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BUREAU OF THE CENSUS

Current
Statistical
Service

Sales of wholesalers, based upon reports from 2,732 firms representing all parts of the country, were 18 percent greater in January than during the same month a year ago, it was announced today by Vergil D. Reed, Acting Director, Bureau of the Census. This is the highest gain shown in this series since April 1937, and indicates an acceleration of the rise in sales reported through the last quarter of 1940. A definite upward movement in wholesale trade is shown by the fact that each month of the past two years, except September 1940, registered gains over the comparable month of the preceding year. Retail sales of 23,398 independent stores in January were 14 percent above January 1940 according to another monthly survey of the Bureau of the Census.

Thirty-three of the 36 lines of trade reported sales during January greater than those in the previous year, while three showed a decrease. Six trades showed gains of 40 percent or more, compared with a year ago, led by wholesalers of metals with an increase of 73 percent. Six other trades showed gains of 20-40 percent. Sales of 377 firms in the Hardware Group were up 33 percent; wholesalers of plumbing and heating supplies recording gains amounting to 51 percent. Increases over the previous year were shown for all groceries and food products lines.

Collections on accounts receivable for 2,249 wholesalers continued at the same rate in January that had been reported by these same establishments for December 1940. In previous years, the tendency has been for the collection rate to fall from December to January. The collection ratio for January 1941 was 76, a rise of one point from January 1940. Accounts receivable were 13 percent greater on January 1, 1941 than at the same date in 1940, and 4 percent less than on December 1, 1940.

3-31920

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
JANUARY 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1941 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1941 (Add 000)	January 1941	January 1940	December 1940
		Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940			Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940				
UNITED STATES	2,732	+18	- 3	\$211,550	1,688	+ 6	+ 6	\$219,986	185	184	149
Automotive Supplies.....	190	+ 2	-12	3,372	90	+ 5	- b	3,932	254	244	241
Chemicals (industrial).....	19	+19	+ 9	878	13	+ 6	- 1	458	66	80	75
Paints and Varnishes.....	35	+22	+24	584	12	+ 7	+18	966	239	265	251
Clothing and Furnishings, except Shoes.....	44	- 8	+10	1,672	25	-14	+12	1,019	256	288	153
Shoes and Other Footwear.....	36	+54	+58	12,400	24	- 5	+13	7,701	134	163	187
Coal.....	9	-12	+ b	1,152	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	129	+12	+12	19,850	84	+ 1	+ 5	19,544	156	173	167
Dry Goods.....	105	+10	+10	10,186	60	- 7	+11	18,482	246	293	241
Electrical Goods.....	326	+40	-24	23,256	280	+23	+16	24,904	115	131	76
Dairy and Poultry Products.....	13	+ 4	-20	1,327	8	+23	+ 3	210	32	26	27
Fresh Fruits and Vegetables.....	73	+11	- 8	3,190	48	+ 7	+ 4	479	36	55	33
Farm Supplies.....	9	+ 8	+44	495	c	c	c	c	c	c	c
Furniture and House Furnishings.....	60	+25	-12	3,328	33	- 2	+18	6,867	516	596	228
Groceries and Foods, except Farm Products.....	645	+10	+ 8	45,617	394	+ b	+ 4	43,639	155	168	164
Full-line Wholesalers ^d	336	+10	+ 9	18,484	196	+ 2	+ 6	18,832	168	181	172
Voluntary-group Wholesalers.....	181	+11	+ 6	17,357	128	- 2	+ 3	18,970	181	204	190
Retailer-cooperative Warehouses.....	21	+ 8	+13	3,295	10	- 2	- 2	2,223	110	118	129
Specialty Lines.....	105	+ 6	+11	6,481	62	+ 6	- 2	3,614	81	80	96
Confectionery.....	19	+10	-17	323	11	+ 7	+14	159	75	73	56
Meats and Meat Products.....	83	+15	+15	17,921	56	+21	+10	3,781	51	50	50
Beer.....	35	+11	-19	287	21	+22	+14	100	60	55	44
Wines and Liquors.....	24	+ 4	-43	2,502	18	+41	+ 1	6,400	309	251	171
Liquor Department of Other Trades ^e	36	+ 4	-52	2,989	16	+19	- 9	2,785	251	225	144
Total Hardware Group.....	377	+33	- 7	28,651	244	+11	+ 7	51,762	263	315	229
General Hardware.....	123	+26	-10	15,649	75	+ 9	+ 9	34,271	310	359	255
Heavy Hardware.....	23	+43	+12	1,932	16	+17	+ 3	3,493	200	248	218
Industrial Supplies.....	127	+35	+ 1	6,617	88	+12	+ 2	9,673	210	286	209
Plumbing and Heating Supplies.....	104	+51	-13	4,453	65	+23	+ 7	4,325	191	226	152
Jewelry.....	35	+62	-80	1,175	17	+17	+15	1,698	337	475	135
Optical Goods.....	23	+15	+16	244	10	+ 7	0	104	118	128	142
Lumber and Building Materials.....	55	+50	-10	1,354	22	+ 3	+ 2	1,589	187	283	178
Machinery, Equipment and Supplies, except Electrical.....	56	+33	- 7	2,830	40	+ 8	- 1	4,598	203	251	191
Surgical Equipment and Supplies.....	23	+ 9	- 3	521	12	+ 5	- 2	540	157	165	150
Metals.....	18	+73	+19	2,565	11	+15	- 4	2,557	135	202	162
Paper and Its Products.....	89	+ 8	+ 5	5,719	44	- 2	+ b	4,561	154	166	160
Petroleum.....	8	-10	- 7	1,018	7	- 8	+13	663	68	64	54
Tobacco and Its Products.....	144	+ 4	-21	10,877	60	- 1	+ 6	3,285	58	80	44
Leather and Shoe Findings.....	10	+ 2	+ 6	144	c	c	c	c	c	c	c
Miscellaneous.....	30	+14	+ 9	5,165	28	+ 8	- 6	9,023	183	186	222

^aThese stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^bLess than 0.5 percent.

^cInsufficient data to show separately.

^dNot affiliated with voluntary or cooperative groups.

^eChiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JANUARY 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		January 1941	January 1940	December 1940	Percent change		As of January 1, 1941 (Add 000)
					January 1941 vs. January 1940	January 1941 vs. December 1940	
UNITED STATES	2,249	76	75	76	+13	- 4	\$228,200
Automotive Supplies.....	138	65	60	64	+ 8	-12	5,516
Chemicals (industrial).....	19	84	80	90	+ 6	- b	891
Paints and Varnishes.....	30	38	34	46	+ 5	- 8	1,143
Clothing and Furnishings, except Shoes.....	39	47	55	52	+15	-17	3,329
Shoes and Other Footwear.....	35	45	45	49	+ 8	-14	8,407
Coal.....	9	86	99	85	+13	+ 5	1,586
Drugs and Sundries (liquor excluded).....	105	73	72	68	+10	- 3	19,406
Dry Goods.....	94	50	48	55	+ 1	-18	19,028
Electrical Goods.....	307	69	66	75	+24	+14	34,857
Dairy and Poultry Products.....	12	140	144	169	+ 8	- b	877
Fresh Fruits and Vegetables.....	57	143	140	143	+ 4	+ b	931
Farm Supplies.....	6	94	105	98	+12	+ 5	324
Furniture and House Furnishings.....	50	51	51	54	+15	- 9	6,782
Groceries and Foods, except Farm Products.....	478	102	100	101	+ 6	- 5	32,614
Full-line Wholesalers.....	229	95	94	96	+ 6	- 6	12,555
Voluntary-group Wholesalers.....	149	101	98	101	+ 5	- 3	13,485
Retailer-cooperative Warehouses.....	17	175	177	172	+ 9	-14	1,371
Specialty Lines.....	83	101	104	96	+10	- 6	5,203
Confectionery.....	13	83	84	84	+ 7	0	276
Meats and Meat Products.....	70	167	175	151	+19	+ 3	10,251
Beer.....	15	67	68	76	+ 5	- 1	89
Wines and Liquors.....	22	75	83	78	+20	- 5	4,310
Liquor Department of Other Trades.....	16	72	84	84	+36	+14	2,406
Total Hardware Group.....	355	63	59	66	+20	- 7	40,353
General Hardware.....	113	56	53	61	+13	-10	23,387
Heavy Hardware.....	22	90	81	90	+24	- 6	1,886
Industrial Supplies.....	116	78	71	79	+25	+ 1	7,512
Plumbing and Heating Supplies.....	104	61	60	64	+35	- 4	7,568
Jewelry.....	27	55	52	23	+13	+ 6	6,008
Optical Goods.....	20	65	66	65	+ 5	- 8	284
Lumber and Building Materials.....	34	64	58	69	+21	-10	2,183
Machinery, Equipment and Supplies, except Electrical.....	49	59	50	54	+31	+ 7	4,064
Surgical Equipment and Supplies.....	22	50	49	48	+ 6	- 4	945
Metals.....	17	89	81	82	+30	+ 5	2,456
Paper and Its Products.....	77	61	61	59	+ 5	- 3	8,230
Petroleum.....	6	133	144	131	+ 5	-11	753
Tobacco and Its Products.....	98	120	123	124	+ 4	- 4	7,821
Leather and Shoe Findings.....	9	35	35	36	- 5	- 1	202
Miscellaneous.....	24	113	107	105	+ 5	-18	5,578

^aCollection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.^bLess than 0.5 percent.

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1941 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1941 (Add 000)	January 1941	January 1940	December 1940
		Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940			Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940				
New England.....	170	+22	-10	\$ 12,827	113	+10	+ 6	\$ 10,894	121	143	111
Chemicals (industrial).....	4	+16	- 7	231	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	7	+40	+23	1,149	6	+11	+12	1,303	132	167	145
Electrical Goods.....	36	+40	-23	1,815	31	+13	+ 7	2,001	114	142	84
Fresh Fruits and Vegetables.....	6	+ 7	+14	241	6	+ 7	- 6	29	12	12	15
Groceries and Foods, except Farm Products.....	22	+12	-10	1,865	11	+ 4	+ 1	1,102	199	207	201
Meat and Meat Products.....	7	+27	+16	2,840	7	+88	+ 9	1,018	36	33	38
Wines and Liquors.....	4	- 2	-25	412	b	b	b	b	b	b	b
Industrial Supplies.....	18	+52	- 4	838	14	+ 9	+ 1	2,397	332	459	310
Plumbing and Heating Supplies.....	7	+51	-15	192	b	b	b	b	b	b	b
Optical Goods.....	5	0	+16	37	4	+ 9	0	36	200	183	225
Paper and Its Products.....	5	+34	+21	236	b	b	b	b	b	b	b
Tobacco and Its Products.....	13	- 5	-24	1,492	b	b	b	b	b	b	b
Middle Atlantic.....	623	+13	- 9	50,839	385	+ 6	+ 4	46,166	150	166	131
Automotive Supplies.....	25	- 1	- 5	571	15	+ 4	- 5	934	256	248	274
Clothing and Furnishings, except Shoes.....	17	-12	+22	1,265	9	+13	+13	547	275	281	142
Shoes and Other Footwear.....	10	+15	+14	690	6	-23	+11	1,300	235	334	244
Drugs and Sundries (liquor excluded).....	20	+ 5	+10	4,356	13	- 9	- c	2,885	128	149	145
Dry Goods.....	42	+11	+ 5	3,134	21	+10	- 7	2,305	212	243	188
Electrical Goods.....	71	+42	-28	5,085	61	+18	+20	4,907	105	127	61
Fresh Fruits and Vegetables.....	18	+17	- 7	1,660	10	0	-24	44	16	16	24
Furniture and House Furnishings.....	20	+24	-27	435	12	+14	+ 9	662	276	329	173
Groceries and Foods, except Farm Products.....	96	+11	+ 7	8,446	41	- 3	+ 5	7,803	178	208	185
Meats and Meat Products.....	20	- 2	+ 3	4,465	15	+19	+14	755	57	56	53
Beer.....	10	+13	-16	102	5	0	-15	11	24	26	23
General Hardware.....	25	+11	-41	1,491	12	- 3	+11	2,830	343	379	206
Heavy Hardware.....	8	+37	+11	1,207	7	+14	- c	2,343	198	239	220
Industrial Supplies.....	38	+48	- 1	2,178	28	+13	+ 3	2,784	152	203	149
Plumbing and Heating Supplies.....	42	+38	-11	1,241	29	+36	+13	1,583	173	173	133
Jewelry.....	11	+61	-50	369	7	+22	+19	836	296	399	145
Optical Goods.....	9	+15	+10	102	b	b	b	b	b	b	b
Lumber and Building Materials.....	7	+25	-16	284	b	b	b	b	b	b	b
Machinery, Equipment and Supplies, except Electrical.....	8	+38	-19	402	5	+13	+10	479	238	269	220
Paper and Its Products.....	34	+ 5	+ 5	2,571	19	- 5	- 1	2,502	142	152	148
Tobacco and Its Products.....	43	+ 1	-25	4,345	25	- 3	+ 8	2,065	57	59	40
East North Central.....	548	+15	- 9	35,701	359	+ 7	+ 7	40,097	167	180	139
Automotive Supplies.....	50	- 2	-11	724	32	+ 9	+ 2	1,282	249	228	218
Chemicals (industrial).....	6	+34	+15	418	4	- 2	- 6	101	32	47	42
Paints and Varnishes.....	12	+ 9	+26	249	5	+ 8	+ 5	385	181	182	217
Clothing and Furnishings, except Shoes.....	11	+10	- 7	213	6	- 5	+ 6	275	248	310	178
Drugs and Sundries (liquor excluded).....	24	+ 9	+10	3,335	16	+ 4	+ 2	3,205	141	146	150
Dry Goods.....	10	+ 5	-12	537	7	- 5	+10	1,399	275	302	220
Electrical Goods.....	60	+29	-23	4,694	49	+25	+25	4,856	117	117	71
Fresh Fruits and Vegetables.....	11	+10	- 9	362	8	+ 4	+ 3	121	59	59	53
Furniture and House Furnishings.....	7	+32	-28	299	5	- 3	+ 9	727	274	370	189
Groceries and Foods, except Farm Products.....	128	+ 8	- c	9,587	69	+ 3	+ 3	9,521	158	165	153
Confectionery.....	4	- 2	-25	54	b	b	b	b	b	b	b
Meats and Meat Products.....	20	+ 5	- 9	1,456	17	+ 2	+12	540	48	48	39
Beer.....	10	+10	-23	86	9	+ 8	+11	40	51	51	36
Wines and Liquors.....	5	+15	-50	155	5	+28	- 7	355	229	205	123

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1941 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1941 (Add 000)	January 1941	January 1940	December 1940
		Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940			Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940				
East North Central (continued).....											
Liquor Department of Other Trades ^d	4	- 4	-47	184	b	b	b	b	b	b	b
General Hardware.....	19	+18	-18	2,977	15	+ 3	+10	9,229	329	376	244
Industrial Supplies.....	22	+82	+12	990	13	+25	+ 7	705	132	180	145
Plumbing and Heating Supplies.....	16	+59	- 5	769	8	+ 1	+ 5	588	249	324	211
Jewelry.....	11	+65	-59	465	5	+15	+22	770	345	500	113
Optical Goods.....	6	+32	+26	54	b	b	b	b	b	b	b
Lumber and Building Materials.....	8	+69	-15	359	6	- 6	- 3	334	129	269	122
Machinery, Equipment and Supplies, except Electrical.	14	+32	-16	534	12	- 2	+ 5	397	82	113	65
Surgical Equipment and Supplies.....	6	+12	- 5	297	4	+ 6	- 2	256	104	108	98
Metals.....	8	+63	+17	1,358	4	+21	- 2	1,891	185	245	219
Paper and Its Products.....	20	+10	+ 2	1,689	9	+ 1	+ 4	690	143	148	135
Tobacco and Its Products.....	35	+ 4	-17	2,308	13	+ 1	+ 4	639	60	63	53
West North Central.....	275	+14	+ 4	24,358	186	+ 5	+10	38,046	183	201	176
Automotive Supplies.....	18	-10	- 1	448	6	+ 1	+ 6	462	347	303	249
Paints and Varnishes.....	4	+23	+43	116	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	6	+15	-26	73	b	b	b	b	b	b	b
Shoes and Other Footwear.....	5	+26	+66	3,877	4	+ 8	- 2	3,457	90	104	154
Drugs and Sundries (liquor excluded).....	14	+11	+13	2,117	13	+ 6	+ 8	3,002	175	180	185
Dry Goods.....	7	+14	+26	3,417	6	- 4	+12	3,038	240	287	270
Electrical Goods.....	40	+25	-21	2,229	36	+24	+18	3,090	143	142	98
Fresh Fruits and Vegetables.....	9	- 2	-14	247	7	+ 6	+ 9	147	75	70	61
Furniture and House Furnishings.....	7	+24	-17	944	6	- 7	+42	2,997	322	430	190
Groceries and Foods, except Farm Products.....	63	+10	+14	3,579	43	- 3	+ 2	4,593	151	173	172
Beer.....	8	0	-19	22	4	+ 9	0	12	109	85	86
General Hardware.....	10	+32	-10	2,350	9	+28	+13	6,655	302	313	239
Heavy Hardware.....	5	- 6	0	77	b	b	b	b	b	b	b
Industrial Supplies.....	10	+25	-15	286	6	+32	+ 5	654	314	306	280
Plumbing and Heating Supplies.....	10	-18	-28	400	6	+ 8	+ 5	455	347	317	216
Jewelry.....	5	+24	-69	84	b	b	b	b	b	b	b
Machinery, Equipment and Supplies, except Electrical.	5	+67	-13	155	b	b	b	b	b	b	b
Paper and Its Products.....	8	+14	+11	217	b	b	b	b	b	b	b
Tobacco and Its Products.....	12	+ 2	-19	458	8	+ 4	+ 3	205	69	70	55
South Atlantic.....	321	+20	- 4	18,886	178	+ 7	+ 9	18,421	160	185	139
Automotive Supplies.....	11	+11	-21	343	b	b	b	b	b	b	b
Shoes and Other Footwear.....	6	-	+145	1,035	4	- 6	+52	1,882	192	201	326
Drugs and Sundries (liquor excluded).....	24	+18	+23	2,524	12	+ 5	+ 9	2,214	166	182	175
Dry Goods.....	12	+ 6	0	859	7	-10	+22	1,218	268	322	224
Electrical Goods.....	37	+52	-36	2,779	35	+20	+17	3,023	112	142	62
Fresh Fruits and Vegetables.....	12	+11	-13	354	5	+ 6	+ 4	55	43	43	33
Furniture and House Furnishings.....	7	+28	-31	228	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	93	+10	+ 9	4,265	45	+ 4	- 1	3,311	154	158	165
Confectionery.....	7	+18	-21	143	4	+21	+48	68	96	90	46
Meats and Meat Products.....	10	+32	+ 6	663	6	+34	+11	381	85	63	63
General Hardware.....	22	+22	+12	1,798	11	+ 5	+ 1	2,719	295	364	363
Industrial Supplies.....	13	+37	+ 1	533	9	+ 9	- 2	905	191	241	197
Plumbing and Heating Supplies.....	16	+76	-17	820	14	+40	+ 6	1,070	160	203	124
Machinery, Equipment and Supplies, except Electrical.	4	+14	- 7	155	b	b	b	b	b	b	b
Paper and Its Products.....	10	+16	+12	520	4	+12	+ 2	399	170	173	189
Tobacco and Its Products.....	13	+21	- 9	805	b	b	b	b	b	b	b

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WHOLESALESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1941 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1941 (Add 000)	January 1941	January 1940	December 1940
		Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940			Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940				
East South Central.....	136	+23	+ 6	\$ 8,998	76	+ 4	+ 5	\$ 9,677	182	225	182
Drugs and Sundries (liquor excluded).....	12	+24	+22	1,539	b	b	b	b	b	b	b
Dry Goods.....	12	+10	- 3	776	8	-12	+ 9	1,399	238	300	215
Electrical Goods.....	11	+93	-14	700	9	+25	+10	737	106	171	86
Fresh Fruits and Vegetables.....	4	+11	+13	78	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	45	+10	+ 7	2,561	24	+ c	+ 6	2,270	177	199	182
General Hardware.....	12	+37	+12	1,559	5	+15	+ 2	1,894	242	331	272
Industrial Supplies.....	8	+23	+ 8	265	5	+ 3	+14	309	226	277	196
West South Central.....	254	+16	+ 7	17,591	179	+ 5	+ 4	22,644	162	200	183
Automotive Supplies.....	11	+ 8	+ 9	215	9	+ 4	+ 5	412	226	222	235
Drugs and Sundries (liquor excluded).....	15	+12	+12	1,945	10	+ c	+ 5	3,022	187	209	203
Dry Goods.....	5	+ 3	+10	394	4	-16	+ 4	772	271	333	281
Electrical Goods.....	34	+11	-17	1,945	27	+31	+ 4	1,942	112	126	86
Groceries and Foods, except Farm Products.....	127	+11	+18	7,435	91	+ 2	+ 6	8,532	164	175	183
Liquor Department of Other Trades ^d	8	- 3	-48	443	7	+31	-11	1,214	284	213	161
General Hardware.....	13	+33	+14	1,822	8	+ 3	+ c	2,313	257	302	245
Industrial Supplies.....	8	+ 1	+ 2	1,232	6	+13	+ c	1,571	275	284	304
Machinery, Equipment and Supplies, except Electrical.....	8	+35	+40	915	5	+ 4	- 1	1,988	255	321	350
Tobacco and Its Products.....	8	- 3	-27	268	b	b	b	b	b	b	b
Mountain.....	112	+10	- 9	5,390	75	+ 5	+ 8	8,186	198	214	170
Automotive Supplies.....	18	- 3	-10	277	7	+ 1	- 6	286	325	314	305
Drugs and Sundries (liquor excluded).....	5	+15	+10	356	b	b	b	b	b	b	b
Electrical Goods.....	14	+22	-23	633	10	+33	+11	795	143	133	97
Fresh Fruits and Vegetables.....	5	+ 9	-38	37	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	26	+ 4	+ 9	1,700	23	+ 3	+13	3,059	186	189	182
General Hardware.....	5	+ 3	-18	377	b	b	b	b	b	b	b
Pacific.....	283	+21	- 6	24,362	157	+10	+ 3	25,975	171	190	160
Automotive Supplies.....	52	+13	-25	744	15	+ 2	- 2	426	213	238	224
Shoes and Other Footwear.....	6	-23	+16	132	5	- 6	+ 3	361	284	230	314
Drugs and Sundries (liquor excluded).....	8	+ 5	- c	2,529	b	b	b	b	b	b	b
Dry Goods.....	11	+ 2	+22	770	4	+ 1	+11	574	336	352	275
Electrical Goods.....	23	+47	-12	3,376	22	+26	+ 9	3,553	111	129	91
Fresh Fruits and Vegetables.....	8	- 3	-11	231	6	+25	+29	75	33	26	23
Furniture and House Furnishings.....	11	+26	+ 7	1,112	6	+ c	+ 2	2,125	352	426	367
Groceries and Foods, except Farm Products.....	43	+ 9	+15	6,179	27	- 2	- 4	5,638	91	100	109
Meats and Meat Products.....	9	+ 7	+ 4	502	7	+ 1	- 8	151	33	35	37
Wines and Liquors.....	6	+ 7	-40	854	5	+28	+ 2	2,103	254	212	150
General Hardware.....	14	+39	- 6	3,142	10	+13	+ 8	7,596	326	398	276
Plumbing and Heating Supplies.....	9	+90	-11	909	b	b	b	b	b	b	b
Lumber and Building Materials.....	10	+49	- 1	334	6	+ 9	+ 5	293	140	213	149
Machinery, Equipment and Supplies, except Electrical.....	10	+33	+10	288	6	+12	- 7	757	355	481	428
Paper and Its Products.....	6	- 2	-10	190	4	+ 2	- 5	493	308	286	285
Tobacco and Its Products.....	15	+16	-21	878	b	b	b	b	b	b	b

^aThese stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.^bInsufficient data to show separately.^cLess than 0.5 percent.^dChiefly of the wholesale drug trade.

WHOLESALEMER'S ACCOUNTS RECEIVABLE AND COLLECTIONS--BY GEOGRAPHIC DIVISIONS

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JANUARY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		January 1941	January 1940	December 1940	Percent change		As of January 1, 1941 (Add 000)
					Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940	
New England.....	150	85	82	82	+15	+3	\$18,927
Chemicals (Industrial).....	4	84	82	82	+2	+1	251
Drugs & Sundries (liquor excluded).....	7	69	64	62	+17	-2	1,454
Electrical Goods.....	34	74	73	77	+37	+12	2,635
Fresh Fruits and Vegetables.....	6	172	150	150	-9	-4	107
Groceries and Foods, except Farm Products.....	16	83	82	86	+1	+3	2,061
Meats and Meat Products.....	7	180	159	156	+35	+19	1,780
Wines and Liquors.....	4	45	58	47	+44	+5	1,033
Industrial Supplies.....	17	99	93	106	+38	+6	1,039
Plumbing and Heating Supplies.....	7	52	47	57	+15	-3	388
Optical Goods.....	5	43	49	49	-1	-5	77
Tobacco and Its Products.....	10	120	121	142	-7	-2	1,067
Middle Atlantic.....	520	82	82	82	+11	-4	54,834
Automotive Supplies.....	22	49	49	54	+1	-12	808
Clothing and Furnishings, except Shoes.....	15	45	54	47	+17	-17	3,004
Shoes and other Footwear.....	10	38	39	47	+3	-13	1,623
Drugs and Sundries (liquor excluded).....	16	61	62	62	-1	-3	4,586
Dry Goods.....	37	53	52	57	-1	-3	4,742
Electrical Goods.....	67	77	73	85	+34	+15	7,568
Dairy and Poultry Products.....	4	165	194	221	+2	+3	300
Fresh Fruits and Vegetables.....	11	202	191	178	+8	-15	135
Furniture and House Furnishings.....	17	48	47	52	+7	-16	1,023
Groceries and Foods, except Farm Products.....	72	99	99	98	+6	-3	6,597
Meats and Meat Products.....	16	168	181	163	+6	+4	2,608
Beer.....	5	64	73	71	+10	+1	66
General Hardware.....	23	51	52	65	+11	-15	3,454
Heavy Hardware.....	8	94	89	93	+23	-8	1,125
Industrial Supplies.....	34	79	71	77	+29	+8	2,548
Plumbing and Heating Supplies.....	42	60	56	62	+26	-7	2,265
Jewelry.....	8	61	57	25	+18	-5	763
Optical Goods.....	7	60	58	57	+4	-14	120
Lumber and Building Materials.....	7	51	49	60	+13	-13	618
Machinery, Eqt. and Supplies, except Electrical... Paper and Its Products.....	8 27	101 57	80 58	74 58	+44 +3	+16 +1	481 3,698
Tobacco and Its Products.....	31	143	144	141	+1	-12	3,101
East North Central.....	450	73	73	74	+12	-2	44,235
Automotive Supplies.....	44	72	72	74	+21	-15	854
Chemicals (Industrial).....	6	93	91	101	+22	+8	370
Paints and Varnishes.....	12	33	26	38	-4	-8	564
Clothing and Furnishings, except Shoes.....	10	62	62	77	-2	-21	387
Drugs and Sundries (liquor excluded).....	21	76	83	78	+12	-1	3,241
Dry Goods.....	9	51	48	53	-1	-19	1,214
Electrical Goods.....	57	65	63	68	+10	+9	6,836
Fresh Fruits and Vegetables.....	7	125	133	133	+18	+8	133
Furniture and House Furnishings.....	7	55	60	61	+18	-10	691
Groceries and Foods, except Farm Products.....	91	104	103	108	+5	-4	7,101
Confectionery.....	4	128	121	110	-5	-17	40
Meats and Meat Products.....	17	128	132	152	+6	+1	820
Wines and Liquors.....	5	66	81	79	-20	+12	344
General Hardware.....	18	54	54	59	+14	-6	6,113
Industrial Supplies.....	20	76	68	74	+36	-1	1,052
Plumbing and Heating Supplies.....	16	68	65	65	+21	-10	1,196
Jewelry.....	9	47	47	22	+13	+8	3,524
Optical Goods.....	6	72	77	75	+16	+2	65
Lumber and Building Materials.....	8	83	71	92	+29	-16	467
Machinery, Eqt. and Supplies, except Electrical... Surgical Equipment and Supplies.....	13 5	69 55	69 53	74 53	+61 +15	+26 -5	823 496
Metals.....	8	92	87	86	+32	+2	1,281
Paper and Its Products.....	20	65	65	60	+7	-7	2,595
Tobacco and Its Products.....	24	112	112	108	+6	-6	1,652
West North Central.....	231	65	64	68	+7	-14	30,700
Automotive Supplies.....	13	60	55	65	+4	-15	621
Clothing and Furnishings, except Shoes.....	5	61	63	63	+19	-15	132
Shoes and other Footwear.....	5	51	51	53	+12	-14	4,494
Drugs and Sundries (liquor excluded).....	14	73	71	69	+7	-4	2,762
Dry Goods.....	7	49	47	57	+1	-26	6,869
Electrical Goods.....	38	61	57	69	-1	+8	3,620
Fresh Fruits and Vegetables.....	7	172	167	176	-3	-11	108
Furniture and House Furnishings.....	7	53	54	56	+22	-10	2,127
Groceries and Foods, except Farm Products.....	50	134	133	130	+13	-8	2,089
Beer.....	6	69	40	72	+20	-11	16
General Hardware.....	9	66	62	69	+13	-33	1,513
Heavy Hardware.....	3	57	58	62	+23	-20	143
Industrial Supplies.....	9	49	50	33	+8	-2	510
Plumbing and Heating Supplies.....	10	62	54	61	+19	-15	806
Jewelry.....	4	68	61	40	+2	+2	325
Machinery, Eqt. and Supplies, except Electrical... Metals.....	4 4	25 93	71 93	73 91	+44 +9	+14 +5	192 469
Paper and Its Products.....	7	65	61	63	+6	-5	278
Tobacco and Its Products.....	5	63	82	74	+6	-10	151

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JANUARY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		January 1941	January 1940	December 1940	Percent change		As of January 1, 1941 (Add 000)
					Jan. 1941 vs. Jan. 1940	Jan. 1941 vs. Dec. 1940	
South Atlantic.....	247	67	65	69	+18	- b	\$21,615
Automotive Supplies.....	10	72	69	59	+14	+ 4	5,0
Shoes and Other Footwear.....	4	51	49	58	+ 9	-28	2,24
Drugs and Sundries (liquor excluded).....	18	78	78	68	+12	- 2	2,84
Dry Goods.....	8	45	41	48	+ 1	-12	1,582
Electrical Goods.....	56	61	58	71	+32	+21	5,447
Fresh Fruits and Vegetables.....	10	111	108	115	+ 8	+ 8	255
Groceries and Foods, except Farm Products.....	64	101	97	99	+ 4	- 5	2,721
Confectionery.....	4	65	69	68	+10	+ 3	195
Meats and Meat Products.....	7	161	144	155	+14	- 1	368
General Hardware.....	21	49	45	53	+11	- 3	3,178
Industrial Supplies.....	11	65	60	70	+22	- 5	739
Plumbing and Heating Supplies.....	16	51	49	60	+52	- 2	1,592
Paper and Its Products.....	8	63	61	53	+15	- 4	637
Tobacco and Its Products.....	7	99	91	93	+13	+ 1	349
East South Central.....	105	66	60	66	+11	- 7	9,901
Drugs and Sundries (liquor excluded).....	8	76	69	62	+12	- 5	1,353
Dry Goods.....	12	45	39	53	+ 1	-17	1,768
Electrical Goods.....	9	65	66	80	+41	+12	949
Fresh Fruits and Vegetables.....	4	138	115	121	- 4	+ 6	50
Groceries and Foods, except Farm Products.....	29	87	79	84	+ 3	-12	1,615
General Hardware.....	10	55	47	52	+17	- b	1,842
Industrial Supplies.....	8	71	64	73	+15	- 2	367
Paper and Its Products.....	4	64	65	71	+15	- 4	292
West South Central.....	209	77	75	77	+13	- 4	17,031
Automotive Supplies.....	5	62	61	64	+25	- 2	134
Drugs and Sundries (liquor excluded).....	11	81	73	69	+ 7	+ b	2,209
Dry Goods.....	5	43	39	48	- 4	-25	1,043
Electrical Goods.....	33	74	72	80	+40	+15	2,738
Groceries and Foods, except Farm Products.....	99	98	95	97	+ 6	- 8	4,848
Liquor Department of Other Trades ^c	7	95	112	109	+29	+18	743
General Hardware.....	12	59	63	67	+13	-11	1,701
Industrial Supplies.....	7	92	80	97	+12	-10	866
Machinery, Eqpt., and Supplies, except Electrical..	7	52	28	24	+25	- 1	1,542
Tobacco and Its Products.....	6	79	85	84	-11	- 3	199
Mountain.....	90	76	75	80	+10	- 4	5,984
Automotive Supplies.....	9	62	56	64	- 2	-27	204
Electrical Goods.....	14	68	61	71	+11	+ 8	1,159
Fresh Fruits and Vegetables.....	5	103	106	140	+13	+44	36
Groceries and Foods, except Farm Products.....	22	101	101	96	+ 6	- 8	1,490
Pacific.....	228	75	74	76	+20	+ 2	25,128
Automotive Supplies.....	31	69	67	68	+ 4	- 6	307
Shoes and Other Footwear.....	6	37	42	49	- 7	- 9	367
Dry Goods.....	10	72	69	55	+ 4	-16	1,088
Electrical Goods.....	19	74	71	77	+33	+22	3,707
Fresh Fruits and Vegetables.....	7	127	132	128	+ 7	+ 2	127
Furniture and House Furnishings.....	11	51	49	54	+12	- 6	2,292
Groceries and Foods, except Farm Products.....	55	108	111	105	+ 9	- 7	4,112
Meats and Meat Products.....	7	135	143	145	+11	+ 5	291
Wines and Liquors.....	6	65	75	88	+21	+ 7	1,494
General Hardware.....	14	62	55	64	+23	+ 1	5,238
Plumbing and Heating Supplies.....	9	79	82	80	+90	+22	1,165
Lumber and Building Materials.....	10	65	71	64	+49	- 5	509
Machinery, Eqpt., and Supplies, except Electrical..	7	47	23	30	-18	-12	192
Paper and Its Products.....	5	57	59	49	+ 4	- 9	292
Tobacco and Its Products.....	10	84	86	88	+27	+26	1,050

^aCollection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
less than 0.5 percent.

^cChiefly of the wholesale drug trade.

Cooperating with the National Association of Credit Men

BUREAU OF THE CENSUS

WASHINGTON

Current
Statistical
Service

WHOLESALESALES, INVENTORIES AND CREDITS
February 1941

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 \$218,377,000 in February, which were 1 percent below January 1941. This seasonal drop is less than that usually shown in the five years covered by this survey. Sales are shown as reported, without adjustment for seasonal or price fluctuations.

The cost value of inventories on hand at the end of February for 1,726 wholesalers was up 1 percent from the beginning of the month, and was 6 percent over February 29, 1940. February is the nineteenth consecutive month in which the dollar volume of inventories was at a higher level than in the corresponding month of the year before. In 27 of the lines for which data are reported, inventories increased less (or decreased more) than did sales of these trades in comparison with February 1940. The four lines in which inventory expansions exceeded sales gains were wholesalers of food and tobacco products. As a whole, the stock-sales ratio fell from 197 in February 1940 to 169 in February 1941. No change in the inventory position of wholesalers was experienced during the month, the closing ratio -- 169 -- being identical to that of January 31, 1941.

Collections on Accounts receivable for 2,328 wholesalers were more favorable in February of this year than those reported by these same establishments for February 1940. Improved collections have been reported by this series for each February of the last several years. The drop in collection ratio from 75 for January to 72 for February of this year reflects the usual change in credit experiences between these two months. Accounts receivable were 14 percent greater on February 1, 1941 than at the same date in 1940, and 2 percent less than on January 1, 1941.

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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALE'S SALES AND INVENTORIES
FEBRUARY 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		February 1941 (Add 000)	Number of firms reporting stocks	Percent change		February 28, 1941 (Add 000)	February 1941	February 1940	January 1941
		Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941			Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941				
UNITED STATES	2,779	+20	- 1	5218,377	1,726	+ 6	+ 1	5242,242	169	197	169
Automotive Supplies.....	196	+18	+ 1	3,449	91	+ 9	+ 3 _b	4,245	262	284	247
Chemicals (industrial).....	20	+25	-10	751	15	+ 4		450	75	90	66
Paints and Varnishes.....	37	+22	0	632	15	+ 5	+ 1 _b	1,091	241	238	235
Clothing and Furnishings, except Shoes.....	42	- 4	+48	2,486	23	-15	- 5 _b	927	158	181	220
Shoes and Other Footwear.....	35	+11	+ 5	12,987	23	- 8	- 5 _c	7,379 _c	104 _c	127 _c	136 _c
Coal.....	10	+12	+ 3	1,292							
Drugs and Sundries (liquor excluded).....	130	+ 4	-15	17,042	99	+ 3 _b	+ 3	24,579	194	203	160
Dry Goods.....	112	+14	- 1	10,719	86	- 3	+ 3	19,587	263	303	252
Electrical Goods.....	332	+54	+20	27,796	288	+23	+ 6 _c	26,300 _c	101 _c	127 _c	116 _c
Dairy and Poultry Products.....	14	- 7 _b	- 7	1,098							
Fresh Fruits and Vegetables.....	70	+ 1	-11	2,745	46	+ 9 _c	- 8 _c	453 _c	40 _c	36 _c	38 _c
Farm Supplies.....	8	+21	+42	621							
Furniture and House Furnishings.....	65	+34	+19	4,611	42	- 3 _b	+ 3	8,893	256	353	300
Groceries and Foods, except Farm Products.....	627	+ 4	- 8	42,676	361	+ 4	+ 2	43,533	178	174	159
Full-line Wholesalers ^d	347	+ 3	- 8	18,986	193	+ 4	+ 1	20,762	177	174	162
Voluntary-group Wholesalers.....	149	+ 5	- 9	14,931	93	+ 3	+ 2 _b	17,106	206	205	183
Retailer-cooperative Warehouses.....	22	+ 6	-10	3,204	10	+ 4	- 1 _b	2,782	140	141	124
Specialty Lines.....	109	+ 3	- 6	5,555	65	+14	+ 6	2,863	116	98	98
Confectionery.....	19	+ 6	- 3	270	11	+ 9	- 1	147	91	91	93
Meats and Meat Products.....	86	+17	- 9	18,500	61	+14	- 1	5,126	57	62	57
Beer.....	32	+ 4	+ 1	247	23	+ 2	- 3	86	49	48	52
Wines and Liquors.....	24	+ 7	+ 6	2,926	17	+ 5	- 1	5,785	245	239	263
Liquor Department of Other Trades ^e	41	+11	+ 9	3,647	37	+ 9	- 6	7,409	214	221	249
Total Hardware Group.....	402	+42	+ 3 _b	32,000	256	+14	+ 3	56,923	258	327	252
General Hardware.....	144	+31	- 1	17,454	89	+12	+ 3	40,377	318	377	310
Industrial Supplies.....	142	+57	+ 4	9,694	97	+15	+ 5	11,492	165	240	166
Plumbing and Heating Supplies.....	116	+58	- 3	4,872	70	+25	+ 3	5,054	205	256	188
Jewelry.....	34	+31	+18	1,196	19	+ 5	+ 4	2,275	322	393	341
Optical Goods.....	19	+16	+ 4	157	7	+15	+13	61	203	204	169
Lumber and Building Materials.....	38	+43	- 8	2,067	25	+ 4	- 1 _b	2,129	135	188	124
Machinery, Equipment and Supplies, except Electrical.....	60	+53	+12	3,269	38	+ 9	+ 1 _b	4,781	179	266	207
Surgical Equipment and Supplies.....	22	+14	+10	525	12	+ 5	0	607	156	170	174
Metals.....	28	+83	- 3 _b	3,906	17	+16	+ 1	4,932	155	252	154
Paper and Its Products.....	95	+16	- 5	5,924	46	- 3	- 3 _b	4,702	164	191	153
Petroleum.....	9	+11	+ 1	1,031	7	- 9	+ 3	675	66	80	64
Tobacco and Its Products.....	131	+ 3	+ 1	8,327	47	+12	- 4 _c	2,354 _c	74 _c	68 _c	78 _c
Leather and Shoe Findings.....	9	+ 2	-17	104							
Miscellaneous.....	32	+48	+ 4	5,376	34	-19	-14	6,833	128	231	158

a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
b Less than 0.1 percent.
c Insufficient data to show separately.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

FEBRUARY 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		February 1941	February 1940	January 1941	Percent change		As of February 1, 1941 (Add 000)
					February 1941 vs. February 1940	February 1941 vs. January 1941	
UNITED STATES	2,328	72	70	75	+14	- 2	\$241,053
Automotive Supplies.....	145	58	57	60	+ 3	- 2	3,454
Chemicals (industrial).....	19	81	78	84	+26	+ 8	870
Paints and Varnishes.....	36	39	36	40	+ 7	+10	1,335
Clothing and Furnishings, except Shoes.....	40	43	42	44	+ 4	- 2	4,013
Shoes and Other Footwear.....	32	34	34	45	+11	+16	9,700
Coal.....	10	78	81	85	+ 2	+ 6	1,614
Drugs and Sundries (liquor excluded).....	118	68	70	74	+ 9	+ 1	23,506
Dry Goods.....	98	46	43	51	+ 4	- 1	19,683
Electrical Goods.....	309	71	66	69	+36	- 5	33,288
Dairy and Poultry Products.....	13	138	153	130	+12	-10	738
Fresh Fruits and Vegetables.....	54	126	128	133	+ 1	- 5	788
Farm Supplies.....	6	106	84	94	+ 2	+31	426
Furniture and House Furnishings.....	55	49	46	54	+15	- 5	7,556
Groceries and Foods, except Farm Products.....	472	93	92	99	+ 4	+ 2	36,515
Full-line Wholesalers.....	245	88	88	94	+ 5	+ 4	15,729
Voluntary-group Wholesalers.....	121	91	92	99	+ 6	+ 3	13,505
Retailer-cooperative Warehouses.....	18	154	158	181	+ 7	+16	1,705
Specialty Lines.....	88	88	85	92	- 4	- 8	5,576
Confectionery.....	13	80	76	78	+ 6	-11	250
Meats and Meat Products.....	74	165	160	175	+12	+ 1	10,788
Beer.....	13	96	89	90	- 2	-10	45
Wines and Liquors.....	22	73	77	81	+11	-12	3,774
Liquor Department of Other Trades.....	35	72	77	73	+25	-28	5,025
Total Hardware Group.....	375	59	53	62	+22	- 2	43,797
General Hardware.....	131	52	47	56	+15	- 2	25,010
Industrial Supplies.....	128	78	70	79	+32	+ 1	10,472
Plumbing and Heating Supplies.....	116	55	53	60	+39	- 4	8,315
Jewelry.....	27	24	21	50	+12	-47	2,661
Optical Goods.....	15	55	51	54	+11	+ 6	190
Lumber and Building Materials.....	37	68	59	71	+31	- 1	3,258
Machinery, Equipment and Supplies, except Electrical.....	53	58	49	59	+22	- 5	4,105
Agricultural Equipment and Supplies.....	21	45	44	45	+ 6	+ 2	1,059
Stalls.....	27	91	84	97	+53	+12	4,028
Paper and Its Products.....	82	60	58	62	+ 6	- 1	8,679
Petroleum.....	7	132	129	133	- 3	- 3	733
Tobacco and Its Products.....	86	104	109	109	+ 4	-10	5,555
Wool and Shoe Findings.....	8	34	30	35	- 1	+10	174
Miscellaneous.....	26	79	73	79	+ 7	+ 6	3,496

Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms. Less than 0.5 percent.

WHOLESALESAERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1941

Page 4

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		February 1941 (Add 000)	Number of firms reporting stocks	Percent change		February 28, 1941 (Add 000)	February 1941	February 1940	January 1941
		Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941			Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941				
New England.....	163	+25	+ 1	512,503	108	+12	+ 1	9,814	112	131	111
Chemicals (industrial).....	4	+24	- 9	211							
Drugs and Sundries (liquor excluded).....	7	+22	-25	850	6	+11	+ c	1,307	179	197	132
Electrical Goods.....	34	+60	+14	1,979	29	+16	+ 9	2,086	109	153	115
Fresh Fruits and Vegetables.....	4	- 6	-15	62							
Groceries and Foods, except Farm Products.....	26	+ 3	- 9	1,972	14	+15	+ 2	1,297	192	161	173
Meats and Meat Products.....	7	+24	+ 6	3,012	7	+32	- 8	938	31	29	36
General Hardware.....	5	+33	+27	128	b	b	b				
Industrial Supplies.....	15	+90	+ 6	699	10	+14	+ c	868	162	275	172
Plumbing and Heating Supplies.....	7	+63	+ 4	200	b	b	b				
Optical Goods.....	4	+19	+ 6	19	4	+19	+ 6	38	200	200	200
Paper and Its Products.....	5	+25	-14	202	b	b	b		b	b	b
Tobacco and Its Products.....	12	+ 1	+11	1,506	b	b	b		b	b	b
Middle Atlantic.....	650	+19	+ 2	52,535	368	+ 2	+ 1	49,580	155	193	159
Automotive Supplies.....	22	+ 8	-10	645	13	+ 3	+ 2	930	222	246	205
Clothing and Furnishings, except Shoes.....	17	- 7	+53	1,940							
Shoes and Other Footwear.....	10	+ 9	+24	857	5	-17	+ 4	1,314	186	249	236
Drugs and Sundries (liquor excluded).....	20	+ 3	-13	3,627	17	+ c	+ 7	4,023	162	169	132
Dry Goods.....	44	+24	+ 5	3,511	24	+ 2	+ 2	3,998	240	298	257
Electrical Goods.....	71	+62	+24	6,203	63	+18	+ 4	5,112	88	121	106
Dairy and Poultry Products.....	4	-10	- 7	472							
Fresh Fruits and Vegetables.....	19	+ 3	-10	1,465	12	+ 6	+ 2	52	20	19	17
Furniture and House Furnishings.....	25	+33	+17	1,090	18	+12	+ 7	2,023	244	297	259
Groceries and Foods, except Farm Products.....	100	+ 7	- 7	9,525	41	+ 5	+ 4	8,496	197	201	174
Meats and Meat Products.....	21	- 3	- 1	4,451	16	+10	- 3	800	59	61	60
Beer.....	9	+ 8	- 4	79							
General Hardware.....	34	+21	+ 2	2,139	17	+ 3	+ 8	3,946	346	416	326
Industrial Supplies.....	39	+62	+ 5	2,325	29	+19	+ 5	3,044	156	216	156
Plumbing and Heating Supplies.....	47	+53	-11	1,571	30	+33	+ 4	1,855	176	209	155
Jewelry.....	12	+41	+ 3	453	8	+ 2	- 2	1,103	306	426	319
Optical Goods.....	9	+13	+ 4	102	b	b	b				
Lumber and Building Materials.....	10	+59	- 5	751	4	- 2	- 4	410	96	138	96
Machinery, Equipment and Supplies, except Electrical..	7	+37	+ 8	250	4	+12	+ 4	540	263	311	267
Metals.....	5	+81	+ 5	1,427							
Paper and Its Products.....	33	+15	- 6	2,464	16	- 5	+ c	2,229	145	175	139
Tobacco and Its Products.....	29	+ 8	+ 8	1,538	11	+ 5	- 7	461	57	57	66
East North Central.....	536	+23	- 1	38,501	352	+ 9	+ 3	44,137	159	186	157
Automotive Supplies.....	49	+20	- 8	632	26	+17	+ 3	1,174	281	302	253
Chemicals (industrial).....	4	+26	-14	271	4	- 2	- 3	98	36	47	32
Paints and Varnishes.....	13	+23	+ 7	270	6	- 2	- 1	384	179	230	179
Clothing and Furnishings, except Shoes.....	9	- c	+25	243	b	- 6	+ 3	275	154	183	176
Coal.....	4	+12	+ 1	929							
Drugs and Sundries (liquor excluded).....	24	+ 3	-15	2,766	17	+ 1	+ 4	3,381	168	174	140
Dry Goods.....	9	+ 9	+ 1	536	7	- 1	+ 5	1,457	285	308	275
Electrical Goods.....	59	+45	+19	5,608	50	+30	+10	5,354	105	117	116
Fresh Fruits and Vegetables.....	10	- 5	-13	265	7	- 4	- 3	88	67	61	62
Furniture and House Furnishings.....	7	+55	+29	428	5	+ 7	+ 4	864	220	276	279
Groceries and Foods, except Farm Products.....	113	+ 5	- 9	8,448	72	+ 4	+ c	8,157	168	167	154
Confectionery.....	5	- 4	- 4	68	b	b	b				
Meats and Meat Products.....	22	+27	- 9	2,830	20	+ 2	0	1,914	71	89	65
Beer.....	10	+ 5	+ 6	91	9	- 7	- 2	39	47	53	51

(Continued on Next Page)

WHOLESALESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		February 1941 (Add 000)	Number of firms reporting stocks	Percent change		February 28, 1941 (Add 000)	February 1941	February 1940	January 1941
		Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941			Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941				
East North Central (continued).....											
Wines and Liquors.....	5	+11	- 1	175	b	b	b	b	b	b	b
Liquor Department of Other Trades ^d	4	+ 5	+15	208	b	b	b	b	b	b	b
General Hardware.....	19	+21	+ 3	3,031	15	+ 9	+ 8	9,854	346	385	331
Industrial Supplies.....	28	+86	+ 8	2,996	21	+15	+ 4	2,684	104	172	110
Plumbing and Heating Supplies.....	16	+54	- 4	669	9	+11	+ 4	722	295	367	274
Jewelry.....	10	+15	+15	418	5	+ 9	+10	837	318	324	340
Lumber and Building Materials.....	8	+62	- 7	337	6	- 9	0	341	143	244	151
Machinery, Equipment and Supplies, except Electrical..	13	+75	+16	610	11	+ 7	- 1	374	71	122	80
Surgical Equipment and Supplies.....	4	+20	+11	258	b	b	b	b	b	b	b
Metals.....	9	+100	+ 2	1,344	6	+12	- 1	2,149	197	350	206
Paper and Its Products.....	26	+19	+ c	1,986	14	- 5	- 1	995	142	160	137
Tobacco and Its Products.....	36	- 1	- 5	2,303	12	+ 9	- 7	572	60	55	60
West North Central.....	295	+16	+ 4	27,301	205	+ 6	+ c	43,654	187	205	194
Automotive Supplies.....	19	+15	- 2	440	8	+ 4	+ 2	470	290	355	347
Paints and Varnishes.....	4	+ 5	-19	116	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	5	0	+48	102	b	b	b	b	b	b	b
Shoes and Other Footwear.....	5	+16	+14	4,405	4	- 2	-11	3,090	71	83	90
Drugs and Sundries (liquor excluded).....	14	+ 2	-14	1,821	13	+ 7	+ 5	3,164	213	205	175
Dry Goods.....	9	+11	- 6	3,385	8	- 1	+ 1	8,676	262	292	243
Electrical Goods.....	40	+29	+22	2,559	35	+23	+ 4	2,860	123	129	147
Fresh Fruits and Vegetables.....	9	- 4	+ c	248	7	+ 7	- 6	138	71	65	75
Furniture and House Furnishings.....	5	+52	+41	1,301	4	- 7	+ 3	3,155	246	407	337
Groceries and Foods, except Farm Products.....	71	+ 1	-10	3,705	49	+ 1	+ 1	5,629	187	183	163
Beer.....	8	-10	- 4	27	b	b	b	b	b	b	b
General Hardware.....	14	+28	+ 5	3,081	13	+25	- c	9,486	322	327	331
Industrial Supplies.....	15	+39	+12	456	7	+26	+ 7	777	292	328	307
Plumbing and Heating Supplies.....	11	+21	+ 3	421	7	+10	+ c	574	326	330	364
Jewelry.....	5	+25	+25	96	b	b	b	b	b	b	b
Machinery, Equipment and Supplies, except Electrical..	7	+75	+29	206	4	+25	+ 8	185	102	159	129
Metals.....	4	+72	- 7	464	b	b	b	b	b	b	b
Paper and Its Products.....	9	+ 5	- 5	222	4	- 7	+ 1	321	355	355	304
Tobacco and Its Products.....	15	+ 3	+ 5	967	10	+24	+ c	905	118	100	127
South Atlantic.....	344	+22	+ 2	20,886	202	+ 8	+ 2	22,072	151	178	159
Automotive Supplies.....	11	+23	+ 9	203	b	b	b	b	b	b	b
Shoes and Other Footwear.....	6	+ 5	+54	1,599	4	-13	- 5	1,783	116	141	192
Drugs and Sundries (liquor excluded).....	24	+ 4	-18	2,114	16	+ 3	+ 1	2,949	207	208	169
Dry Goods.....	12	+ 5	+ 1	971	7	- 7	+ 5	1,291	287	328	271
Electrical Goods.....	49	+69	+26	4,564	46	+27	+ 8	3,982	89	120	106
Fresh Fruits and Vegetables.....	11	- 7	- 8	259	b	b	b	b	b	b	b
Furniture and House Furnishings.....	7	+18	+ 9	277	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	97	+ 1	- 6	4,112	45	+ 8	+ 4	3,477	184	154	146
Confectionery.....	7	+15	- 1	151	5	+15	+ 1	84	88	89	91
Meats and Meat Products.....	11	+27	- 5	679	8	+31	+ 7	447	72	70	64
General Hardware.....	24	+25	-14	1,656	13	+ 2	+ 3	3,071	344	428	287
Industrial Supplies.....	14	+48	+ 5	651	10	+19	+ 3	1,078	182	231	187
Plumbing and Heating Supplies.....	17	+79	- 6	902	14	+46	+ 4	1,113	184	221	161
Machinery, Equipment and Supplies, except Electrical..	4	+24	-12	160	b	b	b	b	b	b	b
Paper and Its Products.....	10	+24	- 9	472	4	+ 8	- c	398	182	216	170
Tobacco and Its Products.....	15	+12	- 4	746	4	+ 2	+ 2	106	54	60	52

(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		February 1941 (Add 000)	Number of firms reporting stocks	Percent change		February 28, 1941 (Add 000)	February 1941	February 1940	January 1941
		Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941			Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941				
East South Central.....	140	+18	- 5	\$ 8,833	77	+ 2	+ 1	\$10,690	165	218	175
Drugs and Sundries (liquor excluded).....	12	+ 7	-19	1,150	b	b	b	b	b	b	b
Dry Goods.....	15	+10	+ 1	770	8	-12	+ 4	1,400	257	304	233
Electrical Goods.....	14	+71	+ 7	932	10	+32	+13	967	120	158	114
Groceries and Foods, except Farm Products.....	41	- 2	- 5	2,284	20	- c	+ 2	2,459	163	161	150
General Hardware.....	14	+40	- 7	1,785	7	+ 2	- 4	2,537	246	347	242
Machinery, Equipment and Supplies, except Electrical..	4	+40	+12	144	b	b	b	b	b	b	b
Paper and Its Products.....	4	+23	- 8	179	b	b	b	b	b	b	b
West South Central.....	238	+14	- 6	16,928	157	+ 7	+ 3	22,681	200	210	181
Automotive Supplies.....	11	+13	-14	186	9	+17	+10	409	259	240	203
Drugs and Sundries (liquor excluded).....	15	+ 1	-16	1,559	12	- c	+ 2	3,392	234	237	191
Dry Goods.....	6	+ 4	- 3	561	5	-15	+10	1,184	264	319	230
Electrical Goods.....	28	+42	+10	1,625	22	+26	+ 3	1,655	122	127	126
Groceries and Foods, except Farm Products.....	105	+ 5	- 6	6,724	66	+ 8	+ 2	7,285	165	160	151
Liquor Department of Other Trades ^d	9	+11	+10	530	8	+27	- 9	1,243	226	201	272
General Hardware.....	15	+22	-16	1,736	9	+ 5	+ 4	2,740	325	369	267
Industrial Supplies.....	8	+21	- 2	1,601	5	+10	+10	1,668	374	402	274
Machinery, Equipment and Supplies, except Electrical..	5	+45	+ 4	955	5	+ 9	+ 1	2,051	245	333	261
Surgical Equipment and Supplies.....	8	+11	0	51	b	b	b	b	b	b	b
Tobacco and Its Products.....	8	+ c	+13	503	b	b	b	b	b	b	b
Mountain.....	120	+11	+ 3	5,857	87	+ 5	+ 4	8,988	197	210	192
Automotive Supplies.....	20	+16	+ 6	320	9	- 1	+ 3	368	372	446	384
Drugs and Sundries (liquor excluded).....	5	+ c	-18	292	5	+ 1	+ 4	751	257	254	202
Dry Goods.....	4	+ 6	+ 2	285	b	b	b	b	b	b	b
Electrical Goods.....	13	+18	+37	722	9	+ 9	+ c	704	112	119	156
Fresh Fruits and Vegetables.....	6	- 1	-16	95	6	- 7	0	14	15	16	12
Groceries and Foods, except Farm Products.....	33	- 4	-10	1,709	30	+ 2	+ 2	3,452	221	210	193
General Hardware.....	4	+18	+27	381	b	b	b	b	b	b	b
Plumbing and Heating Supplies.....	4	+34	-12	115	b	b	b	b	b	b	b
Pacific.....	303	+27	- 2	24,536	170	+ 6	- 1	30,626	193	241	197
Automotive Supplies.....	59	+26	+16	1,075	21	+ 7	+ 2	703	232	265	234
Shoes and Other Footwear.....	7	+ 7	+49	212	5	-10	+ 2	381	193	229	295
Drugs and Sundries (liquor excluded).....	9	+ 6	-11	2,863	b	b	b	b	b	b	b
Dry Goods.....	12	+11	-12	759	4	-14	- 3	676	298	368	299
Electrical Goods.....	24	+72	+14	3,604	24	+19	+ c	3,560	99	143	112
Fresh Fruits and Vegetables.....	7	+ 1	+ 5	193	b	b	b	b	b	b	b
Furniture and House Furnishings.....	11	+26	+ 7	1,114	8	- 2	- 2	2,159	316	385	338
Groceries and Foods, except Farm Products.....	41	+ 8	-13	4,197	24	+ 2	- 5	3,281	160	162	141
Meats and Meat Products.....	10	+19	-14	869	7	+22	+ 4	158	40	38	36
Wines and Liquors.....	7	+12	- 1	875	5	+25	- 2	1,861	250	228	252
Liquor Department of Other Trades ^d	5	+ 1	-12	693	b	b	b	b	b	b	b
General Hardware.....	15	+57	+ 5	3,517	10	+18	+ 2	8,026	285	395	306
Industrial Supplies.....	12	+53	- 4	550	8	+ 3	+ c	878	252	349	239
Plumbing and Heating Supplies.....	11	+77	+12	1,145	b	b	b	b	b	b	b
Lumber and Building Materials.....	10	+34	-16	397	8	+ 5	- 2	422	119	154	100
Machinery, Equipment and Supplies, except Electrical..	12	+57	+ 6	397	b	b	b	b	b	b	b
Paper and Its Products.....	5	+15	- 5	269	b	b	b	b	b	b	b
Tobacco and Its Products.....	12	+ 1	-11	718	b	b	b	b	b	b	b

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

b Insufficient data to show separately.

c Less than 0.5 percent.

d Chiefly of the wholesale drug trade.

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WHOLESALE ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
FEBRUARY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		February 1941	February 1940	January 1941	Percent change		February 1, 1941 (Add 000)
					Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941	
New England.....	146	85	80	84	+17	- 5	\$15,863
Chemicals (industrial).....	4	89	76	84	+16	- 1	248
Drugs & Sundries (liquor excluded).....	7	63	57	70	+20	+ 7	1,563
Electrical Goods.....	31	73	71	75	+39	-13	2,344
Groceries and Foods, except Farm Products.....	20	84	85	87	+ 3	- 5	2,173
Meats and Meat Products.....	7	218	168	150	+ 5	-16	1,501
Industrial Supplies.....	13	25	75	87	+53	+ 8	717
Plumbing and Heating Supplies.....	7	51	47	53	+24	- 2	372
Optical Goods.....	4	53	47	41	+11	+ 3	40
Paper and Its Products.....	4	80	72	79	+11	+ 8	276
Tobacco and Its Products.....	10	99	111	119	+ 1	+10	1,181
Middle Atlantic.....	531	73	72	76	+13	- 4	57,813
Automotive Supplies.....	19	50	44	48	- 6	- 6	669
Paints and Varnishes.....	5	17	24	28	+20	+ 6	108
Clothing and Furnishings, except Shoes.....	16	44	43	43	+ 3	+ 1	3,084
Shoes and other Footwear.....	10	32	31	38	+ 5	+ 5	1,706
Drugs & Sundries (liquor excluded).....	19	58	59	60	+ 6	+ 3	5,273
Dry Goods.....	38	51	48	55	+10	+ 1	4,922
Electrical Goods.....	65	79	78	77	+51	- 5	6,991
Dairy and Poultry Products.....	4	181	228	165	+16	- 7	280
Fresh Fruits and Vegetables.....	14	159	155	183	+ 5	- 1	159
Furniture and House Furnishings.....	22	44	43	45	+17	-10	1,975
Groceries and Foods, except Farm Products.....	76	92	88	98	+ 2	- 2	8,374
Meats and Meat Products.....	17	165	169	167	- 3	- 2	2,593
General Hardware.....	30	45	43	53	+13	- 9	3,773
Industrial Supplies.....	35	77	71	78	+32	- 2	2,541
Plumbing and Heating Supplies.....	47	52	49	57	+31	- 5	2,722
Jewelry.....	9	28	23	49	+ 3	-50	541
Optical Goods.....	6	53	48	56	+ 8	+ 6	123
Lumber and Building Materials.....	10	59	53	61	+27	- 6	1,326
Machinery, Eqpt. and Supplies, except Electrical..	7	73	71	93	+22	+ 5	303
Metals.....	5	95	95	108	+54	+16	1,353
Paper and Its Products.....	26	56	56	57	+ 9	+ 6	3,749
Tobacco and Its Products.....	17	113	111	113	+ 5	-13	1,083
East North Central.....	454	73	72	77	+16	- 4	44,963
Automotive Supplies.....	45	58	59	72	+ 9	- 7	808
Chemicals (industrial).....	4	91	100	104	+55	+14	282
Paints and Varnishes.....	13	34	31	33	- 2	+ 7	610
Clothing and Furnishings, except Shoes.....	8	47	50	63	- 6	-19	308
Coal.....	4	73	76	82	+ 9	+ 8	1,274
Drugs and Sundries (liquor excluded).....	22	72	80	77	+ 9	- 6	3,265
Dry Goods.....	8	48	44	50	+ 1	- 7	1,121
Electrical Goods.....	55	72	59	64	+20	- 3	6,897
Fresh Fruits and Vegetables.....	6	116	132	125	+ 9	0	101
Furniture and House Furnishings.....	7	46	47	54	+23	+ 6	797
Groceries and Foods, except Farm Products.....	81	91	96	100	+ 7	+ 4	7,902
Confectionery.....	4	122	113	128	- 5	-10	36
Meats and Meat Products.....	19	157	149	176	+10	+ 5	1,508
General Hardware.....	18	48	49	53	+15	- 5	5,882
Industrial Supplies.....	26	82	76	88	+52	+ 2	3,051
Plumbing and Heating Supplies.....	16	60	58	66	+29	- 3	1,115
Jewelry.....	8	26	26	54	+20	-55	1,160
Lumber and Building Materials.....	8	69	70	80	+46	- 2	474
Machinery, Eqpt. and Supplies, except Electrical..	12	73	74	73	+72	- 7	706
Metals.....	8	90	78	93	+54	+ 7	1,352
Paper and Its Products.....	26	62	59	66	+ 6	+ 6	2,969
Tobacco and Its Products.....	26	105	110	114	+ 2	-12	1,543
West North Central.....	249	59	58	67	+ 8	+ 2	32,340
Automotive Supplies.....	14	54	55	59	+ 1	- 1	530
Paints and Varnishes.....	4	47	46	51	+10	+21	216
Clothing and Furnishings, except Shoes.....	5	36	29	39	+ 9	-18	227
Shoes and other Footwear.....	5	37	38	51	+16	+26	5,678
Drugs and Sundries (liquor excluded).....	14	67	69	73	+ 6	+ 2	2,810
Dry Goods.....	9	43	41	49	+ 5	+ 6	7,247
Electrical Goods.....	37	64	55	62	+ 6	- 3	3,088
Fresh Fruits and Vegetables.....	7	167	167	171	- 5	+ 2	111
Furniture and House Furnishings.....	5	57	52	66	+10	-10	1,866
Groceries and Foods, except Farm Products.....	58	118	120	132	+ 4	+ 7	2,614
General Hardware.....	12	51	47	58	+ 9	+ 8	2,020
Industrial Supplies.....	14	49	51	56	+17	- 4	668
Plumbing and Heating Supplies.....	11	52	53	57	+17	- 8	746
Jewelry.....	4	30	29	66	+31	-35	165
Machinery, Eqpt. and Supplies, except Electrical..	6	79	56	78	+17	-17	199
Metals.....	4	95	90	93	+61	+ 2	478
Paper and Its Products.....	8	59	59	64	+ 6	+ 1	330
Tobacco and Its Products.....	7	149	148	124	+ 3	-27	393

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		February 1941	February 1940	January 1941	Percent change		As of February 1, 1941 (Add 000)
					Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941	
South Atlantic.....	276	66	64	67	+21	- 2	\$24,342
Automotive Supplies.....	9	56	63	61	+ 7	+ 2	178
Shoes and Other Footwear.....	4	35	32	51	+ b	+28	503
Drugs and Sundries (liquor excluded).....	22	72	73	77	+15	+ 5	2,879
Dry Goods.....	8	41	39	45	+ b	- 3	1,535
Electrical Goods.....	48	67	65	63	+46	- 7	6,123
Fresh Fruits and Vegetables.....	9	99	101	106	+ 2	- 4	191
Groceries and Foods, except Farm Products.....	67	93	90	99	+ 2	+ 4	3,061
Confectionery.....	5	71	65	67	+ 9	-12	189
Meats and Meat Products.....	9	149	154	157	+13	- b	410
General Hardware.....	25	46	59	50	+ 9	+ 2	3,451
Industrial Supplies.....	11	76	57	66	+22	+ 2	814
Plumbing and Heating Supplies.....	17	47	49	49	+71	+ b	1,876
Paper and Its Products.....	8	60	58	62	+12	- 5	600
Tobacco and Its Products.....	6	92	92	98	+10	- 9	272
East South Central.....	116	63	59	67	+12	- 2	11,015
Drugs and Sundries (liquor excluded).....	10	70	67	78	+10	+ 1	1,637
Dry Goods.....	12	40	34	45	- 4	- 4	1,751
Electrical Goods.....	12	64	66	70	+58	+ 2	1,215
Groceries and Foods, except Farm Products.....	29	83	82	86	+ 3	- b	1,608
General Hardware.....	12	50	47	57	+22	0	2,380
Machinery, Eqpt., and Supplies, except Electrical..	4	56	57	58	+12	-12	232
Paper and Its Products.....	4	75	70	64	+11	-13	252
West South Central.....	193	73	70	75	+11	+ 2	17,716
Automotive Supplies.....	5	65	74	64	+19	- 4	124
Drugs and Sundries (liquor excluded).....	11	70	72	81	+ 4	- 2	2,074
Dry Goods.....	6	39	36	46	- 6	- 2	1,371
Electrical Goods.....	26	76	74	74	+39	+ b	1,837
Furniture and House Furnishings.....	4	38	44	56	+20	+ 7	256
Groceries and Foods, except Farm Products.....	80	91	89	93	+ 5	+ 8	5,075
Liquor Department of Other Trades ^c	7	91	108	97	+18	-32	491
General Hardware.....	14	62	54	58	+16	+ 9	2,232
Industrial Supplies.....	7	91	78	85	+14	+ b	1,422
Machinery, Eqpt., and Supplies, except Electrical..	7	32	27	32	+21	+ 2	1,620
Surgical Equipment and Supplies.....	5	52	37	42	- 1	0	112
Tobacco and Its Products.....	6	88	87	79	-11	-27	145
Mountain.....	103	78	75	77	+11	- 4	6,314
Automotive Supplies.....	12	52	52	51	+12	+ 3	294
Drugs and Sundries (liquor excluded).....	5	58	63	63	+17	- 3	551
Dry Goods.....	4	48	49	52	+ 5	-10	593
Electrical Goods.....	13	77	63	60	+35	- 1	940
Fresh Fruits and Vegetables.....	6	107	104	105	- 6	-24	76
Groceries and Foods, except Farm Products.....	29	89	92	95	+ 1	+ 2	1,762
Plumbing and Heating Supplies.....	4	55	46	70	+10	- 4	196
Pacific.....	251	69	67	73	+16	- 4	29,277
Automotive Supplies.....	37	61	58	60	+ 4	- 3	647
Clothing and Furnishings, except Shoes.....	5	39	35	39	+ 2	- 2	130
Shoes and Other Footwear.....	7	32	32	38	- 5	+12	458
Drugs and Sundries (liquor excluded).....	8	76	80	85	+ 7	- 6	3,454
Dry Goods.....	10	62	57	74	+ 1	-1	1,061
Electrical Goods.....	22	70	69	74	+48	- 3	3,853
Fresh Fruits and Vegetables.....	5	145	136	133	- 7	-13	69
Furniture and House Furnishings.....	11	50	45	52	+12	+ 1	2,117
Groceries and Foods, except Farm Products.....	52	93	89	100	+ 4	+ 5	3,506
Meats and Meat Products.....	8	150	139	180	+ 7	+18	554
Wines and Liquors.....	7	68	73	65	+22	-21	1,257
General Hardware.....	15	62	53	65	+23	- 3	4,979
Industrial Supplies.....	11	63	59	63	+27	+ 2	745
Plumbing and Heating Supplies.....	11	70	65	78	+56	- 7	1,237
Lumber and Building Materials.....	10	71	59	76	+42	+ 2	665
Machinery, Eqpt., and Supplies, except Electrical..	9	67	38	66	- 4	+ 2	387
Metals.....	4	76	61	67	+47	+26	410
Tobacco and Its Products.....	9	81	88	82	+14	-13	749

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

^b Less than 0.5 percent.

^c Chiefly of the wholesale drug trade.

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.)

Cooperating with the National Association of Credit Men

WASHINGTON

WHOLESALESAERS' SALES, INVENTORIES AND CREDITS
March 1941

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
MARCH 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES FOR THREE MONTHS 1941			INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change -		March 1941 (Add 000)	Number of firms reporting sales	Percent change from 3 Mos. 1940	Three Months 1941 (Add 000)	Number of firms reporting stocks	Percent change		March 31, 1941 (Add 000)	March 1941	March 1940	Feb. 1941
		March '41 vs. March '40	March '41 vs. Feb. '41						March '41 vs. March '40	March '41 vs. Feb. '41				
UNITED STATES	2,975	+26	+12	\$259,692	2,952	+21	\$720,423	1,817	-10	+ 3	\$267,191	157	186	171
Automotive Supplies.....	212	+21	+15	4,187	211	+14	11,565	98	+ 6	- b	4,505	253	279	284
Chemicals (industrial).....	20	+23	+ 5	1,089	20	+19	3,175	14	+ 5	+ 9	766	90	105	87
Paints and Varnishes.....	69	+31	+28	2,582	69	+32	6,893	18	+ 9	+ 1	1,106	212	243	241
Clothing and Furnishings, except Shoes.....	42	+13	+16	2,918	42	+ 2	7,134	22	- 5	+ b	1,335	175	217	237
Shoes and Other Footwear.....	34	+23	+ 3	13,393	34	+22	38,740	21	- 2	- 4	6,986	92	118	102
Coal.....	10	+67	+15	1,500	10	+16	4,029	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	133	+ 9	+ 9	19,479	133	+ 8	58,496	102	+ 1	+ 1	26,739	179	193	195
Dry Goods.....	110	+23	+13	12,283	109	+16	34,052	85	- b	+ 3	20,575	241	294	264
Electrical Goods.....	351	+65	+14	34,322	349	+54	89,551	306	+27	+10	52,001	99	128	103
Dairy and Poultry Products.....	14	+12	+12	1,011	15	+ 1	2,872	8	+ 1	- 3	94	25	29	26
Fresh Fruits and Vegetables.....	78	+ 9	+ 7	3,322	77	+ 9	9,687	53	+15	+ 9	555	35	32	34
Farm Supplies.....	8	+14	+98	1,229	8	+13	2,287	c	c	c	c	c	c	c
Furniture and House Furnishings.....	68	+41	+27	6,007	68	+33	14,786	37	- 6	+ 2	8,658	208	317	259
Groceries and Foods, except Farm Products.....	979	+14	+16	55,398	976	+ 9	148,815	398	+ 9	+ 3	49,678	184	171	185
Full-line Wholesalers ^d	560	+11	+16	22,809	558	+ 8	83,089	189	+12	+ 5	22,978	171	170	190
Voluntary-group Wholesalers.....	132	+17	+15	19,800	132	+11	55,572	123	+ 6	+ 2	20,228	181	198	203
Retailer-cooperative Warehouses.....	23	+23	+16	3,770	23	+13	10,617	11	+ 7	+ 5	3,057	126	145	141
Specialty Lines.....	114	+15	+20	7,219	113	+ 6	19,737	65	+15	- 1	3,417	103	102	128
Confectionery.....	20	+15	+ 9	331	19	+11	933	12	+ 7	+ b	217	103	110	110
Meats and Meat Products.....	95	+17	+ 1	19,915	94	+17	60,781	68	+28	+11	6,704	69	66	60
Beer.....	39	- 5	+19	360	36	+ 2	916	28	+ 9	0	99	43	37	50
Wines and Liquors.....	29	+ 7	+14	3,827	28	+ 4	9,770	22	+ 8	- 1	6,893	199	194	235
Liquor Department of Other Trades ^e	44	+18	+14	4,360	44	+11	11,714	58	+ 6	+ 1	7,590	189	216	215
Total Hardware Group.....	415	+41	+17	38,361	411	+37	103,494	260	+19	+ 4	63,947	242	290	273
General Hardware.....	156	+27	+18	22,624	155	+27	60,953	100	+18	+ 5	48,678	289	317	321
Industrial Supplies.....	141	+68	+18	10,309	140	+52	27,351	91	+15	+ 2	10,106	148	227	177
Plumbing and Heating Supplies.....	118	+63	+14	5,448	116	+58	15,190	69	+29	+ 3	5,165	183	253	207
Jewelry.....	40	+52	+20	1,822	40	+37	4,624	21	+ 4	- b	2,446	251	294	314
Optical Goods.....	29	+13	+ 4	525	29	+15	946	15	- 3	+ 1	338	190	229	207
Lumber and Building Materials.....	37	+48	+29	2,753	36	+49	7,119	25	+ 2	+ 1	2,493	110	165	148
Machinery, Equipment and Supplies, except Electrical... ^c	63	+51	+10	3,787	63	+43	10,245	38	+11	+ 2	4,909	192	265	199
Surgical Equipment and Supplies.....	28	+22	+ 8	728	28	+14	2,035	15	+ 5	+ 3	735	147	181	161
Metals.....	25	+102	+18	4,527	25	+81	12,213	17	+12	- 2	4,850	127	238	154
Paper and Its Products.....	92	+18	+ 9	6,020	91	+15	17,205	47	- 2	+ 1	4,540	148	179	164
Petroleum.....	8	+13	+18	1,220	8	+ 7	3,302	6	-16	- 2	517	43	58	52
Tobacco and Its Products.....	144	+ 5	+ 9	10,186	142	+ 5	28,797	50	+10	+ 5	2,583	72	67	72
Leather and Shoe Findings.....	10	+ 3	+29	143	10	+ 2	368	c	c	c	c	c	c	c
Miscellaneous.....	31	+52	-13	4,549	29	+30	14,103	25	-18	- 7	5,756	140	239	129

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Less than 0.5 percent.

^c Insufficient data to show separately.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

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WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MARCH 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		March 1941	March 1940	February 1941	Percent change		As of March 1, 1941 (Add 000)
					March 1941 vs. March 1940	March 1941 vs. February 1941	
UNITED STATES	2,455	75	71	71	+17	+ 3	\$264,550
Automotive Supplies.....	160	60	59	60	+10	- 1	3,909
Chemicals (industrial).....	19	81	85	85	+20	+ 5	1,167
Paints and Varnishes.....	34	40	35	40	+15	+ 8	1,599
Clothing and Furnishings, except Shoes.....	40	48	47	44	+ 1	+15	4,707
Shoes and Other Footwear.....	51	59	59	55	+12	+29	12,366
Coal.....	10	75	77	76	+15	+ 8	1,712
Drugs and Sundries (liquor excluded).....	119	70	69	67	+ 7	- 6	22,540
Dry Goods.....	99	48	44	45	+ 5	+ 3	21,534
Electrical Goods.....	323	78	71	72	+41	+ 6	58,158
Dairy and Poultry Products.....	12	169	155	151	- 4	-15	488
Fresh Fruits and Vegetables.....	59	143	134	132	- 4	+ 1	855
Farm Supplies.....	6	119	116	103	+ 9	+56	580
Furniture and House Furnishings.....	55	51	48	46	+17	+ 5	6,686
Groceries and Foods, except Farm Products.....	515	99	95	91	+ 5	- b	59,571
Full-line Wholesalers.....	254	91	89	85	+ 5	+ b	16,613
Voluntary-group Wholesalers.....	148	100	95	92	+ 6	+ b	14,829
Retailer-cooperative Warehouses.....	19	169	169	159	+16	+ 6	1,791
Specialty Lines.....	94	97	90	86	+ 3	- 5	6,158
Confectionery.....	15	70	69	67	+12	- 3	522
Meats and Meat Products.....	82	161	162	167	+17	+ 1	11,453
Beer.....	15	76	71	72	- 5	+ 2	90
Wines and Liquors.....	25	81	85	74	+15	- 2	5,880
Liquor Department of Other Trades.....	55	79	84	72	+24	- 3	4,857
Total Hardware Group.....	388	59	55	55	+26	+ 4	52,686
General Hardware.....	144	51	47	49	+20	+ 4	34,059
Industrial Supplies.....	126	80	71	75	+89	+ 5	10,387
Plumbing and Heating Supplies.....	116	63	56	55	+45	+ 2	8,242
Jewelry.....	31	24	22	24	+18	+ 2	3,542
Optical Goods.....	23	60	60	65	+ 9	+ 4	584
Lumber and Building Materials.....	36	72	65	67	+28	- 2	5,215
Machinery, Equipment and Supplies, except Electrical.....	56	64	59	59	+31	+ 9	4,695
Surgical Equipment and Supplies.....	27	52	50	49	+ 9	- 1	1,215
Metals.....	24	103	89	91	+64	+ 5	4,141
Paper and Its Products.....	80	58	59	60	+12	+ 3	8,398
Petroleum.....	6	142	154	152	+ 3	- 2	720
Tobacco and Its Products.....	96	112	120	106	+ 9	+ 5	6,251
Leather and Shoe Findings.....	9	41	38	35	- 1	+ 2	191
Miscellaneous.....	26	121	89	111	+ 8	- 3	5,478

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

^b Less than 0.5 percent.

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WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES FOR THREE MONTHS 1941			INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		March 1941 (Add 000)	Number of firms reporting sales	Percent change from 3 Mos. 1940	Three Months 1941 (Add 000)	Number of firms reporting stocks	Percent change		March 31, 1941 (Add 000)	March 1941	March 1940	Feb. 1941
		March '41 vs. March '40	March '41 vs. Feb. '41						March '41 vs. March '40	March '41 vs. Feb. '41				
New England.....	176	+53	+10	\$14,938	176	+26	\$42,000	116	+10	+1	\$10,987	109	139	116
Chemicals (industrial).....	4	+49	+21	256	4	+28	698	b						
Drugs and Sundries (liquor excluded).....	7	+25	+8	915	7	+29	2,905	6	+11	-	1,501	166	184	179
Electrical Goods.....	34	+109	+22	2,511	34	+71	8,405	29	+17	+3	2,180	89	181	108
Fresh Fruits and Vegetables.....	5	-2	-41	198	5	+25	784	b						
Groceries and Foods, except Farm Products.....	28	+17	+18	2,410	28	+10	6,715	14	+12	-1	1,500	159	159	190
Meats and Meat Products.....	7	+23	-8	2,769	7	+25	8,621	7	+41	+2	960	35	30	31
Wines and Liquors.....	4	+24	-4	430	4	+21	1,288	b						
General Hardware.....	7	+17	+44	387	7	+13	899	4	-1	+6	679	458	533	561
Industrial Supplies.....	16	+98	+19	929	16	+74	2,479	11	+4	-2	1,246	169	513	205
Plumbing and Heating Supplies.....	8	+74	+16	242	8	+62	649	4	+15	-	462	236	375	279
Optical Goods.....	6	+10	-7	45	6	+14	130	b						
Paper and Its Products.....	6	+38	+17	252	6	+31	713	4	+4	+8	199	109	155	127
Tobacco and Its Products.....	16	+9	+12	1,948	16	+3	5,800	4	-8	+2	120	44	48	50
Middle Atlantic.....	642	+26	+11	59,483	639	+20	183,000	373	+8	+2	50,358	142	178	154
Automotive Supplies.....	27	+30	+14	864	28	+14	1,908	17	+3	+1	1,146	231	295	263
Clothing and Furnishings, except Shoes.....	16	+15	+15	2,193	16	+	5,550	7	-	+7	551	157	209	218
Shoes and Other Footwear.....	10	+17	+20	1,025	10	+14	2,572	5	-13	-3	1,269	158	211	186
Drugs and Sundries (liquor excluded).....	21	+4	+5	3,885	21	+4	11,741	18	+	-2	3,988	151	156	161
Dry Goods.....	41	+37	+14	3,909	41	+25	10,586	20	+	-1	3,528	207	281	247
Electrical Goods.....	75	+62	+16	7,411	75	+57	19,288	68	+30	+14	6,335	91	113	92
Dairy and Poultry Products.....	4	+9	+9	514	4	-6	1,491	b						
Fresh Fruits and Vegetables.....	22	+19	+10	1,631	21	+13	4,715	13	+2	+2	55	17	19	19
Furniture and House Furnishings.....	23	+39	+40	1,564	23	+27	3,168	14	+15	+6	1,489	190	237	244
Groceries and Foods, except Farm Products.....	96	+17	+12	10,590	96	+10	29,582	39	+7	-1	8,257	178	199	204
Meats and Meat Products.....	22	-1	-2	4,418	22	-2	13,485	18	+18	+15	1,091	60	77	65
Beer.....	11	-5	+30	122	11	+2	343	b						
General Hardware.....	37	+24	+25	2,599	37	+20	8,758	20	+12	+7	4,509	305	353	389
Industrial Supplies.....	40	+34	+17	2,795	40	+61	7,268	28	+27	+4	2,877	127	187	144
Plumbing and Heating Supplies.....	46	+56	+12	1,537	46	+51	4,473	29	+42	+7	1,917	169	193	173
Jewelry.....	13	+23	+15	555	15	+35	1,498	9	-5	-2	1,155	253	315	250
Optical Goods.....	11	+11	+1	138	11	+14	404	4	0	0	92	224	242	242
Lumber and Building Materials.....	7	+54	+40	907	7	+47	2,217	b						
Machinery, Eqpt., and Supplies, except Elect... Metals.....	8 5	+108 +67	+10 +7	565 1,525	8 5	+83 +66	1,486 4,283	4 b	+22 b	+7 b	581 b	217 b	253 b	267 b
Paper and Its Products.....	51	+16	+10	2,544	51	+14	7,801	18	-4	+1	2,262	137	164	151
Petroleum.....	4	+22	+15	503	4	+17	1,417	b						
Tobacco and Its Products.....	31	+6	+9	1,847	31	+6	5,166	10	0	-1	448	52	58	56
East North Central.....	578	+29	+12	47,875	578	+23	132,977	358	+15	+4	52,186	153	178	169
Automotive Supplies.....	57	+22	+11	800	57	+13	2,297	32	+9	-2	1,302	248	275	274
Chemicals (industrial).....	4	+25	+12	384	4	+27	1,107	b						
Paints and Varnishes.....	12	+30	+28	341	12	+21	859	5	+2	-2	375	147	191	181
Clothing and Furnishings, except Shoes.....	10	+11	+18	337	10	+8	862	8	-11	0	275	131	172	153
Coal.....	4	+52	+5	1,013	4	+16	2,890	b						
Drugs and Sundries (liquor excluded).....	26	+6	+4	3,120	26	+6	9,685	19	+3	+1	3,978	169	175	175
Dry Goods.....	9	+24	+20	789	9	+14	2,071	7	-3	-5	1,818	213	273	268
Electrical Goods.....	70	+64	+14	8,171	69	+48	21,063	58	+33	+9	7,315	100	123	105
Fresh Fruits and Vegetables.....	11	-1	+17	338	11	-	958	8	+8	+8	113	61	54	67
Furniture and House Furnishings.....	7	+33	+26	580	7	+38	1,432	5	+15	+7	986	187	219	217
Groceries and Foods, except Farm Products.....	121	+15	+15	10,970	121	+10	30,570	63	+7	+2	9,288	153	170	173
Confectionery.....	5	+18	+16	79	5	+3	218	b						
Meats and Meat Products.....	23	+20	-5	3,209	23	+24	10,249	19	+22	+18	2,475	88	84	89

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(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES FOR THREE MONTHS 1941			INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		March 1941 (Add 000)	Number of firms reporting sales	Percent change from 3 Mos. 1940	Three Months 1941 (Add 000)	Number of firms reporting stocks	Percent change		March 31, 1941 (Add 000)	March 1941	March 1940	Feb. 1941
		March '41 vs. March '40	March '41 vs. Feb. '41						March '41 vs. March '40	March '41 vs. Feb. '41				
East North Central (continued).....														
Beer.....	10	- 3	+25	112	10	+ 3	289	9	0	- 8	36	55	54	47
Wines and Liquors.....	5	+58	+20	210	5	+18	561	5	+53 _b	+ 6 _b	415 _b	197 _b	201 _b	222 _b
Liquor Department of Other Trades ^d	4	+60	+22	253	4	+15	645	5 _b						
General Hardware.....	21	+18	+14	4,759	21	+19	12,995	17	+22	+ 3	14,298	515	507	548
Industrial Supplies.....	27	+108	+27	2,581	27	+79	6,701	17	+ 7	+ 5	1,584	79	157	97
Plumbing and Heating Supplies.....	17	+42	+ 8	829	17	+48	2,391	9	+18	+ 4	751	275	525	294
Jewelry.....	13	+28	+28	729	13	+53	1,792	6	+18	+ ^c	950	225	232	316
Optical Goods.....	6	+18	+12	46	6	+19	135	4	+10	+ 6	57	136	149	142
Lumber and Building Materials.....	9	+51	+ 2	586	9	+56	1,115	7	- 2	+ 7	590	157	178	140
Machinery, Eqpt., and Supplies, except Elect... Surgical Equipment and Supplies.....	10	+40	+17	443	10	+33	1,197	8	+10	- 1	546	110	147	119
Metals.....	8	+29	+10	457	8	+16	1,214	5	+ 8	+ 5	440	116	145	124
Paper and Its Products.....	9	+120	+22	1,645	9	+94	4,304	6	+11	- 5	2,081	155	509	197
Tobacco and Its Products.....	26	+16	+ 6	2,117	26	+15	5,999	14	- 2	+ 3	975	127	149	158
	36	+ 3	+10	2,746	36	+ 4	7,846	11	+ 5	+ 8	620	59	58	60
West North Central.....	303	+22	+14	52,481	303	+17	88,418	208	+ 8	+ 2	47,785	175	199	190
Automotive Supplies.....	22	+25	+12	498	22	+11	1,561	7	+ 7	+ 2	487 _b	283 _b	360 _b	279 _b
Paints and Varnishes.....	5	+24	+30	172	5	+17	482							
Clothing and Furnishings, except Shoes.....	6	- 6	+29	202	6	- 5	482							
Shoes and Other Footwear.....	5	+28	+ 4	4,570	5	+25	12,852	4	+ 6	- 4	2,980	65	79	71
Drugs and Sundries (liquor excluded).....	14	+ 8	+10	2,215	14	+ 4	6,485	13	+ 5	- 1	5,420	185	184	207
Dry Goods.....	10	+20	+ 8	5,752	10	+14	10,902	9	+ 5	+ 5	9,464	257	296	265
Electrical Goods.....	35	+44	+21	2,776	35	+53	6,984	31	+23	+10	3,097	118	135	127
Fresh Fruits and Vegetables.....	8	+ 5	+19	290	8	+ ^c	774	6	+ 3	- 2	126	55	58	68
Furniture and House Furnishings.....	7	+50	+51	1,782	7	+44	4,121	6	-14	+ 3	3,390	193	336	245
Groceries and Foods, except Farm Products.....	79	+10	+13	5,407	79	+ 7	15,521	54	+ 8	- 1	8,169	182	187	207
Beer.....	9	+ 4	+25	45	9	0	117	7	+14	+20	24	75	64	74
General Hardware.....	13	+54	+22	5,677	13	+32	9,771	12	+25	+ 7	9,526	272	291	309
Industrial Supplies.....	12	+54	+21	409	12	+33	1,077	5	+29	+ 2	527	262	275	317
Plumbing and Heating Supplies.....	12	+19	+24	530	12	+19	1,376	6	+15 _b	+ 2 _b	510 _b	264 _b	287 _b	315 _b
Jewelry.....	5	+15	+15	110	5	+22	285							
Machinery, Eqpt., and Supplies, except Elect... Metals.....	7	+97	+15	235	7	+78	601	4	+43 _b	+15 _b	209 _b	105 _b	150 _b	105 _b
Paper and Its Products.....	4	+105	+18	549	4	+68	1,513							
Tobacco and Its Products.....	7	+14	+11	188	7	+12	557							
	15	- 2	- 1	961	15	+ 1	2,852	10	+25	+ 1	912	125	97	118
South Atlantic.....	357	+28	+10	22,525	357	+24	62,821	195	+11	+ 2	21,579	140	171	150
Automotive Supplies.....	14	+11	+ 2	582	14	+11	1,149							
Shoes and Other Footwear.....	5	+21	+12	1,777	5	+10	4,595							
Drugs and Sundries (liquor excluded).....	24	+13	+ 9	2,314	24	+12	7,065	15	+ 5	+ 1	2,818	189	203	208
Dry Goods.....	12	+13	+15	998	12	+ 8	2,728	7	- 2	+ 2	1,322	258	307	287
Electrical Goods.....	44	+76	+ 6	4,595	44	+65	12,140	41	+25	+ 8	4,181	93	132	91
Fresh Fruits and Vegetables.....	11	- 1	+11	287	11	+ ^c	825	4	- 5 _b	+12 _b	29 _b	40 _b	56 _b	38 _b
Furniture and House Furnishings.....	8	+54	+22	375	8	+25	987							
Groceries and Foods, except Farm Products.....	98	+ 9	+14	4,776	98	+ 7	15,644	46	+14	+ 4	5,711	150	145	166
Confectionery.....	6	+21	+12	148	6	+17	413	4	+25	- 2	69	76	79	92
Meats and Meat Products.....	10	+28	+ 4	737	10	+30	2,021	8	+34	+ 8	457	65	61	61
General Hardware.....	23	+17	+10	1,706	23	+17	4,912	12	+ 6	+ 5	3,055	335	373	352
Industrial Supplies.....	15	+65	+21	723	15	+53	1,954	8	+18	- 2	758	154	186	175
Plumbing and Heating Supplies.....	16	+80	+21	910	16	+78	2,519	14	+39	- 4	1,069	139	205	184
Machinery, Eqpt., and Supplies, except Elect... Paper and Its Products.....	6	+58	+14	217	6	+26	618							
Tobacco and Its Products.....	9	+32	+13	403	9	+23	1,140							
	15	+17	+10	824	15	+19	2,598	4	+10	+ 6	112	55	53	54

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES FOR THREE MONTHS 1941			INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		March 1941 (Add 000)	Number of firms reporting sales	Percent change from 3 Mos. 1940	Three Months 1941 (Add 000)	Number of firms reporting stocks	Percent change		March 31, 1941 (Add 000)	March 1941	March 1940	Feb. 1941
		March '41 vs. March '40	March '41 vs. Feb. '41						March '41 vs. March '40	March '41 vs. Feb. '41				
East South Central.....	146	+17	+13	\$10,724	146	+19	\$30,053	82	+ 9	+ 2	\$11,558	172	195	186
Drugs and Sundries (liquor excluded).....	12	+16	+12	1,419	12	+16	4,251	b	b	b	b	b	b	b
Dry Goods.....	11	+13	+ 7	840	11	+12	2,411	8	-15	+ c	1,480	225	304	233
Electrical Goods.....	13	+55	+ 8	1,078	13	+68	5,023	11	+29	+ 2	1,088	105	128	111
Groceries and Foods, except Farm Products.....	46	+10	+22	3,084	46	+ 5	8,234	21	+13	+ 1	2,117	163	158	188
Wines and Liquors.....	4	- 8	+ 6	262	4	+10	756	b	b	b	b	b	b	b
General Hardware.....	14	+20	+17	2,119	14	+31	5,866	8	+16	+ 4	3,196	231	264	272
Machinery, Eqpt., and Supplies, except Elect....	4	+20	+16	167	4	+24	440	b	b	b	b	b	b	b
Paper and Its Products.....	4	+18	+ 1	180	4	+19	554	b	b	b	b	b	b	b
West South Central.....	277	+18	+11	20,545	260	+17	57,010	193	+12	+ 7	27,189	193	203	202
Automotive Supplies.....	7	+12	+ 9	120	7	+ 9	356	6	+10	+ 1	179	161	158	176
Drugs and Sundries (liquor excluded).....	17	+ 8	+ 7	1,980	17	+ 6	6,018	13	- c	+ c	4,034	230	249	248
Dry Goods.....	8	+ 2	+14	690	7	+ 2	1,857	7	- 9	+ 8	1,425	254	278	268
Electrical Goods.....	28	+39	+13	1,809	27	+47	4,874	21	+43	+25	2,017	126	121	121
Groceries and Foods, except Farm Products.....	128	+12	+14	8,471	125	+10	23,135	91	+16	+ 9	9,434	166	157	175
Beer.....	5	- 7	+25	25	b	b	b	b	b	b	b	b	b	b
Liquor Department of Other Trades.....	12	+22	+ 5	722	12	+11	2,075	9	+22	+ 5	1,332	230	228	230
General Hardware.....	16	+19	+11	2,250	16	+28	6,550	10	+15	+ 5	3,234	268	273	270
Industrial Supplies.....	10	+36	+11	1,822	9	+22	5,026	7	+12	+ 4	1,929	290	441	375
Machinery, Eqpt., and Supplies, except Elect....	8	+54	- 9	868	8	+44	2,728	5	+ 4	+ 2	2,083	277	421	245
Metals.....	6	+ 9	+ 6	76	6	+ 6	214	b	b	b	b	b	b	b
Tobacco and Its Products.....	10	+ 4	+ 8	345	8	0	894	b	b	b	b	b	b	b
Mountain.....	135	+23	+22	7,618	134	+16	19,807	97	+10	+ 4	10,925	178	202	205
Automotive Supplies.....	24	+13	+20	464	24	+ 9	1,223	13	+ 1	+ 3	576	276	347	336
Dry Goods.....	4	+ 8	+23	370	4	+10	950	b	b	b	b	b	b	b
Electrical Goods.....	16	+32	+17	1,020	16	+24	2,532	13	+29	+11	1,107	118	122	126
Fresh Fruits and Vegetables.....	6	+ 2	+ 2	50	6	+13	144	6	+22	+10	11	22	18	20
Groceries and Foods, except Farm Products.....	34	+10	+21	1,899	34	+ 4	5,192	29	+ 8	+ 6	3,344	203	204	230
General Hardware.....	7	+27	+34	753	6	+19	1,640	5	+10	+ 6	1,157	370	441	440
Plumbing and Heating Supplies.....	4	+17	+17	132	4	+26	377	b	b	b	b	b	b	b
Pacific.....	339	+34	+19	31,954	339	+27	85,653	197	+ 7	+ 5	34,624	163	208	187
Automotive Supplies.....	59	+19	+ 8	1,361	56	+21	3,159	18	+ 3	- 3	658	188	239	231
Shoes and Other Footwear.....	7	+ 7	+14	242	7	- 6	596	5	+15	+11	422	183	167	193
Dry Goods.....	12	+31	+22	890	12	+16	2,458	4	-15	+ 3	583	224	337	285
Electrical Goods.....	36	+79	+12	4,953	36	+64	13,084	36	+20	+ 6	4,681	95	141	100
Fresh Fruits and Vegetables.....	10	+ 4	+26	334	10	+ 1	854	8	+13	+23	76	23	21	24
Furniture and House Furnishings.....	14	+42	+17	1,438	14	+31	3,825	7	-14	- 3	2,089	273	446	322
Groceries and Foods, except Farm Products.....	51	+23	+28	6,091	51	+13	16,222	31	+ 4	+12	4,078	127	145	149
Meats and Meat Products.....	12	+22	+ 5	1,000	12	+18	3,058	9	+15	+ 7	205	40	42	40
Wines and Liquors.....	9	+19	+42	1,330	9	+11	3,167	7	+17	- 1	2,203	171	173	248
Liquor Department of Other Trades.....	5	+ 8	+44	995	5	+ 5	2,474	b	b	b	b	b	b	b
General Hardware.....	18	+50	+20	4,384	18	+45	11,584	12	+19	+ 6	9,042	271	348	301
Industrial Supplies.....	11	+53	+17	579	11	+50	1,568	6	+ 7	+ 1	710	204	273	247
Plumbing and Heating Supplies.....	10	+138	+13	1,208	10	+100	3,244	b	b	b	b	b	b	b
Lumber and Building Materials.....	9	+36	+15	541	9	+41	1,540	6	+ 3	- 1	422	99	134	120
Machinery, Eqpt., and Supplies, except Elect....	14	+39	+54	707	14	+45	1,627	6	+ 1	- 8	609	204	391	347
Paper and Its Products.....	5	+34	- 3	166	5	+12	523	b	b	b	b	b	b	b
Tobacco and Its Products.....	16	+ 5	+ 8	1,208	16	+ 6	3,520	5	+ 4	+35	240	86	84	64

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Chiefly of the wholesale drug trade.

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WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Accounts Receivable		
		March 1941	March 1940	February 1941	Percent change		As of March 1, 1941 (Add 000)
					March 1941 vs. March 1940	March 1941 vs. Feb. 1941	
New England.....	158	82	81	83	+22	+ 3	\$15,470
Chemicals (industrial).....	4	93	79	89	+12	- 1	245
Drugs & Sundries (liquor excluded).....	7	63	58	63	+14	- 8	1,440
Electrical Goods.....	32	81	72	73	+52	+ 5	2,654
Fresh Fruits and Vegetables.....	5	146	147	136	- 9	0	102
Groceries and Foods, except Farm Products.....	21	89	88	80	+ 8	- 3	2,282
Meats and Meat Products.....	7	163	158	218	+19	+ 9	1,834
General Hardware.....	6	44	39	45	- 1	+17	347
Industrial Supplies.....	14	81	67	76	+51	+ 1	938
Plumbing and Heating Supplies.....	8	59	46	50	+29	- 1	401
Optical Goods.....	6	50	51	51	+11	+ 1	84
Paper and Its Products.....	5	71	69	78	+14	- 3	291
Tobacco and Its Products.....	13	105	144	104	+26	+12	1,403
Middle Atlantic.....	542	81	75	75	+15	+ 3	60,576
Automotive Supplies.....	24	53	56	54	+ 7	- 7	864
Clothing and Furnishings, except Shoes.....	15	49	48	44	+ 1	+16	3,485
Shoes and other Footwear.....	10	31	35	32	+ 7	+20	2,050
Drugs and Sundries (liquor excluded).....	20	61	59	58	+ 6	- 4	5,082
Dry Goods.....	37	56	51	50	+14	+ 6	5,486
Electrical Goods.....	71	90	83	79	+55	+ 5	7,691
Fresh Fruits and Vegetables.....	16	181	165	167	+ 2	+ 7	175
Furniture and House Furnishings.....	19	49	47	44	+18	+ 6	1,904
Groceries and Foods, except Farm Products.....	72	100	92	92	+ 3	- 5	8,636
Meats and Meat Products.....	18	169	169	164	- 5	- 5	2,507
Beer.....	5	68	72	62	- 2	+ 3	60
General Hardware.....	33	51	43	45	+13	+ 4	3,809
Industrial Supplies.....	35	80	71	75	+46	+ 9	2,919
Plumbing and Heating Supplies.....	46	57	49	51	+37	- 1	2,714
Jewelry.....	9	26	22	28	+16	+ 4	564
Optical Goods.....	8	51	46	52	+ 5	+ 5	203
Lumber and Building Materials.....	7	65	58	62	+26	+ 3	1,068
Machinery, Eqt. and Supplies, except Electrical....	8	109	76	80	+84	+26	625
Metals.....	5	110	102	94	+69	+ 6	1,427
Paper and Its Products.....	24	55	54	55	+12	+ 3	3,674
Tobacco and Its Products.....	20	123	122	114	+ 6	+ 3	1,244
East North Central.....	495	75	71	72	+19	+ 2	51,847
Automotive Supplies.....	51	67	66	68	+17	- 1	862
Chemicals (industrial).....	4	92	112	88	+35	+ 3	365
Paints and Varnishes.....	11	33	21	34	+ 6	+ 8	635
Clothing and Furnishings, except Shoes.....	9	57	57	63	+ 2	+26	446
Coal.....	4	71	76	73	+17	+ 1	1,307
Drugs and Sundries (liquor excluded).....	24	72	78	70	+ 7	- 6	3,500
Dry Goods.....	8	47	41	44	+ 7	- 6	1,399
Electrical Goods.....	65	74	66	72	+29	+ 6	9,480
Fresh Fruits and Vegetables.....	6	134	134	116	0	- 4	97
Furniture and House Furnishings.....	7	54	48	48	+20	+ 7	916
Groceries and Foods, except Farm Products.....	84	102	95	90	+ 9	+ 1	8,088
Confectionery.....	4	110	118	122	+11	+17	42
Meats and Meat Products.....	19	162	169	173	+25	+ 4	1,739
Wines and Liquors.....	5	139	127	126	+13	- 2	129
General Hardware.....	20	50	48	50	+15	+ 2	8,004
Industrial Supplies.....	25	83	71	77	+50	+ 5	2,488
Plumbing and Heating Supplies.....	17	66	62	63	+39	+ 1	1,216
Jewelry.....	11	22	21	23	+23	- 1	2,019
Lumber and Building Materials.....	9	75	68	66	+51	- 1	521
Machinery, Eqt. and Supplies, except Electrical....	9	65	83	70	+47	+ 7	519
Surgical Equipment and Supplies.....	7	55	56	50	+18	- 1	691
Metals.....	8	98	82	90	+70	+ 9	1,478
Paper and Its Products.....	26	59	62	62	+15	+ 5	3,063
Tobacco and Its Products.....	25	113	116	104	+ 5	+ 1	1,630
West North Central.....	252	80	58	56	+13	+ 9	39,943
Automotive Supplies.....	17	58	53	55	+10	+ 5	630
Paints and Varnishes.....	5	45	44	45	+16	+12	275
Clothing and Furnishings, except Shoes.....	6	34	32	36	+ 1	+ 3	413
Shoes and other Footwear.....	5	43	43	37	+14	+35	7,679
Drugs and Sundries (liquor excluded).....	13	69	69	67	+ 4	- 4	2,556
Dry Goods.....	10	45	42	42	+ 4	+ 3	7,717
Electrical Goods.....	32	75	63	63	+15	+ 7	2,892
Fresh Fruits and Vegetables.....	6	185	166	168	- 6	+ 2	110
Furniture and House Furnishings.....	6	53	45	47	+15	+ 9	619
Groceries and Foods, except Farm Products.....	64	108	109	100	+ 8	+ 1	4,078
General Hardware.....	13	44	43	39	+36	+ 7	7,051
Industrial Supplies.....	12	60	53	49	+15	- 3	573
Plumbing and Heating Supplies.....	12	52	54	49	+23	+ 1	771
Jewelry.....	4	31	29	30	+25	+ 5	174
Machinery, Eqt. and Supplies, except Electrical....	6	68	62	77	+35	+25	253
Metals.....	4	110	95	95	+64	+ 6	505
Paper and Its Products.....	6	67	68	63	+ 5	- 1	232
Tobacco and Its Products.....	7	149	149	149	+ 5	+ 1	395

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(Continued on Next Page)

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		March 1941	March 1940	February 1941	Percent change		As of March 1, 1941 (Add 000)
					March 1941 vs. March 1940	March 1941 vs. Feb. 1941	
South Atlantic.....	271	70	67	66	+22	+ 3	\$24,145
Automotive Supplies.....	13	69	62	64	+ 1	- 7	427
Drugs and Sundries (liquor excluded).....	22	73	73	72	+ 8	- 8	2,662
Dry Goods.....	8	43	39	41	+ 1	+ 1	1,538
Electrical Goods.....	43	67	64	66	+54	+ 9	6,340
Fresh Fruits and Vegetables.....	8	100	99	99	- 6	- 4	174
Groceries and Foods, except Farm Products.....	69	103	99	94	+ 2	- b	3,123
Confectionery.....	4	65	61	69	+ 8	+ 1	171
Meats and Meat Products.....	9	170	140	153	+19	+ 5	389
General Hardware.....	22	49	45	44	+ 8	- 1	3,325
Industrial Supplies.....	11	87	72	77	+40	+ 2	786
Plumbing and Heating Supplies.....	16	58	52	49	+65	- 2	1,548
Machinery, Eqt., and Supplies, except Electrical..	5	66	55	61	+15	- 2	229
Paper and Its Products.....	7	67	67	64	+18	+ 1	359
Tobacco and Its Products.....	6	92	91	92	+10	+ 1	276
East South Central.....	121	65	61	63	+10	+ 3	12,129
Drugs and Sundries (liquor excluded).....	10	72	67	69	+ 6	- 6	1,723
Dry Goods.....	11	41	37	39	- 2	+ 4	1,886
Electrical Goods.....	12	82	65	67	+39	+ 4	1,392
Groceries and Foods, except Farm Products.....	33	85	86	80	+ 2	+ 5	1,997
General Hardware.....	12	49	45	48	+20	+ 6	2,683
Industrial Supplies.....	9	79	75	79	+25	+ 8	569
Machinery, Eqt., and Supplies, except Electrical..	4	65	61	56	+25	+ 7	249
Paper and Its Products.....	4	66	63	75	+16	+ 6	267
West South Central.....	222	76	74	74	+11	+ b	18,764
Automotive Supplies.....	5	61	65	66	+17	+ 2	127
Drugs and Sundries (liquor excluded).....	13	76	75	75	+ b	- 7	2,236
Dry Goods.....	8	41	39	39	- 4	+ 2	1,519
Electrical Goods.....	25	86	80	77	+36	+ b	1,812
Groceries and Foods, except Farm Products.....	102	93	93	92	+ 4	+ 1	5,536
Liquor Department of Other Trades ^c	7	105	123	99	+27	+ 6	494
General Hardware.....	15	64	58	63	+16	- b	2,502
Industrial Supplies.....	8	86	85	90	+17	+ 3	1,487
Machinery, Eqt., and Supplies, except Electrical..	7	32	31	32	+25	+ 3	1,673
Surgical Equipment and Supplies.....	6	42	44	48	- 4	- 4	153
Tobacco and Its Products.....	7	94	86	88	- 6	+ 4	159
Mountain.....	113	81	75	76	+12	+ 1	6,988
Automotive Supplies.....	14	54	54	54	+13	+ 1	369
Dry Goods.....	4	49	50	48	+10	+ 5	622
Electrical Goods.....	16	81	70	79	+19	- 1	1,073
Groceries and Foods, except Farm Products.....	28	92	93	86	+ 1	- 2	1,538
Meats and Meat Products.....	4	140	122	119	+21	+10	334
General Hardware.....	5	60	64	62	+19	+ 8	438
Plumbing and Heating Supplies.....	4	60	61	58	+15	- 1	194
Pacific.....	282	75	73	70	+24	+ 2	31,411
Automotive Supplies.....	32	65	60	63	+11	+ 5	891
Clothing and Furnishings, except Shoes.....	5	43	38	39	+17	+17	152
Shoes and Other Footwear.....	7	35	39	32	+ 2	+14	501
Dry Goods.....	10	61	58	61	+ 8	+ 3	1,082
Electrical Goods.....	30	80	74	70	+59	+ 8	4,824
Fresh Fruits and Vegetables.....	8	125	112	119	-11	+10	140
Furniture and House Furnishings.....	14	51	60	49	+17	+ 4	2,496
Groceries and Foods, except Farm Products.....	42	99	95	90	+ 9	- 5	4,093
Meats and Meat Products.....	10	164	153	151	+12	- 3	570
Wines and Liquors.....	9	81	84	69	+26	- 7	1,266
General Hardware.....	18	59	52	60	+26	+ 7	5,900
Industrial Supplies.....	10	62	60	63	+42	+ 8	727
Plumbing and Heating Supplies.....	10	63	77	72	+62	+19	1,341
Lumber and Building Materials.....	9	65	66	67	+36	- 4	739
Machinery, Eqt., and Supplies, except Electrical..	12	70	77	71	+ 7	+ 6	575
Paper and Its Products.....	4	58	57	51	+10	- 2	250
Tobacco and Its Products.....	13	97	100	93	+ 5	- 4	971

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.^b Less than 0.5 percent.^c Chiefly of the wholesale drug trade.

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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.)

Cooperating with the National Association of Credit Men

WASHINGTON

Current
Statistical
Service

April 1941

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
WHOLESALESALE'S SALES AND INVENTORIES
APRIL 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent. change		April 1941 (Add 000)	Number of firms reporting stocks	Percent change		April '30, 1941 (Add 000)	April 1941	April 1940	March 1941
		April '41 vs. April '40	April '41 vs. March '41			April '41 vs. April '40	April '41 vs. March '41				
UNITED STATES	2,918	+51	+ 7	\$276,608	1,800	+12	+ 1	\$266,780	148	178	157
Automotive Supplies.....	210	+25	+13	4,875	99	+10	+ 3	4,880	222	253	245
Chemicals (industrial).....	22	+38	+18	1,348	14	+27	+ 3	894	90	98	102
Paints and Varnishes.....	67	+27	+15	2,911	16	+ 7	- 5	1,082	154	181	212
Clothing and Furnishings, except Shoes.....	46	+55	- 1	2,500	24	- 7	+ 4	1,088	147	255	155
Shoes and Other Footwear.....	31	+65	+ 9	14,593	22	-12	-14	6,095	79	138	93
Coal.....	12	-34	-65	631	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	132	+13	- 2	19,436	99	+ 3	+ c	26,816	185	204	178
Dry Goods.....	110	+37	+ 7	12,853	60	+ 6	+ 4	18,578	237	295	239
Electrical Goods.....	345	+66	+12	36,149	296	+33	+ 5	31,695	93	118	99
Dairy and Poultry Products.....	16	+10	+ 1	1,026	7	+16	+25	96	44	43	36
Fresh Fruits and Vegetables.....	73	+ 6	+14	5,632	49	+13	- c	533	31	31	38
Farm Supplies.....	10	+ 8	- 1	1,318	b	b	b	b	b	b	b
Furniture and House Furnishings.....	69	+34	+ 8	6,945	42	+ 4	+ 2	9,707	194	246	203
Groceries and Foods, except Farm Products.....	660	+16	+ 3	55,895	404	+12	- c	52,923	156	161	159
Full-line Wholesalers ^d	334	+14	+ 1	21,688	192	+14	+ 1	22,096	164	166	164
Voluntary-group Wholesalers.....	186	+14	+ c	19,115	131	+10	- 1	21,124	189	194	192
Retailer-cooperative Warehouses.....	26	+17	- 1	3,700	13	+ 9	- 3	2,789	120	128	122
Specialty Lines.....	114	+25	+12	11,392	68	+10	+ 2	6,914	99	107	106
Confectionery.....	21	+ 7	- 3	338	12	+27	- 2	233	105	92	100
Meats and Meat Products.....	91	+22	+15	21,819	65	+27	+ 2	6,465	62	63	68
Bear.....	34	+11	+18	369	24	+20	+13	106	41	38	44
Wines and Liquors.....	28	+25	+11	4,351	21	+ 9	- 3	6,164	164	187	191
Liquor Department of Other Trades ^e	43	+36	+ 6	4,559	38	+ 4	+ 1	7,723	180	258	191
Total Hardware Group.....	383	+45	+14	39,344	245	+18	+ 2	62,121	226	278	254
General Hardware.....	143	+37	+17	24,896	91	+17	+ 2	47,079	252	298	293
Industrial Supplies.....	126	+65	+ 7	8,725	86	+18	+ 3	9,952	173	245	177
Plumbing and Heating Supplies.....	114	+55	+13	5,723	68	+33	+ 3	5,090	164	198	182
Jewelry.....	36	+54	+ 8	1,832	24	+ 7	- c	3,372	254	367	275
Optical Goods.....	24	+21	+ 7	279	12	+11	+ 4	187	135	150	140
Lumber and Building Materials.....	38	+55	+32	3,771	26	+15	- 3	2,664	87	120	116
Machinery, Equipment and Supplies, except Electrical.....	62	+44	- 4	3,890	36	+12	+ 2	4,997	187	247	181
Surgical Equipment and Supplies.....	26	+10	- 3	698	16	+ 7	+ 2	928	173	186	162
Metals.....	29	+108	+ 4	4,698	17	+ 7	- 4	4,213	114	219	121
Paper and Its Products.....	97	+21	+ 8	6,926	46	+ 1	+ 3	4,818	150	175	155
Petroleum.....	10	+22	+ 5	1,373	8	-12	- 4	687	50	70	55
Tobacco and Its Products.....	158	+ 8	+ 8	13,738	50	+ 2	- 1	1,961	53	58	59
Leather and Shoe Findings.....	9	+10	+27	179	b	b	b	b	b	b	b
Miscellaneous.....	26	+27	+ 6	4,531	26	- 3	+ 1	5,824	145	186	138

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

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WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		April 1941	April 1940	March 1941	Percent change		As of April 1, 1941 (Add 000)
					April 1941 vs. April 1940	April 1941 vs. March 1941	
UNITED STATES	2,422	78	73	75	+20	+ 6	\$278,256
Automotive Supplies.....	155	65	59	60	+16	+ 5	3,996
Chemicals (industrial).....	22	81	68	74	+16	+ 1	1,472
Paints and Varnishes.....	65	60	56	56	+25	+12	4,140
Clothing and Furnishings, except Shoes.....	43	57	51	51	+ 8	+ 5	5,856
Shoes and Other Footwear.....	29	55	47	39	+15	+13	13,826
Coal.....	10	74	74	77	+48	+ 9	1,713
Drugs and Sundries (liquor excluded).....	116	65	65	67	+ 9	+ 2	24,686
Dry Goods.....	97	50	45	47	+11	+ 4	21,172
Electrical Goods.....	517	82	75	78	+46	+ 5	37,357
Dairy and Poultry Products.....	13	145	155	168	+15	+15	546
Fresh Fruits and Vegetables.....	54	151	144	141	+ 2	+12	875
Farm Supplies.....	7	106	106	115	+10	+84	1,093
Furniture and House Furnishings.....	59	54	50	64	+21	+18	9,774
Groceries and Foods, except Farm Products.....	505	104	98	101	+ 6	+ 5	42,360
Full-line Wholesalers.....	232	95	91	94	+ 8	+ 5	16,005
Voluntary-group Wholesalers.....	158	102	95	99	+ 9	+ 3	15,439
Retailer-cooperative Warehouses.....	21	170	173	165	+25	+ 5	1,990
Specialty Lines.....	94	107	99	103	+ 5	+ 6	8,926
Confectionery.....	13	73	71	70	+11	- b	322
Meats and Meat Products.....	79	178	170	160	+19	+ 6	11,946
Beer.....	15	83	86	76	+ 2	+ 6	89
Wines and Liquors.....	24	82	88	82	+21	+ 8	4,182
Liquor Department of Other Trades.....	34	76	79	78	+28	+ 1	4,866
Total Hardware Group.....	358	62	55	58	+27	+ 7	50,875
General Hardware.....	131	57	52	51	+21	+ 8	34,225
Industrial Supplies.....	114	79	69	79	+42	+ 7	8,892
Plumbing and Heating Supplies.....	113	62	57	63	+45	+ 2	7,758
Jewelry.....	29	20	18	21	+21	+ 6	4,614
Optical Goods.....	21	66	61	63	+16	+ 2	335
Lumber and Building Materials.....	37	75	66	75	+30	+17	3,951
Machinery, Equipment and Supplies, except Electrical.....	54	65	63	65	+36	- b	4,873
Surgical Equipment and Supplies.....	25	52	48	48	+ 7	- 1	1,298
Metals.....	27	99	84	101	+77	+ 9	4,489
Paper and Its Products.....	84	63	60	59	+13	+ 5	9,269
Petroleum.....	8	136	125	134	+ 9	+17	970
Tobacco and Its Products.....	93	112	116	110	+ 9	+ 3	6,128
Leather and Shoe Findings.....	7	57	44	43	- 5	- 1	145
Miscellaneous.....	22	91	77	86	+ 7	+ 7	3,000

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

^b Less than 0.5 percent.

APRIL 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		April 1941 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1941 (Add 000)	April 1941	April 1940	March 1941
		April 1941 vs. April 1940	April 1941 vs. March 1941			April 1941 vs. April 1940	April 1941 vs. March 1941				
New England.....	195	+36	+ 7	\$17,554	131	+10	+ 2	\$14,106	112	144	117
Automotive Supplies.....	6	+10	+10	34	b	b	b	b	b	b	b
Chemicals (Industrial).....	4	+60	+25	319	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	6	+20	- 4	1,520	33	+23	+ 4	2,424	89	143	90
Electrical Goods.....	40	+95	+ 6	2,891	b	b	b	b	b	b	b
Fresh Fruits and Vegetables.....	4	+20	+45	254	15	+20	+ 3	1,341	161	145	156
Groceries and Foods, except Farm Products.....	27	+18	+ 3	2,481	9	+59	+ 8	1,064	39	28	34
Meats and Meat Products.....	9	+16	- 4	2,755	5	+23	+ 6	562	114	147	128
Wines and Liquors.....	6	+52	+ 7	683	4	- 6	+ 8	1,555	240	374	294
General Hardware.....	5	+44	+30	718	4	+ 2	+ c	1,240	144	275	168
Industrial Supplies.....	15	+95	+13	1,037	11	+13	- 1	480	207	325	222
Plumbing and Heating Supplies.....	9	+82	+14	300	5	+17	+ 1	42	175	200	178
Optical Goods.....	6	+26	+12	48	5	- 8	+ 1	226	209	311	221
Machinery, Equipment and Supplies, except Electrical..	9	+32	+ 9	165	4	+ 9	+ 6	502	130	156	124
Paper and Its Products.....	9	+23	+ 7	517	6	- 6	+ 2	122	40	43	44
Tobacco and Its Products.....	15	+ 2	+ c	1,859	4	- 6	+ 2	b	b	b	b
Middle Atlantic.....	644	+32	+ 9	66,690	367	+ 9	+ c	49,973	131	168	142
Automotive Supplies.....	27	+23	+15	760	18	+ 3	+ 2	1,172	199	240	225
Chemicals (Industrial).....	5	+51	+13	238	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	19	+59	- 2	1,771	9	-10	+ c	613	162	260	146
Shoes and Other Footwear.....	9	+74	+13	1,133	5	-18	-10	1,143	124	252	158
Drugs and Sundries (liquor excluded).....	23	+ 9	+ c	4,094	19	+ 4	+ 1	4,104	154	161	153
Dry Goods.....	44	+51	+11	4,520	21	+ 6	+ 3	2,594	199	253	197
Electrical Goods.....	72	+69	+11	8,042	62	+31	+ 3	6,261	83	107	90
Fresh Fruits and Vegetables.....	19	+ 3	+ 8	1,736	11	+12	+ 7	58	16	16	18
Furniture and House Furnishings.....	23	+43	+ 1	1,605	14	+12	- 1	1,719	196	250	186
Groceries and Foods, except Farm Products.....	95	+23	+ 5	10,801	39	+10	- 3	7,990	175	189	176
Meats and Meat Products.....	21	+ 2	+10	5,089	17	+15	- c	1,069	56	62	69
Beer.....	10	+ 8	+17	128	b	b	b	b	b	b	b
General Hardware.....	36	+34	+24	3,211	20	+ 8	- 2	4,597	241	307	310
Industrial Supplies.....	38	+91	+ 7	3,047	29	+27	+ 1	3,335	129	194	135
Plumbing and Heating Supplies.....	45	+61	+19	1,642	27	+53	+ 4	1,784	155	164	172
Jewelry.....	12	+63	+ 1	566	10	- 5	- c	1,284	262	454	265
Optical Goods.....	8	+23	+ 8	116	b	b	b	b	b	b	b
Lumber and Building Materials.....	9	+66	+56	1,586	b	b	b	b	b	b	b
Machinery, Equipment and Supplies, except Electrical..	7	+98	- 1	406	b	b	b	b	b	b	b
Metals.....	5	+93	- 1	1,525	b	b	b	b	b	b	b
Paper and Its Products.....	33	+19	+10	2,814	16	- c	+ 2	2,332	134	156	143
Petroleum.....	4	+35	+17	586	b	b	b	b	b	b	b
Tobacco and Its products.....	44	+ 9	+12	5,351	12	+ 5	+ 1	524	50	54	55
East North Central.....	545	+30	+ 9	46,508	352	+16	+ 1	47,839	146	169	164
Automotive Supplies.....	53	+24	+15	891	31	+14	+ 2	1,364	221	238	252
Chemicals (Industrial).....	5	+39	+ 9	424	b	b	b	b	b	b	b
Paints and Varnishes.....	11	+21	+39	464	5	- 3	-12	331	94	120	147
Clothing and Furnishings, except Shoes.....	10	+48	- 2	319	6	+14	+24	299	146	198	123
Coal.....	4	-30	-58	501	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	24	+11	+ 2	3,029	16	+ 4	- 2	3,315	158	170	163
Dry Goods.....	9	+28	+ 8	693	6	+ 5	+11	1,426	219	287	213
Electrical Goods.....	58	+67	+16	7,303	47	+36	+ 3	6,186	95	117	105
Fresh Fruits and Vegetables.....	11	+4	+20	410	8	- 1	- 1	112	51	50	61
Furniture and House Furnishings.....	7	+56	+24	666	5	+24	+ 8	1,011	174	190	193
Groceries and Foods, except Farm Products.....	126	+13	+ 1	10,505	86	+11	- 2	8,705	150	150	155
Confectionery.....	5	+ 4	- 4	76	4	+ 5	- 2	58	102	102	92

(Continued on Next Page)

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		April 1941 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1941 (Add 000)	April 1941	April 1940	March 1941
		April '41 vs. April '40	April '41 vs. March '41			April '41 vs. April '40	April '41 vs. March '41				
East North Central (continued).....											
Meats and Meat Products.....	20	+41	+36	3,486	17	+14	- 4	2,068	68	84	99
Beer.....	10	+27	+19	133	9	+43	+16	43	36	51	36
Wines and Liquors.....	5	+29	+ 4	219	5	+20	- 9	378	173	184	197
Liquor Department of Other Trades ^d	4	+44	+ 2	258	b	b	b	b	b	b	b
General Hardware.....	21	+54	+29	6,112	16	+20	+ 4	14,697	252	283	314
Industrial Supplies.....	20	+66	+ 4	932	11	+14	+ 2	357	132	194	137
Plumbing and Heating Supplies.....	15	+54	+21	729	9	+17	0	759	205	273	278
Jewelry.....	12	+49	+13	796	6	+17	- 8	872	185	233	225
Lumber and Building Materials.....	8	+36	+32	465	6	+ 6	+ 3	385	115	135	137
Machinery, Equipment and Supplies, except Electrical..	11	+65	- 8	550	9	+16	+11	337	80	139	74
Surgical Equipment and Supplies.....	8	+19	- 3	422	5	+11	+ 3	455	127	137	116
Metals.....	10	+131	+ 3	1,542	6	+11	- 4	1,562	132	221	140
Paper and Its Products.....	21	+26	+ 7	2,127	10	+ 4	+ 4	909	126	148	131
Tobacco and Its Products.....	37	+ 6	+ 6	2,804	12	+ 4	- 3	611	52	54	57
Leather and Shoe Findings.....	4	+25	+35	85	b	b	b	b	b	b	b
West North Central.....	290	+27	+ 6	32,604	202	+ 9	- 2	43,679	158	188	171
Automotive Supplies.....	21	+22	+13	569	7	+16	+ 5	634	268	340	300
Paints and Varnishes.....	4	+30	+15	172	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	5	+35	+12	124	b	b	b	b	b	b	b
Shoes and Other Footwear.....	5	+52	+ 5	4,804	4	-18	-22	2,302	48	89	65
Drugs and Sundries (liquor excluded).....	14	+ 7	- 6	1,826	12	+ 8	+ 1	2,989	201	198	185
Dry Goods.....	8	+37	+ 7	3,836	7	+11	+ 2	9,113	243	300	254
Electrical Goods.....	35	+45	+16	3,105	30	+19	- 7	2,686	95	116	119
Fresh Fruits and Vegetables.....	10	+ 1	+11	365	8	+10	+ 3	148	50	45	54
Furniture and House Furnishings.....	7	+22	+ 5	1,631	6	- 8	- 2	3,257	180	239	192
Groceries and Foods, except Farm Products.....	77	+10	+ 0	5,519	56	+ 7	- 2	7,599	169	175	173
General Hardware.....	13	+42	+12	3,967	12	+28	- 2	9,097	241	269	274
Industrial Supplies.....	13	+20	+24	534	6	+20	+ 0	673	226	216	300
Plumbing and Heating Supplies.....	11	+10	+18	615	6	+17	+ 3	526	221	233	264
Jewelry.....	4	+33	+ 2	64	4	+ 2	+ 2	246	384	502	381
Machinery, Equipment and Supplies, except Electrical..	6	+38	+ 7	545	4	+39	- 2	205	100	139	103
Metals.....	4	+112	+10	606	b	b	b	b	b	b	b
Paper and Its Products.....	9	+ 8	+ 9	267	4	+ 1	+ 4	346	323	312	306
Tobacco and Its Products.....	14	+ 4	+ 6	617	8	+ 5	- 9	194	58	58	65
South Atlantic.....	359	+31	+ 1	23,671	208	+16	+ 2	22,674	140	164	136
Automotive Supplies.....	15	+41	+28	566	4	+16	+ 4	117	213	266	249
Paints and Varnishes.....	4	+30	+47	144	b	b	b	b	b	b	b
Shoes and Other Footwear.....	4	+57	-16	1,468	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	23	+16	- 7	2,105	15	+ 8	+ 0	2,832	215	230	189
Dry Goods.....	12	+27	+ 0	1,002	7	+ 8	+ 8	1,433	271	324	258
Electrical Goods.....	54	+70	+ 6	5,431	50	+45	+10	5,018	95	112	91
Fresh Fruits and Vegetables.....	12	+ 7	+14	358	5	0	+12	36	34	32	33
Furniture and House Furnishings.....	7	+19	+19	514	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	99	+ 6	+ 1	4,727	44	+16	+ 1	3,482	149	139	151
Confectionery.....	6	+10	- 6	144	b	b	b	b	b	b	b
Meats and Meat Products.....	11	+16	- 9	685	8	+28	+ 5	479	73	66	63
General Hardware.....	19	+37	+15	1,446	11	+ 6	- 1	2,717	282	366	320
Industrial Supplies.....	13	+45	-14	599	9	+25	+ 4	983	187	213	151
Plumbing and Heating Supplies.....	17	+51	+ 1	1,045	14	+40	+ 2	1,094	136	173	139
Machinery, Equipment and Supplies, except Electrical..	6	+52	+ 8	234	b	b	b	b	b	b	b
Paper and Its Products.....	11	+13	+ 1	555	5	- 1	- 7	380	152	171	165
Tobacco and Its Products.....	16	+22	+11	1,055	8	+10	+ 4	156	47	50	52

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1941

Page 6

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		April 1941 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1941 (Add 000)	April 1941	April 1940	March 1941
		April '41 vs. April '40	April '41 vs. March '41			April '41 vs. April '40	April '41 vs. March '41				
East South Central.....	146	+27	+ 3	\$10,679	82	+11	+ 1	\$11,804	161	192	166
Drugs and Sundries (Liquor excluded).....	13	+18	- 3	1,433	b	-	- b	b	b	b	b
Dry Goods.....	15	+52	+ 5	946	8	- 6	- c	1,519	216	309	219
Electrical Goods.....	14	+53	+17	1,211	11	+30	+16	1,124	97	115	99
Groceries and Foods, except Farm Products.....	44	+18	- 4	2,819	21	+14	+ 1	2,869	164	179	152
General Hardware.....	12	+29	+ 8	1,902	6	+22	- 4	2,185	189	208	223
West South Central.....	259	+22	+ 3	19,683	186	+15	+ 2	27,455	197	206	197
Automotive Supplies.....	9	+30	+11	183	8	+13	+ 1	414	237	268	282
Drugs and Sundries (Liquor excluded).....	17	+12	- 5	1,845	13	+ 2	- c	3,790	236	257	223
Dry Goods.....	6	+24	+ 2	555	5	- 5	+ 8	1,110	269	541	248
Electrical Goods.....	27	+54	+14	2,057	21	+39	+ 8	2,175	119	114	125
Furniture and House Furnishings.....	4	+43	+ 3	120	b	-	- b	b	b	b	b
Groceries and Foods, except Farm Products.....	119	+11	- 1	7,859	89	+20	+ 2	9,624	173	161	172
Beer.....	4	+19	+29	31	b	-	- b	b	b	b	b
Liquor Department of Other Trades ^d	10	+ c	-13	521	9	+19	- 3	1,324	260	221	235
General Hardware.....	15	+51	+ 7	2,158	10	+20	+ 1	3,313	289	308	302
Industrial Supplies.....	9	+53	+19	1,733	7	+15	+ 4	2,004	324	375	290
Machinery, Equipment and Supplies, except Electrical..	7	+73	- 2	803	4	+ 7	+ 1	2,009	290	479	281
Surgical Equipment and Supplies.....	6	- 1	+ 3	78	b	-	- b	b	b	b	b
Paper and Its Products.....	4	+16	+15	205	b	-	- b	b	b	b	b
Tobacco and Its Products.....	7	+ 2	+ 2	278	b	-	- b	b	b	b	b
Mountain.....	125	+21	+ 2	7,524	91	+14	+ 2	10,272	166	178	167
Automotive Supplies.....	22	+10	+ 5	443	12	+ 9	+ 3	642	310	299	310
Dry Goods.....	4	+25	+14	422	b	-	- b	b	b	b	b
Electrical Goods.....	16	+36	+ 7	1,218	13	+22	+ 1	1,103	97	108	102
Groceries and Foods, except Farm Products.....	32	+ 7	- 2	1,705	28	+10	- 1	3,352	208	204	207
Meats and Meat Products.....	5	+40	- 4	593	4	+41	+ 4	621	107	108	99
General Hardware.....	5	+22	+ 3	633	b	-	- b	b	b	b	b
Plumbing and Heating Supplies.....	4	+30	+23	168	b	-	- b	b	b	b	b
Tobacco and Its Products.....	5	-10	+ 5	269	b	-	- b	b	b	b	b
Pacific.....	310	+38	+ 9	36,336	181	+ 9	+ 4	38,978	156	199	163
Automotive Supplies.....	54	+28	+ 7	1,194	18	- c	+ c	422	156	200	162
Shoes and Other Footwear.....	5	+30	- c	228	5	- 8	- 4	405	178	152	184
Dry Goods.....	11	+19	- 1	833	b	-	- b	b	b	b	b
Electrical Goods.....	29	+69	+15	4,891	29	+33	+12	4,718	96	137	97
Fresh Fruits and Vegetables.....	7	+12	+ 1	193	8	+38	+ 4	51	27	22	26
Furniture and House Furnishings.....	14	+45	+ 6	1,547	8	+10	+10	2,344	271	371	266
Groceries and Foods, except Farm Products.....	41	+29	+10	9,679	26	+ 7	+ 3	7,961	113	135	123
Meats and Meat Products.....	10	+24	+ 6	953	7	+46	+20	212	46	40	42
Wines and Liquors.....	6	+27	+10	1,309	4	+15	- 2	1,660	145	160	170
Liquor Department of Other Trades ^d	5	+46	+15	1,148	b	-	- b	b	b	b	b
General Hardware.....	17	+47	+12	4,749	9	+14	+ 6	8,191	269	345	280
Industrial Supplies.....	7	+57	+ 9	450	6	+16	+12	879	251	551	247
Plumbing and Heating Supplies.....	10	+97	+ 9	1,166	b	-	- b	b	b	b	b
Lumber and Building Materials.....	11	+47	+22	755	9	+19	- 7	885	127	158	163
Machinery, Equipment and Supplies, except Electrical..	12	0	-12	508	5	- 6	+ 1	711	289	244	216
Surgical Equipment and Supplies.....	4	+ 6	- 8	102	4	+ 7	+ 2	290	284	283	257
Metals.....	4	+83	+22	429	b	-	- b	b	b	b	b
Paper and Its Products.....	7	+31	+ 9	303	b	-	- b	b	b	b	b
Tobacco and Its Products.....	15	+17	+12	1,391	4	- 4	+ 6	247	82	96	88

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
APRIL 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		April 1941	April 1940	March 1941	Percent change		As of April 1, 1941 (Add 000)
					April 1941 vs. April 1940	April 1941 vs. March 1941	
New England.....	176	72	75	77	+27	+ 5	\$19,444
Automotive Supplies.....	4	37	42	39	+46	0	38
Chemicals (industrial).....	4	87	81	93	+26	+14	278
Drugs and Sundries (liquor excluded).....	6	45	44	47	+19	+ b	3,346
Electrical Goods.....	37	84	75	81	+74	+10	3,089
Fresh Fruits and Vegetables.....	4	156	141	146	- 4	+19	107
Groceries and Foods, except Farm Products.....	23	93	89	90	+15	+ 3	2,383
Meats and Meat Products.....	9	162	153	161	+20	+ 3	1,778
Wines and Liquors.....	6	54	53	49	+48	- 1	1,218
General Hardware.....	5	60	51	56	+ 5	+18	901
Industrial Supplies.....	13	82	67	81	+62	+ 9	1,009
Plumbing and Heating Supplies.....	9	55	43	54	+25	+ 1	475
Optical Goods.....	6	57	47	50	+12	- 1	83
Machinery, Eqpt. and Supplies, except Electrical...	5	77	68	74	+15	0	174
Paper and Its Products.....	8	66	60	65	+21	+ 8	696
Tobacco and Its Products.....	13	98	128	105	+29	+ 7	1,502
Middle Atlantic.....	530	80	76	79	+20	+ 6	62,257
Automotive Supplies.....	24	64	53	55	+19	+ 6	910
Chemicals (industrial).....	5	100	64	88	- 8	- 1	227
Clothing and Furnishings, except Shoes.....	17	61	56	53	+10	+ 2	2,563
Shoes and Other Footwear.....	9	49	40	32	+16	+17	2,281
Drugs and Sundries (liquor excluded).....	21	60	58	62	+ 4	- b	5,347
Dry Goods.....	38	54	49	52	+22	+ 3	5,473
Electrical Goods.....	68	90	89	90	+55	+ 6	8,004
Dairy and Poultry Products.....	4	166	185	207	+ 6	+25	264
Fresh Fruits and Vegetables.....	13	203	196	178	+13	+ 8	175
Furniture and House Furnishings.....	19	53	46	53	+19	+10	2,390
Groceries and Foods, except Farm Products.....	71	100	92	100	+ 6	+ 3	8,739
Meats and Meat Products.....	17	169	171	172	+ 5	+ 8	2,716
Beer.....	5	73	81	68	+ 3	+ 7	64
General Hardware.....	32	51	45	45	+19	+12	4,426
Industrial Supplies.....	34	83	75	84	+66	+11	3,116
Plumbing and Heating Supplies.....	44	59	53	59	+41	+ 1	2,332
Jewelry.....	8	20	18	20	+18	+ 6	753
Optical Goods.....	6	55	52	53	+22	+ 4	141
Lumber and Building Materials.....	9	70	62	61	+32	+19	1,535
Machinery, Eqpt. and Supplies, except Electrical...	7	92	82	112	+49	-28	429
Metals.....	5	110	97	109	+78	+ 2	1,468
Paper and Its Products.....	26	60	57	56	+10	+ 2	3,742
Tobacco and Its Products.....	19	128	118	119	+ 4	+ 1	1,213
East North Central.....	454	72	72	74	+21	+ 5	47,908
Automotive Supplies.....	48	73	69	69	+18	+ 3	855
Chemicals (industrial).....	5	106	102	92	+44	0	374
Paints and Varnishes.....	11	40	39	32	+10	+14	740
Clothing and Furnishings, except Shoes.....	9	61	57	59	+15	+17	484
Drugs and Sundries (liquor excluded).....	22	71	77	72	+ 9	+ 1	3,310
Dry Goods.....	8	49	43	49	+ 7	+ 9	1,214
Electrical Goods.....	53	78	67	73	+36	+ 6	7,526
Fresh Fruits and Vegetables.....	6	141	138	134	+ 1	+ 7	104
Furniture and House Furnishings.....	7	57	53	54	+23	+12	951
Groceries and Foods, except Farm Products.....	93	103	96	104	+ 8	+ 3	8,098
Confectionery.....	4	120	116	110	+ 8	- 2	41
Meats and Meat Products.....	17	207	172	150	+33	+ 3	1,531
Wines and Liquors.....	5	129	142	140	+20	+ 5	134
General Hardware.....	20	59	53	50	+14	+ 6	8,472
Industrial Supplies.....	18	74	61	75	+55	+ 9	962
Plumbing and Heating Supplies.....	15	69	61	67	+37	+ 3	889
Jewelry.....	10	20	18	21	+22	+ 9	2,148
Lumber and Building Materials.....	8	77	71	75	+28	- 6	477
Machinery, Eqpt. and Supplies, except Electrical...	10	85	69	79	+59	- 8	638
Surgical Equipment and Supplies.....	7	59	57	55	+17	- 2	680
Metals.....	8	89	81	94	+103	+15	1,533
Paper and Its Products.....	21	66	62	59	+18	+10	3,133
Tobacco and Its Products.....	24	123	122	119	+ 3	+ 1	1,487
West North Central.....	248	67	63	63	+17	+11	43,420
Automotive Supplies.....	15	66	58	58	+16	+ 4	649
Paints and Varnishes.....	4	53	56	45	+25	+ 9	262
Clothing and Furnishings, except Shoes.....	5	35	23	31	-16	+ 8	262
Shoes and Other Footwear.....	5	61	54	43	+16	+11	8,554
Drugs and Sundries (liquor excluded).....	13	68	67	69	+ 7	+ 4	2,654
Dry Goods.....	8	50	45	44	+ 9	+ 3	7,656
Electrical Goods.....	32	80	72	75	+23	+ 6	3,058
Fresh Fruits and Vegetables.....	7	181	181	186	+ 2	+20	134
Groceries and Foods, except Farm Products.....	63	126	122	122	+11	+ 5	3,538
General Hardware.....	13	52	52	44	+36	+10	6,988
Industrial Supplies.....	13	54	50	60	+17	+18	759
Plumbing and Heating Supplies.....	11	56	56	52	+18	+ 3	777
Jewelry.....	4	27	26	31	+26	+ 7	186
Machinery, Eqpt. and Supplies, except Electrical...	6	67	65	64	+41	+22	727
Metals.....	4	112	96	110	+80	- b	503
Paper and Its Products.....	8	63	61	64	+ 2	+ 5	342
Tobacco and Its Products.....	6	179	172	183	+ 4	+ 7	137

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

APRIL 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		April 1941	April 1940	March 1941	Percent change		As of April 1, 1941 (Add 000)
					April 1941 vs. April 1940	April 1941 vs. March 1941	
South Atlantic.....	286	74	70	71	+25	+2	\$25,107
Automotive Supplies.....	13	64	52	62	+6	+2	519
Paints and Varnishes.....	4	62	54	52	+15	-6	194
Drugs and Sundries (liquor excluded).....	21	71	69	73	+9	+1	2,650
Dry Goods.....	8	46	40	44	+4	+3	1,582
Electrical Goods.....	52	77	68	67	+62	+3	7,123
Fresh Fruits and Vegetables.....	10	114	105	104	-5	+9	223
Groceries and Foods, except Farm Products.....	68	103	96	99	+2	+2	3,380
Meats and Meat Products.....	9	152	146	165	+12	+6	408
General Hardware.....	17	54	49	52	+10	+6	2,288
Industrial Supplies.....	11	78	67	84	+18	-2	723
Plumbing and Heating Supplies.....	17	55	55	59	+56	+6	1,738
Machinery, Eqt. and Supplies, except Electrical..	5	72	51	66	+14	+6	243
Paper and Its Products.....	9	63	64	61	+24	+3	643
Tobacco and Its Products.....	8	100	96	95	+6	+1	365
East South Central.....	122	67	61	65	+11	+2	12,257
Drugs and Sundries (liquor excluded).....	11	70	65	72	+8	+2	1,855
Dry Goods.....	13	42	40	40	+6	+4	2,168
Electrical Goods.....	12	79	63	81	+20	-7	1,221
Fresh Fruits and Vegetables.....	4	114	114	115	0	+4	28
Groceries and Foods, except Farm Products.....	32	96	91	94	+4	+2	1,798
Meats and Meat Products.....	4	124	127	125	+20	+9	465
General Hardware.....	10	56	49	47	+21	+6	2,245
Industrial Supplies.....	9	86	70	75	+19	-9	430
West South Central.....	203	78	75	76	+13	+3	17,845
Drugs and Sundries (liquor excluded).....	12	73	72	76	+4	+3	2,087
Dry Goods.....	6	44	37	41	-2	+4	1,222
Electrical Goods.....	25	88	90	86	+30	+1	1,825
Furniture and House Furnishings.....	4	54	48	49	+28	-1	250
Groceries and Foods, except Farm Products.....	94	98	91	93	+8	+5	5,668
Liquor Department of Other Trades ^c	7	94	121	105	+46	+1	497
General Hardware.....	14	64	59	63	+8	-1	2,183
Industrial Supplies.....	7	87	75	81	+16	+5	1,243
Machinery, Eqt. and Supplies, except Electrical..	5	28	28	24	+49	+5	1,473
Surgical Equipment and Supplies.....	6	51	40	42	-6	-2	150
Paper and Its Products.....	4	64	51	59	-14	+5	266
Mountain.....	104	81	79	82	+17	+10	7,182
Automotive Supplies.....	13	59	57	54	+22	+9	370
Dry Goods.....	4	53	51	49	+10	+11	693
Electrical Goods.....	14	74	70	75	+26	+14	1,173
Fresh Fruits and Vegetables.....	5	139	142	121	-4	-4	23
Groceries and Foods, except Farm Products.....	27	91	95	88	+8	+6	1,643
Plumbing and Heating Supplies.....	4	68	58	60	+5	+9	212
Tobacco and Its Products.....	4	103	111	105	+2	-1	164
Pacific.....	258	78	74	76	+25	+8	36,407
Automotive Supplies.....	32	64	62	61	+16	+6	510
Paints and Varnishes.....	4	66	77	57	+27	+13	76
Clothing and Furnishings, except Shoes.....	5	43	37	43	+6	+12	170
Shoes and Other Footwear.....	5	42	43	34	+9	+7	506
Dry Goods.....	9	61	53	59	+11	+7	1,082
Electrical Goods.....	24	84	75	81	+54	+3	4,338
Fresh Fruits and Vegetables.....	5	115	120	113	+16	+19	81
Furniture and House Furnishings.....	14	49	49	51	+26	+8	2,770
Groceries and Foods, except Farm Products.....	34	111	107	105	+14	+10	7,113
Confectionery.....	4	52	55	55	+17	-3	89
Meats and Meat Products.....	8	175	162	162	+13	-6	510
Wines and Liquors.....	6	80	83	81	+26	+16	1,281
General Hardware.....	17	64	55	61	+28	+13	6,433
Plumbing and Heating Supplies.....	10	76	71	85	+101	+2	1,280
Lumber and Building Materials.....	11	77	66	80	+25	+21	963
Machinery, Eqt. and Supplies, except Electrical..	9	72	74	62	+1	+4	487
Surgical Equipment and Supplies.....	4	37	36	36	-2	+3	280
Metals.....	4	73	46	74	+27	+13	470
Paper and Its Products.....	5	53	53	58	+16	-10	271
Tobacco and Its Products.....	13	96	98	96	+6	+3	1,069

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.^b Less than 0.5 percent.^c Chiefly of the wholesale drug trade.

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.)

Cooperating with the
National Association
of Credit Men

BUREAU OF THE CENSUS

Current
Statistical
Service

May 1941

In connection with this monthly study conducted jointly by the National Association of Credit Men and the Bureau of the Census, 2,905 wholesalers, representing all parts of the country, reported dollar sales amounting to \$303,634,000 in May, which were 4 percent above April 1941. This rise does not differ extensively from the seasonal change usually shown between these months by this survey. Sales are shown as reported, without adjustment for seasonal or price fluctuations.

The cost value of inventories on hand at the end of May for 1,811 wholesalers rose 1 percent from the beginning of the month, and was 16 percent over May 31, 1940. The gains of 1 percent during both April and May contrast with the decreases usually occurring during these months. The increase over a year ago is the largest recorded by this series during the three years during which these data have been collected. The ratio of stock to sales of 142 for May 1941 is, however, sharply under the figure of 167 for May 1940. Most of the 32 trades for which stock-sales ratios are shown indicated this decrease in relative inventory position. For wholesalers of groceries and foods, inventory accumulations exceeded sales expansions.

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
MAY 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		May 1941 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1941 (Add 000)	May 1941	May 1940	April 1941
		May 1941 vs. May 1940	May 1941 vs. April 1941			May 1941 vs. May 1940	May 1941 vs. April 1941				
UNITED STATES	2,905	+32	+ 4	\$303,634	1,811	+16	+ 1	\$269,365	142	167	147
Automotive Supplies.....	201	+29	+ 8	4,994	93	+10	- b	4,895	196	222	211
Chemicals (industrial).....	22	+43	- 4	1,734	16	+ b	- 2	853	65	92	61
Paints and Varnishes.....	68	+31	+12	3,213	17	+12	+ 7	927	117	144	133
Clothing and Furnishings, except Shoes.....	46	+43	-25	2,161	24	- 6	- 3	1,364	199	249	179
Shoes and Other Footwear.....	35	+61	- 4	14,031	22	- 4	- 2	5,988	96	164	80
Coal.....	11	+80	+75	1,535	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	130	+13	+ 1	18,846	98	+ 4	- 1	25,484	182	198	187
Dry Goods.....	112	+35	- 2	13,009	66	+ 8	+ b	20,994	237	286	236
Electrical Goods.....	346	+59	+ 6	38,782	297	+31	- 2	31,691	87	106	94
Dairy and Poultry Products.....	18	+15	+15	2,245	8	+41	+24	291	58	44	51
Fresh Fruits and Vegetables.....	70	+ 4	+16	4,175	48	+19	+ 5	548	27	25	30
Farm Supplies.....	11	+28	-44	746	c	c	c	c	c	c	c
Furniture and House Furnishings.....	65	+47	+ 9	7,164	36	+12	+ 2	9,185	180	237	196
Groceries and Foods, except Farm Products.....	667	+13	+ 1	53,593	406	+18	+ 2	46,992	156	150	159
Full-line Wholesalers ^d	333	+11	+ 3	22,003	192	+18	+ 1	21,627	162	154	166
Voluntary-group Wholesalers.....	191	+13	+ 6	20,570	134	+15	+ 2	18,100	172	168	180
Retailer-cooperative Warehouses.....	26	+19	+ 4	4,085	14	+13	- 2	3,218	118	124	124
Specialty Lines.....	117	+18	-14	6,935	66	+10	+10	4,047	115	98	104
Confectionery.....	20	+12	+ 5	583	11	+12	+ 3	241	84	84	86
Meats and Meat Products.....	96	+21	+ 4	23,284	69	+32	+ 7	6,867	57	54	59
Beer.....	32	+13	+23	520	21	+19	+ 5	96	28	27	33
Wines and Liquors.....	25	+45	+11	3,189	19	+23	+ 6	3,712	141	166	145
Liquor Department of Other Trades ^e	40	+45	+ 9	4,836	36	+ 3	+ b	7,626	166	235	180
Total Hardware Group.....	397	+50	+ 6	45,995	259	+23	+ 1	68,746	205	249	212
General Hardware.....	145	+42	+ 6	27,564	94	+23	+ 1	51,286	237	274	246
Industrial Supplies.....	134	+72	+ 5	12,033	91	+18	+ b	11,917	141	210	146
Plumbing and Heating Supplies.....	118	+49	+ 5	6,398	74	+37	+ 3	5,543	158	167	163
Jewelry.....	37	+32	+ 7	1,997	21	+12	- 4	2,306	199	221	216
Optical Goods.....	24	+26	0	282	13	+13	+ 1	195	141	160	143
Lumber and Building Materials.....	37	+37	+ 5	3,785	25	+10	+ 2	2,517	84	106	85
Machinery, Equipment and Supplies, except Electrical.....	63	+69	+13	4,599	42	+16	+ 3	5,630	167	245	184
Surgical Equipment and Supplies.....	27	+23	+ 7	697	16	+ 8	+ 3	782	151	174	161
Metals.....	51	+101	+ 2	6,653	20	+ 8	+ 1	6,875	121	226	123
Paper and Its Products.....	92	+22	+ 8	7,174	48	+ 5	+ 2	5,154	135	157	145
Petroleum.....	10	+12	+14	17,947	7	- 3	+ 1	675	46	59	50
Tobacco and Its Products.....	134	+ 9	+ 8	10,378	46	+ 9	+ 5	1,890	52	52	54
Leather and Shoe Findings.....	9	+16	+ 7	201	c	c	c	c	c	c	c
Miscellaneous.....	29	+57	+ 9	5,296	27	- 1	+ 9	6,841	129	219	132

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Less than 0.5 percent.

^c Insufficient data to show separately.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MAY 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		May 1941	May 1940	April 1941	Percent change		As of May 1, 1941 (Add 000)
					May 1941 vs. May 1940	May 1941 vs. April 1941	
UNITED STATES	2,404	77	75	78	+25	+ 4	\$292,954
Automotive Supplies.....	149	68	62	65	+16	+ 5	4,116
Chemicals (industrial).....	22	88	77	95	+33	+ 3	1,876
Paints and Varnishes.....	33	53	50	48	+17	+14	1,537
Clothing and Furnishings, except Shoes.....	42	49	43	51	+24	+ 1	5,338
Shoes and Other Footwear.....	32	48	47	55	+20	- 6	12,919
Coal.....	10	80	80	80	+ 2	-38	1,344
Drugs and Sundries (liquor excluded).....	115	69	68	67	+10	+ b	22,514
Dry Goods.....	99	50	48	51	+16	+ 1	23,089
Electrical Goods.....	320	81	78	82	+52	+ 8	41,118
Dairy and Poultry Products.....	15	125	119	120	+ 8	+ 2	1,328
Fresh Fruits and Vegetables.....	54	158	149	147	- 4	+ 1	970
Farm Supplies.....	8	85	81	109	+ 8	+ 3	1,172
Furniture and House Furnishings.....	55	53	52	54	+27	+ 9	10,103
Groceries and Foods, except Farm Products.....	510	98	98	102	+12	+ 4	41,571
Full-line Wholesalers.....	231	94	94	96	+ 9	+ 3	16,148
Voluntary-group Wholesalers.....	163	101	100	103	+10	+ 2	15,992
Retailer-cooperative Warehouses.....	20	168	165	171	+17	- b	1,883
Specialty Lines.....	96	81	87	94	+21	+14	7,548
Confectionery.....	14	82	80	80	+15	+ 1	454
Meats and Meat Products.....	81	174	172	181	+12	- 1	11,817
Beer.....	13	94	85	78	+ 7	+ 8	80
Wines and Liquors.....	21	84	86	80	+38	+ 9	2,864
Liquor Department of Other Trades.....	34	76	82	76	+41	+ 7	5,251
Total Hardware Group.....	373	66	59	63	+34	+ 7	60,976
General Hardware.....	133	61	56	58	+26	+ 7	39,223
Industrial Supplies.....	123	81	75	82	+57	+ 4	12,578
Plumbing and Heating Supplies.....	117	63	58	61	+45	+ 8	9,175
Jewelry.....	29	22	20	21	+26	+12	4,611
Optical Goods.....	21	69	58	66	+ 7	+ 1	355
Lumber and Building Materials.....	36	80	73	77	+30	+17	4,325
Machinery, Equipment and Supplies, except Electrical.....	55	64	59	65	+42	+ 2	5,390
Surgical Equipment and Supplies.....	26	50	48	51	+13	+ 2	1,221
Metals.....	30	104	87	103	+64	+ 2	6,257
Paper and Its Products.....	81	63	60	63	+16	+ 5	9,474
Petroleum.....	7	132	129	137	+15	+ 4	995
Tobacco and Its Products.....	86	119	120	112	+10	+ 4	5,952
Leather and Shoe Findings.....	8	51	45	59	+ 5	+ 2	199
Miscellaneous.....	25	110	92	106	+23	+ b	3,760

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

^b Less than 0.5 percent.

WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		May 1941 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1941 (Add 000)	May 1941	May 1940	April 1941
		May 1941 vs. May 1940	May 1941 vs. April 1941			May 1941 vs. May 1940	May 1941 vs. April 1941				
New England.....	191	+37	+13	\$18,738	126	+11	- 2	\$11,595	88	115	102
Drugs and Sundries (liquor excluded).....	7	+23	+ 2	919	6	+ 5	- 5	1,203	154	179	163
Electrical Goods.....	35	+89	+13	3,009	30	+25	- 6	2,312	79	120	90
Fresh Fruits and Vegetables.....	4	-19	+ 2	260	4	0	+25	20	8	6	6
Groceries and Foods, except Farm Products.....	25	+20	+10	2,615	12	+26	- 2	1,015	145	125	152
Meats and Meat Products.....	9	+28	+36	3,736	9	+55	+ 6	1,121	30	25	38
Wines and Liquors.....	6	+56	+13	715	5	+22	+ 3	589	135	166	129
General Hardware.....	7	+28	+ 9	363	4	- 1	- 2	668	283	398	323
Industrial Supplies.....	15	+94	+ 4	1,040	10	+10	+ 1	1,065	127	221	130
Plumbing and Heating Supplies.....	9	+84	+14	343	5	+11	- 2	461	163	299	202
Optical Goods.....	6	+46	+13	54	5	+23	+ 2	43	154	194	175
Machinery, Equipment and Supplies, except Electrical..	6	+43	+ 5	200	5	- 7	+ 2	330	213	341	220
Metals.....	4	+106	- 1	416	4	+21	0	553	133	226	131
Paper and Its Products.....	6	+30	+18	301	4	+ 8	+ 2	200	92	120	111
Tobacco and Its Products.....	15	+ 5	+14	2,177	c	c	c	c	c	c	c
Middle Atlantic.....	634	+31	+ 3	67,803	382	+15	+ 2	50,051	121	144	124
Automotive Supplies.....	26	+17	+ 8	988	17	+ 4	- 1	1,234	150	166	164
Chemicals (industrial).....	5	+68	-18	597	4	- 2	- 1	195	39	66	31
Paints and Varnishes.....	4	+ 5	+ 4	59	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	19	+53	-27	1,530	8	- 8	+ 1	550	202	229	176
Shoes and Other Footwear.....	9	+23	- 9	988	4	- 2	+ 1	1,112	141	177	129
Drugs and Sundries (liquor excluded).....	21	+ 5	- 1	3,954	17	+ 1	- 5	3,736	147	151	153
Dry Goods.....	45	+43	- 7	4,193	24	+ 5	- 2	3,972	218	261	218
Electrical Goods.....	76	+55	+ 8	8,937	65	+28	+ 6	6,482	77	93	83
Dairy and Poultry Products.....	6	+ 7	+ 7	1,290	c	c	c	c	c	c	c
Fresh Fruits and Vegetables.....	18	+ 3	+16	1,965	11	- 2	-13	46	11	12	15
Furniture and House Furnishings.....	24	+44	- 6	1,911	16	+30	- 1	2,333	184	207	189
Groceries and Foods, except Farm Products.....	97	+17	- 5	10,424	43	+28	+ 4	5,278	151	138	156
Confectionery.....	5	+12	+ 8	57	c	c	c	c	c	c	c
Meats and Meat Products.....	22	+ 7	+14	5,853	18	+33	+15	1,330	65	58	59
Beer.....	8	+14	+22	127	c	c	c	c	c	c	c
General Hardware.....	33	+30	+ 6	3,292	18	+ 8	- 1	4,188	223	262	229
Industrial supplies.....	42	+85	+ 4	3,238	30	+28	+ 1	3,496	132	193	132
Plumbing and Heating Supplies.....	46	+47	+ 7	2,027	31	+48	+ 3	2,239	145	143	151
Jewelry.....	12	+12	+13	613	9	+14	- 3	1,100	222	203	253
Optical Goods.....	9	+25	- 3	125	c	c	c	c	c	c	c
Lumber and Building Materials.....	9	+35	- 3	1,531	c	c	c	c	c	c	c
Machinery, Equipment and Supplies, except Electrical..	6	+113	+15	496	4	+20	- 3	536	194	217	185
Metals.....	6	+82	+ 4	3,245	c	c	c	c	c	c	c
Paper and Its Products.....	31	+19	+ 4	2,913	18	+ 6	+ 4	2,580	124	138	126
Petroleum.....	4	+30	+14	667	c	c	c	c	c	c	c
Tobacco and Its Products.....	29	+ 7	+ 6	2,021	12	+16	+11	581	50	48	50
East North Central.....	553	+32	+ 5	52,312	363	+20	+ 1	51,932	137	157	141
Automotive Supplies.....	51	+24	+ 4	890	30	+12	+ 6	1,336	214	237	223
Chemicals (industrial).....	6	+31	- 6	431	4	+ 7	+ 5	110	35	43	31
Paints and Varnishes.....	13	+26	+10	529	6	+20	+16	386	95	104	93
Clothing and Furnishings, except Shoes.....	10	+23	- 8	277	7	+ 3	- 7	321	152	182	153
Drugs and Sundries (liquor excluded).....	25	+13	+ 1	3,211	17	+ 9	+ 2	3,704	163	171	162
Dry Goods.....	10	+31	+ 8	931	7	+13	- 3	1,718	194	226	214
Electrical Goods.....	62	+65	+ 8	7,786	49	+33	- 6	5,704	82	103	94
Dairy and Poultry Products.....	4	+36	+38	257	c	c	c	c	c	c	c
Fresh Fruits and Vegetables.....	11	- 1	+28	517	8	- 8	+ 1	113	44	51	51
Furniture and House Furnishings.....	6	+35	+15	623	4	+31	+ 5	873	180	185	181
Groceries and Foods, except Farm Products.....	129	+ 9	+ 2	10,900	88	+14	+ 5	8,922	150	141	146

(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		May 1941 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1941 (Add 000)	May 1941	May 1940	April 1941
		May 1941 vs. May 1940	May 1941 vs. April 1941			May 1941 vs. May 1940	May 1941 vs. April 1941				
East North Central (continued).....											
Confectionery.....	5	+ 7	- 6	75	c	c	c	c	c	c	c
Meats and Meat Products.....	22	+23	- 6	3,945	19	+25	+ 8	2,668	76	74	66
Beer.....	9	+25	+19	154	8	+11	+ 3	41	29	33	35
Wines and Liquors.....	4	+74	+23	139	4	+18	+ 1	206	148	218	180
Liquor Department of Other Trades ^d	4	+64	+31	337	c	c	c	c	c	c	c
General Hardware.....	21	+34	+ 6	6,518	16	+29	+ 3	15,392	248	257	255
Industrial Supplies.....	22	+98	+ 6	3,287	16	+16	+ 6	2,582	94	162	94
Plumbing and Heating Supplies.....	15	+28	- 5	693	9	+22	+ 3	787	227	249	207
Jewelry.....	12	+43	+ 1	805	6	+13	- 6	823	182	236	185
Optical Goods.....	5	+24	- 2	42	4	+15	+ 2	61	149	161	143
Lumber and Building Materials.....	7	+27	+14	480	5	+20	+ 7	385	117	121	124
Machinery, Equipment and Supplies, except Electrical..	10	+126	+27	714	8	+22	+ 3	397	70	124	77
Surgical Equipment and Supplies.....	7	+22	+ 5	355	5	+16	+ 3	291	93	102	97
Metals.....	9	+147	+ 5	1,793	6	+ 4	- 5	1,926	129	320	145
Paper and Its Products.....	23	+25	+10	2,446	11	+ 8	- 1	964	109	127	128
Tobacco and Its Products.....	33	+ 7	+ 9	2,702	11	+12	+ 4	599	51	48	53
West North Central.....	300	+34	+ 6	34,552	210	+13	+ 3	47,769	161	193	157
Automotive Supplies.....	21	+45	+12	607	8	+10	- 6	602	189	279	243
Clothing and Furnishings, except Shoes.....	6	+11	-21	176	c	c	c	c	c	c	c
Shoes and Other Footwear.....	5	+85	-24	3,669	4	-13	- 6	2,219	61	131	50
Drugs and Sundries (Liquor excluded).....	14	+14	+ 8	2,270	13	+ 8	- 3	3,367	180	185	197
Dry Goods.....	11	+34	- 2	4,020	10	+11	+ 2	9,787	248	300	240
Electrical Goods.....	38	+38	- 4	3,670	34	+20	- 2	3,178	94	108	90
Fresh Fruits and Vegetables.....	9	+10	+21	396	7	+18	+ 1	134	42	40	52
Furniture and House Furnishings.....	4	+44	+17	1,895	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	79	+13	+ 4	5,667	57	+10	+ 6	7,871	165	170	171
Beer.....	10	+11	+25	155	8	+25	+ 9	35	26	23	30
General Hardware.....	14	+44	+ 7	5,176	13	+29	+ 5	11,262	227	253	232
Industrial Supplies.....	12	+32	+ 9	514	6	+23	+ 2	578	224	234	225
Plumbing and Heating Supplies.....	12	+15	+15	722	6	+30	+ 7	561	210	170	221
Jewelry.....	6	+35	+31	168	c	c	c	c	c	c	c
Machinery, Equipment and Supplies, except Electrical..	7	+85	+24	683	4	+52	+10	225	72	145	101
Metals.....	4	+68	-13	525	c	c	c	c	c	c	c
Paper and Its Products.....	8	+19	+ 4	206	c	c	c	c	c	c	c
Tobacco and Its Products.....	13	+ 7	+11	627	8	+ 3	+ 2	197	52	55	57
South Atlantic.....	349	+35	+ 6	24,304	202	+19	- 6	22,770	138	162	145
Automotive Supplies.....	15	+52	- 3	498	c	c	c	c	c	c	c
Paints and Varnishes.....	4	+63	+49	214	4	- 4	+ 1	191	89	151	131
Shoes and Other Footwear.....	5	+55	-15	1,280	c	c	c	c	c	c	c
Drugs and Sundries (Liquor excluded).....	22	+19	- 1	1,915	14	+ 7	- 4	2,541	214	237	218
Dry Goods.....	12	+22	+ 7	1,070	7	+17	+ 3	1,473	260	268	271
Electrical Goods.....	48	+67	+ 5	5,208	45	+43	+ 2	4,603	91	106	93
Fresh Fruits and Vegetables.....	10	- 1	+25	257	5	-11	-11	32	22	25	34
Furniture and House Furnishings.....	7	+42	+14	415	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	96	+10	+ 6	5,217	45	+23	+ 1	4,221	151	134	155
Confectionery.....	5	+13	+ 7	142	c	c	c	c	c	c	c
Meats and Meat Products.....	13	+28	+16	825	9	+21	- 2	470	60	63	72
General Hardware.....	20	+49	+14	1,850	11	+ 4	- 3	2,843	236	351	288
Industrial Supplies.....	15	+69	+15	849	10	+21	- 2	1,042	158	213	191
Plumbing and Heating Supplies.....	18	+51	+11	1,051	15	+45	+ 3	1,042	138	152	145
Machinery, Equipment and Supplies, except Electrical..	6	+34	+ 1	237	c	c	c	c	c	c	c
Paper and Its Products.....	11	+29	+15	637	5	+ 1	0	382	126	158	153
Tobacco and Its Products.....	13	+22	+ 4	959	4	+19	- 3	114	44	45	47

MAY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		May 1941 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1941 (Add 000)	May 1941	May 1940	April 1941
		May 1941 vs. May 1940	May 1941 vs. April 1941			May 1941 vs. May 1940	May 1941 vs. April 1941				
East South Central.....	146	+21	+ 1	\$10,808	81	+14	- 2	\$10,610	157	179	162
Automotive Supplies.....	4	+ 4	+ 9	51	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	13	+20	+ 2	1,485	c	c	c	c	c	c	c
Dry Goods.....	13	+34	- b	939	8	- 1	- b	1,512	222	303	217
Electrical Goods.....	14	+55	+ 4	1,295	10	+24	- 4	1,023	86	110	94
Groceries and Foods, except Farm Products.....	46	- 1	- 4	2,771	22	+29	- 2	2,118	156	137	167
Meats and Meat Products.....	4	+20	+ 3	594	c	c	c	c	c	c	c
General Hardware.....	12	+32	+ 4	1,976	6	+27	- 2	2,144	194	200	189
Tobacco and Its Products.....	4	+24	+12	220	c	c	c	c	c	c	c
West South Central.....	257	+21	+ 3	19,922	178	+16	- 1	26,826	188	197	197
Automotive Supplies.....	9	+22	- 4	189	7	+14	+ 1	362	241	256	227
Drugs and Sundries (liquor excluded).....	17	+ 9	+ 2	1,899	13	+ 4	- 2	3,703	224	235	236
Dry Goods.....	5	+27	+ b	532	c	c	c	c	c	c	c
Electrical Goods.....	26	+34	+ 7	2,176	20	+27	+ b	2,166	113	119	119
Groceries and Foods, except Farm Products.....	122	+12	+ 2	7,865	86	+19	- 1	9,074	166	158	173
Liquor Department of Other Trades ^d	10	+11	+ 6	552	9	- 4	-13	1,152	216	249	260
General Hardware.....	13	+30	- 3	1,549	10	+26	+ 1	3,611	270	278	263
Industrial Supplies.....	10	+41	+ 9	2,199	7	+12	- 1	1,976	292	318	324
Machinery, Equipment and Supplies, except Electrical.....	8	+45	- 5	799	5	+15	+ 6	2,230	304	396	287
Surgical Equipment and Supplies.....	5	+37	+10	67	c	c	c	c	c	c	c
Tobacco and Its Products.....	9	+ b	+ 1	338	c	c	c	c	c	c	c
Mountain.....	119	+24	+ 8	7,851	88	+17	+ 2	10,291	164	173	175
Automotive Supplies.....	19	+17	+ 4	361	11	+19	+ 3	649	305	302	318
Electrical Goods.....	16	+46	+16	1,289	13	+33	+ 1	1,148	96	107	112
Fresh Fruits and Vegetables.....	5	-10	+ 7	47	5	-14	-33	6	13	13	20
Groceries and Foods, except Farm Products.....	31	+ 4	+ 3	1,858	27	+19	+ 5	3,548	202	177	199
Meats and Meat Products.....	4	+36	+11	216	c	c	c	c	c	c	c
General Hardware.....	5	+13	+ 2	647	c	c	c	c	c	c	c
Plumbing and Heating Supplies.....	5	+46	+ 2	278	c	c	c	c	c	c	c
Pacific.....	313	+43	+ 4	35,437	181	+13	+ 1	37,521	156	201	162
Automotive Supplies.....	53	+36	+15	1,413	14	+ 5	+ 3	549	182	226	199
Paints and Varnishes.....	4	+ 6	- 5	54	c	c	c	c	c	c	c
Shoes and Other Footwear.....	7	+ 7	-14	210	5	+ 3	+ 3	417	214	214	177
Dry Goods.....	10	+35	+ 5	924	4	-10	- 3	617	229	355	265
Electrical Goods.....	31	+66	+ 2	5,412	31	+36	- 4	5,075	94	115	100
Fresh Fruits and Vegetables.....	8	+ 8	+ 3	400	5	+62	-15	47	19	12	22
Furniture and House Furnishings.....	14	+57	+ 7	1,631	7	+14	0	2,280	244	347	275
Groceries and Foods, except Farm Products.....	42	+28	+ 3	6,276	26	+17	+ 3	4,945	129	142	131
Confectionery.....	5	+13	+ 7	309	c	c	c	c	c	c	c
Meats and Meat Products.....	11	+14	+ 4	1,143	8	+16	-16	201	35	34	39
Wines and Liquors.....	5	+46	+16	1,362	4	+29	+12	1,857	140	160	145
General Hardware.....	20	+71	+ 7	6,193	13	+22	- 1	10,441	233	324	248
Industrial Supplies.....	8	+62	+ 7	491	4	+10	- b	523	195	278	198
Plumbing and Heating Supplies.....	10	+99	- 5	1,221	4	+30	+ 5	192	126	144	112
Lumber and Building Materials.....	10	+41	+12	595	8	+ 7	- 2	435	81	104	94
Machinery, Equipment and Supplies, except Electrical.....	14	+69	+13	718	7	+ 5	+ 4	925	190	357	232
Surgical Equipment and Supplies.....	5	+19	+13	135	5	+ 7	+ 3	325	241	270	265
Metals.....	4	+166	+11	477	c	c	c	c	c	c	c
Paper and Its Products.....	4	+40	+14	169	c	c	c	c	c	c	c
Tobacco and Its Products.....	16	+16	+ 2	1,366	5	+ 1	+ 1	246	79	97	85

^a These stock-sales ratios are percentages obtained by dividing the stock on hand by the sales for the corresponding period.

13th

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MAY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		May 1941	May 1940	April 1941	Percent change		As of May 1, 1941 (Add 000)
					May 1941 vs. May 1940	May 1941 vs. April 1941	
New England.....	170	90	87	84	+30	+ 4	\$17,957
Drugs and Sundries (liquor excluded).....	7	64	59	62	+15	- b	1,428
Electrical Goods.....	32	84	80	84	+74	+ 5	5,000
Fresh Fruits and Vegetables.....	4	156	183	157	- 4	+11	121
Groceries and Foods, except Farm Products.....	20	91	93	93	+19	+ 3	2,295
Meats and Meat Products.....	9	215	187	166	+ 6	- 6	1,637
Wines and Liquors.....	6	58	57	52	+44	+ b	1,187
General Hardware.....	7	57	52	54	+16	+18	558
Industrial Supplies.....	13	83	70	80	+69	+ 7	1,062
Plumbing and Heating Supplies.....	9	62	43	52	+38	+ 6	515
Optical Goods.....	5	59	45	55	+10	+ 2	85
Machinery, Equipment and Supplies, except Electrical	5	84	67	78	+19	+ 7	209
Metals.....	4	128	96	135	+50	0	314
Paper and Its Products.....	5	75	67	71	+16	+ 2	332
Tobacco and Its Products.....	12	123	129	96	+17	- 3	1,441
Middle Atlantic.....	539	80	78	82	+27	+ 5	70,075
Automotive Supplies.....	22	71	65	65	+10	+ 2	847
Chemicals (industrial).....	5	93	62	108	+54	- 4	685
Clothing and Furnishings, except Shoes.....	18	49	45	55	+31	+ 2	3,935
Shoes and Other Footwear.....	9	42	43	49	+20	+ 1	2,237
Drugs and Sundries (liquor excluded).....	20	60	58	60	+ 5	+ 1	5,251
Dry Goods.....	39	54	57	56	+33	+ 3	6,409
Electrical Goods.....	72	87	92	91	+62	+ 8	8,783
Dairy and Poultry Products.....	6	124	121	124	+ 3	+ 1	860
Fresh Fruits and Vegetables.....	12	230	239	216	+ 8	+ 2	156
Furniture and House Furnishings.....	21	50	51	51	+24	+ 6	2,945
Groceries and Foods, except Farm Products.....	74	93	94	100	+15	+ 7	9,356
Meats and Meat Products.....	18	175	174	169	- 4	+ 3	2,828
General Hardware.....	29	60	53	54	+19	+ 9	4,464
Industrial Supplies.....	38	82	74	81	+69	+ 6	3,473
Plumbing and Heating Supplies.....	45	59	51	55	+40	+10	3,149
Jewelry.....	8	33	20	23	+19	+ 9	605
Optical Goods.....	7	58	47	55	+ 5	+ 2	185
Lumber and Building Materials.....	9	74	68	70	+43	+30	1,990
Machinery, Equipment and Supplies, except Electrical	6	88	71	87	+59	+ 8	467
Metals.....	6	113	94	111	+50	- 2	2,866
Paper and Its Products.....	25	57	57	60	+14	+ 7	4,005
Tobacco and Its Products.....	18	127	125	128	+ 6	+ 5	1,251
East North Central.....	464	80	77	80	+26	+ 5	53,951
Automotive Supplies.....	47	75	70	71	+23	+ 7	908
Chemicals (industrial).....	6	95	104	104	+38	+ 2	421
Paints and Varnishes.....	12	47	45	41	+17	+14	837
Clothing and Furnishings, except Shoes.....	8	58	56	57	+26	- 1	443
Drugs and Sundries (liquor excluded).....	22	74	78	71	+12	+ 1	3,365
Dry Goods.....	9	50	45	49	+ 9	+ 7	1,626
Electrical Goods.....	57	74	71	77	+45	+11	8,537
Fresh Fruits and Vegetables.....	6	153	135	141	- 6	+12	117
Furniture and House Furnishings.....	6	62	58	58	+24	+12	840
Groceries and Foods, except Farm Products.....	96	104	100	103	+ 6	+ b	8,226
Confectionery.....	4	112	124	120	+11	0	41
Meats and Meat Products.....	18	192	181	215	+13	- 2	1,739
Wines and Liquors.....	4	91	114	99	+40	+28	113
General Hardware.....	20	65	59	59	+19	+ 9	9,327
Industrial Supplies.....	21	86	83	87	+91	+ b	3,646
Plumbing and Heating Supplies.....	15	72	67	69	+34	+ 8	961
Jewelry.....	10	19	18	20	+26	+12	2,405
Optical Goods.....	5	72	67	70	+18	0	60
Lumber and Building Materials.....	7	90	75	82	+17	+14	479
Machinery, Equipment and Supplies, except Electrical	9	77	84	82	+93	+ 5	686
Surgical Equipment and Supplies.....	6	57	59	62	+27	+ 7	552
Metals.....	8	97	84	95	+104	+ 5	1,785
Paper and Its Products.....	23	67	63	65	+20	+ 2	3,554
Tobacco and Its Products.....	21	126	125	122	+ 5	+ 6	1,439
West North Central.....	254	66	63	67	+18	+ b	46,210
Automotive Supplies.....	16	68	57	66	+23	+ 6	704
Clothing and Furnishings, except Shoes.....	6	38	31	41	- 3	+ 8	488
Shoes and Other Footwear.....	5	51	52	61	+20	-10	7,707
Drugs and Sundries (liquor excluded).....	13	70	68	68	+ 5	- 2	2,595
Dry Goods.....	11	49	46	49	+13	- 1	8,161
Electrical Goods.....	36	80	75	80	+30	+13	4,286
Fresh Fruits and Vegetables.....	7	196	176	181	- 5	+ 4	140
Furniture and House Furnishings.....	4	61	59	62	+23	+12	2,370
Groceries and Foods, except Farm Products.....	64	129	125	126	+ 6	- 2	3,590
General Hardware.....	14	54	52	50	+31	+ 5	9,021
Industrial Supplies.....	12	65	59	52	+15	- 2	663
Plumbing and Heating Supplies.....	12	59	58	56	+14	+ 7	848
Jewelry.....	5	38	35	32	+12	+ 4	240
Machinery, Equipment and Supplies, except Electrical	6	71	62	67	+35	+ 7	775
Metals.....	4	103	96	112	+68	+ 6	531
Paper and Its Products.....	7	65	65	60	+ 5	+ 7	258
Tobacco and Its Products.....	5	184	186	175	+12	+ 4	139

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
MAY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		May 1941	May 1940	April 1941	Percent change		As of May 1, 1941 (Add 000)
					May 1941 vs. May 1940	May 1941 vs. April 1941	
South Atlantic.....	280	74	70	74	+25	- b	\$24,472
Automotive Supplies.....	13	67	62	65	+15	+13	483
Paints and Varnishes.....	4	64	57	62	+20	+ 9	212
Drugs and Sundries (liquor excluded).....	20	72	69	73	+12	- 3	2,331
Dry Goods.....	8	44	43	46	+ 9	+ 2	1,612
Electrical Goods.....	47	79	70	79	+53	- 3	6,403
Fresh Fruits and Vegetables.....	9	117	108	103	- 8	- 1	134
Groceries and Foods, except Farm Products.....	68	101	97	103	+ 2	+ b	3,371
Meats and Meat Products.....	9	157	147	151	+11	+ 2	418
General Hardware.....	18	55	49	53	+18	+ 3	2,741
Industrial Supplies.....	13	70	63	78	+37	+ 9	982
Plumbing and Heating Supplies.....	18	59	60	54	+47	+ 3	1,714
Machinery, Equipment and Supplies, except Electrical	5	76	60	72	+16	+ 4	253
Paper and Its Products.....	9	62	64	63	+18	- b	641
Tobacco and Its Products.....	6	98	97	99	+15	+ 6	300
East South Central.....	120	69	64	68	+17	+ 4	12,234
Drugs and Sundries (liquor excluded).....	11	71	66	70	+10	+ b	1,861
Dry Goods.....	13	42	40	42	+12	+ 1	2,184
Electrical Goods.....	12	85	83	82	+58	+23	1,456
Fresh Fruits and Vegetables.....	4	150	150	119	+ 8	+ 4	28
Groceries and Foods, except Farm Products.....	33	93	91	96	+ 9	+ 6	1,943
Meats and Meat Products.....	4	126	129	120	+23	- 2	455
General Hardware.....	9	55	48	57	+20	+ 4	2,227
Paper and Its Products.....	4	72	62	72	+10	+ 7	272
West South Central.....	205	77	78	80	+17	+ 4	18,668
Drugs and Sundries (liquor excluded).....	12	74	73	73	+11	+ 2	2,129
Electrical Goods.....	24	86	91	88	+36	+11	1,999
Furniture and House Furnishings.....	4	50	47	54	+24	- 7	233
Groceries and Foods, except Farm Products.....	95	92	94	99	+ 8	+ 4	5,644
Liquor Department of Other Trades ^c	7	99	117	94	+23	- 4	477
General Hardware.....	13	68	62	68	+21	+ 6	2,255
Industrial Supplies.....	8	86	86	94	+28	+10	1,677
Machinery, Equipment and Supplies, except Electrical.	7	30	30	34	+49	- 2	1,709
Surgical Equipment and Supplies.....	5	54	46	51	- 2	+ 5	114
Paper and Its Products.....	4	72	61	64	- 2	+12	299
Tobacco and Its Products.....	6	92	90	92	-11	+ 6	158
Mountain.....	99	80	80	80	+18	+ 5	7,613
Automotive Supplies.....	11	50	56	56	+17	+ 5	384
Electrical Goods.....	14	80	74	73	+28	+10	1,273
Fresh Fruits and Vegetables.....	5	128	136	145	-11	+14	25
Groceries and Foods, except Farm Products.....	26	83	96	91	+13	+ 5	1,846
Plumbing and Heating Supplies.....	5	62	74	76	+58	+17	381
Pacific.....	264	73	73	75	+35	+ 9	38,025
Automotive Supplies.....	32	66	61	62	+11	+ 1	625
Paints and Varnishes.....	4	63	68	66	+35	+11	84
Shoes and Other Footwear.....	7	41	48	42	+18	+ 2	537
Dry Goods.....	8	62	56	63	+10	+ 5	1,202
Electrical Goods.....	26	78	79	81	+72	+14	5,401
Fresh Fruits and Vegetables.....	7	121	100	114	- 6	- 8	249
Furniture and House Furnishings.....	14	48	48	50	+37	+11	2,984
Groceries and Foods, except Farm Products.....	34	90	96	98	+29	+11	5,120
Confectionery.....	5	87	80	78	+19	- 3	192
Meats and Meat Products.....	9	185	186	185	+13	- 3	528
Wines and Liquors.....	5	90	87	85	+35	+16	1,197
General Hardware.....	20	67	60	67	+39	+ 9	8,332
Industrial Supplies.....	8	69	63	74	+42	+ 6	618
Plumbing and Heating Supplies.....	10	74	72	79	+101	+10	1,549
Lumber and Building Materials.....	10	74	69	67	+30	+ 7	771
Machinery, Equipment and Supplies, except Electrical.	11	68	60	73	+14	+ 4	680
Surgical Equipment and Supplies.....	5	36	33	36	+ 3	- 2	312
Metals.....	4	79	49	73	+45	+15	541
Tobacco and Its Products.....	13	98	100	98	+13	+ 6	1,105

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

^b Less than 0.5 percent.

^c Chiefly of the wholesale drug trade.

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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Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WHOLESAIERS' SALES, INVENTORIES AND CREDITS
June 1941

Sales of wholesalers advanced 32 percent in June over the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. This 32 percent gain exceeds all previous year-to-year gains recorded by this series during the past five years, except the May 1941 record which was also 32 percent. These gains in the second quarter of the year brought the record for the six-month period up to a 26 percent gain over the first half of 1940. The first quarter had ended 21 percent ahead of the first 3 months of 1940. Sales of 24,094 independent retail stores amounted to 18 percent over a year ago for both the month of June and the year to date, according to another monthly survey of the Bureau of the Census.

In connection with this monthly study conducted jointly by the National Association of Credit Men and the Bureau of the Census, 2845 wholesalers, representing all parts of the country, reported dollar sales amounting to \$272,210,000 in June, which were 1 percent below May 1941. This nominal decrease does not differ extensively from the seasonal change usually shown between these months by this survey. Sales are shown as reported, without adjustment for seasonal or price fluctuations.

For the first half of 1941, all of the 35 kinds of business reported sales to be higher than during the same period of 1940. Led by wholesalers of metals with a 78 percent rise, all durable goods lines reported distinct increases, a trend indicated by the monthly data in previous issues of this report. Beginning with this issue, the Bureau of the Census will publish each month the year-to-date comparisons of trends in sales. The number of firms included in this cumulative figure will not be shown because the method of compilation has been improved so as to include data for wholesalers who might not report in the current month, but whose data for previous months are available.

Each of the 35 lines of trade reported that sales during June were greater than those in June 1940 except wines and liquors. The decrease in these lines is relative to the sharp increase in sales last year which had been occasioned by an anticipation of the change in tax rates. Seven trades showed gains exceeding 60 percent, compared with a year ago. These were metals (97%), industrial supplies (76%), coal (72%), machinery, equipment and supplies, except electrical (66%), shoes and other footwear (64%), plumbing and heating supplies (63%), and electrical goods (61%). All durable goods lines reported gains of more than 30 percent, compared with June 1940. While many lines reported expanding trade gains, increases this month for clothing and furnishings, except shoes and lumber and building materials fell appreciably short of those recorded for the first six months as a whole. Wholesalers of groceries and foods experienced the least marked advanced, dollar sales being up 9 to 18 percent.

The cost value of inventories on hand at the end of June for 1,693 wholesalers rose 1 percent from the beginning of the month, and was 20 percent over June 30, 1940. The gains of 1 percent during April, May and June contrast with the decreases usually occurring during these months. The increase over a year ago is the largest recorded by this series during the three years during which these data have been collected. The ratio of stock to sales of 144 for June 1941 is, however, sharply under the figures of 167 for June 1940. Most of the 31 trades for which stock-sales ratios are shown indicated this decrease in relative inventory position. For wholesalers of groceries and foods, inventory accumulations exceeded sales expansions.

Collections on accounts receivable for 2,266 wholesalers were more favorable in June of this year than those reported by these same establishments for June 1940. Collections during June equaled 78 percent of accounts receivable as of June 1, compared with collection percentages of 74 for June 1940 and 79 for May 1941. Continuing to reflect recent expansions in sales volume, accounts receivable were 28 percent greater on June 1, 1941, than at the same date in 1940, and 4 percent higher than on May 1, 1941.

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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALE'S SALES AND INVENTORIES
JUNE 1941

20274

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		June 1941 (Add 000)	Percent change from 6 mos. 1940	Six months 1941 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1941 (Add 000)	June 1941	June 1940	May 1941
		June 1941 vs. June 1940	June 1941 vs. May 1941					June 1941 vs. June 1940	June 1941 vs. May 1941				
UNITED STATES	2,845	+32	- 1	\$272,210	+26	\$1,814,843	1,693	+20	+ 1	\$239,820	144	167	141
Automotive Supplies.....	181	+40	+ 4	4,614	+20	30,070	91	+ 5	- 2	4,627	194	246	207
Chemicals (Industrial).....	19	+48	+ 2	1,010	+39	10,469	14	+17	+12	474	62	81	56
Paints and Varnishes.....	65	+43	+ 3	3,280	+32	16,612	17	+ 6	- 3	1,052	139	169	128
Clothing and Furnishings, except Shoes.....	49	+35	-33	1,423	+44	18,588	27	+ 6	+ 9	1,552	242	271	185
Shoes and Other Footwear.....	31	+64	-16	11,608	+41	79,267	19	+ 4	+21	7,031	137	232	94
Coal.....	12	+72	- 9	1,823	+34	11,576	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	128	+13	- 3	17,186	+10	118,767	37	+ 6	+ 3	7,102	209	226	190
Dry Goods.....	111	+56	+ 4	13,165	+27	76,225	62	+17	+ 5	22,355	251	317	244
Electrical Goods.....	340	+61	- 1	38,156	+59	227,840	295	+30	- 2	30,874	85	105	86
Dairy and Poultry Products.....	21	+29	- 4	2,134	+10	13,451	11	+44	+30	417	71	57	57
Fresh Fruits and Vegetables.....	78	+15	+10	4,735	+ 8	26,198	56	+24	+ 6	609	29	28	27
Farm Supplies.....	9	+18	-64	254	+16	4,828	b	b	b	b	b	b	b
Furniture and House Furnishings.....	65	+56	- 7	6,581	+36	47,529	36	+18	- 1	8,825	193	252	181
Groceries and Foods, except Farm Products.....	627	+12	- 2	52,233	+11	370,170	377	+21	+ 1	45,040	150	141	145
Full-line Wholesalers ^c	332	+12	- 1	20,475	+10	147,731	191	+20	- d	20,041	172	159	167
Voluntary-group Wholesalers.....	157	+ 9	- 1	19,441	+ 9	137,519	105	+18	- 1	15,884	164	154	166
Retailer-cooperative Warehouses.....	23	+15	- 4	3,845	+15	22,942	12	+19	+ 7	3,215	132	130	119
Specialty Lines.....	115	+18	- 5	8,472	+13	61,978	69	+34	+ 6	5,900	94	86	85
Confectionery.....	23	+ 8	+ 2	382	+11	3,476	12	+14	- 1	270	118	109	117
Meats and Meat Products.....	98	+38	+ 3	22,884	+22	131,302	72	+33	+ 2	6,802	62	67	61
Beer.....	37	+ 1	+ 7	722	+ 6	2,833	26	+23	- 1	192	37	30	40
Wines and Liquors.....	34	-14	- d	4,906	+14	29,094	24	+31	+10	7,096	176	115	159
Liquor Department of Other Trades ^e	39	-14	- 3	4,549	+14	26,053	b	b	b	b	b	b	b
Total Hardware Group.....	382	+51	+ 4	44,189	+47	259,906	250	+25	- d	66,975	207	250	218
General Hardware.....	142	+41	+ 2	28,179	+56	146,928	95	+24	- 1	49,635	238	271	248
Industrial Supplies.....	127	+76	+ 5	10,860	+68	79,202	88	+25	+ 3	12,397	156	227	163
Plumbing and Heating Supplies.....	113	+63	+12	7,150	+56	33,776	67	+32	- 4	4,943	138	162	160
Jewelry.....	38	+51	-10	1,797	+41	12,041	20	+10	+ 8	2,487	315	425	220
Optical Goods.....	24	+38	+ 9	299	+18	1,997	11	+12	+ 2	169	137	156	138
Lumber and Building Materials.....	36	+31	- 3	2,746	+47	20,515	25	+ 1	- 5	2,336	111	153	114
Machinery, Equipment and Supplies, except Electrical.....	64	+66	- 4	4,458	+56	27,034	40	+17	- 3	5,198	171	251	173
Surgical Equipment and Supplies.....	27	+36	+ 9	706	+14	6,783	14	+ 9	0	557	119	159	134
Metals.....	29	+97	+ 3	4,171	+78	36,892	20	+ 5	+ 1	4,342	133	244	129
Paper and Its Products.....	94	+26	- d	5,216	+18	40,060	48	+ 7	+ 5	3,415	135	158	130
Petroleum.....	8	+35	+ 8	1,529	+ 4	52,393	6	+19	+15	774	51	58	48
Tobacco and Its Products.....	139	+ d	- 2	10,265	+ 4	80,716	51	+12	+ 2	2,057	54	49	53
Leather and Shoe Findings.....	9	+50	- 1	187	+12	1,058	b	b	b	b	b	b	b
Miscellaneous.....	28	+41	- 5	5,002	+30	31,160	32	+ 3	- 2	7,192	139	191	133

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
^b Insufficient data to show separately.
^c Not affiliated with voluntary or cooperative groups.
^d Less than 0.5 percent.
^e Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		June 1941	June 1940	May 1941	Percent change		As of June 1, 1941 (Add 000)
					June 1941 vs. June 1940	June 1941 vs. May 1941	
UNITED STATES	2,266	78	74	79	+28	+ 4	\$265,793
Automotive Supplies.....	147	68	62	68	+18	+ 2	4,314
Chemicals (industrial).....	19	89	72	85	+20	+ b	1,078
Paints and Varnishes.....	32	54	48	52	+22	+10	1,765
Clothing and Furnishings, except Shoes.....	42	54	49	55	+15	- 7	2,390
Shoes and Other Footwear.....	28	52	49	49	+30	- 7	11,396
Coal.....	12	85	67	88	+46	+35	2,207
Drugs and Sundries (liquor excluded).....	53	76	70	78	+ 5	- 1	6,894
Dry Goods.....	101	50	44	50	+23	+ 2	23,375
Electrical Goods.....	309	79	77	80	+56	+ 8	43,103
Dairy and Poultry Products.....	18	122	117	126	+14	+ 5	1,445
Fresh Fruits and Vegetables.....	60	141	134	147	+ 1	+ 9	1,162
Farm Supplies.....	6	80	75	85	+15	-24	837
Furniture and House Furnishings.....	54	55	52	54	+33	+ 6	10,201
Groceries and Foods, except Farm Products.....	475	100	96	100	+12	+ 3	40,977
Full-line Wholesalers.....	233	90	88	93	+ 9	+ 1	16,253
Voluntary-group Wholesalers.....	129	100	96	100	+10	+ 3	15,389
Retailer-cooperative Warehouses.....	17	183	184	171	+18	- 3	1,786
Specialty Lines.....	96	102	95	101	+20	+ 6	7,549
Confectionery.....	14	72	68	74	+11	+ 1	388
Meats and Meat Products.....	86	160	157	173	+27	+16	13,311
Beer.....	16	130	163	141	+21	+13	160
Wines and Liquors.....	31	79	75	83	+17	+ 5	5,048
Total Hardware Group.....	357	64	58	64	+39	+ 3	58,223
General Hardware.....	131	59	54	60	+27	+ 4	38,030
Industrial Supplies.....	114	79	71	80	+56	+ 4	11,162
Plumbing and Heating Supplies.....	112	66	61	66	+43	+ 2	9,031
Jewelry.....	31	23	19	22	+26	+ 8	5,162
Optical Goods.....	21	67	53	65	+ 4	- 1	341
Lumber and Building Materials.....	34	72	74	76	+26	+ 8	3,644
Machinery, Equipment and Supplies, except Electrical.....	55	64	59	65	+42	+ 7	5,518
Surgical Equipment and Supplies.....	26	54	51	53	+17	+ 3	1,121
Metals.....	27	99	85	104	+65	+ 2	4,012
Paper and Its Products.....	82	71	65	69	+16	+ 4	6,321
Petroleum.....	6	133	125	131	+23	+ 6	1,039
Tobacco and Its Products.....	88	117	118	117	+ 8	+ 1	6,104
Leather and Shoe Findings.....	8	47	41	52	+ 4	+ 3	183
Miscellaneous.....	28	93	85	110	+27	+ 2	4,074

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

^b Less than 0.5 percent.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		June 1941 (Add 000)	Percent change from 6 mos. 1940	Six months 1941 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1941 (Add 000)	June 1941	June 1940	May 1941
		June 1941 vs. June 1940	June 1941 vs. May 1941					June 1941 vs. June 1940	June 1941 vs. May 1941				
New England.....	195	+28	- 5	\$17,236	+30	\$99,997	126	+20	+ 4	\$10,850	98	119	88
Drugs and Sundries (liquor excluded).....	7	+19	+ b	922	+25	5,651	c	c	c	c	c	c	c
Electrical Goods.....	39	+78	- 4	3,046	+79	15,877	33	+43	+10	2,657	92	115	80
Fresh Fruits and Vegetables.....	4	- 1	+13	117	+ 9	1,495	4	+30	+30	13	11	8	10
Groceries and Foods, except Farm Products.....	24	+ 2	- 4	2,439	+11	14,440	15	+22	+ 4	1,573	153	142	141
Meats and Meat Products.....	9	+51	-17	2,673	+27	18,481	9	+42	- 2	616	23	24	19
Wines and Liquors.....	7	-17	+ 6	882	+18	3,652	5	+47	+ 6	619	138	71	124
General Hardware.....	6	+28	- 9	468	+25	2,400	4	+10	- 3	997	256	305	248
Industrial Supplies.....	14	+86	- 4	728	+83	5,591	9	+17	+ 2	892	172	263	158
Plumbing and Heating.....	9	+62	- 3	333	+70	1,650	5	+ 4	-12	433	162	259	174
Optical Goods.....	5	+50	+ 4	51	+27	228	4	+26	+ 5	43	179	189	178
Machinery, Equipment and Supplies, except Elect....	5	+72	+ 2	167	+30	980	4	-11	- 1	232	181	375	198
Paper and Its Products.....	8	+25	+ 1	348	+27	1,959	5	+12	+ 1	287	123	132	113
Tobacco and Its Products.....	16	- 4	- 4	2,133	+ b	11,576	4	-24	- 6	116	31	38	34
Middle Atlantic.....	609	+28	- 2	60,955	+24	416,293	351	+19	+ b	43,032	127	144	124
Automotive Supplies.....	25	+25	+ 2	844	+16	5,471	16	+ 4	- 3	1,155	181	214	186
Clothing and Furnishings, except Shoes.....	19	+30	-42	829	+54	14,488	9	+11	+ 9	689	233	220	190
Shoes and Other Footwear.....	9	+36	-22	773	+28	5,486	4	+ 4	+ 7	1,195	199	272	141
Drugs and Sundries (liquor excluded).....	19	+ 9	- 1	3,361	+ 5	25,364	8	+ 7	+ 4	915	129	130	121
Dry Goods.....	41	+57	+ 3	4,032	+35	24,602	20	+13	+ 3	3,985	249	251	223
Electrical Goods.....	68	+51	- 3	8,116	+58	46,878	59	+24	- 4	5,760	74	90	74
Dairy and Poultry Products.....	6	+26	- 2	1,258	+ 2	6,631	c	c	c	c	c	c	c
Fresh Fruits and Vegetables.....	18	+14	+28	2,528	+10	11,045	12	+10	+24	57	11	12	11
Furniture and House Furnishings.....	24	+42	-11	1,541	+38	11,189	15	+31	+ 2	2,151	218	229	203
Groceries and Foods, except Farm Products.....	95	+14	- 5	9,078	+ 8	66,443	44	+29	- 2	5,112	150	139	148
Meats and Meat Products.....	21	+18	+10	6,001	+ 4	30,757	17	+35	+ 3	1,517	71	73	77
Beer.....	10	- 4	+ 7	184	+ 5	895	6	+ 4	+47	25	21	18	15
General Hardware.....	35	+27	- 5	3,362	+25	18,986	19	+ 9	- 1	4,697	233	271	230
Industrial Supplies.....	38	+82	- 1	3,108	+81	21,580	28	+30	+ 1	3,355	127	183	129
Plumbing and Heating Supplies.....	42	+60	+10	1,969	+44	5,074	28	+35	-11	1,721	112	143	144
Jewelry.....	11	+40	-17	477	+37	3,471	8	+11	+13	1,184	339	399	228
Optical Goods.....	9	+42	+14	143	+17	868	c	c	c	c	c	c	c
Lumber and Building Materials.....	7	+15	- 5	503	+44	6,237	c	c	c	c	c	c	c
Machinery, Equipment and Supplies, except Elect....	8	+70	-25	477	+85	3,372	5	+10	- 6	588	225	259	169
Metals.....	4	+88	+ 1	1,349	+55	16,209	c	c	c	c	c	c	c
Paper and Its Products.....	32	+30	+ 6	2,021	+18	16,016	17	+11	+ 4	1,026	89	103	90
Petroleum.....	4	+37	+11	740	+26	3,410	c	c	c	c	c	c	c
Tobacco and Its Products.....	28	+ 4	- 1	1,965	+ 3	27,899	11	+ 5	- 9	506	46	47	50
East North Central.....	539	+31	+ b	48,841	+28	316,019	337	+23	+ 1	46,082	139	156	139
Automotive Supplies.....	50	+31	+ 4	906	+18	5,141	27	+ 8	+ 1	1,216	219	264	222
Chemicals (Industrial).....	5	+33	- 1	384	+30	2,430	4	+ 6	- 1	109	56	48	35
Paints and Varnishes.....	10	+32	-11	402	+24	2,283	5	+ 4	- 9	348	96	123	96
Clothing and Furnishings, except Shoes.....	9	+23	-21	201	+18	1,667	6	+ 9	+13	305	229	243	145
Coal.....	4	+70	- 6	781	+20	6,223	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	24	+15	+ b	3,054	+ 9	19,705	8	+ b	- 2	1,100	203	223	213
Dry Goods.....	9	+38	- 4	732	+24	4,645	6	+16	+18	1,574	228	270	186
Electrical Goods.....	61	+53	- 6	7,642	+56	50,247	51	+29	- 4	5,742	82	98	80
Dairy and Poultry Products.....	4	+18	- 4	248	+19	1,102	c	c	c	c	c	c	c
Fresh Fruits and Vegetables.....	12	+ 2	-14	523	+ 1	2,917	9	- 1	- 3	128	39	42	38
Furniture and House Furnishings.....	8	+49	- 9	754	+38	3,783	6	+33	- 1	1,143	179	204	166
Groceries and Foods, except Farm Products.....	115	+10	+ b	10,193	+10	66,146	73	+16	+ 2	7,776	149	143	150
Confectionery.....	5	+ 4	- 3	72	+ 3	441	c	c	c	c	c	c	c
Meats and Meat Products.....	23	+59	+ 8	3,944	+31	22,598	20	+32	+ 2	2,517	72	88	78

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		June 1941 (Add 000)	Percent change from 6 mos. 1940	Six months 1941 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1941 (Add 000)	June 1941	June 1940	May 1941
		June 1941 vs. June 1940	June 1941 vs. May 1941					June 1941 vs. June 1940	June 1941 vs. May 1941				
East North Central (continued).....													
Beer.....	8	+10	+ 4	156	+12	732	7	+22	+10	44	31	28	29
Wines and Liquors.....	4	-18	+ 8	185	+17	1,322	c	c	c	c	c	c	c
Liquor Department of Other Trades ^d	4	-27	-12	297	+14	1,851	c	c	c	c	c	c	c
General Hardware.....	20	+33	+ 6	6,627	+21	35,435	16	+32	- b	15,095	232	236	247
Industrial Supplies.....	21	+130	+ 7	2,110	+95	20,418	16	+34	+ 6	1,766	106	189	108
Plumbing and Heating Supplies.....	16	+43	+ 9	891	+49	6,880	9	+22	- 1	777	203	213	228
Jewelry.....	12	+47	-17	666	+39	4,070	6	+18	+ 7	882	271	377	182
Optical Goods.....	5	+31	+ 3	34	+28	282	c	c	c	c	c	c	c
Lumber and Building Materials.....	8	+25	+10	537	+51	3,752	5	+17	- 1	383	101	115	117
Machinery, Eqt. and Supplies, except Electrical..	13	+76	-11	671	+74	3,630	10	+30	+ 7	452	108	141	107
Surgical Equipment and Supplies.....	7	+48	+16	417	+24	2,444	4	+14	- b	237	81	109	95
Metals.....	10	+99	+ 9	1,258	+112	11,289	6	+ 5	- 1	1,403	167	500	173
Paper and Its Products.....	23	+19	- 5	1,551	+19	12,574	12	+ 7	+ 4	877	135	148	124
Tobacco and Its Products.....	35	- 1	+ b	2,852	+ 3	17,367	12	+28	+ 8	690	56	43	52
West North Central.....	289	+40	- b	32,845	+24	218,398	192	+20	+ 4	45,885	171	206	166
Automotive Supplies.....	22	+50	+ 4	666	+22	3,887	6	+ 3	-10	416	159	265	190
Paints and Varnishes.....	4	+22	- 2	206	+23	1,052	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	7	+50	+ 9	199	+11	1,105	5	- 7	+ b	382	329	474	334
Shoes and Other Footwear.....	5	+123	-16	3,073	+44	24,598	4	- 4	+37	3,039	101	235	61
Drugs and Sundries (liquor excluded).....	14	+12	- 3	2,206	+ 5	14,082	4	+ 5	+ 4	1,095	202	215	185
Dry Goods.....	11	+65	+12	4,495	+28	23,706	10	+22	+ 7	10,791	244	328	257
Electrical Goods.....	35	+51	+ 6	3,318	+43	21,494	31	+25	+ 6	3,007	94	114	94
Fresh Fruits and Vegetables.....	7	+ 2	- 8	239	+ b	1,889	5	+31	+ 5	64	43	32	34
Furniture and House Furnishings.....	5	+74	+ b	1,822	+53	16,827	4	+ 9	- 9	2,605	145	233	159
Groceries and Foods, except Farm Products.....	74	+13	+ 1	5,467	+10	40,334	56	+14	+ b	7,602	163	162	164
Beer.....	8	-26	+ 4	139	- 7	466	8	+24	-33	42	30	18	47
General Hardware.....	14	+52	+ 7	4,804	+39	24,667	13	+45	- b	11,040	242	254	259
Industrial Supplies.....	11	+53	+17	598	+27	3,216	5	+20	+ 1	575	196	256	226
Plumbing and Heating Supplies.....	12	+38	+15	827	+20	3,590	6	+23	- 4	537	151	184	210
Jewelry.....	5	+52	-15	129	+33	777	c	c	c	c	c	c	c
Machinery, Eqt. and Supplies, except Electrical..	7	+59	- 8	631	+53	3,220	4	+57	+ 8	242	82	118	72
Metals.....	4	+64	- 2	516	+84	3,160	c	c	c	c	c	c	c
Paper and Its Products.....	8	+18	- 3	239	+11	1,452	4	+ 1	+14	398	372	423	331
Tobacco and Its Products.....	13	+ 1	- 1	620	+ 2	5,715	8	+19	+15	226	60	51	52
South Atlantic.....	369	+40	- 3	24,480	+30	146,052	208	+25	+ 2	21,016	134	158	128
Automotive Supplies.....	15	+62	+ 2	480	+29	3,144	6	+ 8	- 5	133	190	262	197
Paints and Varnishes.....	4	+33	-24	162	+42	782	4	- 6	- 3	186	115	161	89
Clothing and Furnishings, except Shoes.....	4	+50	-26	81	+30	275	c	c	c	c	c	c	c
Shoes and Other Footwear.....	5	+104	-17	1,057	+50	8,248	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	24	+20	- 7	1,985	+15	13,611	6	+18	+ 2	1,122	201	214	182
Dry Goods.....	13	+55	- 1	1,061	+20	5,861	7	+32	+ 6	1,565	291	338	260
Electrical Goods.....	49	+77	+ 2	5,759	+69	31,035	46	+43	- 4	4,804	85	106	91
Dairy and Poultry Products.....	4	+17	-15	82	+ 8	246	4	+ 3	- 8	35	43	49	39
Fresh Fruits and Vegetables.....	16	+27	- 4	446	+ 6	1,950	10	+ 5	+18	66	21	26	16
Furniture and House Furnishings.....	5	+52	-11	301	+31	2,244	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	95	+12	- 4	4,924	+ 7	31,104	45	+23	- b	4,046	159	141	154
Confectionery.....	7	+23	+ 3	164	+16	995	4	+24	- 7	67	83	84	81
Meats and Meat Products.....	13	+35	- 2	826	+29	4,573	10	+35	+ 9	543	68	68	62
Beer.....	5	+56	+12	159	+19	252	c	c	c	c	c	c	c
Wines and Liquors.....	8	+ 2	+ 4	651	+16	2,145	7	+37	+ 4	994	130	148	195
General Hardware.....	20	+41	-13	1,411	+32	11,714	12	+ 2	+ 4	2,730	287	391	232
Industrial Supplies.....	14	+69	+ 9	883	+54	5,135	10	+16	- 2	1,112	140	204	156
Plumbing and Heating Supplies.....	17	+66	+ 9	1,384	+71	6,351	c	c	c	c	c	c	c
Machinery, Eqt. and Supplies, except Electrical..	5	+36	- b	224	+35	1,303	c	c	c	c	c	c	c
Paper and Its Products.....	10	+37	- 7	453	+24	3,168	c	c	c	c	c	c	c
Tobacco and Its Products.....	14	+13	- 8	911	+19	5,413	5	+22	- 2	129	48	44	46

(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		June 1941 (Add 000)	Percent change from 6 mos. 1940	Six months 1941 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1941 (Add 000)	June 1941	June 1940	May 1941
		June 1941 vs. June 1940	June 1941 vs. May 1941					June 1941 vs. June 1940	June 1941 vs. May 1941				
East South Central.....	145	+32	- b	\$10,682	+24	\$67,199	76	+20	- b	\$ 8,722	150	178	146
Drugs and Sundries (liquor excluded).....	13	+21	- 3	1,421	+18	8,779	3	+ 6	+ 1	1,448	235	408	224
Dry Goods.....	12	+73	- 7	888	+25	5,402	7	+21	- 6	1,125	73	112	78
Electrical Goods.....	17	+84	+ b	1,599	+66	8,235	14	+ 6	- c	1,846	151	138	156
Fresh Fruits and Vegetables.....	5	+10	- 6	102	+ 5	368	21	+28	- 6	2,475	217	226	195
Groceries and Foods, except Farm Products.....	46	+16	+10	3,004	+ 8	17,793	c	+ 5	+ 1	523	145	198	159
Meats and Meat Products.....	4	+15	+14	678	+18	3,655	6	+29	+ 1				
General Hardware.....	11	+34	-11	1,656	+32	12,477	7						
Industrial Supplies.....	9	+60	+ 7	394	+39	2,180	c						
Paper and Its Products.....	4	+35	- 2	222	+20	1,239							
West South Central.....	249	+29	- 1	18,915	+26	159,825	158	+17	- b	25,091	197	224	195
Automotive Supplies.....	9	+56	+18	223	+ 8	1,696	8	+10	+ 2	430	200	282	234
Drugs and Sundries (liquor excluded).....	17	+19	- 8	1,755	+ 8	11,889	7	+ 3	+ 7	2,407	292	331	234
Dry Goods.....	5	+59	- 3	551	+15	3,562	4	+ 7	+ 4	1,180	289	404	264
Electrical Goods.....	25	+53	- 7	1,963	+46	14,268	19	+20	-11	1,904	112	142	114
Groceries and Foods, except Farm Products.....	110	+13	- 3	6,628	+10	53,597	74	+20	- 1	7,693	177	166	171
Liquor Department of Other Trades ^d	10	-24	-24	420	+ 3	3,342	c						
General Hardware.....	16	+46	+10	1,971	+97	21,899	12	+20	+ 2	4,150	262	322	291
Industrial Supplies.....	10	+52	+13	2,472	+32	11,764	8	+21	+ 4	5,590	245	316	286
Machinery, Equipment and Supplies, except Elect... Surgical Equipment and Supplies.....	8 6	+101 +26	+18 0	941 88	+62 +12	6,605 447	5 c	+16 c	- 9 c	2,051 c	235 c	425 c	306 c
Tobacco and Its Products.....	9	+ 2	+ 1	322	0	2,133	c						
Mountain.....	110	+18	+ 4	7,511	+20	48,754	75	+16	- 4	8,506	151	154	163
Automotive Supplies.....	16	0	+ 8	272	+ 3	2,450	9	+18	+ 1	523	515	290	336
Dry Goods.....	4	+37	+ 5	420	+19	2,198	c						
Electrical Goods.....	16	+44	+ 5	1,359	+37	7,593	13	+18	- 2	1,123	91	110	96
Groceries and Foods, except Farm Products.....	24	- b	+ 9	1,699	+ 6	11,337	21	+19	- 8	2,693	169	141	199
Meats and Meat Products.....	5	- 2	+12	354	+38	2,684	4	+41	+ 4	605	178	124	193
General Hardware.....	4	+20	+ 7	605	+23	4,187	c						
Plumbing and Heating Supplies.....	4	+73	+35	230	+44	1,574	c						
Tobacco and Its Products.....	6	-18	+ 1	114	- 6	1,707	c						
Pacific.....	298	+32	- b	35,656	+29	233,174	170	+16	+ 1	30,636	141	167	157
Automotive Supplies.....	38	+59	+ 4	1,163	+29	7,904	16	+ 2	- 1	694	161	223	172
Paints and Varnishes.....	4	+45	+26	68	+18	483	c						
Clothing and Furnishings, except Shoes.....	4	+60	+ 1	69	+28	436	c						
Shoes and Other Footwear.....	6	+19	-22	147	+ 5	1,196	4	+10	+ 2	548	258	289	195
Dry Goods.....	13	+34	- 3	993	+21	5,919	5	+ 6	+ 7	884	304	416	259
Electrical Goods.....	30	+71	+ 3	5,354	+68	32,415	29	+81	- 2	4,752	89	117	94
Fresh Fruits and Vegetables.....	10	+16	+ 2	472	+ 6	4,871	7	+58	+ 7	68	20	15	18
Furniture and House Furnishings.....	15	+54	- 7	1,551	+40	9,172	8	+22	+ 5	2,488	318	371	240
Groceries and Foods, except Farm Products.....	44	+16	- 6	8,801	+17	68,976	28	+26	+11	6,699	111	104	92
Meats and Meat Products.....	11	+18	- 8	1,019	+19	6,287	8	+11	+15	231	42	50	37
Wines and Liquors.....	7	- 7	+ 3	1,459	+16	7,618	5	+46	+ 1	1,941	138	90	140
General Hardware.....	16	+57	+ 4	5,275	+45	15,663	9	+ 9	- 6	7,742	219	306	246
Industrial Supplies.....	10	+46	- 3	587	+74	8,987	6	+36	+19	784	235	242	207
Plumbing and Heating Supplies.....	10	+102	+21	1,432	+68	8,258	c						
Jewelry.....	4	+38	- 6	159	+41	2,088	9	- 6	- 6	740	102	179	103
Lumber and Building Materials.....	10	+64	- 3	748	+49	3,613	c						
Machinery, Equipment and Supplies, except Elect... Paper and Its Products.....	12 5	+88 +33	+ 7 + 9	619 187	+54 +10	3,755 2,161	5 c	+ 1 c	- 1 c	693 c	215 c	456 c	192 c
Tobacco and Its Products.....	15	- 4	+ b	1,239	+ 6	8,248	4	+12	+ 9	259	86	88	80

^a These stock-sales ratios are percentages obtained by dividing stock sales by sales for an identical group of firms.

^b Less than 0.5 percent.

^c Insufficient data to show separately.

^d Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

June 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		June 1941	June 1940	May 1941	Percent change		As of June 1 1941 (Add 000)
					June 1941 vs. June 1940	June 1941 vs. May 1941	
New England.....	165	85	82	92	+35	+ 6	\$16,575
Electrical Goods.....	36	78	76	84	+75	+11	3,539
Groceries and Foods, except Farm Products.....	18	87	91	93	+21	+ 8	2,082
Meats and Meat Products.....	9	201	177	252	+24	+14	1,347
Wines and Liquors.....	7	60	60	62	+49	+ 2	1,326
General Hardware.....	6	55	50	55	+12	+ 1	879
Industrial Supplies.....	12	71	64	81	+62	+ 4	785
Plumbing and Heating Supplies.....	9	58	44	63	+36	+ 5	536
Optical Goods.....	5	56	46	59	+ 8	+ 2	82
Machinery, Equipment and Supplies, except Electrical	4	90	75	90	+27	- 9	150
Metals.....	4	120	89	128	+60	+ 6	338
Paper and Its Products.....	6	69	64	72	+23	+14	448
Tobacco and Its Products.....	13	121	137	124	+13	- 2	1,436
Middle Atlantic.....	501	83	79	84	+27	+ 5	\$58,692
Automotive Supplies.....	22	66	59	70	+ 6	+ 1	919
Clothing and Furnishings, except Shoes.....	15	60	60	61	+27	-10	976
Shoes and Other Footwear.....	9	45	43	43	+24	0	2,237
Drugs and Sundries (liquor excluded).....	9	62	59	64	+ 1	- b	1,956
Dry Goods.....	38	55	50	54	+39	+ 1	6,446
Electrical Goods.....	64	86	88	85	+64	+13	9,301
Dairy and Poultry Products.....	6	125	128	128	+16	+ 8	931
Fresh Fruits and Vegetables.....	13	214	186	205	+ 5	+19	224
Furniture and House Furnishings.....	20	51	45	50	+28	+ 5	2,489
Groceries and Foods, except Farm Products.....	73	98	92	101	+13	+ 5	7,707
Meats and Meat Products.....	17	167	167	172	+15	+22	3,375
Beer.....	4	88	88	87	+ 5	+10	69
General Hardware.....	31	56	52	58	+17	+ 1	4,923
Industrial Supplies.....	34	82	75	84	+70	+ 2	3,357
Plumbing and Heating Supplies.....	41	64	57	66	+36	+ 5	2,622
Jewelry.....	8	28	20	33	+19	+ 3	619
Optical Goods.....	7	54	42	50	+ 1	- 3	180
Lumber and Building Materials.....	7	54	58	49	+24	+ 1	877
Machinery, Equipment and Supplies, except Electrical	8	81	63	82	+63	+ 8	657
Metals.....	4	116	97	117	+55	- 5	1,182
Paper and Its Products.....	25	69	60	64	+14	- 3	2,198
Tobacco and Its Products.....	17	127	118	127	+ 4	+ 6	1,285
East North Central.....	436	79	74	79	+27	+ 4	49,571
Automotive Supplies.....	45	77	70	75	+20	+ b	907
Chemicals (Industrial).....	5	111	87	95	+13	-10	337
Paints and Varnishes.....	10	47	44	46	+23	+ 7	832
Clothing and Furnishings, except Shoes.....	8	60	57	57	+17	- 6	408
Coal.....	4	72	67	68	+45	+44	1,066
Drugs and Sundries (liquor excluded).....	13	73	73	75	+ 9	- b	1,255
Dry Goods.....	8	51	46	50	+15	+ 7	1,360
Electrical Goods.....	55	74	71	75	+60	+ 9	9,454
Fresh Fruits and Vegetables.....	6	148	130	153	- 5	+ 4	122
Furniture and House Furnishings.....	8	61	57	62	+30	+ 3	1,171
Groceries and Foods, except Farm Products.....	82	102	94	99	+ 4	+ b	7,996
Meats and Meat Products.....	20	164	150	180	+25	+10	1,865
General Hardware.....	19	63	58	65	+19	+ 1	9,145
Industrial Supplies.....	19	85	78	83	+105	- 1	2,199
Plumbing and Heating Supplies.....	16	73	70	74	+32	+ 1	1,096
Jewelry.....	10	23	17	19	+29	+10	2,635
Optical Goods.....	5	72	59	70	+12	- 2	46
Lumber and Building Materials.....	7	77	84	90	+19	+13	541
Machinery, Equipment and Supplies, except Electrical	11	91	78	73	+52	- 4	556
Surgical Equipment and Supplies.....	6	60	61	57	+31	+ 6	593
Metals.....	8	96	80	97	+78	+ 4	1,152
Paper and Its Products.....	23	78	76	76	+22	+ 9	2,050
Tobacco and Its Products.....	23	119	116	116	+ 3	- 1	1,638
West North Central.....	235	66	63	65	+27	+ 1	42,380
Automotive Supplies.....	17	67	57	68	+27	+ 5	780
Paints and Varnishes.....	4	63	58	59	+22	+ 6	315
Clothing and Furnishings, except Shoes.....	7	39	31	39	- 4	- 1	491
Shoes and Other Footwear.....	5	57	53	52	+34	- 9	7,040
Drugs and Sundries (liquor excluded).....	4	84	86	93	+16	+ 7	668
Dry Goods.....	11	48	43	49	+22	+ 2	8,307
Electrical Goods.....	32	80	78	81	+33	- b	3,626
Fresh Fruits and Vegetables.....	5	157	158	167	+ 4	+13	102
Furniture and House Furnishings.....	5	61	62	63	+37	+17	2,636
Groceries and Foods, except Farm Products.....	61	127	123	129	+10	+ 2	3,546
Beer.....	6	264	327	312	+18	+22	39
General Hardware.....	14	53	53	51	+43	+ 5	8,136
Industrial Supplies.....	11	63	55	65	+20	+ 8	708
Plumbing and Heating Supplies.....	12	61	59	59	+10	+ 7	909
Jewelry.....	4	42	38	38	+23	+ 9	219
Machinery, Equipment and Supplies, except Electrical	6	66	61	71	+53	+17	910
Metals.....	4	100	92	103	+54	- 1	525
Paper and Its Products.....	8	67	65	66	+ 8	- 4	346
Tobacco and Its Products.....	5	189	192	184	+12	+ 1	140

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS JUNE 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		June 1941	June 1940	May 1941	Percent change		As of June 1, 1941 (Add 000)
					June 1941 vs. June 1940	June 1941 vs. May 1941	
South Atlantic.....	276	74	69	76	+29	+ 4	\$23,219
Automotive Supplies.....	13	72	58	71	+18	- 5	433
Paints and Varnishes.....	4	60	52	64	+41	+33	281
Drugs and Sundries (liquor excluded).....	12	102	79	90	+ 5	- 8	1,113
Dry Goods.....	9	46	42	44	+14	+ 3	1,661
Electrical Goods.....	46	75	69	79	+52	+ 4	6,818
Dairy and Poultry Products.....	4	100	116	113	+42	+13	61
Fresh Fruits and Vegetables.....	14	123	100	142	+ 2	+17	256
Groceries and Foods, except Farm Products.....	65	96	92	104	+ 4	+ 4	3,295
Meats and Meat Products.....	11	149	135	159	+20	+15	494
Wines and Liquors.....	8	74	92	89	+50	+13	588
General Hardware.....	17	49	43	52	+27	+ 7	2,549
Industrial Supplies.....	12	73	65	71	+43	+ 7	995
Plumbing and Heating Supplies.....	17	60	60	59	+66	+ 5	2,059
Machinery, Equipment and Supplies, except Elect... Paper and Its Products.....	4 8	83 69	71 69	80 69	+20 +35	+ 3 +18	221 462
Tobacco and Its Products.....	6	101	93	99	+11	+ 1	299
East South Central.....	114	70	65	71	+19	+ b	10,200
Drugs and Sundries (liquor excluded).....	4	62	53	67	+ 2	- b	442
Dry Goods.....	12	39	35	42	+19	- b	2,046
Electrical Goods.....	13	76	76	85	+50	- b	1,583
Fresh Fruits and Vegetables.....	5	105	119	129	+10	+ 7	75
Groceries and Foods, except Farm Products.....	35	91	85	89	+ 6	- 1	2,070
Meats and Meat Products.....	4	119	150	126	+24	+ 4	473
General Hardware.....	9	61	48	57	+18	- 1	2,069
Industrial Supplies.....	9	89	69	83	+20	+ 9	431
Paper and Its Products.....	4	70	63	71	+12	+ 4	289
West South Central.....	187	73	71	75	+18	+ 3	18,434
Drugs and Sundries (liquor excluded).....	7	71	71	81	+ 4	- 1	1,199
Dry Goods.....	5	38	32	40	+ 4	+ 4	1,341
Electrical Goods.....	23	79	82	85	+37	+ 5	2,053
Groceries and Foods, except Farm Products.....	84	91	88	89	+ 8	- 2	5,519
General Hardware.....	16	61	57	64	+19	- b	2,676
Industrial Supplies.....	8	86	76	86	+30	+11	1,866
Machinery, Equipment and Supplies, except Elect... Surgical Equipment and Supplies.....	7 6	33 46	33 40	31 48	+53 + 5	+ 8 + 2	1,848 162
Tobacco and Its Products.....	7	86	86	86	- 3	- 1	169
Mountain.....	86	80	80	83	+20	+ 6	6,924
Automotive Supplies.....	10	49	51	47	+16	+ 3	320
Dry Goods.....	4	54	52	53	+20	+ 1	751
Electrical Goods.....	15	86	73	83	+35	+ 9	1,399
Fresh Fruits and Vegetables.....	5	129	156	138	- 4	0	24
Groceries and Foods, except Farm Products.....	20	94	98	86	+11	+ 2	1,542
Meats and Meat Products.....	4	104	110	142	-10	+ 8	271
Plumbing and Heating Supplies.....	4	62	66	58	+37	+ 8	288
Pacific.....	257	77	74	77	+37	+ 5	35,373
Automotive Supplies.....	33	68	66	67	+23	+ 3	767
Paints and Varnishes.....	4	80	79	64	+32	- 1	82
Clothing and Furnishings, except Shoes.....	4	46	36	38	+11	- 5	175
Shoes and Other Footwear.....	6	52	47	40	+14	-12	415
Dry Goods.....	11	65	56	61	+11	- b	1,381
Electrical Goods.....	25	78	75	78	+67	+ 7	5,530
Fresh Fruits and Vegetables.....	8	110	120	121	- 4	- 3	273
Furniture and House Furnishings.....	15	51	50	47	+38	- 1	3,036
Groceries and Foods, except Farm Products.....	37	105	103	105	+29	+ 7	7,220
Meats and Meat Products.....	9	167	160	185	+14	+ 6	550
Wines and Liquors.....	7	80	87	90	+40	+ 9	1,386
General Hardware.....	16	64	57	65	+41	+ 9	7,348
Industrial Supplies.....	9	62	62	60	+44	+ 4	821
Plumbing and Heating Supplies.....	10	78	73	73	+80	- 7	1,464
Jewelry.....	4	14	11	12	+25	+ 6	843
Lumber and Building Materials.....	10	90	85	87	+32	+ 7	1,004
Machinery, Equipment and Supplies, except Elect... Paper and Its Products.....	9 4	74 48	47 50	79 53	-11 +24	- 7 + 7	412 234
Tobacco and Its Products.....	12	98	98	99	+14	+ 6	1,020

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
^b Less than 0.5 percent.

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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Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WHOLESALESAERS' SALES, INVENTORIES AND CREDITS
July 1941

Sales of wholesalers advanced 43 percent in July over the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. This 43 percent gain substantially exceeds all previous year-to-year gains recorded by this series during the past five years. The May and June 1941 gains of 32 percent were previously the largest increases. The 26 percent six-month gain was raised to 28 percent for the year to date by the July increase. The first quarter had ended 21 percent ahead of the first 3 months of 1940. Sales of 23,891 independent retail stores amounted to 24 percent over a year ago for the month of July, according to another monthly survey of the Bureau of the Census.

In connection with this monthly study conducted jointly by the National Association of Credit Men and the Bureau of the Census, 2,908 wholesalers, representing all parts of the country, reported dollar sales amounting to \$293,230,000 in July, which were 7 percent above June 1941. This increase is contrary to the seasonal change usually shown between these months by this survey. Sales are shown as reported, without adjustment for seasonal or price fluctuations.

For the first seven months of 1941, all of the 35 kinds of business reported sales to be higher than during the same period of 1940. Led by wholesalers of metals with a 79 percent rise, all durable goods lines reported distinct increases, a trend indicated by the monthly data in previous issues of this report. The importance of these cumulative data in interpreting the monthly figures is found in comparing the 101 percent increase this month for sales of liquor departments with the 21 percent year-to-date gain. The increase in this and related lines is relative to the sharp decrease in sales last year which followed the change in tax rates.

Each of the 35 lines of trade reported that sales during July were greater than those in July 1940. Four trades besides wines and liquors showed gains of 70 percent or more compared with a year ago. These were metals (81%), industrial supplies (73%), shoes and other footwear (72%), and electrical goods (70%). While many lines reported expanding trade gains, increases this month for plumbing and heating supplies and lumber and building materials fell appreciably short of those recorded for the first seven months as a whole. Wholesalers of groceries and foods topped their 12 percent year-to-date gain with a 19 percent increase over July 1940.

The cost value of inventories on hand at the end of July for 1,804 wholesalers rose 2 percent from the beginning of the month, and was 18 percent over July 31, 1940. The increase over a year ago is the second largest recorded by this series in the three years during which these data have been collected. The increase in June had been 20 percent over June 1940. Each month this year there has been a small (1% - 6%) but steady inventory accumulation in terms of dollars. The ratio of stock to sales of 136 for July 1941, is however, sharply under the figure of 168 for July 1940. It is the lowest ratio of inventories to sales ever reported in this series. Most of the 32 trades for which stock-sales ratios are shown indicated this decrease in relative inventory position. For wholesalers of groceries and foods, inventory accumulations slightly exceeded sales expansions.

Collections on accounts receivable for 2,375 wholesalers were more favorable in July of this year than those reported by these same establishments for July 1940. Collections during July equaled 80 percent of accounts receivable as of July 1, compared with collection percentages of 76 for July 1940 and 78 for June 1941. Continuing to reflect recent expansions in sales volume, accounts receivable were 28 percent greater on July 1, 1941, than at the same date in 1940, and 1 percent higher than on June 1, 1941.

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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
JULY 1941

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KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		July 1941 (Add 000)	Percent change from 7 mos. 1940	Seven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1941 (Add 000)	July 1941	July 1940	June 1941
		July 1941 vs. July 1940	July 1941 vs. June 1941					July 1941 vs. July 1940	July 1941 vs. June 1941				
UNITED STATES	2,908	+43	+ 7	\$293,230	+28	\$2,162,803	1,804	+18	+ 2	\$257,805	136	168	141
Automotive Supplies.....	200	+37	+ 3	4,924	+22	36,389	101	+ 6	+ b	4,692	186	244	198
Chemicals (industrial).....	21	+42	+ 2	1,144	+41	12,684	12	+22	+ 5	440	64	80	65
Paints and Varnishes.....	69	+31	-11	3,003	+32	19,716	19	+15	+ 6	1,168	168	185	141
Clothing and Furnishings, except Shoes.....	45	+61	+19	1,506	+45	20,308	25	+ 3	+ 6	1,350	211	347	232
Shoes and other Footwear.....	35	+72	+39	16,352	+45	95,789	22	- 5	- 2	7,043	90	154	139
Coal.....	11	+65	+14	1,568	+37	13,144	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	127	+22	+ 8	19,612	+11	140,525	88	+ 9	+ 5	22,320	183	204	188
Dry Goods.....	106	+63	+15	13,958	+32	90,482	60	+15	+9	22,464	224	317	240
Electrical Goods.....	350	+70	+ 1	38,305	+60	271,290	303	+40	+ 5	32,737	90	111	87
Dairy and Poultry Products.....	17	+28	- 5	1,165	+11	14,782	9	+39	+20	474	84	73	67
Fresh Fruits and Vegetables.....	79	+23	+ 2	5,290	+10	32,439	56	+20	- 7	718	28	32	31
Farm Supplies.....	9	+26	- 6	239	+16	5,067	c	c	c	c	c	c	c
Furniture and House Furnishings.....	65	+48	-14	5,761	+38	56,049	37	+17	+ 2	9,272	235	297	189
Groceries and Foods, except Farm Products.....	639	+19	+ 6	55,272	+12	437,513	383	+21	+ b	45,609	138	135	149
Full-line Wholesalers.....	340	+22	+ 6	23,885	+12	176,934	193	+21	- b	21,520	149	152	162
Voluntary-group Wholesalers.....	171	+18	+ 5	20,339	+10	162,690	119	+17	+ b	16,426	151	153	165
Retailer-cooperative Warehouses.....	21	+27	+16	3,683	+17	26,716	9	+26	- 3	2,732	108	110	131
Specialty Lines.....	107	+11	+ 4	7,367	+13	71,173	62	+35	+ 2	4,931	93	74	94
Confectionery.....	29	+31	+ 6	655	+14	4,441	15	+13	- 3	248	92	112	101
Meats and Meat Products.....	90	+45	+16	26,923	+25	159,360	65	+44	- b	7,092	58	58	63
Beer.....	49	+46	+17	1,132	+14	4,107	36	+30	+ b	275	32	36	37
Wines and Liquors.....	34	+97	+ 4	5,093	+21	34,493	25	+33	+ 8	7,853	189	265	181
Liquor Department of Other Trades ^e	39	+101	-13	4,035	+21	30,371	29	+ 6	+ 7	5,623	229	456	196
Total Hardware Group.....	384	+58	+ 1	42,992	+49	316,192	246	+20	+ 1	57,435	189	252	191
General Hardware.....	143	+54	+ 2	23,654	+39	177,180	86	+18	+ 1	38,827	222	289	223
Industrial Supplies.....	131	+73	+ 1	12,184	+69	96,770	92	+19	- 1	13,241	144	218	147
Plumbing and Heating Supplies.....	110	+46	- b	7,154	+54	42,242	68	+43	+ 3	5,367	143	152	144
Jewelry.....	35	+58	- 5	1,422	+42	13,512	21	+14	+14	2,857	313	457	290
Optical Goods.....	26	+27	- b	336	+20	2,396	13	+28	+ 2	197	136	127	136
Lumber and Building Materials.....	41	+24	+ 5	3,210	+44	25,890	29	+ 6	+ 1	2,841	116	139	120
Machinery, Equipment & Supplies, except Electrical..	63	+62	+ 3	4,215	+56	31,500	41	+12	- 1	4,851	159	215	160
Surgical Equipment and Supplies.....	30	+37	- b	732	+16	8,027	12	+14	+ 3	532	131	171	120
Metals.....	28	+81	- b	6,233	+79	45,498	17	- 4	- 8	5,650	115	215	126
Paper and Its Products.....	88	+35	+ 8	6,672	+20	48,421	45	+ 7	+ 2	4,527	144	175	152
Petroleum.....	9	+46	+ 5	1,655	+ 5	54,090	7	+26	+ 6	838	51	59	51
Tobacco and Its Products.....	151	+15	+ 9	15,022	+ 5	100,925	61	+ 6	+ 1	3,609	45	48	50
Leather and Shoe Findings.....	8	+ 2	+ 2	189	+11	1,268	c	c	c	c	c	c	c
Miscellaneous.....	31	+56	+26	4,605	+33	36,135	27	- 9	- 1	4,890	155	247	184

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Less than 0.5 percent.

^c Insufficient data to show separately.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
JULY 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		July 1941	July 1940	June 1941	Percent change		As of July 1, 1941 (Add 000)
					July 1941 vs. July 1940	July 1941 vs. June 1941	
UNITED STATES	2,375	80	76	78	+28	+ 1	\$284,746
Automotive Supplies.....	150	68	61	68	+23	+ 5	4,289
Chemicals (industrial).....	21	87	71	88	+17	+ 3	1,258
Paints and Varnishes.....	35	53	51	53	+23	- 3	1,851
Clothing and Furnishings, except Shoes.....	38	40	34	42	+10	- 8	2,615
Shoes and Other Footwear.....	31	43	48	50	+36	-13	10,100
Coal.....	11	94	81	83	+33	- 2	1,671
Drugs and Sundries (liquor excluded).....	106	72	68	70	+ 8	- b	19,379
Dry Goods.....	95	47	44	49	+31	+ 4	22,222
Electrical Goods.....	324	78	72	79	+51	+ b	44,584
Dairy and Poultry Products.....	14	142	153	164	+41	+ 7	641
Fresh Fruits and Vegetables.....	60	151	152	152	+14	+ 6	1,404
Farm Supplies.....	6	75	61	80	+ 8	-51	409
Furniture and House Furnishings.....	55	51	49	55	+43	+ 2	10,968
Groceries and Foods, except Farm Products.....	489	104	99	101	+ 9	- b	40,274
Full-line Wholesalers.....	237	97	92	92	+11	+ 2	16,907
Voluntary-group Wholesalers.....	145	105	98	100	+ 7	+ b	15,974
Retailer-cooperative Warehouses.....	16	190	179	177	+17	- 4	1,457
Specialty Lines.....	91	103	102	106	+ 8	- 6	5,936
Confectionery.....	17	74	66	67	+ 7	+ b	465
Meats and Meat Products.....	77	176	177	160	+41	+ 6	14,305
Beer.....	13	227	176	155	-10	+16	44
Wines and Liquors.....	29	87	81	82	+ 6	+ 3	5,229
Liquor Department of Other Trades.....	29	64	61	66	+17	+ 4	4,021
Total Hardware Group.....	357	66	59	66	+39	+ 5	57,157
General Hardware.....	131	61	55	61	+28	+ 2	33,701
Industrial Supplies.....	118	80	70	78	+64	+ 9	13,387
Plumbing and Heating Supplies.....	108	65	62	65	+49	+ 9	10,069
Jewelry.....	27	33	27	25	+23	- 3	3,774
Optical Goods.....	23	83	55	67	+12	+ 5	425
Lumber and Building Materials.....	39	73	68	72	+15	+ 2	4,054
Machinery, Equipment and Supplies, except Electrical.....	55	60	58	64	+55	+ 5	5,321
Surgical Equipment and Supplies.....	29	52	48	53	+20	+ 2	1,224
Metals.....	27	102	90	103	+65	+ 1	6,183
Paper and Its Products.....	76	63	60	65	+13	+ 2	8,426
Petroleum.....	7	132	124	131	+24	+ 6	1,133
Tobacco and Its Products.....	104	139	131	127	+ 1	- 1	8,102
Leather and Shoe Findings.....	7	57	41	46	+10	- 6	179
Miscellaneous.....	23	64	53	64	+ 7	- 2	3,059

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

^b Less than 0.5 percent.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		July 1941 (Add 000)	Percent change from 7 mos. 1940	Seven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1941 (Add 000)	July 1941	July 1940	June 1941
		July 1941 vs. July 1940	July 1941 vs. June 1941					July 1941 vs. July 1940	July 1941 vs. June 1941				
New England.....	194	+47	+ 5	\$18,342	+32	\$120,072	124	+22	+ 2	\$12,153	101	127	103
Automotive Supplies.....	4	+22	+ 5	22	+19	150	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	7	+27	+11	1,026	+25	6,677	b	b	b	b	b	b	b
Electrical Goods.....	37	+90	+10	3,111	+81	19,076	32	+42	+ 2	2,627	87	117	93
Groceries and Foods, except Farm Products.....	27	+24	+ 6	2,790	+13	17,419	14	+33	+ 2	1,348	151	131	167
Meats and Meat Products.....	8	+23	- 3	2,923	+26	21,404	8	+64	+ 8	1,193	41	31	37
Wines and Liquors.....	7	+154	+13	993	+34	4,645	5	+11	+ 2	632	118	197	138
General Hardware.....	8	+33	- 3	546	+26	3,042	6	+10	+ c	1,266	269	321	260
Industrial Supplies.....	16	+76	- 8	983	+84	7,002	11	+ 7	+ 1	1,280	165	268	147
Plumbing and Heating.....	8	+71	+ 2	318	+70	1,992	4	+ 6	- 3	366	142	248	155
Optical Goods.....	5	+21	- 8	46	+26	274	4	+41	+ 5	45	188	152	179
Metals.....	4	+95	+ 4	475	+102	2,870	b	b	b	b	b	b	b
Paper and Its Products.....	7	+36	+ 2	342	+28	2,301	5	+ 7	- c	286	117	151	123
Tobacco and Its Products.....	13	+11	+ 7	1,933	+ 2	13,509	b	b	b	b	b	b	b
Middle Atlantic.....	603	+39	+ 6	65,341	+26	495,766	358	+20	+ 3	47,098	123	146	124
Automotive Supplies.....	23	+32	+ 9	832	+18	6,328	16	+ 1	- 4	1,132	173	222	192
Chemicals (industrial).....	5	+28	- 8	261	+73	4,071	b	b	b	b	b	b	b
Paints and Varnishes.....	4	+15	- 8	47	+22	332	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	17	+47	+20	923	+53	15,597	9	+ 9	+ 8	743	257	349	232
Shoes and Other Footwear.....	9	+56	+ 9	842	+31	6,328	4	- 2	+ 7	1,273	190	291	199
Drugs and Sundries (liquor excluded).....	20	+12	+ 6	3,910	+ 6	30,132	16	+ 4	+ 4	3,607	144	155	147
Dry Goods.....	39	+69	+11	3,717	+38	28,480	20	+19	+10	2,817	193	267	198
Electrical Goods.....	71	+71	- c	7,621	+59	55,428	61	+42	+ 5	6,086	85	105	80
Dairy and Poultry Products.....	4	+17	-17	484	+ 3	7,115	b	b	b	b	b	b	b
Fresh Fruits and Vegetables.....	17	+13	+ 1	2,545	+10	13,590	10	+40	-11	42	8	7	9
Furniture and House Furnishings.....	20	+51	-13	1,081	+40	12,660	13	+28	+10	1,793	253	291	184
Groceries and Foods, except Farm Products.....	91	+18	+ 7	9,351	+ 9	78,066	39	+30	+ 1	5,052	149	133	158
Confectionery.....	6	+27	+ 7	89	+ 4	557	b	b	b	b	b	b	b
Meats and Meat Products.....	18	+29	+ 8	6,649	+ 8	37,754	14	+44	- 2	1,241	57	57	62
Beer.....	8	+28	+ 8	128	+ 7	1,041	5	+36	+12	19	19	18	19
General Hardware.....	34	+44	- 2	3,161	+27	22,425	17	+17	+ 2	4,117	223	279	226
Industrial Supplies.....	39	+82	+ 6	3,004	+81	25,560	27	+27	- 2	3,097	128	186	138
Plumbing and Heating Supplies.....	43	+54	+ 4	2,158	+46	7,540	30	+61	+ 9	2,141	137	130	123
Jewelry.....	10	+69	+ 7	491	+40	4,000	8	+17	+ 7	1,269	310	439	339
Optical Goods.....	11	+37	+ 2	172	+20	1,066	4	+40	+ 5	63	180	173	171
Lumber and Building Materials.....	7	+17	+ 3	552	+43	7,725	b	b	b	b	b	b	b
Machinery, Eqpt. and Supplies, except Electrical....	7	+95	+39	586	+84	3,979	b	b	b	b	b	b	b
Metals.....	4	+77	+ 2	2,949	+59	20,765	b	b	b	b	b	b	b
Paper and Its Products.....	28	+29	+ 2	2,292	+19	18,928	13	+ 7	- c	1,733	136	155	138
Petroleum.....	4	+56	+ 4	769	+31	4,179	b	b	b	b	b	b	b
Tobacco and Its Products.....	40	+11	+14	6,138	+ 4	37,589	25	+ 2	+ 2	2,229	42	46	48
East North Central.....	570	+41	+ 5	52,861	+30	377,714	381	+17	+ 1	47,030	122	153	127
Automotive Supplies.....	58	+45	+12	1,147	+22	6,365	38	+14	+ 3	1,595	187	240	205
Chemicals (industrial).....	5	+60	+11	469	+34	2,939	b	b	b	b	b	b	b
Paints and Varnishes.....	13	+17	-13	399	+22	2,733	7	+25	+19	453	137	128	102
Clothing and Furnishings, except Shoes.....	11	+65	+ 6	247	+22	1,937	8	+ 3	- 6	336	191	291	218
Drugs and Sundries (liquor excluded).....	24	+23	+ 9	3,446	+11	23,418	17	+ 9	+ 4	4,142	164	185	169
Dry Goods.....	8	+48	+ 1	731	+27	5,376	5	+17	+ 3	1,619	235	297	231
Electrical Goods.....	61	+72	+ 3	7,555	+58	58,907	51	+36	+ 5	6,039	85	110	83
Dairy and Poultry Products.....	5	+29	+17	340	+21	1,442	b	b	b	b	b	b	b
Fresh Fruits and Vegetables.....	16	+12	- 4	684	+ 3	3,601	11	+17	- 2	287	62	59	60
Furniture and House Furnishings.....	8	+51	-20	603	+39	4,444	6	+39	+ 4	1,187	234	255	179
Groceries and Foods, except Farm Products.....	117	+19	+ 7	12,106	+12	79,088	76	+17	+ c	9,151	129	133	144

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
 JULY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		July 1941 (Add 000)	Percent change from 7 mos. 1940	Seven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1941 (Add 000)	July 1941	July 1940	June 1941
		July 1941 vs. July 1940	July 1941 vs. June 1941					July 1941 vs. July 1940	July 1941 vs. June 1940				
East North Central (continued)													
Confectionery.....	9	+ 2	- 8	86	+ 3	527	5	+ 5	- 4	46	102	100	104
Meats and Meat Products.....	21	+70	+17	4,398	+35	27,422	19	+42	- 1	2,492	63	77	75
Beer.....	22	+49	+19	545	+25	1,277	17	+36	+ 2	135	31	33	35
Wines and Liquors.....	7	+34	+ 5	387	+20	1,709	6	+ 7	- 8	463	160	184	177
Liquor Department of Other Trades ^d	4	+83	-35	199	+17	2,119	b	b	b	b	b	b	b
General Hardware.....	20	+46	- c	4,586	+23	41,550	14	+26	- 3	8,568	204	239	208
Industrial Supplies.....	20	+97	- 2	3,045	+95	25,485	16	+22	- 1	2,410	91	151	91
Plumbing and Heating Supplies.....	13	+50	+15	826	+50	8,182	8	+19	- 1	703	184	211	201
Jewelry.....	12	+50	- 7	821	+41	4,691	6	+20	+28	1,126	339	495	271
Optical Goods.....	4	+35	+ 6	35	+29	317	b	b	b	b	b	b	b
Lumber and Building Materials.....	10	+18	+ 3	593	+47	4,647	7	+ 4	- 3	471	118	127	117
Machinery, Expt. and Supplies, except Electrical..	14	+32	+ 8	839	+64	4,669	12	+25	- 6	462	69	67	73
Surgical Equipment and Supplies.....	5	+46	-12	328	+26	2,772	b	b	b	b	b	b	b
Metals.....	9	+86	- 8	1,634	+111	13,605	6	-19	-10	1,605	121	305	127
Paper and Its Products.....	20	+37	+13	2,471	+21	15,913	11	+13	+ 6	1,052	108	137	116
Tobacco and Its Products.....	35	+17	+ 3	2,910	+ 5	20,594	12	+15	0	709	53	55	55
Leather and Shoe Findings.....	4	+48	+ 5	62	+24	407	b	b	b	b	b	b	b
West North Central.....	292	+43	+10	35,323	+27	261,226	207	+14	+ 3	47,271	151	193	164
Automotive Supplies.....	17	+52	- 7	466	+24	4,485	6	- c	- c	417	172	317	163
Paints and Varnishes.....	4	+50	- c	205	+27	1,257	b	b	b	b	b	b	b
Shoes and Other Footwear.....	5	+63	+69	5,187	+47	29,585	4	-19	-14	2,602	51	102	101
Drugs and Sundries (liquor excluded).....	15	+23	+ 7	2,498	+ 7	16,687	14	+ 9	+ 5	3,828	180	201	185
Dry Goods.....	11	+50	+19	5,568	+33	29,074	10	+18	+ 9	11,735	223	303	244
Electrical Goods.....	42	+55	- 1	4,017	+45	26,629	26	+43	+ 9	3,856	107	116	97
Fresh Fruits and Vegetables.....	9	+26	+ 9	417	+ 5	2,448	7	+27	+ 4	143	46	45	47
Furniture and House Furnishings.....	4	+43	-36	1,222	+34	19,886	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	72	+18	+ 8	5,189	+11	47,141	51	+16	- c	5,948	138	142	154
Beer.....	9	+32	+22	192	+ 1	681	8	- 7	-15	28	17	23	24
General Hardware.....	13	+56	+ 3	4,186	+41	29,734	12	+22	+ 5	8,663	218	262	217
Industrial Supplies.....	14	+27	- 4	696	+29	4,027	8	+20	+ 1	827	188	205	168
Plumbing and Heating Supplies.....	11	+29	- 1	809	+22	4,399	6	+23	- 1	533	154	170	151
Jewelry.....	5	+67	-17	82	+36	870	b	b	b	b	b	b	b
Surgical Equipment and Supplies.....	4	+40	+35	70	+ 7	2,359	b	b	b	b	b	b	b
Metals.....	4	+59	+ 5	543	+80	3,703	b	b	b	b	b	b	b
Paper and Its Products.....	8	+22	+18	253	+12	1,705	4	- 7	- 4	370	280	370	362
Tobacco and Its Products.....	12	+12	+ 7	647	+ 2	6,955	7	+14	+ 2	226	56	57	61
South Atlantic.....	564	+42	+ 5	24,873	+31	173,200	213	+24	+ 3	22,834	138	164	141
Automotive Supplies.....	15	+41	+15	397	+30	3,702	b	b	b	b	b	b	b
Paints and Varnishes.....	5	+44	-12	161	+42	943	5	+ 3	+ 1	226	140	196	121
Shoes and Other Footwear.....	6	+64	+26	1,338	+34	9,586	4	- c	+ 7	1,788	141	232	165
Drugs and Sundries (liquor excluded).....	22	+29	+10	2,029	+17	15,731	14	+19	+ 3	2,684	224	244	241
Dry Goods.....	12	+66	+ 8	1,114	+26	6,975	7	+22	+ 7	1,606	272	375	284
Electrical Goods.....	49	+50	- 7	5,110	+66	36,216	45	+61	+10	4,918	100	93	84
Fresh Fruits and Vegetables.....	12	+27	+ 1	370	+ 9	2,352	8	- 2	-22	42	16	22	21
Furniture and House Furnishings.....	6	+53	- 3	302	+34	2,557	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	95	+22	+11	5,299	+ 9	37,212	41	+18	- 3	3,478	133	139	154
Confectionery.....	7	+27	+ 7	180	+17	1,194	5	+25	- 2	80	75	77	84
Meats and Meat Products.....	13	+40	+22	1,011	+31	5,584	10	+33	-12	472	48	51	67
Wines and Liquors.....	5	+94	+14	324	+22	2,547	b	b	b	b	b	b	b
General Hardware.....	21	+56	+ 9	1,699	+35	13,948	11	- 2	+ 1	2,478	262	397	286
Industrial Supplies.....	15	+72	+ c	943	+58	6,256	10	+11	- 3	1,002	133	220	143
Plumbing and Heating Supplies.....	17	+38	- 2	1,353	+64	7,738	13	+63	+ c	1,092	126	124	150
Machinery, Expt. and Supplies, except Electrical..	5	+49	+ 7	216	+37	1,533	b	b	b	b	b	b	b
Paper and Its Products.....	10	+41	+15	512	+26	3,680	4	+12	+ 5	136	87	108	94
Tobacco and Its Products.....	16	+56	+11	1,145	+21	6,612	5	+32	- 1	152	43	47	49

(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		July 1941 (Add 000)	Percent change from 7 mos. 1940	Seven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1941 (Add 000)	July 1941	July 1940	June 1941
		July 1941 vs. July 1940	July 1941 vs. June 1941					July 1941 vs. July 1940	July 1941 vs. June 1941				
East South Central.....	141	+48	+ 8	\$10,951	+27	\$79,294	76	+21	+ 8	\$11,187	162	206	162
Drugs and Sundries (liquor excluded).....	12	+35	+ 6	1,435	+20	10,214	b	b	b	b	b	b	b
Dry Goods.....	13	+96	+25	1,054	+33	6,497	7	+ 7	+22	1,761	230	459	235
Electrical Goods.....	13	+61	-10	1,054	+66	9,411	10	+29	+ 9	992	99	125	81
Fresh Fruits and Vegetables.....	5	+11	+ 3	100	+ 6	468	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	44	+29	+ 3	3,057	+10	20,850	19	+28	+10	1,997	153	155	154
Meats and Meat Products.....	4	+33	+ 5	708	+20	4,363	b	b	b	b	b	b	b
General Hardware.....	12	+72	+18	1,781	+36	14,679	6	+34	+ 2	2,630	179	240	215
Machinery, Eqpt. and Supplies, except Electrical..	4	+44	+ 8	201	+31	1,233	b	b	b	b	b	b	b
Paper and Its Products.....	5	+51	+10	251	+24	1,497	b	b	b	b	b	b	b
West South Central.....	262	+39	+ 6	21,773	+28	166,140	181	+17	+ 1	27,955	174	214	182
Automotive Supplies.....	6	+29	- 9	124	+12	2,039	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	16	+22	+15	1,895	+10	13,908	11	+ 3	+ 3	3,513	225	261	253
Dry Goods.....	6	+90	+41	900	+26	4,549	5	+14	+13	1,537	220	367	275
Electrical Goods.....	34	+88	+13	3,061	+53	18,050	28	+27	- 3	2,590	86	129	100
Furniture and House Furnishings.....	4	+57	-18	127	+53	937	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	119	+18	+ 4	8,010	+12	63,877	83	+28	+ 2	8,674	159	152	162
Liquor Department of Other Trades ^d	9	+39	+ 5	424	+ 6	3,783	8	- 6	+11	1,244	303	446	286
General Hardware.....	15	+49	- 2	1,886	+91	24,261	10	+19	+ 1	3,488	261	323	243
Industrial Supplies.....	10	+58	+ 3	2,552	+36	14,316	8	+19	- 3	3,487	230	326	243
Machinery, Eqpt. and Supplies, except Electrical..	7	+46	-20	723	+60	7,328	4	+ 4	- 1	1,935	305	445	234
Surgical Equipment and Supplies.....	6	+15	- 2	86	+12	533	b	b	b	b	b	b	b
Tobacco and Its Products.....	9	+ 6	+ 6	351	+ 1	2,536	b	b	b	b	b	b	b
Mountain.....	129	+32	+ 3	8,872	+22	59,860	95	+16	+ 3	11,543	154	176	154
Automotive Supplies.....	23	+26	+10	472	+ 8	3,118	14	+ 5	+ 5	858	294	341	334
Dry Goods.....	4	+21	- 8	587	+19	2,680	b	b	b	b	b	b	b
Electrical Goods.....	14	+49	- 3	1,207	+59	6,694	11	+21	+ 9	1,017	93	115	84
Fresh Fruits and Vegetables.....	5	- 4	+15	54	+ 1	411	5	+20	+20	6	11	9	11
Groceries and Foods, except Farm Products.....	30	+11	+ 3	1,824	+ 7	13,590	27	+18	+ 3	3,179	181	171	182
Meats and Meat Products.....	5	+34	+12	632	+37	3,316	b	b	b	b	b	b	b
General Hardware.....	5	+37	+ 7	737	+25	5,260	b	b	b	b	b	b	b
Plumbing and Heating Supplies.....	6	+58	- 5	359	+48	2,083	4	+45	+ 3	362	177	192	147
Lumber and Building Materials.....	4	+47	+ 5	937	+44	5,217	4	+11	+ 3	1,064	114	150	116
Tobacco and Its Products.....	7	+18	+16	368	- 2	2,293	4	+ 2	0	114	35	44	40
Pacific.....	311	+44	+ 3	36,304	+31	281,809	169	+16	+ 1	30,954	138	172	143
Automotive Supplies.....	54	+35	+ 1	1,464	+30	9,945	15	- 6	- 6	356	132	197	133
Paints and Varnishes.....	4	+25	-26	50	+21	563	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	4	+64	+ 7	74	+31	515	b	b	b	b	b	b	b
Shoes and Other Footwear.....	7	+40	+42	247	+10	1,470	5	+12	+ 5	448	188	234	262
Dry Goods.....	10	+34	+15	653	+22	6,572	b	b	b	b	b	b	b
Electrical Goods.....	29	+84	+ 3	5,569	+70	33,889	28	+33	+ 3	4,812	87	121	87
Fresh Fruits and Vegetables.....	9	+12	+ 2	487	+ 7	5,922	7	+22	- 4	66	20	21	21
Furniture and House Furnishings.....	16	+47	+11	1,811	+41	11,118	8	+22	- 3	2,402	243	305	318
Groceries and Foods, except Farm Products.....	44	+18	+ 4	7,646	+17	80,270	33	+19	- 4	6,782	108	106	119
Confectionery.....	4	+50	+12	272	+17	2,038	b	b	b	b	b	b	b
Meats and Meat Products.....	9	+42	+21	1,068	+21	7,716	6	+ 3	- 2	127	27	39	52
Wines and Liquors.....	8	+91	+ 2	1,684	+23	9,424	5	+48	+16	2,471	163	209	145
General Hardware.....	15	+71	- 2	5,092	+51	22,301	7	+ 9	- 1	6,914	224	354	215
Industrial Supplies.....	8	+65	+14	531	+75	11,099	5	+19	+ 1	651	187	283	219
Plumbing and Heating Supplies.....	9	+46	-12	1,259	+80	9,337	b	b	b	b	b	b	b
Lumber and Building Materials.....	11	+ 7	+ 5	821	+42	4,685	9	+ 6	+ 3	803	106	115	106
Machinery, Eqpt. and Supplies, except Electrical..	12	+135	+ 1	584	+61	4,492	b	b	b	b	b	b	b
Surgical Equipment and Supplies.....	4	+43	+40	73	+14	944	4	+ 4	- 2	139	190	263	273
Paper and Its Products.....	6	+37	+19	346	+13	2,731	b	b	b	b	b	b	b
Tobacco and Its Products.....	16	+25	+ 3	1,403	+ 8	10,052	b	b	b	b	b	b	b

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
July 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		July	July	June	Percent change		As of
		1941	1940	1941	July 1941 vs. July 1940	July 1941 vs. June 1941	July 1, 1941 (Add 000)
New England.....	170	87	82	86	+28	+ 1	\$17,850
Electrical Goods.....	35	77	74	77	+74	+ 2	3,556
Fresh Fruits and Vegetables.....	5	200	191	166	+ 7	- 6	136
Groceries and Foods, except Farm Products.....	22	92	84	87	+ 5	+ 5	2,664
Meats and Meat Products.....	8	157	177	176	+37	- 6	1,683
Wines and Liquors.....	7	62	53	60	+ 1	+ 5	1,395
General Hardware.....	8	55	49	54	+17	- 1	1,039
Industrial Supplies.....	14	78	64	73	+80	+ 7	1,205
Plumbing and Heating Supplies.....	8	62	48	62	+39	+ 3	488
Optical Goods.....	5	57	46	60	+12	+ 7	87
Metals.....	4	121	118	122	+115	+24	385
Paper and Its Products.....	6	75	69	69	+21	+ 2	459
Tobacco and Its Products.....	10	157	144	118	+ 6	-14	1,092
Middle Atlantic.....	504	84	80	82	+23	- b	62,914
Automotive Supplies.....	20	66	56	67	+ 8	+ 5	867
Chemicals (industrial).....	5	98	67	108	- 1	+12	265
Clothing and Furnishings, except Shoes.....	13	37	31	37	+ 5	-13	1,420
Shoes and Other Footwear.....	8	38	39	40	+34	- 5	1,714
Drugs and Sundries (liquor excluded).....	18	61	57	59	+ 2	- 1	4,664
Dry Goods.....	35	49	46	53	+43	+ 6	5,313
Electrical Goods.....	67	83	76	85	+40	- 6	8,721
Fresh Fruits and Vegetables.....	11	237	225	230	+16	+11	216
Furniture and House Furnishings.....	17	48	45	51	+39	- 5	2,253
Groceries and Foods, except Farm Products.....	70	102	99	97	+11	- 3	7,424
Meats and Meat Products.....	14	181	172	168	+22	+ 5	3,547
General Hardware.....	30	56	50	56	+19	+ 1	4,703
Industrial Supplies.....	35	89	70	79	+62	+ 4	3,248
Plumbing and Heating Supplies.....	42	61	55	61	+41	+11	3,203
Jewelry.....	7	26	25	26	+24	- b	606
Optical Goods.....	9	57	46	57	+13	+ 7	225
Lumber and Building Materials.....	7	56	60	56	+15	- 2	896
Machinery, Rpt. and Supplies, except Electrical...	7	80	71	83	+48	-14	493
Metals.....	4	113	94	116	+43	- 1	2,615
Paper and Its Products.....	22	58	57	61	+ 9	+ 3	3,018
Tobacco and Its Products.....	29	160	154	150	+ 1	+ 3	3,314
East North Central.....	453	84	77	80	+29	+ 3	53,809
Automotive Supplies.....	47	81	71	77	+26	+ 1	959
Chemicals (industrial).....	5	108	99	110	+34	+ 7	400
Paints and Varnishes.....	13	46	46	47	+24	- 2	914
Clothing and Furnishings, except Shoes.....	10	60	50	59	+12	-11	416
Drugs and Sundries (liquor excluded).....	22	74	76	71	+12	+ 2	3,584
Dry Goods.....	7	50	44	51	+20	+ b	1,345
Electrical Goods.....	56	75	70	74	+53	+ 1	9,244
Fresh Fruits and Vegetables.....	9	172	152	185	-12	- 2	197
Furniture and House Furnishings.....	8	58	52	61	+31	- b	1,168
Groceries and Foods, except Farm Products.....	84	110	99	102	+ 6	+ 1	8,552
Confectionery.....	6	120	113	113	+ b	-11	40
Meats and Meat Products.....	17	179	179	168	+81	+31	2,214
Wines and Liquors.....	5	175	119	147	+ 1	+ 3	187
General Hardware.....	20	68	58	69	+20	+ 4	6,392
Industrial Supplies.....	17	86	83	83	+121	+11	3,460
Plumbing and Heating Supplies.....	13	72	71	71	+30	+ 8	978
Jewelry.....	9	34	28	23	+23	- 2	2,443
Optical Goods.....	4	70	58	71	+ 9	+ 4	47
Lumber and Building Materials.....	9	75	75	75	+25	+17	709
Machinery, Rpt. and Supplies, except Electrical...	13	73	82	88	+61	+ 1	890
Surgical Rpt. and Supplies.....	4	55	54	59	+42	+ 2	537
Metals.....	8	98	88	94	+102	- 1	1,824
Paper and Its Products.....	20	66	61	68	+15	+ b	3,337
Tobacco and Its Products.....	23	123	114	122	- b	+ 4	1,635
Leather and Shoe Findings.....	4	57	44	48	+12	- 7	112
West North Central.....	249	66	66	67	+30	- 2	42,307
Automotive Supplies.....	13	70	57	69	+37	+ 6	575
Clothing and Furnishings, except Shoes.....	5	31	25	33	- 6	- 2	277
Shoes and Other Footwear.....	5	47	57	57	+46	-20	5,650
Drugs and Sundries (liquor excluded).....	14	73	69	69	+10	0	2,824
Dry Goods.....	11	46	45	48	+31	+ 5	8,766
Electrical Goods.....	38	76	72	78	+36	+ 3	4,699
Fresh Fruits and Vegetables.....	7	193	177	180	+14	- 1	166
Furniture and House Furnishings.....	4	53	52	60	+51	+ 4	2,943
Groceries and Foods, except Farm Products.....	58	134	127	132	+10	+ 5	3,036
General Hardware.....	13	61	64	58	+38	- 4	6,218
Industrial Supplies.....	13	60	60	58	+38	+19	961
Plumbing and Heating Supplies.....	11	63	57	61	+28	+17	1,040
Jewelry.....	5	44	36	42	+23	- 8	242
Machinery, Rpt. and Supplies, except Electrical...	5	74	95	83	+137	+40	389
Surgical Rpt. and Supplies.....	4	37	48	57	- 4	- 7	88
Metals.....	4	95	89	100	+44	- 4	504
Paper and Its Products.....	7	63	61	66	+13	+ 7	307
Tobacco and Its Products.....	6	193	190	190	+10	+ 3	149

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS JULY 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Accounts Receivable		
		July 1941	July 1940	June 1941	Percent change		As of July 1, 1941 (Add 000)
					July 1941 vs. July 1940	July 1941 vs. June 1941	
South Atlantic.....	292	75	69	72	+32	+ 1	\$25,056
Automotive Supplies.....	14	66	58	69	+18	+ 2	467
Paints and Varnishes.....	5	62	55	60	+25	- 4	301
Shoes and Other Footwear.....	4	54	52	56	+11	-20	478
Drugs and Sundries (liquor excluded).....	19	73	65	77	+10	- 2	2,128
Dry Goods.....	8	47	40	45	+27	+ 1	1,642
Electrical Goods.....	48	76	67	75	+56	+ 2	6,967
Fresh Fruits and Vegetables.....	11	109	104	107	+17	+ 6	226
Groceries and Foods, except Farm Products.....	66	109	94	94	+ 3	- 3	3,253
Confectionery.....	4	83	82	68	+16	+ b	202
Meats and Meat Products.....	11	174	161	149	+21	+ b	499
General Hardware.....	18	50	42	53	+25	- 3	2,296
Industrial Supplies.....	13	80	64	72	+51	+ 8	1,140
Plumbing and Heating Supplies.....	16	60	63	60	+66	+ 7	2,152
Machinery, Eqpt. and Supplies, except Electrical..	5	74	60	74	+17	+ 3	268
Paper and Its Products.....	8	68	68	71	+33	- 4	444
Tobacco and Its Products.....	9	100	93	95	+ 3	- 4	389
East South Central.....	120	67	62	68	+22	+ 4	12,612
Drugs and Sundries (liquor excluded).....	10	74	69	71	+10	- 1	1,542
Dry Goods.....	13	39	34	39	+32	+ 4	2,125
Electrical Goods.....	11	76	71	78	+60	+15	1,404
Fresh Fruits and Vegetables.....	5	99	113	103	+17	+ 9	82
Groceries and Foods, except Farm Products.....	33	89	81	91	+12	+ 6	2,104
Meats and Meat Products.....	4	127	126	124	+58	+15	543
General Hardware.....	10	56	49	62	+18	+ b	2,439
Industrial Supplies.....	8	77	81	80	+37	+ 9	426
Machinery, Eqpt. and Supplies, except Electrical..	4	55	58	60	+32	+ 2	321
Paper and Its Products.....	5	69	63	69	+17	+ 4	316
West South Central.....	216	75	71	75	+26	+ 4	21,020
Automotive Supplies.....	5	65	60	62	+27	+ 1	154
Drugs and Sundries (liquor excluded).....	12	75	72	71	+ 9	- 1	2,056
Dry Goods.....	6	42	34	40	+12	+ 1	1,521
Electrical Goods.....	32	84	75	78	+58	+ 4	3,037
Furniture and House Furnishings.....	4	45	50	52	+53	+ 5	269
Groceries and Foods, except Farm Products.....	91	96	95	98	+11	+ 2	5,260
Liquor Department of Other Trades ^c	8	88	80	82	+ 1	- 5	482
General Hardware.....	15	59	54	62	+29	+13	2,946
Industrial Supplies.....	9	87	69	89	+33	+12	2,110
Machinery, Eqpt. and Supplies, except Electrical..	6	31	23	31	+73	+ 5	1,874
Surgical Equipment and Supplies.....	6	51	45	46	+10	+ 3	168
Tobacco and Its Products.....	7	95	90	93	- 6	+ 1	162
Mountain.....	107	80	75	77	+18	+ 3	8,719
Automotive Supplies.....	15	54	57	54	+29	+14	577
Dry Goods.....	4	52	51	54	+25	+ 1	757
Electrical Goods.....	13	74	66	82	+55	+ 2	1,433
Fresh Fruits and Vegetables.....	5	144	174	135	+ 9	+ 9	25
Groceries and Foods, except Farm Products.....	26	92	88	89	+ 6	+ 2	1,753
Plumbing and Heating Supplies.....	6	72	71	70	+52	- 7	484
Lumber and Building Materials.....	4	81	73	73	+16	+ 4	1,041
Pacific.....	254	78	75	79	+30	+ 2	35,768
Automotive Supplies.....	33	65	65	68	+25	+ 9	661
Paints and Varnishes.....	4	74	84	80	+54	- 5	78
Clothing and Furnishings, except Shoes.....	4	44	38	45	+15	- 9	161
Shoes and Other Footwear.....	7	41	44	51	+23	+ 6	497
Dry Goods.....	8	71	70	71	+36	+ 3	670
Electrical Goods.....	24	80	73	81	+57	+ 1	5,523
Fresh Fruits and Vegetables.....	7	88	113	102	+52	+18	356
Furniture and House Furnishings.....	16	48	49	51	+48	+ 7	3,438
Groceries and Foods, except Farm Products.....	39	102	106	106	+13	- 5	6,228
Meats and Meat Products.....	7	210	177	185	+ 7	- 3	418
Wines and Liquors.....	8	85	65	76	- 2	+ 6	1,846
General Hardware.....	14	65	56	65	+43	+ 6	7,337
Plumbing and Heating Supplies.....	9	76	72	78	+33	+15	1,681
Lumber and Building Materials.....	11	84	69	87	+ 9	- 4	1,020
Machinery, Eqpt. and Supplies, except Electrical..	8	75	45	58	+ 8	+11	341
Surgical Equipment and Supplies.....	4	45	35	34	+22	+ 9	131
Paper and Its Products.....	4	54	56	48	+27	+ 7	251
Tobacco and Its Products.....	13	102	91	93	- 5	- 3	1,089

- a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
b Less than 0.5 percent.
c Chiefly of the wholesale drug trade.

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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Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WHOLESALESALES, INVENTORIES AND CREDITS
August 1941

Sales of wholesalers advanced 38 percent in August over the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. This August increase is slightly less than the 43 percent gain for July, which had exceeded all previous year-to-year gains recorded by this series. The year-to-date figure which rose to 28 percent by the end of July, climbed two points during August. Sales of independent retail stores were 26 percent over a year ago for the month of August according to another monthly survey of the Bureau of the Census. The greater sales gains registered by wholesalers reflect the sharp rise in industrial sales in addition to purchases by retailers.

Increases over August 1940 of more than 10 percent were registered by the 35 trades for which data are shown separately. With the exception of liquor trades, wholesalers of durable goods continued to lead in sales gains. In several instances, these lines strengthened the marked advances noted in earlier months. The strongest gains over the first 8 months of 1940 were those of 79 percent for metals, 70 percent for industrial supplies and 62 percent for electrical goods.

The outstanding expansions were again reported in liquor sales, gains in August being sharply above those for the first 8 months of 1941. This advance is associated with the expected revision of tax rates. Accelerated sales gains are also noted for dairy and poultry products and leather and shoe findings. The gains over last August for wholesalers of clothing and shoes fall short of those for the year to date, indicating the influence of the exceptional gains recorded last month for these trades.

In this monthly study, conducted jointly by the National Association of Credit Men and the Bureau of the Census, 2,802 wholesalers, representing all parts of the country, reported dollar sales amounting to \$320,062,000 in August, which were 6 percent above July 1941. This increase represents further expansions in sales following the contra-seasonal rise noted between June and July of this year. Sales are shown as reported, without adjustment for seasonal or price fluctuations.

The cost value of inventories on hand at the end of August for 1,753 wholesalers rose less than 0.5 percent from the beginning of the month, this being the smallest monthly increase noted during 1941. The increase in stocks over August 31, 1940 amounted to 16 percent. Reflecting the stronger percentage increases in sales, the ratio of stocks to sales dropped from 147 in July to 139 in August 1941, and was sharply under the figure of 169 for August 1940. In all trades except foods, stocks on hand were lower than a year ago relative to the expanded volume of sales.

Collections on accounts receivable for 2,312 wholesalers were more favorable in August of this year than those reported by these same establishments for August 1940. Collections during August equaled 76 percent of accounts receivable as of August 1, compared with collection percentages of 73 for August 1940 and 79 for July 1941. Continuing to reflect recent expansions in sales volume, accounts receivable were 32 percent greater on August 1, 1941, than at the same date in 1940, and 4 percent higher than on July 1, 1941.

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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESA'S SALES AND INVENTORIES

AUGUST 1941

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KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY,—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		August 1941 (Add 000)	Percent change from 8 mos. 1940	Eight months 1941 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1941 (Add 000)	August 1941	August 1940	July 1941
		Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941					Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941				
UNITED STATES	2,802	+38	+ 6	\$320,062	+30	\$2,550,195	1,753	+16	+ b	\$302,351	139	169	147
Automotive Supplies.....	182	+39	+ b	4,915	+25	42,751	95	+ 8	+ b	4,659	171	223	172
Chemicals (industrial).....	22	+55	+ 1	1,685	+44	15,566	14	+18	+ 1	1,123	91	132	90
Paints and Varnishes.....	68	+41	+13	3,431	+33	23,198	19	+13	- 2	1,303	171	199	181
Clothing and Furnishings, except Shoes.....	43	+38	+150	3,891	+44	24,502	24	+ 9	+ 2	1,297	99	148	198
Shoes and other Footwear.....	33	+18	+ 1	16,096	+40	111,897	20	+ b	- 5	5,917	73	87	83
Coal.....	12	+51	+10	2,929	+39	16,115	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	131	+20	+ 5	24,403	+13	165,710	100	+ 8	+ 3	36,074	184	206	192
Dry Goods.....	102	+47	+32	18,979	+34	110,565	55	+14	- 3	18,919	167	214	229
Electrical Goods.....	325	+77	+ 2	36,204	+62	311,473	280	+42	+ 2	31,513	93	116	92
Dairy and Poultry Products.....	16	+34	+10	1,329	+13	16,842	8	+32	-16	147	50	50	61
Fresh Fruits and Vegetables.....	76	+15	-11	4,456	+11	37,435	51	+32	+ 6	646	37	33	28
Farm Supplies.....	10	+35	+26	324	+17	5,391	c	c	c	c	c	c	c
Furniture and House Furnishings.....	62	+47	+17	6,793	+39	65,306	38	+20	+ 2	10,080	203	245	258
Groceries and Foods, except Farm Products.....	626	+21	+ 1	54,987	+13	506,040	377	+25	+ 3	49,261	144	141	141
Full-line Wholesalers ^d	337	+23	+ 3	24,385	+13	204,726	194	+25	+ 5	24,483	155	156	154
Voluntary-group Wholesalers.....	162	+19	+ b	19,207	+12	188,333	114	+23	+ 2	16,820	158	153	154
Retailer-cooperative Warehouses.....	25	+27	- 1	4,468	+18	31,855	12	+19	+ 1	3,293	114	126	113
Specialty Lines.....	102	+18	- 2	6,927	+14	81,126	57	+37	+ 3	4,665	96	82	91
Confectionery.....	29	+20	+ 2	666	+14	5,107	15	+20	+ 3	272	97	100	94
Meats and Meat Products.....	88	+43	+ 2	26,225	+27	186,935	62	+40	- 6	5,333	49	48	55
Beer.....	48	+31	- 1	1,080	+18	5,423	36	+21	0	271	31	34	31
Wines and Liquors.....	29	+52	- 8	4,349	+24	39,987	21	+18	+ b	7,614	204	264	195
Liquor Department of Other Trades ^e	40	+75	+15	4,717	+26	35,298	36	- 4	+ 3	8,982	202	374	226
Total Hardware Group.....	382	+53	+ 3	46,380	+50	374,411	248	+19	- 2	62,300	186	240	193
General Hardware.....	140	+48	+ 1	26,088	+41	210,781	91	+17	- 2	44,419	223	279	226
Industrial Supplies.....	127	+67	+ 4	12,585	+70	112,499	86	+20	+ b	12,549	154	195	141
Plumbing and Heating Supplies.....	115	+51	+ 9	7,707	+54	51,181	71	+38	- 1	5,332	125	140	141
Jewelry.....	36	+53	+48	2,121	+45	16,156	21	+10	- 3	2,775	227	329	338
Optical Goods.....	23	+29	+11	346	+21	2,767	11	+22	- 1	194	129	133	136
Lumber and Building Materials.....	40	+36	+12	4,027	+44	31,974	28	+ 6	+ 1	2,831	105	139	115
Machinery, Equipment and Supplies, except Electrical	57	+66	+ 5	3,370	+57	35,581	38	+21	+ 3	3,613	136	195	146
Surgical Equipment and Supplies.....	26	+28	+ 2	704	+16	9,329	11	+31	+ 5	579	130	133	126
Metals.....	27	+78	+ 4	4,027	+79	50,151	16	-14	- 4	3,153	99	208	110
Paper and Its Products.....	90	+37	+ 8	7,545	+22	57,259	51	+ 8	+ 2	5,851	124	156	132
Petroleum.....	10	+37	+ 9	21,223	+16	93,280	7	+ 9	- b	31,817	151	188	165
Tobacco and Its Products.....	132	+11	- 1	10,648	+ 6	113,021	46	- b	- 3	1,931	51	58	52
Leather and Shoe Findings.....	11	+46	- 9	191	+15	1,497	5	+21	- 3	177	290	348	387
Miscellaneous.....	26	+37	+20	2,921	+34	39,228	20	-18	- 7	3,719	124	214	161

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Less than 0.5 percent.

^c Insufficient data to show separately.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

AUGUST 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		August 1941	August 1940	July 1941	Percent change		As of August 1, 1941 (Add 000)
					August 1941 vs. August 1940	August 1941 vs. July 1941	
UNITED STATES	2,312	76	73	79	+32	+ 4	\$297,600
Automotive Supplies.....	147	70	65	68	+24	+ 3	4,755
Chemicals (industrial).....	22	96	95	108	+27	+ 4	5,619
Paints and Varnishes.....	54	52	47	53	+19	- 7	1,811
Clothing and Furnishings, except Shoes.....	59	46	56	42	+12	+12	3,229
Shoes and Other Footwear.....	30	35	56	44	+48	+27	11,865
Coal.....	12	91	85	93	+24	+ 2	2,042
Drugs and Sundries (liquor excluded).....	117	72	72	75	+14	+ 2	26,857
Dry Goods.....	91	44	44	48	+41	+12	25,586
Electrical Goods.....	301	76	72	79	+56	+ 2	42,503
Dairy and Poultry Products.....	18	157	138	137	+22	- b	642
Fresh Fruits and Vegetables.....	58	150	143	154	+10	- 6	1,172
Farm Supplies.....	7	77	66	74	- 1	-20	354
Furniture and House Furnishings.....	52	50	48	51	+42	- 1	10,928
Groceries and Foods, except Farm Products.....	474	99	96	103	+13	+ 4	41,642
Full-line Wholesalers.....	253	89	87	94	+15	+ 5	18,636
Voluntary-group Wholesalers.....	138	103	99	105	+11	+ b	14,775
Retailer-cooperative Warehouses.....	20	165	163	180	+22	+12	2,121
Specialty Lines.....	63	99	94	101	+11	+ 7	6,110
Confectionery.....	17	67	63	69	+16	+ 4	451
Meats and Meat Products.....	76	163	169	175	+45	+ 6	14,048
Beer.....	13	260	205	243	-14	0	72
Wines and Liquors.....	28	76	75	85	+49	+ 5	5,372
Liquor Department of Other Trades.....	35	67	68	68	+46	- 6	5,711
Total Hardware Group.....	357	64	58	66	+38	+ 4	57,811
General Hardware.....	128	57	51	60	+30	+ 4	34,524
Industrial Supplies.....	116	78	74	81	+58	+ 2	13,343
Plumbing and Heating Supplies.....	113	67	63	66	+41	+ 5	9,944
Jewelry.....	28	27	19	51	+22	-15	3,681
Optical Goods.....	20	65	59	67	+14	+ 3	596
Lumber and Building Materials.....	39	75	73	73	+21	+ 7	4,943
Machinery, Equipment and Supplies, except Electrical.....	49	79	70	77	+38	+ 3	3,469
Surgical Equipment and Supplies.....	25	57	49	55	+18	+ 2	1,107
Metals.....	23	97	87	95	+59	- 1	3,543
Paper and Its Products.....	81	64	59	64	+21	+ 5	9,477
Petroleum.....	7	127	130	137	+30	+ 4	1,055
Tobacco and Its Products.....	86	124	122	129	+ 8	+ 1	6,161
Leather and Shoe Findings.....	9	47	41	50	+17	- 4	210
Miscellaneous.....	22	63	53	64	+14	+11	3,330

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

^b Less than 0.5 percent.

WHOLESALESAERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		August 1941 (Add 000)	Percent change from 8 mos. 1940	Eight months 1941 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1941 (Add 000)	Aug. 1941	Aug. 1940	July 1941
		Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941					Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941				
New England.....	187	+48	+ 4	\$17,897	+84	\$139,589	125	+18	- 2	\$11,739	90	122	100
Drugs and Sundries (liquor excluded).....	7	+23	- 2	1,003	+25	7,680	6	+18	+ 2	1,357	159	167	151
Electrical Goods.....	36	+106	+ 6	3,064	+83	22,221	31	+25	-15	2,142	73	120	90
Fresh Fruits and Vegetables.....	5	+17	-27	257	+19	2,316	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	26	+25	- 1	2,544	+15	20,019	14	+36	+ 7	1,437	155	141	149
Meats and Meat Products.....	8	+59	+36	3,111	+30	24,679	8	+102	- 3	627	20	16	28
Wines and Liquors.....	7	+88	-23	760	+38	5,405	5	+34	+10	695	148	178	118
General Hardware.....	5	+22	-11	190	+26	3,232	b	b	b	b	b	b	b
Industrial Supplies.....	16	+93	+ 7	1,092	+85	8,186	10	+10	+ 1	1,256	142	255	155
Plumbing and Heating Supplies.....	9	+75	+16	399	+70	2,391	5	- 1	- 4	411	127	234	152
Optical Goods.....	5	+56	+22	56	+50	330	4	+41	0	45	167	178	188
Machinery, Eqpt. and Supplies, except Electrical...	5	+55	-16	164	+35	1,392	4	- 2	+ 3	333	240	404	230
Metals.....	4	+103	- 6	507	+101	3,415	b	b	b	b	b	b	b
Paper and Its Products.....	6	+60	+ 2	308	+31	2,609	4	+ 9	+ c	213	103	142	103
Tobacco and Its Products.....	14	+ 3	- 5	1,973	+ 2	15,725	b	b	b	b	b	b	b
Middle Atlantic.....	603	+37	+ 7	64,076	+27	572,183	362	+19	+ c	48,331	132	161	138
Automotive Supplies.....	26	+45	- 7	985	+23	7,585	17	+ 4	+ 1	1,168	156	220	140
Chemicals (industrial).....	6	+73	- c	791	+78	5,396	4	+ 9	+ 4	234	36	66	34
Paints and Varnishes.....	4	+ 5	-17	39	+20	371	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	19	+37	+201	2,947	+51	18,724	9	- c	- 7	688	90	181	257
Shoes and Other Footwear.....	8	+25	+45	703	+30	7,031	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	21	+11	- c	3,993	+ 7	34,255	18	+10	+ 6	4,232	152	154	146
Dry Goods.....	41	+49	+17	5,153	+40	34,180	20	+14	- 2	4,152	180	235	231
Electrical Goods.....	72	+68	- 2	7,577	+60	63,819	62	+59	+ 7	6,851	95	102	87
Fresh Fruits and Vegetables.....	18	+18	- 8	2,580	+11	15,991	10	+29	- 4	45	12	12	10
Furniture and House Furnishings.....	22	+47	+30	1,675	+41	14,820	15	+40	+ 4	2,627	204	214	274
Groceries and Foods, except Farm Products.....	93	+23	- 1	9,515	+11	90,084	40	+26	- 1	5,127	147	145	149
Confectionery.....	5	+13	- 3	59	+ 5	616	b	b	b	b	b	b	b
Meats and Meat Products.....	18	+21	+ 4	6,560	+10	44,440	15	+29	-18	959	52	48	62
Beer.....	7	+23	+ 3	118	+10	1,254	b	b	b	b	b	b	b
General Hardware.....	32	+51	+11	3,427	+31	26,620	19	+11	- 3	4,337	207	277	229
Industrial Supplies.....	41	+77	+ c	3,135	+82	30,187	29	+23	- 2	3,150	126	184	126
Plumbing and Heating Supplies.....	44	+54	+15	2,482	+47	10,285	29	+58	- 2	2,076	117	117	137
Jewelry.....	12	+68	+22	650	+44	4,692	9	+ 9	- 5	1,265	238	385	306
Optical Goods.....	9	+32	+ 9	177	+22	1,243	b	b	b	b	b	b	b
Lumber and Building Materials.....	7	+25	+11	611	+45	9,328	b	b	b	b	b	b	b
Machinery, Eqpt. and Supplies, except Electrical...	5	+56	+ 5	358	+80	4,390	b	b	b	b	b	b	b
Paper and Its Products.....	30	+40	+ 5	3,142	+23	22,833	18	+ 7	+ 3	2,690	123	159	123
Petroleum.....	4	+23	-14	664	+30	4,843	b	b	b	b	b	b	b
Tobacco and Its Products.....	30	+ 9	- 5	2,119	+ 4	39,878	13	-14	+ 7	546	46	58	41
East North Central.....	576	+37	+ 2	53,095	+31	440,388	388	+22	+ 1	51,803	132	152	132
Automotive Supplies.....	59	+37	+ 6	1,177	+25	7,638	37	+15	+ 2	1,603	196	229	195
Chemicals (industrial).....	6	+53	+ 5	500	+37	3,444	4	+22	+ 2	677	180	230	185
Paints and Varnishes.....	13	+26	+ 2	401	+23	3,134	8	+20	- 7	440	128	137	141
Clothing and Furnishings, except Shoes.....	9	+43	+76	384	+25	2,321	6	+20	+ 3	299	142	140	197
Coal.....	4	+33	+ 4	935	+24	8,352	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	24	+24	+ 5	3,447	+13	27,051	18	+14	+ 5	4,105	157	173	160
Dry Goods.....	8	+42	+27	927	+29	6,303	5	+10	- 8	1,493	170	219	235
Electrical Goods.....	59	+75	+ 2	7,663	+60	67,677	48	+42	+ 3	6,090	87	109	86
Dairy and Poultry Products.....	4	+15	-10	257	+20	1,712	b	b	b	b	b	b	b
Fresh Fruits and Vegetables.....	16	- c	-19	533	+ 3	4,161	12	+43	+12	348	93	67	70
Furniture and House Furnishings.....	8	+44	+ c	686	+40	5,184	6	+47	+ 3	1,219	208	195	235
Groceries and Foods, except Farm Products.....	125	+20	+ c	11,450	+13	91,325	88	+22	+ 2	9,769	137	137	133

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		August 1941 (Add 000)	Percent change from 8 mos. 1940	Eight months 1941 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1941 (Add 000)	Aug. 1941	Aug. 1940	July 1941
		Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941					Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941				
East North Central (continued)													
Confectionery.....	8	+ 6	+12	90	+ 3	617	4	+10	+ 5	43	100	98	105
Meats and Meat Products.....	22	+29	-11	3,232	+34	31,331	19	+33	- 2	1,696	62	60	55
Beer.....	21	+26	- 2	497	+25	1,849	17	+25	- 8	119	28	28	30
Wines and Liquors.....	5	+27	-18	239	+22	1,982	b	b	b	b	b	b	b
General Hardware.....	21	+42	- 6	6,004	+27	50,963	16	+31	+ 1	13,526	237	258	220
Industrial Supplies.....	24	+75	+ 7	3,706	+92	29,987	17	+22	- 3	2,468	85	116	92
Plumbing and Heating Supplies.....	15	+47	+ 5	1,018	+51	9,850	10	+15	- 4	752	153	187	180
Jewelry.....	12	+42	+67	1,034	+41	5,733	6	+14	- 3	1,111	202	255	344
Optical Goods.....	4	+27	+ 9	38	+29	355	b	b	b	b	b	b	b
Lumber and Building Materials.....	9	+20	+10	636	+42	5,654	7	+11	+ 1	486	115	117	120
Machinery, Eght. and Supplies, except Electrical..	12	+51	- 8	865	+63	5,534	10	+23	+ 9	354	65	82	59
Surgical Equipment and Supplies.....	5	+25	+ 4	355	+26	3,162	b	b	b	b	b	b	b
Metals.....	8	+71	+15	966	+107	14,722	4	-13	-12	642	117	244	148
Papers and Its Products.....	24	+32	+ 5	2,522	+22	18,445	14	+11	+ 2	1,427	102	123	109
Tobacco and Its Products.....	33	+ 9	+ 1	2,869	+ 6	23,697	11	+ 9	- 6	647	51	52	54
West North Central.....	279	+33	+ 6	38,598	+28	307,292	195	+15	- c	44,697	145	167	151
Automotive Supplies.....	18	+64	+22	757	+30	5,597	6	- 6	-11	345	128	251	176
Paints and Varnishes.....	4	+31	- 2	252	+28	1,509	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	4	+22	+72	100	+17	1,391	b	b	b	b	b	b	b
Shoes and Other Footwear.....	5	+25	- c	5,171	+43	34,756	4	-13	- 6	2,454	48	69	51
Drugs and Sundries (liquor excluded).....	15	+17	+ 4	2,492	+ 9	19,333	13	+ 9	+ 4	5,711	179	193	180
Dry Goods.....	9	+43	+31	6,672	+35	55,746	7	+22	- 1	7,556	165	191	209
Electrical Goods.....	28	+85	+10	3,139	+49	29,773	25	+33	- 3	2,576	95	134	105
Fresh Fruits and Vegetables.....	8	+26	+ 7	510	+ 7	2,758	5	+18	+ 4	53	51	30	31
Furniture and House Furnishings.....	5	+37	+ 8	1,336	+55	22,881	4	+ 8	+ 7	3,008	231	292	252
Groceries and Foods, except Farm Products.....	73	+19	- 4	6,026	+13	56,229	54	+17	+ 7	8,337	161	163	143
Beer.....	11	+24	- c	214	+ 6	895	9	+ 9	+19	38	20	23	17
General Hardware.....	14	+30	- 9	4,520	+40	34,319	13	+21	- 4	10,281	239	254	224
Industrial Supplies.....	8	+42	+30	446	+31	4,638	4	+15	+ c	272	154	187	222
Plumbing and Heating Supplies.....	12	+26	+ 5	868	+23	5,281	6	+19	- 2	523	130	151	154
Jewelry.....	4	+35	+55	85	+36	955	b	b	b	b	b	b	b
Lumber and Building Materials.....	4	+34	+10	531	+44	3,173	b	b	b	b	b	b	b
Surgical Equipment and Supplies.....	4	+24	-10	63	+ 7	2,807	b	b	b	b	b	b	b
Metals.....	4	+48	+ 2	555	+75	4,256	b	b	b	b	b	b	b
Paper and Its Products.....	7	+10	+29	292	+13	2,049	4	- 3	- 4	354	199	203	283
Tobacco and Its Products.....	12	+ 8	0	645	+ 3	8,126	7	+11	- 2	221	55	55	56
South Atlantic.....	361	+39	+ 8	26,445	+32	201,625	202	+25	+ 3	24,211	141	159	146
Automotive Supplies.....	17	+55	+26	700	+34	4,590	8	+17	+ 4	287	156	169	154
Paints and Varnishes.....	4	+54	+17	169	+44	1,112	4	+ 7	+ 6	202	120	172	133
Clothing and Furnishings, except Shoes.....	4	+42	+45	158	+40	498	b	b	b	b	b	b	b
Shoes and Other Footwear.....	5	+ 7	+39	1,847	+29	11,433	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	23	+27	+ 4	2,171	+18	18,035	14	+23	+ 4	2,842	224	236	226
Dry Goods.....	13	+59	+59	1,811	+31	8,810	8	+17	- 5	1,607	166	228	276
Electrical Goods.....	50	+62	+ c	5,162	+65	41,692	47	+58	+ 5	5,189	103	107	100
Fresh Fruits and Vegetables.....	12	+20	-10	261	+10	2,619	6	+13	+ 3	35	24	24	20
Furniture and House Furnishings.....	6	+58	+17	356	+36	2,984	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	92	+19	- 1	4,960	+10	42,410	36	+35	+11	3,602	164	145	147
Confectionery.....	9	+24	- 1	194	+18	1,388	5	+29	+ 3	81	84	78	76
Meats and Meat Products.....	11	+32	+ 1	862	+31	6,446	8	+44	+ 7	475	57	52	54
Beer.....	4	+90	+ 1	158	+52	655	b	b	b	b	b	b	b
Wines and Liquors.....	6	+67	+ 9	527	+29	3,171	5	- 5	- 5	1,024	241	455	301
General Hardware.....	22	+52	+11	2,119	+37	16,521	13	- 2	- 2	2,874	242	364	260
Industrial Supplies.....	11	+58	+ 5	693	+59	7,161	6	+15	+ 8	690	152	217	156
Plumbing and Heating Supplies.....	15	+50	+ 5	1,145	+62	8,925	b	b	b	b	b	b	b
Machinery, Eght. and Supplies, except Electrical..	6	+43	+ 9	280	+38	1,853	b	b	b	b	b	b	b
Paper and Its Products.....	10	+56	+ 9	705	+30	4,555	b	b	b	b	b	b	b
Tobacco and Its Products.....	15	+28	+ 2	1,104	+22	7,716	5	+28	- 1	132	44	47	43

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
 AUGUST 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		August 1941 (Add 000)	Percent change from 8 mos. 1940	Eight months 1941 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1941 (Add 000)	August 1941	August 1940	July 1941
		Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941					Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941				
East South Central.....	141	+44	+16	\$13,423	+29	\$64,283	80	+26	+1	\$13,044	142	165	166
Drugs and Sundries (liquor excluded).....	13	+28	+9	1,649	+21	11,945	b	b	b	b	b	b	b
Dry Goods.....	12	+68	+69	1,629	+39	8,176	7	+2	-3	1,615	135	223	244
Electrical Goods.....	14	+84	+16	1,323	+67	11,141	12	+32	+c	1,158	91	126	105
Fresh Fruits and Vegetables.....	4	+18	+16	109	+8	577	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	43	+28	+11	3,463	+13	24,474	21	+53	+7	3,599	154	130	166
Meats and Meat Products.....	4	+17	+7	756	+20	5,119	b	b	b	b	b	b	b
General Hardware.....	12	+63	+13	2,518	+40	17,806	6	+24	-5	2,294	157	213	176
Paper and Its Products.....	5	+41	+12	284	+26	1,781	b	b	b	b	b	b	b
West South Central.....	233	+36	+5	19,639	+29	188,571	159	+18	+2	25,393	174	204	182
Automotive Supplies.....	5	+27	+9	135	+13	2,565	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	17	+23	+9	2,147	+12	16,154	13	+10	+2	4,130	221	247	233
Dry Goods.....	5	+53	+49	1,173	+30	5,722	4	+8	-4	1,272	141	188	227
Electrical Goods.....	28	+74	-2	2,213	+55	20,313	22	+17	+c	1,915	101	145	96
Groceries and Foods, except Farm Products.....	104	+23	+2	6,589	+13	72,161	70	+28	+4	7,765	162	159	162
Liquor Department of Other Trades ^d	10	+12	-2	424	+7	4,225	9	+1	+8	1,429	349	385	310
General Hardware.....	15	+51	+14	2,166	+87	26,791	10	+12	-2	3,059	215	292	264
Industrial Supplies.....	10	+46	-3	2,467	+58	16,785	8	+21	+2	3,573	217	291	231
Machinery, Eqt. and Supplies, except Electrical...	7	+37	+10	328	+60	7,993	b	b	b	b	b	b	b
Machinery, Eqt. and Supplies, except Electrical...	7	+37	+10	328	+60	7,993	b	b	b	b	b	b	b
Surgical Equipment and Supplies.....	4	+35	+19	74	+15	607	b	b	b	b	b	b	b
Tobacco and Its Products.....	7	+4	-c	289	+1	2,825	b	b	b	b	b	b	b
Mountain.....	121	+36	+10	8,977	+23	69,907	88	+2	-2	9,690	137	186	156
Automotive Supplies.....	20	+11	+10	388	+8	3,529	13	+2	-3	594	233	294	259
Electrical Goods.....	13	+72	+17	1,119	+42	9,693	10	+4	-11	788	80	133	105
Groceries and Foods, except Farm Products.....	30	+10	+1	1,879	+7	15,685	26	+15	+c	3,189	180	173	181
Meats and Meat Products.....	5	+36	+5	579	+37	3,895	4	+47	+3	583	105	98	106
General Hardware.....	5	+37	-3	667	+28	6,564	b	b	b	b	b	b	b
Plumbing and Heating Supplies.....	4	+85	+6	285	+52	2,566	b	b	b	b	b	b	b
Lumber and Building Materials.....	4	+59	+21	1,138	+46	6,355	4	+9	+c	1,068	94	137	113
Pacific.....	258	+40	+5	39,901	+32	332,357	153	+9	-c	42,797	145	190	155
Automotive Supplies.....	32	+22	-29	720	+29	10,964	11	+2	+7	421	139	197	135
Paints and Varnishes.....	4	+22	+12	56	+23	670	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	4	+85	+65	122	+39	643	b	b	b	b	b	b	b
Shoes and Other Footwear.....	7	+7	+25	308	+10	1,778	5	+18	+c	449	158	139	188
Dry Goods.....	8	+30	+30	1,103	+24	8,158	b	b	b	b	b	b	b
Electrical Goods.....	25	+88	-5	4,954	+72	44,944	23	+39	+5	4,804	98	133	88
Fresh Fruits and Vegetables.....	7	-2	+3	393	+7	6,801	5	+35	+3	31	16	13	13
Furniture and House Furnishings.....	9	+60	+22	1,822	+43	12,940	6	+10	-10	2,018	181	262	249
Groceries and Foods, except Farm Products.....	40	+24	+4	8,561	+19	93,655	28	+19	-2	6,436	101	105	107
Meats and Meat Products.....	7	+c	-16	864	+18	8,863	4	-4	-11	100	28	32	26
Wines and Liquors.....	6	+37	-5	1,416	+24	10,877	5	+52	+3	2,358	170	153	156
General Hardware.....	14	+71	+4	4,477	+54	27,765	8	+2	-3	7,141	208	341	227
Industrial Supplies.....	9	+55	+5	612	+76	12,072	6	+23	+1	702	170	236	175
Plumbing and Heating Supplies.....	11	+60	+8	1,356	+78	11,406	4	+32	-c	208	100	132	102
Lumber and Building Materials.....	11	+29	+6	862	+44	5,836	9	-2	+2	825	107	139	107
Machinery, Eqt., and Supplies, except Electrical...	10	+81	-9	380	+63	4,872	5	-2	+7	457	216	455	204
Machinery, Eqt., and Supplies, except Electrical...	4	+179	+24	528	+99	3,808	b	b	b	b	b	b	b
Metals.....	5	+16	+46	334	+14	3,183	b	b	b	b	b	b	b
Paper and Its Products.....	13	+22	+3	1,420	+10	11,747	b	b	b	b	b	b	b
Tobacco and Its Products.....													

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Chiefly of the wholesale drug trade.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS--BY GEOGRAPHIC DIVISIONS

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AUGUST 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		August 1941	August 1940	July 1941	Percent change		As of
					Aug. 1941 vs. Aug. 1940	Aug. 1941 vs. July 1941	August 1, 1941 (Add 000)
New England.....	168	87	84	86	+36	+ 3	\$18,291
Drugs and Sundries (liquor excluded).....	7	87	82	88	+13	+ 2	1,462
Electrical Goods.....	34	74	74	77	+85	+ 9	3,568
Fresh Fruits and Vegetables.....	5	187	166	199	+13	- 5	129
Groceries and Foods, except Farm Products.....	21	89	88	91	+15	+ b	2,471
Meats and Meat Products.....	8	245	218	180	+30	- 1	1,144
Wines and Liquors.....	7	55	49	62	+61	+10	1,538
General Hardware.....	5	45	42	45	+23	- 4	446
Industrial Supplies.....	14	77	71	79	+66	- 2	1,222
Plumbing and Heating Supplies.....	9	65	47	60	+31	+ 3	567
Optical Goods.....	5	57	46	57	+13	+ 1	88
Machinery, Eqpt. and Supplies, except Electrical..	4	87	59	75	+51	0	205
Paper and Its Products.....	5	79	71	78	+23	- 5	375
Tobacco and Its Products.....	12	145	148	156	+ 5	- 3	1,212
Middle Atlantic.....	507	78	73	79	+29	+ 3	64,369
Automotive Supplies.....	22	69	56	64	+ 8	- 1	953
Chemicals (industrial).....	6	74	62	94	+28	+15	812
Clothing and Furnishings, except Shoes.....	16	51	37	40	+ 2	+14	1,936
Shoes and Other Footwear.....	8	28	32	47	+32	+ 8	1,110
Drugs and Sundries (liquor excluded).....	20	60	59	61	+ 5	+ 2	5,102
Dry Goods.....	36	49	51	50	+52	+ 9	7,063
Electrical Goods.....	68	80	80	84	+59	+ 3	6,987
Fresh Fruits and Vegetables.....	13	184	182	231	+15	-10	225
Furniture and House Furnishings.....	19	47	44	48	+34	- 3	2,548
Groceries and Foods, except Farm Products.....	72	100	97	103	+14	+ 1	7,564
Meats and Meat Products.....	15	172	176	178	+24	- 3	3,445
General Hardware.....	28	54	48	56	+24	+ 2	4,691
Industrial Supplies.....	37	80	72	79	+60	+ 3	3,533
Plumbing and Heating Supplies.....	42	65	58	61	+38	+ 4	3,277
Jewelry.....	7	25	20	27	+22	- 9	490
Optical Goods.....	7	55	49	56	+18	+ 6	228
Lumber and Building Materials.....	7	52	54	56	+16	+ 6	950
Machinery, Eqpt. and Supplies, except Electrical..	5	76	71	90	+47	+44	592
Paper and Its Products.....	25	58	53	58	+18	+ 2	4,260
Tobacco and Its Products.....	18	130	123	136	+ 4	- 2	1,517
East North Central.....	467	80	76	83	+29	+ 1	56,322
Automotive Supplies.....	47	79	75	81	+34	+ 9	1,041
Chemicals (industrial).....	6	111	111	123	+29	+ 2	2,242
Paints and Varnishes.....	12	46	43	47	+20	- 7	818
Clothing and Furnishings, except Shoes.....	8	58	49	62	+32	- 2	350
Coal.....	4	76	69	79	+21	+ 2	1,231
Drugs and Sundries (liquor excluded).....	23	75	80	76	+18	+ 2	3,494
Dry Goods.....	7	50	47	50	+28	+ 2	1,582
Electrical Goods.....	53	76	64	75	+57	+ b	8,975
Fresh Fruits and Vegetables.....	10	167	158	178	0	- 5	184
Furniture and House Furnishings.....	8	51	47	58	+29	+ 3	1,206
Groceries and Foods, except Farm Products.....	93	108	101	111	+ 7	+ b	8,169
Confectionery.....	6	122	112	124	+ 2	+ 8	41
Meats and Meat Products.....	18	151	189	187	+49	+ 3	1,813
Wines and Liquors.....	5	105	132	153	+70	+12	194
General Hardware.....	21	58	53	63	+24	+ 4	9,419
Industrial Supplies.....	25	80	81	85	+94	- 2	3,870
Plumbing and Heating Supplies.....	15	71	67	72	+46	+14	1,284
Jewelry.....	10	30	19	35	+18	-21	2,025
Optical Goods.....	4	68	65	70	+16	+ 6	50
Lumber and Building Materials.....	9	82	86	75	+21	+ 1	718
Machinery, Eqpt. and Supplies, except Electrical..	11	75	75	75	+21	+ 3	772
Surgical Equipment and Supplies.....	4	64	59	58	+27	- 4	501
Metals.....	5	96	80	95	+49	- 6	574
Paper and Its Products.....	24	72	70	73	+22	+ 4	2,657
Tobacco and Its Products.....	22	122	122	124	+ 8	+ 2	1,683
West North Central.....	235	60	62	67	+38	+10	43,887
Automotive Supplies.....	15	67	59	69	+32	- b	839
Paints and Varnishes.....	4	55	54	60	+20	- 2	440
Clothing and Furnishings, except Shoes.....	4	34	26	33	+ 4	- 8	229
Shoes and Other Footwear.....	5	38	40	47	+58	+37	7,727
Drugs and Sundries (liquor excluded).....	13	70	69	72	+13	+ 1	2,695
Dry Goods.....	9	39	42	46	+47	+17	9,575
Electrical Goods.....	26	78	71	79	+47	+ 2	3,568
Fresh Fruits and Vegetables.....	6	217	180	191	- 9	-20	82
Furniture and House Furnishings.....	5	56	56	53	+49	-13	2,635
Groceries and Foods, except Farm Products.....	59	110	111	115	+20	+ 6	4,596
Beer.....	8	268	194	282	-17	+ 2	57
General Hardware.....	13	53	56	63	+38	+ 6	4,517
Industrial Supplies.....	7	82	70	77	+24	+ 8	365
Plumbing and Heating Supplies.....	12	59	60	63	+22	+ 3	1,101
Jewelry.....	4	35	28	40	+26	- 6	173
Surgical Equipment and Supplies.....	4	59	53	57	+ 9	+18	104
Metals.....	4	86	94	95	+42	+15	579
Paper and Its Products.....	7	55	58	68	+12	+24	382
Tobacco and Its Products.....	5	187	184	193	+12	+ 8	155

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
AUGUST 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		August 1941	August 1940	July 1941	Percent change		As of August 1, 1941 (Add 000)
					August 1941 vs. August 1940	August 1941 vs. July 1941	
South Atlantic.....	288	70	66	73	+52	+ 4	\$26,310
Automotive Supplies.....	14	71	57	66	+20	0	592
Paints and Varnishes.....	4	63	46	61	+30	-11	238
Clothing and Furnishings, except Shoes.....	4	39	36	45	+49	+24	251
Drugs and Sundries (liquor excluded).....	20	70	63	71	+16	+ 3	2,512
Dry Goods.....	9	48	43	48	+53	+ 5	1,768
Electrical Goods.....	49	74	69	76	+42	- 1	6,921
Fresh Fruits and Vegetables.....	10	108	106	108	+ 6	- 6	163
Groceries and Foods, except Farm Products.....	63	100	92	113	+ 7	+ 7	3,059
Confectionery.....	5	70	63	71	+17	+ 2	209
Meats and Meat Products.....	9	141	137	153	+28	+ 8	512
Wines and Liquors.....	6	81	96	73	+59	- 1	542
General Hardware.....	21	44	38	46	+31	+10	3,685
Industrial Supplies.....	9	89	72	93	+34	- 5	664
Plumbing and Heating Supplies.....	15	66	61	62	+52	+10	1,658
Machinery, Eqpt. and Supplies, except Electrical...	5	77	57	74	+15	+ 5	281
Paper and Its Products.....	8	66	59	64	+36	+ 8	752
Tobacco and Its Products.....	8	106	97	111	+ 9	+ 6	358
East South Central.....	116	65	60	68	+28	+ 7	13,335
Drugs and Sundries (liquor excluded).....	11	71	66	73	+15	+ 2	1,887
Dry Goods.....	12	40	35	40	+39	+15	2,226
Electrical Goods.....	13	72	74	76	+50	- 4	1,449
Fresh Fruits and Vegetables.....	4	119	109	98	+16	0	80
Groceries and Foods, except Farm Products.....	28	84	79	92	+21	+ 8	1,992
Meats and Meat Products.....	4	137	144	125	+20	- 8	506
General Hardware.....	9	55	44	55	+27	+15	2,558
Paper and Its Products.....	5	67	60	70	+31	+12	353
West South Central.....	191	74	71	77	+25	+ 6	19,479
Automotive Supplies.....	4	67	61	67	+25	+ 3	159
Drugs and Sundries (liquor excluded).....	13	70	70	75	+17	+ 7	2,310
Dry Goods.....	5	40	30	40	+16	+19	1,611
Electrical Goods.....	25	82	83	89	+56	+ 5	2,195
Groceries and Foods, except Farm Products.....	78	83	80	86	+14	+ 8	5,487
Liquor Department of Other Trades ^c	8	87	88	88	+17	- 4	462
General Hardware.....	15	62	55	60	+35	+ 1	2,968
Industrial Supplies.....	9	80	81	86	+29	+ 8	2,266
Machinery, Eqpt. and Supplies, except Electrical...	6	56	51	62	+31	-14	393
Surgical Equipment and Supplies.....	4	58	60	58	+15	- 2	106
Tobacco and Its Products.....	5	93	88	88	+ 5	- 1	137
Mountain.....	102	85	80	82	+21	+ 3	8,277
Automotive Supplies.....	15	77	58	55	+18	+ b	428
Electrical Goods.....	13	77	70	78	+30	- 1	1,310
Fresh Fruits and Vegetables.....	5	146	161	144	+13	+ 4	26
Groceries and Foods, except Farm Products.....	24	91	94	92	+ 6	+ 2	1,676
Meats and Meat Products.....	4	145	122	181	+11	+31	352
Plumbing and Heating Supplies.....	4	64	85	81	+70	+16	356
Lumber and Building Materials.....	4	97	81	81	+25	+ 1	1,054
Pacific.....	229	76	77	78	+32	+ 4	42,029
Automotive Supplies.....	27	72	68	68	+38	+ 6	667
Paints and Varnishes.....	4	74	64	69	+19	-10	70
Clothing and Furnishings, except Shoes.....	4	42	37	44	+22	+ 1	163
Shoes and Other Footwear.....	7	36	37	41	+19	+14	566
Dry Goods.....	7	59	62	67	+27	+21	1,214
Electrical Goods.....	20	72	72	79	+68	+ 7	5,530
Fresh Fruits and Vegetables.....	5	111	107	81	+12	- 1	283
Furniture and House Furnishings.....	9	46	49	49	+53	+10	3,092
Groceries and Foods, except Farm Products.....	36	103	104	105	+17	+ 6	6,628
Meats and Meat Products.....	6	171	176	219	+22	+26	486
Wines and Liquors.....	6	83	80	89	+37	+ 6	1,577
General Hardware.....	13	66	59	68	+43	- b	5,988
Industrial Supplies.....	9	55	53	60	+52	+12	915
Plumbing and Heating Supplies.....	11	77	80	75	+49	- 7	1,540
Lumber and Building Materials.....	11	78	85	84	+11	+15	1,177
Machinery, Eqpt. and Supplies, except Electrical...	7	68	41	67	+ 8	-13	307
Metals.....	4	74	60	68	+69	-10	568
Paper and Its Products.....	4	43	47	54	+25	+19	298
Tobacco and Its Products.....	11	99	98	101	+16	+ 2	1,177

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

^b Less than 0.5 percent.

^c Chiefly of the wholesale drug trade.

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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National Association
of Credit Men

Current
Statistical
Service

Sales gained 44 percent in September over the same month a year ago for 2,924 wholesalers, according to an announcement released today by J. C. Capt, Director of the Census. This 44 percent spread over last September is greater than any other year to year changes recorded in the six years in which this study has been conducted by the Department of Commerce. The gain of 4 percent from August of this year is similar to the seasonal increase usually exhibited between August and September by this series. Experiences of independent retail stores reporting to the Bureau of the Census also indicate a wide spread over last year's sales, increasing 24 percent over September 1940. For the year to date, wholesalers' sales were 31 percent above the first 9 months of 1940.

Increases over September 1940 of more than 15 percent were registered by each of the 35 trades for which data are shown separately. Industrial lines again this month recorded the outstanding advances over 1940. Gains during the current month exceeded those for the year to date for 31 of the 35 trades, indicating that trade expansions were not limited to the heavy lines. In addition, a majority of the trades reported stronger gains for September than for the month of August.

Of the industrial lines, electrical goods and machinery, equipment and supplies reported sales more than 80 percent above September 1940, followed by industrial supplies (74%) and chemicals (64%). Each of these increases represents a greater spread over last year than was recorded for August and for the year to date. The increase for metals in September fell substantially below those recorded by this trade in earlier months. At the three-quarters mark, five trades, including metals, reported sales at least half again as large as those for the first 9 months of 1940.

Gains for the liquor trades again featured the experiences of consumer goods lines, reflecting the revision of tax rates effective October 1. Wholesalers of foods reported gains in dollar sales of 25-40 percent for September. These increases, in general, represented spreads of 10 points over the year-to-date gains. Furniture wholesalers continued in their upward trend, topping their 40 percent gain for the first 9 months of 1941 with an increase of 50 percent in September. Two other lines besides metals -- clothing and furnishings, except shoes and lumber and building materials -- reported smaller increases for the month than for the year to date.

For the second successive month, the cost value of inventories on hand at the end of the month rose less than 0.5 percent from the beginning of the month. The increase in stocks over September 30, 1940, amounted to 17 percent, as reported by 1,816 wholesalers. Reflecting the stronger percentage increases in sales, the over-all ratio of stocks to sales dropped from 133 in August to 128 in September 1941, and was sharply under the figure of 159 for September 1940. In general, inventory expansion in dollars kept pace with sales gains only for the food trades; in most other lines stocks on hand were lower than a year ago relative to the expanded volume of sales.

Collections on accounts receivable for 2,398 wholesalers continued at the rate reported by these establishments for August and were appreciably more favorable than for September 1940. Collections during September equaled 75 percent of accounts receivable as of September 1, compared with collection percentages of 70 for September 1940 and 75 for August 1941. Again reflecting recent sales expansions, accounts receivable were 34 percent greater on September 1, 1941, than at the same date in 1940, and 8 percent greater than on August 1, 1941.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. 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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESALE'S SALES AND INVENTORIES
SEPTEMBER 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		September 1941 (Add 000)	Percent change from 9 mos. 1940	Nine months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1941 (Add 000)	Sept. 1941	Sept. 1940	August 1941
		Sept. 1941 vs. Sept. 1940	Sept. 1941 vs. Aug. 1941					Sept. 1941 vs. Sept. 1940	Sept. 1941 vs. Aug. 1941				
UNITED STATES	2,924	+44	+ 4	\$344,483	+31	\$2,953,901	1,816	+17	+ b	\$272,138	128	159	133
Automotive Supplies.....	212	+42	+15	6,439	+27	50,658	100	+ 6	+ 1	4,929	157	216	171
Chemicals (industrial).....	20	+64	+10	1,358	+46	17,571	14	+32	+ 9	846	83	106	81
Paints and Varnishes.....	65	+43	- 5	3,182	+34	26,430	17	+11	- 3	1,072	148	190	159
Clothing and Furnishings, except Shoes.....	45	+24	+ 7	4,225	+41	28,780	25	+12	- 1	1,343	113	143	103
Shoes and other Footwear.....	32	+45	+ 1	16,242	+41	128,792	21	+ 4	- 8	5,454	65	96	73
Coal.....	11	+41	- 1	1,418	+39	17,543	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	126	+29	+13	22,937	+14	189,922	95	+11	+ 4	28,990	168	195	181
Dry Goods.....	110	+42	- 3	18,841	+36	130,298	61	+13	- 6	19,903	154	187	156
Electrical Goods.....	343	+88	- 1	38,359	+65	357,152	297	+36	- 4	31,831	88	123	91
Dairy and Poultry Products.....	24	+34	- 5	2,214	+15	19,826	14	+34	+ 3	463	76	76	75
Fresh Fruits and Vegetables.....	80	+34	- b	4,629	+13	42,851	53	+26	+ 4	727	38	40	37
Farm Supplies.....	11	+47	+13	421	+19	5,862	c	c	c	c	c	c	c
Furniture and House Furnishings.....	69	+50	+19	8,205	+40	76,226	41	+21	- 1	9,748	166	203	204
Groceries and Foods, except Farm Products.....	647	+26	+ 5	59,943	+15	581,021	383	+27	+ 7	51,064	148	147	143
Full-line Wholesalers ^d	343	+29	+ 4	26,333	+15	235,090	195	+27	+ 5	23,255	147	150	143
Voluntary-group Wholesalers.....	174	+23	+ 4	23,105	+13	218,990	121	+27	+11	21,992	166	160	156
Retailer-cooperative Warehouses.....	24	+27	+ 3	4,277	+19	36,176	10	+22	+ 7	2,783	108	112	103
Specialty Lines.....	106	+31	+10	6,228	+16	90,765	57	+36	+ 1	3,034	109	102	119
Confectionery.....	33	+29	+12	780	+16	5,936	18	+20	+ 4	307	84	91	97
Meats and Meat Products.....	85	+42	- 5	25,631	+29	213,645	60	+39	- 7	5,289	49	46	49
Beer.....	48	+39	-15	992	+21	6,661	36	+13	- 6	290	35	44	32
Wines and Liquors.....	25	+44	+32	5,103	+26	45,467	17	+21	- 1	6,996	158	184	208
Liquor Department of Other Trades ^e	40	+104	+58	7,336	+35	42,758	37	+ 6	- 1	8,970	127	246	204
Total Hardware Group.....	385	+54	+ 5	51,343	+51	426,440	249	+17	- 2	63,263	176	229	188
General Hardware.....	147	+48	+ 5	31,251	+42	248,873	96	+16	- 3	46,482	201	252	218
Industrial Supplies.....	127	+74	+ 4	12,104	+71	127,042	87	+17	- 2	11,818	135	204	141
Plumbing and Heating Supplies.....	111	+54	+ 8	7,988	+53	60,525	66	+27	- 1	4,963	120	141	127
Jewelry.....	39	+45	+48	3,653	+45	20,674	23	+ 2	- 3	3,089	136	194	219
Optical Goods.....	27	+29	+ 9	403	+22	3,262	13	+32	+ 6	231	130	131	135
Lumber and Building Materials.....	40	+29	- 5	3,111	+44	36,670	27	+ 8	+ 3	2,586	123	153	116
Machinery, Equipment and Supplies, except Electrical	62	+85	- b	4,337	+60	41,697	41	+14	+ 3	4,489	131	220	123
Surgical Equipment and Supplies.....	27	+36	+ 5	780	+17	10,776	12	+16	+ 2	701	135	163	141
Metals.....	26	+50	- 9	5,223	+76	58,193	18	- 5	- b	5,365	122	180	106
Paper and Its Products.....	95	+47	+10	8,342	+25	66,961	52	+ 7	- 1	5,534	120	157	131
Petroleum.....	11	+47	+ 2	21,678	+20	115,063	7	+47	+ 4	898	60	53	59
Tobacco and Its Products.....	150	+16	- 2	14,230	+ 7	132,250	60	- 1	+21	4,070	57	65	45
Leather and Shoe Findings.....	11	+35	+ 9	214	+17	1,744	c	c	c	c	c	c	c
Miscellaneous.....	25	+25	- b	2,914	+34	42,742	25	-20	- 6	3,690	118	199	126

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Less than 0.5 percent.

^c Insufficient data to show separately.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

SEPTEMBER 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		September 1941	September 1940	August 1941	Percent change		As of September 1, 1941 (Add 000)
					September 1941 vs. September 1940	September 1941 vs. August 1941	
UNITED STATES	2,398	75	70	75	+34	+ 8	\$330,992
Automotive Supplies.....	149	71	61	71	+30	+ 8	4,964
Chemicals (industrial).....	19	90	76	93	+24	+ 6	1,078
Paints and Varnishes.....	64	65	59	65	+24	+ b	4,879
Clothing and Furnishings, except Shoes.....	43	57	42	51	+12	+50	5,487
Shoes and Other Footwear.....	29	40	39	35	+33	+24	14,720
Coal.....	11	89	81	99	+41	+15	1,514
Drugs and Sundries (liquor excluded).....	112	70	66	69	+18	+ 6	23,902
Dry Goods.....	98	44	41	44	+43	+23	31,981
Electrical Goods.....	315	74	69	76	+68	+ 4	46,380
Dairy and Poultry Products.....	19	125	117	131	+23	+ 3	1,540
Fresh Fruits and Vegetables.....	59	159	143	149	+ 8	- 5	1,151
Farm Supplies.....	7	96	66	77	+11	+ 4	367
Furniture and House Furnishings.....	57	57	51	50	+41	+ 1	11,399
Groceries and Foods, except Farm Products.....	493	102	95	100	+17	+ 4	42,079
Full-line Wholesalers.....	235	96	88	93	+19	+ 5	18,379
Voluntary-group Wholesalers.....	145	102	97	102	+15	+ 4	17,497
Retailer-cooperative Warehouses.....	18	167	159	162	+23	+ 5	2,024
Specialty Lines.....	85	92	86	89	+11	+ 1	4,179
Confectionery.....	21	72	63	67	+16	+ 5	485
Meats and Meat Products.....	74	154	160	162	+47	+13	15,814
Beer.....	18	154	133	182	+ 5	- 1	151
Wines and Liquors.....	20	74	70	73	+37	+ 7	4,938
Liquor Department of Other Trades.....	35	73	75	67	+69	+10	6,309
Total Hardware Group.....	349	63	54	62	+34	+ 5	66,420
General Hardware.....	133	57	49	56	+28	+ 5	44,173
Industrial Supplies.....	112	78	69	78	+54	+ 7	12,912
Plumbing and Heating Supplies.....	104	69	62	69	+41	+ 5	9,335
Jewelry.....	31	27	19	28	+24	+ 9	4,439
Optical Goods.....	24	72	65	68	+17	+ 7	457
Lumber and Building Materials.....	38	69	69	74	+20	+ 7	4,161
Machinery, Equipment and Supplies, except Electrical.....	51	57	52	61	+55	+12	5,472
Surgical Equipment and Supplies.....	26	51	49	54	+21	+ 5	1,292
Metals.....	22	104	89	101	+53	+ 4	5,393
Paper and Its Products.....	85	65	56	62	+24	+ 6	10,577
Petroleum.....	8	127	126	122	+28	+ 3	1,221
Tobacco and Its Products.....	101	126	126	135	+11	+ 2	8,365
Leather and Shoe Findings.....	9	49	41	48	+15	+ 4	231
Miscellaneous.....	21	64	54	64	+19	+17	3,826

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

^b Less than 0.5 percent.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		September 1941 (Add 000)	Percent change from 9 mos. 1940	Nine months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1941 (Add 000)	Sept. 1941	Sept. 1940	Aug. 1941
		Sept. 1941 vs. Sept. 1940	Sept. 1941 vs. Aug. 1941					Sept. 1941 vs. Sept. 1940	Sept. 1941 vs. Aug. 1941				
East South Central.....	147	+47	+ 3	\$14,182	+32	\$109,667	80	+19	- 2	\$11,987	130	161	135
Drugs and Sundries (liquor excluded).....	13	+37	+15	1,891	+23	13,836	b	b	b	b	b	b	b
Dry Goods.....	14	+38	0	1,781	+39	10,109	8	+ 3	- 8	1,630	122	163	133
Electrical Goods.....	13	+97	-12	1,083	+70	12,707	9	+27	- 5	897	89	142	81
Fresh Fruits and Vegetables.....	5	+31	+11	127	+12	709	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	44	+39	+ 5	3,587	+15	28,157	21	+36	+ 2	2,739	139	141	137
Meats and Meat Products.....	4	+22	+ 3	905	+20	6,024	b	b	b	b	b	b	b
General Hardware.....	12	+63	+ 2	2,544	+43	20,350	6	+17	- 7	2,180	152	213	163
Machinery, Eqp. and Supplies, except Electrical...	4	+37	- 2	219	+35	1,663	b	b	b	b	b	b	b
West South Central.....	271	+43	+ 4	26,730	+31	222,173	189	+18	- 0	31,222	157	193	163
Automotive Supplies.....	7	+45	+11	173	+17	2,764	6	+17	+ 2	207	125	154	136
Drugs and Sundries (liquor excluded).....	18	+32	+15	2,664	+14	18,997	14	+ 8	+ 3	4,813	204	232	229
Dry Goods.....	7	+28	-18	1,156	+30	7,053	6	+ 9	- 4	1,480	164	180	135
Electrical Goods.....	35	+102	- 2	3,207	+62	24,605	28	+17	- 7	2,296	78	135	84
Groceries and Foods, except Farm Products.....	122	+25	+ 5	9,659	+15	85,428	87	+31	+ 5	11,398	159	155	160
Liquor Department of Other Trades ^d	11	+53	+62	704	+11	4,939	10	- 6	-13	1,336	195	312	364
General Hardware.....	15	+48	- 3	5,046	+82	30,258	8	+11	- 7	2,788	195	245	199
Industrial Supplies.....	10	+48	+ 7	2,578	+39	19,361	8	+15	- 5	3,400	201	261	217
Machinery, Eqp. and Supplies, except Electrical...	8	+78	-18	981	+61	9,849	5	+10	+ 6	1,993	228	376	172
Paper and Its Products.....	4	+66	+20	286	+15	1,768	b	b	b	b	b	b	b
Tobacco and Its Products.....	8	+11	+ 3	302	+ 2	3,130	b	b	b	b	b	b	b
Mountain.....	125	+37	+ 2	9,565	+25	80,987	91	+12	+ 2	10,901	145	180	145
Automotive Supplies.....	23	+23	+10	577	+11	4,276	14	+ 8	0	716	205	272	231
Dry Goods.....	4	+39	- 0	523	+23	3,628	b	b	b	b	b	b	b
Electrical Goods.....	12	+90	+ 7	1,230	+47	11,496	10	0	- 8	739	65	124	76
Groceries and Foods, except Farm Products.....	33	+19	+ 4	2,227	+ 9	18,175	28	+24	+11	3,639	187	180	175
Meats and Meat Products.....	5	+38	+21	699	+37	4,594	4	+35	- 7	545	80	82	106
General Hardware.....	7	+26	- 1	884	+27	7,671	5	+ 3	- 0	1,204	306	373	304
Tobacco and Its Products.....	4	+ 7	- 5	161	- 1	2,660	b	b	b	b	b	b	b
Pacific.....	308	+59	+ 6	39,627	+35	386,387	176	+16	+ 3	35,971	139	199	141
Automotive Supplies.....	52	+30	+32	1,648	+30	13,389	14	+ 3	+ 1	592	174	253	170
Clothing and Furnishings, except Shoes.....	5	+62	+ 4	133	+42	791	b	b	b	b	b	b	b
Shoes and Other Footwear.....	6	+35	- 3	285	+13	2,063	5	- 1	-13	389	140	190	158
Dry Goods.....	11	+47	- 2	1,394	+27	9,802	4	-17	- 7	623	163	273	169
Electrical Goods.....	33	+102	+ 0	5,645	+76	52,138	32	+38	- 2	5,020	90	132	92
Fresh Fruits and Vegetables.....	8	+23	+35	626	+10	7,974	6	+23	-14	54	19	21	23
Furniture and House Furnishings.....	14	+65	+ 6	2,237	+46	15,564	7	+15	- 2	2,046	169	248	179
Groceries and Foods, except Farm Products.....	43	+35	- 1	6,170	+20	104,594	29	+23	+ 7	4,863	133	144	116
Confectionery.....	4	+36	+ 8	291	+19	2,598	b	b	b	b	b	b	b
Meats and Meat Products.....	7	+18	- 1	815	+18	10,325	4	+21	+ 3	92	30	30	29
Wines and Liquors.....	8	+102	+20	1,822	+32	12,887	6	+52	- 1	2,606	150	196	179
General Hardware.....	15	+71	+ 3	5,775	+56	36,111	9	+ 9	+ 1	7,704	190	295	199
Industrial Supplies.....	11	+73	- 6	636	+77	13,101	6	+22	+ 0	703	190	273	174
Plumbing and Heating Supplies.....	11	+84	+11	1,588	+77	13,338	b	b	b	b	b	b	b
Jewelry.....	4	+78	+63	390	+52	3,488	b	b	b	b	b	b	b
Lumber and Building Materials.....	11	+41	-11	683	+44	6,726	8	+ 8	+ 8	812	167	225	148
Machinery, Eqp. and Supplies, except Electrical...	12	+116	+ 1	535	+68	5,695	5	- 4	+ 4	473	266	562	216
Paper and Its Products.....	5	+15	+31	439	+14	5,961	b	b	b	b	b	b	b
Tobacco and Its Products.....	14	+32	+ 2	1,593	+12	13,348	4	+ 9	+12	271	89	97	68

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Chiefly of the wholesale drug trade.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1941

Page 7

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Sept. 1941	Sept. 1940	Aug. 1941	Percent change		As of September 1, 1941 (Add 000)
					Sept. 1941 vs. Sept. 1940	Sept. 1941 vs. Aug. 1941	
New England.....	157	84	82	89	+42	+4	\$18,375
Drugs and Sundries (liquor excluded).....	6	65	58	63	+16	+1	1,382
Electrical Goods.....	32	73	67	73	+100	+10	3,662
Fresh Fruits and Vegetables.....	5	150	148	187	+28	-4	124
Groceries and Foods, except Farm Products.....	18	92	87	89	+19	-3	2,193
Meats and Meat Products.....	8	163	182	201	+37	+12	1,989
Wines and Liquors.....	5	50	50	51	+57	-6	1,229
General Hardware.....	6	60	50	53	+30	-2	474
Industrial Supplies.....	13	77	66	76	+68	+2	1,178
Plumbing and Heating Supplies.....	8	71	51	67	+24	-2	509
Paper and Its Products.....	5	77	61	77	+22	-1	381
Tobacco and Its Products.....	11	135	132	149	+7	+3	1,116
Middle Atlantic.....	518	81	76	81	+29	+8	73,035
Automotive Supplies.....	21	68	62	74	+17	+5	901
Clothing and Furnishings, except Shoes.....	16	62	44	57	+4	+60	3,666
Shoes and Other Footwear.....	7	40	38	29	+26	+29	1,331
Drugs and Sundries (liquor excluded).....	18	63	56	60	+6	+1	4,910
Dry Goods.....	36	50	46	47	+50	+11	7,184
Electrical Goods.....	68	75	74	80	+68	+2	9,507
Dairy and Poultry Products.....	5	123	118	125	+22	+2	914
Fresh Fruits and Vegetables.....	11	214	176	196	+4	-11	163
Furniture and House Furnishings.....	17	56	51	46	+38	+15	2,577
Groceries and Foods, except Farm Products.....	73	104	98	102	+14	+4	8,728
Meats and Meat Products.....	13	160	168	174	+28	+13	3,800
General Hardware.....	31	55	47	55	+27	+7	5,452
Industrial Supplies.....	35	79	68	80	+62	+2	3,389
Plumbing and Heating Supplies.....	43	69	57	66	+36	+7	3,212
Jewelry.....	10	31	24	25	+29	-5	961
Optical Goods.....	10	66	58	61	+19	+7	264
Lumber and Building Materials.....	7	57	55	52	+14	+1	962
Metals.....	4	117	94	110	+31	-3	2,586
Paper and Its Products.....	25	59	54	58	+27	+6	4,215
Tobacco and Its Products.....	31	141	143	155	+8	+1	3,470
East North Central.....	459	76	70	77	+30	+5	55,836
Automotive Supplies.....	47	84	70	79	+32	+4	1,077
Chemicals (industrial).....	5	94	92	104	+46	+7	363
Paints and Varnishes.....	13	46	42	45	+19	-1	840
Clothing and Furnishings, except Shoes.....	10	55	44	60	+28	+46	575
Drugs and Sundries (liquor excluded).....	21	74	77	74	+24	+8	3,696
Dry Goods.....	7	50	44	50	+31	+15	1,584
Electrical Goods.....	53	73	64	77	+60	+1	9,001
Fresh Fruits and Vegetables.....	10	192	199	173	+7	-10	165
Furniture and House Furnishings.....	8	62	50	51	+23	-2	1,183
Groceries and Foods, except Farm Products.....	82	106	96	106	+14	+3	8,680
Confectionery.....	7	119	102	115	+2	+10	53
Meats and Meat Products.....	18	162	142	154	+17	+4	1,216
General Hardware.....	22	55	52	58	+25	+3	9,862
Industrial Supplies.....	18	84	74	79	+72	+11	2,969
Plumbing and Heating Supplies.....	14	70	70	70	+40	+4	1,288
Jewelry.....	10	26	18	30	+19	+14	2,316
Lumber and Building Materials.....	10	81	73	79	+9	+2	833
Machinery, Eqpt. and Supplies, except Electrical.....	11	70	77	70	+74	+4	816
Surgical Equipment and Supplies.....	5	54	54	57	+28	+7	722
Metals.....	5	93	81	102	+71	+16	906
Paper and Its Products.....	25	68	57	64	+17	+3	3,633
Tobacco and Its Products.....	23	119	113	121	+13	+3	1,813
Leather and Shoe Findings.....	5	54	44	51	+11	+3	158
West North Central.....	250	59	55	59	+33	+13	53,521
Automotive Supplies.....	20	68	59	67	+46	+17	1,000
Shoes and Other Footwear.....	5	43	42	38	+35	+24	9,602
Drugs and Sundries (liquor excluded).....	13	72	68	70	+15	+4	2,806
Dry Goods.....	9	38	37	39	+47	+30	12,405
Electrical Goods.....	33	68	64	76	+69	+8	4,606
Fresh Fruits and Vegetables.....	7	178	159	175	+13	-1	120
Furniture and House Furnishings.....	6	64	57	54	+43	-17	2,503
Groceries and Foods, except Farm Products.....	54	137	127	134	+15	+3	2,881
Beer.....	9	236	207	268	-2	-4	55
General Hardware.....	14	54	44	50	+16	+6	9,843
Industrial Supplies.....	9	65	59	73	+15	+5	705
Plumbing and Heating Supplies.....	8	65	62	66	+19	+1	652
Metals.....	4	96	85	86	+53	+5	610
Paper and Its Products.....	8	65	64	66	+21	+10	349
Tobacco and Its Products.....	7	170	169	181	+16	+8	178

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(Continued on Next Page)

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Sept. 1941	Sept. 1940	Aug. 1941	Percent change		As of September 1, 1941 (Add 000)
					Sept. 1941 vs Sept. 1940	Sept. 1941 vs Aug. 1941	
South Atlantic.....	285	71	64	69	+31	+ 6	\$27,650
Automotive Supplies.....	13	73	58	72	+26	+17	671
Shoes and Other Footwear.....	4	46	43	37	+35	+62	934
Drugs and Sundries (liquor excluded).....	19	72	64	71	+17	+ 6	2,262
Dry Goods.....	9	44	41	47	+39	+28	2,264
Electrical Goods.....	48	72	67	74	+45	- b	6,862
Fresh Fruits and Vegetables.....	10	112	96	108	+16	-10	147
Furniture and House Furnishings.....	4	76	49	59	+35	+ 6	282
Groceries and Foods, except Farm Products.....	68	106	91	100	+ 8	+ 3	3,618
Confectionery.....	5	72	63	70	+20	+ 5	219
Meats and Meat Products.....	10	175	167	143	+25	+ 1	516
General Hardware.....	19	51	42	45	+24	+ 5	3,775
Industrial Supplies.....	9	92	73	95	+36	+ 5	556
Plumbing and Heating Supplies.....	15	65	57	67	+41	- b	1,491
Paper and Its Products.....	9	69	58	66	+43	+ 6	807
Tobacco and Its Products.....	6	104	67	100	+15	+ 3	320
East South Central.....	119	68	58	64	+33	+13	15,436
Drugs and Sundries (liquor excluded).....	11	73	64	71	+20	+ 9	2,043
Dry Goods.....	14	40	34	39	+47	+27	3,250
Electrical Goods.....	10	77	70	70	+86	+20	1,588
Groceries and Foods, except Farm Products.....	31	88	71	81	+23	+10	2,433
General Hardware.....	9	64	47	54	+31	+ 2	2,578
Machinery, Eqpt. and Supplies, except Electrical...	4	63	56	57	+51	+ 4	363
West South Central.....	219	69	67	71	+36	+15	26,781
Drugs and Sundries (liquor excluded).....	14	66	69	70	+31	+15	2,958
Dry Goods.....	7	39	35	41	+34	+36	2,559
Electrical Goods.....	33	75	75	79	+86	+10	3,656
Groceries and Foods, except Farm Products.....	94	89	83	87	+19	+ 8	6,746
Liquor Department of Other Trades.....	8	90	91	87	+28	+11	514
General Hardware.....	14	58	55	63	+40	+10	3,456
Industrial Supplies.....	9	79	76	79	+44	+11	2,539
Machinery, Eqpt. and Supplies, except Electrical...	7	28	28	29	+56	+22	2,236
Paper and Its Products.....	4	68	57	61	+24	+ 6	358
Tobacco and Its Products.....	6	96	93	95	+ 3	- 2	137
Mountain.....	99	81	78	85	+51	+ 8	9,495
Automotive Supplies.....	11	58	51	56	+ 7	+ 2	592
Dry Goods.....	4	54	52	55	+22	+15	861
Electrical Goods.....	12	76	67	75	+58	+11	1,535
Groceries and Foods, except Farm Products.....	26	88	80	93	+20	+ 6	2,042
Meats and Meat Products.....	4	189	141	145	+14	+ 4	367
General Hardware.....	4	63	61	63	+17	+ 5	509
Pacific.....	251	74	71	73	+45	+ 6	41,532
Automotive Supplies.....	30	66	67	70	+41	+ 4	684
Shoes and Other Footwear.....	6	39	37	35	+20	+14	650
Dry Goods.....	9	63	60	58	+31	+17	1,783
Electrical Goods.....	26	76	72	73	+82	+ 3	5,983
Fresh Fruits and Vegetables.....	6	139	116	111	+ 1	+ 1	326
Furniture and House Furnishings.....	14	52	49	46	+53	+ 7	3,884
Groceries and Foods, except Farm Products.....	37	101	102	98	+26	+ 1	4,758
Meats and Meat Products.....	6	187	170	185	+12	- 4	468
Wines and Liquors.....	7	81	71	80	+46	- 1	1,672
General Hardware.....	14	66	57	65	+47	+ 3	8,224
Industrial Supplies.....	10	57	56	56	+49	+ 6	996
Plumbing and Heating Supplies.....	10	73	75	78	+65	+ 7	1,761
Lumber and Building Materials.....	10	82	81	78	+11	+10	876
Machinery, Eqpt. and Supplies, except Electrical...	9	70	35	74	- 1	- 2	470
Paper and Its Products.....	4	57	52	43	+19	+51	450
Tobacco and Its Products.....	11	90	96	95	+25	+ 3	1,156

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.^b Less than 0.5 percent.^c Chiefly of the wholesale drug trade.

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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Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WHOLESALESAERS' SALES, INVENTORIES AND CREDITS
October 1941

A sales gain of 34 percent for October 1941 over the same month a year ago was reported by 2,910 wholesalers, according to an announcement released today by J. C. Capt, Director of the Census. A similar increase from 1940 levels -- 32 percent -- is shown for sales in the first 10 months of 1941. The 34 percent spread over last October falls short of the gains of 38-44 percent over the corresponding months of last year recorded during the third quarter of 1941. October sales of wholesalers were 1 percent above September 1941.

The cost value of inventories on hand at the end of October rose 3 percent from the beginning of the month. The increase in stocks over October 31, 1940 amounted to 21 percent, the sharpest rise over the corresponding month of the preceding year that has been recorded during the four years this information has been collected. The 3 percent increase in stocks during October exceeds slightly the nominal gain in sales between September and October of this year. Compared with October 1940, inventory expansions did not keep pace with sales advances; ratio of stocks to sales dropped from 151 for a year ago to 137 for the current month.

Collections on accounts receivable were more favorable in October than during the preceding month or the same month of last year. Collections equaled 79 percent of accounts receivable as of October 1, compared with collection percentages of 75 for October 1940 and September 1941. Accounts receivable were 35 percent greater on October 1, 1941 than at the same date in 1940, and 5 percent above September 1, 1941.

While industrial lines continued to lead all other trades in sales gains, only wholesalers of machinery, equipment and supplies reported a greater spread over 1940 for October (85%) than for the year to date (63%). While sales of industrial chemicals, hardware and metals were approximately one-third greater than in October 1940, these increases are substantially below those recorded in preceding months. Sales by wholesalers of electrical goods were two-thirds greater than for corresponding periods of 1940, both for October and for the year to date. For the first 10 months of 1941, industrial lines recorded gains of 40-70 percent.

Experiences of consumer-goods lines in general did not parallel trends of independent retail stores as reported in another monthly study of the Bureau of the Census. A leveling off in the rate of sales gains was recorded by some lines of retail trade for October. In contrast, wholesalers of similar commodities -- apparel, drugs, dry goods, and furniture -- reported continued expansions during the current month. Full-line grocery wholesalers reported gains in dollar sales for October similar to those for the year to date, but substantially less than those reported for September. Following the record advances associated with revision of tax rates in preceding months, liquor wholesalers reported October sales one-tenth under a year ago.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. 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
WHOLESALESALE'S SALES AND INVENTORIES
OCTOBER 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		October 1941 (Add 000)	Percent change from 10 mos. 1940	Ten months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1941 (Add 000)	Oct. 1941	Oct. 1940	Sept. 1941
		Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941					Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941				
UNITED STATES	2,910	+34	+ 1	\$339,027	+32	\$3,342,988	1,798	+21	+ 3	\$274,247	137	151	130
Automotive Supplies.....	204	+37	+ 2	6,100	+28	57,421	97	+12	+ 6	4,717	160	200	159
Chemicals (Industrial).....	21	+34	- 4	1,587	+46	19,958	14	+37	+ 3	1,026	102	100	92
Paints and Varnishes.....	66	+37	+ 5	3,546	+35	29,855	17	+18	+ 5	1,127	161	170	148
Clothing and Furnishings, except Shoes.....	48	+38	-20	3,492	+40	32,546	25	+10	- 8	1,217	107	128	110
Shoes and Other Footwear.....	33	+42	+ 7	17,315	+41	146,325	20	+17	+ 1	5,486	74	94	65
Coal.....	13	+53	+ 5	2,439	+40	20,431	b	b	b	b	b	b	b
Drugs and Sundries (Liquor excluded).....	125	+27	+ 6	22,698	+16	214,278	96	+12	+ 3	28,978	163	183	168
Dry Goods.....	108	+41	- 3	18,240	+36	148,952	58	+14	- 4	19,116	156	184	155
Electrical Goods.....	334	+66	- 4	37,406	+65	398,121	287	+39	+ 8	33,556	98	119	87
Dairy and Poultry Products.....	24	+27	+ 5	1,791	+15	22,201	15	+56	- 6	235	46	39	51
Fresh Fruits and Vegetables.....	81	+32	+13	4,966	+15	48,443	50	+33	+46	471	26	26	20
Farm Supplies.....	10	+48	- 8	567	+21	6,229	b	b	b	b	b	b	b
Furniture and House Furnishings.....	64	+46	+ 7	8,524	+40	87,912	35	+20	- 1	9,100	148	185	163
Groceries and Foods, except Farm Products.....	647	+16	- 1	57,062	+15	650,997	391	+30	+ 8	55,420	171	182	154
Full-line Wholesalers ^c	342	+16	- 4	25,840	+15	263,929	198	+29	+ 9	28,675	180	189	154
Voluntary-group Wholesalers.....	181	+14	+ 1	21,015	+13	243,279	127	+30	+ 7	20,101	185	165	174
Retailer-cooperative Warehouses.....	26	+18	+ 3	4,707	+19	41,258	11	+28	+10	3,546	128	119	118
Specialty Lines.....	98	+20	+ 3	5,500	+18	102,551	55	+43	+ 5	3,000	107	92	109
Confectionery.....	33	+18	+ 2	760	+16	6,703	18	+22	+21	351	102	93	84
Meats and Meat Products.....	89	+41	+22	30,222	+30	245,069	62	+37	- 3	5,227	42	39	50
Beer.....	55	+30	-10	1,021	+23	7,971	37	+27	+ 7	309	41	42	35
Wines and Liquors.....	32	-10	-38	2,780	+26	51,064	23	+29	+ 9	5,668	241	174	141
Liquor Department of Other Trades ^d	41	-10	-47	3,658	+30	46,794	37	+27	+23	11,021	300	212	127
Total Hardware Group.....	384	+39	+ 3	52,073	+50	499,929	255	+19	- 0	65,414	173	201	177
General Hardware.....	142	+35	+ 1	29,921	+41	284,341	94	+19	- 0	47,182	207	231	208
Industrial Supplies.....	129	+50	+ 4	13,565	+70	144,807	90	+17	+ 1	13,117	130	172	132
Plumbing and Heating Supplies.....	113	+36	+ 6	8,787	+51	70,761	71	+20	- 4	5,145	105	113	117
Jewelry.....	37	+34	-13	2,885	+44	24,265	21	- 4	- 2	2,668	154	215	134
Optical Goods.....	24	+28	- 2	369	+22	3,676	12	+25	+ 1	217	136	131	127
Lumber and Building Materials.....	37	+17	+ 2	2,921	+42	41,883	26	+ 6	- 1	2,081	96	110	101
Machinery, Eqpt. and Supplies, except Electrical....	64	+85	+12	4,428	+63	47,061	44	+20	- 2	4,072	124	196	135
Surgical Equipment and Supplies.....	30	+28	+ 5	910	+19	12,429	17	+15	+ 3	828	138	160	137
Metals.....	30	+41	+ 8	5,963	+72	64,597	17	-12	- 3	4,621	102	149	116
Paper and Its Products.....	89	+48	+ 8	8,879	+28	77,511	44	+12	+ 2	5,078	125	146	122
Petroleum.....	10	+41	+ 5	22,667	+23	137,750	6	+78	+17	1,017	70	48	59
Tobacco and Its Products.....	139	+12	+ 8	11,026	+ 7	144,394	48	+13	+ 9	2,104	57	57	53
Leather and Shoe Findings.....	13	+40	+16	275	+20	2,033	b	b	b	b	b	b	b
Miscellaneous.....	25	+35	- 1	2,857	+33	46,189	26	-26	-13	3,122	104	180	119

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Not affiliated with voluntary or cooperative groups.

^d Chiefly of the wholesale drug trade.

^e Less than 0.5 percent.

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WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

OCTOBER 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		October 1941	October 1940	September 1941	Percent change		As of October 1, 1941 (Add 000)
					October 1941 vs. October 1940	October 1941 vs. September 1941	
UNITED STATES	2,157	79	75	75	+35	+ 5	\$297,693
Automotive Supplies.....	134	66	58	68	+33	+ 7	4,908
Chemicals (industrial).....	20	87	76	82	+24	+ 2	1,549
Paints and Varnishes.....	65	64	61	61	+34	+ 1	5,127
Clothing and Furnishings, except Shoes.....	42	53	48	57	+19	+19	6,375
Shoes and Other Footwear.....	29	56	52	40	+30	+ 6	15,471
Coal.....	13	88	84	91	+38	+11	2,705
Drugs and Sundries (liquor excluded).....	51	74	72	76	+19	+10	8,043
Dry Goods.....	91	48	46	44	+41	+10	32,896
Electrical Goods.....	286	74	71	74	+74	+ 5	44,367
Dairy and Poultry Products.....	16	154	162	155	+28	+ 4	659
Fresh Fruits and Vegetables.....	58	161	138	157	+11	+ 2	1,128
Farm Supplies.....	6	94	69	98	+16	- 3	329
Furniture and House Furnishings.....	49	59	54	56	+40	+ 7	11,632
Groceries and Foods, except Farm Products.....	454	105	101	102	+15	+ 3	37,961
Full-line Wholesalers.....	221	96	91	95	+15	+ 3	16,524
Voluntary-group Wholesalers.....	134	106	102	101	+15	+ 1	15,044
Retailer-cooperative Warehouses.....	19	185	172	173	+13	- 1	1,905
Specialty Lines.....	80	100	102	98	+21	+ 7	4,488
Confectionery.....	20	74	69	72	+21	+10	511
Meats and Meat Products.....	71	187	200	149	+49	- 4	15,225
Beer.....	16	140	132	146	+ 7	-12	146
Wines and Liquors.....	23	71	79	79	+56	+13	3,982
Total Hardware Group.....	329	68	60	63	+31	+ 3	64,041
General Hardware.....	122	64	55	57	+23	+ 3	41,686
Industrial Supplies.....	108	81	72	78	+51	+ 1	12,509
Plumbing and Heating Supplies.....	99	73	67	68	+43	+ 8	9,846
Jewelry.....	27	23	16	25	+23	+27	5,171
Optical Goods.....	19	65	53	63	+15	- b	394
Lumber and Building Materials.....	34	68	71	69	+26	+ 4	3,610
Machinery, Equipment and Supplies, except Electrical.....	50	76	71	76	+69	+12	4,112
Surgical Equipment and Supplies.....	28	54	51	52	+24	+ 6	1,317
Metals.....	24	114	92	104	+27	- 8	5,087
Paper and Its Products.....	74	71	65	67	+27	+ 5	9,167
Petroleum.....	7	137	127	128	+22	- 3	1,169
Tobacco and Its Products.....	84	121	121	122	+14	+ 3	6,171
Leather and Shoe Findings.....	11	56	48	50	+19	+ 4	282
Miscellaneous.....	26	64	57	65	+21	+ 5	4,158

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

^b Less than 0.5 percent.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		October 1941 (Add 000)	Percent change from 10 mos. 1940	Ten months 1941 (Add 000)	Number of firms reporting stocks	Percent change		October 31, 1941 (Add 000)	Oct. 1941	Oct. 1940	Sept. 1941
		Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941					Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941				
New England.....	179	+27	+ 4	\$18,416	+34	\$178,771	118	+27	+ 5	\$13,117	98	102	100
Chemicals (industrial).....	4	+25	- 1	315	+35	4,925	b						
Drugs and Sundries (liquor excluded).....	7	+29	+ 3	1,202	+27	10,044	6	+15	+ 6	1,458	142	158	138
Electrical Goods.....	33	+52	+ 2	2,691	+61	27,986	29	+46	+ 9	2,423	93	97	88
Fresh Fruits and Vegetables.....	4	+43	- c	220	+21	2,766	4	+67	+100	30	14	12	7
Groceries and Foods, except Farm Products.....	25	+16	- c	2,588	+16	25,318	11	+49	+ 6	1,567	176	140	180
Meats and Meat Products.....	8	+32	+30	4,095	+30	31,921	8	+69	+ 4	1,082	26	21	33
Wines and Liquors.....	6	+20	+39	515	+32	6,773	5	+52	+21	837	238	132	133
General Hardware.....	5	+48	- 1	359	+31	4,200	4	+ 9	- 3	853	264	360	279
Industrial Supplies.....	15	+52	+ 9	1,050	+80	10,269	10	+13	+ 3	1,362	167	221	171
Plumbing and Heating Supplies.....	8	+15	+12	387	+56	3,159	5	-15	- 1	343	119	142	121
Optical Goods.....	5	+33	+ 7	61	+31	448	4	+38	+ 4	51	182	176	181
Metals.....	5	+50	+ 2	540	+93	4,497	b	b	b	b	b	b	b
Paper and Its Products.....	7	+67	+23	428	+39	3,677	5	+10	+ c	287	98	133	115
Tobacco and Its Products.....	11	+ 6	- c	1,675	+ 4	19,161	b	b	b	b	b	b	b
Middle Atlantic.....	591	+37	+ 3	69,563	+29	743,785	342	+17	+ 1	44,599	117	133	118
Automotive Supplies.....	23	+19	- 3	917	+25	9,662	16	+ 5	+ 6	1,204	166	189	150
Clothing and Furnishings, except Shoes.....	18	+49	+22	2,548	+45	24,669	9	+ 5	-10	630	104	136	104
Shoes and Other Footwear.....	8	+25	+15	549	+28	8,714	b	b	b	b	b	b	b
Coal.....	4	+61	+ 8	593	+79	4,286	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	19	+18	+ 7	4,014	+ 9	43,919	17	+ 6	+ 3	4,459	135	150	142
Dry Goods.....	41	+60	+ 3	4,982	+44	44,190	18	+19	- 2	2,648	147	169	145
Electrical Goods.....	68	+72	+ 9	8,380	+63	81,629	57	+44	+ 3	6,495	87	105	91
Dairy and Poultry Products.....	4	+11	+ 5	609	+ 5	10,267	b	b	b	b	b	b	b
Fresh Fruits and Vegetables.....	18	+30	+20	2,682	+16	20,865	11	+42	+84	101	22	19	13
Furniture and House Furnishings.....	20	+42	+16	2,198	+41	19,971	12	+22	- 7	1,976	116	135	149
Groceries, and Foods, except Farm Products.....	90	+14	+ 2	9,979	+12	114,967	37	+36	+ 5	5,268	158	134	149
Meats and Meat Products.....	19	+50	+11	7,258	+16	58,992	14	+25	- 7	729	40	41	50
Beer.....	11	+23	+10	174	+14	1,732	6	+14	0	24	25	27	22
General Hardware.....	34	+33	+ 2	4,503	+35	37,139	19	+13	+ 5	4,776	189	217	185
Industrial Supplies.....	38	+69	+ 4	3,414	+84	39,735	27	+29	+ 1	3,326	120	156	124
Plumbing and Heating Supplies.....	43	+37	+13	3,006	+44	16,390	27	+27	- 4	2,008	90	97	108
Jewelry.....	14	+41	+12	1,148	+45	7,269	10	- 6	- 4	1,339	146	223	135
Optical Goods.....	10	+54	- 4	192	+24	1,683	4	+16	0	94	174	188	145
Lumber and Building Materials.....	5	+16	+12	481	+47	12,471	b	b	b	b	b	b	b
Machinery, Eqpt. and Supplies, except Electrical..	5	+38	- 2	287	+61	5,652	4	+18	- 6	473	169	197	178
Metals.....	6	+35	+11	3,359	+55	30,477	b	b	b	b	b	b	b
Paper and Its Products.....	30	+43	+11	3,500	+28	29,915	15	+10	+ 2	2,347	122	135	123
Petroleum.....	4	+32	+ 4	755	+31	6,326	b	b	b	b	b	b	b
Tobacco and Its Products.....	29	+16	+ 3	2,083	+ 5	51,571	12	-17	- 2	413	37	52	38
East North Central.....	586	+33	+ 2	57,655	+33	568,505	387	+26	+ 4	52,343	130	140	127
Automotive Supplies.....	59	+62	+15	1,491	+31	10,697	37	+18	+ 7	1,615	148	196	162
Paints and Varnishes.....	13	+17	- 7	403	+24	3,969	7	+19	+11	456	134	129	111
Clothing and Furnishings, except Shoes.....	12	+29	+ 3	431	+27	3,190	6	+39	+ 2	553	135	139	152
Drugs and Sundries (liquor excluded).....	23	+27	+ 6	3,599	+16	35,242	13	+ 9	+ 3	3,247	135	159	141
Dry Goods.....	8	+32	- 8	953	+30	8,471	5	+ 8	- 6	1,508	146	177	145
Electrical Goods.....	65	+70	- 5	7,835	+64	84,974	51	+40	+11	6,826	103	128	88
Dairy and Poultry Products.....	6	+33	+ 2	290	+24	2,358	4	+ 9	0	24	14	16	13
Fresh Fruits and Vegetables.....	17	+19	+22	584	+ 6	5,367	b	b	b	b	b	b	b
Furniture and House Furnishings.....	7	+37	+ c	653	+39	6,637	5	+50	+ 1	999	184	166	182

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		October 1941 (Add 000)	Percent change from 10 Mos. 1940	Ten months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1941 (Add 000)	Oct. 1941	Oct. 1940	Sept. 1941
		Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941					Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941				
East North Central (continued)													
Groceries and Foods, except Farm Products.....	125	+17	+ 1	12,931	+15	118,858	86	+26	+ 7	11,246	153	144	142
Confectionery.....	8	+13	+15	113	+ 6	838	6	+24	+17	84	102	93	97
Meats and Meat Products.....	22	+25	+18	3,686	+32	38,198	19	+41	+ 1	1,616	53	45	60
Beer.....	20	+24	-15	350	+29	2,781	15	+19	+ 4	113	41	42	34
Wines and Liquors.....	4	+ 5	-24	184	+25	2,525	b	b	b	b	b	b	b
Liquor Department of Other Trades.....	4	- 9	-54	246	+29	3,335	b	b	b	b	b	b	b
General Hardware.....	22	+26	+ 5	6,651	+28	66,612	16	+41	- 1	13,882	224	200	240
Industrial Supplies.....	22	+68	+ 2	3,497	+80	38,147	19	+16	+ c	2,571	79	116	81
Plumbing and Heating Supplies.....	14	+34	+ 3	1,060	+48	13,029	10	+ 3	- 3	684	138	170	148
Jewelry.....	11	+22	-16	1,120	+38	8,286	5	+ 5	+ c	951	147	175	120
Lumber and Building Materials.....	8	- c	+ 1	487	+33	7,493	7	+11	- 4	459	102	93	107
Machinery, Eqpt. and Supplies, except Electrical...	13	+115	+31	1,106	+68	7,400	11	+26	+ 2	505	54	101	69
Surgical Equipment and Supplies.....	7	+29	+ 2	508	+28	4,191	5	+24	+ 4	532	117	124	114
Metals.....	7	+52	- c	898	+99	17,524	4	-10	- 7	661	132	221	145
Paper and Its Products.....	24	+53	+ 8	3,006	+28	25,425	11	+20	+ 3	1,096	108	135	101
Tobacco and Its Products.....	37	+11	+ c	3,302	+ 7	30,364	13	+32	+15	916	67	58	57
Leather and Shoe Findings.....	5	+48	+ 9	108	+29	721	b	b	b	b	b	b	b
West North Central.....	297	+30	- 4	34,819	+28	368,285	206	+17	+ 1	46,801	154	172	147
Automotive Supplies.....	25	+49	+ 1	867	+35	7,491	9	+ 5	+12	474	150	208	140
Drugs and Sundries (liquor excluded).....	14	+19	+ c	2,842	+12	25,255	13	+11	+ 2	3,905	165	175	162
Dry Goods.....	11	+41	- 1	6,493	+36	48,681	10	+15	- 7	9,580	150	184	160
Electrical Goods.....	32	+63	- 7	2,777	+54	37,399	28	+37	+17	3,094	128	156	101
Fresh Fruits and Vegetables.....	10	+34	- 6	313	+14	3,637	7	+37	+21	115	52	53	43
Furniture and House Furnishings.....	4	+60	+ 5	1,815	+37	30,287	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	72	+ 7	- 8	5,821	+14	71,450	53	+16	+ 6	9,134	184	169	159
Confectionery.....	4	+24	+31	47	+21	164	b	b	b	b	b	b	b
Beer.....	11	+ 1	-11	153	+ 6	1,222	7	+14	- 3	32	25	21	23
General Hardware.....	15	+29	- c	5,943	+38	47,559	14	+14	- 3	10,969	193	220	197
Industrial Supplies.....	13	+85	+10	849	+37	6,753	7	+20	+ 1	726	150	233	178
Plumbing and Heating Supplies.....	10	+20	- 7	626	+24	6,857	6	+18	- 1	487	122	130	123
Jewelry.....	4	+24	-17	110	+38	1,354	b	b	b	b	b	b	b
Machinery, Eqpt. and Supplies, except Electrical....	6	+190	-16	420	+78	5,149	4	+63	- 2	262	64	119	55
Surgical Equipment and Supplies.....	4	+16	+14	64	+10	3,708	b	b	b	b	b	b	b
Metals.....	4	+49	+21	584	+66	5,324	b	b	b	b	b	b	b
Tobacco and Its Products.....	15	+ 7	+ 3	762	+ 6	10,851	9	+17	+ 8	275	57	55	53
South Atlantic.....	357	+29	- 4	27,492	+34	263,543	202	+24	+ 4	23,441	154	140	120
Automotive Supplies.....	13	+31	+ 2	580	+36	5,911	b	b	b	b	b	b	b
Paints and Varnishes.....	4	+52	+ 8	187	+46	1,472	4	+11	+ 1	205	110	150	117
Shoes and Other Footwear.....	5	+48	-17	1,700	+35	15,203	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	21	+32	+10	2,304	+20	23,036	13	+32	+ 3	2,918	203	198	223
Dry Goods.....	12	+29	- 6	1,771	+32	12,470	7	+34	+ 6	1,664	189	180	160
Electrical Goods.....	50	+48	-11	5,388	+66	53,926	47	+37	+ 4	4,830	93	100	79
Fresh Fruits and Vegetables.....	12	+49	+11	340	+16	3,397	6	+16	+38	36	17	23	15
Furniture and House Furnishings.....	8	+25	+12	616	+35	4,255	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	94	+18	+ 1	5,690	+13	54,927	38	+37	+ 9	4,390	178	152	163
Confectionery.....	8	+25	+ 9	227	+20	1,835	6	+33	+16	116	89	79	90
Meats and Meat Products.....	10	+27	+ 2	840	+31	8,387	7	+42	-12	351	43	39	50
Beer.....	5	+89	+ 1	234	+63	1,158	b	b	b	b	b	b	b
Wines and Liquors.....	6	-24	-43	342	+28	4,205	4	+20	+26	877	381	223	158
General Hardware.....	20	+30	+ 4	1,683	+37	20,969	12	- 4	- 3	2,244	212	291	226
Industrial Supplies.....	13	+32	- 5	732	+61	9,308	8	-10	- 5	644	125	182	127
Plumbing and Heating Supplies.....	18	+20	+ 9	1,492	+53	11,856	15	+42	- 3	1,173	109	93	121
Machinery, Eqpt. and Supplies, except Electrical...	6	+24	- 2	289	+38	2,442	b	b	b	b	b	b	b
Paper and Its Products.....	10	+36	+ 4	756	+33	6,074	4	+13	- 2	366	119	121	127
Tobacco and Its Products.....	14	+26	+ 6	1,093	+24	9,899	b	b	b	b	b	b	b

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		October 1941 (Add 000)	Percent change from 10 mos. 1940	Ten months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1941 (Add 000)	Oct. 1941	Oct. 1940	Sept. 1941
		Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept.1941					Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept.1941				
East South Central.....	165	+36	- 2	\$14,885	+33	\$125,906	97	+27	+ 4	\$14,551	151	158	137
Drugs and Sundries (liquor excluded).....	13	+37	+ 4	1,960	+24	15,796	b	b	b	b	b	b	b
Dry Goods.....	12	+27	-17	1,314	+38	11,423	7	+ 5	- 1	1,311	136	169	117
Electrical Goods.....	14	+80	-14	1,027	+72	14,218	12	+22	+ 4	1,158	121	181	98
Fresh Fruits and Vegetables.....	8	+25	- 6	152	+14	861	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	47	+20	- 3	3,901	+16	32,151	26	+49	+ 8	4,479	175	139	157
Meats and Meat Products.....	4	+24	+18	914	+20	6,938	b	b	b	b	b	b	b
Wines and Liquors.....	5	- 5	-39	228	+30	2,502	b	b	b	b	b	b	b
General Hardware.....	12	+59	+ 6	2,828	+45	23,689	6	+19	+ 1	2,462	166	206	156
Machinery, Eqt. and Supplies, except Electrical...	7	+50	+ 7	352	+38	2,015	6	+23	+ 6	382	133	161	134
Paper and Its Products.....	4	+86	+16	335	+35	2,410	b	b	b	b	b	b	b
West South Central.....	263	+27	- 3	22,647	+31	245,766	184	+24	+ 7	29,523	178	186	159
Drugs and Sundries (liquor excluded).....	17	+21	- 3	2,188	+15	21,185	14	+ 9	+ 4	4,508	220	245	206
Dry Goods.....	5	+22	-12	774	+29	7,827	4	+28	+ 6	1,172	210	192	177
Electrical Goods.....	33	+83	- 3	3,028	+64	27,675	28	+37	+15	2,569	91	125	77
Groceries and Foods, except Farm Products.....	122	+15	- 4	8,312	+15	93,860	65	+35	+ 9	10,297	185	161	159
Liquor Department of Other Trades.....	11	- 5	-19	568	+ 9	5,507	10	+26	+24	1,687	306	230	198
General Hardware.....	14	+38	- 1	2,176	+78	32,557	10	+13	+ 2	3,263	213	260	204
Industrial Supplies.....	10	+18	+ 5	2,709	+36	22,070	8	+16	+ 2	3,457	207	219	201
Machinery, Eqt. and Supplies, except Electrical...	7	+93	+45	478	+64	10,635	b	b	b	b	b	b	b
Surgical Equipment and Supplies.....	6	+33	+ 8	112	+20	812	b	b	b	b	b	b	b
Paper and Its Products.....	4	+61	+ 1	289	+20	2,057	b	b	b	b	b	b	b
Tobacco and Its Products.....	8	+ 1	- 3	292	+ 2	3,422	b	b	b	b	b	b	b
Mountain.....	125	+30	- 5	9,302	+26	91,121	89	+15	+ 4	10,771	151	170	136
Automotive Supplies.....	20	+32	- 6	430	+13	4,735	11	+20	+ 5	521	258	261	206
Dry Goods.....	4	+26	- 2	512	+23	4,140	b	b	b	b	b	b	b
Electrical Goods.....	13	+74	-12	1,148	+50	12,842	10	+ 1	+ 9	819	80	138	64
Groceries and Foods, except Farm Products.....	31	+ 9	- 6	2,090	+ 9	20,265	28	+24	+ 9	4,197	212	185	182
Meats and Meat Products.....	5	+53	-11	621	+39	5,215	4	+15	-18	445	74	99	80
General Hardware.....	5	+19	+ 1	735	+26	8,559	b	b	b	b	b	b	b
Plumbing and Heating Supplies.....	5	+63	-15	389	+60	3,333	4	+25	-12	306	113	148	118
Tobacco and Its Products.....	7	+12	+ 7	309	+ c	3,065	b	b	b	b	b	b	b
Pacific.....	303	+38	- 5	37,202	+36	438,469	172	+16	+ 5	36,888	156	185	138
Automotive Supplies.....	53	+35	- 3	1,623	+30	15,188	15	+ 9	+ 5	652	166	230	171
Shoes and Other Footwear.....	7	+37	-13	258	+15	2,333	5	+10	+ 8	410	174	220	137
Dry Goods.....	12	+39	- 1	1,385	+29	11,199	4	-17	-11	557	143	214	163
Electrical Goods.....	26	+70	- 8	5,132	+75	57,472	25	+43	+ 9	5,342	105	125	89
Fresh Fruits and Vegetables.....	8	+44	+ 2	637	+13	9,078	6	+22	+22	66	21	22	19
Furniture and House Furnishings.....	14	+52	+ 4	2,263	+46	17,915	8	+ 6	- 1	2,130	158	254	176
Groceries and Foods, except Farm Products.....	41	+25	- c	5,750	+22	119,201	27	+30	+12	4,842	145	156	132
Confectionery.....	4	+12	-11	260	+19	2,858	b	b	b	b	b	b	b
Meats and Meat Products.....	9	+41	+17	1,198	+21	12,108	6	+17	- 2	189	53	59	37
Wines and Liquors.....	7	- 2	-36	1,156	+29	14,043	6	+19	- 4	2,498	219	182	150
General Hardware.....	15	+49	- 3	5,243	+58	43,057	10	+12	+ 3	8,123	218	288	200
Industrial Supplies.....	9	+52	+ 3	595	+77	13,988	5	+18	- 1	643	200	257	196
Plumbing and Heating Supplies.....	11	+59	+ 2	1,623	+75	15,243	b	b	b	b	b	b	b
Lumber and Building Materials.....	11	+14	- 3	711	+42	7,896	b	b	b	b	b	b	b
Metals.....	4	+43	+13	375	+94	4,763	b	b	b	b	b	b	b
Paper and Its Products.....	5	+45	-22	344	+17	4,705	4	+17	+ 2	605	195	242	146
Tobacco and Its Products.....	14	+ 7	- 9	1,283	+12	14,782	4	+18	+12	272	103	101	105

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
OCTOBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages*			Accounts Receivable		
		Oct. 1941	Oct. 1940	Sept. 1941	Percent change		As of October 1, 1941 (Add 000)
					Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941	
New England.....	145	94	91	88	+37	+ b	\$16,405
Electrical Goods.....	31	77	73	74	+85	- 7	3,554
Fresh Fruits and Vegetables.....	4	174	145	170	+15	- 8	97
Groceries and Foods, except Farm Products.....	19	92	91	90	+25	+ 6	2,521
Meats and Meat Products.....	8	212	200	163	+30	- 6	1,860
Wines and Liquors.....	5	50	52	48	+43	+10	1,332
Industrial Supplies.....	12	78	66	72	+59	+ 1	904
Plumbing and Heating Supplies.....	7	78	65	71	+ b	-11	422
Optical Goods.....	5	63	49	62	+ 9	+ 6	95
Machinery, Eqpt. and Supplies, except Electrical.	4	89	76	77	+42	+12	202
Paper and Its Products.....	6	75	71	75	+41	+ 8	487
Tobacco and Its Products.....	9	127	128	133	+ 8	+ 4	1,124
Middle Atlantic.....	451	83	77	72	+33	+ 6	65,086
Automotive Supplies.....	25	69	53	68	+28	+10	966
Clothing and Furnishings, except Shoes.....	15	53	46	62	+16	+23	4,480
Shoes and Other Footwear.....	8	49	48	38	+23	+ 2	1,458
Drugs and Sundries (liquor excluded).....	9	68	64	70	+ 7	+ 8	2,491
Dry Goods.....	36	57	52	50	+49	+ 7	7,644
Electrical Goods.....	48	81	76	75	+66	+ 3	8,269
Fresh Fruits and Vegetables.....	12	233	201	207	+ 7	- 7	186
Furniture and House Furnishings.....	15	60	58	57	+36	+12	2,613
Groceries and Foods, except Farm Products.....	80	104	106	101	+19	+ 2	7,604
Meats and Meat Products.....	13	181	180	154	+60	+11	3,992
General Hardware.....	28	61	52	56	+34	+ 8	5,261
Industrial Supplies.....	32	85	76	82	+67	+ 5	3,512
Plumbing and Heating Supplies.....	24	71	62	67	+30	+ 5	3,209
Jewelry.....	9	22	16	25	+27	+29	1,194
Optical Goods.....	8	63	51	61	+17	- 2	243
Lumber and Building Materials.....	5	59	60	61	+14	+ 6	720
Machinery, Eqpt. and Supplies, except Electrical.	5	78	72	67	+31	+ 2	420
Metals.....	6	129	96	117	+17	- 6	2,635
Paper and Its Products.....	23	67	60	61	+26	+ 5	4,106
Tobacco and Its Products.....	16	142	125	135	- b	- b	1,192
East North Central.....	408	82	76	78	+27	+ 3	51,048
Automotive Supplies.....	31	72	60	73	+27	+ 6	958
Chemicals (industrial).....	4	95	90	97	+37	+10	340
Paints and Varnishes.....	13	49	45	46	+25	+ 1	848
Clothing and Furnishings, except Shoes.....	10	71	62	64	+13	+14	560
Drugs and Sundries (liquor excluded).....	13	73	80	80	+27	+10	1,340
Dry Goods.....	6	51	47	49	+29	+13	1,599
Electrical Goods.....	44	75	64	74	+60	+ 3	9,220
Fresh Fruits and Vegetables.....	8	188	176	164	+ 6	- 2	94
Furniture and House Furnishings.....	7	68	58	66	+26	+ 1	978
Groceries and Foods, except Farm Products.....	90	114	103	110	+ 8	+ 3	8,740
Confectionery.....	6	139	126	125	+ 2	0	44
Meats and Meat Products.....	16	173	175	143	+18	- 1	1,370
General Hardware.....	20	65	58	55	+12	- 6	8,777
Industrial Supplies.....	18	82	82	84	+71	- 1	2,617
Plumbing and Heating Supplies.....	13	75	75	69	+53	+ 9	1,369
Jewelry.....	8	24	15	26	+17	+25	2,556
Lumber and Building Materials.....	8	84	82	86	- 4	- 2	535
Machinery, Eqpt. and Supplies, except Electrical.	12	67	72	64	+71	+12	1,127
Surgical Equipment and Supplies.....	5	58	58	54	+39	+ 6	643
Metals.....	5	99	87	92	+40	+ 1	900
Paper and Its Products.....	20	83	79	75	+33	+ 2	2,178
Tobacco and Its Products.....	22	126	126	127	+12	+ 3	1,688
Leather and Shoe Findings.....	5	61	48	54	+13	+ 7	171
West North Central.....	237	64	60	61	+31	+ 7	44,208
Automotive Supplies.....	19	64	53	68	+41	+ 5	1,027
Clothing and Furnishings, except Shoes.....	5	37	38	40	+37	+22	469
Drugs and Sundries (liquor excluded).....	4	83	84	89	+27	+21	855
Dry Goods.....	8	42	40	38	+43	+11	13,292
Electrical Goods.....	45	69	65	68	+74	+ 4	3,951
Fresh Fruits and Vegetables.....	7	166	161	173	+25	- 3	116
Furniture and House Furnishings.....	4	69	63	65	+38	+ 8	2,470
Groceries and Foods, except Farm Products.....	36	145	140	142	+16	- b	2,504
Beer.....	7	249	225	236	- 6	-18	45
General Hardware.....	15	60	51	54	+12	+ 8	10,811
Industrial Supplies.....	12	68	58	63	+12	+ b	831
Plumbing and Heating Supplies.....	22	72	68	66	+35	+15	552
Jewelry.....	4	33	24	36	+23	+25	253
Surgical Equipment and Supplies.....	4	58	56	56	+10	- 3	100
Tobacco and Its Products.....	7	172	183	170	+17	- 1	191

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(Continued on Next Page)

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

OCTOBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Oct. 1941	Oct. 1940	Sept. 1941	Percent change		As of October 1, 1941 (Add 000)
					Oct.1941 vs. Oct.1940	Oct.1941 vs. Sept.1941	
South Atlantic.....	255	75	72	74	+37	+ 9	\$24,980
Automotive Supplies.....	11	73	68	75	+35	+ 6	558
Paints and Varnishes.....	4	66	60	64	+24	+ 3	266
Drugs and Sundries (liquor excluded).....	10	90	84	90	+23	+10	1,139
Dry Goods.....	8	46	44	44	+34	+16	2,620
Electrical Goods.....	47	67	71	73	+78	+17	7,416
Fresh Fruits and Vegetables.....	11	143	119	130	+32	+ 5	145
Groceries and Foods, except Farm Products.....	64	111	101	108	+ 8	+ 2	3,242
Confectionery.....	5	77	66	72	+14	+ 6	232
Meats and Meat Products.....	8	179	172	166	+24	- 4	433
General Hardware.....	15	63	53	54	+20	+ 4	2,178
Industrial Supplies.....	10	80	70	82	+42	+ 1	820
Plumbing and Heating Supplies.....	15	72	64	65	+48	+12	1,908
Paper and Its Products.....	8	70	63	69	+25	- 2	754
Tobacco and Its Products.....	6	104	98	106	+15	+ 1	319
East South Central.....	121	71	66	69	+30	+ 3	14,222
Dry Goods.....	11	46	43	41	+37	+10	2,788
Electrical Goods.....	11	70	69	76	+65	- 7	1,286
Groceries and Foods, except Farm Products.....	35	97	84	90	+15	- 1	2,810
Meats and Meat Products.....	4	130	148	129	+26	+14	626
General Hardware.....	9	66	55	64	+34	+ 3	2,482
Machinery, Eqpt. and Supplies, except Electrical...	5	65	64	66	+42	- b	408
Paper and Its Products.....	4	76	64	79	+24	+ 4	380
West South Central.....	176	76	73	72	+36	+ 5	21,147
Drugs and Sundries (liquor excluded).....	7	62	64	61	+35	+12	1,395
Dry Goods.....	5	43	42	40	+32	+ 6	2,001
Electrical Goods.....	30	79	77	75	+98	+ 8	3,723
Groceries and Foods, except Farm Products.....	72	85	86	84	+18	+ 4	5,738
General Hardware.....	14	66	59	59	+31	+ 5	3,529
Industrial Supplies.....	8	86	74	79	+31	- 1	2,395
Surgical Equipment and Supplies.....	6	60	57	55	+20	+ 1	163
Paper and Its Products.....	4	64	56	66	+33	+ 8	387
Tobacco and Its Products.....	5	88	91	96	+14	+ 8	146
Mountain.....	92	78	78	81	+34	+ 3	8,501
Automotive Supplies.....	11	47	57	57	+47	+26	368
Dry Goods.....	4	56	50	54	+27	+ 7	920
Electrical Goods.....	11	69	64	75	+68	+ 5	1,539
Groceries and Foods, except Farm Products.....	26	90	92	88	+13	- b	2,029
Meats and Meat Products.....	4	169	162	189	+28	- 8	338
Plumbing and Heating Supplies.....	4	76	63	76	+49	+ 3	361
Tobacco and Its Products.....	4	116	116	119	+11	0	108
Pacific.....	232	72	70	71	+48	+ 5	35,030
Automotive Supplies.....	30	64	59	64	+35	+ 3	836
Shoes and Other Footwear.....	7	44	44	43	+24	+ 7	639
Dry Goods.....	10	59	65	63	+38	+ 7	1,935
Electrical Goods.....	19	72	75	76	+91	+ 3	5,409
Fresh Fruits and Vegetables.....	7	128	98	134	+ 4	+12	396
Furniture and House Furnishings.....	13	52	48	51	+52	+ 4	3,983
Groceries and Foods, except Farm Products.....	32	105	104	103	+28	+ 4	2,773
Meats and Meat Products.....	7	192	184	170	+12	- 9	491
Wines and Liquors.....	7	74	86	82	+69	+12	1,895
General Hardware.....	15	68	58	64	+44	+ 1	8,242
Industrial Supplies.....	8	59	54	56	+56	- 1	884
Plumbing and Heating Supplies.....	10	77	75	72	+79	+13	1,757
Lumber and Building Materials.....	10	65	67	70	+43	+ 1	780
Metals.....	4	83	76	73	+63	-26	524
Paper and Its Products.....	4	59	59	57	+10	+24	561
Tobacco and Its Products.....	12	90	103	91	+37	+ 7	1,286

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.^b Less than 0.5 percent.

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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Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WHOLESALESAERS' SALES, INVENTORIES AND CREDITS
November 1941

A sales gain of 24 percent for November 1941 over the same month a year ago was reported by 2,870 wholesalers, according to an announcement released today by J. C. Capt, Director of the Census. This spread over last November falls short of the gain of 31 percent for the first 11 months of 1941. Gains of more than 30 percent over corresponding months of 1940 were reported from April through October. November sales were 14 percent under October 1941, a greater than usual seasonal decline.

The tapering off in sales gains reflects the experiences of consumer-goods lines. These trades, in general, declined more than seasonally from October, and were characterized by narrowing margins over 1940. The gain over November 1940 for furniture wholesalers was 20 points less than that noted in October. Sales expansions of the grocery and clothing trades contracted 10 points from a month ago. The recession in these wholesale lines this month follows a leveling off in sales gains reported for October and November by the series "Retail Sales, Independent Stores."

While industrial lines continued to lead all other trades in sales gains, only wholesalers of industrial chemicals and paints and varnishes reported a greater spread over 1940 for November than for the year to date. The gains of 30-40 percent over November 1940 for various heavy lines represent further expansions over the favorable records of these trades a year ago when they were leading the upswing in wholesale trade. For 1941 to date, wholesale trade gains are paced by the following margins: metals (68%), industrial supplies (67%), electrical goods (64%) and machinery, equipment and supplies (60%).

The cost value of inventories on hand at the end of November rose 2 percent from the beginning of the month. This rise in stocks is counter to the 14 percent decrease in sales from the previous month. The increase in stocks over November 30, 1940 amounted to 24 percent, the strongest rise over the corresponding month of the preceding year that has been recorded during the four years this information has been collected. For the first time in fourteen months, the ratio of stocks to sales was as high as for the corresponding month of the preceding year.

Collections on accounts receivable were more favorable in November than during the same month of last year, but declined seasonally from October 1941. Collections equaled 73 percent of accounts receivable as of November 1, compared with collection percentages of 70 for November 1940 and 79 for October 1941. Accounts receivable were 27 percent greater on November 1, 1941 than at the same date in 1940, and 2 percent above October 1, 1941.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables and in summary for the United States, and insofar as the data permit without disclosing individual operations, by geographic divisions.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALES' SALES AND INVENTORIES
NOVEMBER 1941

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		November 1941 (Add 000)	Percent change from 11 mos. 1940	Eleven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1941 (Add 000)	Nov. 1941	Nov. 1940	Oct. 1941
		Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941					Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941				
UNITED STATES	2,870	+24	-14	\$285,052	+31	\$3,729,251	1,770	+24	+ 2	\$290,054	163	160	137
Automotive Supplies.....	197	+16	-13	5,273	+27	63,819	102	+11	+ 2	4,866	181	187	151
Chemicals (industrial).....	21	+56	+ 5	1,512	+46	22,280	14	+46	+ 6	649	55	63	58
Paints and Varnishes.....	65	+54	+ 2	3,346	+36	33,259	17	+19	+ 1	1,078	192	202	162
Clothing and Furnishings, except Shoes.....	46	+28	-31	3,187	+38	35,948	23	+16	- 9	1,101	128	130	108
Shoes and Other Footwear.....	35	+28	-34	5,670	+40	152,485	22	+22	+ 8	6,952	136	145	83
Coal.....	12	+30	+ 1	2,152	+39	22,583	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	128	+14	-17	19,724	+16	236,469	98	+16	- c	30,054	195	190	161
Dry Goods.....	105	+18	-21	14,412	+34	163,575	59	+24	- 2	19,897	197	182	159
Electrical Goods.....	311	+41	-14	29,937	+64	433,384	274	+50	+ 9	35,361	126	118	99
Dairy and Poultry Products.....	23	+ c	+17	2,199	+11	25,036	14	+63	- 6	385	66	45	64
Fresh Fruits and Vegetables.....	81	+26	-15	4,482	+17	53,754	45	+22	+19	335	24	25	19
Farm Supplies.....	10	+18	- 7	343	+21	6,572	b	b	b	b	b	b	b
Furniture and House Furnishings.....	62	+24	-23	5,856	+39	97,067	34	+33	+ 2	8,251	216	188	160
Groceries and Foods, except Farm Products.....	621	+ 7	-15	47,001	+15	711,763	366	+30	+ c	52,501	196	180	165
Full-line Wholesalers ^d	333	+11	-14	20,703	+15	286,137	189	+30	- c	25,095	200	171	176
Voluntary-group Wholesalers.....	163	+ 2	-16	18,023	+12	267,693	111	+30	+ c	20,055	214	162	175
Retailer-cooperative Warehouses.....	21	+ 8	-17	3,596	+18	45,053	10	+22	- 3	3,502	148	131	128
Specialty Lines.....	104	+15	-15	4,679	+18	112,880	56	+42	+ 7	3,949	148	120	117
Confectionery.....	31	+14	- 7	717	+16	7,442	17	+28	+ 3	379	107	95	105
Meats and Meat Products.....	96	+46	-19	24,231	+32	270,315	59	+35	+ 6	5,134	53	50	41
Beer.....	55	+20	-14	802	+23	8,853	37	+26	- 5	258	46	43	41
Wines and Liquors.....	37	+12	+23	4,947	+23	57,182	24	+21	+ 8	9,013	218	208	248
Liquor Department of Other Trades ^e	39	+ 5	+35	5,004	+27	51,918	36	+27	+ 5	11,608	237	194	302
Total Hardware Group.....	379	+34	-14	43,585	+47	599,177	248	+20	+ 2	63,854	205	226	175
General Hardware.....	144	+28	-14	25,578	+40	360,537	95	+22	+ 2	46,361	244	254	206
Industrial Supplies.....	130	+45	-11	11,756	+67	160,187	89	+16	+ 1	12,966	146	185	131
Plumbing and Heating Supplies.....	105	+38	-17	6,251	+49	78,453	64	+22	+ 4	4,527	138	150	107
Jewelry.....	39	+26	- 9	3,007	+42	28,081	22	- 6	-10	2,443	156	206	151
Optical Goods.....	25	+22	-13	322	+22	4,079	13	+ 2	- 1	236	162	156	143
Lumber and Building Materials.....	46	+19	-16	3,803	+39	48,256	30	+ 6	- c	2,998	131	157	108
Machinery, Eqt., and Supplies, except Electrical... Surgical Equipment and Supplies.....	63	+38	-21	3,697	+60	52,621	44	+22	+ c	4,403	165	187	136
Metals.....	28	+27	- 8	788	+20	13,898	13	+21	+ 6	802	150	159	132
	32	+29	-18	4,207	+68	69,876	20	-18	+ c	4,146	134	189	110
Paper and Its Products.....	90	+45	-13	7,398	+29	86,583	47	+12	+ c	4,965	131	167	116
Petroleum.....	10	+37	- 5	21,487	+25	159,219	7	+78	+ 5	1,091	84	53	70
Tobacco and Its Products.....	144	+ 5	- 5	13,246	+ 7	162,397	60	+24	+ 3	4,273	66	54	60
Leather and Shoe Findings.....	13	+16	-24	209	+19	2,242	b	b	b	b	b	b	b
Miscellaneous.....	26	+21	-14	2,428	+33	49,118	25	-12	+ 1	3,021	163	198	133

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		November 1941	November 1940	October 1941	Percent change		As of November 1, 1941 (Add 000)
					November 1941 vs. November 1940	November 1941 vs. October 1941	
UNITED STATES	2,191	73	70	79	+27	- 2	\$308,130
Automotive Supplies.....	140	69	62	71	+23	+ 3	5,196
Chemicals (industrial).....	20	88	74	91	+17	- 9	1,478
Paints and Varnishes.....	31	45	43	49	+16	- 6	1,395
Clothing and Furnishings, except Shoes.....	43	55	44	61	+24	- 3	7,134
Shoes and Other Footwear.....	32	49	44	55	+27	-18	13,299
Coal.....	12	99	80	94	+25	+ 6	2,400
Drugs and Sundries (liquor excluded).....	113	60	62	68	+22	+ 9	28,090
Dry Goods.....	94	47	47	48	+34	- 2	33,944
Electrical Goods.....	200	71	74	78	+65	- 2	28,738
Dairy and Poultry Products.....	15	166	165	154	+23	+ 3	676
Fresh Fruits and Vegetables.....	58	144	124	159	+15	+ 3	1,154
Farm Supplies.....	6	102	83	91	+15	- 8	312
Furniture and House Furnishings.....	51	54	52	61	+32	+ 5	10,807
Groceries and Foods, except Farm Products.....	457	96	95	106	+10	- 4	38,085
Full-line Wholesalers.....	225	89	87	97	+10	- 6	16,687
Voluntary-group Wholesalers.....	132	96	98	108	+ 8	- 2	15,120
Retailer-cooperative Warehouses.....	17	162	168	185	+15	- 3	1,942
Specialty Lines.....	83	89	88	100	+16	- 2	4,336
Confectionery.....	16	71	65	78	+10	+ 1	397
Meats and Meat Products.....	81	161	159	189	+55	- 6	13,860
Beer.....	15	132	125	140	0	- 4	124
Wines and Liquors.....	26	76	78	79	+13	-14	4,801
Liquor Department of Other Trades.....	35	72	77	66	+35	-23	6,544
Total Hardware Group.....	340	65	58	67	+27	- 1	63,559
General Hardware.....	130	60	53	61	+20	- 2	40,929
Industrial Supplies.....	114	80	75	81	+45	- b	13,787
Plumbing and Heating Supplies.....	96	66	64	73	+34	+ 2	8,843
Jewelry.....	30	19	13	23	+20	+15	6,478
Optical Goods.....	22	66	58	70	+10	- b	438
Lumber and Building Materials.....	43	73	72	72	+16	- b	5,323
Machinery, Equipment and Supplies, except Electrical.....	49	75	67	78	+50	+ 1	4,288
Surgical Equipment and Supplies.....	26	51	47	54	+22	+ 2	1,383
Metals.....	27	101	91	109	+25	- 4	4,186
Paper and Its Products.....	79	68	60	69	+28	+ 4	10,471
Petroleum.....	7	128	119	136	+12	- 8	1,095
Tobacco and Its Products.....	92	119	123	129	+11	- b	8,163
Leather and Shoe Findings.....	9	47	39	56	+ 9	+ 1	248
Miscellaneous.....	22	57	50	61	+15	+ 1	4,066

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

^b Less than 0.5 percent.

WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
NOVEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		November 1941 (Add 000)	Percent change from 11 mos. 1940 (Add 000)	Eleven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1941 (Add 000)	Nov. 1941	Nov. 1940	Oct. 1941
		Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941					Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941				
New England.....	199	+20	-14	\$16,956	+33	\$197,713	130	+31	+ 6	\$14,622	132	122	102
Electrical Goods.....	33	+31	-21	2,241	+76	30,478	29	+51	+14	2,868	132	114	91
Fresh Fruits and Vegetables.....	8	+29	-15	467	+22	3,244	6	+13	- 6	34	14	17	15
Groceries and Foods, except Farm Products.....	24	+10	-10	2,127	+16	27,474	9	+58	+ 5	1,552	290	193	217
Meats and Meat Products.....	8	+24	-28	2,953	+30	34,874	8	+56	+ 3	1,113	38	30	26
Beer.....	6	+ 3	+43	734	+28	7,507	5	+30	+ 2	852	170	146	238
General Hardware.....	5	+45	-13	290	+32	4,499	4	+17	+ 5	774	315	382	248
Industrial Supplies.....	16	+30	-15	981	+74	11,348	11	+15	+ 3	1,494	189	212	159
Plumbing and Heating Supplies.....	11	+22	-19	374	+51	3,533	7	-10	+ 1	484	163	208	138
Optical Goods.....	5	+21	-16	51	+30	499	4	+22	- 4	49	233	185	182
Machinery, Eqpt., and Supplies, except Electrical.	7	+17	-26	209	+36	2,122	6	+10	+ 5	506	294	322	218
Metals.....	5	+38	-17	470	+85	5,014	4	+10	- b	501	108	135	90
Paper and Its Products.....	6	+69	- 8	352	+42	4,301	4	+18	+ 3	230	100	138	90
Tobacco and Its Products.....	14	+ 7	- 6	1,694	+ 4	21,097	c	c	c	c	c	c	c
Middle Atlantic.....	623	+22	-15	65,230	+28	823,288	365	+23	+ 3	54,518	143	137	119
Automotive Supplies.....	23	+14	-11	811	+22	10,633	17	+ 8	+ 5	1,304	203	217	168
Chemicals (industrial).....	6	+55	+ 1	770	+73	7,730	4	+45	+ 7	263	40	43	40
Paints and Varnishes.....	4	+36	-17	34	+21	493	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	20	+39	-34	2,412	+44	27,267	9	+ 3	-11	547	127	139	103
Shoes and Other Footwear.....	9	+18	-31	656	+28	9,778	4	+56	+17	1,541	294	220	172
Coal.....	4	+35	-12	520	+73	4,806	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	19	+ 9	-16	3,970	+ 9	48,566	16	+10	- 1	4,347	161	136	134
Dry Goods.....	42	+29	-21	4,044	+42	48,380	20	+24	+ 2	4,262	218	219	172
Electrical Goods.....	66	+33	-19	6,547	+60	88,639	58	+60	+ 9	7,302	116	96	86
Fresh Fruits and Vegetables.....	18	+25	-17	2,220	+16	23,085	10	+36	+ 7	49	14	13	11
Furniture and House Furnishings.....	21	+19	-25	1,948	+38	22,652	12	+31	+ 1	2,001	154	142	116
Groceries and Foods, except Farm Products.....	91	- b	-18	9,112	+10	125,860	39	+39	+ 1	7,225	167	125	154
Confectionery.....	5	+ 4	- 9	52	+ 7	790	c	c	c	c	c	c	c
Meats and Meat Products.....	28	+44	-14	6,105	+19	65,537	14	+18	+ 3	750	45	48	42
Beer.....	11	+16	- 8	172	+14	1,918	5	+38	-18	18	21	17	23
General Hardware.....	33	+25	-12	3,680	+34	40,861	18	+17	+ 3	4,591	229	244	186
Industrial Supplies.....	39	+58	-11	3,182	+82	43,658	28	+19	+ 1	3,432	130	177	117
Plumbing and Heating Supplies.....	45	+35	-21	2,245	+43	18,916	30	+38	+ 7	2,274	126	124	93
Jewelry.....	12	+18	-16	896	+41	8,165	9	- 9	-12	1,105	157	199	147
Optical Goods.....	9	+34	-10	150	+25	1,866	c	c	c	c	c	c	c
Lumber and Building Materials.....	8	+18	-13	627	+45	14,328	c	c	c	c	c	c	c
Machinery, Eqpt. and Supplies, except Electrical..	6	+89	-23	540	+89	6,722	4	+33	+ 3	505	177	204	157
Metals.....	5	+26	-17	1,340	+54	31,817	c	c	c	c	c	c	c
Paper and Its Products.....	30	+52	-11	2,840	+30	33,433	17	+11	+ 2	2,261	117	156	105
Petroleum.....	4	+23	-11	675	+30	7,001	c	c	c	c	c	c	c
Tobacco and Its Products.....	41	+ 3	- 6	5,440	+ 5	60,639	26	+20	+ 1	2,775	63	52	59
East North Central.....	565	+26	-12	49,761	+33	671,691	382	+26	+ 1	52,878	150	153	132
Automotive Supplies.....	53	+12	-20	1,181	+29	12,108	38	+18	+ 1	1,617	181	173	142
Paints and Varnishes.....	13	+14	-20	318	+23	4,287	8	+21	+ 4	476	174	163	137
Clothing and Furnishings, except Shoes.....	11	+10	-13	374	+25	3,593	6	+65	+ 1	357	161	115	135
Drugs and Sundries (liquor excluded).....	25	+17	-15	3,688	+16	39,832	17	+15	- b	4,343	166	167	139
Dry Goods.....	8	+12	-15	806	+29	9,277	5	+16	- 6	1,236	164	157	146
Electrical Goods.....	57	+57	- 6	6,436	+64	92,723	50	+46	+ 5	7,060	117	127	104
Dairy and Poultry Products.....	6	+27	-10	260	+24	2,618	4	+22	- 4	22	14	14	14
Fresh Fruits and Vegetables.....	17	+20	- 7	551	+ 7	5,918	9	+21	+18	80	38	36	29
Furniture and House Furnishings.....	6	+14	-26	406	+37	7,169	4	+53	+ 7	936	280	205	200
Groceries and Foods, except Farm Products.....	120	+ 8	-18	9,986	+14	129,047	81	+24	+ b	10,080	191	163	153
Confectionery.....	7	+18	- 1	114	+ 7	952	5	+21	+ 4	87	106	103	108
Meats and Meat Products.....	21	+30	-12	3,194	+32	41,392	18	+48	+11	1,720	65	57	52

(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		November 1941 (Add 000)	Percent change from 11 Mos. 1940	Eleven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30 1941 (Add 000)	Nov. 1941	Nov. 1940	Oct. 1941
		Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941					Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941				
East North Central (continued)													
Beer.....	18	+26	- 8	270	+29	3,090	14	+22	- 2	93	44	46	42
Wines and Liquors.....	5	+25	+15	302	+26	2,926	4	+28	+14	474	241	228	254
Liquor Department of Other Trades.....	4	+84	+135	579	+34	3,971	c	c	c	c	c	c	c
General Hardware.....	24	+32	- 7	6,290	+32	120,533	18	+37	- 4	13,611	230	225	224
Industrial Supplies.....	22	+58	- 9	2,612	+86	41,338	17	+13	- 3	1,886	81	116	76
Plumbing and Heating Supplies.....	14	+22	-22	738	+45	14,228	10	+ 3	0	692	174	210	136
Jewelry.....	14	+31	- 3	1,246	+37	9,555	7	+ 1	-10	970	139	180	139
Optical Goods.....	4	+ 7	-18	31	+26	481	c	c	c	c	c	c	c
Lumber and Building Materials.....	10	+20	-13	683	+32	8,678	7	+16	+ 4	478	115	118	103
Machinery, Eqpt. and Supplies, except Electrical...	13	+52	-25	824	+67	8,461	11	+26	+ 3	521	73	97	54
Surgical Equipment and Supplies.....	7	+28	- 3	492	+28	4,683	5	+30	+ 7	567	128	129	117
Metals.....	9	+36	-16	1,473	+90	20,022	6	-17	+ 6	1,582	145	219	110
Paper and Its Products.....	23	+42	-14	2,594	+30	28,055	11	+19	- 1	1,049	111	135	103
Tobacco and Its Products.....	32	+ 5	- 6	2,708	+ 7	33,135	11	+42	+ 6	952	79	59	70
Leather and Shoe Findings.....	5	+23	-21	85	+28	806	c	c	c	c	c	c	c
West North Central.....	293	+14	-18	28,257	+27	404,250	195	+25	+ 2	44,193	195	176	154
Automotive Supplies.....	23	+17	-10	709	+34	8,292	9	- 4	- 3	365	135	165	127
Shoes and Other Footwear.....	4	-11	-49	515	+31	10,942	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	14	+12	-21	2,238	+12	27,631	13	+16	- 1	3,875	210	201	165
Dry Goods.....	9	+11	-23	4,817	+33	53,498	8	+27	- 3	8,870	188	165	150
Electrical Goods.....	31	+37	-12	2,346	+54	40,750	27	+57	+12	3,177	162	137	123
Fresh Fruits and Vegetables.....	9	+21	-11	276	+15	4,018	5	+43	+23	43	48	38	35
Furniture and House Furnishings.....	8	+13	-27	1,514	+35	33,707	7	+35	+ 2	3,606	243	203	174
Groceries and Foods, except Farm Products.....	68	+ 3	-14	4,196	+13	77,448	47	+19	- 2	6,639	193	167	168
Confectionery.....	4	+29	-23	36	+22	200	c	c	c	c	c	c	c
Beer.....	11	+ 2	-12	134	+ 6	1,356	8	+17	0	34	29	24	26
General Hardware.....	15	+17	-23	4,247	+36	51,606	14	+23	+ 8	10,795	268	255	191
Industrial Supplies.....	13	+53	-14	792	+38	7,661	7	+43	+16	975	199	222	152
Plumbing and Heating Supplies.....	11	+22	-12	797	+23	7,948	6	+25	+ 1	510	147	147	127
Jewelry.....	5	+31	- 2	180	+37	1,534	c	c	c	c	c	c	c
Surgical Equipment and Supplies.....	4	+36	- 5	61	+11	4,157	c	c	c	c	c	c	c
Metals.....	4	+ 4	-30	411	+59	5,735	c	c	c	c	c	c	c
Tobacco and Its Products.....	14	+ 3	- 5	578	+ 7	12,087	7	+19	+11	181	73	67	58
South Atlantic.....	333	+22	-11	23,133	+33	289,060	183	+23	+ 2	23,503	158	157	138
Automotive Supplies.....	14	+18	- 6	619	+34	6,560	4	+14	+15	250	167	147	122
Paints and Varnishes.....	4	+52	-12	164	+47	1,636	4	+ 5	- 3	200	122	176	110
Shoes and Other Footwear.....	5	+44	-25	1,273	+35	16,476	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	22	+19	-10	2,236	+20	25,627	14	+26	- 2	3,041	218	203	199
Dry Goods.....	11	+18	-16	1,423	+30	13,893	7	+48	+ b	1,589	228	186	184
Electrical Goods.....	40	+29	-10	4,168	+62	58,403	37	+46	+ 7	4,776	120	106	100
Fresh Fruits and Vegetables.....	11	+23	-12	257	+17	3,695	4	+ 8	+37	41	32	38	21
Furniture and House Furnishings.....	8	+27	-12	566	+33	4,907	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	95	+14	-13	4,714	+13	60,045	39	+30	- 2	4,312	190	169	171
Confectionery.....	6	+16	- 7	194	+20	2,042	4	+39	- 3	97	82	72	88
Meats and Meat Products.....	9	+38	- 4	758	+32	9,171	6	+40	+ 9	367	50	50	44
Wines and Liquors.....	6	- 8	+2	447	+23	4,687	4	+ 3	+ 4	701	218	189	372
General Hardware.....	20	+26	-13	1,615	+36	23,083	14	+ 1	- b	2,805	226	278	194
Industrial Supplies.....	15	+35	- 8	987	+58	10,733	9	- 5	+ 6	855	144	190	119
Plumbing and Heating Supplies.....	5	+35	-19	317	+53	12,173	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical..	6	+12	- 9	262	+35	2,704	c	c	c	c	c	c	c
Paper and Its Products.....	10	+39	-11	675	+34	6,789	4	+ 7	- 2	358	129	150	119
Tobacco and Its Products.....	14	+20	- 3	1,056	+23	10,955	5	+20	- 2	143	47	50	45

(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		November 1941 (Add 000)	Percent change from 11 mos. 1940	Eleven months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1941 (Add 000)	Nov. 1941	Nov. 1940	Oct. 1941
		Nov.1941 vs. Nov.1940	Nov.1941 vs. Oct.1941					Nov.1941 vs. Nov.1940	Nov.1941 vs. Oct.1941				
East South Central.....	158	+23	-14	\$12,056	+32	\$138,922	94	+27	- b	\$12,906	163	157	146
Drugs and Sundries (liquor excluded).....	13	+15	-17	1,626	+24	17,422	c	c	c	c	c	c	c
Dry Goods.....	13	+15	-18	1,188	+35	12,611	8	+22	- 2	1,582	182	170	147
Electrical Goods.....	18	+29	- 6	1,354	+68	16,130	16	+27	- 1	1,321	102	105	97
Fresh Fruits and Vegetables.....	6	+23	-12	114	+15	975	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	44	+16	-12	3,176	+16	35,377	25	+47	+ 1	3,727	171	137	155
Wines and Liquors.....	6	+21	+27	473	+27	2,848	c	c	c	c	c	c	c
General Hardware.....	12	+41	-19	2,101	+45	25,839	5	+12	- 1	1,909	179	221	162
Paper and Its Products.....	4	+35	-17	279	+35	2,695	c	c	c	c	c	c	c
West South Central.....	243	+19	- 9	20,784	+30	270,864	165	+25	+ b	26,882	197	187	181
Drugs and Sundries (liquor excluded).....	18	+19	-10	2,178	+16	23,738	14	+14	+ b	4,462	235	245	209
Dry Goods.....	6	+ 1	-23	648	+27	8,540	5	+30	- 7	1,177	238	182	203
Electrical Goods.....	27	+40	-11	1,932	+62	29,755	22	+49	+17	2,408	142	130	105
Groceries and Foods, except Farm Products.....	105	+12	- 9	7,083	+15	102,049	70	+31	- 2	9,128	192	165	179
Liquor Department of Other Trades.....	10	+ 8	+55	847	+ 9	6,354	9	+36	+11	1,861	229	180	317
General Hardware.....	18	+18	-10	2,831	+68	36,502	12	+15	+ 1	3,691	238	243	214
Industrial Supplies.....	9	+30	-13	2,305	+35	24,375	7	+15	- 2	3,319	218	241	211
Machinery, Eqt. and Supplies, except Electrical...	8	+20	-21	598	+55	12,255	5	+22	- 4	1,215	261	245	208
Surgical Equipment and Supplies.....	5	+38	-16	69	+21	881	c	c	c	c	c	c	c
Paper and Its Products.....	4	+30	-23	223	+21	2,280	c	c	c	c	c	c	c
Tobacco and Its Products.....	6	+ 2	+19	289	+ 2	3,732	c	c	c	c	c	c	c
Mountain.....	132	+19	-16	7,397	+26	99,335	95	+16	+ 1	10,973	183	189	148
Automotive Supplies.....	20	+15	-13	357	+13	5,253	11	+14	+ 1	418	261	238	226
Dry Goods.....	4	+26	-12	449	+24	4,589	c	c	c	c	c	c	c
Electrical Goods.....	13	+63	-22	883	+51	14,044	10	+12	+ 9	843	110	163	76
Fresh Fruits and Vegetables.....	5	+28	- 7	64	+ 4	599	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	34	- 2	-17	1,813	+ 8	22,174	29	+27	+ 1	4,114	256	201	208
Meats and Meat Products.....	5	+40	-18	507	+39	5,722	c	c	c	c	c	c	c
Plumbing and Heating Supplies.....	4	+40	-19	297	+58	3,630	c	c	c	c	c	c	c
Lumber and Building Materials.....	5	+30	-29	851	+42	8,830	5	+ 2	- b	1,135	133	170	95
Tobacco and Its Products.....	7	+ 6	- 2	209	+ 1	3,274	4	+ 2	+ 3	63	72	75	67
Pacific.....	281	+25	-15	28,622	+35	482,435	160	+22	+ 3	35,192	192	196	157
Automotive Supplies.....	49	+17	-13	1,283	+29	16,664	14	+ 8	0	587	176	218	154
Clothing and Furnishings, except Shoes.....	5	+22	-22	78	+38	969	c	c	c	c	c	c	c
Shoes and Other Footwear.....	7	+11	-33	172	+15	2,505	5	+ 7	- 5	378	242	258	169
Dry Goods.....	9	+31	-24	981	+29	12,180	c	c	c	c	c	c	c
Electrical Goods.....	26	+56	-17	4,030	+74	62,462	25	+56	+ 9	5,606	140	141	107
Fresh Fruits and Vegetables.....	7	+40	-14	533	+16	10,114	5	+19	+27	70	24	25	19
Furniture and House Furnishings.....	10	+55	-23	871	+47	18,955	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	40	+10	-19	4,794	+22	132,289	27	+33	+ 7	5,723	196	165	149
Confectionery.....	4	+ 5	- 5	248	+17	3,106	c	c	c	c	c	c	c
Meats and Meat Products.....	10	+ 5	-19	1,014	+19	13,651	7	+22	+ 7	230	43	42	34
Wines and Liquors.....	5	+13	+ 8	1,173	+27	15,221	4	+24	+ 3	2,286	200	184	206
General Hardware.....	14	+41	-15	4,396	+55	48,780	7	+16	+ 4	7,421	263	305	213
Industrial Supplies.....	8	+26	-16	452	+72	16,033	5	+24	+ 4	666	230	237	198
Plumbing and Heating Supplies.....	11	+77	- 5	1,331	+75	16,859	4	+12	+ 2	189	134	150	106
Lumber and Building Materials.....	12	+18	- 9	836	+38	8,937	9	+ 6	- 1	901	131	160	122
Machinery, Eqt. and Supplies, except Electrical...	10	+41	-33	434	+71	6,841	5	-12	- 1	423	252	443	216
Metals.....	4	+46	- 2	366	+89	5,129	c	c	c	c	c	c	c
Tobacco and Its Products.....	12	+ 4	+ b	1,074	+11	16,001	c	c	c	c	c	c	c

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.^b Less than 0.5 percent.^c Insufficient data to show separately.^d Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
NOVEMBER 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Nov. 1941	Nov. 1940	Oct. 1941	Percent change		As of November 1, 1941 (Add 000)
					Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941	
New England.....	164	85	79	89	+20	- 4	\$18,128
Electrical Goods.....	22	76	81	85	+57	-11	1,742
Fresh Fruits and Vegetables.....	7	134	108	135	+ 8	0	158
Groceries and Foods, except Farm Products.....	18	80	83	89	+18	- 2	2,329
Meats and Meat Products.....	8	168	155	212	+21	+ b	1,867
Wines and Liquors.....	6	54	55	54	+ 7	-23	1,133
Industrial Supplies.....	13	79	75	82	+40	- 2	1,240
Plumbing and Heating Supplies.....	11	63	52	70	+ 5	+ 2	660
Optical Goods.....	5	65	50	63	+ 4	- 1	94
Machinery, Eqpt., and Supplies, except Electrical.	5	66	64	73	+27	- 2	303
Metals.....	5	103	99	108	+34	+ 4	442
Paper and Its Products.....	5	87	72	78	+45	+ 1	425
Tobacco and Its Products.....	11	137	133	128	+ 3	- 7	1,084
Middle Atlantic.....	496	76	74	84	+25	- 2	72,751
Automotive Supplies.....	21	65	54	66	+ 7	+ b	1,001
Chemicals (industrial).....	6	93	72	98	+ 5	-15	741
Clothing and Furnishings, except Shoes.....	18	54	40	63	+26	- 2	5,371
Shoes and Other Footwear.....	8	51	50	49	+19	-15	1,236
Drugs and Sundries (liquor excluded).....	18	56	54	61	+ 9	+ 8	5,791
Dry Goods.....	37	54	55	58	+36	- 6	7,352
Electrical Goods.....	46	74	84	84	+68	- 2	6,926
Fresh Fruits and Vegetables.....	12	197	174	234	+15	+ 4	194
Furniture and House Furnishings.....	17	54	54	59	+33	+10	3,700
Groceries and Foods, except Farm Products.....	68	91	98	105	+ 8	- b	8,320
Meats and Meat Products.....	23	170	161	182	+46	-22	3,092
General Hardware.....	29	55	50	59	+28	- b	5,826
Industrial Supplies.....	33	79	73	83	+52	+ 1	3,611
Plumbing and Heating Supplies.....	40	69	62	74	+28	+ 7	3,109
Jewelry.....	9	20	15	22	+29	+18	1,415
Optical Goods.....	7	54	48	61	+14	+ 2	216
Lumber and Building Materials.....	8	63	58	58	+10	- 2	1,045
Metals.....	5	117	97	134	+ 8	- 3	1,224
Paper and Its Products.....	24	64	58	66	+23	+ 4	3,683
Tobacco and Its Products.....	28	128	136	148	+10	+ 4	3,559
East North Central.....	429	75	71	81	+26	+ 3	54,790
Automotive Supplies.....	41	76	76	87	+30	+ 6	1,216
Paints and Varnishes.....	12	28	27	35	+12	-10	614
Clothing and Furnishings, except Shoes.....	10	67	70	70	+17	+ 1	616
Drugs and Sundries (liquor excluded).....	22	61	71	71	+28	+ 9	4,521
Dry Goods.....	7	45	46	52	+25	- 1	1,781
Electrical Goods.....	39	77	74	85	+63	- 3	5,350
Fresh Fruits and Vegetables.....	9	149	149	178	+17	+12	122
Furniture and House Furnishings.....	6	57	51	67	+12	- 5	789
Groceries and Foods, except Farm Products.....	84	104	99	117	+ 8	- 3	7,588
Confectionery.....	4	109	105	139	+ 7	+15	47
Meats and Meat Products.....	18	163	156	186	+31	+ 5	1,680
General Hardware.....	23	64	56	64	+14	+ 6	9,792
Industrial Supplies.....	19	87	83	83	+66	+ 6	3,001
Plumbing and Heating Supplies.....	13	72	67	72	+38	- 3	1,227
Jewelry.....	12	20	13	25	+12	+13	3,467
Optical Goods.....	4	75	74	73	+14	- 8	48
Lumber and Building Materials.....	10	79	84	82	+17	+10	881
Machinery, Eqpt., and Supplies, except Electrical	11	79	61	67	+101	+20	1,347
Surgical Equipment and Supplies.....	6	53	51	57	+29	+ 2	832
Metals.....	6	97	82	101	+40	- 5	1,372
Paper and Its Products.....	23	70	62	73	+32	+ 5	3,972
Tobacco and Its Products.....	20	113	116	123	+13	- 1	1,727
Leather and Shoe Findings.....	4	51	42	62	+12	0	154
West North Central.....	228	59	58	63	+26	- 1	46,945
Automotive Supplies.....	19	69	61	65	+26	- 3	953
Shoes and Other Footwear.....	4	57	55	62	+32	-15	1,836
Drugs and Sundries (liquor excluded).....	13	59	61	68	+20	+ 6	3,358
Dry Goods.....	9	43	44	43	+38	+ 1	14,170
Electrical Goods.....	17	67	64	67	+72	- 2	2,315
Fresh Fruits and Vegetables.....	7	158	160	168	+38	+ 3	120
Furniture and House Furnishings.....	8	55	53	65	+28	+ 2	3,129
Groceries and Foods, except Farm Products.....	54	127	124	144	+ 8	- 3	2,795
Beer.....	7	225	200	245	- 8	0	44
General Hardware.....	14	53	47	58	+14	- 3	9,941
Industrial Supplies.....	12	64	54	73	+21	- 1	953
Plumbing and Heating Supplies.....	8	62	65	70	+10	- 7	682
Paper and Its Products.....	7	79	86	68	+29	- 1	355
Tobacco and Its Products.....	4	147	140	161	+ 4	+ 4	87

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WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

NOVEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Nov. 1941	Nov. 1940	Oct. 1941	Percent change		As of November 1, 1941 (Add 000)
					Nov. 1941 vs. Nov. 1940	Nov. 1941 vs. Oct. 1941	
South Atlantic.....	245	68	66	72	+27	- 1	\$24,642
Automotive Supplies.....	12	70	65	74	+26	+ 8	599
Paints and Varnishes.....	4	63	54	66	+34	+ 1	269
Drugs and Sundries (liquor excluded).....	19	62	59	70	+19	+ 8	2,694
Dry Goods.....	8	45	42	46	+29	+ b	2,582
Electrical Goods.....	22	58	66	63	+69	+ 2	4,720
Furniture and House Furnishings.....	4	59	50	62	+32	+14	376
Groceries and Foods, except Farm Products.....	66	104	95	112	+ 4	- 4	3,161
Meats and Meat Products.....	7	179	158	179	+22	- 4	392
Wines and Liquors.....	4	75	77	60	+10	- 9	438
General Hardware.....	19	56	51	64	+18	- 3	2,970
Industrial Supplies.....	13	79	70	83	+32	+ 2	1,252
Plumbing and Heating Supplies.....	5	60	62	66	+32	+ 2	570
Paper and Its Products.....	8	68	58	70	+17	+ 1	764
Tobacco and Its Products.....	7	103	97	111	+19	+ 2	331
East South Central.....	119	66	60	68	+26	- 5	13,979
Drugs and Sundries (liquor excluded).....	11	61	65	71	+36	+ 7	2,449
Dry Goods.....	13	43	39	43	+28	- 4	3,440
Electrical Goods.....	13	78	69	69	+54	-13	1,165
Groceries and Foods, except Farm Products.....	32	90	84	98	+11	-10	2,295
General Hardware.....	8	71	50	70	+13	-16	1,469
Machinery, Eqp. and Supplies, except Electrical..	5	70	65	69	+36	- 1	387
West South Central.....	187	73	72	76	+26	- 4	22,075
Drugs and Sundries (liquor excluded).....	13	62	63	66	+27	+ 7	2,782
Dry Goods.....	6	42	41	44	+26	- 5	2,050
Electrical Goods.....	18	74	73	84	+52	- b	1,692
Groceries and Foods, except Farm Products.....	77	85	83	89	+10	- 8	5,711
Liquor Department of Other Trades ?.....	8	103	116	90	+31	- b	625
General Hardware.....	17	64	61	65	+29	- 1	3,662
Industrial Supplies.....	8	83	89	84	+32	- 8	2,294
Surgical Equipment and Supplies.....	5	61	61	69	+31	+ 4	110
Paper and Its Products.....	4	64	53	64	+41	+ 9	423
Tobacco and Its Products.....	4	105	93	89	+14	- 4	117
Mountain.....	98	77	76	81	+25	- 4	8,800
Automotive Supplies.....	9	58	61	57	+34	+19	312
Dry Goods.....	4	56	52	56	+17	- 2	903
Electrical Goods.....	10	77	66	76	+59	- 2	1,103
Groceries and Foods, except Farm Products.....	27	87	88	88	+ 6	- 7	2,031
Meats and Meat Products.....	4	138	105	169	+10	0	338
Plumbing and Heating Supplies.....	4	69	64	80	+53	-15	508
Lumber and Building Materials.....	4	76	83	77	+43	+ 1	1,162
Tobacco and Its Products.....	6	107	106	113	+ 2	0	129
Pacific.....	217	70	68	73	+36	- 4	34,292
Automotive Supplies.....	27	67	60	65	+28	+ b	707
Paints and Varnishes.....	4	75	61	69	+13	0	80
Shoes and Other Footwear.....	7	41	39	47	+20	- 8	579
Dry Goods.....	7	62	59	55	+40	- 8	1,568
Electrical Goods.....	13	69	72	75	+73	- b	3,725
Furniture and House Furnishings.....	10	56	54	61	+49	+ 3	1,783
Groceries and Foods, except Farm Products.....	31	93	99	106	+23	- 5	3,855
Meats and Meat Products.....	7	149	138	154	+15	- 3	312
Wines and Liquors.....	5	78	79	78	+22	-21	1,276
General Hardware.....	13	63	55	62	+34	- 7	6,577
Industrial Supplies.....	8	64	59	59	+49	- 6	836
Plumbing and Heating Supplies.....	11	59	72	76	+71	+ 7	1,792
Lumber and Building Materials.....	11	88	79	81	+ 1	- 6	940
Metals.....	4	82	80	83	+43	- 9	477
Tobacco and Its Products.....	9	85	92	87	+24	- 5	1,017

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.^b Less than 0.5 percent.^c Chiefly of the wholesale drug trade.

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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of Credit Men

Current
Statistical
Service

Sales of wholesalers advanced 31 percent in 1941 over 1940, according to an announcement released today by J. C. Capt. This increase contrasts sharply with the 7 percent gain reported for 1940 over 1939 and the 7 percent gain in 1939 over 1938. The year had started out with a substantial margin over 1940, up one-fifth at the end of the first quarter. A widening spread brought the margin of gain up to one-fourth by the end of June. In the third quarter of 1941, sales spurted upward, bringing the record to 30 percent for the first 9 months. As noted above, this was maintained in the final quarter, so that the year as a whole was 31 percent above the 12 months of 1940.

The trades enjoying the greatest gains for the year obtained their lead in the earlier part of the year. December sales for wholesalers of electrical goods, for instance, were 27 percent over December 1940, compared with their 60 percent record for the year. Contrariwise, wholesalers of nondurable consumers goods felt an accelerated pace as the year closed. The four classifications of wholesalers of groceries and foods had December gains of 30-37 percent, compared with margins for the year as a whole of 13-19 percent. Beer and liquor trades that had undergone violent fluctuations during the year, ended with sales almost one-fourth above 1940.

Collections on accounts receivable were more favorable in December than during the same month of last year, and increased seasonally from November 1941. Collections equaled 84 percent of accounts receivable as of December 1, compared with collection percentages of 76 for December 1940 and 75 for November 1941. Accounts receivable were 23 percent greater on December 1, 1941 than at the same date in 1940, and 5 percent below November 1, 1941.

3-30962

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESA'S SALES AND INVENTORIES
DECEMBER 1941

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		December 1941 (Add 000)	Percent change from 12 mos. 1940 (Add 000)	Twelve months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1941 (Add 000)	Dec. 1941	Dec. 1940	Nov. 1941
		Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941					Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941				
UNITED STATES	2,870	+38	+10	\$289,806	+31	\$4,024,650	1,815	+29	+2	\$218,705	148	148	159
Automotive Supplies.....	184	+35	-2	4,353	+27	59,410	82	+18	+2	4,310	204	229	195
Chemicals (industrial).....	19	+43	+9	1,002	+43	25,709	12	+49	+3	620	92	85	94
Paints and varnishes.....	54	+44	-31	2,220	+37	35,518	15	+27	+5	875	198	209	175
Clothing and furnishings, except shoes.....	40	+8	-25	2,547	+36	38,298	24	+37	+14	1,290	224	150	153
Shoes and other footwear.....	54	+57	+8	10,425	+42	175,047	20	+31	+32	7,640	162	221	121
Coal.....	11	+40	+0	2,294	+40	25,407	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	120	+18	+4	19,043	+16	257,888	52	+20	-1	8,950	215	205	228
Dry Goods.....	95	+25	-17	9,537	+34	175,551	50	+34	+9	15,550	271	248	198
Electrical Goods.....	290	+27	+22	50,849	+80	471,550	255	+74	+4	54,089	107	78	128
Dairy and Poultry Products.....	25	+15	-4	2,221	+12	27,692	14	+53	-5	153	59	52	49
Fresh Fruits and Vegetables.....	77	+18	+1	4,861	+17	58,269	51	+20	-8	580	20	25	29
Farm Supplies.....	9	+98	+105	664	+25	7,200	b	b	b	b	b	b	b
Furniture and house furnishings.....	59	+37	-2	5,879	+38	100,247	52	+37	-2	8,821	230	215	225
Groceries and foods, except farm products.....	598	+30	+18	51,618	+16	775,740	351	+33	-3	47,484	150	165	190
Full-line Wholesalers ^c	514	+30	+15	21,500	+10	310,970	180	+31	-3	22,226	175	172	202
Voluntary-group Wholesalers.....	160	+30	+21	18,429	+13	290,829	108	+32	-5	16,855	185	183	228
Retailer-cooperative Warehouses.....	20	+34	+17	5,455	+19	48,784	9	+30	-3	2,956	148	157	176
Specialty Lines.....	104	+37	+19	7,874	+19	125,183	56	+48	+1	5,449	103	101	126
Confectionery.....	29	+28	+27	499	+17	8,004	16	+25	+2	282	86	88	113
Meats and Meat Products.....	95	+64	+15	28,426	+34	299,438	58	+29	+8	5,713	51	54	52
Beer.....	55	+34	+11	969	+24	10,056	42	+26	-5	307	41	42	48
Wines and Liquors.....	27	+15	+42	5,328	+22	63,044	19	+17	-d	7,866	161	159	227
Liquor Department or Other Trades ^e	39	+14	+50	7,498	+25	59,759	6	+15	+1	1,045	200	171	281
Total Hardware Group.....	426	+35	+6	35,574	+47	597,214	198	+21	+4	48,886	216	240	215
General Hardware.....	126	+28	+2	20,194	+39	338,116	76	+23	+4	35,145	252	266	243
Industrial Supplies.....	115	+47	+13	10,322	+66	174,595	78	+17	+2	10,927	155	193	168
Plumbing and Heating Supplies.....	85	+42	+8	5,058	+49	84,503	44	+11	+3	2,814	167	196	163
Jewelry.....	32	+5	+11	2,584	+38	31,121	18	+11	-4	1,946	154	142	164
Optical Goods.....	27	+28	-10	296	+22	4,445	13	+15	-1	217	164	179	151
Lumber and Building Materials.....	43	+22	-12	2,445	+39	52,128	26	+9	+5	2,066	163	184	141
Machinery, Ept., and Supplies, except Electrical... Surgical Equipment and Supplies.....	58 18	+47 +49	+12 +17	4,212 300	+59 +20	58,285 14,796	40 10	+9 +6	+4 +4	4,796 298	134 196	183 284	145 217
Metals.....	32	+20	+11	4,876	+62	76,235	19	-11	+7	4,130	111	141	122
Paper and Its Products.....	84	+47	+5	6,472	+31	93,628	41	+20	+4	4,806	133	162	135
Petroleum.....	11	+48	+8	22,880	+28	182,105	6	+92	-1	933	86	58	100
Tobacco and Its Products.....	126	+18	+18	11,629	+8	175,944	43	+18	-15	1,623	42	42	58
Leather and Shoe Findings.....	12	+45	+13	225	+21	2,497	b	b	b	b	b	b	b
Miscellaneous.....	25	+8	-6	2,217	+31	51,705	22	-30	-12	2,351	140	211	139

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Not affiliated with voluntary or cooperative groups.

^d Less than 0.5 percent.

^e Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER 1941

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		December 1941	December 1940	November 1941	Percent change		As of December 1, 1941 (Add 000)
					December 1941 vs. December 1940	December 1941 vs. November 1941	
UNITED STATES	1,990	84	76	75	+23	- 5	\$237,688
Automotive Supplies.....	136	77	66	68	+13	- 8	4,497
Chemicals (industrial).....	18	93	86	95	+21	- 6	1,091
Paints and Varnishes.....	31	52	43	49	+16	- 7	1,257
Clothing and Furnishings, except Shoes.....	42	63	51	55	+11	-16	5,825
Shoes and Other Footwear.....	31	57	50	50	+25	-16	11,089
Coal.....	10	87	85	85	+29	+ 1	1,843
Drugs and Sundries (liquor excluded).....	48	76	75	68	+19	- 3	7,944
Dry Goods.....	83	58	52	48	+24	-12	23,543
Electrical Goods.....	196	82	82	71	+57	- 2	25,672
Dairy and Poultry Products.....	18	176	190	169	+16	+ b	747
Fresh Fruits and Vegetables.....	58	157	135	150	+17	- 1	1,119
Farm Supplies.....	6	140	99	102	- 3	- 5	296
Furniture and House Furnishings.....	48	57	53	51	+26	- 7	10,668
Groceries and Foods, except Farm Products.....	439	110	98	95	+10	- 4	54,132
Full-line Wholesalers.....	214	101	92	89	+11	- 5	15,345
Voluntary-group Wholesalers.....	127	113	99	98	+ 7	- 5	12,980
Retailer-cooperative Warehouses.....	18	211	186	160	+13	- 9	1,420
Specialty Lines.....	82	103	92	89	+15	- b	4,387
Confectionery.....	16	88	79	75	+ 9	- 1	362
Meats and Meat Products.....	84	175	162	165	+45	- b	14,944
Beer.....	18	137	125	124	+ 7	- 1	136
Wines and Liquors.....	20	85	89	84	+13	+17	4,209
Total Hardware Group.....	304	72	63	65	+22	- 7	48,259
General Hardware.....	118	70	61	62	+17	- 8	31,119
Industrial Supplies.....	102	79	74	77	+35	- 4	10,423
Plumbing and Heating Supplies.....	84	75	63	66	+29	- 6	6,717
Jewelry.....	26	28	23	19	+15	+12	6,487
Optical Goods.....	24	65	57	68	+10	- 3	422
Lumber and Building Materials.....	42	70	68	71	+18	- 9	3,856
Machinery, Equipment and Supplies, except Electrical.....	48	58	47	59	+56	- 1	5,093
Surgical Equipment and Supplies.....	18	48	44	48	+17	- 2	519
Metals.....	30	104	91	104	+ 7	- 6	4,332
Paper and Its Products.....	73	72	60	69	+24	- 5	8,231
Petroleum.....	8	149	134	131	+11	- 7	696
Tobacco and Its Products.....	80	130	121	113	+ 9	+ 2	5,903
Leather and Shoe Findings.....	10	51	42	51	+14	- 1	239
Miscellaneous.....	25	67	63	58	+10	- 1	4,277

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.^b Less than 0.5 percent.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
 DECEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		December 1941 (Add 000)	Percent change from 12 mos. 1940	Twelve months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31. 1941 (Add 000)	Dec. 1941	Dec. 1940	Nov. 1941
		Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941					Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941				
New England.....	180	+27	+17	\$18,429	+32	\$217,082	110	+27	- 1	\$10,859	96	99	114
Drugs and Sundries (liquor excluded).....	7	+17	+ 2	1,092	+25	12,205	b	b	b	b	b	b	b
Electrical Goods.....	30	+21	+21	2,558	+69	33,324	26	+65	+ 3	2,759	112	82	130
Fresh Fruits and Vegetables.....	5	+33	+17	265	+23	3,522	4	0	0	23	10	13	12
Groceries and Foods, except Farm Products.....	25	+31	+25	2,722	+17	30,352	12	+39	- 8	1,531	180	173	226
Meats and Meat Products.....	7	+31	+10	3,229	+30	38,103	7	+23	+ 4	1,106	34	36	36
Wines and Liquors.....	4	+38	+52	658	+29	8,145	4	+15	- 5	716	112	134	180
Industrial Supplies.....	13	+47	+28	1,096	+71	12,444	10	+10	+ 4	1,422	149	199	186
Plumbing and Heating Supplies.....	13	+17	- 1	399	+46	3,949	8	- 8	+ c	527	165	218	167
Optical Goods.....	4	+28	-24	32	+30	551	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical.....	5	+21	+15	122	+35	2,244	4	+ 8	+ 7	205	331	291	277
Metals.....	6	+72	+40	680	+84	5,700	4	-13	-19	408	62	124	108
Paper and Its Products.....	6	+67	0	351	+43	4,652	4	+27	+ 5	242	103	136	101
Tobacco and Its Products.....	14	+ 9	+20	2,289	+ 4	23,668	b	b	b	b	b	b	b
Middle Atlantic.....	588	+29	+14	\$0,079	+26	\$90,600	286	+30	+ 3	\$6,487	130	126	146
Automotive Supplies.....	19	+29	+ 2	733	+22	11,493	13	+17	+ 4	1,261	203	223	202
Chemicals (industrial).....	6	+50	- 2	248	+75	7,978	b	b	b	b	b	b	b
Paints and Varnishes.....	5	+46	0	38	+23	551	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	16	+ 6	-26	1,754	+41	29,021	9	+28	+15	627	232	143	127
Shoes and Other Footwear.....	8	+19	+26	412	+27	10,191	b	b	b	b	b	b	b
Coal.....	4	+63	+16	603	+74	5,409	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	18	+15	+ 7	3,994	+ 9	53,236	7	+17	+ 1	1,065	127	123	132
Dry Goods.....	32	+27	- 2	3,314	+41	51,798	18	+31	+ 7	2,536	204	181	177
Electrical Goods.....	67	+24	+26	7,422	+57	96,736	54	+32	+ 4	6,540	91	62	111
Dairy and Poultry Products.....	3	+10	- 8	1,279	+ 1	13,437	b	b	b	b	b	b	b
Fresh Fruits and Vegetables.....	15	+24	- 2	2,100	+17	25,185	6	+10	- 7	25	9	10	10
Furniture and House Furnishings.....	13	+37	- 4	1,292	+58	24,418	12	+42	+ 1	1,858	190	170	178
Groceries and Foods, except Farm Products.....	53	+32	+25	9,908	+12	136,303	35	+35	- 5	5,022	158	157	211
Confectionery.....	1	+14	+29	67	+ 8	902	b	b	b	b	b	b	b
Meats and Meat Products.....	22	+68	+20	7,338	+22	72,926	14	+21	+12	849	49	54	46
Beer.....	6	+19	0	120	+14	2,038	4	0	- 9	10	18	20	20
General Hardware.....	30	+24	+ 6	3,022	+34	44,723	15	+25	+ 2	3,026	230	237	240
Industrial Supplies.....	34	+60	+15	3,281	+76	47,671	25	+20	+ 1	3,140	118	180	132
Plumbing and Heating Supplies.....	23	+17	- 5	718	+42	20,011	12	+27	+ 8	605	163	150	138
Jewelry.....	5	- 3	+ 7	642	+37	8,807	b	b	b	b	b	b	b
Optical Goods.....	11	+33	- 9	143	+26	2,062	4	+ 9	- 1	76	238	318	203
Lumber and Building Materials.....	6	+24	-12	554	+45	15,711	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical.....	3	+48	+16	336	+87	7,113	4	+51	+21	599	212	209	210
Metals.....	4	+27	+ 9	1,357	+50	34,395	b	b	b	b	b	b	b
Paper and Its Products.....	22	+30	+ 5	2,421	+51	35,923	14	+19	+ 2	2,073	122	146	125
Tobacco and Its Products.....	23	+23	+24	2,120	+ 3	62,946	13	+ 5	-15	363	32	35	43
East North Central.....	574	+28	+13	\$8,091	+31	\$76,546	321	+30	- 2	\$6,478	126	125	143
Automotive Supplies.....	39	+37	- 3	1,033	+22	13,439	32	+18	- 2	1,502	196	230	194
Chemicals (industrial).....	6	+33	- 6	339	+71	5,024	b	b	b	b	b	b	b
Paints and Varnishes.....	10	+29	- 6	302	+24	4,559	7	+21	+ 5	494	138	231	174
Clothing and Furnishings, except Shoes.....	13	+16	-23	295	+24	3,891	6	+72	+ 6	431	238	171	138
Shoes and Other Footwear.....	10	+30	+ 5	3,073	+17	40,644	9	+11	- 3	916	130	198	204
Drugs and Sundries (liquor excluded).....	17	+31	- 6	3,430	+26	9,320	b	b	b	b	b	b	b
Dry Goods.....	21	+32	+22	7,878	+51	101,090	15	+75	- 1	6,591	95	72	119
Electrical Goods.....	4	+23	+ 3	237	+24	2,835	4	+ 5	- 6	21	16	15	14
Dairy and Poultry Products.....	12	+30	+23	514	+ 8	6,432	8	+30	+ 4	78	29	23	33
Fresh Fruits and Vegetables.....	11	+37	+ 6	219	+37	7,454	b	b	b	b	b	b	b
Furniture and House Furnishings.....	10	+30	+22	10,683	+15	140,513	70	+29	- 2	9,214	155	154	190
Groceries and Foods, except Farm Products.....	6	+27	-15	107	+ 9	1,059	5	+24	- 6	78	82	94	102
Confectionery.....	1	+33	+ 7	3,535	+31	44,775	16	+63	+ 9	1,898	68	52	66
Meats and Meat Products.....	10	+34	+12	336	+30	3,598	17	+29	- 6	132	39	39	49
Beer.....	6	+34	+12	336	+30	3,598	17	+29	- 6	132	39	39	49

(Continued on Next Page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
DECEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		December 1941 (Add 000)	Percent change from 12 mos. 1940	Twelve months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1941 (Add 000)	Dec. 1941	Dec. 1940	Nov. 1941
		Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941					Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941				
East North Central (continued)													
General Hardware.....	19	+38	+ 2	\$ 2,946	+29	\$ 77,130	15	+25	+ 3	\$ 6,362	250	271	247
Industrial Supplies.....	20	+48	+14	1,407	+36	45,929	12	+27	+ 3	670	129	144	142
Plumbing and Heating Supplies.....	13	+43	+ 3	508	+45	14,857	11	+ 7	+ 5	770	178	228	176
Jewelry.....	12	+ 8	+11	1,255	+35	10,810	6	+29	- 7	837	133	113	144
Lumber and Building Materials.....	11	+32	-11	669	+33	9,749	7	+18	+ 2	489	154	141	115
Machinery, Eqpt., and Supplies, except Electrical.	11	+64	+64	868	+67	9,555	10	+59	+ 5	405	47	49	74
Metals.....	9	+16	+16	1,844	+60	21,948	5	-16	+ 4	1,383	92	121	113
Paper and Its Products.....	21	+43	+ 1	1,865	+80	29,944	9	+38	+12	905	105	117	96
Tobacco and Its Products.....	33	+22	+20	3,368	+ 8	36,874	11	+28	-18	719	52	51	74
Leather and Shoe Findings.....	5	+54	+11	94	+51	900	b	b	b	b	b	b	b
West North Central.....	263	+29	+ 5	24,755	+27	435,786	161	+31	+ 3	33,415	195	187	190
Automotive Supplies.....	19	+57	- 1	368	+34	8,788	6	+23	+ 6	152	267	253	225
Clothing and Furnishings, except Shoes.....	4	-14	-17	78	+ 9	1,950	b	b	b	b	b	b	b
Shoes and Other Footwear.....	4	+ 4	-10	466	+30	11,408	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	13	+17	+ 7	2,059	+12	29,810	b	b	b	b	b	b	b
Dry Goods.....	7	+29	-25	2,504	+33	56,002	6	+34	+15	7,370	304	291	197
Electrical Goods.....	33	+38	+20	2,981	+53	43,859	29	+79	+ 5	3,613	144	109	165
Fresh Fruits and Vegetables.....	11	+32	+12	418	+17	4,537	8	+35	-16	188	57	56	76
Furniture and House Furnishings.....	5	+24	- 3	1,290	+33	36,347	4	+37	-15	2,553	202	184	232
Groceries and Foods, except Farm Products.....	61	+30	+13	3,529	+13	85,243	42	+29	- 2	5,348	197	194	226
Confectionery.....	4	+37	+14	41	+24	241	b	b	b	b	b	b	b
Beer.....	11	+21	+14	153	+ 7	1,509	9	+24	+ 6	36	27	25	29
General Hardware.....	11	+23	+ 2	3,785	+35	56,004	10	+27	+ 4	9,297	259	250	254
Industrial Supplies.....	8	+74	+17	486	+40	8,324	5	+25	+ 2	626	162	234	191
Plumbing and Heating Supplies.....	10	+40	+ 7	618	+25	8,581	4	+23	+ c	257	225	218	233
Jewelry.....	5	+ 3	+22	220	+32	1,754	4	- 5	-17	217	163	161	241
Machinery, Equipment and Supplies, except Elect..	7	+134	+ 3	452	+86	6,005	4	+44	- 2	252	59	113	65
Metals.....	4	-11	- 4	400	+51	6,135	b	b	b	b	b	b	b
Paper and Its Products.....	7	+45	+11	229	+20	3,325	b	b	b	b	b	b	b
Tobacco and Its Products.....	11	+11	+ 7	528	+ 7	13,304	6	+26	-12	154	60	53	76
South Atlantic.....	333	+19	+ 4	23,303	+32	515,307	171	+35	+ 8	19,380	148	134	144
Automotive Supplies.....	15	+15	- 5	608	+32	7,230	4	+15	+ 5	258	174	181	167
Paints and Varnishes.....	4	+55	-16	138	+47	1,774	4	+42	+12	224	162	178	122
Shoes and Other Footwear.....	5	+62	-48	663	+36	17,139	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	18	+14	+ c	1,803	+20	27,748	b	b	b	b	b	b	b
Dry Goods.....	11	+18	-35	955	+29	14,848	7	+73	+ 2	1,624	322	221	228
Electrical Goods.....	41	+ 7	+21	4,799	+56	63,789	39	+77	+ 9	4,747	103	62	113
Fresh Fruits and Vegetables.....	15	+25	+20	394	+18	4,098	7	+22	-13	45	20	19	25
Furniture and House Furnishings.....	7	+26	- 7	504	+32	5,475	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	96	+31	+ 9	5,161	+14	65,656	42	+32	- 1	4,118	169	168	187
Confectionery.....	7	+24	+17	138	+20	2,194	4	+24	+ 3	36	75	67	92
Meats and Meat Products.....	10	+47	+17	885	+33	10,224	7	- 1	-12	304	36	53	47
Beer.....	6	+55	+19	202	+58	1,520	5	+24	-10	88	54	64	72
General Hardware.....	22	- 9	- 7	1,665	+31	25,349	14	+ 2	+ 4	2,914	257	310	224
Industrial Supplies.....	11	+26	+ 4	556	+56	11,486	8	- 3	+13	788	164	208	157
Plumbing and Heating Supplies.....	5	+55	+16	529	+52	12,796	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical.	7	+14	- 4	281	+33	2,985	b	b	b	b	b	b	b
Paper and Its Products.....	11	+45	+ c	680	+35	7,487	4	+10	+22	434	161	189	128
Tobacco and Its Products.....	15	+32	+10	1,247	+24	12,202	b	b	b	b	b	b	b

(Continued on Next Page)

WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
DECEMBER 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		December 1941 (Add 000)	Percent change from 12 mos. 1940	Twelve months 1941 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1941 (Add 000)	Dec. 1941	Dec. 1940	Nov. 1941
		Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941					Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941				
East South Central.....	145	+35	+ 4	\$11,312	+32	\$151,599	79	+29	+ 4	\$10,689	166	178	169
Drugs and Sundries (liquor excluded).....	12	+20	- c	1,553	+23	18,975	b	b	b	b	b	b	b
Dry Goods.....	12	+18	-26	863	+34	13,554	8	+30	+ 3	1,612	242	232	179
Electrical Goods.....	12	+29	+ 7	820	+66	16,952	9	+50	+16	962	131	110	118
Groceries and Foods, except Farm Products.....	37	+44	+17	2,415	+18	37,925	20	+39	- c	2,305	178	189	217
Meats and Meat Products.....	4	+37	- 5	819	+23	8,481	b	b	b	b	b	b	b
Wines and Liquors.....	6	+24	+59	750	+26	3,598	b	b	b	b	b	b	b
General Hardware.....	15	+57	+ 5	2,355	+45	28,478	6	+17	+ 4	2,439	204	265	194
Industrial Supplies.....	6	+71	- 8	346	+51	4,557	4	+24	+ 5	241	134	179	151
Machinery, Eqp., and Supplies, except Electrical	4	+25	+ 5	175	+34	2,452	4	+41	+12	357	204	178	191
West South Central.....	251	+28	+ 3	20,677	+30	295,153	162	+25	- c	26,509	181	185	187
Automotive Supplies.....	5	+36	+ 2	117	+20	3,761	4	+32	- 2	128	117	129	122
Drugs and Sundries (liquor excluded).....	17	+10	- 5	2,017	+15	25,921	9	+23	- 2	3,369	274	252	278
Dry Goods.....	5	+ 9	-30	334	+26	9,874	4	+41	- c	707	324	237	217
Electrical Goods.....	25	+47	+20	2,284	+61	32,828	21	+64	+ 5	2,505	180	106	141
Groceries and Foods, except Farm Products.....	125	+39	+10	7,935	+16	111,408	85	+32	- 4	9,939	170	177	195
Liquor Department of Other Trades ^d	10	+ 8	+26	1,050	+ 8	7,450	b	b	b	b	b	b	b
General Hardware.....	12	+20	-12	1,484	+66	37,986	8	+22	+ 5	2,995	273	268	254
Machinery, Eqp., and Supplies, except Electrical	7	+45	-16	912	+53	13,915	4	-16	- 3	1,689	219	365	182
Surgical Equipment and Supplies.....	5	+31	- 1	68	+22	972	b	b	b	b	b	b	b
Paper and Its Products.....	4	+46	+19	265	+23	2,545	b	b	b	b	b	b	b
Tobacco and Its Products.....	8	- 5	- 9	307	+ 1	4,088	b	b	b	b	b	b	b
Mountain.....	120	+24	+ 6	6,925	+25	107,730	78	+18	- 3	8,719	173	183	189
Automotive Supplies.....	18	+28	- 4	355	+13	5,782	8	+21	+ 5	497	388	380	323
Dry Goods.....	4	+34	- 2	439	+24	5,028	b	b	b	b	b	b	b
Electrical Goods.....	12	+28	+ 5	883	+49	15,101	9	+51	+ 2	1,052	134	112	140
Fresh Fruits and Vegetables.....	5	+46	+22	79	+ 8	678	5	+17	-18	14	18	22	26
Groceries and Foods, except Farm Products.....	28	+20	+ 9	1,605	+ 9	23,856	22	+28	- 9	2,811	210	193	248
Meats and Meat Products.....	5	+75	+21	611	+42	6,333	b	b	b	b	b	b	b
Plumbing and Heating Supplies.....	5	+12	+19	355	+53	3,979	4	+ 2	- 9	277	147	190	157
Lumber and Building Materials.....	4	- 6	-26	292	+40	9,122	4	+ 1	+ 5	710	245	228	172
Tobacco and Its Products.....	6	+25	+15	217	+ 2	3,587	b	b	b	b	b	b	b
Pacific.....	280	+55	+14	34,462	+35	532,550	139	+35	+ 5	29,822	163	165	180
Automotive Supplies.....	43	+48	- c	1,020	+30	17,969	11	+13	+ 7	375	170	219	150
Clothing and Furnishings, except Shoes.....	5	+ 2	-29	55	+36	1,024	b	b	b	b	b	b	b
Shoes and Other Footwear.....	7	+39	+ 2	175	+16	2,680	5	+21	+ 9	413	272	305	244
Dry Goods.....	8	+42	-18	708	+29	12,963	b	b	b	b	b	b	b
Electrical Goods.....	24	+41	+26	4,527	+70	67,971	23	+77	+ 5	5,342	119	95	143
Fresh Fruits and Vegetables.....	9	+42	- 1	558	+18	11,183	7	+20	+20	66	19	21	26
Furniture and House Furnishings.....	16	+58	- c	1,815	+46	21,795	8	+40	+ 8	3,102	361	357	275
Groceries and Foods, except Farm Products.....	38	+55	+17	7,657	+22	146,505	23	+41	- 1	6,696	125	123	154
Meats and Meat Products.....	6	+27	+17	965	+20	14,654	5	+18	+ 6	130	27	31	34
Wines and Liquors.....	6	+15	+17	1,385	+26	16,841	4	+27	+ c	2,292	172	157	200
General Hardware.....	14	+40	+ 7	4,686	+53	54,558	7	+27	+ 5	7,424	258	267	252
Industrial Supplies.....	12	+68	+30	817	+69	18,317	7	+30	- c	915	166	127	230
Plumbing and Heating Supplies.....	10	+73	+19	1,827	+74	19,140	b	b	b	b	b	b	b
Optical Goods.....	4	+18	- 9	73	+12	905	4	+21	- 1	103	141	137	130
Lumber and Building Materials.....	9	+20	- 3	371	+36	9,304	6	+20	+15	355	138	165	132
Metals.....	4	+12	-12	422	+72	5,739	b	b	b	b	b	b	b
Paper and Its Products.....	5	+55	+52	323	+21	5,966	b	b	b	b	b	b	b
Tobacco and Its Products.....	12	+12	+26	1,352	+11	17,639	b	b	b	b	b	b	b

^a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.

^b Insufficient data to show separately.

^c Less than 0.5 percent.

^d Chiefly of the wholesale drug trade.

3-30452

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
DECEMBER 1941

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Dec. 1941	Dec. 1940	Nov. 1941	Percent change		As of December 1, 1941 (Add 000)
					Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941	
New England.....	144	100	93	91	+21	- 3	\$13,298
Electrical Goods.....	21	88	89	75	+70	+13	1,909
Fresh Fruits and Vegetables.....	5	147	135	146	+14	+ 7	132
Groceries and Foods, except Farm Products.....	19	98	91	87	+15	- 1	2,191
Meats and Meat Products.....	7	174	159	169	+14	- 7	1,699
Wines and Liquors.....	4	104	101	98	+14	+39	452
Industrial Supplies.....	11	82	73	77	+28	- 6	1,042
Plumbing and Heating Supplies.....	13	66	53	61	+ 4	- 6	674
Optical Goods.....	4	54	50	65	+ 9	- 4	72
Machinery, Eqpt., and Supplies, except Electrical..	4	63	57	55	+18	-12	163
Metals.....	6	110	116	104	+26	-16	378
Paper and Its Products.....	5	86	67	86	+36	- 5	403
Tobacco and Its Products.....	12	161	151	137	+ 4	- 1	1,082
Middle Atlantic.....	418	87	79	77	+22	- 4	54,053
Automotive Supplies.....	17	71	62	64	+ 4	- 3	898
Chemicals (industrial).....	5	115	88	108	- 1	-13	237
Clothing and Furnishings, except Shoes.....	16	61	47	54	+10	-16	4,369
Shoes and Other Footwear.....	8	63	58	51	+10	-24	937
Drugs and Sundries (liquor excluded).....	9	70	66	63	+ 8	- 4	2,295
Dry Goods.....	32	64	58	55	+30	- 9	5,457
Electrical Goods.....	44	88	93	72	+53	- 6	5,706
Fresh Fruits and Vegetables.....	10	217	179	216	+ 2	- 3	147
Furniture and House Furnishings.....	15	59	57	54	+29	- 4	2,299
Groceries and Foods, except Farm Products.....	61	109	99	91	+12	- 3	7,148
Meats and Meat Products.....	24	182	165	175	+41	+ 3	3,517
General Hardware.....	26	75	68	54	+21	- 1	4,345
Industrial Supplies.....	31	82	75	80	+52	- 1	3,312
Plumbing and Heating Supplies.....	24	68	56	64	- 2	-15	1,184
Jewelry.....	6	23	20	19	+18	+11	1,060
Optical Goods.....	9	57	52	59	+13	- 1	220
Lumber and Building Materials.....	8	67	56	63	+ 7	- 7	972
Machinery, Eqpt., and Supplies, except Electrical..	5	70	77	72	+27	-15	317
Paper and Its Products.....	21	65	53	61	+19	- 4	3,150
Tobacco and Its Products.....	13	142	128	115	+13	- 1	1,298
East North Central.....	394	90	79	81	+18	- 4	39,020
Automotive Supplies.....	46	87	76	76	+17	- 6	1,239
Faints and Varnishes.....	13	44	37	43	+13	- 8	721
Clothing and Furnishings, except Shoes.....	11	81	77	67	+14	- 8	607
Drugs and Sundries (liquor excluded).....	14	78	77	65	+24	- 2	1,596
Dry Goods.....	5	61	54	47	+28	- 3	768
Electrical Goods.....	36	90	77	79	+50	+ 2	4,714
Dairy and Poultry Products.....	4	162	135	151	+15	- 3	76
Fresh Fruits and Vegetables.....	7	186	175	156	+16	0	99
Groceries and Foods, except Farm Products.....	71	119	99	100	+ 4	- 4	7,222
Confectionery.....	5	120	114	112	+16	+16	59
Meats and Meat Products.....	17	167	169	164	+25	- 2	1,624
General Hardware.....	19	78	63	68	+11	-15	4,311
Industrial Supplies.....	19	83	75	81	+35	- 8	1,465
Plumbing and Heating Supplies.....	13	77	61	70	+12	-10	718
Jewelry.....	10	30	22	20	+ 9	+14	3,616
Lumber and Building Materials.....	11	80	81	77	+31	- 6	951
Machinery, Eqpt., and Supplies, except Electrical..	10	76	76	81	+78	-25	763
Metals.....	7	108	92	107	-11	-15	1,424
Paper and Its Products.....	20	82	71	81	+35	- 2	2,362
Tobacco and Its Products.....	21	132	116	115	+ 4	+ 6	1,705
Leather and Shoe Findings.....	5	50	44	52	+11	- 3	163
West North Central.....	196	74	67	61	+20	- 9	32,502
Automotive Supplies.....	16	75	65	67	+14	-13	451
Shoes and Other Footwear.....	4	73	64	57	+ 9	-29	1,304
Drugs and Sundries (liquor excluded).....	4	85	88	76	+23	- 7	805
Dry Goods.....	7	56	50	43	+26	-13	8,568
Electrical Goods.....	21	77	70	67	+47	- 7	2,326
Fresh Fruits and Vegetables.....	8	193	176	169	+24	- 1	168
Furniture and House Furnishings.....	5	64	55	56	+18	- 6	2,536
Groceries and Foods, except Farm Products.....	46	157	140	129	+10	- 6	1,731
Beer.....	8	267	227	217	- 2	- 9	43
General Hardware.....	11	61	55	54	+15	- 6	7,944
Industrial Supplies.....	8	65	55	61	+ 8	- 7	519
Plumbing and Heating Supplies.....	10	68	64	63	+13	- 9	719
Jewelry.....	4	46	41	25	+15	+12	316
Machinery, Eqpt., and Supplies, except Electrical..	6	82	80	74	+201	- 7	501
Paper and Its Products.....	6	74	66	67	+25	- 8	317
Tobacco and Its Products.....	4	177	167	147	+ 2	- 5	83

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS DECEMBER 1941

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Dec. 1941	Dec. 1940	Nov. 1941	Percent change		As of December 1, 1941 (Add 000)
					Dec. 1941 vs. Dec. 1940	Dec. 1941 vs. Nov. 1941	
South Atlantic.....	227	80	73	69	+24	-6	\$20,253
Automotive Supplies.....	12	80	59	68	+10	-7	692
Paints and Varnishes.....	4	61	53	63	+31	-5	255
Drugs and Sundries (liquor excluded).....	6	91	83	83	+16	+3	686
Dry Goods.....	8	57	49	45	+19	-11	2,294
Electrical Goods.....	26	73	81	59	+74	-3	4,700
Fresh Fruits and Vegetables.....	11	154	134	145	+15	+2	142
Groceries and Foods, except Farm Products.....	65	113	97	103	+6	-3	3,025
Meats and Meat Products.....	8	210	188	186	+24	0	407
General Hardware.....	20	61	52	56	+11	-9	2,819
Industrial Supplies.....	9	86	73	75	+4	-3	649
Plumbing and Heating Supplies.....	5	71	65	67	+34	-4	685
Machinery, Ept., and Supplies, except Electrical.	6	87	72	85	+12	-7	270
Paper and Its Products.....	8	65	54	68	+13	-4	738
Tobacco and Its Products.....	8	112	96	97	+18	-3	380
West South Central.....	109	77	64	67	+16	-9	11,943
Dry Goods.....	13	57	49	43	+14	-16	2,878
Electrical Goods.....	9	78	79	77	+45	-3	812
Groceries and Foods, except Farm Products.....	30	106	85	89	+8	-6	2,018
Meats and Meat Products.....	4	132	127	135	+29	-8	600
General Hardware.....	11	71	52	66	+13	-7	2,369
Machinery, Ept., and Supplies, except Electrical.	4	65	71	67	+23	-12	262
West South Central.....	184	78	75	71	+25	-4	19,533
Drugs and Sundries (liquor excluded).....	8	69	75	63	+33	-1	1,799
Dry Goods.....	5	57	52	41	+14	-11	1,398
Electrical Goods.....	17	82	79	74	+39	-3	1,602
Groceries and Foods, except Farm Products.....	93	100	92	89	+12	-7	5,359
General Hardware.....	12	73	67	64	+20	-7	2,615
Industrial Supplies.....	6	85	87	83	+27	-11	1,796
Machinery, Ept., and Supplies, except Electrical.	6	34	24	36	+55	+19	2,331
Surgical Equipment and Supplies.....	5	56	56	60	+30	-1	107
Paper and Its Products.....	4	68	57	64	+20	-15	361
Tobacco and Its Products.....	6	75	89	91	+16	+28	206
Mountain.....	87	84	77	77	+16	-9	5,855
Automotive Supplies.....	9	69	58	59	+7	-23	305
Dry Goods.....	4	59	53	56	+19	-5	856
Electrical Goods.....	9	87	82	77	+56	-12	839
Groceries and Foods, except Farm Products.....	23	103	97	90	- b	-9	1,374
Meats and Meat Products.....	4	162	114	138	+10	-7	314
Plumbing and Heating Supplies.....	5	81	61	70	+18	-18	425
Lumber and Building Materials.....	4	61	61	66	+21	-12	610
Tobacco and Its Products.....	4	106	116	108	+8	+2	54
Pacific.....	221	76	73	71	+33	-5	30,038
Automotive Supplies.....	28	77	65	67	+22	-8	637
Shoes and Other Footwear.....	7	54	50	41	+11	-17	479
Dry Goods.....	6	59	56	64	+27	-15	1,224
Electrical Goods.....	13	74	79	69	+70	-4	3,064
Furniture and House Furnishings.....	15	53	53	50	+37	-9	3,719
Groceries and Foods, except Farm Products.....	31	100	99	93	+22	-3	4,064
Meats and Meat Products.....	7	190	181	167	+18	-5	479
Wines and Liquors.....	6	83	93	78	+17	+4	1,343
General Hardware.....	14	74	65	71	+28	-10	6,289
Industrial Supplies.....	11	57	61	63	+53	+2	1,076
Plumbing and Heating Supplies.....	10	83	79	65	+106	+6	2,123
Optical Goods.....	4	94	72	90	+2	-3	87
Lumber and Building Materials.....	9	70	64	82	+6	-17	528
Metals.....	4	84	81	77	+58	+1	617
Tobacco and Its Products.....	10	93	95	85	+14	+2	1,053

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
^b Less than 0.5 percent.

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.)