	- 2.7	9,238	164	159	172
General Hardware	17	+12.8	+ 2.2	1,583	12	- 2.1	- 1.3	3,073	261	292	264
Industrial Supplies*	6	- 1.4	- 6.6	826	5	+ 1.3	- 0.2	1,825	364	379	382
Machinery, Eqpt. & Supplies, except Electrical	8	- 0.6	+43.3	470	5	-24.9	- 6.7	1,900	468	601	688
Surgical Equipment and Supplies	6	+45.1	+39.2	103	**	**	**	**	**	**	**
Paper and Its Products	5	+23.1	- 3.8	176	**	**	**	**	**	**	**
Tobacco and Its Products	11	+ 7.1	+ 5.0	465	**	**	**	**	**	**	**
Mountain	122	+13.0	+10.6	7,107	89	- 6.3	- 2.8	8,755	172	208	198
Automotive Supplies	11	+ 6.3	+ 2.7	152	4	- 7.0	- 3.3	238	309	356	328
Dry Goods	4	+13.8	+15.8	388	**	**	**	**	**	**	**
Electrical Goods	14	+58.1	+26.1	710	11	+28.2	+ 1.2	663	101	125	126
Fresh Fruits and Vegetables	6	-19.6	+17.1	41	6	+16.7	+16.7	7	17	12	17
Groceries and Foods, except Farm Products	39	+ 3.6	+ 9.4	2,211	33	-13.1	- 6.9	2,858	168	193	199
General Hardware	8	+18.0	+ 7.4	904	6	- 8.6	+ 1.5	1,358	259	352	294
Tobacco and Its Products	5	+ 6.3	+13.4	270	**	**	**	**	**	**	**
Pacific	385	+ 9.4	+ 8.2	26,903	213	- 5.9	- 0.4	29,881	184	217	200
Automotive Products	70	+ 5.0	+ 1.9	1,112	27	- 6.8	+ 2.1	954	242	275	262
Clothing and Furnishings, except Shoes	5	-13.8	-29.1	56	**	**	**	**	**	**	**
Shoes and Other Footwear	6	+19.8	+ 0.7	151	5	+ 4.4	- 3.6	401	277	315	287
Dry Goods	16	+ 4.0	+ 4.8	810	8	- 8.2	- 0.1	957	301	360	318
Electrical Goods	41	+ 9.8	+ 9.6	3,566	36	- 6.5	+ 1.7	4,485	134	156	144
Dairy and Poultry Products	11	+ 9.3	+ 7.9	1,224	9	+ 8.8	+15.8	790	73	73	68
Fresh Fruits and Vegetables	8	-10.6	+14.0	277	6	-20.0	-24.3	28	11	12	16
Furniture and House Furnishings	11	+18.4	+ 2.2	538	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	58	+ 3.9	+ 8.2	7,112	32	- 6.8	- 1.4	7,784	168	188	181
Meats and Meat Products	10	+32.0	+18.2	1,246	5	+21.8	+14.5	95	23	28	25
Wines and Spirituous Liquors	10	+12.4	+11.8	881	6	-14.3	-12.4	1,397	168	224	215
General Hardware	19	+16.9	+10.8	3,263	10	- 5.7	+ 0.2	6,955	334	438	381
Industrial Supplies*	11	+11.1	+11.9	291	5	+ 6.5	- 0.7	293	181	222	214
Plumbing and Heating Supplies	13	+13.1	+ 9.5	769	5	+ 7.1	- 2.6	225	142	158	144
Lumber and Building Materials	13	+27.3	+ 9.2	756	10	+ 1.8	- 4.3	869	174	239	204
Machinery, Eqpt. & Supplies, except Electrical	17	+ 9.9	- 1.4	354	7	- 1.4	- 3.2	422	222	266	237
Paper and Its Products	11	+ 4.9	+ 5.3	278	7	- 8.0	+ 3.3	896	369	422	375
Tobacco and Its Products	21	+ 2.7	+ 3.1	1,244	6	+23.4	+22.7	216	79	72	64

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
MAY - - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		May 1939	May 1938	April 1939	Percent change May 1939 from May 1938	Percent change May 1939 from April 1939	As of May 1, 1939 (000's)
New England	157	70	65	66	+ 9.1	- 8.8	$12,785
Shoes and Other Footwear	5	39	36	33	+ 9.9	- 3.5	1,763
Electrical Goods	32	78	79	71	+ 5.5	+ 4.0	1,405
Groceries and Foods, except Farm Products	28	79	69	74	- 8.0	- 0.5	2,244
General Hardware	4	52	53	51	- 7.4	+ 8.7	349
Industrial Supplies**	14	57	55	63	+18.0	+ 9.0	531
Plumbing and Heating Supplies	10	46	44	41	+ 2.2	+ 2.2	410
Paper and Its Products	5	65	62	64	+ 8.9	+ 3.1	295
Tobacco and Its Products	12	124	120	125	- 3.4	+ 5.5	1,082
Middle Atlantic	578	84	79	77	+ 0.5	- 1.4	50,107
Automotive Supplies	27	55	52	53	+ 0.9	- 0.5	772
Clothing and Furnishings, except Shoes	17	52	37	46	-15.9	-14.1	2,982
Shoes and Other Footwear	11	46	43	42	+ 3.6	- 4.9	2,073
Drugs (without liquor department)	10	64	59	63	- 2.6	- 3.8	1,616
Dry Goods	42	58	54	50	+10.1	- 7.8	5,003
Electrical Goods	72	85	77	78	+ 1.9	+ 7.8	4,485
Dairy and Poultry Products	5	137	137	129	-16.9	- 7.5	468
Fresh Fruits and Vegetables	10	247	211	202	+ 3.1	+ 3.8	135
Furniture and House Furnishings	10	55	54	50	+11.1	- 2.5	968
Groceries and Foods, except Farm Products	90	99	100	95	+ 1.1	- 1.2	7,761
Meats and Meat Products	17	170	163	172	+11.9	+ 4.8	2,715
Beer	7	104	115	85	+20.0	+ 9.1	72
General Hardware	31	48	46	43	0.0	+ 6.2	3,687
Heavy Hardware	7	67	62	60	+ 9.7	+ 5.0	544
Industrial Supplies**	34	67	57	60	- 5.4	- 9.7	1,638
Plumbing and Heating Supplies	49	51	52	50	+ 6.2	+ 4.3	2,072
Jewelry	12	21	16	17	+ 3.2	+ 0.7	683
Optical Goods	5	62	56	70	+12.1	+ 1.4	74
Lumber and Building Materials	12	65	59	58	- 8.1	+ 5.8	1,196
Surgical Equipment and Supplies	7	31	31	31	+10.2	- 1.5	271
Metals	5	88	83	94	+30.9	+12.1	1,390
Paper and Its Products	26	62	66	62	+ 4.4	- 4.8	2,043
Tobacco and Its Products	37	136	129	124	- 4.4	+ 4.9	3,581
East North Central	486	74	68	68	+ 2.2	+ 1.1	42,794
Automotive Supplies	42	75	63	65	+ 2.1	- 2.6	596
Paints and Varnishes	12	32	35	23	+ 8.2	+ 9.9	631
Clothing and Furnishings, except Shoes	8	64	57	59	- 4.1	- 9.1	399
Coal	6	65	61	69	+19.8	- 5.0	1,124
Drugs (without liquor department)	7	71	67	69	+ 3.5	- 2.2	936
Dry Goods	11	51	44	45	- 2.8	- 0.7	1,833
Electrical Goods	62	75	70	68	+ 2.6	+ 3.1	6,924
Fresh Fruits and Vegetables	12	143	142	141	+ 2.6	+12.0	318
Groceries and Foods, except Farm Products	98	96	89	90	- 3.4	- 2.4	8,014
Meats and Meat Products	14	149	118	134	- 1.3	+ 9.2	804
Wines and Spirituous Liquors	4	53	56	54	+ 0.8	+ 1.9	264
General Hardware	22	58	55	50	+ 0.2	+ 4.6	7,259
Industrial Supplies**	27	69	66	64	+19.2	+ 0.3	1,865
Plumbing and Heating Supplies	19	59	58	56	+ 9.5	+ 5.2	1,364
Jewelry	15	23	21	22	+ 8.3	+ 5.8	1,967
Lumber and Building Materials	8	66	62	62	+ 8.0	+ 4.4	569
Machinery, Eqpt. & Supplies, except Elect	12	75	63	63	+ 8.5	- 2.8	281
Surgical Equipment and Supplies	7	56	51	57	+ 5.3	0.0	375
Metals	9	74	60	72	- 6.5	+ 1.7	778
Paper and Its Products	25	67	61	65	- 1.4	- 7.1	1,944
Tobacco and Its Products	29	127	117	116	+ 4.1	+ 2.5	1,659
West North Central	281	77	69	71	+ 1.1	- 2.1	39,373
Automotive Supplies	14	63	59	62	+11.9	+ 0.7	432
Clothing and Furnishings, except Shoes	6	35	33	35	- 1.6	+ 5.3	299
Shoes and Other Footwear	5	56	48	49	- 4.5	-10.8	6,558
Dry Goods	11	49	46	44	- 0.5	- 5.2	6,772
Electrical Goods	55	81	66	72	- 5.9	+ 2.8	2,673
Fresh Fruits and Vegetables	9	176	166	179	- 0.6	+ 9.8	157
Furniture and House Furnishings	7	62	59	54	+23.2	+12.4	1,888
Groceries and Foods, except Farm Products	77	124	115	113	- 3.7	- 1.1	4,054
Meats and Meat Products	8	223	203	201	+ 6.5	- 5.9	2,358
General Hardware	15	56	51	49	+ 2.1	+ 2.3	6,584
Heavy Hardware	7	102	82	151	+ 2.9	-10.6	245
Industrial Supplies**	11	52	55	50	+16.7	+ 8.6	658
Plumbing and Heating Supplies	11	57	54	54	- 0.2	+ 5.1	636
Jewelry	5	36	35	34	+ 5.6	+ 5.6	284
Machinery, Eqpt. & Supplies, except Elect	7	60	54	58	+17.1	- 3.0	164
Paper and Its Products	7	69	67	61	+ 5.2	- 3.4	287
Tobacco and Its Products	6	199	174	190	+ 7.8	+ 8.5	166

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
MAY - - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		May 1939	May 1938	April 1939	Percent change May 1939 from May 1938	Percent change May 1939 from April 1939	As of May 1, 1939 (000's)
South Atlantic	275	70	69	67	+ 8.4	- 1.2	$17,678
Automotive Supplies	10	69	63	72	+ 7.7	- 2.3	252
Drugs (without liquor department)	12	80	78	80	+10.1	- 2.0	1,039
Dry Goods	10	42	40	40	- 4.1	- 4.0	1,386
Electrical Goods	43	79	79	72	+34.8	- 0.2	2,878
Fresh Fruits and Vegetables	14	118	120	124	+14.5	+10.0	274
Groceries and Foods, except Farm Products	80	98	98	94	+ 4.7	+ 1.9	3,206
General Hardware	25	47	43	46	+ 3.3	- 1.5	2,930
Industrial Supplies**	11	46	54	53	+ 8.3	- 0.9	545
Plumbing and Heating Supplies	20	59	59	56	+11.1	+ 2.5	1,138
Paper and Its Products	8	66	62	62	- 1.9	- 4.0	457
Tobacco and Its Products	9	88	88	82	+13.5	+ 1.1	546
East South Central	124	67	61	65	+ 4.6	- 0.1	12,127
Dry Goods	13	40	38	39	+ 0.8	- 4.3	1,848
Electrical Goods	13	85	73	79	+ 9.8	- 4.1	795
Groceries and Foods, except Farm Products	38	94	94	90	+ 4.7	+ 1.2	2,000
General Hardware	14	54	51	55	+ 1.0	+ 0.6	3,128
Industrial Supplies**	6	60	57	66	+ 5.2	- 6.6	323
Paper and Its Products	4	67	63	64	+ 2.9	0.0	179
West South Central	234	72	72	70	+ 2.7	- 0.1	17,436
Automotive Supplies	8	61	71	67	+15.8	+10.4	117
Drugs (with liquor department)	5	76	69	69	- 3.6	- 3.9	912
Dry Goods	9	42	39	39	+ 0.3	- 3.1	2,923
Electrical Goods	21	79	80	79	- 7.0	- 3.1	627
Groceries and Foods, except Farm Products	125	93	96	93	+ 4.1	+ 1.7	6,823
General Hardware	16	65	60	63	+ 8.0	+ 1.5	2,376
Industrial Supplies**	5	71	85	71	+13.9	+ 5.5	706
Machinery, Eqpt. & Supplies, except Elect.	7	28	24	32	- 9.1	- 7.0	974
Surgical Equipment and Supplies	6	51	46	50	- 1.6	+ 0.8	123
Paper and Its Products	5	61	61	61	+ 6.3	+ 6.6	402
Tobacco and Its Products	8	97	92	91	+ 4.7	+ 4.1	202
Mountain	104	75	70	71	+ 1.9	+ 5.7	6,552
Automotive Supplies	8	55	52	51	+ 6.6	+ 5.6	209
Dry Goods	4	54	50	50	- 4.0	+ 3.1	596
Electrical Goods	13	84	86	76	+42.5	+ 9.3	731
Fresh Fruits and Vegetables	6	143	150	133	-17.9	+ 9.5	23
Groceries and Foods, except Farm Products	32	92	81	87	-13.0	- 0.3	1,667
General Hardware	6	50	47	47	+ 3.3	+ 4.9	881
Plumbing and Heating Supplies	4	57	45	53	+ 4.0	+19.3	210
Tobacco and Its Products	4	113	116	105	+ 0.9	+ 2.7	114
Pacific	321	76	73	72	+ 5.5	+ 2.8	28,844
Automotive Supplies	50	78	77	72	- 5.1	+ 4.0	839
Clothing and Furnishings, except Shoes	5	34	38	36	- 3.2	+ 4.7	179
Shoes and Other Footwear	6	44	37	41	- 5.4	- 2.3	384
Dry Goods	14	53	51	50	+ 4.9	+ 5.3	1,322
Electrical Goods	34	79	73	75	+ 4.4	+ 5.8	3,526
Dairy and Poultry Products	11	153	145	158	+ 6.3	+ 5.7	726
Fresh Fruits and Vegetables	5	162	173	130	-21.8	- 1.0	97
Furniture and House Furnishings	11	55	53	52	+16.6	+ 5.5	1,218
Groceries and Foods, except Farm Products	46	99	99	95	+ 4.4	+ 0.2	5,591
Meats and Meat Products	8	187	184	170	+24.0	+ 3.4	614
Wines and Spirituous Liquors	10	94	98	90	+11.3	+ 2.3	721
General Hardware	16	52	48	49	+ 2.1	+ 3.8	5,454
Industrial Supplies**	10	55	59	56	+16.6	+ 9.0	422
Plumbing and Heating Supplies	13	67	61	63	+10.5	+ 1.4	1,024
Lumber and Building Materials	11	60	59	58	+22.8	- 2.2	658
Machinery, Eqpt. & Supplies, except Elect.	12	48	52	49	+ 3.4	+ 8.7	488
Surgical Equipment and Supplies	5	42	36	41	- 1.6	- 0.5	181
Metals	4	66	70	67	+17.0	- 2.9	234
Paper and Its Products	10	42	42	41	+ 3.0	- 1.5	575
Tobacco and Its Products	16	103	104	99	+ 9.9	+ 1.6	977

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

WHOLESALE TRADE* - June 1939

June sales of 2,929 wholesalers, representing all parts of the country, increased 7.8 percent over the same month a year ago, it was announced today by Director William L. Austin, Bureau of the Census. Dollar sales of these wholesalers during the month of June - without adjustments for the number of trading days - were off 1.3 percent from May. Sales of the 2,929 wholesalers for the month amounted to $203,752,000.

The cost value of stocks on hand at the end of June, for 1,757 wholesalers reporting this information, was 1.1 percent less than a year ago and off 0.4 percent from the beginning of the month. When 1939 is compared, month to month, with 1938, it is significant to note that sales are up and inventories are off each month. The percentage decrease in inventories, however, has been less each succeeding month. Each ratio given is based upon information furnished by an identical group of firms.

Month	Percent change 1939 from corresponding month of 1938	
	Sales	Inventories
January	+4.4	-11.6
February	+4.3	-9.4
March	+4.8	-6.6
April	+1.3	-4.8
May	+11.8	-3.9
June	+7.8	-1.1

First half of 1939 sales of 2,661 firms were 5.5 percent above the first half of 1938. These wholesalers reported a total of $1,101,951,000 for the six months of 1939. When considered by lines of trade it is found that 27 of the 33 kinds of business, for which data are shown separately in the following tables, recorded increases for the first half of 1939 over 1938, and 6 decreases.

The ratio of collections to accounts receivable for 2,442 wholesalers reporting this information was slightly above June 1938, 77 percent for 1939 as compared with 74 for 1938. June is the eighth consecutive month during which the collection rate has equalled or exceeded that of the corresponding month of the previous year.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No data are adjusted for seasonal influences, or for the number of trading days in the month.

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*Reported monthly, in cooperation with the National Association of Credit Men.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JUNE - - - - - 1939

KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change June 1939 from June 1938	Dollar Sales: Percent change June 1939 from May 1939	Dollar Sales: June 1939 (000's)	Sales For 6 Mos. 1939: Number of firms reporting sales	Sales For 6 Mos. 1939: Percent change from 6 Mos. 1938	Sales For 6 Mos. 1939: First 6 Mos. 1939 (000's)	End-of-Month Inventories (Cost): Number of firms reporting stocks	End-of-Month Inventories (Cost): Percent change June 1939 from June 1938	End-of-Month Inventories (Cost): Percent change June 1939 from May 1939	End-of-Month Inventories (Cost): June 30, 1939 (000's)	Stock-Sales Ratios #: June 1939	Stock-Sales Ratios #: June 1938	Stock-Sales Ratios #: May 1939
UNITED STATES	2,929	+ 7.8	- 1.3	$203,752	2,661	+ 5.5	$1101,951	1,757	- 1.1	- 0.4	$201,306	160	176	159
Automotive Supplies	197	+14.9	+ 2.6	3,201	181	+14.0	15,888	89	- 3.0	- 1.0	3,798	228	280	240
Chemicals (Industrial)	14	+14.0	+ 5.4	682	13	+ 9.7	3,215	10	- 3.6	- 3.6	562	112	129	124
Paints and Varnishes	36	+ 0.1	-13.2	1,951	31	+ 4.0	10,436	13	- 3.0	+ 3.3	774	200	211	166
Clothing and Furnishings, except Shoes	48	+16.9	-32.5	927	38	+ 6.0	8,462	28	+15.4	+ 5.1	1,678	373	381	276
Shoes and Other Footwear	36	- 1.5	-22.2	6,228	34	+13.6	46,103	22	+16.4	+ 1.0	4,334	266	260	190
Coal	10	- 6.0	-10.5	1,907	9	+ 9.2	16,162	4	-14.7	+48.6	1,372	85	94	48
Drugs and Drug Sundries##	76	+ 1.6	- 5.3	7,623	73	+ 6.7 ✓	45,701	49	- 0.6	+ 0.8	9,766	226	235	209
Without Liquor Department	59	+ 3.5	- 3.6	5,316	56	+ 6.9 ✓	32,142	34	+ 0.3	- 0.6	4,953	200	209	195
With Liquor Department	17	- 2.5	- 8.7	2,307	17	+ 6.4	13,559	15	- 1.6	+ 2.3	4,813	261	269	226
Dry Goods	124	+17.0	- 5.5	10,240	115	+ 9.0 ✓	61,033	78	- 5.6	- 0.8	20,211	269	325	257
Electrical Goods	344	+39.4	+ 2.7	20,457	294	+16.3 ✓	93,884	288	+ 6.1	- 3.0	19,409	106	142	112
Dairy and Poultry Products	20	- 6.5	- 3.3	1,818	20	- 7.3 ✓	10,925	12	- 1.2	+13.4	738	76	70	66
Fresh Fruits and Vegetables	83	+ 4.8	+ 1.9	2,716	71	+ 4.5 ✓	12,598	57	+ 6.3	+ 1.3	714	36	36	36
Farm Supplies	9	- 4.7	-52.5	327	8	+ 3.7 ✓	4,654	4	+13.4	+13.4	246	180	167	134
Furniture and House Furnishings	50	+20.3	-15.0	3,182	44	+18.7 ✓	17,310	26	+12.0	- 3.9	4,452	209	232	179
Groceries and Foods, except Farm Products	762	+ 0.8	+ 3.3	57,737	699	- 0.9 ✓	303,495	437	- 1.2	- 3.6	44,296	133	135	142
Meats and Meat Products	68	+ 7.5	- 5.1	11,699	57	+12.2 ✓	69,081	46	+16.4	+ 0.9	1,834	54	46	50
Beer	33	+ 5.1	+ 6.2	497	30	- 0.1 ✓	2,217	26	+ 3.2	+19.4	129	32	32	29
Wines and Spirituous Liquors	26	-27.6	- 6.4	2,763	20	-19.6 ✓	14,924	16	- 2.4	+11.5	4,583	181	132	151
Total Hardware	440	+14.0	- 1.1	29,455	417	+ 9.0 ✓	146,852	279	- 1.2	- 1.3	50,209	252	295	251
General Hardware	159	+13.1	- 2.6	18,789	150	+ 7.2 ✓	93,056	99	- 0.6	- 1.6	36,273	269	306	266
Heavy Hardware	21	+14.9	- 0.5	1,234	21	+12.3 ✓	6,749	16	- 2.3	- 0.8	1,775	237	273	223
Industrial Supplies*	128	+15.3	+ 1.6	4,659	122	+11.8	24,364	82	- 1.1	- 0.5	7,763	248	297	248
Plumbing and Heating Supplies	132	+16.3	+ 2.1	4,773	124	+13.0 ✓	22,683	82	- 5.5	- 0.2	4,398	171	220	175
Jewelry	45	+21.1	- 8.7	1,140	43	+25.9 ✓	5,962	26	- 3.9	+ 3.3	2,843	459	561	380
Optical Goods	9	+17.5	+ 5.2	181	8	+18.1 ✓	1,057	**	**	**	**	**	**	**
Lumber and Building Materials	42	+27.8	- 3.0	2,693	40	+18.3 ✓	12,030	25	+ 3.8	+ 1.4	2,311	128	155	118
Machinery, Equipment & Supplies, except Electrical	64	+10.7	+ 7.4	1,619	53	- 2.9 ✓	8,003	32	-14.2	- 1.9	2,953	297	394	340
Surgical Equipment and Supplies	31	+14.9	+ 3.6	523	29	+12.3 ✓	2,927	19	+ 0.6	- 0.6	662	180	206	190
Metals	18	+13.0	+ 5.2	1,137	18	+17.2 ✓	6,489	12	+ 6.8	+ 0.4	1,704	228	271	236
Paper and Its Products	100	+11.6	- 0.5	4,555	84	+ 6.4 ✓	25,017	49	- 6.1	- 0.2	3,684	178	205	176
Petroleum	12	+ 4.4	- 0.2	8,717	11	+ 2.8 ✓	52,388	8	- 8.5	+14.5	8,488	131	148	112
Tobacco and Its Products	179	+ 1.9	+ 4.1	15,167	175	+ 2.3 ✓	79,004	67	+ 1.4	+ 8.1	4,359	54	55	53
Leather and Shoe Findings	11	-10.9	+10.4	277	9	- 0.4 ✓	1,382	4	+ 2.7	0.0	116	352	377	374
Miscellaneous	39	+ 9.1	+ 4.9	4,201	34	+ 4.7 ✓	23,763	28	-13.1	- 5.4	5,032	137	173	153

** This heading also includes distributors of mill, mine and steam supplies.*

*** Insufficient data to show separately.*

/3/04

 # These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

Total Sales, including liquors, wines, etc.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE - - 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		June 1939	June 1938	May 1939	Percent change June 1, 1939 from June 1, 1938	Percent change June 1, 1939 from May 1, 1939	As of June 1, 1939 (000's)
UNITED STATES	2,442	77	74	76	+ 3.4	+ 1.2	$214,836
Automotive Supplies	152	61	55	60	+ 6.2	+ 1.6	3,212
Chemicals (Industrial)	13	59	56	61	+12.7	+ 8.4	916
Paints and Varnishes	33	57	56	57	+ 6.1	+ 4.5	3,543
Clothing and Furnishings, except Shoes	44	52	42	50	-15.0	-12.7	2,896
Shoes and Other Footwear	33	46	43	44	- 1.6	- 6.8	5,864
Coal	10	76	61	68	- 8.3	-15.4	3,225
Drugs and Drug Sundries	63	78	75	80	+ 2.1	- 1.3	7,421
Without Liquor Department	48	73	70	74	+ 3.7	- 0.4	5,339
With Liquor Department	15	91	86	97	- 1.8	- 3.5	2,082
Dry Goods	113	48	46	49	+ 2.5	- 2.3	20,388
Electrical Goods	308	78	69	76	+10.0	+ 7.1	22,829
Dairy and Poultry Products	18	140	152	145	+ 6.5	+ 7.1	1,199
Fresh Fruits and Vegetables	58	157	156	150	+ 6.8	+ 2.0	1,132
Farm Supplies	6	77	87	89	+15.9	-38.6	677
Furniture and House Furnishings	41	57	55	59	+12.2	+ 0.5	5,272
Groceries and Foods, except Farm Products	613	101	98	99	- 1.1	+ 1.2	43,204
Meats and Meat Products	56	169	163	177	+ 3.3	+ 0.5	6,634
Beer	15	120	130	118	- 4.1	+15.7	118
Wines and Spirituous Liquors	21	101	92	100	-21.1	- 0.8	2,564
Total Hardware Group	407	57	54	55	+ 7.3	+ 3.3	45,667
General Hardware	142	55	51	53	+ 4.8	+ 1.8	30,827
Heavy Hardware	20	69	65	72	+ 3.3	+ 3.4	1,544
Industrial Supplies**	117	62	60	60	+16.4	+ 5.0	6,112
Plumbing and Heating Supplies	128	58	57	57	+12.4	+ 8.7	7,184
Jewelry	38	23	22	20	+ 8.8	+ 5.7	3,717
Optical Goods	7	57	55	57	+25.0	0.0	75
Lumber and Building Materials	40	68	62	66	+16.7	+12.7	3,387
Machinery, Eqpt. & Supplies, except Electrical	50	44	40	42	- 4.2	+ 5.1	2,317
Surgical Equipment and Supplies	31	45	42	44	+ 5.9	0.0	1,048
Metals	18	71	78	72	+16.8	- 4.7	1,475
Paper and Its Products	83	59	58	60	+ 3.0	- 0.1	6,368
Petroleum	10	90	97	94	+ 8.4	- 3.0	7,064
Tobacco and Its Products	116	129	126	128	+ 1.3	+ 4.4	8,413
Leather and Shoe Findings	10	41	41	42	+ 0.2	- 0.6	469
Miscellaneous	33	106	93	99	+ 1.3	+ 7.9	3,604

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS JUNE - -1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales. Number of firms reporting sales	Dollar Sales. Percent change June 1939 from June 1938	Dollar Sales. Percent change June 1939 from May 1939	Dollar Sales. June 1939 (000's)	Sales For 6 Mos. 1939. Number of firms reporting sales	Sales For 6 Mos. 1939. Percent change from 6 Mos. 1938	Sales For 6 Mos. 1939. First 6 Mos. 1939 (000's)	End of Month Inventories (Cost). Number of firms reporting stocks	End of Month Inventories (Cost). Percent change June 1939 from June 1938	End of Month Inventories (Cost). Percent change June 1939 from May 1939	End of Month Inventories (Cost). June 30, 1939 (000's)	Stock-Sales Ratios #. June 1939	Stock-Sales Ratios #. June 1938	Stock-Sales Ratios #. May 1939
New England	160	+ 5.0	- 1.3	$10,355	142	+ 5.1	$55,733	92	- 3.8	+ 5.0	$ 6,523	125	144	117
Shoes and Other Footwear	4	- 1.5	-22.3	668	**	**	**	**	**	**	**	**	**	**
Electrical Goods	33	+37.1	+ 5.9	1,386	29	+14.0	6,403	28	+ 9.3	- 7.8	1,378	102	129	118
Fresh Fruits and Vegetables	6	+ 1.4	+ 8.1	146	5	- 7.3	507	4	- 9.1	0.0	10	9	10	9
Furniture and House Furnishings	4	+ 8.7	- 0.6	162	**	**	**	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	36	- 2.0	+ 6.3	2,774	28	+ 2.3	12,471	20	- 7.1	- 1.2	1,043	145	151	163
Industrial Supplies*	14	+36.1	- 8.1	373	14	+28.9	1,996	9	- 4.4	+ 1.7	791	283	401	242
Plumbing and Heating Supplies	10	+18.6	+14.9	223	10	+ 6.7	1,047	4	- 2.6	+ 3.4	333	275	329	288
Paper and Its Products	5	+ 2.8	+ 2.2	184	**	**	**	**	**	**	**	**	**	**
Tobacco and Its Products	12	- 2.5	+ 5.4	1,609	12	- 1.1	8,220	**	**	**	**	**	**	**
Middle Atlantic	661	+ 8.2	- 0.3	49,841	584	+ 4.8	266,940	365	- 2.3	- 0.5	34,920	132	146	133
Automotive Supplies	31	+24.3	+ 4.3	701	27	+18.9	3,601	14	- 7.4	- 2.0	900	226	358	246
Paints and Varnishes	7	- 6.2	-20.2	75	5	- 9.3	321	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	18	+15.6	-35.0	535	13	+ 4.6	5,264	7	+ 3.5	+ 4.4	471	234	265	208
Shoes and Other Footwear	9	+ 9.4	-25.2	595	9	+10.0	4,379	5	+18.8	+ 2.3	1,444	304	285	214
Drugs (without liquor department)	14	+ 4.0	- 3.4	1,914	13	+ 7.0	11,222	11	+ 1.1	+ 1.1	1,415	171	180	171
Dry Goods	47	-27.7	- 5.8	2,916	42	+17.1	16,828	27	- 1.7	- 2.9	3,952	251	298	247
Electrical Goods	72	+51.3	+ 2.3	3,963	55	+19.2	15,260	61	+15.2	- 2.3	3,699	99	132	104
Dairy and Poultry Products	5	-11.4	- 5.3	644	5	-15.6	4,018	**	**	**	**	**	**	**
Fresh Fruits and Vegetables	13	+ 4.1	+ 3.3	432	10	+12.6	1,725	8	+ 9.1	0.0	48	16	15	16
Furniture and House Furnishings	15	+12.1	-16.6	456	10	+13.5	2,174	9	+31.1	- 6.1	779	248	201	222
Groceries and Foods, except Farm Products	116	+ 3.6	+ 4.9	12,175	108	- 0.9	64,855	42	- 5.2	- 5.9	4,284	119	124	130
Meats and Meat Products	19	+ 9.5	- 4.2	4,250	15	+16.0	24,185	14	- 1.7	- 1.7	280	37	43	38
Beer	10	+ 9.8	+ 9.8	157	9	- 1.0	693	6	+15.8	+46.7	22	22	21	17
Wines and Spirituous Liquors	4	-41.8	-13.1	1,211	**	**	**	**	**	**	**	**	**	**
General Hardware	36	+14.5	- 7.8	2,241	32	+ 5.4	11,046	18	- 1.4	- 3.2	3,261	286	325	270
Heavy Hardware	6	+26.8	- 3.2	393	6	+13.6	2,023	6	+ 1.0	+ 1.1	919	234	294	224
Industrial Supplies*	37	+28.4	+ 3.1	1,175	36	+12.7	6,400	26	+ 3.6	+ 0.1	1,897	211	298	218
Plumbing and Heating Supplies	51	+16.1	+ 5.6	1,342	48	+11.7	6,361	33	- 7.9	+ 2.0	1,384	142	184	148
Jewelry	16	+ 8.4	+ 1.0	386	15	+26.0	2,203	11	- 7.6	+ 1.5	1,377	470	542	448
Optical Goods	4	+ 5.4	+ 5.4	39	4	+ 5.6	228	**	**	**	**	**	**	**
Lumber and Building Materials	11	+28.1	- 6.0	926	11	+10.7	4,358	4	+ 2.0	+ 2.0	451	86	112	72
Machinery, Expt. & Supplies, except Elect.	12	+ 3.9	-13.7	158	9	-23.3	800	5	+10.0	- 2.8	209	243	253	187
Surgical Equipment and Supplies	6	+12.7	- 1.2	80	6	+ 9.9	489	4	+ 1.8	- 1.2	166	369	354	365
Paper and Its Products	32	+ 9.5	- 3.6	1,410	23	+ 6.7	7,073	15	- 7.0	- 1.9	872	120	129	114
Petroleum	4	+ 9.9	+ 5.3	2,623	4	+18.6	15,329	**	**	**	**	**	**	**
Tobacco and Its Products	51	+ 0.9	+ 7.0	6,039	49	- 0.9	29,931	23	- 4.2	+12.0	2,377	51	53	49
East North Central	549	+12.3	+ 0.8	34,502	483	+ 7.2	170,449	337	+ 2.9	0.0	36,803	155	173	154
Automotive Supplies	47	+24.3	+ 0.7	580	44	+19.4	2,954	26	+ 1.2	+ 1.5	1,028	245	300	241
Chemicals (Industrial)	5	+28.1	+ 5.4	214	4	+14.0	755	4	+ 6.5	+ 4.6	114	80	97	81
Paints and Varnishes	12	+ 3.2	-24.6	255	11	+ 0.9	1,206	5	-12.9	+16.7	244	140	162	93
Clothing and Furnishings, except Shoes	12	+29.1	-27.3	213	8	+15.2	1,586	8	+29.6	+ 8.7	876	600	669	584
Coal	4	- 6.9	+51.3	295	4	+34.5	5,624	**	**	**	**	**	**	**
Drugs (without liquor department)	11	+ 2.6	- 0.5	883	9	+ 6.8	5,211	**	**	**	**	**	**	**
Dry Goods	6	+10.2	-10.2	431	7	+ 7.2	2,580	5	- 3.7	+20.5	904	221	252	165
Electrical Goods	61	+48.4	+ 3.9	5,254	54	+14.3	23,147	50	+ 9.3	- 1.0	4,437	103	153	108
Fresh Fruits and Vegetables	17	+ 2.7	- 7.0	571	15	+ 1.4	2,766	12	+ 8.4	- 3.4	142	38	55	37
Furniture and House Furnishings	5	+35.1	-14.0	300	5	+23.5	1,535	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	117	- 0.4	+ 5.9	9,106	97	+ 0.3	45,741	68	+ 0.5	- 2.2	7,541	128	127	138
Meats and Meat Products	17	- 5.3	-14.6	1,243	13	- 0.2	6,751	17	+17.0	+ 0.3	585	47	38	40
Beer	13	+ 8.3	+ 2.8	222	12	+ 6.2	1,008	12	+14.0	+22.5	49	23	22	19

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS JUNE - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				Sales For 6 Mos. 1939			End of Month Inventories (Cost)				Stock-Sales Ratios #		
	Number of firms reporting sales	Percent change June 1939 from June 1938	Percent change June 1939 from May 1939	June 1939 (000's)	Number of firms reporting sales	Percent change from 6 Mos. 1938	First 6 Mos. 1939 (000's)	Number of firms reporting stocks	Percent change June 1939 from June 1938	Percent change June 1939 from May 1939	June 30, 1939 (000's)	June 1939	June 1938	May 1939
East North Central (Continued).....														
Wines and Spirituous Liquors.....	4	-22.1	-11.7	106	**	**	**	**	**	**	**	**	**	**
General Hardware.....	23	+14.2	+ 0.6	5,347	21	+ 6.3	20,654	19	+ 3.9	- 0.9	12,503	247	273	250
Industrial Supplies*.....	21	+20.2	- 4.5	679	21	+18.4	3,731	13	- 8.0	- 2.2	1,021	259	314	235
Plumbing and Heating Supplies.....	21	+21.2	- 1.8	771	18	+11.6	3,650	13	- 2.1	- 1.9	975	283	347	281
Jewelry.....	16	+28.0	-16.9	448	15	+34.8	2,109	8	+ 0.5	+ 8.8	807	456	550	297
Lumber and Building Materials.....	7	+36.7	- 6.9	402	7	+32.2	1,825	**	**	**	**	**	**	**
Surgical Equipment and Supplies.....	7	+15.6	+ 2.6	257	6	+14.2	1,300	6	- 1.0	- 0.7	283	125	150	131
Metals.....	8	+ 9.8	+ 4.0	470	8	+18.7	2,734	6	+ 3.5	- 0.4	807	261	321	266
Paper and Its Products.....	27	+17.7	+ 1.0	1,825	25	+ 7.7	10,542	13	- 5.0	- 2.0	946	156	200	156
Tobacco and Its Products.....	47	+ 6.8	+ 0.3	3,622	47	+ 6.4	19,360	21	+11.9	+ 7.7	896	47	45	43
West North Central.....	330	+ 9.2	- 1.3	27,637	308	+ 6.9	154,783	227	- 1.3	- 2.0	34,647	178	195	181
Automotive Supplies.....	16	+10.8	- 0.7	298	16	+ 8.9	1,646	6	- 7.0	0.0	397	247	305	261
Paints and Varnishes.....	5	- 6.6	- 2.1	141	**	**	**	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes.....	8	+28.1	-31.1	82	7	+ 4.7	640	6	-11.7	- 4.5	106	366	353	209
Drugs (without liquor department).....	5	- 2.9	- 4.5	651	5	+ 2.1	3,850	4	- 2.6	- 0.7	745	232	235	218
Dry Goods.....	11	+17.4	- 0.5	3,208	11	+ 8.4	18,928	10	- 8.0	- 1.6	8,041	255	327	259
Electrical Goods.....	40	+18.5	- 3.2	2,237	36	+ 8.3	10,919	36	- 0.2	- 2.6	1,884	96	114	96
Fresh Fruits and Vegetables.....	14	+ 9.3	+ 3.8	550	12	+ 2.0	2,548	11	- 5.3	- 4.7	143	31	36	33
Furniture and House Furnishings.....	7	+36.8	-19.7	1,153	6	+23.5	5,842	5	+17.1	- 6.5	2,061	184	217	158
Groceries and Foods, except Farm Products...	100	+ 1.2	+10.3	7,363	99	+ 0.5	38,314	69	0.0	- 2.9	9,137	153	156	175
General Hardware.....	11	+ 7.1	- 1.2	2,431	11	+ 5.8	12,492	10	- 0.1	- 1.1	5,377	238	252	236
Heavy Hardware.....	7	-10.9	- 9.1	229	7	+13.5	1,535	4	-17.0	- 4.1	235	161	175	138
Industrial Supplies*.....	14	- 4.8	- 1.1	537	12	+15.8	2,056	9	+ 4.7	+ 2.4	775	195	169	181
Plumbing and Heating Supplies.....	11	+20.5	- 8.7	559	11	+13.6	2,602	5	-11.9	- 1.3	376	178	245	156
Jewelry.....	6	+38.1	0.0	154	6	+10.9	693	5	- 1.6	+ 2.8	478	460	657	423
Machinery, Eqpt. & Supplies, except Elect...	8	+40.4	+13.0	139	6	+13.3	620	5	+ 5.8	+ 5.8	165	154	220	177
Paper and Its Products.....	7	- 5.6	-10.9	163	7	+ 2.6	1,048	**	**	**	**	**	**	**
Tobacco and Its Products.....	14	+ 4.3	+ 6.2	1,056	14	+ 5.2	5,820	**	**	**	**	**	**	**
South Atlantic.....	343	+16.1	- 0.5	17,581	314	+ 9.2	96,695	192	+ 2.8	- 0.9	16,567	149	175	151
Automotive Supplies.....	15	+24.6	+ 3.1	334	13	+24.5	1,775	8	+ 4.6	- 1.6	251	177	245	196
Clothing and Furnishings, except Shoes.....	6	+17.1	-33.9	617	6	+11.9	6,614	4	+47.9	+14.6	1,479	255	204	148
Drugs (without liquor department).....	13	+ 7.8	- 5.5	954	13	+10.4	6,088	7	+ 1.0	- 0.1	1,121	209	230	198
Dry Goods.....	14	+23.6	- 6.4	780	13	+ 3.5	4,670	8	-15.5	- 7.6	989	265	408	256
Electrical Goods.....	49	+64.9	+15.1	2,678	42	+34.8	12,642	42	+10.9	- 5.4	2,483	96	143	116
Fresh Fruits and Vegetables.....	14	+10.5	+ 5.6	524	14	+10.4	2,793	7	-12.8	- 1.4	68	27	37	30
Furniture and House Furnishings.....	5	+ 9.2	-18.9	214	5	+ 4.6	1,214	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products...	112	+ 4.5	+ 0.6	5,088	99	+ 0.7	26,368	49	+ 1.5	- 1.1	3,350	131	136	135
Meats and Meat Products.....	5	- 3.2	+ 8.9	183	**	**	**	**	**	**	**	**	**	**
General Hardware.....	25	+26.3	- 5.8	1,508	25	+11.4	8,852	15	- 2.5	- 0.8	2,722	308	392	295
Industrial Supplies*.....	15	+27.0	+14.8	451	14	+13.9	2,396	10	- 8.8	- 4.9	845	211	304	262
Plumbing and Heating Supplies.....	20	+11.8	- 2.8	777	20	+12.5	3,870	18	- 0.9	- 1.1	842	149	190	154
Machinery, Eqpt. & Supplies, except Elect...	6	+ 8.9	- 0.8	122	5	+ 4.6	640	**	**	**	**	**	**	**
Paper and Its Products.....	10	+13.3	- 7.2	376	9	+ 6.9	2,249	5	-11.9	- 0.8	369	198	260	185
Tobacco and Its Products.....	15	+ 7.6	- 1.6	762	14	+ 8.5	4,153	5	- 8.7	+ 1.8	116	52	60	50

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(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS JUNE - -1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change June 1939 from June 1938	Dollar Sales: Percent change June 1939 from May 1939	Dollar Sales: June 1939 (000's)	Sales For 6 Mos. 1939: Number of firms reporting sales	Sales For 6 Mos. 1939: Percent change from 6 Mos. 1938	Sales For 6 Mos. 1939: First 6 Mos. 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change June 1939 from June 1938	End of Month Inventories (Cost): Percent change June 1939 from May 1939	End of Month Inventories (Cost): June 30, 1939 (000's)	Stock-Sales Ratios #: June 1939	Stock-Sales Ratios #: June 1938	Stock-Sales Ratios #: May 1939
East South Central	160	+ 9.7	- 4.0	$8,399	148	+ 6.0	$46,286	86	- 6.1	- 5.4	$8,914	176	213	180
Drugs (without liquor department)	5	+ 6.1	- 4.5	191	5	+ 7.8	1,182	**	**	**	**	**	**	**
Dry Goods	13	+25.9	-15.1	617	12	+ 7.0	4,276	8	- 8.1	- 3.4	1,244	278	379	244
Electrical Goods	14	+62.9	+ 7.0	658	13	+29.9	2,892	11	- 7.8	- 2.3	639	102	181	112
Groceries and Foods, except Farm Products	56	+ 0.2	- 2.7	2,578	49	- 0.6	12,966	25	- 1.3	- 7.4	1,864	136	142	143
Wines and Spirituous Liquors	4	-10.7	-17.3	201	4	+ 0.5	1,327	**	**	**	**	**	**	**
General Hardware	19	+21.1	- 5.8	2,338	19	+ 9.3	13,726	10	- 5.6	- 5.7	2,955	252	307	234
Industrial Supplies*	8	+24.6	+ 5.7	299	7	+16.9	1,395	**	**	**	**	**	**	**
Paper and Its Products	4	+ 3.3	+18.1	124	4	+ 8.1	711	**	**	**	**	**	**	**
Tobacco and Its Products	4	+ 8.8	+ 3.1	99	4	+ 4.7	562	**	**	**	**	**	**	**
West South Central	255	+ 4.7	- 1.1	15,244	239	+ 1.5	86,263	178	- 0.8	- 1.3	21,601	205	217	204
Automotive Supplies	8	+16.3	+ 7.5	100	7	+ 5.7	466	7	+ 2.9	- 2.2	176	197	206	202
Drugs (without liquor department)	5	+ 1.7	- 7.0	490	5	+ 3.7	3,083	**	**	**	**	**	**	**
Drugs (with liquor department)	7	- 1.9	-24.5	713	7	+ 0.1	4,251	6	- 1.5	+ 5.3	2,463	365	367	259
Dry Goods	11	+ 5.7	- 8.3	1,105	10	+ 2.7	7,069	10	+ 1.8	+ 2.8	3,301	328	336	290
Electrical Goods	28	+39.0	+ 6.1	973	20	+ 2.5	4,585	20	+ 2.6	- 2.7	801	105	147	114
Groceries and Foods, except Farm Products	130	+ 2.4	+ 2.0	7,837	127	+ 0.8	44,115	97	+ 1.2	- 4.8	7,144	133	135	144
General Hardware	16	+12.9	+ 0.4	1,303	15	+ 9.9	7,186	11	- 3.0	- 1.1	2,610	237	336	295
Industrial Supplies*	6	+ 2.5	+ 6.0	877	6	- 1.3	4,957	5	+ 9.2	- 0.3	1,820	346	351	365
Machinery, Eqpt. & Supplies, except Elect.	8	-11.6	+ 3.4	486	7	-14.4	2,643	5	-19.9	- 2.8	1,846	442	472	468
Surgical Equipment and Supplies	4	+18.2	+ 8.3	39	4	+ 1.5	204	**	**	**	**	**	**	**
Tobacco and Its Products	10	- 1.2	- 1.9	412	10	+ 1.2	2,346	**	**	**	**	**	**	**
Mountain	124	+ 8.6	+ 3.9	7,712	113	+ 4.8	37,789	90	- 1.8	- 2.6	9,103	163	182	172
Automotive Supplies	13	+15.1	+ 9.0	229	9	+ 3.1	655	5	- 8.5	- 5.4	247	265	335	300
Dry Goods	4	+ 6.2	-11.3	344	4	+ 4.3	1,930	**	**	**	**	**	**	**
Electrical Goods	13	+49.5	- 8.3	562	12	+45.4	2,756	10	+41.7	- 0.5	595	116	125	106
Fresh Fruits and Vegetables	6	- 8.6	+ 3.2	64	4	- 5.4	141	6	- 9.1	+11.1	10	16	16	15
Groceries and Foods, except Farm Products	40	+ 4.8	+10.8	3,084	40	- 2.5	15,686	37	- 7.2	- 5.8	3,466	130	147	154
Meats and Meat Products	5	- 1.9	- 4.4	151	4	+ 7.5	801	4	- 1.3	- 1.3	74	56	55	52
General Hardware	8	+ 8.9	- 1.5	892	8	+ 6.9	4,554	6	- 4.7	- 1.1	1,604	308	343	308
Tobacco and Its Products	6	+ 6.8	- 0.8	253	6	+ 9.4	1,399	**	**	**	**	**	**	**
Pacific	354	+ 0.2	- 3.1	24,515	328	+ 3.1	133,990	189	- 2.1	- 0.4	25,141	172	176	164
Automotive Supplies	62	+ 2.0	+ 1.3	915	60	+ 8.7	4,525	22	- 2.6	- 1.6	789	223	221	255
Shoes and Other Footwear	7	+48.2	+ 9.7	169	7	+11.2	917	5	- 2.3	- 5.3	377	234	364	274
Dry Goods	15	- 1.5	- 4.8	799	15	+ 5.4	4,499	7	- 8.3	- 5.7	825	309	334	301
Electrical Goods	34	+ 9.5	- 5.1	2,746	33	+ 9.2	15,300	30	- 6.4	- 3.1	3,493	137	158	134
Dairy and Poultry Products	9	- 6.7	- 6.0	764	9	+ 0.9	4,682	7	+ 3.3	+ 2.9	466	72	66	63
Fresh Fruits and Vegetables	9	- 2.5	+ 2.3	318	7	+ 1.8	1,608	**	**	**	**	**	**	**
Furniture and House Furnishings	9	+16.8	+ 1.3	556	8	+22.5	3,210	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	55	- 6.4	- 5.7	7,732	52	- 5.7	42,979	30	- 1.8	- 2.2	6,467	126	117	116
Meats and Meat Products	9	+ 3.7	-10.7	1,030	9	+16.9	6,307	**	**	**	**	**	**	**
Wines and Spirituous Liquors	8	- 1.2	+ 8.2	894	6	+ 1.6	4,094	**	**	**	**	**	**	**
General Hardware	19	+ 4.4	- 1.8	2,658	17	+ 5.7	14,156	10	- 4.0	- 1.0	5,243	364	406	343
Industrial Supplies*	12	- 2.5	- 8.0	234	11	+ 8.0	1,262	6	+ 7.6	+ 1.8	227	203	222	192
Plumbing and Heating Supplies	13	+ 7.0	+ 4.3	780	12	+17.2	3,819	5	- 7.6	- 1.2	170	120	167	126
Lumber and Building Materials	13	+11.7	+ 6.7	412	12	+17.0	1,759	10	+ 6.1	+ 7.9	521	160	168	160
Machinery, Eqpt. & Supplies, except Elect.	13	+15.3	+ 0.7	272	10	+12.7	1,346	4	- 7.2	- 1.5	337	383	465	398
Surgical Equipment and Supplies	5	- 5.1	0.0	56	5	+18.6	364	4	+ 2.2	+ 1.1	93	266	268	279
Paper and Its Products	10	+ 5.9	+16.5	304	9	- 1.5	1,596	7	- 6.1	+ 2.5	861	319	362	368
Tobacco and Its Products	20	- 5.1	+ 5.0	1,315	Q 19	+ 2.3	7,213	4	+21.5	+ 4.8	198	94	81	101

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

 # These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

/3/04

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
JUNE -- 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		June 1939	June 1938	May 1939	Percent change June 1939 from June 1938	Percent change June 1939 from May 1939	As of June 1, 1939 (000's)
New England	138	72	66	71	- 1.6	+ 1.1	$12,230
Shoes and Other Footwear	4	44	36	39	- 9.8	- 9.0	1,580
Electrical Goods	31	79	74	78	+ 8.7	+12.7	1,564
Fresh Fruits and Vegetables	4	136	115	135	+ 2.9	+ 7.7	70
Groceries and Foods, except Farm Products	30	83	74	81	- 8.0	+ 2.8	2,372
Industrial Supplies**	11	59	51	52	+19.9	- 0.4	458
Plumbing and Heating Supplies	9	44	41	44	+ 3.7	- 0.3	339
Paper and Its Products	4	74	66	68	+ 3.9	- 3.2	242
Tobacco and Its Products	9	119	119	122	- 1.9	+10.5	1,061
Middle Atlantic	557	85	82	83	+ 1.6	+ 2.0	49,052
Automotive Supplies	27	52	45	49	+ 2.1	+ 2.1	811
Paints and Varnishes	5	51	50	45	- 1.6	+16.8	125
Clothing and Furnishings, except Shoes	16	53	40	49	-22.0	-13.6	1,763
Shoes and Other Footwear	9	46	46	44	+ 6.0	- 5.2	1,846
Drugs (without liquor department)	12	67	63	68	- 0.3	+ 0.5	1,820
Dry Goods	42	58	55	58	+ 9.9	- 3.0	4,620
Electrical Goods	68	84	71	82	+ 7.0	+ 8.2	4,285
Furniture and House Furnishings	10	51	49	52	+11.5	+ 1.1	900
Groceries and Foods, except Farm Products	92	99	100	94	+ 2.3	+ 1.0	9,357
Meats and Meat Products	15	166	156	172	- 0.4	- 0.5	2,439
General Hardware	29	51	48	47	+ 3.5	+ 0.4	3,499
Heavy Hardware	6	65	63	64	+16.4	+ 5.8	546
Industrial Supplies**	34	63	57	62	+10.0	+ 4.9	1,639
Plumbing and Heating Supplies	49	53	55	49	+14.3	+ 7.5	2,280
Jewelry	12	23	20	19	+ 7.6	+ 4.8	724
Lumber and Building Materials	11	68	57	66	+ 8.0	+15.6	1,320
Machinery, Eqpt. & Supplies, except Elect.	9	52	53	54	-11.2	+ 6.3	238
Surgical Equipment and Supplies	6	29	27	26	+ 5.2	- 3.6	241
Paper and Its Products	25	62	67	66	+ 1.9	+ 1.4	1,500
Tobacco and Its Products	34	123	122	122	+ 5.7	+ 6.4	1,428
East North Central	448	74	69	72	+ 4.4	+ 1.9	38,349
Automotive Supplies	43	72	60	72	+ 4.6	+ 4.1	664
Chemicals (industrial)	4	85	80	85	+33.1	+ 9.9	189
Paints and Varnishes	12	37	36	34	+ 5.9	+ 7.7	630
Clothing and Furnishings, except Shoes	11	59	48	58	- 0.8	-13.5	519
Drugs (without liquor department)	9	78	80	78	+ 6.8	- 2.0	641
Dry Goods	6	51	47	53	- 2.6	+ 2.2	848
Electrical Goods	54	72	61	71	+11.2	+ 9.5	6,264
Fresh Fruits and Vegetables	9	150	149	136	- 1.5	- 5.0	191
Furniture and House Furnishings	5	69	57	72	+16.8	+ 3.3	439
Groceries and Foods, except Farm Products	92	99	97	97	- 2.6	+ 0.8	7,129
Meats and Meat Products	14	139	140	155	- 5.4	- 6.2	669
General Hardware	23	60	56	58	+ 4.3	+ 1.7	8,394
Industrial Supplies**	21	67	65	70	+19.8	+ 9.5	930
Plumbing and Heating Supplies	20	62	62	62	+22.3	+14.0	1,151
Jewelry	14	23	24	21	+12.1	+ 7.2	1,782
Lumber and Building Materials	7	81	72	74	+36.2	+19.0	500
Surgical Equipment and Supplies	7	56	50	56	+ 7.8	+ 3.5	387
Metals	8	74	67	72	+ 5.9	- 3.4	596
Paper and Its Products	25	57	54	58	+ 3.5	+ 0.5	2,946
Tobacco and Its Products	28	128	120	128	+ 3.5	+ 2.9	1,692
West North Central	278	81	77	81	+ 2.6	- 0.9	31,420
Automotive Supplies	10	56	58	56	+18.7	- 0.1	305
Paints and Varnishes	4	53	55	51	- 5.3	+ 6.0	231
Clothing and Furnishings, except Shoes	8	38	37	40	+ 4.4	- 7.3	351
Drugs (without liquor department)	5	85	84	87	+ 2.4	- 0.8	757
Dry Goods	11	47	46	49	+ 1.4	- 2.1	6,630
Electrical Goods	37	73	67	77	- 3.2	+ 7.8	2,587
Fresh Fruits and Vegetables	9	208	193	184	+ 4.2	+ 3.7	198
Furniture and House Furnishings	7	64	58	63	+12.1	+ 1.5	1,890
Groceries and Foods, except Farm Products	82	123	123	114	+ 1.4	- 1.2	5,077
General Hardware	11	59	53	58	+ 2.4	- 0.1	4,259
Heavy Hardware	7	86	89	100	- 5.9	+ 2.8	257
Industrial Supplies**	13	55	59	53	+22.6	+ 5.4	826
Plumbing and Heating Supplies	11	62	50	57	+ 5.1	+19.2	758
Jewelry	6	38	35	34	0.0	+ 4.3	336
Machinery, Eqpt. & Supplies, except Elect.	6	81	84	74	+27.1	+ 4.9	108
Surgical Equipment and Supplies	4	52	44	42	+ 7.0	+ 3.4	92
Paper and Its Products	5	76	82	73	+12.1	- 9.2	139
Tobacco and Its Products	6	176	102	167	-17.3	- 7.7	311

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
JUNE - - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		June 1939	June 1938	May 1939	Percent change June 1, 1939 from June 1, 1938	Percent change June 1, 1939 from May 1, 1939	As of June 1, 1939 (000's)
South Atlantic	269	71	69	71	+10.7	+ 2.8	$17,708
Automotive Supplies	12	64	51	63	+19.6	- 7.8	317
Drugs (without liquor department)	10	80	78	83	+10.1	- 1.8	876
Dry Goods	10	41	41	41	+ 3.9	+ 1.2	1,404
Electrical Goods	44	81	76	77	+30.4	+ 5.9	2,982
Fresh Fruits and Vegetables	12	122	139	123	+20.3	+ 3.0	278
Groceries and Foods, except Farm Products	80	95	91	99	+ 2.1	+ 2.5	3,550
General Hardware	24	46	42	47	+10.7	+ 4.1	2,965
Industrial Supplies**	13	56	55	50	+21.1	+ 4.9	667
Plumbing and Heating Supplies	20	58	60	59	+ 8.8	+ 9.8	1,248
Machinery, Eqpt. & Supplies, except Elect	5	58	51	52	+ 4.1	+ 0.7	154
Paper and Its Products	8	63	63	66	+ 4.1	+ 0.4	459
Tobacco and Its Products	8	107	113	110	+17.7	+ 3.9	293
East South Central	131	61	59	61	+ 5.1	+ 0.9	11,246
Dry Goods	13	37	35	41	+ 3.1	- 3.9	1,679
Electrical Goods	12	82	68	80	+21.1	+ 4.1	753
Groceries and Foods, except Farm Products	41	85	87	90	+ 0.2	+ 1.9	2,034
General Hardware	17	53	49	52	+ 7.8	+ 2.8	3,724
Industrial Supplies**	8	61	60	64	+11.7	+ 8.3	419
Paper and Its Products	4	70	62	67	- 1.8	- 9.0	162
West South Central	225	68	63	68	0.0	+ 0.2	16,740
Automotive Supplies	7	67	64	59	+15.3	+ 4.6	113
Drugs (with liquor department)	6	68	60	80	- 5.8	- 2.6	1,066
Dry Goods	11	39	34	40	- 2.5	- 4.3	3,187
Electrical Goods	24	82	66	79	-10.8	+ 3.5	717
Groceries and Foods, except Farm Products	116	93	92	91	+ 0.3	+ 0.5	5,496
General Hardware	14	56	53	58	+ 5.7	+ 0.7	2,101
Industrial Supplies**	5	71	68	71	+21.7	+ 5.7	746
Machinery, Eqpt. & Supplies, except Elect	7	30	27	28	-10.7	+10.9	1,080
Surgical Equipment and Supplies	4	57	43	57	- 6.9	+14.9	54
Paper and Its Products	4	66	57	61	+ 2.4	- 4.5	295
Tobacco and Its Products	7	86	90	94	+ 7.9	+ 1.1	177
Mountain	102	79	73	77	+ 3.8	+ 4.2	6,754
Automotive Supplies	8	57	51	55	+ 4.3	+ 3.3	216
Dry Goods	4	55	49	54	+ 2.3	+ 4.7	626
Electrical Goods	11	81	78	79	+56.5	+ 9.2	687
Groceries and Foods, except Farm Products	35	101	85	96	-12.6	+ 2.4	2,233
General Hardware	6	53	50	53	+ 5.5	+ 5.5	915
Tobacco and Its Products	4	112	123	110	+17.3	+ 3.4	122
Pacific	293	79	78	78	+ 3.3	+ 1.0	26,964
Automotive Supplies	42	63	63	63	+ 1.4	+ 3.8	735
Clothing and Furnishings, except Shoes	4	39	41	32	- 4.4	- 6.2	152
Shoes and Other Footwear	7	47	47	46	+ 9.5	- 0.8	381
Dry Goods	13	62	59	56	- 1.4	- 3.7	1,296
Electrical Goods	27	76	74	75	+ 4.6	- 0.3	2,990
Dairy and Poultry Products	9	163	165	160	+ 2.2	- 3.9	424
Furniture and House Furnishings	9	57	55	59	+ 9.3	- 2.9	964
Groceries and Foods, except Farm Products	45	109	107	113	- 2.3	+ 2.8	5,976
Meats and Meat Products	8	172	179	183	+19.0	- 1.0	583
Wines and Spirituous Liquors	8	92	96	90	+19.1	+12.1	781
General Hardware	16	53	49	49	+ 2.5	+ 2.5	4,777
Industrial Supplies**	11	58	58	55	+ 5.3	- 2.1	380
Plumbing and Heating Supplies	13	69	69	70	+12.4	+ 2.6	986
Lumber and Building Materials	13	56	53	56	+13.0	+ 6.9	636
Machinery, Eqpt. & Supplies, except Elect	9	51	46	46	+ 8.5	- 4.8	318
Surgical Equipment and Supplies	5	41	44	43	+ 0.7	- 8.0	150
Metals	4	64	94	66	+12.9	- 6.6	228
Paper and Its Products	7	40	38	40	+ 1.5	+ 1.1	542
Tobacco and Its Products	15	109	107	105	- 1.0	- 2.0	980

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

WHOLESALE TRADE - July 1939

(Prepared monthly, in cooperation with the National Association of Credit Men)

July sales of 2,973 wholesalers representing all parts of the country increased 5.8 percent over the same month a year ago, it was announced today by Director William L. Austin, Bureau of the Census. Dollar sales of these wholesalers during the month of July - without adjustments for number of trading days or for seasonal variation - were off 5.1 percent from June. Sales of the 2,973 wholesalers for the month amounted to $196,974,000.

The cost value of stocks on hand at the end of July, for 1,786 wholesalers reporting this information, was 0.6 percent less than a year ago but up 1.8 percent over the beginning of the month. The trend in sales and inventories, as noted in last month's report, has continued through July, namely that sales are up each month of this year over the corresponding month a year ago, while inventories are consistently lower. The percentage decrease in inventories, however, has been less each succeeding month with the result that the July decrease was only 0.6 percent. Each ratio given is based upon information furnished by an identical group of firms.

Month	Percent change 1939 from corresponding month of 1938	
	Sales	Inventories
January	+4.4	-11.6
February	+4.3	-9.4
March	+4.8	-6.6
April	+1.3	-4.8
May	+11.8	-3.9
June	+7.8	-1.1
July	+5.8	-0.6

Twenty-seven of the 34 lines of trade for which data are shown separately in the following tables recorded increases in sales over July a year ago, while 7 showed decreases. Trades showing the largest gains are: Metals (33.2%), Clothing and Furnishings (28.6%), Furniture and House Furnishings (28%), Optical Goods (27.4%), Industrial Supplies (26.2%), and Electrical Goods (23.2%). On the other hand, the trades showing the largest decreases are: Wines and Spirituous Liquors (10%) and Leather and Shoe Findings (9.3%).

The ratio of collections to accounts receivable for 2,488 wholesalers reporting this information was slightly above July 1938 - 73 percent for 1939 as compared with 71 percent a year ago. July is the ninth consecutive month during which the collection rate has equalled or exceeded that of the corresponding month of the previous year.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JULY - - - - - - 1939

KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change July 1939 from		July 1939 (000's)	Number of firms reporting stocks	Percent change July 1939 from		July 31, 1939 (000's)	July 1939	July 1938	June 1939
		July 1938	June 1939			July 1938	June 1939				
UNITED STATES	2,973	+ 5.8	- 5.1	$196,974	1,786	- 0.6	+ 1.8	$213,200	173	185	160
Automotive Supplies	212	+ 6.6	- 0.3	4,136	98	- 5.0	- 1.2	4,100	262	299	249
Chemicals (Industrial)	15	+11.6	-14.1	733	11	+ 0.5	+ 2.8	634	112	126	92
Paints and Varnishes	36	- 2.3	-13.1	1,719	14	- 4.8	+ 1.8	836	264	264	198
Clothing and Furnishings, except Shoes	48	+28.6	-11.4	1,093	28	+ 0.5	+11.2	1,267	368	399	218
Shoes and Other Footwear	39	+14.1	+40.3	10,597	24	- 1.2	+ 9.6	7,904	148	157	225
Coal	11	+ 8.1	+ 4.8	2,112	4	-17.7	+ 4.5	1,476	86	114	83
Drugs and Drug Sundries##	77	+ 3.4	- 2.4	8,401	47	- 0.9	+ 0.6	9,716	219	232	214
Without Liquor Department	58	+ 4.0	- 2.7	5,391	32	- 1.6	- 0.3	4,903	192	203	186
With Liquor Department	19	+ 2.3	- 1.7	3,010	15	- 0.2	+ 1.6	4,813	256	271	252
Dry Goods	128	+ 7.7	- 7.9	9,559	81	- 2.8	+10.0	23,547	328	359	278
Electrical Goods	357	+23.2	-13.2	19,939	303	+ 8.8	- 1.7	21,843	118	134	104
Dairy and Poultry Products	19	+ 2.9	+ 0.1	1,719	13	- 2.9	+11.3	962	72	79	65
Fresh Fruits and Vegetables	79	+ 4.8	- 8.0	2,380	54	+ 7.2	- 5.9	671	37	37	35
Farm Supplies	9	+ 5.9	-23.0	251	4	- 6.8	+28.7	514	280	362	178
Furniture and House Furnishings	56	+28.0	-18.7	2,813	32	+11.9	+ 7.6	5,508	289	351	212
Groceries and Foods, except Farm Products	754	- 3.1	- 8.2	49,913	423	- 2.6	+ 0.4	42,370	144	143	132
Meats and Meat Products	69	+ 5.6	+ 6.3	12,676	47	+13.1	+ 0.9	1,844	55	47	52
Beer	26	+ 4.7	+ 9.5	404	22	- 2.4	- 8.0	80	26	28	31
Wines and Spirituous Liquors	22	-10.0	- 2.5	2,448	13	- 2.2	+ 4.2	4,415	197	178	185
Total Hardware	449	+13.6	- 7.9	28,717	281	- 0.5	- 0.4	54,551	271	312	253
General Hardware	163	+10.1	-10.5	17,989	104	- 0.2	- 0.6	40,451	298	332	274
Heavy Hardware	23	+12.4	- 3.1	1,204	16	+ 0.4	- 0.3	1,823	252	297	246
Industrial Supplies*	132	+26.2	+ 0.9	5,238	82	- 0.3	+ 0.2	8,267	232	297	232
Plumbing and Heating Supplies	131	+15.4	- 8.0	4,286	79	- 4.3	+ 0.6	4,010	174	211	159
Jewelry	43	- 3.0	-33.1	846	24	- 1.8	+ 7.6	2,973	706	636	457
Optical Goods	7	+27.4	+ 5.1	186	**	**	**	**	**	**	**
Lumber and Building Materials	45	+19.4	- 8.9	2,684	30	+ 3.9	- 1.0	2,912	139	162	128
Machinery, Eqpt., & Supplies, except Elect.	63	+15.0	-10.0	1,817	34	-10.8	- 0.6	5,438	276	359	250
Dental Supply Houses	4	+ 5.7	-10.8	74	**	**	**	**	**	**	**
Surgical Equipment and Supplies	39	+12.2	- 3.1	738	22	+ 2.5	+ 0.7	944	191	214	186
Metals	21	+33.2	+ 4.5	2,236	15	- 6.2	- 4.9	4,115	234	335	264
Paper and Its Products	98	+ 2.7	-10.7	4,253	49	- 1.0	+ 0.8	5,012	205	215	183
Petroleum	13	+ 4.1	- 3.0	4,722	9	- 4.7	- 3.2	1,507	56	58	60
Tobacco and Its Products	181	- 3.5	- 2.0	15,885	72	+ 1.4	- 2.6	4,528	53	52	53
Leather and Shoe Findings	13	- 9.3	- 8.4	272	4	-15.6	+ 1.0	103	381	381	300
Miscellaneous	40	- 1.6	- 6.8	3,651	28	- 3.7	+10.3	5,628	184	187	154

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

Total Sales, including liquors, wines, etc.

/1939

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JULY - - 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		July 1939	July 1938	June 1939	Percent change July 1, 1939 from July 1, 1938	Percent change July 1, 1939 from June 1, 1939	As of July 1, 1939 (000's)
UNITED STATES	2,488	73	71	76	+ 4.4	- 1.2	$220,980
Automotive Supplies	163	60	57	60	+ 5.2	0.0	3,536
Chemicals (Industrial)	14	63	59	65	+12.3	+ 7.9	1,144
Paints and Varnishes	35	54	56	58	+ 1.4	- 4.8	3,459
Clothing and Furnishings, except Shoes	43	35	34	49	+ 3.1	+ 0.1	2,824
Shoes and Other Footwear	36	45	41	50	- 2.9	-18.3	8,370
Coal	11	68	57	72	- 7.0	-14.0	3,046
Drugs and Drug Sundries	66	77	74	78	+ 0.1	- 1.8	8,437
Without Liquor Department	50	72	71	72	+ 2.4	- 1.7	5,759
With Liquor Department	16	87	80	90	- 4.5	- 1.9	2,678
Dry Goods	116	44	44	49	+ 6.0	- 1.2	20,702
Electrical Goods	323	71	67	79	+18.9	+ 2.3	25,946
Dairy and Poultry Products	17	166	177	170	+ 2.1	- 5.2	856
Fresh Fruits and Vegetables	57	150	145	152	+ 5.1	- 1.7	1,065
Farm Supplies	7	69	72	78	+14.2	-44.1	385
Furniture and House Furnishings	47	55	53	58	+15.5	- 7.2	5,333
Groceries and Foods, except Farm Products	596	95	95	102	- 2.4	+ 1.6	41,051
Meats and Meat Products	56	181	174	168	+ 2.7	+ 1.0	6,835
Beer	13	116	116	112	+ 7.6	+ 3.7	85
Wines and Spirituous Liquors	17	92	103	102	-15.5	+ 0.1	2,295
Total Hardware Group	417	54	52	57	+ 6.4	- 1.0	49,038
General Hardware	148	51	49	55	+ 2.5	- 2.4	33,182
Heavy Hardware	23	69	65	69	+ 6.8	+ 2.9	1,689
Industrial Supplies**	121	60	58	63	+19.4	+ 0.6	6,985
Plumbing and Heating Supplies	125	57	58	59	+13.9	+ 3.9	7,182
Jewelry	35	28	26	24	+11.2	- 1.5	5,874
Optical Goods	5	53	52	49	+18.5	+ 1.3	77
Lumber and Building Materials	44	65	62	68	+14.8	+ 2.6	4,200
Machinery, Eqpt. & Supplies, except Electrical	53	54	48	54	- 4.5	+ 1.3	2,751
Dental Supply Houses	4	43	40	42	+ 7.5	+ 2.6	157
Surgical Equipment and Supplies	38	45	42	46	+ 5.5	+ 0.7	1,443
Metals	21	75	66	73	+ 9.7	+ 4.1	2,940
Paper and Its Products	83	58	57	60	+ 6.5	- 1.1	6,799
Petroleum	10	101	96	98	+ 2.1	+ 3.2	2,249
Tobacco and Its Products	115	134	127	130	- 1.5	- 0.8	8,154
Leather and Shoe Findings	12	39	38	40	- 0.4	- 1.9	510
Miscellaneous	34	87	84	102	+ 1.8	- 0.4	3,419

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS JULY - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change July 1939 from July 1938	Dollar Sales: Percent change July 1939 from June 1939	Dollar Sales: July 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change July 1939 from July 1938	End of Month Inventories (Cost): Percent change July 1939 from June 1939	End of Month Inventories (Cost): July 31, 1939 (000's)	Stock-Sales Ratio#: July 1939	Stock-Sales Ratio#: July 1938	Stock-Sales Ratio#: June 1939
New England	174	+ 7.4	- 7.8	$ 9,721	108	- 3.5	- 0.7	$ 7,914	136	160	130
Automotive Supplies	4	+12.0	-12.5	28	**	**	**	**	**	**	**
Electrical Goods	35	+28.1	-17.2	1,304	29	+18.0	+ 4.7	1,644	131	142	103
Fresh Fruits and Vegetables	6	+19.2	- 8.0	298	**	**	**	**	**	**	**
Furniture and House Furnishings	4	+12.7	-12.3	142	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	33	+ 1.7	- 8.0	2,120	21	- 8.3	- 4.9	1,081	134	149	138
General Hardware	4	+16.4	-16.9	177	**	**	**	**	**	**	**
Industrial Supplies*	15	+26.2	-11.5	371	11	- 5.3	- 5.1	844	279	382	266
Plumbing and Heating Supplies	10	+ 7.3	- 7.6	206	4	- 0.9	+ 2.5	330	292	308	266
Paper and Its Products	7	- 1.1	-17.8	176	4	- 0.6	- 4.9	175	150	149	131
Tobacco and Its Products	15	+ 0.2	+ 0.1	1,965	**	**	**	**	**	**	**
Middle Atlantic	650	+ 3.5	- 9.4	45,110	359	- 0.6	+ 0.3	36,391	149	155	134
Automotive Supplies	31	+ 4.6	+ 8.8	1,538	15	- 5.8	+ 0.3	906	301	349	297
Paints and Varnishes	6	-13.3	-27.8	52	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	21	+44.3	- 6.5	814	9	- 3.9	+13.4	633	388	458	186
Shoes and Other Footwear	11	+10.4	-20.2	550	5	+13.5	+10.3	1,602	370	385	306
Drugs (without liquor department)	10	+ 4.7	- 3.0	1,895	7	+ 0.6	- 2.9	1,135	136	142	135
Dry Goods	47	+17.4	-15.6	2,284	25	+ 1.3	+ 5.6	4,040	347	403	289
Electrical Goods	76	+21.2	-22.5	3,731	64	+12.4	-10.5	3,762	114	122	98
Dairy and Poultry Products	4	- 8.6	- 8.0	370	**	**	**	**	**	**	**
Fresh Fruits and Vegetables	12	+18.4	- 2.1	374	8	-24.6	-21.8	43	14	22	17
Furniture and House Furnishings	14	+29.7	-18.3	393	9	+23.0	+ 0.3	801	284	288	228
Groceries and Foods, except Farm Products	112	- 5.1	- 9.4	8,349	43	- 5.0	- 4.7	2,786	113	117	111
Meats and Meat Products	17	+ 2.3	- 7.2	4,006	12	- 4.4	- 9.3	263	37	40	38
Beer	7	+ 5.9	+ 9.9	144	4	-10.0	-25.0	9	13	14	19
Wines and Spirituous Liquors	4	-28.0	- 4.0	1,162	**	**	**	**	**	**	**
General Hardware	37	+ 5.7	-24.6	1,643	17	- 0.5	- 0.8	2,706	354	381	291
Heavy Hardware	7	+24.4	-11.1	362	6	- 0.3	- 1.6	908	262	329	235
Industrial Supplies*	35	+19.2	- 4.3	1,184	23	- 1.1	+ 0.9	1,855	202	245	196
Plumbing and Heating Supplies	51	+13.4	- 8.6	1,228	33	- 7.5	+ 2.2	1,418	157	195	140
Jewelry	15	-20.7	-35.9	241	10	- 6.3	+ 4.9	1,383	752	620	468
Lumber and Building Materials	12	+22.3	-10.4	866	4	- 3.5	- 1.3	444	94	127	86
Machinery, Equipment & Supplies, except Elect.	9	-10.9	-30.2	90	5	+ 9.2	- 3.1	190	339	276	245
Surgical Equipment and Supplies	6	+16.9	-14.8	69	**	**	**	**	**	**	**
Paper and Its Products	30	+ 2.1	-11.7	1,814	14	+ 2.7	+ 0.7	2,046	175	170	154
Petroleum	6	+ 8.9	- 7.7	2,731	4	- 1.6	- 5.1	300	41	43	43
Tobacco and Its Products	49	- 2.1	- 2.8	5,861	26	- 2.3	- 3.7	2,463	51	50	51
East North Central	569	+ 6.7	- 9.6	34,702	356	+ 0.6	0.0	41,339	172	191	153
Automotive Supplies	51	+15.9	- 7.1	599	27	- 2.3	- 0.8	1,053	267	311	248
Chemicals (Industrial)	6	+25.2	+ 8.0	343	5	- 7.9	- 3.0	163	59	82	56
Paints and Varnishes	13	+ 0.5	-24.8	197	5	-14.4	+ 7.0	261	192	221	140
Clothing and Furnishings, except Shoes	10	+ 8.8	-25.1	149	**	**	**	**	**	**	**
Coal	5	+16.9	+14.0	513	**	**	**	**	**	**	**
Drugs (without liquor department)	12	+ 3.1	- 1.8	989	4	- 1.9	+ 2.9	358	139	154	134
Drugs (with liquor department)	5	+ 8.6	-11.4	429	4	+ 8.5	+ 1.0	789	223	224	191
Dry Goods	10	+ 4.1	-22.2	590	9	- 7.2	+ 6.8	1,843	323	361	235
Electrical Goods	62	+33.3	-16.3	4,582	56	+15.1	- 0.5	5,159	122	140	102
Fresh Fruits and Vegetables	18	- 5.1	- 6.8	560	12	- 0.6	- 8.8	156	49	48	45
Furniture and House Furnishings	5	+43.4	-25.1	248	4	+ 1.5	+ 2.3	544	263	370	198
Groceries and Foods, except Farm Products	124	- 1.4	- 7.1	9,260	66	- 4.9	- 3.4	7,804	137	143	131

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS JULY - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change July 1939 from July 1938	Dollar Sales: Percent change July 1939 from June 1939	Dollar Sales: July 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change July 1939 from July 1938	End of Month Inventories (Cost): Percent change July 1939 from June 1939	End of Month Inventories (Cost): July 31, 1939 (000's)	Stock-Sales Ratio#: July 1939	Stock-Sales Ratio#: July 1938	Stock-Sales Ratio#: June 1939
East North Central (Continued)											
Meats and Meat Products	17	-10.4	- 5.8	1,183	16	+21.7	- 1.4	572	49	36	47
Beer	10	+ 5.8	+ 5.7	166	10	+25.8	- 2.5	39	25	19	25
Wines and Spirituous Liquors	5	-34.1	-22.6	89	**	**	**	**	**	**	**
General Hardware	22	+12.5	-12.9	4,537	19	+ 2.2	- 0.9	12,067	279	306	244
Industrial Supplies*	26	+43.6	- 2.2	1,348	17	- 1.3	+ 3.6	2,657	246	371	241
Plumbing and Heating Supplies	18	+22.9	- 4.6	628	10	+ 4.9	+ 1.1	575	240	295	246
Jewelry	14	+17.2	-28.8	396	7	+ 7.9	+14.7	903	602	659	458
Lumber and Building Materials	6	+18.6	-17.0	332	5	- 9.7	- 7.0	449	165	211	145
Machinery, Equipment & Supplies, except Elect	12	+43.0	-17.3	306	8	- 7.1	+ 1.2	248	125	188	93
Surgical Equipment and Supplies	9	+12.7	- 0.4	284	6	+ 3.8	+ 4.5	301	151	145	125
Metals	11	+23.4	- 3.4	849	7	-10.3	- 1.0	1,520	282	387	269
Paper and Its Products	25	+ 7.4	-13.4	1,102	15	0.0	- 0.4	935	159	184	146
Tobacco and Its Products	50	-10.6	- 1.1	4,424	20	+ 5.1	- 0.7	860	47	48	47
West North Central	325	+ 5.4	+ 3.6	30,794	216	- 1.2	+ 2.4	41,206	188	199	188
Automotive Supplies	18	+ 1.5	- 3.4	344	6	-11.2	- 3.4	316	249	327	237
Drugs (without liquor department)	6	+ 1.1	- 4.4	630	5	- 0.8	+ 1.6	820	257	257	231
Dry Goods	11	+ 6.1	- 0.2	3,202	10	- 5.7	+ 8.0	8,734	278	314	257
Electrical Goods	35	+14.4	- 7.8	1,750	31	+ 8.0	+ 5.2	1,889	115	120	99
Fresh Fruits and Vegetables	11	+ 5.3	-17.2	337	10	- 3.6	- 4.4	108	33	35	29
Furniture and House Furnishings	10	+43.5	-29.9	901	8	+19.5	+15.9	2,901	330	397	200
Groceries and Foods, except Farm Products	95	- 2.9	-17.0	6,181	62	+ 0.3	+ 1.1	8,997	180	178	153
General Hardware	13	+ 8.3	+ 4.1	3,168	12	- 1.6	- 5.6	7,875	258	283	290
Heavy Hardware	7	+ 9.1	+21.1	276	**	**	**	**	**	**	**
Industrial Supplies	14	+ 2.7	+ 2.7	502	8	+ 8.1	- 0.3	666	194	183	213
Plumbing and Heating Supplies	10	+28.4	- 5.9	507	4	-11.1	- 5.6	335	179	256	186
Jewelry	7	-20.3	-42.0	94	5	- 3.3	+ 5.5	502	913	665	458
Lumber and Building Materials	4	+13.0	0.0	78	**	**	**	**	**	**	**
Machinery, Equipment & Supplies, except Elect	7	+14.1	-16.9	113	4	+11.6	- 1.3	154	181	212	150
Surgical Equipment and Supplies	4	+15.9	0.0	51	**	**	**	**	**	**	**
Paper and Its Products	7	- 3.4	+ 4.3	170	**	**	**	**	**	**	**
Tobacco and Its Products	16	+ 0.5	- 2.9	1,212	9	+ 5.7	- 1.4	683	76	72	74
South Atlantic	339	+12.9	- 5.4	16,485	189	+ 5.0	+ 5.3	17,694	163	182	147
Automotive Supplies	15	+ 9.7	- 7.3	294	6	+ 8.4	0.0	232	252	278	209
Paints and Varnishes	4	- 5.7	-22.0	78	**	**	**	**	**	**	**
Drugs (without liquor department)	14	+ 6.1	- 1.4	988	7	- 3.1	- 0.8	1,084	217	241	217
Dry Goods	13	+ 8.4	-13.9	661	7	- 4.2	+22.0	1,175	372	429	267
Electrical Goods	52	+40.3	-13.3	2,730	44	+20.4	+ 1.1	2,980	114	133	97
Fresh Fruits and Vegetables	11	+ 1.3	-27.1	234	5	- 6.8	-24.1	41	28	32	27
Furniture and House Furnishings	6	- 2.3	-34.7	171	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	105	+ 3.0	- 4.8	4,339	45	+ 2.4	+ 2.9	3,150	149	150	136
Meats and Meat Products	5	+ 3.9	- 4.8	160	**	**	**	**	**	**	**
General Hardware	26	+12.1	-11.6	1,368	15	+ 3.5	+ 8.5	2,856	386	424	512
Industrial Supplies*	14	+24.5	- 5.3	391	9	- 5.3	- 1.6	726	212	286	204
Plumbing and Heating Supplies	21	+11.0	- 5.7	747	18	- 1.2	- 1.0	833	157	192	149
Jewelry	4	+ 8.8	-22.5	62	**	**	**	**	**	**	**
Surgical Equipment and Supplies	4	+31.7	-11.2	79	**	**	**	**	**	**	**
Paper and Its Products	10	+ 4.7	- 4.8	358	5	-11.4	- 0.5	366	226	255	198
Tobacco and Its Products	12	+ 6.3	- 7.5	637	4	- 6.1	0.0	93	48	57	48

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS JULY - -1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change July 1939 from July 1938	Dollar Sales: Percent change July 1939 from June 1939	Dollar Sales: July 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change July 1939 from July 1938	End of Month Inventories (Cost): Percent change July 1939 from June 1939	End of Month Inventories (Cost): July 31, 1939 (000's)	Stock-Sales Ratio#: July 1939	Stock-Sales Ratio#: July 1938	Stock-Sales Ratio#: June 1939
East South Central	154	+ 9.6	- 6.1	$ 7,268	87	- 2.1	+ 6.5	$ 9,318	202	225	174
Dry Goods	12	0.0	-11.1	488	8	- 2.4	+13.2	1,406	370	370	278
Electrical Goods	14	+39.6	- 6.9	635	10	+ 3.6	+ 7.5	660	118	156	101
Groceries and Foods, except Farm Products	55	+ 0.8	- 3.7	2,212	27	- 0.6	+ 8.1	1,926	139	142	126
General Hardware	17	+15.0	- 9.4	1,994	10	- 3.3	+ 5.6	3,021	276	328	227
Industrial Supplies*	8	+31.2	- 1.9	265	**	**	**	**	**	**	**
Paper and Its Products	5	+ 4.6	- 3.6	160	**	**	**	**	**	**	**
Tobacco and Its Products	4	+ 8.0	- 5.1	94	**	**	**	**	**	**	**
West South Central	265	+ 3.6	- 3.6	15,372	120	- 0.3	+ 3.6	22,134	212	219	196
Automotive Supplies	9	+ 5.2	- 7.3	102	8	- 2.2	+ 0.6	182	186	200	174
Drugs (without liquor department)	5	+ 0.8	0.0	490	**	**	**	**	**	**	**
Drugs (with liquor department)	7	+ 2.0	+ 7.4	765	6	- 2.1	+ 0.9	2,484	359	355	365
Dry Goods	12	- 2.8	- 0.6	1,120	11	+ 5.3	+19.2	4,022	400	370	327
Electrical Goods	33	+28.3	- 0.7	1,774	26	+10.6	- 1.0	1,525	96	112	97
Groceries and Foods, except Farm Products	135	- 3.8	- 7.3	7,151	93	- 0.4	+ 1.6	6,890	150	138	135
General Hardware	16	+14.5	-12.3	1,237	11	- 0.5	+ 1.7	2,697	301	350	259
Industrial Supplies*	6	+39.5	+28.4	886	**	**	**	**	**	**	**
Machinery, Equipment & Supplies, except Elect.	8	+17.4	-10.7	432	6	-17.3	- 2.7	1,871	471	681	450
Surgical Equipment and Supplies	5	- 2.9	- 7.0	56	**	**	**	**	**	**	**
Tobacco and Its Products	11	- 5.9	+ 0.5	446	**	**	**	**	**	**	**
Mountain	126	+ 2.5	- 5.5	6,394	86	- 2.8	+ 2.0	8,186	170	179	157
Automotive Supplies	12	+14.2	- 1.4	217	6	-19.2	- 5.8	290	225	345	241
Drugs (without liquor department)	4	+ 2.6	-12.4	155	**	**	**	**	**	**	**
Dry Goods	4	+ 7.3	-14.6	293	**	**	**	**	**	**	**
Electrical Goods	13	+20.2	+ 4.5	608	10	+ 7.6	- 4.2	577	102	116	113
Fresh Fruits and Vegetables	7	+ 1.1	+32.4	90	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	38	- 7.4	- 8.3	2,311	32	- 5.8	+ 5.2	2,872	161	152	139
Meats and Meat Products	5	- 4.0	- 4.7	143	4	- 1.3	0.0	75	61	60	57
General Hardware	7	+ 7.8	- 1.9	742	5	- 6.0	- 1.0	1,036	243	307	245
Tobacco and Its Products	8	+ 0.7	+ 1.4	428	**	**	**	**	**	**	**
Pacific	370	+ 2.1	- 4.3	25,850	205	- 2.9	+ 0.9	29,018	175	185	167
Automotive Supplies	69	+ 4.8	- 3.3	986	27	- 3.6	- 1.2	1,053	267	264	250
Shoes and Other Footwear	6	+ 9.6	- 9.9	91	4	- 9.2	- 1.9	258	311	394	283
Dry Goods	16	+12.3	+ 0.5	886	8	-10.0	+ 6.0	1,301	383	459	351
Electrical Goods	37	- 0.2	- 5.9	2,825	35	-10.7	- 2.9	3,647	135	153	134
Dairy and Poultry Products	9	+ 6.7	+ 3.1	1,146	8	+ 2.8	+ 6.6	651	61	64	59
Fresh Fruits and Vegetables	9	+ 3.2	+ 5.8	327	6	+28.3	+ 3.3	281	92	73	94
Furniture and House Furnishings	9	+26.1	- 0.9	537	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	59	- 6.4	- 4.2	7,990	34	- 4.9	+ 0.6	6,864	122	121	117
Meats and Meat Products	12	+12.1	- 1.8	1,169	**	**	**	**	**	**	**
General Hardware	21	+ 5.8	-11.8	3,123	13	- 1.1	- 0.6	7,577	357	391	322
Industrial Supplies*	12	+ 0.8	+ 0.4	238	7	+ 7.7	+ 1.8	280	235	218	212
Plumbing and Heating Supplies	13	+13.9	- 7.9	672	5	- 4.4	+ 2.9	175	151	165	120
Lumber and Building Materials	14	+ 7.7	- 7.0	529	11	+ 4.7	- 1.7	584	131	137	123
Machinery, Equipment & Supplies, except Elect.	16	+20.1	+ 8.4	335	5	- 0.6	+ 0.6	356	330	402	344
Surgical Equipment and Supplies	6	+ 1.2	+ 2.4	86	5	- 1.0	- 1.0	198	330	328	317
Paper and Its Products	10	+ 7.0	- 2.2	307	5	- 3.3	+ 4.0	927	371	413	351
Tobacco and Its Products	16	+ 5.5	- 2.3	818	5	+ 9.2	- 2.2	226	75	74	77

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
JULY -- 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		July 1939	July 1938	June 1939	Percent change July 1939 from July 1938	Percent change July 1939 from June 1939	As of July 1, 1939 (000's)
New England	155	72	65	73	+ 0.3	- 0.8	$12,408
Electrical Goods	32	69	70	82	+26.6	+ 9.3	1,856
Fresh Fruits and Vegetables	5	191	170	166	+ 4.5	-12.3	121
Groceries and Foods, except Farm Products	29	83	69	85	-13.0	+ 3.6	2,333
General Hardware	4	53	50	52	+ 5.7	- 3.7	390
Heavy Hardware	4	61	53	69	+ 2.1	- 4.9	97
Industrial Supplies**	13	58	55	65	+17.8	- 1.8	535
Plumbing and Heating Supplies	9	46	45	44	+ 5.3	+ 5.9	359
Paper and Its Products	6	65	62	69	- 2.6	- 3.0	294
Tobacco and Its Products	11	141	130	121	- 8.0	- 8.4	1,067
Middle Atlantic	544	78	79	84	+ 6.0	- 0.3	48,584
Automotive Supplies	25	51	48	50	+11.4	+ 1.7	800
Paints and Varnishes	5	44	47	54	- 0.9	- 9.2	108
Clothing and Furnishings, except Shoes	18	33	32	50	+ 2.4	+ 4.5	1,892
Shoes and Other Footwear	11	38	39	47	+10.2	-11.2	1,722
Drugs (without liquor department)	9	65	63	64	- 0.7	- 2.0	2,016
Dry Goods	42	50	50	59	+15.4	- 0.9	4,402
Electrical Goods	71	77	71	88	+19.2	- 0.1	4,880
Fresh Fruits and Vegetables	9	184	164	188	+ 0.7	+ 5.5	153
Furniture and House Furnishings	10	55	50	54	+16.9	-12.2	809
Groceries and Foods, except Farm Products	86	94	96	101	+ 3.0	+ 2.4	7,352
Meats and Meat Products	13	160	154	166	- 1.4	+ 2.1	2,515
General Hardware	30	46	44	50	+ 6.1	- 4.1	3,229
Heavy Hardware	7	64	62	67	+20.9	- 1.7	568
Industrial Supplies**	32	59	54	64	+12.8	+ 0.4	1,780
Plumbing and Heating Supplies	49	51	50	54	+15.4	+ 3.8	2,339
Jewelry	11	22	19	23	+ 7.7	- 2.7	661
Lumber and Building Materials	12	63	58	67	+10.8	+ 2.4	1,419
Machinery, Eqpt. & Supplies, except Electrical.	8	53	50	58	- 6.3	- 1.7	177
Surgical Equipment and Supplies	6	26	25	31	+ 7.9	+ 0.4	233
Paper and Its Products	22	52	51	54	+ 5.5	- 1.0	3,091
Tobacco and Its Products	35	143	141	138	- 1.6	- 0.4	3,678
East North Central	474	71	68	75	+ 7.9	- 0.8	41,237
Automotive Supplies	45	69	60	71	+ 4.6	- 1.9	685
Chemicals (industrial)	5	95	89	93	+23.6	+ 4.6	340
Paints and Varnishes	13	34	34	37	+ 6.8	- 4.1	615
Clothing and Furnishings, except Shoes	9	47	46	54	+ 5.9	-11.1	393
Drugs (without liquor department)	10	73	74	76	+ 5.2	+ 0.7	831
Dry Goods	10	44	43	51	+ 3.8	- 1.9	1,565
Electrical Goods	62	68	61	75	+24.2	+ 2.2	6,641
Fresh Fruits and Vegetables	10	116	124	133	+ 0.4	+ 0.4	225
Furniture and House Furnishings	5	60	52	66	+20.0	- 4.2	485
Groceries and Foods, except Farm Products	96	98	94	100	- 3.2	+ 0.6	7,640
Meats and Meat Products	13	139	133	137	- 4.0	- 0.7	669
General Hardware	21	57	54	61	+ 4.4	- 0.6	8,109
Industrial Supplies**	25	62	63	64	+35.4	+ 1.2	2,017
Plumbing and Heating Supplies	16	59	58	59	+24.7	+ 3.7	955
Jewelry	12	32	30	26	+13.2	- 2.1	2,001
Lumber and Building Materials	6	66	62	73	+19.0	- 1.9	558
Machinery, Eqpt. & Supplies, except Electrical.	10	98	67	80	+13.5	- 2.4	244
Surgical Equipment and Supplies	8	54	51	56	+ 6.3	+ 2.2	419
Metals	11	75	62	77	+ 0.4	+ 0.5	1,104
Paper and Its Products	23	71	69	72	+13.5	- 1.6	1,565
Tobacco and Its Products	29	124	116	127	+ 1.6	+ 1.5	1,762
West North Central	274	77	72	76	+ 0.8	- 6.2	36,075
Automotive Supplies	12	58	61	61	+13.9	+ 0.3	394
Clothing and Furnishings, except Shoes	7	28	32	35	+ 8.9	+ 8.8	269
Drugs (without liquor department)	6	81	81	83	- 2.7	- 2.2	801
Dry Goods	11	44	45	47	+ 7.0	+ 1.3	6,712
Electrical Goods	32	71	61	74	- 5.3	+ 0.1	2,351
Fresh Fruits and Vegetables	8	184	201	204	+15.6	- 7.5	148
Furniture and House Furnishings	10	60	56	62	+21.2	-12.3	1,921
Groceries and Foods, except Farm Products	76	111	108	125	- 0.4	+ 1.2	5,165
General Hardware	13	53	48	52	- 6.7	- 9.8	5,934
Heavy Hardware	7	97	99	91	- 8.9	0.0	245
Industrial Supplies**	12	59	56	57	+13.9	+ 0.8	654
Plumbing and Heating Supplies	10	57	56	63	+14.9	+ 1.5	726
Jewelry	6	38	34	38	+ 9.6	+ 2.4	343
Surgical Equipment and Supplies	4	53	46	52	+ 1.1	- 1.1	91
Paper and Its Products	6	63	61	69	+ 1.9	- 2.3	216
Tobacco and Its Products	7	185	109	179	-18.5	- 0.5	370

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
JULY - - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		July 1939	July 1938	June 1939	Percent change July 1, 1939 from July 1, 1938	Percent change July 1, 1939 from June 1, 1939	As of July 1 1939 (000's)
South Atlantic	266	65	65	68	+16.4	+ 1.1	$18,499
Automotive Supplies	12	59	52	64	+ 1.6	+ 2.6	316
Drugs (without liquor department)	12	77	80	79	+12.6	- 0.4	1,001
Dry Goods	9	37	36	41	+ 7.0	- 1.8	1,364
Electrical Goods	47	67	68	73	+56.8	+ 6.4	4,245
Fresh Fruits and Vegetables	9	118	127	123	+19.6	+ 4.3	171
Groceries and Foods, except Farm Products	73	91	91	95	+ 0.5	+ 1.6	2,816
General Hardware	24	41	38	46	+10.0	- 1.2	2,916
Industrial Supplies**	12	59	54	58	+20.4	+ 5.3	632
Plumbing and Heating Supplies	20	55	63	58	+10.1	+ 5.2	1,303
Paper and Its Products	8	59	56	64	+10.3	- 4.1	439
Tobacco and Its Products	6	93	98	97	+17.0	- 0.8	248
East South Central	127	57	56	61	+ 5.7	0.0	10,595
Dry Goods	12	34	35	36	+ 6.6	- 1.7	1,508
Electrical Goods	12	71	70	83	+34.6	+ 6.7	824
Groceries and Foods, except Farm Products	41	81	78	85	- 0.7	+ 2.2	2,000
General Hardware	15	47	47	53	+ 9.5	+ 0.2	3,456
Industrial Supplies**	8	67	56	60	+16.0	+ 2.9	392
Paper and Its Products	5	68	62	66	- 4.6	- 0.9	229
West South Central	229	64	64	68	+ 1.3	0.0	17,150
Automotive Supplies	8	69	71	67	+10.0	- 2.4	121
Drugs (with liquor department)	6	70	64	68	- 8.9	- 5.7	1,005
Dry Goods	12	36	36	39	- 2.3	- 3.3	3,129
Electrical Goods	24	83	74	89	+ 5.5	+ 5.4	1,329
Groceries and Foods, except Farm Products	114	85	90	92	+ 1.9	+ 1.2	5,418
General Hardware	16	55	54	62	+ 6.9	+ 2.0	2,172
Industrial Supplies**	5	60	68	68	+14.2	- 5.6	490
Machinery, Eqpt. & Supplies, except Elect	7	28	29	30	- 8.5	+ 2.1	1,103
Surgical Equipment and Supplies	5	50	48	47	- 3.0	- 1.5	128
Tobacco and Its Products	8	87	92	87	+ 9.1	+ 3.8	216
Mountain	105	74	75	79	+ 3.3	+ 4.1	6,817
Automotive Supplies	7	59	55	56	- 1.4	- 2.4	207
Drugs (without liquor department)	4	64	62	67	+ 2.4	- 0.8	257
Dry Goods	4	51	47	55	- 2.4	- 4.2	598
Electrical Goods	13	77	77	88	+24.5	- 2.8	772
Groceries and Foods, except Farm Products	32	91	96	101	- 8.4	+ 7.2	1,828
General Hardware	5	46	48	51	+ 9.5	+ 3.9	826
Plumbing and Heating Supplies	5	64	48	62	+26.6	+16.9	381
Tobacco and Its Products	5	112	125	112	+12.0	+ 2.2	186
Pacific	313	76	76	79	- 1.3	- 0.6	29,624
Automotive Supplies	49	62	59	61	+ 0.2	+ 1.0	936
Clothing and Furnishings, except Shoes	4	30	27	34	0.0	- 8.2	134
Shoes and Other Footwear	6	36	39	41	+ 5.2	0.0	243
Dry Goods	13	57	59	60	- 0.2	- 6.0	1,328
Electrical Goods	30	73	72	76	- 5.7	- 2.5	3,046
Dairy and Poultry Products	9	175	181	186	- 0.9	- 2.9	542
Fresh Fruits and Vegetables	7	128	111	113	- 0.5	- 4.6	188
Furniture and House Furnishings	9	55	55	57	+10.8	+ 3.5	978
Groceries and Foods, except Farm Products	49	104	106	108	- 7.6	+ 0.5	6,499
Meats and Meat Products	10	164	170	165	+ 8.9	- 1.0	685
Wines and Spirituous Liquors	5	93	91	93	+14.7	+ 4.7	718
General Hardware	20	51	50	56	- 1.1	- 0.3	6,156
Industrial Supplies**	11	53	53	58	+ 5.2	0.0	408
Plumbing and Heating Supplies	13	70	72	69	+ 6.8	+ 1.0	996
Lumber and Building Materials	14	68	67	67	+ 3.1	- 4.0	825
Machinery, Eqpt. & Supplies, except Elect	12	49	49	51	- 1.3	- 0.8	369
Surgical Equipment and Supplies	6	43	37	41	- 4.2	+ 3.0	206
Paper and Its Products	8	40	40	40	+ 2.1	+ 4.2	543
Tobacco and Its Products	12	110	108	116	- 0.2	+ 2.0	566

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

FOR IMMEDIATE RELEASE
August 28,1939

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

CURRENT STATISTICAL SERVICE

MANUFACTURERS' SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE

July 1939

Prepared monthly by the Bureau of the Census in cooperation with the National Association of Credit Men.

Sales of manufacturers during July 1939 increased 12.8 percent over July 1938 according to reports received from 1,620 manufacturers, it was announced today by Director William L. Austin, Bureau of the Census, Department of Commerce. As compared with June 1939, sales of these manufacturers decreased 7.6 percent, no adjustment being made for seasonal influences. A decrease of 2.1 percent was recorded between June and July 1938. The dollar volume of these firms during July 1939 amounted to 305 million dollars as compared with 271 million dollars in July 1938, and 330 million dollars during June 1939.

Increases in sales during July 1939 as compared with July last year were recorded for all of the major industry groups for which data are shown separately except petroleum products which decreased 6.6 percent. The greatest relative improvement was shown by the Iron and Steel and Their Products, Motor-Vehicle Parts, Machinery, and Non-Ferrous Metals groups with increases of 41 percent, 37.4 percent, 26 percent, and 22.4 percent, respectively. Substantial increases were recorded by other industry groups ranging from 18.3 percent for Forest Products to 3.2 percent for the Food and Kindred Products groups.

The rate of collections on accounts receivable increased slightly over July 1938, according to 1,393 manufacturers reporting these data. Collections during the month amounted to 81 percent of total accounts receivable outstanding on July 1, 1939. The comparable ratios were 80 percent for July 1938 and 85 percent for June 1939. Nine of the fifteen major industry groups shown separately recorded increased collection rates. The greatest relative improvement was recorded by the Printing, Publishing and Allied Industries group.

The total volume of accounts receivable outstanding on July 1, 1939 was 16.3 percent greater than on July 1, 1938, and 1.3 percent greater than on June 1, 1939. Iron and Steel and Their Products, Motor Vehicle Parts, Non-Ferrous Metals and Rubber Products, with increases of 39.6 percent, 29.5 percent, 27.3 percent, and 27.3 percent, respectively, recorded the most favorable improvement.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

MANUFACTURERS' SALES AND COLLECTIONS ON ACCOUNTS RECEIVABLE

JULY 1939

INDUSTRY	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change July 1939 from July 1938	Dollar Sales: Percent change July 1939 from June 1939	Dollar Sales: July 1939 (000's)	Number of firms reporting credit data	Collection Percentages*: July 1939	Collection Percentages*: July 1938	Collection Percentages*: June 1939	Total Accounts Receivable: Percent change July 1, 1939 from July 1, 1938	Total Accounts Receivable: Percent change July 1, 1939 from June 1, 1939	Total Accounts Receivable: As of July 1, 1939 (000's)
UNITED STATES	1,620	+12.0	- 7.6	$305,431	1,393	81	80	85	+16.3	+ 1.3	$340,892
Food and Kindred Products, total	408	+ 3.2	- 5.2	57,798	292	127	128	130	+ 5.9	- 1.7	42,845
Confectionery	205	+ 3.6	-11.6	11,156	117	118	114	117	- 1.7	-14.1	5,689
Flour, Cereals, and Other Grain Mill Products	27	-15.5	- 5.3	5,051	22	154	157	161	-13.1	- 4.0	3,111
Meat Packing	25	- 1.4	-10.5	9,866	23	184	177	193	- 4.8	- 2.7	5,627
Distilled Liquors	8	- 7.8	-20.0	1,259	7	77	73	75	+ 0.1	- 4.2	3,204
Malt Liquors	10	+11.7	+ 3.7	9,438	9	175	164	162	+ 9.6	- 2.4	5,390
Wine	24	- 2.8	- 9.6	1,073	20	57	55	62	+ 3.8	- 2.2	1,928
Other Food Products	109	+ 8.7	- 0.8	19,955	94	108	116	116	+17.9	+ 4.6	17,896
Textiles and Their Products, total	125	+12.1	-11.6	22,230	116	72	67	74	+ 8.6	- 4.6	33,095
Clothing, Men's, except Hats	32	+33.9	-23.8	3,269	29	61	58	58	+11.9	-18.8	7,356
Clothing, Women's, except Millinery	19	+15.1	-25.7	665	17	79	69	76	+ 2.8	-19.0	1,083
Knit Goods	12	+15.3	-21.0	1,696	12	71	69	71	+ 7.6	- 9.0	3,101
Other Textile Products	62	+ 8.2	- 6.9	16,600	58	76	69	81	+ 7.9	+ 3.1	21,555
Forest Products, total	67	+18.3	-10.8	4,187	63	69	64	74	+15.3	- 1.1	6,017
Furniture	36	+11.9	-10.9	2,124	33	59	58	65	+16.9	- 1.1	3,563
Lumber, Timber and Other Miscellaneous Forest Products	31	+25.6	-10.6	2,063	30	82	72	90	+13.0	- 1.1	2,454
Paper and Allied Products, total	98	+ 9.5	- 7.3	13,799	87	95	90	100	+ 7.8	+ 0.8	14,155
Paper, Writing, Books, Etc	23	+ 2.1	+ 1.6	1,755	16	71	68	74	+ 0.6	- 2.7	2,167
Paper, Boxes and Other Paper Products	59	+12.8	- 9.0	8,511	58	98	92	103	+10.6	+ 1.8	8,876
Wax Paper	16	+ 6.3	- 7.4	3,733	13	102	99	109	+ 5.6	+ 0.4	3,112
Printing, Publishing and Allied Industries	63	+ 5.8	-10.9	2,264	57	71	64	75	+ 3.5	- 5.7	3,772
Chemicals and Allied Products, total	122	+10.1	-12.8	13,080	110	68	68	73	+ 9.3	- 3.6	21,367
Paints and Varnishes	65	+12.8	-20.7	3,764	60	57	55	62	+ 8.9	- 5.1	9,374
Pharmaceuticals and Proprietary Medicines	17	+ 0.7	-12.8	1,189	15	61	65	65	+11.7	- 2.0	2,083
Other Chemical Products	40	+10.3	- 8.6	8,127	35	80	81	86	+ 9.1	- 2.6	9,910
Petroleum	19	- 6.6	- 1.1	41,095	16	111	113	109	+ 0.3	- 2.6	24,719
Rubber Products	14	+ 4.6	- 9.7	3,192	13	64	68	62	+27.3	+ 1.0	5,555
Leather and Its Products, total	105	+13.3	+ 4.4	23,929	91	54	56	59	+13.5	- 4.7	35,328
Boots and Shoes	41	+17.7	+14.3	17,271	37	46	50	53	+14.5	- 8.7	27,709
Leather: Tanned, Curried, and Finished	39	- 1.0	-15.4	5,756	34	84	78	88	+ 8.2	+16.8	6,573
Other Leather Products	25	+44.6	-11.2	902	20	78	78	86	+23.2	- 3.5	1,046
Stone, Clay, and Glass Products	60	+17.9	- 9.6	10,525	58	84	82	87	+15.5	+ 3.6	12,863
Iron and Steel and Their Products, total	161	+41.0	- 7.2	43,833	150	77	75	83	+39.6	+10.7	59,515
Hardware	17	- 2.8	-12.6	2,458	16	70	74	74	+32.2	+ 4.5	3,461
Stoves, Ranges, Steam Heating Apparatus	26	+17.3	+ 0.7	2,828	26	65	57	65	+ 9.7	+ 2.7	4,143
Other Iron and Steel Products	118	+47.4	- 7.3	38,567	108	78	77	85	+43.2	+11.8	51,911
Nonferrous Metals and Their Products, total	57	+22.4	-24.7	7,832	55	65	64	72	+27.3	+ 7.5	13,833
Jewelry and Jewelers' Supplies	30	+19.4	-36.7	3,100	29	59	61	61	+38.3	+15.6	7,179
Other Nonferrous Metals	27	+24.4	-13.9	4,732	26	70	66	83	+17.3	0.0	6,654
Machinery, Not Including Transportation Equipment, total	204	+26.0	-10.8	46,103	180	66	62	71	+20.5	+ 4.0	46,168
Electrical Machinery, Apparatus, and Supplies	92	+26.2	-10.5	31,296	79	71	68	77	+25.9	+ 3.5	27,012
Other Machinery, Apparatus, and Supplies	112	+25.6	-11.3	14,807	101	60	55	62	+13.7	+ 4.8	19,156
Motor-Vehicle Parts	41	+37.4	-16.8	4,384	38	83	77	85	+29.5	+ 5.2	5,656
Miscellaneous Industries	76	+ 8.1	-13.6	11,180	67	73	74	74	+21.8	+ 6.3	16,024

** Collection percentages are obtained by dividing collections by accounts receivable for an identical group of firms.*

Immediate release - September 28, 1939

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

WHOLESALE TRADE - August 1939

(Prepared monthly, in cooperation with the National Association of Credit Men)

August sales of 2,856 wholesalers representing all parts of the country increased 6.9 percent over the same month a year ago, it was announced today by Director William L. Austin, Bureau of the Census, in connection with a monthly joint study of the National Association of Credit Men and the Bureau of the Census. Dollar sales of these wholesalers during the month of August - without adjustments for number of trading days or for seasonal variation - were up 12.6 percent over July. Sales of the 2,856 wholesalers for the month amounted to $216,765,000.

It has been possible in this issue for the first time, due to cooperation of the trades, to present data separately for the following classes of grocery wholesalers: Full-line jobbers not sponsoring voluntary groups; Voluntary-group wholesalers; Retailer cooperative warehouses; and Grocery wholesalers handling specialty lines. It is interesting to note that when August of this year is compared with July and also with August a year ago, full-line jobbers not sponsoring groups and voluntary-group wholesalers show the largest gains. Data for the various classes of grocery wholesalers are shown separately in the summary tables only and not by geographic divisions.

Twenty-nine of the 33 lines of trade for which data are shown separately in the following tables recorded increases over August a year ago, while 4 showed decreases. Trades with the largest gains are: Metals (25.1%); Optical Goods (23.7%); Lumber and Building Materials (20.2%); Electrical Goods (20%); and Furniture and House Furnishings (19.9%). Leather and Shoe Findings were off 8.9 percent; Wines and Spirituous Liquors, 6.6 percent; and Dairy and Poultry Products, 6.1 percent.

The cost value of stocks on hand at the end of August for 1,705 wholesalers remained about the same as at the beginning of the month (+0.2%), and was 0.8 percent above August of 1938. August is the first month of 1939 that the dollar value of inventories showed an increase over the corresponding month of 1938.

Collections on accounts receivable for 2,406 wholesalers were on a par with a year ago - 72 percent of the outstandings at the beginning of August, both in 1939 and in 1938, were collected during the month. August is the tenth consecutive month during which the collection rate on accounts receivable at the beginning of the month has equalled or exceeded that for the corresponding month of the previous year.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions.

C-53291

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

AUGUST - - - - - 1939

KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Aug. 1939 from Aug. 1938	Percent change Aug. 1939 from July 1939	August 1939 ($000's)	Number of firms reporting stocks	Percent change Aug. 1939 from Aug. 1938	Percent change Aug. 1939 from July 1939	August 31, 1939 ($000's)	August 1939	August 1938	July 1939
UNITED STATES	2,858	+ 6.9	+12.6	$216,765	1,765	+ 0.8	+ 0.2	$221,939	164	174	184
Automotive Supplies	195	+ 9.9	+17.5	3,458	78	- 4.5	+ 0.5	3,297	231	257	247
Chemicals (Industrial)	13	+ 7.2	+ 7.6	658	8	+ 3.2	+ 1.5	544	116	120	122
Paints and Varnishes	34	+ 4.0	+14.8	575	13	- 2.2	- 4.8	787	214	225	265
Clothing and Furnishings, except Shoes	48	+14.7	+113.6	2,971	26	+ 4.6	+ 7.5	1,253	161	177	328
Shoes and Other Footwear	40	- 2.7	+30.4	14,250	23	- 8.2	-14.6	6,690	105	105	151
Coal	11	+17.4	+17.1	2,345	**	**	**	**	**	**	**
Drugs and Drug Sundries##	129	+ 2.2	+ 8.7	19,539	100	- 0.8	+ 0.4	32,063	208	216	228
Without Liquor Department	86	+ 1.5	+ 8.7	9,740	60	- 1.4	+ 1.8	12,679	189	196	205
With Liquor Department	43	+ 2.8	+ 8.8	9,799	40	- 0.4	- 0.5	19,384	223	232	245
Dry Goods	121	+ 9.0	+55.7	14,870	72	+ 1.1	+ 0.8	23,130	207	222	332
Electrical Goods	350	+20.0	- 1.5	18,077	297	+13.5	- 1.5	20,782	123	130	122
Dairy and Poultry Products	18	- 6.1	+ 6.6	1,493	12	- 9.0	- 1.8	772	73	78	78
Fresh Fruits and Vegetables	75	+ 0.5	- 6.7	2,311	33	+ 5.5	- 4.2	660	37	36	37
Farm Supplies	8	+13.5	+32.5	253	**	**	**	**	**	**	**
Furniture and House Furnishings	55	+19.9	+27.7	3,444	29	+18.3	+ 5.5	5,666	238	252	299
Groceries and Foods, except Farm Products	701	+ 2.6	+ 8.5	51,285	393	- 0.3	+ 2.1	39,235	135	139	145
Full-line Wholesalers 1/	337	+ 4.4	+ 8.6	20,221	172	+ 0.9	+ 1.5	16,893	148	154	160
Voluntary-group wholesalers	165	+ 2.1	+ 9.8	20,494	124	- 1.7	+ 2.9	16,603	137	141	146
Retailer-cooperative Warehouses	21	+ 1.3	+ 6.9	4,002	11	- 0.4	- 1.0	2,672	107	112	121
Specialty Lines	158	0.0	+ 5.3	6,568	86	+ 0.6	+ 3.5	3,067	101	100	102
Meats and Meat Products	67	+10.2	- 5.9	12,327	44	+ 9.4	- 9.1	1,542	43	44	55
Beer	24	+ 3.2	- 5.2	325	20	+ 4.7	+11.7	67	28	27	24
Wines and Spirituous Liquors	24	- 6.6	+ 6.1	2,765	17	- 4.4	- 3.3	4,748	183	178	201
Tobacco Products	435	+10.9	+10.6	30,998	272	+ 0.1	- 0.1	53,686	251	278	274
Total Hardware Group	156	+ 7.4	+ 9.8	19,880	97	+ 0.7	+ 0.1	40,809	277	297	299
General Hardware	21	+ 2.9	- 0.1	1,118	17	- 5.2	+ 0.9	1,659	253	253	256
Heavy Hardware	131	+20.8	+ 8.9	4,906	80	+ 0.3	- 0.4	6,979	221	266	242
Industrial Supplies*	127	+18.6	+18.6	5,094	78	- 3.2	- 1.0	4,239	150	185	181
Plumbing and Heating Supplies	41	+ 8.8	+89.5	1,527	23	- 0.3	+ 5.3	2,783	335	372	680
Jewelry	9	+23.7	+10.6	94	4	+12.9	+12.9	70	163	194	155
Optical Goods	38	+20.2	+16.2	2,085	24	- 1.8	- 3.8	2,055	143	179	175
Lumber and Building Materials	56	+ 9.2	+ 6.3	1,912	29	-12.3	- 2.3	5,365	255	323	275
Machinery, Eqpt., & Supplies, except Elect.	55	+17.6	+10.0	762	20	+ 5.0	+ 1.5	951	175	198	191
Surgical Equipment and Supplies	18	+25.1	+12.8	2,096	13	- 0.9	- 0.4	3,726	203	256	232
Metals	90	+ 5.1	+20.4	4,385	42	- 4.0	- 1.2	2,605	148	164	187
Paper and Its Products	11	+10.0	+14.5	5,025	7	+ 0.1	+ 3.6	1,318	55	52	54
Petroleum	129	+ 6.9	+ 7.5	11,713	31	+ 2.9	+ 1.5	2,017	49	51	50
Tobacco and Its Products	10	- 8.9	+ 2.5	247	**	**	**	**	**	**	**
Leather and Shoe Findings	41	+ 2.4	+28.3	4,957	35	- 0.2	+11.9	8,166	134	141	150
Miscellaneous											

* This heading also includes distributors of mill, mine and steam supplies.

** Insufficient data to show separately.

\# These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

Total Sales, including liquors, wines, etc.

1/ Not affiliated with voluntary or cooperative groups.

3-33281

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

AUGUST - 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		August 1939	August 1938	July 1939	Percent change August 1939 from August 1938	Percent change August 1939 from July 1939	As of Aug. 1, 1939 (000's)
UNITED STATES	2,406	72	71	72	+ 4.8	+ 0.4	$224,688
Automotive Supplies	152	63	62	65	+ 0.5	- 1.7	3,202
Chemicals (Industrial)	12	60	54	58	+ 4.5	- 0.5	1,005
Paints and Varnishes	31	41	41	41	+ 1.4	- 5.8	1,211
Clothing and Furnishings, except Shoes	43	33	40	40	+13.4	+16.5	3,419
Shoes and Other Footwear	36	41	42	45	+ 5.1	+15.6	9,918
Coal	11	75	65	69	-10.0	+ 5.5	2,903
Drugs and Drug Sundries	118	72	72	68	+ 0.3	- 1.6	23,357
Without Liquor Department	77	71	71	69	+ 2.1	- 1.1	11,089
With Liquor Department	41	73	72	68	- 1.3	- 2.1	12,268
Dry Goods	110	44	44	44	+ 5.5	+ 2.2	20,836
Electrical Goods	317	70	69	72	+19.6	- 2.5	23,586
Dairy and Poultry Products	17	163	181	153	+ 6.8	+ 9.4	789
Fresh Fruits and Vegetables	58	150	149	148	+ 4.1	- 4.5	1,134
Furniture and House Furnishings	45	54	53	54	+16.7	+ 0.5	5,297
Groceries and Foods, except Farm Products	557	99	98	95	- 1.8	- 0.5	38,745
Full-line Wholesalers	263	90	89	87	+ 1.0	+ 1.0	15,695
Voluntary-group Wholesalers	158	104	100	97	- 5.3	- 2.7	16,944
Retailer-cooperative Warehouses	17	157	169	162	+ 8.9	+ 8.1	1,595
Specialty Lines	119	95	96	91	- 0.5	+ 0.1	4,511
Meats and Meat Products	57	172	164	185	+ 4.2	- 0.8	6,861
Beer	12	112	125	117	+ 7.8	+ 2.5	83
Wines and Spirituous Liquors	20	103	100	93	-13.2	- 4.0	2,441
Total Hardware Group	399	54	52	55	+ 8.0	+ 0.5	47,452
General Hardware	143	51	49	52	+ 5.3	- 0.1	33,269
Heavy Hardware	20	67	72	69	+12.7	+ 2.3	1,156
Industrial Supplies**	113	63	58	61	+15.3	+ 3.2	5,695
Plumbing and Heating Supplies	123	56	57	57	+15.2	+ 0.9	7,332
Jewelry	33	22	22	27	+ 9.5	-14.2	3,185
Optical Goods	8	56	51	56	+14.4	+ 4.7	111
Lumber and Building Materials	37	63	61	60	+16.7	- 1.3	2,845
Machinery, Eqpt. & Supplies, except Elect.	45	50	46	53	+ 5.0	+ 0.8	2,981
Surgical Equipment and Supplies	34	46	44	45	+ 6.4	+ 1.0	1,374
Metals	17	82	72	78	+15.1	- 0.6	2,376
Paper and Its Products	77	55	54	57	+ 2.0	- 0.6	5,744
Petroleum	9	95	94	97	- 6.9	+ 7.7	2,839
Tobacco and Its Products	101	125	121	123	+ 2.1	+ 3.6	6,239
Leather and Shoe Findings	8	39	39	37	+ 1.7	- 2.6	413
Miscellaneous	42	101	93	82	- 6.1	- 4.4	4,345

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS AUGUST - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratios		
	Number of firms reporting sales	Percent change August 1939 from August 1938	Percent change August 1939 from July 1939	August 1939 (000's)	Number of firms reporting stocks	Percent change August 1939 from August 1938	Percent change August 1939 from July 1939	August 31, 1939 (000's)	August 1939	August 1938	July 1939
New England	167	+11.3	+16.9	$11,778	103	- 2.4	+ 1.9	$ 8,811	138	157	148
Automotive Supplies	4	0.0	+ 6.9	31	**	**	**	**	**	**	**
Drugs (without liquor department)	5	+ 0.2	+ 3.4	462	5	+ 4.2	+ 4.7	890	193	185	190
Electrical Goods	33	+15.5	+ 2.7	1,305	28	+11.5	- 3.0	1,568	125	129	131
Groceries and Foods, except Farm Products	31	+12.6	+15.2	2,384	17	-15.3	+ 3.9	827	117	145	123
General Hardware	4	+ 3.1	- 8.3	133	**	**	**	**	**	**	**
Industrial Supplies*	15	+17.4	+14.6	364	10	- 5.6	- 3.1	786	265	333	317
Plumbing and Heating Supplies	10	+23.8	+17.2	286	5	- 2.3	+ 0.3	385	218	274	248
Paper and Its Products	6	+ 9.8	+21.1	201	4	+ 1.2	- 0.6	174	123	134	150
Tobacco and Its Products	14	+17.0	+20.9	2,105	**	**	**	**	**	**	**
Middle Atlantic	625	+ 5.2	+13.2	48,870	343	+ 1.2	+ 1.9	39,269	147	152	163
Automotive Supplies	30	+ 0.2	+ 1.1	641	14	- 4.3	- 1.0	868	274	316	256
Paints and Varnishes	6	+ 7.7	+ 7.7	56	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	20	+13.3	+118.0	2,058	9	- 5.2	+16.6	568	185	224	318
Shoes and Other Footwear	10	+ 6.2	+98.7	1,049	4	- 0.6	-19.4	1,240	149	157	373
Drugs (without liquor department)	14	- 1.7	+ 0.5	2,472	11	+ 1.7	+ 1.2	2,163	153	150	154
Drugs (with liquor department	5	+ 2.9	+ 4.0	1,192	5	+ 1.1	- 4.7	2,221	186	190	203
Dry Goods	47	+10.7	+30.1	3,319	24	+ 3.0	+ 3.0	4,206	258	282	338
Electrical Goods	72	+12.3	+ 0.6	3,439	60	+17.2	- 0.2	3,883	121	115	122
Fresh Fruits and Vegetables	13	+ 2.4	- 9.2	345	9	- 7.0	0.0	40	13	15	13
Furniture and House Furnishings	12	+22.8	+56.5	468	9	+37.0	+ 7.3	848	212	193	328
Groceries and Foods, except Farm Products	110	- 1.5	+ 5.2	11,367	44	+ 5.3	+ 8.8	6,163	113	109	112
Meats and Meat Products	18	+ 6.0	+ 0.8	4,029	13	- 0.8	- 8.2	247	31	35	38
Beer	7	- 4.6	- 8.8	125	4	+ 8.3	+44.4	13	24	19	15
Wines and Spirituous Liquors	4	-27.0	- 2.2	1,137	**	**	**	**	**	**	**
General Hardware	32	+ 7.9	+ 9.9	1,683	14	+ 2.0	+ 1.7	2,626	331	362	350
Heavy Hardware	7	+10.7	+ 6.4	383	6	- 5.0	+ 2.0	930	252	296	264
Industrial Supplies*	38	+24.6	+13.4	1,372	24	- 1.7	+ 2.2	1,868	184	240	203
Plumbing and Heating Supplies	50	+16.5	+26.2	1,529	33	- 7.4	- 1.6	1,447	125	159	160
Jewelry	14	+13.4	+80.4	424	10	- 6.2	+ 3.7	1,413	412	474	736
Optical Goods	4	+22.7	+ 8.0	54	**	**	**	**	**	**	**
Lumber and Building Materials	9	+14.9	+15.8	432	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Electrical	6	+18.4	+21.6	45	**	**	**	**	**	**	**
Surgical Equipment and Supplies	6	+20.3	+21.8	95	**	**	**	**	**	**	**
Paper and Its Products	29	+ 5.0	+16.5	1,348	12	- 2.6	- 0.5	559	101	108	120
Petroleum	5	+19.1	+19.6	2,952	**	**	**	**	**	**	**
Tobacco and Its Products	37	+ 7.2	+ 4.1	2,235	13	- 8.9	- 2.0	544	49	58	52
East North Central	536	+ 9.4	+10.2	36,028	329	+ 1.9	+ 0.4	39,979	160	173	175
Automotive Supplies	47	+11.7	+13.6	619	23	- 3.0	+ 0.3	907	228	272	264
Chemicals (Industrial)	5	+17.0	+ 3.6	289	**	**	**	**	**	**	**
Paints and Varnishes	12	+ 5.4	+11.3	216	4	- 8.9	-11.8	225	148	169	192
Clothing and Furnishings, except Shoes	11	+30.3	+68.0	494	7	+22.7	- 4.3	330	145	148	325
Coal	5	+21.6	+31.7	574	**	**	**	**	**	**	**
Drugs (without liquor department)	16	+ 4.6	+10.4	1,897	9	- 2.3	+ 2.5	1,830	164	181	176
Drugs (with liquor department)	4	+ 7.2	+10.5	861	4	+ 6.9	- 0.7	1,563	182	182	202
Dry Goods	7	+12.0	+55.5	577	5	+ 3.1	+ 9.5	1,331	242	262	350
Electrical Goods	59	+26.8	- 0.5	3,609	50	+20.1	- 4.0	4,300	127	134	132
Fresh Fruits and Vegetables	17	- 1.8	-19.5	488	13	- 2.3	- 3.4	171	48	48	44
Furniture and House Furnishings	5	+26.9	+33.3	288	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	109	+ 3.0	+ 7.5	9,347	57	- 6.5	- 0.2	6,744	121	133	132

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS AUGUST - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change August 1939 from August 1938	Dollar Sales: Percent change August 1939 from July 1939	Dollar Sales: August 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change August 1939 from August 1938	End of Month Inventories (Cost): Percent change August 1939 from July 1939	End of Month Inventories (Cost): August 31, 1939 (000's)	Stock-Sales Ratio#: August 1939	Stock-Sales Ratio#: August 1938	Stock-Sales Ratio#: July 1939
East North Central (Continued)											
Meats and Meat Products	18	+ 7.4	+12.8	1,427	17	+30.2	+ 5.6	582	44	37	47
Beer	10	+ 6.7	- 1.4	143	10	+18.2	+ 2.6	39	27	25	26
Wines and Spirituous Liquors	5	-14.5	+39.3	124	4	-13.2	+ 0.7	282	229	227	318
General Hardware	22	+ 8.3	+ 4.2	4,815	19	+ 3.2	+ 0.6	12,315	266	279	277
Industrial Supplies*	25	+30.1	+14.0	886	15	- 3.6	- 0.5	1,279	217	298	254
Plumbing and Heating Supplies	18	+27.3	+22.5	854	10	+ 0.5	- 1.8	842	237	284	278
Jewelry	15	+ 4.4	+91.3	767	8	+ 8.9	+ 6.4	970	266	274	585
Lumber and Building Materials	8	+36.3	+22.2	529	6	-12.8	- 7.2	437	108	167	152
Machinery, Eqpt. & Supplies, except Electrical	10	+12.2	+11.0	312	7	- 5.0	- 2.4	326	157	181	169
Surgical Equipment and Supplies	8	+19.7	+10.0	285	6	+ 3.1	0.0	298	125	147	137
Metals	8	+24.2	+20.1	585	6	- 4.6	- 2.8	1,162	218	281	267
Paper and Its Products	21	+ 5.4	+18.3	1,534	11	- 4.6	- 2.2	703	162	182	188
Tobacco and Its Products	49	+ 7.0	+ 4.9	3,732	20	+12.0	+ 5.4	905	47	46	47
West North Central	328	+ 4.9	+ 7.1	35,070	222	- 0.1	- 1.9	44,271	170	175	196
Automotive Supplies	18	+ 0.7	+12.5	404	5	- 6.7	+ 6.9	293	233	268	240
Clothing and Furnishings, except Shoes	6	- 8.6	+231.1	149	**	**	**	**	**	**	**
Shoes and Other Footwear	5	-14.4	- 5.5	3,388	**	**	**	**	**	**	**
Drugs (without liquor department)	11	+ 3.5	+ 9.7	1,116	10	- 0.3	+ 3.0	1,727	215	223	237
Drugs (with liquor department)	7	+ 1.7	+11.7	1,361	7	- 4.1	+ 2.6	2,791	205	218	223
Dry Goods	10	+ 5.5	+55.2	4,946	9	+ 1.9	- 1.1	9,157	189	195	296
Electrical Goods	39	+18.7	- 3.8	1,901	37	+ 9.8	- 1.9	2,116	116	126	112
Fresh Fruits and Vegetables	12	- 6.4	- 8.2	380	10	+ 5.2	+ 3.4	121	40	35	35
Furniture and House Furnishings	10	+30.9	+26.6	1,134	8	+24.9	+ 7.3	3,114	282	294	330
Groceries and Foods, except Farm Products	95	+ 4.6	+14.2	7,080	66	- 0.2	- 0.4	8,965	158	164	181
General Hardware	13	+10.3	+ 6.9	3,790	12	- 2.9	- 3.1	9,133	249	282	275
Heavy Hardware	6	-12.1	- 8.4	217	5	-16.8	- 3.2	242	138	147	126
Industrial Supplies*	14	+11.5	+ 4.4	524	8	+ 5.8	- 0.8	659	213	197	194
Plumbing and Heating Supplies	10	+18.8	+17.6	607	4	-15.4	- 3.7	313	150	177	166
Jewelry	5	- 2.6	+103.6	112	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Electrical	6	+ 7.1	0.0	105	**	**	**	**	**	**	**
Paper and Its Products	7	- 6.5	+ 9.4	174	**	**	**	**	**	**	**
Tobacco and Its Products	13	- 2.1	+ 0.7	709	6	+ 0.7	- 8.0	150	38	36	42
South Atlantic	336	+ 7.8	+17.8	19,245	183	+ 7.0	+ 1.7	19,168	154	157	178
Automotive Supplies	13	- 0.8	+ 9.2	262	**	**	**	**	**	**	**
Paints and Varnishes	4	- 3.2	+17.9	92	**	**	**	**	**	**	**
Shoes and Other Footwear	6	+ 1.7	+81.9	1,803	4	+11.8	- 4.8	1,777	105	95	199
Drugs (without liquor department)	13	+ 3.2	+11.9	1,053	6	+ 0.3	+ 0.7	928	187	194	212
Drugs (with liquor department)	5	+ 4.9	+ 6.4	820	5	+ 3.1	- 0.1	2,295	280	285	298
Dry Goods	14	+15.2	+70.8	1,146	8	- 4.2	+ 4.8	1,258	223	274	368
Electrical Goods	48	+27.2	- 2.3	2,316	41	+28.8	+ 0.6	2,778	125	124	122
Fresh Fruits and Vegetables	12	- 2.2	+ 0.6	356	5	- 8.3	+ 7.3	44	33	37	28
Furniture and House Furnishings	5	+11.5	+38.1	214	**	**	**	**	**	**	**
Meats and Meat Products	6	+ 1.8	+17.7	226	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	100	+ 3.8	+10.8	4,500	42	+ 6.4	+ 5.2	2,999	142	139	151
General Hardware	29	+ 8.7	+25.8	1,871	16	+ 4.1	+ 3.6	3,172	324	341	388
Industrial Supplies*	15	+ 6.9	+16.7	448	9	+ 2.4	+ 1.4	733	200	209	228
Plumbing and Heating Supplies	20	+14.0	+13.3	824	18	+ 4.5	- 2.4	813	140	159	159
Surgical Equipment and Supplies	5	+22.7	+10.2	119	4	+ 6.8	+ 2.5	205	193	218	206
Paper and Its Products	10	- 2.2	-10.3	595	5	- 7.3	0.0	566	188	206	226
Tobacco and Its Products	13	+ 9.4	+10.5	759	**	**	**	**	**	**	**

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS AUGUST - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change August 1939 from August 1938	Percent change August 1939 from July 1939	August 1939 (000's)	Number of firms reporting stocks	Percent change August 1939 from August 1938	Percent change August 1939 from July 1939	August 31, 1939 (000's)	August 1939	August 1938	July 1939
East South Central	154	+ 6.0	+15.1	$ 9,074	88	+ 1.2	+ 2.3	$10,770	182	194	207
Automotive Supplies	4	- 9.8	+ 8.8	37	**	**	**	**	**	**	**
Drugs (without liquor department)	11	+ 5.5	+15.5	1,044	7	- 1.5	- 0.4	1,592	190	205	223
Dry Goods	12	+13.8	+96.7	1,066	8	+ 1.1	+ 9.6	1,659	188	218	359
Electrical Goods	16	+25.5	-15.7	635	12	+13.4	- 2.8	721	131	143	110
Groceries and Foods, except Farm Products	46	+ 4.4	+ 9.9	2,053	21	+ 4.1	- 0.2	1,424	133	132	146
General Hardware	16	+ 3.9	+ 8.1	2,072	9	- 2.5	+ 3.1	2,868	255	286	273
Industrial Supplies*	7	+18.4	+ 3.8	193	**	**	**	**	**	**	**
West South Central	258	+ 7.0	+13.2	17,297	176	+ 0.5	+ 0.7	22,546	186	198	214
Automotive Supplies	9	- 0.9	+ 7.8	110	8	- 7.5	+ 1.7	184	174	186	185
Drugs (without liquor department)	6	- 1.2	+ 9.4	591	4	+ 1.7	+ 1.0	1,181	227	222	250
Drugs (with liquor department)	11	- 1.3	+ 9.0	1,483	10	- 1.2	+ 1.5	4,058	281	281	301
Dry Goods	11	+ 6.0	+96.0	2,164	10	+ 2.6	- 1.9	3,850	194	202	396
Electrical Goods	34	+26.4	-10.0	1,603	26	+14.8	- 4.4	1,462	101	113	96
Groceries and Foods, except Farm Products	125	+ 3.7	+ 8.6	7,123	87	+ 2.5	+ 3.7	6,364	140	141	148
General Hardware	18	+13.9	+13.2	1,396	10	+ 1.8	+ 4.5	2,392	278	314	291
Industrial Supplies*	5	+27.5	- 2.3	852	4	+ 7.0	- 5.2	988	263	318	271
Machinery, Eqpt. & Supplies, except Electrical	7	+10.8	+11.1	452	4	-18.8	- 2.8	1,700	427	566	487
Surgical Equipment and Supplies	4	+28.6	+12.5	54	**	**	**	**	**	**	**
Tobacco and Its Products	8	- 3.6	+ 1.8	344	**	**	**	**	**	**	**
Mountain	126	+ 4.8	+ 8.0	7,805	89	- 1.3	+ 0.3	9,006	160	172	170
Automotive Supplies	13	- 2.7	- 2.2	219	5	+ 1.1	0.0	270	235	238	216
Drugs (without liquor department)	6	- 2.2	+14.0	358	5	+ 2.9	+ 3.9	573	202	192	223
Dry Goods	4	+12.5	+47.4	432	**	**	**	**	**	**	**
Electrical Goods	15	+17.4	- 5.9	655	12	+ 6.8	+ 4.3	711	117	130	105
Fresh Fruits and Vegetables	5	+ 4.9	+18.5	64	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	40	+ 2.1	+ 7.1	2,575	34	- 2.9	+ 3.4	3,046	147	155	152
Meats and Meat Products	4	+ 1.5	+ 7.3	132	**	**	**	**	**	**	**
General Hardware	8	- 1.8	+ 7.9	897	6	- 6.4	+ 0.7	1,323	254	263	254
Tobacco and Its Products	5	+ 4.7	+ 2.9	355	**	**	**	**	**	**	**
Pacific	325	+ 8.5	+14.0	25,362	172	- 1.8	- 1.7	28,019	185	205	212
Automotive Supplies	57	+29.1	+45.3	1,135	16	- 7.3	- 0.5	647	214	230	259
Shoes and Other Footwear	7	+ 7.8	+56.6	249	5	- 1.3	- 6.0	393	166	183	277
Drugs (without liquor department)	4	- 0.9	+21.1	747	**	**	**	**	**	**	**
Drugs (with liquor department)	6	+ 5.8	+10.0	3,076	5	- 2.2	- 1.9	5,272	218	237	246
Dry Goods	13	+12.8	+48.4	1,181	6	-11.3	- 7.1	759	198	232	304
Electrical Goods	34	+15.3	+ 6.6	2,614	31	- 4.0	- 0.3	3,243	133	161	140
Dairy and Poultry Products	9	- 5.4	+ 5.3	860	7	- 2.8	+ 4.2	494	71	71	69
Fresh Fruits and Vegetables	9	+10.9	+14.8	396	6	+20.3	- 8.3	255	70	68	86
Furniture and House Furnishings	9	+10.7	+12.0	654	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	45	+ 1.7	+ 5.5	4,856	25	- 3.8	- 5.6	2,703	143	148	156
Wines and Spirituous Liquors	6	+21.6	+ 8.3	969	**	**	**	**	**	**	**
General Hardware	16	+ 4.6	+15.3	3,223	9	+ 1.9	- 1.4	6,487	310	317	359
Industrial Supplies*	10	+ 6.7	+ 2.7	190	6	+ 5.5	- 0.3	508	280	304	309
Plumbing and Heating Supplies	13	+14.5	+ 5.8	710	5	+ 4.4	+ 8.0	189	129	152	151
Lumber and Building Materials	11	+16.2	+15.8	352	8	- 2.8	- 0.8	379	166	220	174
Machinery, Eqpt. & Supplies, except Electrical	15	+ 1.3	- 6.3	312	5	+ 2.2	+ 2.8	366	389	381	330
Surgical Equipment and Supplies	4	- 5.0	- 6.6	57	**	**	**	**	**	**	**
Paper and Its Products	9	+13.4	+69.3	364	5	- 2.3	- 1.5	519	170	201	329
Tobacco and Its Products	18	+ 1.6	+ 7.3	1,377	4	+ 2.9	+ 3.3	216	74	83	74

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
AUGUST 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		August 1939	August 1938	July 1939	Percent change August 1939 from August 1938	Percent change August 1939 from July 1939	As of Aug. 1, 1939 (000's)
New England	146	73	67	70	- 2.5	- 2.4	$12,947
Drugs (without liquor department)	5	59	57	59	- 3.8	0.0	742
Electrical Goods	30	75	73	73	+22.2	- 4.4	1,717
Groceries and Foods, except Farm Products	25	91	75	83	-17.1	- 5.0	2,125
Industrial Supplies**	13	60	54	58	+17.0	- 0.6	524
Plumbing and Heating Supplies	9	47	41	45	+ 1.0	- 2.4	410
Paper and Its Products	5	65	65	64	+ 0.7	- 0.4	277
Tobacco and Its Products	10	123	128	144	+ 8.0	+19.6	1,174
Middle Atlantic	528	78	78	76	+ 3.7	- 1.7	48,677
Automotive Supplies	26	48	49	50	+ 7.0	- 2.2	790
Paints and Varnishes	5	38	43	43	-11.4	- 8.2	101
Clothing and Furnishings, except Shoes	18	39	46	46	+ 5.7	+13.7	2,072
Shoes and Other Footwear	10	33	35	38	+11.7	+ 2.7	1,691
Drugs (without liquor department)	13	64	63	63	+ 0.4	+ 0.4	2,940
Drugs (with liquor department)	5	64	66	59	+ 0.2	- 1.4	1,951
Dry Goods	42	48	47	50	+14.3	+ 0.3	4,843
Electrical Goods	69	75	73	79	+12.3	- 6.9	4,305
Fresh Fruits and Vegetables	9	201	192	184	+ 7.6	- 7.2	142
Furniture and House Furnishings	9	46	52	54	+26.0	+ 8.8	751
Groceries and Foods, except Farm Products	86	100	100	95	+ 0.7	- 4.0	9,131
Meats and Meat Products	15	164	152	159	- 1.1	- 7.0	2,352
Wines and Spirituous Liquors	4	112	106	95	-30.8	- 8.7	1,075
General Hardware	27	44	44	45	+ 5.5	- 5.7	2,995
Heavy Hardware	7	59	64	65	+20.8	- 4.3	540
Industrial Supplies**	32	69	60	64	+12.1	+ 1.9	1,645
Plumbing and Heating Supplies	48	52	51	52	+14.2	+ 2.0	2,342
Jewelry	10	19	19	19	+ 3.7	- 7.6	583
Lumber and Building Materials	9	56	49	50	+ 4.1	- 2.6	666
Surgical Equipment and Supplies	6	29	29	28	+ 8.7	+ 1.2	251
Metals	4	83	74	81	+15.5	+ 0.1	1,320
Paper and Its Products	22	57	58	60	+ 8.8	+ 3.2	1,588
Tobacco and Its Products	22	127	123	126	+ 1.2	+ 0.1	1,399
East North Central	440	72	70	71	+ 7.3	- 2.1	39,239
Automotive Supplies	41	72	64	70	+ 3.2	- 1.9	608
Chemicals (Industrial)	4	95	81	96	+10.2	+ 2.0	259
Paints and Varnishes	11	33	34	34	+ 5.8	- 7.4	548
Coal	5	88	76	73	+ 6.0	+22.4	585
Drugs (without liquor department)	14	79	78	78	+ 4.0	- 0.5	1,749
Dry Goods	7	47	42	45	- 3.6	- 7.9	910
Electrical Goods	52	68	64	67	+25.8	- 6.0	4,927
Fresh Fruits and Vegetables	11	134	127	121	+ 0.8	- 8.7	241
Furniture and House Furnishings	5	54	44	55	+19.6	+ 6.8	489
Groceries and Foods, except Farm Products	83	103	101	101	- 1.5	+ 0.8	7,015
Meats and Meat Products	15	134	119	135	- 5.8	+ 2.4	782
General Hardware	21	55	52	58	+ 6.3	- 2.7	7,980
Industrial Supplies**	22	63	62	64	+27.8	+ 2.3	1,048
Plumbing and Heating Supplies	17	58	60	59	+22.8	+ 3.6	1,159
Jewelry	13	25	24	32	+11.6	-17.8	1,677
Lumber and Building Materials	8	69	61	66	+16.2	- 5.3	645
Machinery, Eqpt. & Supplies, except Electrical	9	65	61	92	+29.6	+ 8.8	385
Surgical Equipment and Supplies	7	63	58	53	+ 8.0	- 1.0	380
Metals	7	87	70	80	- 3.9	- 4.8	561
Paper and Its Products	21	51	48	53	0.0	- 4.5	2,488
Tobacco and Its Products	29	127	122	124	+ 2.2	+ 1.5	1,785
West North Central	282	72	72	77	+ 4.0	+ 4.2	40,395
Automotive Supplies	14	65	56	56	- 0.6	- 0.8	482
Clothing and Furnishings, except Shoes	6	25	26	28	+ 9.7	- 6.7	249
Shoes and Other Footwear	5	46	48	55	+ 6.8	+34.5	5,237
Drugs (without liquor department)	11	80	81	77	+ 1.2	- 2.6	1,351
Drugs (with liquor department)	7	68	68	63	+ 2.7	- 3.5	1,965
Dry Goods	10	42	45	44	+ 6.9	+ 3.9	6,939
Electrical Goods	36	65	63	74	- 3.8	- 1.2	2,625
Fresh Fruits and Vegetables	9	201	204	196	+ 2.5	- 9.4	164
Furniture and House Furnishings	10	57	55	61	+20.8	- 2.7	1,869
Groceries and Foods, except Farm Products	79	118	119	109	+ 0.7	- 2.6	5,084
General Hardware	13	51	48	56	+ 0.3	+ 5.1	6,760
Heavy Hardware	5	97	107	95	+10.2	+11.9	216
Industrial Supplies**	12	52	51	57	+ 8.6	+ 2.7	682
Plumbing and Heating Supplies	10	59	58	58	+21.4	+ 3.8	730
Jewelry	4	36	36	41	- 2.4	-22.1	120
Paper and Its Products	6	67	72	71	- 8.1	+ 0.6	181
Tobacco and Its Products	6	221	218	180	- 3.1	0.0	155

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
AUGUST - - - - - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		August 1939	August 1938	July 1939	Percent change August 1 1939 from August 1938	Percent change August 1 1939 from July 1939	As of Aug. 1, 1939 (000's)
South Atlantic	268	66	67	64	+12.3	+ 0.5	$19,580
Automotive Supplies	12	56	54	60	- 3.0	+ 0.5	324
Shoes and Other Footwear	4	48	54	56	+ 3.6	+ 4.9	403
Drugs (without liquor department)	11	77	80	74	+11.2	- 1.0	989
Drugs (with liquor department)	5	73	78	69	+ 9.2	- 1.8	1,081
Dry Goods	10	42	42	36	+ 5.0	- 0.6	1,367
Electrical Goods	43	67	73	66	+50.0	- 2.2	3,608
Fresh Fruits and Vegetables	10	118	123	112	+ 7.4	-14.2	218
Groceries and Foods, except Farm Products	69	96	93	94	- 1.5	+ 4.8	3,084
General Hardware	27	48	43	42	+ 7.3	+ 1.3	3,315
Industrial Supplies**	12	53	51	53	+21.7	+ 6.1	683
Plumbing and Heating Supplies	20	54	56	55	+20.5	+ 1.5	1,322
Surgical Equipment and Supplies	5	46	41	54	+10.9	+ 1.0	204
Paper and Its Products	8	60	60	59	+ 0.5	- 4.8	418
Tobacco and Its Products	7	98	99	98	+10.6	+ 0.7	293
East South Central	129	57	57	57	+ 8.4	+ 1.2	11,817
Drugs (without liquor department)	9	66	68	64	+ 6.0	- 1.4	1,249
Dry Goods	12	36	37	35	+ 5.1	+ 2.0	1,591
Electrical Goods	14	66	71	64	+65.6	+ 1.2	1,154
Groceries and Foods, except Farm Products	34	79	80	80	+ 1.6	+ 2.1	1,729
General Hardware	14	47	48	50	+12.5	+ 0.2	3,166
Industrial Supplies**	7	71	65	68	+19.4	+ 3.2	258
Paper and Its Products	4	66	57	69	- 5.3	+ 2.4	215
West South Central	230	67	64	66	+ 0.7	+ 3.2	18,096
Automotive Supplies	7	68	68	70	+11.4	+ 1.7	117
Drugs (with liquor department)	10	69	68	69	- 6.4	- 0.7	1,828
Dry Goods	11	39	35	36	- 5.1	+ 3.4	3,181
Electrical Goods	29	79	70	84	+ 6.7	+ 3.7	1,379
Furniture and House Furnishings	4	69	66	58	+ 9.6	+16.2	309
Groceries and Foods, except Farm Products	112	88	86	84	- 1.1	+ 2.9	5,734
General Hardware	16	54	50	54	+ 8.2	+ 2.0	2,255
Industrial Supplies**	4	75	67	66	+10.7	+10.0	475
Machinery, Eqpt. & Supplies, except Electrical	6	23	23	27	+12.1	+ 4.2	1,093
Surgical Equipment and Supplies	4	48	39	48	- 5.1	+ 3.5	94
Paper and Its Products	4	51	50	52	-11.0	- 2.1	283
Tobacco and Its Products	6	93	94	89	+ 3.1	- 6.7	167
Mountain	104	78	77	75	+ 3.1	- 0.9	7,197
Drugs (without liquor department)	6	68	69	67	+ 0.4	- 4.0	479
Dry Goods	4	53	51	51	- 2.3	- 6.2	561
Electrical Goods	13	74	76	76	+34.9	+ 7.9	804
Fresh Fruits and Vegetables	5	279	245	231	- 5.0	+18.8	19
Groceries and Foods, except Farm Products	32	102	96	93	- 7.2	- 1.9	1,870
General Hardware	6	49	46	48	+ 9.3	+ 6.1	1,026
Tobacco and Its Products	4	115	120	112	+ 4.5	- 3.6	163
Pacific	279	74	75	72	+ 4.5	+ 2.1	26,740
Automotive Supplies	38	69	78	70	- 7.6	- 4.3	584
Clothing and Furnishings, except Shoes	5	34	34	36	- 6.6	- 1.9	155
Shoes and Other Footwear	6	38	37	40	+19.9	+15.2	453
Drugs (with liquor department)	6	84	81	75	- 5.8	- 1.8	3,512
Dry Goods	11	57	60	58	+ 9.3	+13.6	1,357
Electrical Goods	31	69	69	72	+ 7.6	+ 3.0	3,067
Dairy and Poultry Products	9	158	168	156	+ 6.1	+22.4	486
Fresh Fruits and Vegetables	8	108	112	130	+ 2.7	+17.3	231
Furniture and House Furnishings	9	61	58	54	+15.1	- 0.1	1,089
Groceries and Foods, except Farm Products	37	98	102	95	- 0.1	+ 2.7	2,971
Meats and Meat Products	6	183	192	167	+24.2	+ 2.0	554
Wines and Spirituous Liquors	6	95	97	93	+19.5	+ 3.3	803
General Hardware	15	50	50	51	+ 3.3	- 0.9	5,482
Industrial Supplies**	9	55	56	55	+ 3.1	+ 5.2	302
Plumbing and Heating Supplies	13	68	74	71	+11.6	- 3.9	956
Lumber and Building Materials	11	52	54	55	+22.3	+ 7.6	553
Machinery, Eqpt. & Supplies, except Electrical	10	47	48	49	+ 9.4	+ 3.6	371
Surgical Equipment and Supplies	4	40	45	43	- 0.7	+ 5.0	148
Paper and Its Products	7	39	46	47	+16.2	+22.5	294
Tobacco and Its Products	15	110	108	104	- 4.0	+ 1.0	1,040

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

Immediate release - October 28, 1939

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

WHOLESALE TRADE - September 1939

(Prepared monthly, in cooperation with the National Association of Credit Men)

Sales of 2,922 wholesalers representing all parts of the country increased 16.5% in September over the same month a year ago, it was announced today by William L. Austin, Director, Bureau of the Census, in connection with a monthly joint study of the National Association of Credit Men and the Bureau of the Census. Dollar sales of these wholesalers amounting to $253,688,000 in September were 13.2 percent over August 1939. Sales are shown as reported without adjustment for seasonal or price fluctuations. During the first nine months of 1939, sales of 2,631 wholesalers amounting to $1,737,472,000 were 6.8 percent above the first three quarters of 1938. Of the 35 kinds of business for which our data are shown separately in the following tables, 31 recorded increases for the first three quarters of 1939 over 1938 and only four reported decreases.

Thirty-four of the 35 lines of trade which are covered by this current survey showed increases in sales during September over the previous year, while only one reported a decrease. Trades with the largest gains are: Metals (40.3%); Chemicals (33.4%); Leather and Shoe Findings (32.0%); Furniture and House Furnishings (30.3%); Industrial Supplies (30.3%); and Electrical Goods (30.1%). Groceries and Foods, except Farm Products, were up 22.8 percent. Sales by 423 firms in the Hardware Group were up 19.9 percent.

The cost value of stocks on hand at the end of September for 1,769 wholesalers was up slightly from the beginning of the month (1.0%) and had increased 2.7% over September 1938. September is the second month of 1939 that the dollar volume of inventories showed an increase over the corresponding month of 1938.

Collections on accounts receivable during September 1939 for 2,460 wholesalers showed little variation from the same month in 1938 and from the previous month in 1939. In September 1939, 72 percent of the outstandings were collected during the month, while in September 1938 and August 1939, the ratios were 70 percent and 73 percent respectively. September is the eleventh consecutive month during which the collection rate on accounts receivable at the beginning of the month has equaled or exceeded that for the corresponding month of the previous year. Accounts receivable were 7.7 percent greater on September 1, 1939, than at the same time in 1938.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions.

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DEPARTMENT OF COMMERCE
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WHOLESALERS' SALES AND INVENTORIES

SEPTEMBER - - **1939**

KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Sept.1939 from Sept. 1938	Dollar Sales: Percent change Sept.1939 from Aug. 1939	Dollar Sales: September 1939 ($000's)	Sales For 9 Mos. 1939: Number of firms reporting sales	Sales For 9 Mos. 1939: Percent change from 9 Mos. 1938	Sales For 9 Mos. 1939: First 9 Mos. 1939 ($000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Sept.1939 from Sept. 1938	End of Month Inventories (Cost): Percent change Sept.1939 from Aug. 1939	End of Month Inventories (Cost): Sept.30, 1939 ($000's)	Stock-Sales Ratios #: Sept. 1939	Stock-Sales Ratios #: Sept. 1938	Stock-Sales Ratios #: Aug. 1939
UNITED STATES	2,922	+16.5	+13.2	$253,688	2,631	+ 6.8	$1737,472	1,769	+ 2.7	+ 1.0	$226,040	139	156	155
Automotive Supplies	206	+ 3.1	+ 7.7	3,578	176	+ 6.8	23,072	95	- 1.9	+ 2.5	3,975	216	231	235
Chemicals (Industrial)	13	+33.4	+20.6	818	13	+14.8	6,099	9	+ 5.2	+ 2.6	582	99	126	114
Paints and Varnishes	34	+13.3	+ 7.9	613	31	- 0.6	4,786	12	- 3.8	+ 1.3	775	217	263	216
Clothing and Furnishings, except Shoes	45	- 3.6	- 9.1	3,270	35	+12.1	17,462	25	+ 7.4	- 7.3	1,253	126	124	155
Shoes and Other Footwear	42	+ 4.1	- 1.5	14,384	38	+ 1.9	98,868	26	- 4.7	- 9.8	6,258	93	100	103
Coal	13	+24.4	+19.8	3,274	11	+ 8.6	24,147	4	- 1.6	+ 3.9	1,884	79	102	90
Drugs and Drug Sundries##	133	+ 5.5	+13.5	21,910	114	+ 2.7	143,348	103	+ 0.1	+ 3.4	32,902	187	199	207
Without Liquor Department	92	+ 3.7	+10.4	11,436	81	+ 4.7	79,823	65	+ 0.8	+ 4.2	14,156	179	184	188
With Liquor Department	41	+ 7.5	+17.2	10,474	33	+ 0.3	63,525	38	- 0.4	+ 2.7	18,746	195	213	224
Dry Goods	120	+14.4	+12.7	15,955	109	+10.7	96,800	71	+ 2.0	- 4.5	20,211	172	192	205
Electrical Goods	349	+30.1	+ 6.5	21,361	322	+20.2	157,091	256	+10.1	- 3.3	21,166	111	132	123
Dairy and Poultry Products	19	+ 5.4	+ 8.0	2,006	19	- 3.9	15,760	12	+ 1.2	- 5.8	903	70	74	82
Fresh Fruits and Vegetables	80	+ 0.1	- 3.5	2,370	67	+ 2.7	18,668	57	+11.5	+11.3	730	41	37	34
Farm Supplies	9	+26.4	+18.5	378	8	+ 5.7	5,551	4	+25.5	+ 8.3	564	194	212	249
Furniture and House Furnishings	56	+30.3	+25.1	5,927	50	+23.6	38,070	31	+19.3	+ 6.1	8,051	175	199	210
Groceries and Foods, except Farm Products	725	+22.8	+23.6	66,064	652	+ 1.7	425,881	408	+ 7.7	+10.3	43,659	115	128	127
Full-line Wholesalers 1/	349	+23.5	+25.7	25,472	325	+ 3.6	162,877	177	+ 8.8	+12.4	18,225	125	142	140
Voluntary-group Wholesalers	191	+23.5	+23.0	25,202	180	+ 1.6	168,485	127	+ 6.6	+ 9.8	17,456	124	138	138
Retailer-cooperative Warehouses	24	+20.1	+25.2	5,345	20	+ 1.6	31,122	12	+ 8.9	+10.8	2,928	103	121	115
Specialty Lines	161	+20.8	+19.4	10,045	127	- 2.3	63,397	92	+ 7.2	+ 5.1	5,050	78	81	85
Meats and Meat Products	70	+18.4	+13.6	13,627	60	+12.5	109,219	46	+ 8.7	+ 4.8	1,653	43	44	42
Beer	31	+13.6	- 5.6	442	26	+ 2.4	3,081	26	+ 3.3	-12.0	95	28	30	30
Wines and Spirituous Liquors	22	+ 5.8	+29.6	3,504	17	-15.1	22,153	15	- 6.2	- 1.4	4,377	134	149	176
Total Hardware Group	423	+19.9	+17.1	33,841	396	+10.6	231,828	267	+ 1.0	- 1.7	49,078	214	249	254
General Hardware	154	+16.8	+20.2	21,662	144	+ 7.1	148,918	97	+ 1.4	- 2.2	36,307	233	264	284
Heavy Hardware	19	+28.3	+15.1	1,266	19	+12.6	9,660	13	0.0	+ 1.4	1,467	196	237	225
Industrial Supplies*	124	+30.3	+11.3	5,553	117	+21.1	38,869	80	+ 0.5	0.0	7,319	195	254	218
Plumbing and Heating Supplies	126	+20.9	+11.9	5,360	116	+14.7	34,381	77	- 1.5	- 0.6	3,985	138	164	154
Jewelry	47	+29.5	+84.7	3,189	43	+21.9	12,469	26	- 6.3	+ 1.1	3,060	170	245	336
Optical Goods	10	+22.5	+ 5.3	256	7	+22.6	1,558	4	+22.2	+11.6	77	171	180	160
Lumber and Building Materials Dealers	43	+17.1	- 5.3	3,312	43	+17.7	25,524	29	+ 2.6	+ 0.4	3,101	127	148	119
Machinery, Eqpt. & Supplies, except Elect.	54	+18.2	+ 3.1	1,811	47	+ 3.8	13,967	29	-11.4	+ 0.2	3,111	245	307	255
Surgical Equipment and Supplies	33	+10.5	- 4.8	598	29	+12.0	4,682	18	+ 7.1	+ 1.3	603	164	176	155
Metals	20	+40.3	+18.6	2,759	19	+19.9	19,074	14	+ 0.5	0.0	3,725	173	249	201
Paper and Its Products	92	+20.3	+15.9	4,945	75	+ 8.5	32,618	43	+ 0.5	+ 2.2	2,900	122	143	141
Petroleum	10	+11.8	+ 4.3	2,729	10	+ 1.2	20,502	7	- 3.4	- 2.5	1,404	52	60	56
Tobacco and Its Products	176	+ 5.4	- 4.8	15,372	173	+ 2.9	127,441	69	- 7.2	- 1.6	4,558	55	63	54
Leather and Shoe Findings	11	+32.0	+43.2	371	10	+ 1.6	2,292	**	**	**	**	**	**	**
Miscellaneous	36	+ 2.7	+ 7.2	5,024	31	+ 3.9	35,461	23	- 1.8	- 4.9	5,585	131	135	150

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

1/ Not affiliated with voluntary or cooperative groups.

 # These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

Total Sales, including liquors, wines, etc.

22793

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

SEPTEMBER 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
					Percent change September 1939 from		As of
		September 1939	September 1938	August 1939	September 1938	August 1939	Sept.1,1939 (000's)
UNITED STATES	2,460	72	70	73	+ 7.7	+ 8.9	$249,621
Automotive Supplies	161	60	54	62	- 2.1	+ 4.9	3,561
Chemicals (Industrial)	13	68	67	61	+10.9	+ 3.8	1,078
Paints and Varnishes	31	40	40	40	+ 3.6	+ 1.9	1,226
Clothing and Furnishings, except Shoes	42	39	41	34	+ 6.2	+33.4	5,757
Shoes and Other Footwear	39	37	39	40	+ 5.6	+33.2	13,965
Coal	13	76	63	75	- 3.2	+ 8.6	3,643
Drugs and Drug Sundries	120	71	71	72	+ 2.2	+ 3.3	23,805
Without Liquor Department	81	71	71	72	+ 2.7	+ 4.3	11,715
With Liquor Department	39	72	72	71	+ 1.7	+ 2.3	12,090
Dry Goods	110	42	43	44	+ 9.8	+23.1	24,430
Electrical Goods	313	68	65	70	+19.8	- 0.6	26,029
Dairy and Poultry Products	18	145	152	157	+ 6.6	+ 7.3	1,123
Fresh Fruits and Vegetables	61	146	143	154	+ 2.4	- 0.5	1,161
Farm Supplies	8	75	79	80	+13.0	- 1.4	356
Furniture and House Furnishings	49	51	52	54	+25.9	+13.4	8,443
Groceries and Foods, except Farm Products	574	107	99	102	+ 4.9	+ 8.5	41,823
Full-line Wholesalers	269	100	93	94	+ 5.9	+ 8.8	15,862
Voluntary-group Wholesalers	159	103	96	103	+ 3.6	+ 8.5	17,260
Retailer-cooperative Warehouses	19	187	179	164	+13.8	+10.8	1,809
Specialty Lines	127	113	103	105	+ 4.0	+ 7.5	6,892
Meats and Meat Products	60	176	162	168	+ 3.8	+ 0.4	6,875
Beer	14	114	93	117	+ 9.2	- 5.0	95
Wines and Spirituous Liquors	18	84	95	103	+ 0.6	+21.4	2,873
Total Hardware Group	392	53	51	53	+ 8.7	+ 6.6	47,283
General Hardware	141	49	48	50	+ 5.1	+ 6.3	31,999
Heavy Hardware	19	68	62	66	+ 5.5	+ 4.0	1,567
Industrial Supplies**	111	64	60	62	+19.2	+ 5.6	6,358
Plumbing and Heating Supplies	121	59	59	58	+18.4	+ 9.4	7,379
Jewelry	39	22	22	24	+ 7.8	+11.1	3,995
Optical Goods	8	62	54	56	+ 9.6	+ 3.6	114
Lumber and Building Materials Dealers	40	68	63	66	+15.4	+ 4.2	4,370
Machinery, Eqpt. & Supplies, except Elect.	46	49	49	51	+11.2	+ 3.2	2,733
Surgical Equipment and Supplies	32	51	47	52	+ 4.0	+ 3.9	1,038
Metals	20	83	71	86	+ 5.3	+ 4.5	2,845
Paper and Its Products	76	62	63	64	+ 8.3	+12.3	5,256
Petroleum	8	98	93	97	- 2.4	+ 5.6	2,112
Tobacco and Its Products	115	130	127	135	+ 3.7	- 0.3	8,707
Leather and Shoe Findings	10	49	40	41	- 2.8	+ 3.2	495
Miscellaneous	32	93	84	97	- 2.6	+14.9	4,452

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS SEPTEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				Sales For 9 Mos. 1939			End of Month Inventories (Cost)				Stock-Sales Ratios #		
	Number of firms reporting sales	Percent change Sept.1939 from Sept. 1938	Percent change Sept.1939 from Aug. 1939	September 1939 (000's)	Number of firms reporting sales	Percent change from 9 Mos. 1938	9 Mos. 1939 (000's)	Number of firms reporting stocks	Percent change Sept. 1939 from Sept. 1938	Percent change Sept. 1939 from Aug. 1939	Sept. 30, 1939 (000's)	Sept. 1939	Sept. 1938	Aug. 1939
New England	173	+16.6	+10.1	$ 15,368	158	+ 8.0	$ 94,984	102	- 1.9	- 1.9	$ 8,504	116	141	137
Shoes and Other Footwear	5	+ 4.7	+20.0	1,545	**	**	**	**	**	**	**	**	**	**
Drugs (without liquor department)	6	+ 5.4	+15.3	647	6	+ 5.4	5,164	5	+ 4.1	- 0.1	891	169	169	193
Electrical Goods	34	+19.0	+10.4	1,357	32	+17.9	10,465	28	+ 7.0	- 5.1	1,406	108	119	126
Fresh Fruits and Vegetables	5	+ 3.6	-28.2	171	5	- 3.4	1,848	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	35	+28.0	+10.2	2,745	29	+ 6.5	18,535	18	- 0.4	+11.9	1,018	107	142	119
General Hardware	4	- 1.7	+32.3	176	4	+ 2.1	1,401	**	**	**	**	**	**	**
Industrial Supplies*	15	+32.9	+21.8	469	15	+24.4	3,438	10	- 6.3	- 1.0	776	211	300	264
Plumbing and Heating Supplies	10	+25.1	+11.2	279	10	+11.9	1,782	4	+ 1.9	+ 1.9	323	201	248	238
Tobacco and Its Products	13	- 3.0	-21.1	1,575	13	+ 1.2	13,891	**	**	**	**	**	**	**
Middle Atlantic	550	+15.8	+15.6	59,971	579	+ 5.5	421,145	366	+ 1.2	- 0.4	40,254	113	129	133
Automotive Supplies	30	+ 2.4	+13.1	681	25	+ 2.4	4,167	15	- 3.2	+ 4.1	931	224	266	274
Paints and Varnishes	6	+ 7.4	+ 3.6	58	5	- 9.2	456	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	19	- 5.2	-11.1	2,608	14	+12.9	13,621	8	- 1.1	-10.5	608	108	121	168
Shoes and Other Footwear	11	+ 6.0	- 4.2	1,056	11	+ 7.8	7,486	5	-11.7	-14.0	1,126	135	167	148
Coal	4	+19.3	+23.7	303	**	**	**	**	**	**	**	**	**	**
Drugs (without liquor department)	15	+ 7.7	+16.9	2,935	15	+ 4.9	24,008	12	+ 4.1	+ 6.5	2,343	136	140	151
Drugs (with liquor department)	5	+14.9	+28.0	1,527	5	- 0.1	11,011	5	+ 4.5	+ 1.3	2,253	148	162	186
Dry Goods	46	+22.3	+21.6	3,962	41	+19.4	26,451	24	+ 5.8	- 1.5	3,869	180	210	250
Electrical Goods	71	+26.3	+ 8.3	3,758	66	+15.1	31,435	62	+16.4	- 2.1	3,931	110	119	122
Dairy and Poultry Products	5	+11.3	+20.4	790	5	- 9.9	6,069	**	**	**	**	**	**	**
Fresh Fruits and Vegetables	13	+ 6.0	-13.3	299	10	+10.5	2,442	9	-27.4	+15.4	45	17	24	12
Furniture and House Furnishings	14	+48.2	+50.9	839	11	+21.3	4,072	10	+26.7	+ 7.9	822	125	149	178
Groceries and Foods, except Farm Products	118	+24.6	+27.5	14,182	105	+ 1.4	92,324	45	+15.3	+ 5.8	5,322	92	97	110
Meats and Meat Products	18	+10.8	+13.4	4,570	15	+12.5	37,295	13	+19.8	+14.1	291	36	33	32
Beer	9	+11.8	- 9.0	142	7	+ 0.4	1,016	6	-20.0	-40.0	12	15	20	23
General Hardware	31	+14.3	+30.6	2,351	29	+ 6.8	16,422	16	+ 2.6	+ 0.8	3,308	254	276	320
Heavy Hardware	5	+19.8	+15.9	387	5	+15.2	2,881	4	+ 4.2	+ 3.6	775	211	241	234
Industrial Supplies*	35	+36.9	+14.2	1,283	34	+17.7	9,173	24	+ 6.2	+ 3.3	1,615	170	229	190
Plumbing and Heating Supplies	49	+21.6	+24.4	1,666	45	+12.8	9,427	32	- 4.4	+ 1.0	1,255	109	134	131
Jewelry	14	+41.1	+149.1	1,019	13	+24.9	3,623	9	-26.4	-13.4	1,088	129	254	397
Optical Goods	4	+20.4	+ 9.3	59	**	**	**	**	**	**	**	**	**	**
Electrical Goods	9	+35.6	+ 2.2	845	9	+17.0	6,114	4	- 4.2	- 1.1	437	77	115	78
Machinery, Eqpt. & Supplies, except Elect.	9	+28.7	+13.1	121	8	+ 3.8	865	4	+16.7	+ 8.7	112	233	218	229
Paper and Its Products	29	+24.4	+19.0	1,668	21	+ 9.2	10,652	13	+ 0.6	+ 2.9	680	91	107	108
Tobacco and Its Products	53	+ 5.9	- 5.1	5,998	50	- 0.2	48,625	27	-14.7	- 4.0	2,483	52	64	51
East North Central	560	+20.1	+15.3	43,791	486	+ 9.6	287,334	344	+ 3.6	+ 2.0	41,058	140	163	157
Automotive Supplies	48	+ 5.0	+12.0	708	41	+15.7	4,580	25	+ 0.7	+ 0.5	1,018	212	222	243
Chemicals (Industrial)	4	+29.3	+21.7	331	4	+21.0	2,452	**	**	**	**	**	**	**
Paints and Varnishes	12	+ 5.8	- 6.9	202	11	+ 1.0	1,808	4	- 9.3	+ 8.0	243	179	225	147
Clothing and Furnishings, except Shoes	10	+ 4.1	- 7.9	255	6	+15.2	1,412	7	+25.7	- 0.6	328	170	141	145
Shoes and Other Footwear	4	+ 9.0	+18.8	303	**	**	**	**	**	**	**	**	**	**
Coal	6	+20.1	+12.4	861	5	+17.1	5,529	**	**	**	**	**	**	**
Drugs (without liquor department)	17	+ 3.0	+ 7.3	2,085	13	+ 5.8	12,707	10	- 1.8	+ 3.7	1,920	153	163	159
Drugs (with liquor department)	4	+12.1	+16.0	1,044	4	+ 3.8	8,065	**	**	**	**	**	**	**
Dry Goods	9	+19.7	+41.4	973	7	+ 8.2	5,441	7	- 1.8	- 6.4	1,602	171	207	259
Electrical Goods	63	+33.9	+ 4.5	5,289	56	+25.4	32,886	52	+16.2	- 4.8	4,653	121	140	135
Fresh Fruits and Vegetables	17	- 1.4	- 6.8	436	16	+ 1.8	4,388	14	+ 6.5	+12.6	179	54	52	44
Furniture and House Furnishings	5	+25.1	+20.3	349	4	+29.4	2,067	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	116	+23.5	+27.1	12,293	99	+ 3.0	75,944	65	- 0.7	+10.2	7,867	109	135	121
Meats and Meat Products	18	+15.2	+ 9.2	1,558	14	+ 8.9	11,813	16	+19.8	- 2.2	532	37	36	41

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS SEPTEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				Sales For 9 Mos. 1939			End of Month Inventories (Cost)				Stock-Sales Ratios #		
	Number of firms reporting sales	Percent change Sept. 1939 from Sept. 1938	Percent change Sept. 1939 from Aug. 1939	September 1939 (000's)	Number of firms reporting sales	Percent change from 9 Mos. 1938	9 Mos. 1939 (000's)	Number of firms reporting stocks	Percent change Sept. 1939 from Sept. 1938	Percent change Sept. 1939 from Aug. 1939	Sept. 30, 1939 (000's)	Sept. 1939	Sept. 1938	Aug. 1939
East North Central (Continued)														
Beer	12	+27.7	- 4.3	180	9	+13.6	1,155	11	+10.8	- 8.9	41	25	28	26
Wines and Spirituous Liquors	5	+ 5.5	+24.2	154	**	**	**	**	**	**	**	**	**	**
General Hardware	24	+16.3	+24.3	5,396	22	+ 5.6	35,517	18	+ 4.9	- 1.0	10,841	219	244	274
Industrial Supplies*	24	+39.0	+ 8.4	1,416	22	+31.1	9,759	16	- 3.9	- 1.8	2,028	180	262	200
Plumbing and Heating Supplies	20	+27.6	+ 5.4	949	18	+16.8	6,151	11	+ 1.1	- 0.4	904	224	272	230
Jewelry	17	+25.6	+56.7	1,224	15	+21.6	4,700	9	+18.2	+16.4	1,145	201	228	266
Lumber and Building Materials	8	+26.9	- 8.5	505	8	+29.1	3,725	5	-12.7	- 2.4	406	121	169	113
Machinery, Eqpt. & Supplies, except Elect.	9	+19.8	-15.2	218	8	+30.8	1,834	**	**	**	**	**	**	**
Surgical Equipment and Supplies	10	+12.5	- 6.0	297	7	+15.2	2,270	6	+10.9	+ 1.1	275	123	127	113
Metals	10	+26.6	+22.2	986	9	+ 7.7	6,289	6	- 1.2	- 1.5	1,131	178	239	222
Paper and Its Products	23	+21.7	+ 9.3	1,430	20	+10.7	10,494	12	+11.3	+ 7.5	819	122	140	130
Tobacco and Its Products	48	+10.0	+ 0.9	5,800	48	+ 7.2	30,899	20	+ 0.9	+ 0.5	883	47	50	46
West North Central	314	+17.7	+15.1	38,961	299	+ 4.8	273,921	216	+ 4.7	+ 0.7	42,707	146	160	164
Automotive Supplies	17	+ 6.3	+ 9.1	371	15	+ 8.5	2,522	5	+ 9.0	+15.6	340	225	220	233
Clothing and Furnishings, except Shoes	6	+11.6	+22.8	183	6	+ 4.6	972	**	**	**	**	**	**	**
Shoes and Other Footwear	5	+ 1.5	+ 3.1	3,493	5	-17.7	25,337	4	- 8.7	- 5.1	2,195	64	71	70
Drugs (without liquor department)	12	+ 5.8	+11.8	1,615	10	+ 3.2	9,056	11	+ 4.7	+ 1.9	2,366	191	196	205
Drugs (with liquor department)	7	+ 3.1	+13.6	1,549	7	- 2.4	12,016	7	+ 1.2	+ 1.1	2,827	183	186	205
Dry Goods	11	+12.1	+ 4.9	5,218	11	+ 8.3	32,327	10	+ 5.5	- 3.4	8,738	171	182	185
Electrical Goods	35	+33.7	+11.4	1,792	33	+13.8	13,761	32	+ 4.6	- 6.9	1,672	101	131	121
Fresh Fruits and Vegetables	12	+ 0.5	+ 6.7	431	10	+ 0.9	3,254	10	+ 1.4	+15.0	146	41	40	39
Furniture and House Furnishings	11	+42.1	+30.1	3,040	11	+30.3	19,771	9	+22.2	+ 6.6	5,489	183	213	225
Groceries and Foods, except Farm Products	91	+21.3	+22.6	7,103	89	+ 1.5	47,556	63	+ 7.0	+11.7	7,810	135	152	148
General Hardware	12	+15.0	+22.7	3,237	11	- 1.1	20,873	11	- 2.1	- 6.0	5,900	192	225	249
Heavy Hardware	6	+32.4	+20.2	298	6	+12.8	2,251	4	-19.4	- 4.9	212	119	175	139
Industrial Supplies*	9	+13.9	+ 2.9	320	9	+14.5	2,276	5	+ 4.6	- 6.0	363	211	199	259
Plumbing and Heating Supplies	10	+25.7	+ 5.4	640	10	+17.2	4,290	4	-18.2	- 8.6	287	115	161	131
Jewelry	7	+ 6.1	+65.8	315	6	+ 7.7	1,406	**	**	**	**	**	**	**
Lumber and Building Materials	4	+ 0.3	- 5.9	335	4	+13.2	2,642	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Elect.	5	+ 2.4	0.0	85	4	+15.8	720	**	**	**	**	**	**	**
Paper and Its Products	7	+21.1	+ 8.3	275	7	+ 1.2	2,016	**	**	**	**	**	**	**
Tobacco and Its Products	15	+ 0.7	+ 0.4	1,217	15	+ 3.3	10,418	10	+ 6.4	+ 0.8	749	76	72	75
South Atlantic	339	+16.9	+12.1	22,728	298	+10.8	146,336	190	+ 7.1	- 0.9	19,788	133	147	148
Automotive Supplies	13	+15.0	+27.4	330	10	+20.1	2,110	**	**	**	**	**	**	**
Shoes and Other Footwear	6	- 0.4	- 7.5	1,668	6	+ 9.4	10,889	4	+ 8.6	-16.7	1,480	96	88	105
Drugs (without liquor department)	15	+ 6.4	+ 9.0	1,260	14	+ 8.0	9,681	7	+ 2.8	+ 3.8	1,137	190	200	197
Drugs (with liquor department)	5	+ 4.0	+15.0	945	**	**	**	5	+ 1.2	+ 1.3	2,328	247	254	280
Dry Goods	14	+16.2	+35.0	1,549	12	+ 7.4	7,879	8	- 4.5	- 5.6	1,189	151	188	222
Electrical Goods	54	+46.1	+ 9.8	3,234	46	+35.6	21,478	47	+26.1	- 2.7	3,084	98	115	111
Fresh Fruits and Vegetables	11	- 1.1	+13.2	368	11	+ 7.9	3,330	4	+ 5.0	+23.5	42	40	36	33
Furniture and House Furnishings	4	+12.6	+20.7	233	4	+ 6.3	1,600	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	106	+16.6	+16.0	5,781	88	+ 2.3	36,243	46	+ 9.7	+ 8.3	3,693	131	136	139
Meats and Meat Products	5	+ 9.3	+ 1.0	200	**	**	**	**	**	**	**	**	**	**
General Hardware	25	+22.4	+22.3	2,019	25	+13.0	13,956	14	+ 1.8	- 1.7	2,874	258	312	328
Industrial Supplies*	14	+27.7	+18.9	516	13	+17.2	3,270	10	+ 4.6	+ 3.1	839	180	222	211
Plumbing and Heating Supplies	20	+ 5.9	+ 5.1	768	19	+13.0	5,529	18	+ 5.6	- 1.8	797	135	138	140
Jewelry	4	+34.5	+74.8	222	4	+24.3	858	**	**	**	**	**	**	**
Paper and Its Products	10	+12.1	+19.5	472	9	+ 5.8	3,398	5	-10.5	- 4.1	549	157	181	187
Tobacco and Its Products	12	+ 9.1	- 0.9	698	12	+ 8.9	5,856	**	**	**	**	**	**	**

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS SEPTEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				Sales For 9 Mos. 1939			End of Month Inventories (Cost)				Stock-Sales Ratios #		
	Number of firms reporting sales	Percent change Sept.1939 from Sept. 1938	Percent change Sept.1939 from Aug. 1939	September 1939 (000's)	Number of firms reporting sales	Percent change from 9 Mos. 1938	9 Mos. 1939 (000's)	Number of firms reporting stocks	Percent change Sept. 1939 from Sept. 1938	Percent change Sept. 1939 from Aug. 1939	Sept. 30, 1939 (000's)	Sept. 1939	Sept. 1938	Aug. 1939
East South Central	159	+13.2	+18.2	$ 11,214	141	+ 7.8	$ 74,562	91	+ 3.6	+ 2.0	$ 11,846	162	176	186
Drugs (without liquor department)	11	- 2.6	+ 4.3	1,091	10	+ 5.0	8,180	8	- 0.9	+ 4.4	1,736	194	190	192
Dry Goods	12	+11.3	+27.3	1,423	12	+ 8.4	7,380	7	+ 2.8	- 6.4	1,452	135	146	184
Electrical Goods	13	+26.3	+14.6	543	13	+32.1	4,835	10	+ 3.0	- 3.4	622	121	155	143
Groceries and Foods, except Farm Products	49	+22.6	+21.1	2,651	42	+ 3.5	16,028	22	+14.1	+15.4	1,759	129	139	134
General Hardware	20	+15.2	+17.8	2,686	16	+10.2	19,239	13	- 1.5	- 1.5	3,469	238	266	271
Industrial Supplies*	8	+23.7	+12.1	277	6	+21.3	1,595	4	- 0.8	0.0	260	218	254	228
Paper and Its Products	5	+14.2	+17.8	225	5	+ 7.9	1,551	**	**	**	**	**	**	**
West South Central	258	+17.0	+16.9	20,382	246	+ 5.4	138,696	180	+ 2.1	+ 4.0	23,262	162	182	181
Automotive Supplies	8	0.0	- 6.1	93	7	0.0	727	7	- 8.4	+ 2.5	163	185	200	167
Drugs (without liquor department)	6	- 4.2	+ 9.0	644	6	+ 2.0	5,218	4	+ 4.7	+10.1	1,302	233	215	227
Drugs (with liquor department)	11	- 1.3	+20.7	1,795	8	- 2.8	9,309	10	- 1.3	+ 3.1	4,189	239	239	281
Dry Goods	10	+ 9.6	- 2.2	1,514	9	+ 5.4	8,736	9	- 2.7	- 9.7	2,428	187	208	197
Electrical Goods	33	+31.8	- 0.1	1,655	32	+15.4	13,964	25	+ 4.2	- 0.7	1,439	96	124	97
Groceries and Foods, except Farm Products	128	+24.5	+28.8	10,108	124	+ 3.4	66,854	93	+ 9.7	+13.3	8,251	121	135	140
General Hardware	14	+19.4	+19.2	1,499	14	+16.2	10,850	9	+ 4.0	- 2.3	2,310	231	262	273
Industrial Supplies*	4	+24.4	+10.8	944	4	+21.9	6,750	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Elect.	7	- 1.0	+ 5.3	477	6	- 7.0	3,767	**	**	**	**	**	**	**
Tobacco and Its Products	10	- 4.0	- 1.4	409	10	+ 0.2	3,562	**	**	**	**	**	**	**
Mountain	112	+14.2	+ 6.9	7,142	104	+ 6.4	52,179	82	+ 4.6	+ 6.1	7,759	139	153	143
Automotive Supplies	12	+ 8.8	+ 7.7	211	9	+ 2.3	1,014	6	- 6.2	- 4.8	259	198	240	239
Drugs (without liquor department)	6	+ 0.8	0.0	360	5	+ 5.9	2,821	5	+ 4.5	+ 6.0	721	213	205	203
Electrical Goods	15	+15.8	- 7.8	564	15	+32.9	5,000	12	- 0.3	- 4.5	656	127	147	122
Fresh Fruits and Vegetables	6	+15.0	-10.4	69	4	-19.4	249	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	32	+18.6	+19.9	2,892	31	+ 0.7	19,843	28	+10.1	+14.9	3,194	133	143	141
Meats and Meat Products	5	+ 9.3	0.0	153	5	+ 4.4	1,291	**	**	**	**	**	**	**
General Hardware	6	+11.2	+14.5	916	6	+ 8.7	6,366	4	+ 0.6	0.0	881	170	194	208
Tobacco and Its Products	6	+ 5.6	- 4.3	375	6	+ 5.7	3,205	**	**	**	**	**	**	**
Pacific	356	+14.2	+ 8.0	30,327	317	+ 4.6	205,308	198	- 0.6	+ 0.6	30,862	156	178	167
Automotive Supplies	72	- 1.7	- 1.1	1,132	65	+ 2.7	7,624	32	- 3.3	+ 1.3	1,164	221	224	217
Shoes and Other Footwear	7	+11.0	- 8.6	243	7	+15.4	1,587	5	- 0.5	- 4.6	375	164	187	155
Drugs (without liquor department)	4	- 1.4	+ 6.7	799	**	**	**	**	**	**	**	**	**	**
Drugs (with liquor department)	4	+ 9.8	+12.9	2,800	**	**	**	**	**	**	**	**	**	**
Dry Goods	13	+ 3.9	- 8.7	1,181	12	+ 7.4	7,666	5	-13.6	- 4.8	891	231	269	214
Electrical Goods	31	+20.4	+ 6.1	3,169	29	+11.7	23,267	28	- 3.6	- 1.4	3,703	124	155	133
Dairy and Poultry Products	9	+ 1.5	+ 1.5	1,012	7	+ 2.1	8,021	7	+ 7.2	- 1.3	658	75	73	80
Fresh Fruits and Vegetables	10	- 6.2	- 4.1	439	8	+ 1.1	2,887	8	+41.0	+ 6.2	275	67	45	59
Furniture and House Furnishings	11	+13.9	+10.6	780	10	+18.6	5,472	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	52	+22.3	+19.8	8,309	45	- 3.2	52,574	28	+ 9.2	+ 5.4	4,745	98	100	103
Meats and Meat Products	11	+ 1.9	-16.4	1,135	10	+15.7	10,340	7	+18.8	+ 1.2	417	64	59	54
Wines and Spirituous Liquors	6	+20.9	+17.4	1,101	6	+ 7.7	7,134	**	**	**	**	**	**	**
General Hardware	18	+21.2	+ 8.4	3,382	17	+ 7.9	24,294	10	- 0.6	- 3.0	6,241	303	340	328
Industrial Supplies*	13	+17.4	+ 0.7	276	12	+ 4.6	2,143	7	- 6.4	+ 0.9	322	250	341	228
Plumbing and Heating Supplies	11	+25.4	+15.6	770	10	+16.9	5,510	4	+ 6.1	0.0	173	143	177	166
Lumber and Building Materials	14	+ 1.9	-11.8	659	14	+10.4	5,863	11	0.0	+ 2.1	927	171	175	146
Surgical Equipment and Supplies	5	+10.0	+ 5.5	77	4	+11.0	473	**	**	**	**	**	**	**
Paper and Its Products	8	+ 5.2	+19.0	407	6	+ 8.9	1,672	4	- 0.2	+ 1.8	452	127	137	156
Tobacco and Its Products	17	+ 4.9	- 3.8	1,213	17	+ 3.9	10,254	**	**	**	**	**	**	**

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
SEPTEMBER - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Sept. 1939	Sept. 1938	Aug. 1939	Percent change Sept. 1939 from Sept. 1938	Percent change Sept. 1939 from Aug. 1939	As of Sept.1 1939 (000's)
New England	151	71	62	71	+ 0.1	+ 2.0	$13,986
Shoes and Other Footwear	5	29	31	31	+ 6.6	+ 4.8	1,671
Drugs (without liquor department)	6	68	63	66	- 1.4	+ 2.0	833
Electrical Goods	30	75	65	75	+12.3	- 3.0	1,568
Groceries and Foods, except Farm Products	28	92	72	91	- 7.3	+ 6.6	2,387
Industrial Supplies**	13	64	51	60	+10.3	+ 1.9	535
Plumbing and Heating Supplies	9	49	43	47	+ 5.9	+10.0	375
Tobacco and Its Products	9	142	112	119	-10.0	-14.2	1,011
Middle Atlantic	547	80	78	81	+ 7.2	+ 9.8	55,719
Automotive Supplies	25	55	49	54	- 0.4	+ 2.1	773
Paints and Varnishes	5	42	38	38	- 4.6	+ 2.0	103
Clothing and Furnishings, except Shoes	18	41	42	34	+ 6.1	+34.4	4,530
Shoes and Other Footwear	11	33	35	33	+ 8.4	+25.7	2,247
Drugs (without liquor department)	14	64	63	64	+ 0.7	+ 1.0	3,012
Drugs (with liquor department)	5	65	67	64	+ 3.0	- 0.9	1,935
Dry Goods	41	49	49	48	+16.4	+12.6	5,385
Electrical Goods	67	72	68	75	+ 6.5	- 0.9	4,318
Dairy and Poultry Products	5	125	145	151	+20.0	+21.6	534
Fresh Fruits and Vegetables	9	179	193	201	+ 4.2	-12.7	124
Furniture and House Furnishings	11	44	49	48	+41.5	+28.1	1,153
Meats and Meat Products	15	173	164	164	+ 2.6	+ 4.6	2,459
Groceries and Foods, except Farm Products	90	107	100	104	+ 8.0	+ 8.6	8,745
General Hardware	26	44	43	45	+ 4.3	+ 3.5	3,332
Heavy Hardware	5	59	60	58	+19.7	+ 7.2	504
Industrial Supplies**	31	64	58	65	+16.4	+ 7.0	1,557
Plumbing and Heating Supplies	47	58	55	55	+11.9	+10.5	2,210
Jewelry	10	23	23	22	+12.0	+12.0	514
Lumber and Building Materials	8	73	60	73	+ 8.6	+ 8.4	944
Machinery, Eqpt. & Supplies, except Electrical	8	76	59	67	- 3.0	- 2.3	129
Metals	4	90	72	88	+14.8	+ 1.7	1,348
Paper and Its Products	22	57	61	59	+ 9.0	+ 9.3	1,706
Tobacco and Its Products	37	139	151	148	+ 9.6	+ 2.0	3,799
East North Central	470	73	69	73	+10.2	+ 6.3	43,864
Automotive Supplies	43	69	61	72	+ 4.1	+ 8.7	690
Paints and Varnishes	11	30	31	33	+ 6.3	- 1.1	542
Clothing and Furnishings, except Shoes	9	41	41	46	+14.1	+38.8	454
Coal	6	86	73	86	+11.4	+17.2	939
Drugs (without liquor department)	15	79	78	83	+ 4.8	+ 5.6	1,889
Dry Goods	9	47	43	46	+ 1.6	+11.2	1,367
Electrical Goods	57	63	61	65	+31.2	+ 1.2	7,110
Fresh Fruits and Vegetables	11	133	140	153	0.0	-10.5	179
Furniture and House Furnishings	5	51	47	54	+21.4	+12.2	550
Meats and Meat Products	15	134	116	134	+ 0.5	+ 5.5	826
Groceries and Foods, except Farm Products	92	108	96	102	+ 2.5	+ 7.4	7,807
General Hardware	23	52	50	53	+ 5.7	+ 4.0	7,659
Industrial Supplies**	23	66	67	63	+40.8	+10.7	1,898
Plumbing and Heating Supplies	19	59	63	59	+29.6	+10.9	1,354
Jewelry	15	23	23	26	+ 7.1	+11.4	1,892
Lumber and Building Materials	8	67	58	70	+19.2	+ 9.1	707
Machinery, Eqpt. & Supplies, except Electrical	8	75	67	77	+11.5	- 1.5	271
Surgical Equipment and Supplies	9	67	56	68	+ 1.3	- 1.5	385
Metals	10	82	68	86	- 9.6	+ 3.0	957
Paper and Its Products	22	66	66	72	+12.2	+14.2	1,861
Tobacco and Its Products	29	124	115	123	+ 4.1	+ 1.4	1,899
West North Central	261	67	65	71	+ 7.1	+16.0	44,416
Automotive Supplies	12	57	46	64	- 9.4	+ 5.8	384
Clothing and Furnishings, except Shoes	6	28	31	25	+ 0.9	+30.5	325
Shoes and Other Footwear	5	40	43	46	+ 8.1	+44.9	7,588
Drugs (without liquor department)	10	78	79	79	+ 4.3	+ 4.6	1,262
Drugs (with liquor department)	7	69	68	68	+ 3.0	+ 2.1	2,009
Dry goods	11	38	39	42	+ 8.7	+29.7	9,043
Electrical Goods	32	62	54	64	+ 1.7	+ 1.6	2,325
Fresh Fruits and Vegetables	9	197	203	214	+ 0.6	+ 4.8	176
Furniture and House Furnishings	11	52	53	55	+34.7	+14.3	4,463
Groceries and Foods, except Farm Products	74	140	128	130	+ 4.1	+ 8.3	3,781
General Hardware	12	53	50	54	+ 0.3	+ 7.9	4,717
Heavy Hardware	6	103	89	97	- 1.2	- 0.4	253
Industrial Supplies**	7	72	57	58	+10.7	+ 3.4	301

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
SEPTEMBER - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		Sept. 1939	Sept. 1938	Aug. 1939	Percent change Sept. 1939 from		As of Sept. 1, 1939 (000's)
					1938	1939	
West North Central (Continued)							
Plumbing and Heating Supplies	10	59	60	59	+22.7	+10.3	838
Jewelry	6	35	34	34	-10.4	+15.2	311
Paper and Its Products	6	64	65	67	+ 1.0	+17.0	316
South Atlantic	268	65	66	67	+13.6	+ 8.5	21,701
Automotive Supplies	12	63	57	56	- 2.8	+ 8.0	349
Drugs (without liquor department)	13	76	79	77	+ 7.2	+ 4.5	1,165
Drugs (with liquor department)	5	69	77	73	+12.1	+ 3.6	1,121
Dry Goods	10	38	39	42	+13.1	+25.3	1,719
Electrical Goods	48	66	70	67	+40.4	- 2.3	4,163
Fresh Fruits and Vegetables	9	109	115	115	+ 1.1	- 8.9	185
Groceries and Foods, except Farm Products	70	103	98	99	+ 4.1	+ 6.3	3,327
General Hardware	25	41	41	42	+ 9.4	+12.4	3,527
Industrial Supplies**	12	56	53	54	+12.8	+ 5.7	725
Plumbing and Heating Supplies	19	55	56	53	+18.2	+ 8.4	1,269
Machinery, Eqpt. & Supplies, except Electrical.	4	50	51	55	+ 9.1	0.0	156
Paper and Its Products	8	62	61	59	+ 2.5	+ 9.5	459
Tobacco and Its Products	6	88	95	98	+16.7	+ 2.4	251
East South Central	129	57	57	57	+ 7.0	+ 9.3	13,259
Drugs (without liqour department)	9	64	67	66	+ 7.6	+ 9.7	1,372
Dry Goods	12	34	37	35	+11.8	+25.9	2,187
Electrical Goods	11	68	69	73	+28.7	-11.9	686
Fresh Fruits and Vegetables	4	125	122	100	- 3.6	- 3.6	53
Groceries and Foods, except Farm Products	34	85	85	82	+ 8.4	+14.4	1,981
General Hardware	16	45	44	45	+ 4.7	+ 3.8	3,798
Industrial Supplies**	8	68	62	72	+12.9	+ 3.7	333
Paper and Its Products	5	66	61	67	- 0.7	+14.2	266
West South Central	228	71	68	69	+ 6.3	+ 9.4	19,396
Automotive Supplies	6	66	61	68	+ 2.0	- 1.0	104
Drugs (without liquor department)	4	63	63	67	- 1.4	+ 8.5	750
Drugs (with liquor department)	10	72	71	69	- 1.7	+ 4.4	1,913
Dry Goods	10	41	41	42	+ 2.0	+27.2	2,756
Electrical Goods	29	78	71	78	+21.4	+ 3.0	1,841
Furniture and House Furnishings	4	62	64	69	+ 7.9	+19.1	368
Groceries and Foods, except Farm Products	113	97	93	91	+ 8.5	+ 8.6	6,403
General Hardware	14	55	51	57	+ 5.8	+ 9.4	2,091
Machinery, Eqpt. & Supplies, except Electrical.	6	25	25	23	+19.2	+ 6.2	1,162
Surgical Equiptment and Supplies	4	50	43	48	- 1.8	+ 5.9	107
Paper and Its Products	4	61	58	51	+ 1.0	+11.3	315
Tobacco and Its Products	7	90	87	90	+ 4.2	- 0.5	200
Mountain	96	80	77	82	+ 7.7	+ 4.5	6,524
Automotive Supplies	7	53	49	48	+12.1	- 0.5	185
Drugs (without liquor department)	6	68	67	68	+ 2.6	+ 6.1	508
Electrical Goods	14	72	73	73	+31.1	- 0.7	830
Fresh Fruits and Vegetables	6	190	162	248	- 8.8	+14.8	31
Groceries and Foods, except Farm Products	28	112	97	106	- 3.5	+ 2.7	1,786
General Hardware	4	41	42	48	+ 9.7	+11.7	926
Tobacco and Its Products	4	112	110	115	+ 7.7	+ 2.5	167
Pacific	302	77	76	76	+ 6.9	+ 6.1	30,757
Automotive Supplies	52	61	58	63	- 5.6	+ 5.2	1,020
Clothing and Furnishings, except Shoes	4	40	44	35	+ 4.2	+12.9	149
Shoes and Other Footwear	7	36	39	38	+16.4	+17.4	519
Drugs (without liquor department)	4	79	82	80	- 1.8	+ 2.8	924
Drugs (with liquor department)	4	75	74	77	- 1.6	+ 3.2	3,101
Dry Goods	12	55	56	57	+11.5	+24.1	1,788
Electrical Goods	25	72	68	71	+ 9.3	- 1.6	3,188
Dairy and Poultry Products	7	167	160	165	- 4.7	- 4.2	506
Fresh Fruits and Vegetables	8	124	96	107	+ 7.0	+25.0	305
Furniture and House Furnishings	11	55	54	57	+ 4.7	+ 0.5	1,237
Meats and Meat Products	10	201	196	192	+19.0	- 3.9	595
Groceries and Foods, except Farm Products	45	112	109	106	+ 8.7	+12.6	5,606
Wines and Spirituous Liquors	6	93	104	94	+28.8	+ 7.4	846
General Hardware	18	52	52	50	+ 5.3	+ 6.1	5,655
Industrial Supplies**	11	55	55	50	+16.6	+ 0.2	456
Plumbing and Heating Supplies	11	70	70	69	+20.3	+ 5.2	932
Lumber and Building Materials	13	73	69	60	+12.9	- 2.1	874
Machinery, Eqpt. & Supplies, except Electrical.	9	42	44	47	+13.9	- 0.9	320
Surgical Equipment and Supplies	5	35	41	36	0.0	+11.2	199
Tobacco and Its Products	13	103	105	107	0.0	+ 0.8	965

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

Immediate release - November 28, 1939

DEPARTMENT OF COMMERCE

Business conditions
Wholesalers: Pages 1-8
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BUREAU OF THE CENSUS

WASHINGTON

Current Statistical Service

WHOLESALE TRADE - October 1939

(Prepared monthly, in cooperation with the National Association of Credit Men)

Sales of 2,912 wholesalers representing all parts of the country increased 11.5% in October over the same month a year ago, it was announced today by William L. Austin, Director, Bureau of the Census, in connection with a monthly joint study of the National Association of Credit Men and the Bureau of the Census. Dollar sales of these wholesalers amounting to $233,818,000 in October were 6.3 percent under September, 1939. Sales are shown as reported without adjustment for seasonal or price fluctuations. Sales, credit and inventory experiences of confectionery wholesalers are shown for the first time in this issue, due to the cooperation of the firms involved. Data for this kind of business were formerly included in "Specialty lines," shown in this report under "Groceries and Foods, except Farm Products."

Thirty-three of the 37 lines of trade which are covered by this current survey showed increases in sales during October over the previous year, while only four reported a decrease. Trades with the largest gains are: Metals (47.9%); Machinery, Equipment and Supplies, except Electrical (41.8%); Industrial Supplies (36.6%); and Electrical Goods (34.4%). Groceries and Foods, except Farm Products, were up only 1.1 percent compared with the 22.8 percent increase which had occurred in this kind of business between September, 1938, and September, 1939. Sales by 423 firms in the Hardware Group were up 20.8 percent.

The cost value of stocks on hand at the end of October for 1,729 wholesalers was up from the beginning of the month (3.6%) and had increased 6.1% over October, 1938. October is the third consecutive month of 1939 that the dollar volume of inventories showed an increase over the corresponding month of 1938.

Collections on accounts receivable during October, 1939, for 2,452 wholesalers showed little variation from the same month in 1938 and from the previous month in 1939. In October 1938, 74 percent of the outstandings were collected during the month, while in October, 1938, and September, 1939, the ratios were 73 percent and 74 percent respectively. October is the twelfth consecutive month during which the collection rate on accounts receivable at the beginning of the month has equaled or exceeded that for the corresponding month of the previous year. Accounts receivable were 11.2 percent greater on October 1, 1939, than at the same time in 1938.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

OCTOBER - - - - 1939

KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Oct. 1939 from Oct. 1938	Percent change Oct. 1939 from Sept. 1939	October 1939 (000's)	Number of firms reporting stocks	Percent change Oct. 1939 from Oct. 1938	Percent change Oct. 1939 from Sept. 1939	October 31 1939 (000's)	October 1939	October 1938	September 1939
UNITED STATES	2,912	+11.5	- 6.3	$233,818	1,729	+ 6.1	+ 3.6	$229,373	162	171	146
Automotive Supplies	200	+11.8	+ 8.7	4,300	88	- 2.4	+ 1.1	3,541	198	227	212
Chemicals (Industrial)	10	+26.8	+ 3.4	426	6	+29.7	+ 9.6	262	142	130	134
Paints and Varnishes	35	+ 3.6	- 6.6	581	12	+ 0.6	+ 4.8	809	230	243	216
Clothing and Furnishings, except Shoes	46	+ 8.4	-14.4	2,733	24	- 5.5	- 4.4	1,053	126	146	125
Shoes and Other Footwear	42	+ 7.2	- 7.9	10,636	25	+ 0.5	- 8.1	4,047	129	140	112
Coal	15	+24.5	+14.7	4,100	**	**	**	**	**	**	**
Drugs and Drug Sundries##	130	+ 3.2	- 1.5	20,927	99	- 1.2	+ 3.0	32,270	194	203	185
Without Liquor Department	90	+ 3.8	- 1.6	10,595	61	- 0.7	+ 2.4	13,233	186	195	179
With Liquor Department	40	+ 2.6	- 1.5	10,332	38	- 1.5	+ 3.5	19,037	200	210	189
Dry Goods	117	+17.7	- 5.2	14,657	66	+ 4.3	- 2.2	18,826	182	202	172
Electrical Goods	333	+34.4	- 0.6	19,285	280	+12.9	+ 5.0	20,265	116	139	109
Dairy and Poultry Products	19	- 2.9	- 5.8	1,943	11	-18.8	-12.1	644	63	73	64
Fresh Fruits and Vegetables	85	+ 5.1	- 6.1	2,278	61	+ 4.1	+11.1	908	53	54	46
Farm Supplies	9	+17.9	-20.3	244	4	+48.3	+12.8	221	270	201	169
Furniture and House Furnishings	48	+24.7	- 5.1	4,114	27	+27.1	- 3.3	5,774	196	191	188
Groceries and Foods, except Farm Products	711	+ 1.1	-21.0	55,348	402	+14.2	+ 7.7	58,983	198	174	146
Full-line Wholesalers 1/	374	+ 1.0	-24.2	21,609	193	+13.4	+10.1	21,481	189	166	129
Voluntary-group Wholesalers	190	- 3.1	-22.3	18,849	125	+ 7.8	+10.6	18,902	191	172	136
Retailer-cooperative Warehouses	24	+ 3.8	-21.8	4,258	12	+12.8	+ 6.7	5,125	146	133	100
Specialty Lines	123	+ 8.3	-10.4	10,632	72	+24.7	+ 1.6	15,475	243	205	218
Confectionery	27	+ 9.1	- 1.6	538	12	+14.0	+ 6.9	171	94	87	86
Meats and Meat Products	70	+ 8.9	+ 0.9	14,050	45	+16.1	+ 4.3	1,636	45	41	42
Beer	32	- 0.8	-22.3	356	26	+12.2	+ 5.7	92	34	30	25
Wines and Spirituous Liquors	25	+ 5.9	- 0.4	3,630	17	- 1.0	+ 9.7	5,070	150	160	137
Total Hardware Group	423	+20.8	+ 2.8	32,354	261	+ 4.7	+ 2.5	43,791	210	243	211
General Hardware	153	+16.0	- 0.1	19,433	92	+ 5.3	+ 2.4	30,718	239	263	233
Heavy Hardware	21	+14.3	+ 0.8	1,036	16	+ 9.0	+ 4.0	1,911	214	226	217
Industrial Supplies*	128	+36.6	+ 8.0	6,142	80	+ 1.5	+ 1.9	7,452	180	247	193
Plumbing and Heating Supplies	121	+24.2	+ 8.6	5,743	73	+ 3.6	+ 3.2	5,710	125	149	128
Jewelry	46	+28.2	- 8.5	2,995	27	- 1.0	+ 2.9	4,081	221	291	186
Optical Goods	11	+22.8	- 4.9	253	4	+21.3	- 2.6	74	161	185	169
Lumber and Building Materials	41	+23.5	+12.8	3,030	28	+ 3.0	+ 0.5	2,539	134	138	127
Machinery, Eqpt. & Supplies, except Elect.	60	+41.8	+ 7.7	2,615	30	-13.5	- 1.1	3,091	196	369	227
Surgical Equipment and Supplies	32	+13.3	+ 4.2	468	18	+ 5.0	+ 2.4	605	246	277	236
Metals	21	+47.8	+11.9	2,988	14	- 0.2	+ 0.2	3,611	164	233	176
Paper and Its Products	91	+17.6	- 0.6	5,891	42	+ 2.8	- 0.8	3,786	134	147	127
Petroleum	11	+ 9.3	+ 1.3	3,660	6	+ 4.3	+12.2	1,449	59	62	55
Tobacco and Its Products	176	+ 4.1	- 3.1	14,889	68	+ 4.6	- 4.2	4,389	53	54	54
Flowers and Nursery Stock	4	- 6.5	+19.4	129	**	**	**	**	**	**	**
Leather and Shoe Findings	11	+20.8	- 1.3	366	**	**	**	**	**	**	**
Miscellaneous	31	+20.2	+ 5.3	4,034	26	- 0.9	+15.1	7,385	128	152	118

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

\#\# *Total Sales, including liquors, wines, etc.*

1/ Not affiliated with voluntary or cooperative groups.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

OCTOBER 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		October 1939	October 1938	September 1939	Percent change October 1939 from October 1938	Percent change October 1939 from September 1939	As of Oct 1, 1939 (000's)
UNITED STATES	2,452	74	73	74	+11.2	+ 9.4	$261,395
Automotive Supplies	155	76	84	76	- 5.4	+10.6	3,580
Chemicals (Industrial)	10	65	56	57	+ 6.8	- 0.1	695
Paints and Varnishes	31	45	43	40	+ 7.6	+ 1.1	1,259
Clothing and Furnishings, except Shoes	42	48	48	41	+ 5.9	+10.9	5,697
Shoes and Other Footwear	39	47	49	37	+ 7.3	+ 6.9	8,268
Coal	15	82	64	75	+ 8.5	+12.7	4,675
Drugs and Drug Sundries	120	71	71	72	+ 4.4	+ 8.9	25,580
Without Liquor Department	81	70	70	71	+ 2.2	+ 6.2	12,332
With Liquor Department	39	72	73	74	+ 6.6	+11.4	13,248
Dry Goods	106	45	46	42	+11.8	+15.7	27,505
Electrical Goods	308	69	66	69	+20.0	+ 6.3	25,225
Dairy and Poultry Products	18	129	139	137	+ 6.2	+ 5.1	1,308
Fresh Fruits and Vegetables	65	124	120	157	- 7.4	- 3.7	1,147
Farm Supplies	8	62	60	64	+15.9	+ 2.8	336
Furniture and House Furnishings	42	56	54	50	+26.6	+ 8.8	6,503
Groceries and Foods, except Farm Products	568	96	99	108	+12.4	+11.5	49,876
Full-line Wholesalers	286	91	92	102	+11.2	+ 8.9	19,307
Voluntary-group Wholesalers	163	96	98	107	+10.0	+11.5	19,888
Retailer-cooperative Warehouses	19	151	159	187	+14.3	+ 4.4	1,889
Specialty Lines	100	96	101	106	+20.4	+18.0	8,792
Confectionery	18	73	70	71	- 2.2	+10.7	353
Meats and Meat Products	59	192	190	180	+ 7.6	+ 6.1	7,409
Beer	14	91	99	111	+12.5	- 6.6	99
Wines and Spirituous Liquors	21	95	92	84	+ 4.3	+10.6	3,372
Total Hardware Group	391	58	56	54	+12.6	+ 8.5	47,045
General Hardware	140	55	52	49	+ 9.3	+ 8.9	30,694
Heavy Hardware	21	71	71	69	+16.0	+10.7	1,350
Industrial Supplies**	112	69	65	67	+21.6	+ 6.4	6,779
Plumbing and Heating Supplies	118	61	60	58	+18.2	+ 8.6	8,222
Jewelry	38	18	18	20	+16.6	+29.2	5,865
Optical Goods	9	67	62	66	+17.8	+ 6.8	126
Lumber and Building Materials	39	69	65	67	+12.4	+ 1.3	3,691
Machinery, Eqpt. & Supplies, except Elect.	57	56	52	53	+13.4	+ 3.6	5,551
Surgical Equipment and Supplies	32	45	42	43	+ 5.7	+ 1.1	916
Metals	18	88	80	83	+24.4	+13.4	2,937
Paper and Its Products	77	61	59	56	+ 9.2	+ 7.1	8,388
Petroleum	9	95	91	94	+ 7.8	+ 3.8	2,910
Tobacco and Its Products	112	122	123	126	+ 8.0	+ 1.7	8,148
Leather and Shoe Findings	10	43	42	40	+19.4	+18.7	585
Miscellaneous	30	72	65	76	+ 4.5	+ 8.7	4,378

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS OCTOBER - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Oct. 1939 from Oct. 1938	Dollar Sales: Percent change Oct. 1939 from Sept. 1939	Dollar Sales: October 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Oct. 1939 from Oct. 1938	End of Month Inventories (Cost): Percent change Oct. 1939 from Sept. 1939	End of Month Inventories (Cost): October 31, 1939 (000's)	Stock-Sales Ratio#: October 1939	Stock-Sales Ratio#: October 1938	Stock-Sales Ratio#: September 1939
New England	166	+ 5.8	- 2.6	$12,837	99	- 0.5	+ 5.3	$ 9,011	119	127	111
Shoes and Other Footwear	4	+ 6.9	- 1.5	1,272	**	**	**	**	**	**	**
Drugs (without liquor department)	5	+ 2.1	- 4.3	575	4	- 2.1	- 4.2	774	166	174	168
Electrical Goods	33	+ 7.9	+ 0.1	1,467	28	+ 7.4	+ 6.0	1,592	113	113	107
Fresh Fruits and Vegetables	6	+20.6	- 2.8	205	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	89	+ 0.7	-15.5	2,218	14	+ 8.7	+14.8	1,169	150	149	109
General Hardware	5	- 4.1	-13.4	188	**	**	**	**	**	**	**
Industrial Supplies*	16	+20.7	+ 3.1	501	11	- 4.7	+ 4.1	910	233	289	227
Plumbing and Heating Supplies	10	+15.5	+ 1.9	275	5	+ 3.7	+ 2.6	396	186	201	182
Tobacco and Its Products	14	+ 2.1	+ 3.3	1,965	**	**	**	**	**	**	**
Middle Atlantic	639	+12.8	- 3.1	54,953	358	+ 7.6	+ 3.8	48,610	153	161	144
Automotive Supplies	25	+23.6	+21.8	755	13	- 8.0	- 1.1	748	200	241	223
Paints and Varnishes	7	- 5.7	-24.2	50	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	22	+ 7.3	-13.9	2,060	9	-16.0	- 1.0	481	111	142	97
Shoes and Other Footwear	11	+ 7.1	-21.1	834	5	- 7.8	- 2.9	1,094	171	189	135
Drugs (without liquor department)	14	+ 0.6	- 1.8	2,589	11	+ 5.3	+ 6.3	1,866	137	129	123
Drugs (with liquor department)	5	+ 6.2	- 7.4	1,414	5	+ 5.7	+ 5.8	2,384	169	169	148
Dry Goods	42	+33.3	+ 4.2	3,418	20	+ 4.9	0.0	2,243	159	202	153
Electrical Goods	73	+27.6	+ 5.6	4,178	62	+15.3	+ 2.7	4,045	109	119	111
Dairy and Poultry Products	5	+17.9	+ 1.9	805	**	**	**	**	**	**	**
Fresh Fruits and Vegetables	14	+12.0	+ 7.1	345	11	-25.3	+32.7	65	20	30	16
Furniture and House Furnishings	12	+16.8	-10.2	695	9	+25.9	+ 3.6	948	172	147	139
Groceries and Foods, except Farm Products	107	- 0.4	-17.9	10,380	45	+21.8	+ 0.9	14,830	376	321	322
Confectionery	7	+ 2.2	- 7.8	94	**	**	**	**	**	**	**
Meats and Meat Products	19	+ 9.7	+ 0.4	4,791	14	+14.1	+ 0.3	307	32	28	30
Beer	11	+ 3.0	-20.9	136	7	+14.3	+ 6.7	16	20	18	14
General Hardware	34	+19.9	+14.9	2,850	16	+ 9.2	+ 6.1	3,435	231	251	251
Heavy Hardware	7	+24.6	+ 5.4	471	6	+ 5.6	- 0.2	1,014	226	266	238
Industrial Supplies*	33	+51.9	+15.5	1,361	21	+ 8.8	+ 2.5	1,453	144	210	166
Plumbing and Heating Supplies	46	+31.9	+ 9.1	1,892	30	+ 1.2	+ 3.8	1,407	105	135	108
Jewelry	15	+20.3	-23.2	823	10	-23.1	+ 3.1	1,245	198	303	135
Optical Goods	5	+16.4	- 7.2	64	**	**	**	**	**	**	**
Lumber and Building Materials	11	+33.8	+19.0	1,167	5	- 3.5	+ 1.5	469	67	99	78
Machinery, Eqpt. & Supplies, except Electrical	7	+ 5.1	-15.3	85	**	**	**	**	**	**	**
Paper and Its Products	28	+17.8	+ 7.4	2,218	13	+ 2.6	+ 1.8	1,607	119	129	125
Tobacco and Its Products	50	+ 5.8	- 5.5	5,457	27	+ 1.5	- 9.2	2,254	50	51	52
East North Central	549	+15.7	- 6.1	39,641	324	+ 5.3	+ 4.9	35,699	149	168	135
Automotive Supplies	45	+24.0	+16.2	775	23	+ 1.3	+ 3.9	1,006	192	238	217
Paints and Varnishes	12	+ 3.7	- 3.0	196	4	- 4.8	+ 5.3	256	197	220	179
Clothing and Furnishings, except Shoes	10	+19.7	+14.5	292	7	+ 8.3	- 4.0	313	146	161	169
Shoes and Other Footwear	4	+11.7	-15.5	257	**	**	**	**	**	**	**
Coal	6	+34.3	+24.8	1,362	**	**	**	**	**	**	**
Drugs (without liquor department)	18	+ 6.5	- 0.2	2,092	10	- 0.8	+ 4.3	2,003	159	173	153
Drugs (with liquor department)	5	+ 9.2	- 4.7	1,128	5	+ 9.1	+ 5.0	2,000	177	177	161
Dry Goods	8	+21.5	- 9.8	869	5	+ 2.3	- 0.8	1,524	187	223	171
Electrical Goods	61	+44.6	+ 2.7	4,161	49	+ 3.8	+ 6.0	4,198	117	168	114
Fresh Fruits and Vegetables	19	- 4.3	- 9.6	423	15	+ 3.2	+17.1	226	71	67	55
Furniture and House Furnishings	5	+32.1	+ 2.9	358	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	114	+ 1.2	-23.9	10,026	59	+ 4.8	+ 8.8	8,182	161	155	115
Confectionery	6	+ 2.3	+ 6.0	88	4	+13.0	+ 1.7	61	100	87	100
Meats and Meat Products	15	+ 8.7	+ 1.0	1,037	14	+30.5	+ 6.2	394	38	32	36

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS OCTOBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change October 1939 from October 1938	Dollar Sales: Percent change October 1939 from September 1939	Dollar Sales: October 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change October 1939 from October 1938	End of Month Inventories (Cost): Percent change October 1939 from September 1939	End of Month Inventories (Cost): October 30, 1939 (000's)	Stock-Sales Ratio#: October 1939	Stock-Sales Ratio#: October 1938	Stock-Sales Ratio#: September 1939
East North Central (Continued)											
Beer	12	- 0.7	-23.9	137	11	+20.6	0.0	41	32	26	25
Wines and Spirituous Liquors	5	+27.3	+37.6	205	**	**	**	**	**	**	**
General Hardware	21	+17.1	- 4.3	2,917	16	+16.3	+ 5.5	6,074	258	241	215
Industrial Supplies*	22	+53.4	+18.1	1,608	14	- 3.8	+ 0.9	1,857	150	252	177
Plumbing and Heating Supplies	16	+23.2	+ 4.9	706		+12.9	+ 1.4	289	209	255	199
Jewelry	15	+27.3	- 0.3	1,183		+18.2	- 2.9	1,096	194	226	202
Lumber and Building Materials	8	+16.6	+ 2.8	519	5	- 6.5	+ 3.0	418	122	145	121
Machinery, Eqpt. & Supplies, except Elect	11	+30.7	+ 4.5	392	7	- 1.2	+ 1.9	164	89	124	81
Surgical Equipment and Supplies	6	0.0	- 4.5	85	4	- 5.2	+ 0.9	110	250	276	252
Metals	10	+55.3	+17.9	1,039	6	- 2.2	+ 3.4	994	182	264	181
Paper and Its Products	23	+17.3	+ 0.2	2,043	11	+ 5.0	- 6.9	846	119	132	115
Tobacco and Its Products	49	+ 7.6	- 5.6	3,742	19	+10.6	+ 6.9	929	50	50	47
West North Central	328	+12.5	- 7.4	38,679	220	+ 9.1	+ 2.4	38,503	169	174	151
Automotive Supplies	19	+ 7.0	+15.1	519	7	+12.4	+ 3.6	400	189	175	216
Paints and Varnishes	4	+ 2.3	-15.5	133	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	5	+10.3	+ 6.2	172	**	**	**	**	**	**	**
Drugs (without liquor department)	10	+ 3.7	- 6.6	1,124	9	- 0.6	+ 1.5	1,715	220	230	204
Drugs (with liquor department)	6	+ 4.2	+ 2.7	1,449	6	- 3.4	0.0	2,563	177	191	182
Dry Goods	10	+15.5	- 5.6	4,804	9	+ 8.0	- 4.2	8,092	172	184	170
Electrical Goods	37	+43.6	- 4.3	1,931	34	+18.6	+15.0	2,177	119	145	98
Fresh Fruits and Vegetables	13	- 4.3	-18.2	337	11	- 5.3	+ 8.8	161	59	59	44
Furniture and House Furnishings	10	+38.6	- 9.6	1,501	8	+40.4	-10.0	3,075	210	209	210
Groceries and Foods, except Farm Products	94	+ 4.9	-24.2	6,641	67	+15.1	+14.7	9,024	202	172	132
General Hardware	11	+14.1	- 4.9	2,906	10	- 2.8	+ 0.3	5,435	198	231	188
Heavy Hardware	7	-16.1	-13.2	277	4	- 6.0	+10.8	235	154	106	119
Industrial Supplies*	14	+18.8	+ 2.3	538	8	+ 8.5	+ 2.8	652	185	209	195
Plumbing and Heating Supplies	10	+20.9	+ 4.1	666	4	-13.4	+ 1.0	290	120	145	115
Jewelry	7	+30.8	- 8.3	289	5	- 1.0	+ 5.4	585	316	428	288
Machinery, Eqpt. & Supplies, except Elect	7	+36.8	+11.5	145	4	+28.5	- 2.4	163	155	163	186
Paper and Its Products	6	+22.0	- 5.3	161	**	**	**	**	**	**	**
Tobacco and Its Products	15	- 2.1	- 2.5	1,075	9	+ 2.7	+ 3.2	735	87	82	85
South Atlantic	330	+13.9	- 7.0	20,259	179	+ 8.7	+ 2.4	19,360	149	162	136
Automotive Supplies	15	- 7.1	+ 8.9	417	4	- 1.6	+ 6.0	124	225	185	234
Shoes and Other Footwear	5	+ 9.4	-29.4	1,179	4	+ 6.5	-19.6	1,190	111	116	96
Drugs (without liquor department)	16	+ 9.3	- 0.1	1,334	8	- 1.6	+ 2.5	1,352	196	225	196
Drugs (with liquor department)	5	+ 7.5	+ 7.4	1,014	5	- 1.2	+ 1.1	2,353	232	253	247
Dry Goods	13	+12.1	-12.1	1,347	7	- 0.1	+ 2.5	1,190	182	214	151
Electrical Goods	44	+62.2	- 2.6	2,712	41	+30.1	+ 5.0	2,750	105	135	97
Fresh Fruits and Vegetables	11	+ 7.6	- 0.5	366	4	-16.4	+ 9.5	46	38	45	40
Groceries and Foods, except Farm Products	98	+ 4.3	-16.0	4,388	38	+14.5	+ 9.0	5,469	171	157	133
Confectionery	8	+ 6.8	+10.3	172	4	+17.5	+11.7	67	93	85	85
Meats and Meat Products	4	+ 2.1	-12.[illegible]	144	**	**	**	**	**	**	**
General Hardware	26	+11.6	- 6.[illegible]	1,858	16	+ 5.7	+ 1.3	3,084	274	297	254
Industrial Supplies*	14	+43.8	+1[illegible]	565	9	+ 9.9	+ 3.8	744	156	201	166
Plumbing and Heating Supplies	20	+12.7	+ 5.[illegible]	935	18	+15.1	+ 9.0	869	133	132	135
Paper and Its Products	9	+14.5	- 2.1	458	4	- 0.9	+ 2.7	345	164	174	153
Tobacco and Its Products	12	+ 4.7	- 3.7	672	**	**	**	**	**	**	**

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS OCTOBER - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Oct. 1939 from Oct. 1938	Dollar Sales: Percent change Oct. 1939 from Sept. 1939	Dollar Sales: October 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Oct. 1939 from Oct. 1938	End of Month Inventories (Cost): Percent change Oct. 1939 from Sept. 1939	End of Month Inventories (Cost): October 31, 1939 (000's)	Stock-Sales Ratio# October 1939	Stock-Sales Ratio# October 1938	Stock-Sales Ratio# September 1939
East South Central	156	+11.2	- 6.7	$10,530	84	+ 5.9	+ 3.2	$11,639	174	186	158
Drugs (without liquor department)	11	+ 3.6	- 3.0	1,058	7	- 1.4	+ 1.7	1,697	201	210	192
Dry Goods	11	+ 2.3	-19.1	1,049	6	+12.6	+ 3.4	1,376	179	167	140
Electrical Goods	15	+28.0	- 8.2	618	11	+ 3.2	+ 6.7	682	131	164	113
Groceries and Foods, except Farm Products	47	+ 5.4	-18.4	2,458	19	+13.4	+ 5.4	2,231	177	166	136
General Hardware	16	+16.8	+ 5.1	2,573	9	+ 1.6	+ 2.9	2,891	219	254	233
Industrial Supplies*	8	+30.0	+16.9	325	4	- 0.8	- 1.9	255	168	206	218
Paper and Its Products	5	+19.9	- 6.2	211	**	**	**	**	**	**	**
West South Central	258	+ 9.1	-13.5	17,747	174	+ 4.7	+ 5.1	22,850	203	210	166
Automotive Supplies	7	+ 8.1	+16.3	93	6	- 7.2	+ 3.6	142	161	187	180
Drugs (without liquor department)	6	+ 0.8	- 3.7	680	4	+ 6.9	+ 2.8	1,338	249	237	233
Drugs (with liquor department)	10	- 0.5	+ 0.8	1,638	9	- 0.8	+ 5.2	3,793	239	240	228
Dry Goods	9	+13.6	- 9.7	1,319	8	+ 1.4	- 1.9	2,304	212	224	189
Electrical Goods	34	+22.7	- 9.9	1,531	26	+ 5.4	+ 2.6	1,528	112	129	97
Groceries and Foods, except Farm Products	129	+ 0.4	-25.5	7,359	92	+18.0	+12.7	8,366	199	167	187
General Hardware	15	+22.6	+ 1.6	1,967	9	+ 6.3	+ 0.8	2,329	227	256	231
Industrial Supplies*	5	+24.5	- 9.4	855	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Electrical	9	+78.3	+16.7	1,041	**	**	**	**	**	**	**
Tobacco and Its Products	10	- 4.7	- 1.5	403	**	**	**	**	**	**	**
Mountain	124	+10.0	- 6.4	7,618	88	+ 5.3	+ 2.8	9,729	171	180	152
Automotive Supplies	13	- 2.1	+ 6.1	278	5	-18.9	- 5.1	223	196	275	193
Drugs (without liquor department)	6	+ 7.0	+ 6.1	382	5	+ 6.9	+ 1.7	733	203	201	213
Electrical Goods	9	+41.5	+ 6.6	549	6	+ 6.5	+ 8.1	657	131	177	150
Groceries and Foods, except Farm Products	39	- 0.7	-22.0	2,466	35	+ 9.9	+ 7.3	3,935	200	178	142
Meats and Meat Products	5	+ 5.8	- 4.6	146	4	- 7.9	+ 1.4	70	55	62	51
General Hardware	6	+18.3	+ 0.8	873	4	+ 8.7	- 0.5	823	183	195	177
Plumbing and Heating Supplies	5	+28.9	+ 9.3	259	**	**	**	**	**	**	**
Tobacco and Its Products	5	- 1.7	- 1.2	237	**	**	**	**	**	**	**
Pacific	367	+ 7.0	- 8.6	30,768	203	+ 3.3	+ 2.7	33,972	175	181	156
Automotive Supplies	71	+11.6	- 2.4	1,429	29	- 1.3	- 0.8	895	216	236	209
Shoes and Other Footwear	7	+23.3	-10.3	217	5	- 3.5	+ 3.5	388	197	261	165
Drugs (without liquor department)	4	+ 1.5	+ 2.8	821	**	**	**	**	**	**	**
Drugs (with liquor department)	5	- 2.3	- 2.3	3,031	4	- 6.9	+ 4.4	4,758	208	223	191
Dry Goods	17	+15.5	+ 2.1	1,367	8	- 9.7	- 2.6	1,150	206	260	224
Electrical Goods	27	+25.8	- 4.6	2,138	23	+17.9	- 0.6	2,656	138	149	130
Dairy and Poultry Products	7	-19.4	-13.0	716	5	- 4.8	+ 0.6	475	83	71	69
Fresh Fruits and Vegetables	9	+ 2.9	-12.5	350	**	**	**	**	**	**	**
Furniture and House Furnishings	7	+23.3	-12.6	549	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	54	- 1.4	-18.9	9,432	32	+ 9.6	+ 6.9	7,777	129	114	101
Confectionery	5	+21.0	- 9.2	167	**	**	**	**	**	**	**
Meats and Meat Products	13	+15.6	- 0.2	1,257	8	+26.8	+ 7.7	506	65	60	61
General Hardware	19	+12.4	- 3.2	3,301	10	+ 3.2	+ 0.9	6,162	307	333	305
Industrial Supplies*	14	+ 9.8	- 6.9	335	9	+ 4.5	+ 3.2	487	244	263	213
Plumbing and Heating Supplies	11	+25.2	+14.7	849	**	**	**	**	**	**	**
Lumber and Building Materials	13	+14.2	+12.7	498	11	+ 4.6	- 0.2	565	147	166	164
Surgical Equipment and Supplies	7	+21.5	+ 9.7	113	6	+ 2.7	+ 0.9	225	271	332	286
Paper and Its Products	10	+17.6	-29.1	321	6	+ 1.2	- 0.8	500	193	236	126
Tobacco and Its Products	19	+ 0.2	- 2.3	1,302	**	**	**	**	**	**	**

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
OCTOBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		October 1939	October 1938	September 1939	Percent change October 1939 from October 1938	Percent change October 1939 from September 1939	As of Oct. 1, 1939 (000's)
New England	145	72	67	71	+ 3.8	+ 9.4	$13,842
Shoes and Other Footwear	14	35	42	31	+10.9	+ 3.0	1,092
Drugs (without liquor department)	5	71	65	69	- 2.3	+ 8.0	824
Electrical Goods	30	76	74	76	+ 4.6	+10.6	1,851
Groceries and Foods, except Farm Products	24	88	77	91	- 2.4	+ 5.7	2,558
Industrial Supplies**	14	67	63	66	+13.8	+12.8	660
Plumbing and Heating Supplies	10	50	45	48	+ 5.7	+ 8.7	498
Tobacco and Its Products	9	105	107	107	+ 2.4	- 2.3	420
Middle Atlantic	536	79	78	79	+12.3	+10.1	60,604
Automotive Supplies	20	66	44	64	-13.7	+ 5.1	556
Clothing and Furnishings, except Shoes	20	47	48	43	+ 5.5	+11.5	4,486
Shoes and Other Footwear	11	44	44	33	+ 9.6	+10.1	2,473
Drugs (without liquor department)	13	61	62	62	+ 2.5	+ 6.7	2,939
Drugs (with liquor department)	5	62	66	65	+15.1	+15.2	2,230
Dry Goods	37	51	53	48	+22.9	+12.7	4,971
Electrical Goods	69	74	72	72	+15.3	+ 8.4	4,878
Dairy and Poultry Products	5	139	146	132	+15.5	+ 9.1	552
Fresh Fruits and Vegetables	10	202	183	174	+ 7.8	- 5.3	124
Furniture and House Furnishings	9	51	45	40	+26.6	+ 7.0	1,171
Groceries and Foods, except Farm Products	83	96	102	109	+19.8	+16.9	10,599
Confectionery	5	64	62	71	- 4.3	+24.4	112
Meats and Meat Products	16	182	177	171	+ 7.1	+ 5.0	2,738
General Hardware	30	48	46	44	+ 7.6	+10.7	4,042
Heavy Hardware	7	64	60	60	+21.7	+10.2	650
Industrial Supplies**	28	79	71	74	+29.3	+11.4	1,365
Plumbing and Heating Supplies	44	61	57	57	+18.3	+12.7	2,708
Jewelry	11	19	15	21	+13.8	+31.8	874
Lumber and Building Materials	10	74	62	70	+ 9.9	+ 1.0	1,185
Machinery, Eqpt. & Supplies, except Electrical	6	72	62	64	+14.1	+14.1	113
Metals	4	89	75	91	+29.5	+13.3	1,519
Paper and Its Products	20	57	56	51	+ 7.3	+ 7.3	2,957
Tobacco and Its Products	36	132	141	138	+12.5	+ 1.1	3,756
East North Central	455	73	70	75	+10.7	+ 8.9	44,535
Automotive Supplies	40	75	60	67	- 3.6	+12.1	733
Paints and Varnishes	11	29	31	30	+ 7.8	- 0.6	539
Clothing and Furnishings, except Shoes	9	59	49	42	+ 2.1	+ 8.4	480
Coal	6	90	74	72	+21.4	+ 5.8	1,443
Drugs (without liquor department)	16	78	81	79	+ 5.5	+ 5.7	2,005
Drugs (with liquor department)	5	83	83	94	+ 4.9	+ 7.9	1,274
Dry Goods	8	45	42	46	+ 7.8	+22.9	1,661
Electrical Goods	55	65	59	66	+ 8.3	- 0.1	5,070
Fresh Fruits and Vegetables	12	96	113	114	+ 6.3	+ 3.5	236
Furniture and House Furnishings	5	60	54	51	+23.2	+ 3.1	568
Groceries and Foods, except Farm Products	91	95	92	109	+ 7.0	+11.4	9,519
Meats and Meat Products	11	105	112	111	+11.1	+ 7.1	648
General Hardware	20	58	54	52	+ 9.3	+ 9.5	4,905
Industrial Supplies**	21	70	69	68	+37.3	+ 3.8	1,885
Plumbing and Heating Supplies	15	62	64	56	+35.7	+ 8.3	1,056
Jewelry	13	19	19	23	+13.6	+37.5	2,534
Lumber and Building Materials	8	66	63	67	+17.0	+ 5.1	743
Machinery, Eqpt. & Supplies, except Electrical	9	77	80	76	+45.7	+ 0.3	322
Metals	8	92	81	80	+13.4	+13.5	805
Paper and Its Products	23	63	60	58	+10.8	+ 3.6	3,106
Tobacco and Its Products	29	116	113	123	+ 5.3	+ 2.9	1,956
West North Central	277	76	75	76	+10.2	+11.5	40,575
Automotive Supplies	14	65	47	61	- 7.8	+21.0	564
Clothing and Furnishings, except Shoes	5	34	35	27	+12.5	+23.6	351
Shoes and Other Footwear	4	60	64	48	+17.1	- 3.7	1,577
Drugs (without liquor department)	10	77	77	80	+ 3.0	+ 7.1	1,461
Drugs (with liquor department)	6	66	66	66	+ 3.6	+ 9.8	2,021
Dry Goods	10	41	44	38	+11.8	+18.4	10,539
Electrical Goods	35	61	57	61	+17.0	+ 9.7	2,976
Furniture and House Furnishings	10	57	57	52	+39.7	+ 5.9	2,433
Groceries and Foods, except Farm Products	78	118	119	148	+ 9.6	+ 8.4	4,426
General Hardware	11	62	58	54	+ 5.2	+14.7	4,927
Heavy Hardware	7	91	100	98	+ 7.8	+12.7	319
Industrial Supplies**	12	58	53	62	+ 9.1	+ 4.1	716
Plumbing and Heating Supplies	10	58	61	59	+23.7	+ 5.4	882
Jewelry	6	29	24	35	- 3.7	+40.5	437
Paper and Its Products	5	75	67	68	+13.1	+12.4	181
Tobacco and Its Products	6	168	122	179	- 2.4	+11.0	372

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
OCTOBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		October 1939	October 1938	September 1939	Percent change October 1939 from October 1938	Percent change October 1939 from September 1939	As of Oct. 1,1939 (000's)
South Atlantic	264	65	67	64	+16.7	+ 9.7	$23,015
Automotive Supplies	12	64	61	63	+ 3.5	+17.0	412
Drugs (without liquor department)	14	75	76	75	+ 4.5	+ 6.1	1,355
Drugs (with liquor department)	5	69	77	69	+14.4	+11.6	1,251
Dry Goods	9	40	44	38	+17.8	+25.4	2,134
Electrical Goods	43	66	67	67	+57.6	+10.6	4,053
Fresh Fruits and Vegetables	9	106	116	109	+11.5	+ 9.7	203
Groceries and Foods, except Farm Products	67	97	98	102	+ 6.6	+ 2.6	3,099
Confectionery	5	67	64	62	- 2.1	+ 7.6	183
General Hardware	25	47	48	40	+13.6	+ 8.8	3,737
Industrial Supplies**	11	70	59	61	+20.3	+11.8	700
Plumbing and Heating Supplies	20	56	60	56	+ 4.8	+ 3.3	1,482
Surgical Equipment and Supplies	4	55	45	58	- 3.3	- 0.8	117
Paper and Its Products	7	62	61	62	+ 4.1	+10.8	504
Tobacco and Its Products	6	92	99	88	+13.5	+ 0.4	252
East South Central	128	62	62	58	+ 9.5	+ 7.6	13,826
Drugs (without liquor department)	9	65	64	64	+ 2.0	+ 5.5	1,448
Dry Goods	11	41	44	34	+ 6.6	+13.8	2,268
Electrical Goods	13	76	64	69	+32.7	+ 6.5	880
Fresh Fruits and Vegetables	5	103	106	106	+ 0.9	+ 8.5	115
Groceries and Foods, except Farm Products	34	92	95	84	+11.6	- 1.4	2,052
General Hardware	14	51	50	45	+13.0	+ 7.6	3,659
Industrial Supplies**	8	71	68	67	+17.8	+13.6	384
Paper and Its Products	5	68	66	66	+11.1	+20.3	320
West South Central	228	70	69	71	+ 8.4	+ 7.2	20,944
Automotive Supplies	6	64	54	66	- 4.0	+ 6.7	95
Drugs (without liquor department)	4	64	61	63	- 4.0	+ 5.3	790
Drugs (with liquor department)	9	73	68	72	- 2.6	+14.4	1,965
Dry Goods	9	44	43	40	+ 4.4	+12.8	3,031
Electrical Goods	30	77	73	78	+25.2	+ 2.1	2,023
Furniture and House Furnishings	4	57	67	62	+ 9.5	+ 9.5	404
Groceries and Foods, except Farm Products	115	92	96	98	+11.7	+ 5.4	6,816
General Hardware	14	65	57	55	+ 9.7	+11.3	2,329
Machinery, Eqpt. & Supplies, except Electrical	8	42	40	40	+12.1	+ 4.2	1,780
Surgical Equipment and Supplies	4	52	35	50	- 8.0	- 3.7	103
Tobacco and Its Products	7	86	91	90	+ 3.1	- 1.0	198
Mountain	106	75	74	77	+ 9.0	+ 4.3	8,159
Automotive Supplies	8	59	61	56	+ 3.5	+ 4.0	234
Drugs (without liquor department)	6	66	65	68	+ 0.8	+ 3.1	524
Dry Goods	4	56	50	56	+ 2.7	+ 6.0	689
Electrical Goods	8	69	74	72	+35.1	- 3.6	732
Groceries and Foods, except Farm Products	33	90	89	107	+ 1.1	+ 9.9	2,200
General Hardware	4	53	52	48	+12.4	+ 2.6	860
Plumbing and Heating Supplies	5	67	53	55	+15.1	+ 0.3	389
Pacific	313	75	76	79	+13.6	+ 9.6	35,893
Automotive Supplies	52	60	58	64	- 0.2	+ 5.6	935
Clothing and Furnishings, except Shoes	4	47	47	40	- 0.7	+ 2.0	151
Shoes and Other Footwear	7	46	42	36	+16.5	+ 0.4	522
Drugs (without liquor department)	4	77	78	79	+ 0.9	+ 6.7	986
Drugs (with liquor department)	5	82	80	83	+ 7.2	+10.1	3,499
Dry Goods	15	57	56	54	+ 6.9	+ 5.0	2,096
Electrical Goods	25	71	66	70	+14.7	+ 8.7	2,762
Dairy and Poultry Products	7	137	143	166	- 9.4	+ 4.4	424
Furniture and House Furnishings	7	69	62	62	+17.5	+13.5	978
Groceries and Foods, except Farm Products	43	94	105	110	+23.7	+20.4	8,607
Confectionery	4	81	79	93	+14.3	+ 6.7	16
Meats and Meat Products	11	172	167	191	+10.9	+ 3.2	710
General Hardware	18	53	53	52	+ 9.3	+ 3.9	5,933
Industrial Supplies**	13	55	59	56	+16.6	+ 4.1	584
Plumbing and Heating Supplies	11	68	70	69	+25.9	+10.8	1,015
Lumber and Building Materials	13	60	59	63	+13.1	- 1.3	752
Machinery, Eqpt. & Supplies, except Electrical	9	49	44	41	+17.7	- 3.0	319
Surgical Equipment and Supplies	7	42	41	38	+ 8.5	+ 1.6	256
Paper and Its Products	8	55	56	56	+13.0	+19.3	619
Tobacco and Its Products	14	102	105	102	+ 3.3	+ 1.1	1,050

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

Immediate release - December 29, 1939

Business conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Statistical Service

WHOLESALE TRADE - November 1939

Prepared monthly, in cooperation with the
National Association of Credit Men

Sales of wholesalers based upon reports from 2,814 firms representing all parts of the country, increased 9.2 percent in November over the same month a year ago, it was announced today by William L. Austin, Director, Bureau of the Census. In connection with this monthly joint study of tne National Association of Credit Men and the Bureau of the Census, these wholesalers reported dollar sales amounting to $217,124,000 in November. These sales were 5.9 percent under October, 1939. Sales are shown as reported without adjustment for seasonal or price fluctuations.

Thirty of the 36 lines of trade which are covered by this current survey showed increases in sales during November over the previous year, while only six reported a decrease. Trades with the largest gains are: Metals (49.2%); Electrical Goods (38.7%); Machinery, Equipment and Supplies, except Electrical (31.1%) and Industrial Supplies (30.2%). These four trades were also the leaders last month in showing gains over October 1939.

Sales by 431 firms in the Hardware Group were up 18.0 percent, led by sales of Industrial Supplies as noted above, and followed by Plumbing and Heating Supplies (26.7%) and Heavy Hardware (22.2%). The gain in sales of Plumbing and Heating Supplies is comparable with that of 24.9 percent noted for Lumber and Building Materials. Sales of Groceries and Foods (except farm products) were off slightly 0.7 percent from November 1938, compared with the gain of 22.8 percent and 1.1 percent shown in September and October respectively over corresponding months in 1938. Not included in this group, and showing increases were sales of Dairy and Poultry Products (14.9%), Fresh Fruits and Vegetables (2.0%), Confectionery (10.4%) and Meat and Meat Products (5.9%).

The cost value of stocks on hand at the end of November for 1,693 wholesalers was up slightly from the beginning of the month (0.2%) and had increased 6.9% over November 1938. November is the fourth consecutive month of 1939 that the dollar volume of inventories showed an increase over the corresponding month of 1938. In general the increases in inventories, however, occured in lines where sales were also up with the result that Stock-Sales Ratios were down from 169 in November 1938 to 164 in November 1939.

Collections on accounts receivable during November 1939, for 2,390 wholesalers showed no variation from the same month in 1938 and little from the previous month in 1939. In November 1939, 70 percent of the outstandings were collected during the month, while in November 1938, and October 1939, the ratios were 70 percent and 73 percent respectively. November is the thirteenth consecutive month during which the collection rate on accounts receivable at the beginning of the month has equaled or exceeded that for the corresponding month of the previous year. Accounts receivable were 11.3 percent greater on November 1, 1939, than at the same time in 1938.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

NOVEMBER - - - - 1939

KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	November 1939 (000's)	Number of firms reporting stocks	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	Nov. 30, 1939 (000's)	November 1939	November 1938	October 1939
UNITED STATES	2,814	+ 9.2	- 5.9	$217,124	1,693	+ 6.9	+ 0.2	$223,550	164	169	154
Automotive Supplies	177	+ 3.4	- 6.1	3,376	84	- 3.2	+ 1.3	3,596	208	216	189
Chemicals (Industrial	11	+21.0	- 2.0	721	7	+13.5	+ 1.5	395	79	85	79
Paints and Varnishes	34	- 1.0	-27.7	394	11	- 3.5	- 4.9	684	303	308	228
Clothing and Furnishings, except Shoes	47	+ 2.9	-21.1	2,243	25	+ 0.4	- 7.0	1,134	137	138	128
Shoes and Other Footwear	38	+ 2.0	-18.4	9,562	24	- 1.1	+ 6.3	5,880	161	182	103
Coal	10	+17.0	+ 0.7	3,097	**	**	**	**	**	**	**
Drugs and Drug Sundries##	127	+ 1.3	- 0.9	20,822	100	- 1.8	- 1.1	31,585	191	198	193
Without liquor department	88	+ 4.1	- 3.9	10,052	64	- 0.5	- 3.8	12,730	183	191	182
With liquor department	39	- 1.2	+ 2.1	10,770	36	- 2.7	+ 0.7	18,855	197	203	201
Dry Goods	117	+ 5.2	-14.0	12,729	65	+ 8.4	- 6.5	18,282	197	189	181
Electrical Goods	335	+38.7	+ 4.7	21,387	282	+11.6	+ 1.1	21,418	112	139	116
Dairy and Poultry Products	22	+14.9	+ 7.9	3,571	13	- 9.6	- 2.6	708	54	63	53
Fresh Fruits and Vegetables	73	+ 2.0	- 0.5	2,084	48	+10.9	+10.9	944	65	59	57
Farm Supplies	8	- 2.6	+ 4.6	227	**	**	**	**	**	**	**
Furniture and House Furnishings	46	+16.5	-12.2	3,367	25	+20.4	- 2.1	4,987	206	203	195
Groceries and Foods, except Farm Products	692	- 0.7	- 3.0	49,109	390	+ 9.3	- 1.5	45,683	173	156	170
Full-line Wholesalers 1/	364	+ 0.9	- 3.2	20,895	189	+11.1	- 1.5	21,944	187	170	183
Voluntary-group Wholesalers	183	- 3.1	- 1.9	17,002	123	+ 5.4	- 2.2	17,077	199	180	197
Retailer-cooperative Warehouses	22	- 1.8	- 1.9	4,098	10	+11.7	+ 0.5	3,012	148	129	147
Specialty Lines	123	+ 1.4	- 5.2	7,114	68	+15.0	0.0	3,650	89	76	85
Confectionery	22	+10.4	+ 1.6	455	10	+ 9.6	- 3.1	126	77	78	88
Meats and Meat Products	62	+ 5.9	-14.4	11,656	40	+17.2	+ 2.7	1,616	54	44	48
Beer	32	+ 0.6	-11.3	321	26	+ 3.0	+ 1.0	102	42	40	37
Wines and Spirituous Liquors	21	-12.0	- 7.7	3,209	15	- 4.3	+ 6.6	5,131	172	158	149
Total Hardware Group	431	+18.0	-10.7	31,743	273	+ 9.9	+ 0.6	51,404	239	260	213
General Hardware	154	+12.5	- 9.5	19,672	95	+11.2	+ 0.4	37,404	267	274	239
Heavy Hardware	21	+22.2	-10.0	1,034	17	+15.1	+ 4.0	2,025	215	231	190
Industrial Supplies*	137	+30.2	-10.2	6,286	85	+ 4.1	+ 0.7	8,173	205	263	185
Plumbing and Heating Supplies	119	+26.7	-16.0	4,751	76	+ 7.8	+ 0.8	3,802	150	179	128
Jewelry	41	+19.4	- 8.6	2,206	23	+ 7.0	- 5.3	2,774	223	251	217
Optical Goods	8	+16.1	- 9.6	216	**	**	**	**	**	**	**
Lumber and Building Materials	43	+24.9	-11.5	3,077	29	+ 5.0	+ 0.5	2,599	121	147	106
Machinery, Eqpt. & Supplies, except Elect.	57	+31.1	- 9.6	2,317	32	- 7.5	+ 4.0	3,478	227	328	195
Surgical Equipment and Supplies	32	+17.8	- 2.5	623	17	+10.7	+ 2.6	664	178	182	168
Metals	21	+49.2	- 1.8	1,940	13	+12.0	+ 3.6	1,846	189	209	164
Paper and Its Products	87	+18.5	- 5.2	5,893	39	+ 8.4	+ 3.4	4,393	155	165	138
Petroleum	8	+ 8.9	-11.2	1,202	7	+ 5.8	+ 2.8	747	62	64	54
Tobacco and Its Products	169	+ 4.6	+ 2.7	13,958	64	- 7.1	+17.1	4,267	57	63	49
Leather and Shoe Findings	8	+26.7	- 0.7	152	**	**	**	**	**	**	**
Miscellaneous	35	+17.7	- 4.5	5,467	31	+24.4	+ 9.8	9,107	128	122	114

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

\#\# *Total Sales, including liquors, wines, etc.*

1/ Not affiliated with voluntary or cooperative groups.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		November 1939	November 1938	October 1939	Percent change November 1939 from November 1938	Percent change November 1939 from October 1939	As of Nov. 1, 1939 (000's)
UNITED STATES	2,590	70	70	73	+11.3	- 0.6	$265,838
Automotive Supplies	149	63	55	64	- 3.3	+ 8.9	5,899
Chemicals (Industrial)	11	74	63	77	+ 3.1	- 4.1	954
Paints and Varnishes	30	42	42	43	+ 6.3	- 2.8	1,108
Clothing and Furnishings, except Shoes	44	46	45	49	+ 6.3	- 5.4	5,895
Shoes and Other Footwear	35	47	45	51	+ 3.7	-14.8	11,624
Coal	10	76	68	82	+ 1.6	+ 7.2	5,797
Drugs and Drug Sundries	115	67	68	70	+ 3.3	+ 2.8	25,805
Without liquor department	78	64	66	69	+ 3.8	+ 3.4	12,463
With liquor department	37	69	70	71	+ 2.7	+ 2.3	13,342
Dry Goods	106	46	48	46	+14.2	+ 2.3	28,075
Electrical Goods	302	68	66	68	+25.9	+ 0.3	26,874
Dairy and Poultry Products	21	125	134	120	+14.9	+ 3.2	2,063
Fresh Fruits and Vegetables	55	117	121	123	+ 7.8	+ 4.5	1,195
Farm Supplies	8	74	85	63	+22.2	- 3.3	319
Furniture and House Furnishings	39	53	52	53	+24.7	+ 1.9	6,119
Groceries and Foods, except Farm Products	557	93	98	96	+ 5.1	- 7.6	42,921
Full-line Wholesalers	283	88	90	91	+ 7.5	- 7.3	18,500
Voluntary-group Wholesalers	156	94	96	97	- 0.9	- 7.8	15,444
Retailer-cooperative Warehouses	18	151	173	150	+10.1	- 7.4	1,834
Specialty Lines	100	89	102	93	+12.0	- 7.8	7,143
Confectionery	15	76	77	76	+ 3.7	+ 2.2	281
Meats and Meat Products	53	166	167	192	+12.1	- 5.4	6,844
Beer	15	96	103	95	+ 7.8	-10.8	83
Wines and Spirituous Liquors	18	93	88	95	- 5.4	- 2.0	3,180
Total Hardware Group	404	58	55	58	+14.3	+ 1.1	53,626
General Hardware	144	54	52	55	+11.6	- 0.1	35,471
Heavy Hardware	21	76	73	76	+16.6	+ 0.1	1,412
Industrial Supplies**	122	65	61	66	+22.2	+ 3.8	8,487
Plumbing and Heating Supplies	117	62	58	61	+18.3	+ 3.9	8,256
Jewelry	33	14	14	17	+17.4	+21.9	5,292
Optical Goods	6	62	55	64	+15.2	- 3.6	106
Lumber and Building Materials	42	67	64	67	+20.7	+ 4.8	4,803
Machinery, Eqpt. & Supplies, except Electrical	47	52	46	55	+14.9	- 0.5	3,539
Surgical Equipment and Supplies	32	51	43	47	+ 4.9	+ 1.1	1,204
Metals	20	87	79	83	+42.2	+ 8.4	2,357
Paper and Its Products	73	61	59	60	+11.4	- 1.2	8,778
Petroleum	6	126	105	124	+ 0.6	+ 2.1	985
Tobacco and Its Products	106	121	123	121	+ 6.9	- 0.3	8,254
Leather and Shoe Findings	7	35	34	40	+ 3.5	- 3.3	205
Miscellaneous	31	89	100	110	+22.6	+16.7	5,673

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS NOVEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	November 1939 (000's)	Number of firms reporting stocks	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	November 30, 1939 (000's)	November 1939	November 1938	October 1939
New England	161	+10.9	+ 0.1	$11,578	102	+ 0.8	+ 2.4	$ 9,235	124	138	120
Drugs (without liquor department)	5	- 1.2	- 3.3	556	4	- 7.5	- 6.1	727	162	173	166
Electrical Goods	33	+36.3	+ 3.3	1,516	29	+10.2	+ 6.8	1,721	117	145	114
Fresh Fruits and Vegetables	4	-21.5	-14.6	135	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	31	+ 5.9	+ 2.4	2,143	18	+ 6.1	- 6.8	1,080	186	177	186
General Hardware	4	+11.6	- 3.0	163	**	**	**	**	**	**	**
Industrial Supplies*	15	+33.9	- 0.2	490	11	- 4.0	+ 2.9	934	221	312	217
Plumbing and Heating Supplies	9	+31.7	- 6.8	262	4	+ 9.8	+ 1.8	347	224	261	217
Paper and Its Products	5	+26.5	-10.3	210	**	**	**	**	**	**	**
Tobacco and Its Products	14	+ 2.8	+ 3.6	2,036	**	**	**	**	**	**	**
Middle Atlantic	645	+10.3	- 5.4	54,044	361	+ 6.6	+ 4.5	41,069	132	136	121
Automotive Supplies	31	- 1.9	- 6.1	936	16	-14.9	+ 2.7	964	199	209	166
Paints and Varnishes	7	- 7.1	-22.0	39	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	22	+ 4.2	-23.1	1,660	10	+ 1.1	- 5.5	633	128	129	121
Shoes and Other Footwear	11	- 1.9	-25.4	660	5	- 1.6	+11.1	1,215	223	232	158
Drugs (without liquor department)	16	+ 2.3	- 6.6	2,619	13	+ 3.0	- 2.0	1,971	134	133	128
Drugs (with liquor department)	5	+ 5.1	+ 4.1	1,472	5	+ 4.2	+ 2.6	2,445	166	167	169
Dry Goods	43	+13.7	-15.1	3,159	21	+ 5.5	- 4.4	3,297	192	211	171
Electrical Goods	70	+38.4	+10.3	4,273	60	+ 8.5	- 1.3	3,915	97	124	108
Dairy and Poultry Products	6	+28.6	+11.6	2,042	**	**	**	**	**	**	**
Fresh Fruits and Vegetables	13	- 5.7	-14.9	217	9	-22.6	+ 8.3	65	33	40	26
Furniture and House Furnishings	15	+13.2	- 4.3	814	11	+12.7	+ 4.1	1,068	150	150	147
Groceries and Foods, except Farm Products	106	- 0.1	- 1.6	10,146	41	+ 4.4	+ 1.2	3,985	146	137	142
Confectionery	5	+ 6.0	+ 6.0	53	**	**	**	**	**	**	**
Meats and Meat Products	17	+ 7.1	-14.0	4,108	12	+14.2	- 2.3	297	31	27	32
Beer	11	+ 3.3	- 8.8	124	7	- 5.6	0.0	17	23	25	21
General Hardware	32	+16.2	- 7.9	2,233	14	+11.7	- 0.3	2,718	297	306	263
Heavy Hardware	8	+25.2	- 6.3	507	7	+ 9.6	+ 1.6	1,046	216	247	199
Industrial Supplies*	36	+48.0	- 4.2	1,513	24	+ 9.5	+ 0.1	1,933	169	238	161
Plumbing and Heating Supplies	46	+39.0	-18.7	1,407	32	+ 6.1	+ 1.2	1,364	128	179	106
Jewelry	14	+21.0	+ 2.9	790	8	- 3.5	- 4.2	961	202	261	237
Lumber and Building Materials	10	+32.0	-22.0	850	5	- 4.4	+ 1.7	477	84	129	67
Machinery, Eqpt. & Supplies, except Electrical	7	+12.9	-15.7	70	**	**	**	**	**	**	**
Surgical Equipment and Supplies	5	+12.9	- 7.9	70	**	**	**	**	**	**	**
Paper and Its Products	32	+19.4	- 8.6	2,610	15	+10.6	+ 4.3	2,295	142	143	125
Tobacco and Its Products	48	+ 2.6	+ 1.0	5,379	24	-12.5	+18.9	2,519	57	67	49
East North Central	526	+12.4	- 3.6	37,434	312	+ 9.3	- 0.3	38,231	158	164	153
Automotive Supplies	48	+ 7.8	- 8.5	730	14	+ 3.6	+ 0.3	1,012	204	214	189
Paints and Varnishes	12	- 9.1	-33.7	130	4	- 6.6	- 6.6	239	285	256	197
Clothing and Furnishings, except Shoes	9	+ 4.5	- 6.2	256	16	+ 2.8	- 9.3	253	131	127	143
Shoes and Other Footwear	4	+ 7.5	- 5.1	243	**	**	**	**	**	**	**
Coal	4	+13.8	- 7.3	765	**	**	**	**	**	**	**
Drugs (without liquor department)	17	+ 6.2	- 0.3	2,072	10	+ 0.7	- 5.3	1,897	151	160	159
Drugs (with liquor department)	4	+ 8.1	- 0.4	962	4	+ 8.1	- 1.8	1,766	184	183	186
Dry Goods	6	+ 8.5	- 8.9	574	**	**	**	**	**	**	**
Electrical Goods	59	+35.3	+ 6.1	5,088	46	+ 8.9	+ 2.2	4,288	112	136	117
Fresh Fruits and Vegetables	16	- 2.0	+17.8	451	12	- 8.9	- 2.7	216	72	76	79
Furniture and House Furnishings	4	+21.7	-14.6	264	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	110	- 1.2	- 3.7	9,066	58	+ 0.9	- 2.2	7,912	163	160	162
Confectionery	6	+ 7.9	- 6.8	82	**	**	**	**	**	**	**

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(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS NOVEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	November 1939 (000's)	Number of firms reporting stocks	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	November 30, 1939 (000's)	November 1939	November 1938	October 1939
East North Central (Continued)											
Meats and Meat Products	13	+ 6.3	+ 0.5	777	13	+ 7.9	- 1.2	341	44	43	45
Beer	12	0.0	- 8.8	125	11	+18.9	+ 7.3	44	38	32	32
Wines and Spirituous Liquors	4	- 4.3	- 1.0	198	**	**	**	**	**	**	**
General Hardware	22	+12.5	-10.0	4,431	17	+25.4	+ 0.7	10,250	253	228	223
Industrial Supplies*	27	+13.8	-14.0	1,463	17	+ 0.1	+ 1.1	2,135	189	264	158
Plumbing and Heating Supplies	16	+23.4	-15.1	660	9	+15.1	+ 2.7	458	230	240	196
Jewelry	14	+15.4	-17.6	819	8	+18.9	-11.2	976	207	206	195
Lumber and Building Materials	7	+23.6	-10.5	377	4	-11.0	- 2.9	203	94	124	85
Machinery, Eqpt. & Supplies, except Electrical	11	+39.6	-10.4	303	8	- 6.7	- 1.6	250	115	180	109
Surgical Equipment and Supplies	6	+16.7	+ 7.0	259	**	**	**	**	**	**	**
Metals	10	+32.0	-13.1	891	6	+ 9.4	+ 7.8	1,072	219	237	186
Paper and Its Products	20	+22.8	+ 2.8	1,953	9	+14.5	+ 4.0	797	128	143	124
Tobacco and Its Products	46	+ 8.4	+ 2.2	3,481	18	+ 3.8	+16.8	982	56	58	48
West North Central	306	+ 8.4	-11.7	31,123	212	+ 8.7	- 2.6	39,929	180	178	165
Automotive Supplies	18	+12.8	- 9.2	433	8	+13.7	- 3.2	399	206	224	189
Clothing and Furnishings, except Shoes	5	- 1.4	-18.6	140	**	**	**	**	**	**	**
Shoes and Other Footwear	5	+15.0	-39.1	1,768	4	- 4.8	+18.5	2,240	129	157	66
Drugs (without liquor department)	11	+ 2.8	- 5.1	1,123	10	+ 0.8	- 5.9	1,673	213	212	212
Drugs (with liquor department)	5	- 0.7	- 7.0	1,281	5	+ 0.3	+ 0.6	2,457	192	190	177
Dry Goods	10	- 0.2	-13.5	4,162	9	+11.5	- 7.8	7,459	183	164	172
Electrical Goods	32	+47.2	+ 8.8	1,624	30	+18.0	- 3.2	1,749	113	142	128
Fresh Fruits and Vegetables	11	+ 0.3	+11.7	383	9	+12.8	+14.3	176	53	48	55
Furniture and House Furnishings	8	+24.7	-14.3	1,161	6	+25.7	- 8.0	2,389	213	210	197
Groceries and Foods, except Farm Products	86	- 0.8	+ 0.1	5,300	63	+13.0	- 2.4	8,496	198	169	204
General Hardware	14	+12.7	-10.6	3,663	13	+ 3.0	- 1.2	7,933	226	248	204
Heavy Hardware	6	+22.5	- 4.3	245	4	- 2.4	+ 1.7	239	123	159	134
Industrial Supplies*	12	+ 7.3	-20.0	471	6	+ 6.9	+ 0.2	527	230	210	178
Plumbing and Heating Supplies	10	+16.2	-20.4	530	4	- 2.3	+ 4.5	303	160	176	120
Jewelry	6	+18.4	- 6.6	225	5	- 0.4	- 2.7	569	349	399	316
Machinery, Eqpt. & Supplies, except Electrical	6	+22.0	-19.6	283	**	**	**	**	**	**	**
Paper and Its Products	7	+ 1.3	+ 2.2	231	**	**	**	**	**	**	**
Tobacco and Its Products	15	+ 0.9	+ 3.1	638	9	+11.1	+ 2.3	221	67	58	62
South Atlantic	317	+18.7	- 1.4	18,147	174	+10.2	+ 0.3	18,450	159	179	157
Automotive Supplies	13	0.0	- 5.2	384	4	- 6.3	- 3.2	120	200	158	225
Shoes and Other Footwear	5	+21.9	-27.6	835	**	**	**	**	**	**	**
Drugs (without liquor department)	13	+10.8	+ 0.4	1,081	7	+ 7.5	+ 2.1	1,192	193	201	191
Drugs (with liquor department)	5	+ 8.3	+13.0	1,146	5	+ 2.6	+ 7.8	2,536	221	234	232
Dry Goods	13	+19.2	- 2.6	1,312	7	+ 3.2	- 3.9	1,143	195	222	182
Electrical Goods	48	+57.5	+ 9.3	3,131	40	+20.5	- 4.5	2,690	90	118	103
Fresh Fruits and Vegetables	11	+ 8.3	+ 0.3	367	4	+ 1.8	+23.4	58	45	48	39
Groceries and Foods, except Farm Products	89	+ 6.9	+ 0.9	4,112	36	+17.3	+ 2.7	3,174	170	154	168
Confectionery	7	+ 9.0	+ 4.9	170	4	+10.7	- 7.5	62	71	74	93
General Hardware	27	+16.7	- 7.2	1,792	17	+ 7.9	+ 0.7	3,362	306	336	276
Industrial Supplies*	15	+27.4	-16.3	502	10	+13.4	- 0.3	856	195	226	168
Plumbing and Heating Supplies	20	+18.7	- 9.5	845	18	+12.2	- 1.8	853	143	150	133
Machinery, Eqpt. & Supplies, except Electrical	4	+14.1	+ 7.7	154	**	**	**	**	**	**	**
Paper and Its Products	8	+14.8	- 5.1	387	4	- 3.2	- 2.0	337	158	205	164
Tobacco and Its Products	12	+ 8.9	+ 4.8	417	**	**	**	**	**	**	**

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS NOVEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				End of Month Inventories (Cost)				Stock-Sales Ratio#		
	Number of firms reporting sales	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	November 1939 (000's)	Number of firms reporting stocks	Percent change Nov. 1939 from Nov. 1938	Percent change Nov. 1939 from Oct. 1939	November 30, 1939 (000's)	November 1939	November 1938	October 1939
East South Central	158	+10.4	- 7.9	$ 9,749	87	+ 8.8	0.0	$11,447	188	195	173
Drugs (without liquor department)	11	+ 4.4	- 3.0	1,015	9	- 3.9	- 4.6	1,817	201	218	204
Dry Goods	13	+ 1.1	-14.7	975	7	+16.3	-10.5	1,377	196	169	180
Electrical Goods	12	+51.9	+ 6.4	512	11	+ 9.5	+ 4.5	713	143	199	145
Groceries and Foods, except Farm Products	50	+ 5.8	- 4.6	2,333	20	+14.5	+ 1.7	2,015	178	169	165
General Hardware	16	+15.7	- 7.7	2,397	9	+12.3	+ 3.7	2,987	233	249	214
Industrial Supplies*	10	+34.0	-15.4	402	4	0.0	0.0	147	150	210	129
Paper and Its Products	4	+ 1.3	0.0	156	**	**	**	**	**	**	**
West South Central	255	+ 4.8	- 3.5	16,545	178	+ 5.7	- 1.8	23,483	202	202	202
Automotive Supplies	7	+ 7.6	- 0.1	99	7	+ 0.6	+ 4.9	172	174	186	164
Drugs (without liquor department)	6	+ 4.2	- 2.9	602	4	+ 7.3	- 4.5	1,278	244	240	249
Drugs (with liquor department)	10	- 3.3	+ 9.5	1,792	9	- 2.4	- 0.4	3,778	219	215	239
Dry Goods	11	- 1.4	-19.6	1,164	10	+ 8.9	- 4.6	2,448	242	219	211
Electrical Goods	32	+26.2	- 4.0	1,388	24	+16.1	+ 5.7	1,501	121	132	111
Groceries and Foods, except Farm Products	130	- 0.4	- 1.2	7,369	94	+12.7	- 4.3	8,787	179	161	188
General Hardware	14	+10.2	- 8.8	1,370	9	+ 9.2	0.0	2,331	243	253	227
Industrial Supplies*	6	+13.4	- 6.8	1,101	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Electrical	8	+49.3	- 8.5	654	**	**	**	**	**	**	**
Surgical Equipment and Supplies	5	+46.8	+21.3	91	**	**	**	**	**	**	**
Tobacco and Its Products	10	+ 0.7	+ 7.9	437	**	**	**	**	**	**	**
Mountain	118	+ 7.9	- 5.1	7,295	86	+ 6.8	+ 0.1	9,833	185	195	176
Automotive Supplies	8	+ 7.5	- 1.2	171	**	**	**	**	**	**	**
Drugs (without liquor department)	5	+10.0	- 1.2	252	4	+ 1.1	- 9.4	453	194	212	214
Electrical Goods	15	+64.3	+19.7	797	12	+ 7.0	- 3.4	747	101	157	125
Groceries and Foods, except Farm Products	41	- 2.6	- 3.9	2,427	35	+11.1	+ 0.6	4,082	209	184	199
Meats and Meat Products	5	0.0	-17.1	121	4	+ 8.1	0.0	80	74	69	61
General Hardware	7	+10.2	-15.2	710	**	**	**	**	**	**	**
Tobacco and Its Products	4	+12.2	+ 5.0	212	**	**	**	**	**	**	**
Pacific	327	+ 2.5	- 9.2	25,683	181	+ 2.6	+ 0.1	31,873	189	189	170
Automotive Supplies	45	- 0.2	- 3.9	542	20	- 2.3	+ 2.3	711	249	246	222
Clothing and Furnishings, except Shoes	5	-27.7	-25.9	60	**	**	**	**	**	**	**
Shoes and Other Footwear	6	0.0	-36.0	112	4	+ 2.4	- 0.3	296	322	304	192
Drugs (without liquor department)	4	- 0.5	-10.8	732	**	**	**	**	**	**	**
Drugs (with liquor department)	5	- 7.2	+ 0.6	3,050	4	-11.9	- 2.2	4,653	202	212	208
Dry Goods	14	+ 0.3	-21.2	960	5	-14.5	-11.5	750	205	272	207
Electrical Goods	34	+25.2	- 8.7	3,058	30	+ 9.8	+ 4.4	4,094	144	166	125
Dairy and Poultry Products	9	+ 0.5	+ 5.2	1,114	7	+ 2.3	+ 1.6	567	63	65	61
Fresh Fruits and Vegetables	9	+19.8	- 3.3	387	**	**	**	**	**	**	**
Furniture and House Furnishings	9	+ 8.4	-25.9	504	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	49	- 8.6	-11.2	6,213	25	+ 8.2	- 0.8	6,152	148	126	131
Meats and Meat Products	9	+ 5.9	- 1.2	1,094	6	+37.3	+ 3.3	501	81	55	70
General Hardware	18	+ 6.7	-11.0	2,913	9	+ 6.6	+ 0.6	6,122	346	364	308
Industrial Supplies*	13	+26.4	-11.8	268	**	**	**	**	**	**	**
Plumbing and Heating Supplies	13	+22.7	-18.4	731	5	+13.7	+ 1.2	166	158	145	136
Lumber and Building Materials	13	+ 2.2	- 5.2	471	11	+ 1.9	- 2.3	543	155	157	145
Machinery, Eqpt. & Supplies, except Electrical	11	+36.7	- 0.9	231	**	**	**	**	**	**	**
Surgical Equipment and Supplies	5	+21.5	-16.0	79	4	+ 3.4	+ 1.1	182	337	383	281
Paper and Its Products	8	+ 5.0	-36.8	168	**	**	**	**	**	**	**
Tobacco and Its Products	18	+ 6.8	+ 7.1	1,275	4	-14.5	+37.8	259	111	142	78

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
NOVEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		November 1939	November 1938	October 1939	Percent change November 1939 from November 1938	Percent change November 1939 from October 1939	As of Nov. 1, 1939 (000's)
New England	142	73	69	75	- 0.4	- 0.3	$13,826
Drugs (without liquor department)	5	60	62	71	0.0	+ 2.1	841
Electrical Goods	31	75	72	76	+ 7.1	+ 0.7	1,881
Groceries and Foods, except Farm Products	25	84	74	86	-12.3	- 9.1	2,130
General Hardware	4	55	58	57	+ 5.8	+ 2.0	308
Industrial Supplies**	13	65	58	64	+19.0	+ 3.5	650
Plumbing and Heating Supplies	9	54	47	52	+15.4	+ 7.7	518
Tobacco and Its Products	10	110	117	111	+ 9.3	+ 5.1	1,256
Middle Atlantic	543	78	78	81	+11.8	+ 1.4	60,568
Automotive Supplies	27	59	49	61	- 2.4	+19.8	1,000
Clothing and Furnishings, except Shoes	21	44	43	49	+ 7.7	- 6.1	4,674
Shoes and Other Footwear	11	43	45	44	+10.2	- 7.9	2,278
Drugs (without liquor department)	14	58	58	61	+ 2.0	+ 3.4	3,162
Drugs (with liquor department)	5	58	64	62	+14.6	+ 1.2	2,256
Dry Goods	37	57	57	56	+20.3	+ 3.6	5,237
Electrical Goods	65	78	71	75	+16.7	+ 4.2	4,717
Dairy and Poultry Products	6	103	120	104	+44.1	+ 6.0	1,121
Fresh Fruits and Vegetables	9	143	159	169	- 1.0	+ 1.0	103
Furniture and House Furnishings	11	53	52	53	+22.5	+ 7.5	1,410
Groceries and Foods, except Farm Products	84	97	104	98	+ 5.1	- 6.1	8,266
Meats and Meat Products	14	159	155	183	+14.7	- 6.2	2,555
Beer	5	88	102	88	+18.2	- 9.7	65
General Hardware	28	50	47	49	+11.5	+ 3.5	3,654
Heavy Hardware	8	70	68	72	+24.5	+ 5.4	682
Industrial Supplies**	32	67	61	69	+28.8	+ 7.3	2,032
Plumbing and Heating Supplies	44	62	55	63	+18.2	+ 6.6	2,523
Jewelry	10	19	18	20	+15.2	+19.3	827
Lumber and Building Materials	10	68	57	69	+20.5	+ 9.0	1,483
Machinery, Eqpt. & Supplies, except Electrical	6	78	74	75	+14.6	-10.5	94
Surgical Equipment and Supplies	5	39	34	38	+19.8	+ 4.0	157
Paper and Its Products	24	61	58	58	+11.2	+ 1.4	3,776
Tobacco and Its Products	33	134	137	134	+ 7.3	- 2.3	3,524
East North Central	433	67	67	70	+15.0	+ 2.3	46,348
Automotive Supplies	42	74	62	75	- 1.9	+ 8.9	824
Paints and Varnishes	11	29	32	30	+12.6	- 0.6	536
Clothing and Furnishings, except Shoes	8	65	64	61	+ 1.9	- 2.1	420
Drugs (without liquor department)	14	73	74	77	+ 7.7	+ 4.3	2,051
Drugs (with liquor department)	4	70	79	80	+22.3	+13.2	1,283
Dry Goods	6	45	42	46	+ 8.5	+ 4.4	1,220
Electrical Goods	51	60	61	62	+31.5	+ 0.9	6,607
Fresh Fruits and Vegetables	10	107	107	101	- 3.4	- 5.7	197
Furniture and House Furnishings	4	63	54	61	+14.4	- 2.5	477
Groceries and Foods, except Farm Products	87	86	89	92	+ 5.0	- 4.5	8,664
Meats and Meat Products	10	88	89	84	+16.6	- 1.7	533
General Hardware	21	59	56	59	+12.6	+ 0.5	7,696
Industrial Supplies**	24	65	66	68	+40.8	+ 9.9	2,085
Plumbing and Heating Supplies	16	64	63	63	+30.1	+ 2.4	1,170
Jewelry	12	12	13	16	+20.6	+24.8	2,694
Lumber and Building Materials	7	78	79	74	+22.4	+ 1.7	552
Machinery, Eqpt. & Supplies, except Electrical	9	71	71	76	+34.2	- 6.5	302
Surgical Equipment and Supplies	6	59	48	54	+ 1.0	+ 0.5	401
Metals	10	89	82	90	+32.6	+ 9.0	1,115
Paper and Its Products	20	63	59	60	+ 9.4	- 2.2	2,970
Tobacco and Its Products	27	118	115	118	+ 4.9	- 0.1	1,785
West North Central	264	67	67	72	+ 9.7	- 3.1	47,526
Automotive Supplies	12	62	49	63	-11.8	+ 3.0	516
Clothing and Furnishings, except Shoes	5	39	37	34	+ 1.9	+ 6.5	376
Shoes and Other Footwear	5	48	45	58	+ 1.6	-21.9	6,103
Drugs (without liquor department)	11	70	70	74	+ 2.8	+ 1.1	1,567
Drugs (with liquor department)	5	59	60	65	+ 2.7	+ 4.2	2,037
Dry Goods	10	43	46	41	+15.5	+ 4.0	10,942
Electrical Goods	30	63	54	60	+13.8	- 1.4	2,338
Furniture and House Furnishings	8	53	56	57	+37.8	0.0	2,159
Groceries and Foods, except Farm Products	72	117	120	120	+ 1.5	- 6.3	4,003
General Hardware	14	56	53	57	+10.2	- 2.6	7,315
Heavy Hardware	6	96	93	95	- 1.8	- 4.9	271
Industrial Supplies**	11	55	52	57	+11.5	+ 0.6	834
Plumbing and Heating Supplies	10	62	58	58	+18.2	+ 2.5	904
Jewelry	5	22	19	27	+ 1.8	+22.7	448
Surgical Equipment and Supplies	4	51	47	50	+ 1.1	- 1.1	91
Paper and Its Products	6	67	67	70	+17.2	- 5.8	293

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
NOVEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		November 1939	November 1938	October 1939	Percent change November 1939 from November 1938	Percent change November 1939 from October 1939	As of Nov. 1, 1939 (000's)
South Atlantic	**252**	**63**	**64**	**64**	**+20.1**	**+ 1.3**	**$21,919**
Automotive Supplies	10	61	60	65	- 2.7	+10.6	428
Drugs (without liquor department)	11	73	78	77	+12.4	+ 6.1	1,077
Drugs (with liquor department)	5	66	77	69	+19.3	+10.7	1,385
Dry Goods	9	42	42	40	+19.5	+ 2.2	2,180
Electrical Goods	42	66	69	66	+58.2	+ 0.3	4,172
Fresh Fruits and Vegetables	9	109	115	106	+19.3	+ 3.4	210
Groceries and Foods, except Farm Products	61	96	94	97	+ 4.1	- 4.9	2,765
Confectionery	5	65	69	64	+ 6.4	+ 4.7	200
General Hardware	27	48	47	49	+13.2	- 2.0	3,795
Industrial Supplies**	13	74	57	66	+ 7.4	- 8.0	724
Plumbing and Heating Supplies	20	55	56	56	+16.9	+10.1	1,626
Paper and Its Products	6	58	57	61	+10.5	+ 3.2	454
Tobacco and Its Products	6	93	98	92	+13.3	+ 1.2	255
East South Central	**137**	**59**	**59**	**61**	**+10.4**	**- 1.2**	**14,917**
Drugs (without liquor department)	10	60	62	63	+ 4.6	+ 1.0	1,549
Dry Goods	13	39	45	40	+13.8	- 0.4	2,546
Electrical Goods	11	67	66	71	+24.2	- 7.3	698
Fresh Fruits and Vegetables	4	107	107	105	- 1.1	-14.0	86
Groceries and Foods, except Farm Products	39	85	88	88	+ 9.4	- 9.4	2,428
General Hardware	14	47	46	50	+14.9	+ 4.0	3,886
Industrial Supplies**	10	66	63	63	+28.9	+ 1.3	638
Machinery, Eqpt. & Supplies, except Electrical.	4	52	27	47	-21.5	- 9.9	328
Paper and Its Products	4	68	67	69	+ 8.1	- 7.7	228
West South Central	**225**	**67**	**69**	**70**	**+ 8.7**	**- 3.4**	**20,104**
Automotive Supplies	6	63	53	63	-10.7	+ 1.9	109
Drugs (without liquor department)	4	61	60	64	- 2.0	+ 3.9	821
Drugs (with liquor department)	9	71	68	73	- 4.3	+ 2.0	2,005
Dry Goods	11	43	44	44	+ 8.4	- 0.5	3,305
Electrical Goods	29	69	72	77	+19.3	- 6.5	1,824
Groceries and Foods, except Farm Products	114	89	96	92	+10.1	- 9.0	6,269
General Hardware	14	61	55	64	+ 6.1	- 2.5	2,310
Industrial Supplies**	4	69	64	70	+ 1.6	+ 2.8	955
Machinery, Eqpt. & Supplies, except Electrical.	7	29	26	32	+41.6	+ 3.8	1,301
Surgical Equipment and Supplies	5	53	37	46	-12.0	- 5.3	161
Tobacco and Its Products	7	84	90	86	+ 1.5	+ 4.0	205
Mountain	**101**	**77**	**76**	**78**	**+ 9.6**	**- 0.6**	**7,406**
Automotive Supplies	6	63	65	56	+ 8.9	+ 8.9	196
Drugs (without liquor department)	5	61	59	69	+ 3.2	+ 7.2	356
Dry Goods	4	53	50	56	+ 2.8	+ 0.4	692
Electrical Goods	14	72	72	73	+34.0	+ 5.9	859
Groceries and Foods, except Farm Products	34	93	93	91	+ 1.1	- 3.6	2,134
Meats and Meat Products	4	122	115	118	+17.3	- 7.4	87
General Hardware	5	65	61	60	+13.9	- 1.3	632
Pacific	**293**	**74**	**76**	**75**	**+ 9.8**	**- 3.6**	**33,224**
Automotive Supplies	41	61	56	60	- 3.8	- 0.1	707
Clothing and Furnishings, except Shoes	5	38	44	47	- 8.4	- 2.2	175
Shoes and Other Footwear	6	40	40	42	+19.4	- 6.3	370
Drugs (without liquor department)	4	66	71	77	+ 2.7	+ 5.2	1,039
Drugs (with liquor department)	5	81	78	82	- 5.9	- 0.4	3,486
Dry Goods	13	58	59	58	+ 5.6	- 2.5	1,838
Electrical Goods	29	68	66	68	+21.8	- 0.2	3,778
Dairy and Poultry Products	9	172	154	159	-14.8	+ 3.0	627
Fresh Fruits and Vegetables	8	85	75	89	+16.8	+22.9	333
Furniture and House Furnishings	9	55	54	51	+16.6	0.0	1,210
Groceries and Foods, except Farm Products	41	93	105	95	+10.5	-13.1	6,262
Meats and Meat Products	8	171	172	171	+ 5.4	- 8.0	600
General Hardware	17	55	54	53	+11.0	0.0	5,875
Industrial Supplies**	12	55	53	55	+20.2	- 3.8	459
Plumbing and Heating Supplies	13	73	71	68	+14.9	- 5.3	1,026
Lumber and Building Materials	13	59	59	60	+ 9.1	+ 4.5	765
Machinery, Eqpt. & Supplies, except Electrical.	7	53	41	49	+15.4	- 6.7	277
Surgical Equipment and Supplies	5	42	43	41	+11.0	+ 1.0	212
Paper and Its Products	6	52	50	54	+17.9	-18.7	447
Tobacco and Its Products	14	102	106	103	+ 3.4	- 1.2	950

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

Immediate release - January 29, 1940

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Business Conditions
Wholesalers: Pages 1-8
Manufacturers: Pages 9-10

Current Statistical Service

WHOLESALE TRADE - December 1939

Prepared monthly, in cooperation with the National Association of Credit Men

Sales of wholesalers, based upon reports from 2,608 firms representing all parts of the country, increased 4.4 percent in December 1939 over the same month of 1938, it was announced today by William L. Austin, Director, Bureau of the Census. In connection with this monthly joint study of the National Association of Credit Men and the Bureau of the Census, these wholesalers reported dollar sales amounting to $177,194,000 in December. These sales were 4.8 percent under November, 1939. Sales are shown as reported without adjustment for seasonal or price fluctuations.

Twenty-five of the 37 lines of trade which are covered by this current survey showed increases in sales during December over the previous year, while twelve reported a decrease. Trades with the largest gains are: Metals (43.4%); Machinery, Equipment and Supplies, except Electrical (32.5%); Electrical Goods (31.6%), and Industrial Supplies (26.2%). These four trades were the leaders in the last two months in showing gains over October and November 1938. Sales by 390 firms in the Hardware Group were up 13.3 percent, led by sales of Industrial Supplies as noted above, and followed by Heavy Hardware (18.6%) and Plumbing and Heating Supplies (16.5%). Sales of Groceries and Foods (except farm products) were off 5.2 percent from December 1938.

During 1939 as a whole, sales of 2,276 wholesalers, amounting to $1,956,218,000, were 6.7 percent above the year 1938. Of the 36 kinds of business for which data are shown in the table on page 2, 32 recorded increases for the year 1939 over 1938, and only four reported decreases. The annual data show Metals, Electrical Goods, Industrial Supplies, and Furniture and House Furnishings ahead of 1938 by more than twenty percent, a development indicated by trends exhibited in the monthly data.

The cost value of stocks on hand at the end of December for 1,500 wholesalers was down slightly from the beginning of the month (1.8%) and had increased 10.9% over December 1938. December is the fifth consecutive month of 1939 that the dollar volume of inventories showed an increase over the corresponding month of 1938. In general the increase in inventories from a year ago was sharper than the increase in sales with the result that Stock-Sales Ratios were up from 166 in December 1938 to 172 in December 1939.

Collections on accounts receivable during December 1939 for 2,184 wholesalers showed little variation from the same month in 1938 and was up slightly from the previous month in 1939. In December 1939, 76 percent of the outstandings were collected during the month, while in December 1938 and December 1939, the ratios were 78 percent and 71 percent, respectively. Accounts receivable were 9.8 percent greater on December 1, 1939, than at the same time in 1938.

Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

DECEMBER - - - 1939

KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Dec. 1939 from Dec. 1938	Dollar Sales: Percent change Dec. 1939 from Nov. 1939	Dollar Sales: December 1939 (000's)	Sales For 12 Mos. 1939: Number of firms reporting sales	Sales For 12 Mos. 1939: Percent change from 12 Mos. 1938	Sales For 12 Mos. 1939: 12 Mos. 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Dec. 1939 from Dec. 1938	End of Month Inventories (Cost): Percent change Dec. 1939 from Nov. 1939	End of Month Inventories (Cost): Dec. 31, 1939 (000's)	Stock-Sales Ratios #: Dec. 1939	Stock-Sales Ratios #: Dec. 1938	Stock-Sales Ratios #: Nov. 1939
UNITED STATES	2,608	+ 4.4	- 4.8	$177,194	2,276	+ 6.7	$1956,218	1,500	+10.9	- 1.8	$177,460	172	166	167
Automotive Supplies	173	+ 2.2	-14.1	2,785	144	+ 7.4	26,833	82	- 0.6	- 0.5	3,175	236	235	204
Chemicals (Industrial)	12	+18.7	- 7.5	687	12	+17.3	8,294	8	+23.9	+ 4.1	431	89	84	79
Paints and Varnishes	33	+15.2	-19.0	357	29	+ 2.0	6,109	11	+ 1.8	- 5.6	722	322	381	279
Clothing and Furnishings, except Shoes	49	+10.3	-13.6	2,065	36	+ 5.4	25,496	24	+ 7.6	- 4.8	1,074	103	139	141
Shoes and Other Footwear	37	- 2.2	-23.5	7,811	34	+ 1.7	125,538	22	+ 6.9	+28.7	7,456	271	264	167
Coal	12	- 3.1	+ 3.0	3,322	9	+ 8.7	30,235	4	- 9.8	- 4.6	1,951	75	84	85
Drugs and Drug Sundries##	76	- 0.5	+ 3.3	9,804	66	+ 3.7	92,194	46	+ 5.9	- 3.5	10,198	209	198	222
Without liquor department	58	- 3.7	+ 0.2	5,953	53	+ 4.0	64,553	30	+ 8.1	- 3.5	4,328	184	162	189
With liquor department	18	+ 4.9	+ 8.5	3,851	13	+ 3.0	27,641	16	+ 4.3	- 3.4	5,870	232	235	254
Dry Goods	115	- 3.7	-29.9	8,342	101	+ 9.6	122,526	65	+16.7	+ 4.1	17,319	294	240	196
Electrical Goods	230	+31.6	+22.2	15,505	215	+21.8	129,410	189	+12.1	-17.0	11,536	81	97	120
Dairy and Poultry Products	19	+ 7.0	- 0.1	2,013	18	- 0.7	22,510	12	-13.3	- 9.1	630	49	61	54
Fresh Fruits and Vegetables	76	- 4.6	- 0.9	2,013	64	+ 1.5	21,991	51	+ 8.5	-10.9	763	54	48	60
Farm Supplies	9	- 3.3	- 1.7	236	7	+ 4.8	5,722	4	+20.9	+14.8	295	434	444	367
Furniture and House Furnishings	49	+ 8.7	-11.3	2,841	41	+20.3	33,208	25	+24.4	+ 0.6	4,436	240	208	205
Groceries and Foods, except Farm Products	673	- 5.2	- 5.7	44,882	605	+ 0.4	528,240	377	+10.8	- 5.3	42,337	175	151	172
Full-line Wholesalers 1/	354	- 2.6	- 3.8	18,297	325	+ 1.7	211,172	184	+14.1	- 7.0	19,176	184	158	189
Voluntary-group Wholesalers	180	- 8.4	- 6.3	16,083	167	- 0.7	197,164	117	+ 6.2	- 7.0	14,127	194	171	195
Retailer-cooperative Warehouses	23	- 3.4	- 8.0	3,759	19	+ 0.8	40,384	10	+10.6	- 4.8	2,828	163	142	148
Specialty Lines	116	- 5.5	- 8.0	6,743	94	- 0.1	79,520	66	+11.9	+ 4.8	6,206	131	111	113
Confectionery	26	+ 5.4	+ 9.3	661	18	+ 5.2	5,782	12	- 2.9	-12.6	166	59	66	71
Meats and Meat Products	68	+ 4.6	- 1.9	11,598	55	+11.0	136,765	44	+22.1	- 0.8	1,561	53	45	51
Beer	33	+ 4.5	+ 9.9	368	26	+ 2.9	4,136	26	+ 6.3	- 9.6	85	31	30	38
Wines and Spirituous Liquors	24	+ 1.2	+44.3	4,642	18	-10.3	32,729	16	+16.2	+10.9	5,647	130	114	171
Total Hardware Group	390	+13.3	- 8.8	24,159	339	+12.7	265,867	233	+10.6	- 0.4	40,512	278	288	250
General Hardware	139	+ 8.0	- 9.9	14,483	126	+ 9.2	166,194	85	+11.4	- 0.8	38,465	314	307	277
Heavy Hardware	20	+18.6	-11.8	811	20	+13.3	8,933	16	+15.5	+ 3.1	2,007	275	284	234
Industrial Supplies*	136	+26.2	- 0.2	5,673	111	+20.6	53,533	85	+ 7.0	- 0.3	7,308	215	265	218
Plumbing and Heating Supplies	95	+16.5	-16.3	3,192	82	+18.3	37,207	47	+ 9.0	+ 1.3	2,732	200	211	156
Jewelry	38	+ 5.2	+33.8	2,683	35	+17.9	16,507	22	+ 5.2	-23.5	1,918	172	172	244
Optical Goods	9	+14.5	-18.4	71	6	+25.3	594	4	+30.6	+15.7	81	279	248	175
Lumber and Building Materials	44	+17.1	-23.8	2,305	42	+18.9	31,185	28	- 0.4	+ 1.7	2,653	173	212	134
Machinery, Eqpt. & Supplies, except Elect.	59	+32.5	- 4.9	1,745	47	+ 8.8	17,807	32	- 4.7	+ 1.3	2,737	271	428	255
Surgical Equipment and Supplies	35	+ 6.1	- 2.3	630	29	+12.3	6,292	20	+ 9.8	+ 0.8	726	182	186	182
Metals	19	+43.4	-15.4	1,559	15	+29.6	15,941	12	+19.3	+12.0	2,685	228	288	187
Paper and Its Products	92	+12.2	- 7.1	5,205	71	+10.9	44,791	47	+ 8.4	- 0.4	5,118	174	180	168
Petroleum	9	+ 6.6	-10.8	1,996	9	+ 2.6	25,053	7	- 1.4	- 1.9	1,426	72	78	65
Tobacco and Its Products	153	+ 4.8	+ 9.4	12,044	146	+ 4.4	118,705	54	+ 4.8	-19.7	1,994	42	42	58
Flowers and Nursery Stock	4	- 2.3	+74.7	255	**	**	**	**	**	**	**	**	**	**
Leather and Shoe Findings	12	- 4.3	-28.6	222	11	+ 4.5	3,226	4	-16.5	- 8.2	101	439	403	314
Miscellaneous	30	+ 2.2	-20.7	4,388	28	+ 7.7	52,532	19	+31.1	+ 2.1	7,727	205	159	152

* *This heading also includes distributors of mill, mine and steam supplies.*

** *Insufficient data to show separately.*

1/ Not affiliated with voluntary or cooperative groups.

\# *These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.*

Total Sales, including liquors, wines, etc.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER - 1939

KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		December 1939	December 1938	November 1939	Percent change December 1939 from December 1938	Percent change December 1939 from November 1939	As of Dec. 1,1939 (000's)
UNITED STATES	2,184	76	78	71	+ 9.8	- 4.2	$213,054
Automotive Supplies	152	64	63	63	- 6.0	- 3.7	3,806
Chemicals (Industrial)	11	73	74	74	+ 9.0	- 3.2	923
Paints and Varnishes	30	40	39	42	+ 1.3	-15.9	1,034
Clothing and Furnishings, except Shoes	44	57	54	46	- 1.9	-19.3	4,737
Shoes and Other Footwear	35	48	50	46	+ 2.4	-17.5	9,338
Coal	12	75	73	76	+ 9.1	+ 9.6	4,345
Drugs and Drug Sundries	65	78	77	71	+ 3.9	+ 0.4	10,078
Without liquor department	48	72	73	65	+ 3.5	- 2.2	6,529
With liquor department	17	87	87	82	+ 4.7	+ 5.2	3,549
Dry Goods	104	52	55	45	+12.7	- 8.0	24,941
Electrical Goods	203	79	82	72	+31.6	+ 3.3	15,701
Dairy and Poultry Products	18	157	159	161	+ 1.6	- 1.1	1,174
Fresh Fruits and Vegetables	57	126	122	117	+ 2.5	- 1.2	1,117
Farm Supplies	7	75	82	74	+ 7.8	- 7.7	289
Furniture and House Furnishings	42	54	55	52	+21.8	- 4.2	5,433
Groceries and Foods, except Farm Products	535	98	103	94	+ 1.8	- 5.2	39,439
Full-line Wholesalers	272	94	99	90	+ 3.8	- 5.1	15,735
Voluntary-group Wholesalers	151	96	98	93	- 3.3	- 4.1	15,240
Retailer-cooperative Warehouses	19	165	197	152	+15.1	- 7.4	1,712
Specialty Lines	93	97	105	93	+ 6.3	- 7.3	6,752
Confectionery	18	76	77	73	+ 6.1	+ 9.7	452
Meats and Meat Products	58	161	167	168	+ 7.5	+ 3.3	7,071
Beer	16	93	99	97	+10.0	- 1.1	88
Wines and Spirituous Liquors	20	79	93	94	+ 4.1	+26.2	4,007
Total Hardware Group	356	61	61	58	+13.3	- 6.0	40,625
General Hardware	126	59	60	54	+10.3	- 5.6	26,130
Heavy Hardware	20	80	79	74	+22.4	- 6.3	1,202
Industrial Supplies**	122	68	64	66	+21.3	- 4.7	7,375
Plumbing and Heating Supplies	88	61	58	61	+15.6	- 9.5	5,918
Jewelry	35	25	26	14	+16.4	+16.7	6,066
Optical Goods	8	62	54	62	+ 6.9	- 7.6	109
Lumber and Building Materials	43	70	67	66	+16.2	-11.3	4,333
Machinery, Eqpt. & Supplies, except Electrical	49	47	41	44	+20.9	- 1.5	2,909
Surgical Equipment and Supplies	35	47	44	52	+ 3.7	- 0.8	1,212
Metals	18	82	77	81	+32.0	-12.0	2,081
Paper and Its Products	79	63	62	65	+12.4	- 2.8	8,031
Petroleum	7	95	86	98	- 1.3	- 9.8	1,686
Tobacco and Its Products	92	124	126	114	+ 7.2	+ 5.1	6,356
Leather and Shoe Findings	11	35	35	39	+24.6	- 5.5	607
Miscellaneous	29	112	100	91	+11.8	- 8.0	5,068

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS DECEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				Sales For 12 Mos. 1939			End of Month Inventories (Cost)				Stock-Sales Ratios #		
	Number of firms reporting sales	Percent change Dec. 1939 from Dec. 1938	Percent change Dec. 1939 from Nov. 1939	December 1939 (000's)	Number of firms reporting sales	Percent change from 12 Mos. 1938	12 Mos. 1939 (000's)	Number of firms reporting stocks	Percent change Dec. 1939 from Dec. 1938	Percent change Dec. 1939 from Nov. 1939	December 1939 (000's)	Dec. 1939	Dec. 1938	Nov. 1939
New England	151	+ 1.3	+ 3.3	$11,557	135	+ 6.3	$111,480	88	+ 0.8	- 3.3	$6,177	95	99	105
Electrical Goods	25	+32.3	+17.9	1,164	24	+25.8	9,895	21	+ 8.0	-23.2	746	67	83	103
Fresh Fruits and Vegetables	6	- 2.1	+ 2.7	188	5	- 3.2	2,343	5	-17.6	-17.6	28	16	19	20
Groceries and Foods, except Farm Products	31	- 5.4	+ 0.5	2,239	26	+ 4.5	23,281	17	+ 7.7	+ 7.5	991	177	157	145
Industrial Supplies*	16	+37.9	+18.1	608	16	+25.8	5,411	11	- 0.4	+ 3.6	966	187	266	221
Plumbing and Heating Supplies	9	+ 5.3	-26.5	119	9	+10.3	1,568	**	**	**	**	**	**	**
Paper and Its Products	5	+18.1	+ 1.0	209	**	**	**	**	**	**	**	**	**	**
Tobacco and Its Products	14	+ 4.0	+12.5	2,257	13	- 2.6	19,107	4	- 1.4	-10.4	138	25	25	33
Middle Atlantic	573	+ 3.6	- 2.0	42,458	488	+ 5.9	447,476	296	+14.2	- 0.6	31,455	145	134	144
Automotive Supplies	25	- 8.2	-17.9	619	19	+ 6.6	5,756	15	-10.3	+ 1.4	786	233	213	207
Paints and Varnishes	6	+ 6.7	- 8.6	32	4	- 7.4	403	**	**	**	**	**	**	**
Clothing and Furnishings, except Shoes	25	+16.9	- 8.9	1,693	17	+ 5.2	20,539	10	+11.4	-10.4	566	70	115	128
Shoes and Other Footwear	10	- 2.3	+ 3.6	514	10	+ 5.0	7,565	4	- 4.0	+15.8	1,345	450	417	307
Drugs (without liquor department)	12	- 4.5	+ 2.7	2,135	10	+ 4.7	22,040	8	+12.0	- 0.2	959	133	111	128
Dry Goods	42	+ 7.9	-12.4	2,377	38	+18.0	30,072	21	+19.2	- 3.0	2,333	215	183	188
Electrical Goods	50	+19.7	+18.0	3,395	47	+14.9	28,131	44	+13.7	-15.9	2,188	67	70	93
Dairy and Poultry Products	4	+39.4	+10.1	577	4	- 4.4	5,444	**	**	**	**	**	**	**
Fresh Fruits and Vegetables	15	+ 1.6	- 7.8	309	9	+10.4	2,270	10	-22.7	-23.9	51	19	25	23
Furniture and House Furnishings	13	- 2.7	-18.3	321	8	+16.0	2,621	8	+ 6.2	-12.1	341	210	188	187
Groceries and Foods, except Farm Products	107	- 8.4	- 6.0	9,845	97	- 0.3	117,266	42	+12.7	- 2.7	4,129	151	130	152
Confectionery	6	- 6.1	+18.9	107	5	- 4.1	894	**	**	**	**	**	**	**
Meats and Meat Products	18	+13.2	+10.6	4,365	14	+12.4	49,970	13	+10.0	- 2.5	274	38	37	36
Beer	11	+ 6.9	+12.9	140	9	+ 5.0	1,655	7	-11.1	- 5.9	16	20	23	23
General Hardware	26	+ 6.4	+ 5.7	1,934	24	+ 9.7	18,252	11	+ 8.7	- 7.4	1,859	302	287	306
Heavy Hardware	7	+22.5	-13.0	381	5	+18.5	4,105	6	+11.5	+ 1.1	1,009	283	311	240
Industrial Supplies*	37	+36.2	- 7.2	1,429	33	+24.2	13,117	26	+12.2	- 1.0	2,140	191	238	179
Plumbing and Heating Supplies	31	+25.4	-20.5	731	27	+20.8	8,401	13	+15.2	- 4.3	598	144	164	122
Jewelry	11	- 1.6	- 2.3	563	10	+17.7	4,196	7	- 9.5	-20.4	796	225	236	240
Optical Goods	4	+17.9	- 9.8	46	**	**	**	**	**	**	**	**	**	**
Lumber and Building Materials	11	+22.1	-23.4	707	10	+20.3	9,690	5	- 2.8	+ 3.4	493	110	147	84
Machinery, Eqpt. & Supplies, except Elect.	9	+29.0	+12.2	138	7	-15.6	1,197	**	**	**	**	**	**	**
Surgical Equipment and Supplies	5	+ 4.3	+ 2.9	72	5	+15.1	779	**	**	**	**	**	**	**
Paper and Its Products	33	+14.3	- 8.9	2,459	23	+12.3	16,133	16	+13.1	+ 0.6	2,420	153	152	144
Tobacco and Its Products	30	+ 6.7	+13.0	2,046	29	+ 7.4	20,074	11	- 0.3	-32.7	385	38	39	61
East North Central	502	+ 7.6	- 1.2	30,218	433	+ 8.7	307,525	298	+ 9.4	- 3.7	29,207	157	160	159
Automotive Supplies	49	+ 8.6	-20.6	545	43	+14.8	6,332	25	+ 3.2	- 3.7	848	239	254	195
Paints and Varnishes	11	+10.6	-25.4	94	10	+ 2.1	2,153	4	- 9.3	-14.2	205	315	396	285
Clothing and Furnishings, except Shoes	8	-11.7	-22.4	166	5	+11.3	1,786	5	+ 7.0	+ 3.6	261	198	152	144
Shoes and Other Footwear	4	+13.7	+ 2.5	249	4	+11.1	2,794	**	**	**	**	**	**	**
Coal	5	-14.6	-12.3	781	4	+ 8.0	5,914	**	**	**	**	**	**	**
Drugs (without liquor department)	10	- 3.6	- 2.6	889	9	+ 3.8	10,541	**	**	**	**	**	**	**
Dry Goods	7	- 4.3	-24.0	511	18	+ 8.6	6,297	5	+18.8	+ 6.2	1,222	257	209	185
Electrical Goods	39	+46.2	+30.9	3,000	25	+22.9	21,542	29	+12.0	-22.1	1,873	73	100	125
Fresh Fruits and Vegetables	13	- 8.9	- 0.3	339	13	- 1.2	4,375	9	-11.2	- 4.5	127	66	67	74
Furniture and House Furnishings	5	+16.6	-10.0	288	4	+27.6	2,881	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	110	- 2.7	- 3.6	9,066	92	+ 1.7	102,851	62	+ 5.9	- 3.6	8,984	170	156	167
Confectionery	5	+ 1.5	+23.6	68	5	+ 5.5	637	**	**	**	**	**	**	**
Meats and Meat Products	15	- 0.8	-14.4	894	11	+ 0.1	7,995	14	+20.5	+15.4	405	47	39	35
Beer	12	- 0.7	+ 9.6	137	9	+ 8.9	1,472	11	+20.0	- 4.5	42	33	27	38
Wines and Spirituous Liquors	5	- 8.2	+33.2	269	**	**	**	**	**	**	**	**	**	**

(Continued on Next Page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS DECEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales: Number of firms reporting sales	Dollar Sales: Percent change Dec. 1939 from Dec. 1938	Dollar Sales: Percent change Dec. 1939 from Nov. 1939	Dollar Sales: December 1939 (000's)	Sales For 12 Mos 1939: Number of firms reporting sales	Sales For 12 Mos 1939: Percent change from 12 Mos. 1938	Sales For 12 Mos 1939: 12 Mos 1939 (000's)	End of Month Inventories (Cost): Number of firms reporting stocks	End of Month Inventories (Cost): Percent change Dec. 1939 from Dec. 1938	End of Month Inventories (Cost): Percent change Dec. 1939 from Nov. 1939	End of Month Inventories (Cost): December 1939 (000's)	Stock-Sales Ratios #: Dec. 1939	Stock-Sales Ratios #: Dec. 1938	Stock-Sales Ratios #: Nov. 1939
East North Central (Continued)														
General Hardware	17	+ 6.7	-19.3	1,413	15	+ 6.6	17,510	12	+20.5	+ 2.4	4,212	375	327	300
Industrial Supplies*	24	+30.7	+10.5	957	19	+23.5	7,957	15	+ 2.7	+ 0.4	1,122	189	272	230
Plumbing and Heating Supplies	18	+21.7	-18.8	683	14	+23.4	7,745	11	+ 6.8	- 2.8	943	244	277	192
Jewelry	15	+ 6.5	+50.0	1,584	14	+18.0	9,291	8	+12.7	-28.4	699	129	129	207
Lumber and Building Materials	8	+16.7	-25.4	343	8	+26.1	5,046	5	- 7.9	+ 2.2	421	180	229	138
Machinery, Eqpt. & Supplies, except Elect...	11	+24.9	+ 1.9	316	8	+35.8	2,468	9	+ 3.3	- 1.7	346	128	174	133
Surgical Equipment and Supplies	9	+11.6	- 2.0	298	5	+14.7	2,664	6	+ 7.0	0.0	304	129	139	126
Metals	10	+48.5	-21.4	910	9	+25.2	9,785	6	+27.9	+18.6	1,799	275	342	201
Paper and Its Products	22	+12.7	-10.8	1,332	19	+12.2	14,035	14	+14.5	+ 1.7	1,232	187	185	168
Tobacco and Its Products	47	+ 6.7	+ 8.2	3,927	46	+ 7.5	40,792	20	+ 5.5	-21.5	867	43	43	57
West North Central	282	+ 4.2	-11.7	24,367	257	+ 5.8	309,592	176	+15.6	+ 3.9	33,516	212	193	176
Automotive Supplies	18	+22.8	-17.6	426	14	+ 8.8	3,423	5	+22.1	+ 5.4	353	250	289	201
Paints and Varnishes	4	+27.4	-19.4	79	**	**	**	**	**	**	**	**	**	**
Shoes and Other Footwear	5	+11.6	- 8.4	1,619	5	-13.6	31,627	4	+ 6.6	+50.4	3,370	211	222	129
Drugs (without liquor department)	6	-10.4	- 2.6	670	6	- 2.6	7,932	5	+ 6.5	- 6.8	771	225	194	237
Dry Goods	8	- 7.4	-39.0	2,309	17	+ 7.8	40,059	7	+20.5	+14.4	7,602	335	268	180
Electrical Goods	21	+26.0	+13.0	1,076	12	+20.9	11,451	19	+23.1	-12.5	1,029	104	107	134
Fresh Fruits and Vegetables	11	- 3.0	+11.1	320	9	- 0.6	3,364	9	- 1.6	-15.3	127	50	49	64
Furniture and House Furnishings	8	+10.3	-16.3	983	8	+28.4	13,015	6	+33.5	+ 5.0	2,534	268	219	212
Groceries and Foods, except Farm Products...	85	- 6.4	- 7.5	4,223	81	0.0	48,709	55	+13.1	- 7.3	5,614	192	157	185
General Hardware	12	+ 6.8	-15.9	2,612	11	+ 7.9	31,758	11	+11.6	- 1.1	6,622	264	254	226
Heavy Hardware	6	+10.0	- 5.3	232	6	+ 9.6	2,983	4	+ 1.2	+ 2.9	246	129	140	123
Industrial Supplies*	11	+ 5.7	+ 7.0	428	10	+ 8.6	4,160	5	+ 1.1	- 6.8	450	222	211	250
Plumbing and Heating Supplies	10	+18.6	-11.1	471	10	+17.4	5,957	4	+ 8.4	+19.5	362	250	249	160
Jewelry	4	+13.0	+78.1	130	**	**	**	4	+11.7	-24.2	201	155	157	363
Lumber and Building Materials	4	+15.5	-19.1	305	4	+15.2	3,702	**	**	**	**	**	**	**
Machinery, Eqpt. & Supplies, except Elect...	7	+21.3	+ 3.7	308	5	+ 6.2	3,866	4	+ 9.8	- 3.1	157	169	196	159
Surgical Equipment and Supplies	4	+ 4.4	+11.9	47	4	+ 6.7	570	**	**	**	**	**	**	**
Paper and Its Products	7	+11.5	-12.0	184	5	+ 4.1	2,119	**	**	**	**	**	**	**
Tobacco and Its Products	15	+ 9.3	+ 8.7	766	14	+ 2.8	7,972	8	+ 3.2	- 7.9	196	42	44	54
South Atlantic	288	+ 9.0	- 6.6	15,904	247	+ 9.4	169,720	145	+10.9	0.0	14,989	159	163	151
Automotive Supplies	15	- 0.7	+ 1.8	446	10	+13.8	3,512	5	- 2.6	+ 2.0	151	164	172	137
Shoes and Other Footwear	5	-16.4	-57.1	358	5	+ 8.5	13,070	**	**	**	**	**	**	**
Drugs (without liquor department)	15	+ 3.2	+ 4.2	1,318	13	+ 8.2	12,425	6	+12.8	+ 1.0	1,064	180	165	203
Dry Goods	13	- 5.7	-37.0	826	12	+ 7.9	11,295	7	+10.7	- 9.7	1,032	261	221	195
Electrical Goods	28	+53.0	+25.5	2,345	22	+48.6	15,996	26	+23.2	-13.3	1,570	71	90	101
Fresh Fruits and Vegetables	11	- 2.5	+ 5.2	385	11	+ 5.9	4,404	4	- 8.5	-25.9	43	31	32	45
Furniture and House Furnishings	4	+ 7.4	-16.2	232	4	+ 6.9	2,669	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products...	88	+ 3.5	- 5.4	3,975	77	+ 2.5	41,241	35	+17.6	- 5.4	3,025	163	141	161
Confectionery	9	+ 1.4	+ 9.3	211	4	- 0.3	1,500	5	- 1.6	-19.7	61	58	59	75
Meats and Meat Products	5	0.0	-15.4	181	**	**	**	**	**	**	**	**	**	**
General Hardware	25	+ 7.4	-16.7	1,401	24	+11.4	17,549	16	+ 7.9	+ 2.9	3,278	371	372	300
Industrial Supplies*	19	+18.8	-17.4	512	13	+22.7	4,545	11	+ 7.2	- 0.7	852	237	262	196
Plumbing and Heating Supplies	7	+ 8.4	-19.1	271	7	+ 5.0	3,488	5	+19.7	+19.7	182	236	230	173
Machinery, Eqpt. & Supplies, except Elect...	4	- 7.0	- 7.0	107	4	+ 4.2	1,022	**	**	**	**	**	**	**
Paper and Its Products	9	+10.7	+ 0.2	433	8	+ 7.6	4,596	4	-20.2	- 3.3	327	160	211	159
Tobacco and Its Products	11	+ 5.2	- 4.0	704	11	+ 8.0	7,899	**	**	**	**	**	**	**

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS DECEMBER - 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Dollar Sales				Sales For 12 Mos. 1939			End of Month Inventories (Cost)				Stock-Sales Ratios #		
	Number of firms reporting sales	Percent change Dec. 1939 from Dec. 1938	Percent change Dec. 1939 from Nov. 1939	December 1939 (000's)	Number of firms reporting sales	Percent change from 12 Mos. 1938	12 Mos. 1939 (000's)	Number of firms reporting stocks	Percent change Dec. 1939 from Dec. 1938	Percent change Dec. 1939 from Nov. 1939	Dec. 31, 1939 (000's)	Dec. 1939	Dec. 1938	Nov. 1939
East South Central	146	+10.3	- 5.5	$ 7,900	125	+ 7.7	$84,335	82	+14.3	- 0.6	$ 9,981	209	207	198
Drugs (without liquor department)	5	+ 6.9	+ 0.5	202	5	+ 4.0	2,401	**	**	**	**	**	**	**
Dry Goods	15	-10.9	-35.9	697	11	+ 6.0	10,003	9	+20.4	- 1.7	1,539	289	222	192
Electrical Goods	9	+25.6	+21.5	407	9	+23.8	4,037	7	+ 8.2	-20.2	423	113	140	172
Fresh Fruits and Vegetables	5	-11.8	+ 2.7	75	5	- 5.7	921	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	45	+ 5.4	+ 0.7	1,949	38	+ 4.3	19,793	20	+14.7	- 2.3	1,674	169	157	174
General Hardware	16	+12.7	- 7.4	2,059	13	+10.4	24,229	10	+12.9	+ 2.5	3,065	320	311	261
Industrial Supplies*	9	+20.4	-21.0	248	7	+22.7	2,439	4	- 2.1	- 3.4	142	163	220	150
Paper and Its Products	4	+ 7.5	+ 1.3	158	4	+ 8.5	1,629	**	**	**	**	**	**	**
West South Central	240	+ 3.2	- 4.6	13,589	222	+ 5.3	157,064	162	+ 6.8	- 6.0	19,551	215	209	217
Automotive Supplies	5	+ 7.0	-28.2	61	4	+ 1.9	712	5	0.0	- 7.9	140	230	246	179
Drugs (without liquor department)	5	-10.2	- 7.9	493	5	+ 0.8	6,277	**	**	**	**	**	**	**
Drugs (with liquor department)	7	+ 0.4	+ 5.3	1,305	6	+ 3.1	10,573	7	+ 2.0	- 5.5	3,236	248	244	277
Dry Goods	9	-10.0	-29.6	687	8	+ 5.2	10,668	8	+11.1	- 4.8	1,899	313	260	242
Electrical Goods	27	+19.7	+16.1	1,277	26	+17.2	14,438	18	+ 6.6	-14.5	986	91	101	125
Groceries and Foods, except Farm Products	127	- 4.9	- 4.6	5,580	121	+ 0.3	71,745	92	+11.8	- 9.4	7,044	188	164	200
General Hardware	14	+15.4	-12.1	1,405	12	+17.2	12,506	8	+13.2	- 1.9	2,014	268	285	237
Industrial Supplies*	6	+18.6	+ 5.1	1,168	5	+18.7	13,040	4	+ 9.0	+ 2.2	1,030	318	317	296
Surgical Equipment and Supplies	5	- 6.8	-28.6	55	4	+ 8.1	637	**	**	**	**	**	**	**
Paper and Its Products	5	- 3.1	-12.3	186	**	**	**	**	**	**	**	**	**	**
Tobacco and Its Products	8	- 7.5	+ 0.6	356	7	- 1.3	3,414	**	**	**	**	**	**	**
Mountain	100	+ 3.9	- 7.0	5,465	92	+ 5.2	60,896	72	+ 6.2	- 9.6	6,934	181	179	184
Automotive Supplies	7	- 6.7	-14.4	85	**	**	**	4	-17.6	- 1.0	103	245	250	208
Electrical Goods	10	+32.1	+12.4	473	10	+18.6	4,498	7	+10.0	-25.9	374	88	108	140
Fresh Fruits and Vegetables	6	+14.5	+14.5	63	5	- 0.4	537	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	32	- 7.0	-10.8	1,746	31	- 1.2	23,185	28	+12.7	-13.8	3,020	187	154	194
Meats and Meat Products	5	0.0	- 3.0	128	5	+ 4.4	1,695	4	-10.1	0.0	80	69	78	67
General Hardware	7	+15.5	-10.7	729	7	+ 8.9	9,184	5	+ 0.1	+ 0.1	1,047	254	311	241
Plumbing and Heating Supplies	5	- 4.9	-23.9	194	4	+28.7	2,145	**	**	**	**	**	**	**
Tobacco and Its Products	6	+ 1.5	+ 3.9	345	5	+ 4.7	3,278	**	**	**	**	**	**	**
Pacific	325	+ 0.8	- 3.5	21,664	276	+ 5.0	249,738	179	+ 8.6	- 3.5	25,650	189	181	194
Automotive Supplies	50	- 0.5	- 9.9	557	44	+ 1.0	5,791	25	+ 1.0	+ 0.4	794	252	238	240
Clothing and Furnishings, except Shoes	5	-15.5	-18.3	49	**	**	**	**	**	**	**	**	**	**
Dry Goods	15	-12.9	-40.8	582	12	+ 6.6	9,832	6	+ 6.9	+ 3.8	929	382	322	231
Electrical Goods	21	+26.0	+27.2	2,368	19	+15.7	19,422	18	+ 4.9	-14.4	2,347	111	137	165
Dairy and Poultry Products	9	- 3.6	- 8.6	1,018	8	+ 1.6	12,381	5	+ 1.0	- 7.2	526	61	62	63
Fresh Fruits and Vegetables	9	-11.2	-14.6	334	7	+ 1.9	3,777	6	+50.2	- 7.0	320	115	74	109
Furniture and House Furnishings	10	+ 4.3	- 6.2	481	9	+18.7	6,604	**	**	**	**	**	**	**
Groceries and Foods, except Farm Products	48	-10.3	-10.4	6,259	42	- 2.3	80,169	26	+ 9.4	- 1.3	7,856	176	146	160
Confectionery	6	+15.5	+ 3.0	275	4	+11.9	2,751	4	- 2.5	- 4.9	78	56	66	62
Meats and Meat Products	11	-10.3	-13.6	939	9	+14.1	12,752	**	**	**	**	**	**	**
Wines and Spirituous Liquors	7	+23.8	+28.8	1,108	5	+18.8	9,781	4	+16.7	0.0	1,573	149	161	192
General Hardware	19	+ 3.2	- 4.5	2,854	17	+ 7.6	34,095	11	+ 9.0	- 3.9	6,284	353	347	355
Industrial Supplies*	12	+34.8	+ 4.6	271	10	+11.6	2,472	6	+11.8	- 2.2	397	284	399	327
Plumbing and Heating Supplies	12	+16.1	- 5.8	614	9	+19.6	6,845	6	+ 9.1	- 4.5	192	200	174	160
Lumber and Building Materials	13	+ 4.4	-30.1	329	13	+13.1	4,907	10	+ 7.5	+ 0.4	561	211	223	173
Machinery, Eqpt. & Supplies, except Elect	14	+22.1	-26.6	171	11	+ 8.2	2,299	**	**	**	**	**	**	**
Surgical Equipment and Supplies	5	+ 4.2	+ 7.2	74	4	+13.1	648	4	+16.8	+ 6.9	139	278	248	295
Paper and Its Products	6	+ 6.1	+43.3	192	6	+10.4	2,192	**	**	**	**	**	**	**
Tobacco and Its Products	19	+ 0.4	+14.1	1,541	18	+ 2.2	15,040	4	+14.4	-15.1	214	68	66	118

This heading also includes distributors of mill, mine and steam supplies.

** *Insufficient data to show separately.*

 # These Stock-Sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
DECEMBER 1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
					Percent change December 1939 from		As of
		December 1939	December 1938	November 1939	December 1938	November 1939	Dec. 1, 1939 (000's)
New England	131	80	78	75	+ 3.7	+ 0.9	$12,048
Electrical Goods	23	88	81	78	+24.2	+ 6.0	1,201
Fresh Fruits and Vegetables	5	150	125	129	- 7.3	- 1.0	102
Groceries and Foods, except Farm Products	25	85	80	84	- 7.8	+ 2.8	2,250
Industrial Supplies**	14	73	69	67	+23.3	- 3.8	657
Plumbing and Heating Supplies	8	43	37	41	+ 7.0	- 2.0	246
Paper and Its Products	4	66	71	75	+16.3	+ 1.0	292
Tobacco and Its Products	11	139	145	111	+ 9.3	- 2.6	1,240
Middle Atlantic	475	81	81	77	+ 7.2	- 4.1	47,501
Automotive Supplies	22	59	57	58	-13.3	- 1.6	817
Clothing and Furnishings, except Shoes	22	55	51	44	- 1.7	-19.8	3,786
Shoes and Other Footwear	10	45	51	43	+ 5.4	-17.7	1,576
Drugs (without liquor department)	11	63	63	59	+ 1.1	- 4.4	2,382
Dry Goods	37	55	56	52	+18.1	- 3.1	4,588
Electrical Goods	44	89	91	82	+18.3	+ 7.1	2,928
Dairy and Poultry Products	4	178	162	189	+23.3	+10.6	302
Fresh Fruits and Vegetables	10	168	172	184	+ 4.7	- 0.7	133
Furniture and House Furnishings	9	58	57	56	+13.1	- 3.2	604
Groceries and Foods, except Farm Products	83	98	100	98	- 1.2	- 5.1	8,118
Confectionery	4	78	76	69	- 1.9	+ 7.3	103
Meats and Meat Products	15	172	158	161	+ 1.0	- 2.3	2,368
Beer	6	85	94	88	+22.6	- 3.0	65
General Hardware	23	63	62	48	+13.3	+ 3.3	3,112
Heavy Hardware	7	70	75	66	+33.2	- 3.0	610
Industrial Supplies**	33	68	68	67	+36.1	+ 0.8	2,073
Plumbing and Heating Supplies	29	54	48	56	+20.4	- 8.3	1,648
Jewelry	9	19	19	16	+11.8	+20.0	977
Lumber and Building Materials	11	72	61	68	+14.4	-12.3	1,388
Machinery, Mpt. & Supplies, except Electrical	8	73	53	57	+21.2	+14.4	183
Surgical Equipment and Supplies	5	37	36	39	+15.4	0.0	157
Paper and Its Products	25	62	59	62	+10.1	- 4.4	3,684
Tobacco and Its Products	18	127	125	120	+ 5.9	+ 5.4	1,316
East North Central	405	76	77	72	+13.1	- 0.3	34,818
Automotive Supplies	43	75	69	75	- 6.3	- 4.3	733
Paints and Varnishes	10	22	21	29	+ 4.9	-15.0	449
Clothing and Furnishings, except Shoes	7	96	81	68	- 7.9	-22.2	280
Shoes and Other Footwear	4	75	63	62	+ 6.6	- 0.2	428
Coal	5	73	79	83	+28.3	+14.4	1,230
Drugs (without liquor department)	7	80	82	70	+ 5.3	- 5.7	613
Dry Goods	7	53	56	47	+ 7.5	+ 1.8	1,386
Electrical Goods	33	81	83	75	+39.3	+ 9.8	2,873
Fresh Fruits and Vegetables	7	141	139	126	-10.1	- 3.0	98
Furniture and House Furnishings	5	62	58	61	+20.8	- 8.9	529
Groceries and Foods, except Farm Products	88	99	103	91	+ 1.3	- 4.7	8,001
Meats and Meat Products	12	101	113	111	+11.0	- 7.0	637
General Hardware	17	60	63	61	+ 9.0	- 7.0	2,905
Industrial Supplies**	22	76	71	70	+26.9	-10.8	1,136
Plumbing and Heating Supplies	15	63	62	65	+24.0	- 8.3	1,281
Jewelry	13	27	30	14	+19.1	+16.9	3,674
Lumber and Building Materials	8	71	68	68	+19.7	-10.4	681
Machinery, Mpt. & Supplies, except Electrical	9	80	79	74	+58.3	+ 0.3	304
Surgical Equipment and Supplies	9	54	48	56	+ 1.0	+ 1.4	493
Metals	9	82	74	84	+34.8	- 8.8	1,278
Paper and Its Products	22	70	64	68	+11.9	+ 1.4	2,074
Tobacco and Its Products	27	125	124	118	+ 9.0	+ 8.9	1,962
West North Central	240	74	78	67	+11.0	- 6.0	38,919
Automotive Supplies	14	54	62	59	- 5.9	- 7.8	554
Clothing and Furnishings, except Shoes	6	41	46	40	+ 6.3	-11.9	340
Shoes and Other Footwear	5	50	53	47	+ 1.8	-19.4	5,008
Drugs (without liquor department)	6	84	89	71	+ 3.3	- 0.3	951
Dry Goods	8	54	58	42	+13.8	- 8.6	9,435
Electrical Goods	19	69	67	60	+26.4	+ 4.2	1,401
Fresh Fruits and Vegetables	8	175	187	164	+ 9.5	+14.0	138
Furniture and House Furnishings	8	55	57	53	+39.2	+ 2.1	2,213
Groceries and Foods, except Farm Products	68	127	144	120	+ 4.6	- 4.2	2,951
General Hardware	12	61	62	56	+10.7	- 4.6	5,684
Heavy Hardware	6	110	109	96	+19.3	- 6.6	253
Industrial Supplies**	11	56	51	58	+ 0.3	- 6.8	741
Plumbing and Heating Supplies	10	61	63	64	+11.1	-14.5	772
Jewelry	4	39	41	23	+ 9.7	+19.7	249
Machinery, Mpt. & Supplies, except Electrical	6	62	51	54	+ 6.9	- 2.5	509
Surgical Equipment and Supplies	4	48	43	51	- 5.4	- 4.4	87
Paper and Its Products	6	62	71	67	+20.1	+ 0.9	328
Tobacco and Its Products	6	224	223	190	- 1.5	- 9.5	134

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS - BY GEOGRAPHIC DIVISIONS
DECEMBER - -1939

GEOGRAPHIC DIVISION KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Total Accounts Receivable		
		December 1939	December 1938	November 1939	Percent change Dec. 1939 from Dec. 1938	Percent change Dec. 1939 from Nov. 1939	As of Dec. 1, 1939 (000's)
South Atlantic	229	68	70	66	+14.4	- 4.3	$18,680
Automotive Supplies	14	62	65	62	+ 3.4	- 0.9	573
Drugs (without liquor department)	13	78	76	73	+ 9.5	+ 3.7	1,371
Dry Goods	9	47	51	42	+25.5	- 5.9	2,052
Electrical Goods	27	70	70	65	+52.6	- 2.1	2,718
Fresh Fruits and Vegetables	9	112	126	110	+11.6	+ 1.9	212
Groceries and Foods, except Farm Products	61	97	95	96	- 1.5	- 4.7	2,795
Confectionery	6	70	73	67	+ 6.5	+ 9.6	229
Meats and Meat Products	4	124	130	114	+ 8.4	- 3.4	142
General Hardware	25	48	50	48	+12.8	- 5.7	3,360
Industrial Supplies**	15	60	56	64	+16.0	- 4.6	899
Plumbing and Heating Supplies	6	57	53	53	- 1.4	-18.3	573
Paper and Its Products	7	62	61	58	+15.7	+ 1.0	530
Tobacco and Its Products	6	94	101	93	+10.7	+ 5.1	268
East South Central	118	63	64	57	+11.4	- 5.1	11,801
Dry Goods	14	45	50	39	+11.3	-10.0	2,591
Electrical Goods	7	82	76	64	+39.9	+ 9.6	435
Fresh Fruits and Vegetables	4	91	92	95	- 6.6	- 6.6	57
Groceries and Foods, except Farm Products	33	97	101	90	+ 9.1	- 4.3	1,595
General Hardware	12	52	55	46	+16.4	- 5.0	3,421
Industrial Supplies**	9	70	71	68	+35.4	- 5.2	455
Paper and Its Products	4	72	71	71	+ 2.3	- 1.3	225
West South Central	213	70	75	66	+10.3	- 3.3	17,285
Automotive Supplies	4	74	84	63	+ 3.7	-11.6	84
Drugs (with liquor department)	7	71	77	69	+12.9	+11.1	1,687
Dry Goods	9	47	52	45	+ 6.0	- 8.2	2,540
Electrical Goods	24	77	85	69	+36.0	+ 0.9	1,533
Furniture and House Furnishings	4	60	61	80	+12.1	- 5.6	371
Groceries and Foods, except Farm Products	113	90	98	85	+ 6.6	- 4.7	5,374
General Hardware	13	68	67	64	+ 0.5	- 7.7	1,747
Industrial Supplies**	5	73	68	68	+ 5.9	- 4.7	932
Machinery, Eqpt. & Supplies, except Electrical	6	28	22	29	+26.6	- 2.2	1,238
Surgical Equipment and Supplies	5	44	54	68	+ 3.6	+ 7.5	115
Paper and Its Products	5	53	65	55	+33.2	+ 7.3	513
Tobacco and Its Products	5	70	87	81	+19.6	+30.7	183
Mountain	85	85	85	78	+ 6.6	- 9.2	5,485
Automotive Supplies	6	69	65	60	-16.1	-15.5	125
Electrical Goods	9	78	83	66	+35.6	+ 1.1	545
Fresh Fruits and Vegetables	6	142	142	132	+26.9	+17.9	33
Groceries and Foods, except Farm Products	27	104	106	99	- 2.9	-10.0	1,671
Meats and Meat Products	4	132	125	125	+ 9.1	- 4.5	84
General Hardware	5	80	79	66	+ 9.3	-18.5	729
Plumbing and Heating Supplies	5	75	59	64	+ 5.2	- 7.6	365
Pacific	289	78	81	74	+ 7.8	- 7.5	26,517
Automotive Supplies	47	63	63	69	- 4.8	- 2.3	837
Clothing and Furnishings, except Shoes	5	41	49	38	- 8.7	- 4.6	167
Shoes and Other Footwear	6	45	55	40	+32.8	- 5.9	348
Dry Goods	14	55	55	57	+ 2.6	-11.5	1,678
Electrical Goods	17	79	79	71	+22.0	- 3.1	2,067
Dairy and Poultry Products	9	174	175	172	-10.2	- 7.7	579
Fresh Fruits and Vegetables	8	91	73	80	+ 0.7	- 8.0	344
Furniture and House Furnishings	10	53	55	42	+ 6.5	-14.9	1,042
Groceries and Foods, except Farm Products	40	97	107	93	+ 5.9	- 8.3	6,684
Confectionery	5	90	87	88	+22.4	+10.8	82
Meats and Meat Products	9	161	162	176	- 0.7	+ 3.6	576
Wines and Spirituous Liquors	7	90	94	80	+34.3	- 7.4	928
General Hardware	16	58	58	56	+ 7.8	- 8.4	4,990
Industrial Supplies**	11	62	58	58	+22.4	- 7.6	415
Plumbing and Heating Supplies	12	71	72	70	+21.0	- 5.8	875
Lumber and Building Materials	13	65	76	59	+18.7	-11.9	674
Machinery, Eqpt. & Supplies, except Electrical	10	42	46	54	+25.1	- 5.1	299
Surgical Equipment and Supplies	5	36	36	41	+ 7.0	+ 1.0	200
Metals	4	82	78	66	+23.7	- 7.0	240
Paper and Its Products	5	51	51	52	+ 7.6	-29.3	299
Tobacco and Its Products	14	107	109	103	+ 1.3	+ 7.0	1,079

* *Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.*

** *This heading also includes distributors of mill, mine and steam supplies.*

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

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