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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES AND CREDITS
January 1942

Sales of wholesalers advanced 37 percent in January 1942 over the same month of 1941, according to an announcement released today by J. C. Capt, Director of the Census. This rise in the dollar volume of sales continues the record increases noted in the last three quarters of 1941, but is even more noteworthy because it is an acceleration over and above the increased volume of 1941. January of last year had already been 18 percent over January 1940, and 1941 as a whole was 31 percent over 1940. The nominal increase of 1 percent between December 1941 and January 1942 is contrary to the small decreases that usually characterize the seasonal changes between these months.

Each of the 35 trades reported January 1942 sales to be greater than January 1941. Four trades showed gains of 60 percent or more, compared with a year ago. Six more showed gains of 50-60 percent. Most industrial and hardgoods lines reported substantial gains consistent with the leadership they exhibited through 1941. Wholesalers of general hardware reported gains averaging 47 percent, industrial supplies were up 46 percent, and plumbing and heating supplies led last year by 40 percent. Grocery wholesalers reported that the dollar value of goods sold was 35 percent greater than last year.

Inventories continued to increase, in terms of dollars based on cost values, up 3 percent from the beginning of the month and 25 percent above January 31, 1941. January is the thirteenth consecutive month in which inventories at the end of the month have exceeded those at the beginning. January is also the 30th consecutive month in which inventories have exceeded those at the same date one year earlier. This tendency for inventories to accumulate was first recorded in the fall of 1939. During 1940 the gains over the corresponding months of 1939 ranged from 4 to 11 percent. This rate of gain stepped up during 1941 until the final quarter when the gain reached 29 percent for December over December 1940. A part of the inventory gain, as well as the sales gains, must be attributed to prices.

In spite of the inventory gains, sales volumes have increased faster, with a resulting fall in the ratio of stocks to sales. This ratio, at 157 for January, had recovered from a seasonal low of 128 in September 1941. It was below the 168 reported for January 1941 and previous January ratios of 184 for 1940, 189 for 1939 and 256 for January 1938. Twenty-one trades reported falling stock-sales ratios between January 1941 and 1942 while 11 reported increases. Wholesalers of electrical goods, with a 48 percent gain in inventory and a 30 percent gain in sales were among those notable for rising stock-sales ratios.

Collections on accounts receivable were more favorable in January than during the same month of last year and remained at the same level as in December 1941. This trend toward better collections was noted throughout the whole of 1941, and is a reversal of the slower collections reported in 1940 compared with 1939. The collection ratio for January 1942 was 82, compared with a ratio of 75 for these firms in January 1941 and 82 in December 1941. Accounts receivable were 22 percent greater on January 1, 1942 than at the same date in 1941 and 4 percent less than on December 1, 1941. Credit data by kinds of business for each geographic division are omitted from this issue. They will appear, in the future, quarterly. Trends of accounts receivable and collections in United States Summary form will appear, as usual, each month. This revision in publication program has been made in the interest of conservation.

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.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JANUARY 1942

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[a]		
	Number of firms reporting sales	Percent change: Jan. 1942 vs. Jan. 1941	Percent change: Jan. 1942 vs. Dec. 1941	January 1942 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1942 vs. Jan. 1941	Percent change: Jan. 1942 vs. Dec. 1941	Jan. 31, 1942 (Add 000)	Jan. 1942	Jan. 1941	Dec. 1941
UNITED STATES	2,654	+37	+ 1	$274,007	1,645	+25	+ 3	$263,020	157	168	151
Automotive Supplies	175	+47	+ 3	4,065	92	+16	- b	4,987	201	246	206
Chemicals (industrial)	18	+50	- 3	1,528	13	+31	+ 1	578	47	55	46
Paints and Varnishes	66	+40	+33	3,091	14	+15	- 2	996	146	227	205
Clothing and Furnishings, except Shoes	42	+43	+42	3,124	23	+28	- 1	1,224	173	228	213
Shoes and Other Footwear	31	+26	+14	15,213	20	+19	+ 4	7,977	111	124	162
Coal	11	+24	+ 9	1,240	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	123	+12	+ 9	21,113	94	+18	+ 2	27,339	167	159	181
Dry Goods	96	+52	+33	15,343	51	+39	+12	23,024	237	249	282
Electrical Goods	311	+30	-22	28,893	275	+48	- b	35,912	132	115	104
Dairy and Poultry Products	25	+42	-18	2,553	14	+84	-11	1,008	64	50	69
Fresh Fruits and Vegetables	74	+16	-16	3,875	50	+41	+ 2	909	46	39	39
Farm Supplies	10	+99	+43	984	c	c	c	c	c	c	c
Furniture and House Furnishings	60	+54	- 5	5,687	31	+37	+12	10,856	275	318	251
Groceries and Foods, except Farm Products	579	+35	+11	54,689	351	+28	+ 1	46,714	156	162	169
Full-line Wholesalers[d]	317	+35	+12	24,919	188	+24	+ 1	24,965	164	178	184
Voluntary-group Wholesalers	144	+35	+ 9	19,445	99	+30	+ 2	15,146	167	165	172
Retailer-cooperative Warehouses	22	+35	+17	4,622	12	+30	+ 2	3,339	115	118	130
Specialty Lines	96	+36	+10	5,703	52	+43	+ 2	3,264	117	109	118
Confectionery	29	+27	-18	422	16	+30	+ 2	256	122	117	91
Meats and Meat Products	91	+68	+19	31,670	54	+30	+ 1	5,338	52	54	53
Beer	43	+37	-18	654	30	+32	+ 8	241	48	50	36
Wines and Liquors	32	+57	-15	5,152	22	+24	+12	8,665	190	243	159
Liquor Department of Other Trades[e]	36	+85	-23	5,627	34	+27	+ 1	9,710	174	254	148
Total Hardware Group	340	+46	- 2	35,548	216	+20	- 9	51,478	216	262	209
General Hardware	115	+47	+ 2	19,263	73	+20	+ 4	35,065	256	307	254
Industrial Supplies	114	+46	- 3	10,027	77	+19	+ 4	11,303	162	205	156
Plumbing and Heating Supplies	111	+40	-13	6,258	66	+19	+ 2	5,110	162	191	145
Jewelry	32	+10	-56	1,197	17	+ 6	+ 3	2,268	325	342	153
Optical Goods	17	+21	+ 3	198	7	+28	+ 9	86	128	124	127
Lumber and Building Materials	41	+ 5	-17	2,008	26	+14	+ 6	2,569	194	174	146
Machinery, Eqpt., and Supplies, except Electrical	53	+33	- 8	3,526	38	+ 4	+12	4,704	159	207	146
Surgical Equipment and Supplies	23	+48	- b	418	11	+29	- b	404	187	232	201
Metals	30	+ 2	- 1	3,790	20	-16	- b	4,229	136	161	132
Paper and Its Products	94	+55	+ 5	9,037	47	+20	+ b	5,474	118	151	121
Petroleum	11	+53	+ 8	1,711	8	+63	+ 1	1,085	71	65	81
Tobacco and Its Products	124	+17	-22	9,007	43	+24	- 4	2,094	67	65	46
Leather and Shoe Findings	12	+67	+20	275	c	c	+14	c	c	c	c
Miscellaneous	25	+15	- 8	2,369	26	-29	c	2,895	125	203	147
							-10				

[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] [illegible]iliated with voluntary or cooperative groups.
[e] [illegible] of the wholesale drug trade.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JANUARY 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		January 1942	January 1941	December 1941	January 1942 vs. January 1941	January 1942 vs. December 1941	As of January 1, 1942 (Add 000)
UNITED STATES	2,187	82	75	82	+22	- 4	$276,138
Automotive Supplies	148	75	61	76	+14	-11	4,195
Chemicals (industrial)	18	93	84	95	+42	+10	1,605
Paints and Varnishes	33	49	38	54	+21	- 4	1,381
Clothing and Furnishings, except Shoes	39	64	59	67	+ b	-24	4,231
Shoes and Other Footwear	28	52	47	57	+29	-12	9,428
Coal	11	78	85	76	+32	+ 3	1,595
Drugs and Sundries (liquor excluded)	110	74	72	69	+13	+ 8	24,751
Dry Goods	86	53	50	59	+22	-21	23,402
Electrical Goods	288	70	68	76	+31	+ 1	43,714
Dairy and Poultry Products	18	142	129	160	+25	+ 2	1,402
Fresh Fruits and Vegetables	60	168	156	174	+13	- 2	961
Farm Supplies	6	115	94	139	+71	+82	538
Furniture and House Furnishings	49	51	49	57	+32	- 6	10,037
Groceries and Foods, except Farm Products	432	109	97	109	+13	- b	35,006
Full-line Wholesalers	219	100	89	99	+13	- 2	16,312
Voluntary-group Wholesalers	117	109	97	112	+14	+ 4	13,009
Retailer-cooperative Warehouses	17	214	187	205	+11	-14	1,484
Specialty Lines	79	105	91	103	+13	- 5	4,201
Confectionery	16	72	71	90	+22	+10	377
Meats and Meat Products	80	185	174	170	+55	+11	15,544
Beer	14	131	113	144	+12	+ 3	120
Wines and Liquors	25	93	97	87	+25	+ 4	4,800
Liquor Department of Other Trades	33	78	72	86	+16	+23	8,046
Total Hardware Group	320	71	61	74	+21	- 6	45,369
General Hardware	108	67	55	72	+14	-10	25,395
Industrial Supplies	103	81	75	81	+36	+ b	10,546
Plumbing and Heating Supplies	109	73	63	73	+29	- 3	9,428
Jewelry	23	56	48	29	+ 6	- 2	5,382
Optical Goods	14	73	67	71	+16	- 4	198
Lumber and Building Materials	38	71	62	71	+ 8	-18	3,160
Machinery, Equipment and Supplies, except Electrical	44	61	56	63	+32	+ 2	5,002
Surgical Equipment and Supplies	22	54	44	52	+24	+ 4	667
Metals	29	99	88	99	+ 8	+ b	3,809
Paper and Its Products	83	70	62	71	+28	- 3	10,886
Petroleum	9	148	127	139	+13	- 9	979
Tobacco and Its Products	30	118	111	129	+10	+ 2	6,099
Leather and Shoe Findings	10	47	36	46	+16	+ 3	278
Miscellaneous	21	65	61	67	+ 4	-17	3,178

[a] Collection percentages are obtaines 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

JANUARY 1942

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: Jan. 1942 vs. Jan. 1941	Percent change: Jan. 1942 vs. Dec. 1941	January 1942 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1942 vs. Jan. 1941	Percent change: Jan. 1942 vs. Dec. 1941	Jan. 31, 1942 (Add 000)	Jan. 1942	Jan. 1941	Dec. 1941
New England	172	+25	- 9	$15,130	110	+30	+ 6	$11,389	116	111	100
Automotive Supplies	6	+33	-17	53	b	b	b	b	b	b	b
Electrical Goods	33	+32	-18	2,138	28	+56	- c	2,837	139	117	117
Fresh Fruits and Vegetables	7	+ 5	-10	272	6	+23	+ 3	37	15	13	13
Groceries and Foods, except Farm Products	20	+45	- 1	2,564	11	+44	+ 6	1,698	138	169	184
Meats and Meat Products	7	+10	- 3	3,114	7	+24	+ 8	1,251	40	36	36
Wines and Liquors	4	+60	-20	449	4	+42	+ 4	622	139	157	107
Industrial Supplies	15	+39	-11	1,031	10	+10	+ 1	1,398	168	217	145
Plumbing and Heating Supplies	12	+20	-12	344	8	-13	+ 5	551	191	266	163
Machinery, Eqpt., and Supplies, except Electrical	5	+12	-13	106	4	+ 8	+ 2	209	303	313	331
Metals	6	- 4	-37	368	4	- 4	+ 5	523	154	150	89
Paper and its Products	6	+61	+11	389	4	+27	+ 1	239	90	109	101
Tobacco and Its Products	15	+12	-24	1,702	b	b	b	b	b	b	b
Middle Atlantic	564	+45	+ c	64,498	330	+27	+ 2	45,327	133	146	124
Automotive Supplies	23	+40	+ 2	882	15	+20	- 1	1,284	196	219	203
Chemicals (industrial)	4	+72	- c	821	b	b	b	b	b	b	b
Paints and Varnishes	5	+34	+13	43	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	17	+44	+54	2,524	9	+14	- 1	631	169	277	235
Shoes and Other Footwear	8	+62	+55	640	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	+ 9	+ 5	4,628	18	+20	+ 1	4,428	140	127	152
Dry Goods	38	+58	+29	4,859	17	+29	+ 7	2,882	181	214	211
Electrical Goods	66	+43	-18	7,010	58	+48	- 2	7,155	108	104	92
Dairy and Poultry Products	6	+47	-20	1,769	4	+92	-12	895	69	53	76
Fresh Fruits and Vegetables	15	+12	-16	1,771	10	+16	-22	51	16	16	21
Furniture and House Furnishings	19	+79	- 6	1,149	12	+51	+ 6	1,941	245	282	220
Groceries and Foods, except Farm Products	86	+39	+14	10,887	38	+34	+ 4	4,288	135	133	133
Confectionery	5	+11	-24	51	b	b	b	b	b	b	b
Meats and Meat Products	29	+91	+16	8,539	15	+15	+10	941	53	60	48
Beer	9	+22	-13	116	4	- 9	0	10	20	28	18
General Hardware	28	+51	-20	2,756	15	+23	+ 5	4,368	272	319	224
Industrial Supplies	36	+55	- 4	3,257	25	+26	+ 1	3,386	130	157	120
Plumbing and Heating Supplies	42	+50	-16	1,732	27	+32	+ 5	2,004	149	173	112
Jewelry	10	+11	-44	465	8	+ 8	+16	1,208	307	319	168
Optical Goods	8	+24	+ 2	120	b	b	b	b	b	b	b
Lumber and Building Materials	6	+ 8	-20	345	b	b	b	b	b	b	b
Machinery, Equipment and Supplies, except Electrical	4	+36	- 5	257	b	b	b	b	b	b	b
Paper and Its Products	31	+61	+ 4	3,971	18	+23	+ 4	2,911	108	144	110
Petroleum	4	+41	+ 4	670	b	b	b	b	b	b	b
Tobacco and Its Products	24	+30	-23	1,591	10	+ 8	+34	472	52	64	31
East North Central	513	+35	- 4	44,396	337	+22	+ 2	41,475	140	156	132
Automotive Supplies	55	+63	+ 8	1,164	34	+11	- 2	1,392	182	256	192
Chemicals (industrial)	4	+21	- 1	308	b	b	b	b	b	b	b
Paints and Varnishes	14	+65	+39	425	6	+13	-12	380	107	162	179
Clothing and Furnishings, except Shoes	10	+31	- 1	248	5	+56	- 6	371	256	245	248
Drugs and Sundries (liquor excluded)	23	+18	+ 9	3,763	16	+17	+ 2	3,743	138	141	146
Dry Goods	8	+63	+23	854	5	+23	+ 6	3,637	202	271	242
Electrical Goods	54	+33	-24	6,044	47	+38	- 2	6,718	121	118	94
Dairy and Poultry Products	5	+28	+10	243	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	13	+21	-12	589	10	+59	- c	417	105	82	92
Furniture and House Furnishings	6	+57	-13	461	4	+79	+14	1,272	306	275	249
Groceries and Foods, except Fram Products	114	+35	+ 5	12,066	82	+25	+ 2	10,156	152	164	155
Confectionery	7	+24	-19	104	4	+21	-12	57	112	107	102
Meats and Meat Products	18	+66	+34	3,359	15	+54	- 8	1,488	53	57	85
Beer	16	+32	-18	230	12	+31	+ 7	80	39	40	31
Wines and Liquors	5	+58	- 8	374	b	b	b	b	b	b	b
General Hardware	18	+56	- c	2,708	12	+21	+ 7	6,050	258	337	244
Industrial Supplies	18	+29	- 4	1,255	12	+27	+ 3	695	148	149	137

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1942

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: Jan. 1942 vs. Jan. 1941	Percent change: Jan. 1942 vs. Dec. 1941	January 1942 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1942 vs. Jan. 1941	Percent change: Jan. 1942 vs. Dec. 1941	Jan. 31, 1942 (Add 000)	Jan. 1942	Jan. 1941	Dec. 1941
East North Central (continued)											
Plumbing and Heating Supplies	12	+29	-15	651	8	+ 6	+ 8	612	186	255	160
Jewelry	9	- c	-62	445	b	b	b	b	b	b	b
Lumber and Building Materials	11	+ c	-33	445	7	+25	+10	538	229	162	134
Machinery, Eqpt., and Supplies, except Electrical	9	+101	+ 1	775	8	+38	+ c	284	37	55	37
Metals	9	+ 8	- 2	1,348	6	-35	+ 2	1,257	126	193	113
Paper and Its Products	23	+54	+ 8	2,891	11	+29	+ 2	1,087	109	134	113
Tobacco and Its Products	30	+13	-22	2,304	11	+46	+17	905	81	60	55
Leather and Shoe Findings	4	+43	+ 9	93	b	b	b	b	b	b	b
West North Central	261	+37	+11	28,216	176	+22	+ 5	43,580	189	205	201
Automotive Supplies	22	+59	+ 7	679	7	+ 2	- 3	467	191	313	212
Clothing and Furnishings, except Shoes	4	+31	+ 3	71	b	b	b	b	b	b	b
Shoes and Other Footwear	4	+17	+117	1,013	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	14	+15	+10	2,425	13	+15	+ 1	3,448	174	172	190
Dry Goods	8	+38	+32	4,863	7	+37	+14	11,913	251	251	289
Electrical Goods	31	+52	-19	2,051	28	+51	+ 2	3,490	185	155	144
Dairy and Poultry Products	4	+34	0	47	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	8	+34	-10	299	6	+29	+13	157	59	63	48
Furniture and House Furnishings	6	+64	+ 7	1,572	5	+24	+27	3,930	253	334	216
Groceries and Foods, except Farm Products	69	+24	+14	5,697	52	+14	- 1	8,486	174	186	202
Confectionery	4	+ 9	-10	37	b	b	b	b	b	b	b
Beer	7	+38	-14	102	5	+58	+27	19	22	18	15
General Hardware	9	+43	+ 7	3,080	9	+25	+ 5	7,836	254	290	258
Industrial Supplies	8	+69	-12	327	4	+33	- 4	407	248	273	193
Plumbing and Heating Supplies	9	+40	-21	466	b	b	b	b	b	b	b
Jewelry	5	+ 9	-62	84	4	+ 6	+ 3	223	465	447	163
Machinery, Eqpt., and Supplies, except Electrical	5	+70	-29	34	b	b	b	b	b	b	b
Paper and Its Products	7	+49	+ 2	167	b	b	b	b	b	b	b
Tobacco and Its Products	9	+10	-22	335	5	+19	+14	99	66	63	48
South Atlantic	360	+30	- 1	24,975	195	+27	+ 3	22,295	146	151	142
Automotive Supplies	12	+32	+ 9	274	6	+26	+ 1	304	156	164	182
Paints and Varnishes	4	+107	+43	197	4	+24	+ 4	214	109	181	162
Clothing and Furnishings, except Shoes	4	+47	+ 4	119	b	b	b	b	b	b	b
Shoes and Other Footwear	5	- 7	+44	955	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	19	- 1	+ 7	2,002	b	b	b	b	b	b	b
Dry Goods	10	+57	+36	1,286	5	+66	+17	1,647	280	266	369
Electrical Goods	48	+38	-17	4,767	46	+43	- 2	5,108	110	106	93
Fresh Fruits and Vegetables	15	+19	-11	371	7	+42	+ 2	47	20	17	20
Furniture and House Furnishings	7	+26	-28	322	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	97	+35	+ 9	6,082	43	+36	+ c	4,519	146	147	154
Confectionery	8	+40	- 4	144	6	+25	+ 7	45	90	88	66
Meats and Meat Products	9	+40	-11	747	6	+ 8	+13	320	45	58	35
Beer	5	+62	-20	151	4	+30	+12	95	77	91	57
Wines and Liquors	7	+33	-16	563	5	+ 2	+ 3	777	181	204	139
General Hardware	22	+37	+20	2,025	13	- 5	- 6	2,645	199	277	263
Industrial Supplies	12	+53	+15	793	9	+ 7	+ c	911	126	185	149
Plumbing and Heating Supplies	17	+48	+22	1,285	b	b	b	b	b	b	b
Lumber and Building Materials	4	+14	- 6	96	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	7	+10	- 8	248	4	+35	+ 9	298	273	275	242
Paper and Its Products	12	+38	+ 5	757	4	+ 4	- 3	400	128	160	147
Tobacco and Its Products	14	+23	-16	1,084	5	+13	- 5	136	42	50	36

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1942

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 1942 (Add 000)	Number of firms reporting stocks	Percent change		Jan. 31, 1942 (Add 000)	Jan. 1942	Jan. 1941	Dec. 1941
		Jan. 1942 vs. Jan. 1941	Jan. 1942 vs. Dec. 1941			Jan. 1942 vs. Jan. 1941	Jan. 1942 vs. Dec. 1941				
East South Central	141	+35	+ 7	$11,732	75	+30	+ 2	$10,531	164	174	169
Drugs and Sundries (liquor excluded)	12	+ 6	+ 8	1,651	b	b	b	b	b	b	b
Dry Goods	11	+61	+51	1,161	7	+33	+12	1,667	193	233	266
Electrical Goods	12	– c	-22	735	10	+23	- 8	932	139	110	118
Fresh Fruits and Vegetables	6	+25	- 3	74	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	41	+38	+ 8	2,729	22	+41	+ c	3,130	172	170	185
Meats and Meat Products	4	+28	- 1	808	b	b	b	b	b	b	b
Wines and Liquors	4	+36	-23	343	b	b	b	b	b	b	b
General Hardware	11	+59	+10	2,410	5	+ 9	-10	2,070	169	242	214
Industrial Supplies	6	+102	+11	400	4	+96	+77	375	175	189	109
Machinery, Eqpt., and Supplies, except Electrical	5	+39	- 1	276	4	+42	+ 6	391	183	170	166
Paper and Its Products	4	+39	0	271	b	b	b	b	b	b	b
Tobacco and Its Products	4	+22	-11	216	b	b	b	b	b	b	b
West South Central	231	+27	+ 3	21,774	160	+24	+ 1	29,919	188	194	189
Drugs and Sundries (liquor excluded)	17	+ 9	+10	2,230	13	+17	- 1	4,028	208	192	232
Dry Goods	7	+45	+39	1,072	6	+60	+ 6	2,710	296	269	390
Electrical Goods	27	+10	-30	1,664	22	+59	+ 2	2,697	187	126	122
Groceries and Foods, except Farm Products	103	+35	+18	9,470	70	+27	+ 4	9,461	146	159	168
Liquor Department of Other Trades[d]	9	+36	-35	656	8	+22	-14	1,587	252	278	188
General Hardware	12	+30	+11	1,674	9	+15	+ 1	2,960	238	272	253
Machinery, Eqpt., and Supplies, except Electrical	6	- 2	- 4	878	4	-12	+ 1	1,747	233	258	220
Surgical Equipment and Supplies	5	+40	+ 3	70	4	+12	- 2	110	220	258	229
Paper and Its Products	5	+59	+13	300	b	b	b	b	b	b	b
Tobacco and Its Products	8	+ 8	-20	275							
Mountain	102	+25	-11	5,105	72	+20	+ 5	8,052	194	198	164
Automotive Supplies	18	+37	- 2	332	11	+21	- 2	697	337	367	346
Electrical Goods	12	+28	-29	648	9	+25	+ 3	833	148	152	101
Furniture and House Furnishings	4	+39	-22	152	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	18	+25	+11	1,045	13	+28	- 1	1,962	218	206	248
Meats and Meat Products	5	+45	+14	693	4	+30	+49	708	105	117	80
Plumbing and Heating Supplies	4	+13	-22	257	b	b	b	b	b	b	b
Lumber and Building Materials	5	- 2	- 9	623	5	+ 9	+15	1,209	194	175	155
Tobacco and Its Products	6	+21	-17	175	b	b	b	b	b	b	b
Pacific	233	+36	- 5	24,202	133	+34	+ 5	28,630	199	197	175
Automotive Supplies	31	+33	- 5	521	12	+13	+ 5	596	212	241	190
Shoes and Other Footwear	6	+61	+35	213	5	+14	+ c	410	197	284	268
Dry Goods	9	+83	+44	1,101	b	b	b	b	b	b	b
Electrical Goods	28	+15	-28	3,836	27	+63	+ 4	6,142	161	111	112
Fresh Fruits and Vegetables	4	+72	+15	217	4	+ 7	+13	44	20	33	21
Furniture and House Furnishings	12	+46	- 4	1,701	5	+42	+ 3	3,013	333	352	360
Groceries and Foods, except Farm Products	32	+35	+19	4,158	20	+39	- c	3,014	147	135	167
Wines and Liquors	5	+79	- 3	1,314	b	b	b	b	b	b	b
General Hardware	10	+50	+ 5	4,367	6	+30	+10	8,420	313	344	285
Industrial Supplies	9	+24	-16	499	5	+16	+ 2	670	203	237	158
Plumbing and Heating Supplies	11	+41	-25	1,391	b	b	b	b	b	b	b
Lumber and Building Materials	10	+17	- 1	391	7	+16	+ 8	419	151	154	138
Machinery, Eqpt., and Supplies, except Electrical	9	+80	+18	541	5	-19	-12	569	157	338	229
Metals	4	+47	+42	450	b	b	b	b	b	b	b
Tobacco and Its Products	14	+15	-22	1,325							

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.

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

WHOLESALERS' SALES, INVENTORIES AND CREDITS
February 1942

Sales of wholesalers advanced 34 percent in February 1942 over the same month of 1941, according to an announcement released today by J. C. Capt, Director of the Census. The gain reported in January of this year as compared with January 1941 was 37 percent. For the first two months of 1942, the gain amounted to 36 percent over corresponding months in 1941. A decrease of 4 percent occurred between January and February of 1942 as against the decrease of 1 percent which occurred between these months in 1941.

Increases ranging from 9 percent to 116 percent were reported in all but one of the 35 trades for February 1942 compared with the same month a year ago. Seven trades gained as much as 50 percent or more for February 1942 compared with February 1941. Four additional trades show gains ranging from 40 to 50 percent. General line hardware increased 45 percent, industrial supplies 36 percent, and plumbing and heating supplies 39 percent. Grocery wholesalers reported a gain of 30 percent. Drugs and sundries (liquor excluded) show a gain of 18 percent. A decrease of 5 percent was reported by the metal trades.

Inventories, in terms of dollars based on cost values, rose slightly (less than 1 percent) during the month, but are 24 percent above the end of February 1941 total. For fourteen consecutive months inventories at the end of the month have exceeded those at the beginning. February is the thirty-first consecutive month in which inventories have exceeded those at the same date one year earlier. A part of the inventory gain, as well as the sales gains, must, however, be attributed to prices.

The sales-stock ratio at the close of February 1942 was 157 as against 165 for the same month of 1941. Twenty-three trades reported decreases in stock-sales ratios between February 1941 and February 1942, while nine reported increases. Wholesalers of electrical goods, with a 37 percent gain in inventory for February 1942 over February a year ago and a 28 percent gain in sales, continued to be among those outstanding for rising stock-sales ratios.

Collections on accounts receivable for February show a moderate gain compared with collections for February a year ago but were slightly below those of the preceding month. The collection ratio for February was 79, compared with a ratio of 71 for these firms in February 1941 and 82 in January 1942. Accounts receivable were 25 percent greater on February 1,1942 than at the same date in 1941, but were slightly below January 1, 1942 -- less than one percent. Credit data by kinds of business for each geographic division are omitted from this issue. They will appear, in the future, quarterly. Trends of accounts receivable and collections in United States Summary form will appear, as usual, each month. This revision in publication program has been made in the interest of conservation.

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.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

FEBRUARY 1942

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		February 1942 (Add 000)	Percent change from 2 mos. 1941	Two months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1942 (Add 000)	Feb. 1942	Feb. 1941	Jan. 1942
		Feb. 1942 vs. Feb. 1941	Feb. 1942 vs. Jan. 1942					Feb. 1942 vs. Feb. 1941	Feb. 1942 vs. Jan. 1942				
UNITED STATES	2,816	+34	- 4	$310,126	+36	$676,804	1,738	+24	+ b	$295,873	157	165	156
Automotive Supplies	193	+18	-19	3,638	+31	9,129	90	+11	- 1	4,775	249	246	196
Chemicals (industrial)	20	+40	-12	1,513	+42	3,507	14	+32	+ b	643	54	56	46
Paints and Varnishes	68	+57	- b	3,096	+49	6,272	17	+24	+ 2	1,292	231	243	177
Clothing and Furnishings, except Shoes	43	+32	+19	3,812	+37	7,093	24	+20	- b	1,323	137	177	180
Shoes and Other Footwear	32	+31	+ 8	16,496	+29	31,772	20	+21	- 4	7,777	91	95	112
Coal	11	+22	-10	1,476	+23	3,246	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	125	+18	-11	19,140	+15	43,013	97	+16	+ 1	28,722	191	194	167
Dry Goods	98	+54	+ 3	16,436	+53	32,470	52	+33	- b	24,580	227	261	234
Electrical Goods	322	+28	+15	35,360	+31	70,598	286	+37	- 3	36,241	107	100	127
Dairy and Poultry Products	29	+31	-18	1,763	+37	4,883	15	+64	-16	445	59	47	62
Fresh Fruits and Vegetables	78	+16	- 8	3,908	+18	8,880	49	+54	- b	847	46	35	43
Farm Supplies	7	+116	+54	1,384	+109	2,368	c	c	c	c	c	c	c
Furniture and House Furnishings	64	+52	+17	7,429	+48	15,774	33	+29	- 3	11,042	214	259	268
Groceries and Foods, except Farm Products	607	+30	-10	55,066	+32	130,584	367	+24	+ 1	52,160	166	171	152
Full-line Wholesalers[d]	326	+29	-10	23,645	+32	52,347	193	+25	+ 2	26,449	181	182	160
Voluntary-group Wholesalers	156	+28	- 8	20,692	+31	49,723	106	+21	- b	17,364	169	173	163
Retailer-cooperative Warehouses	24	+36	- 9	4,682	+35	9,636	12	+28	- 1	3,941	132	143	124
Specialty Lines	101	+38	-13	6,047	+35	18,878	56	+34	+ b	4,406	128	139	110
Confectionery	31	+32	- b	450	+26	1,064	16	+16	- 4	201	89	91	92
Meats and Meat Products	93	+64	-13	28,983	+65	62,846	59	+40	+ 1	7,451	62	61	57
Beer	51	+27	- 6	606	+32	1,528	37	- 7	- b	264	59	78	55
Wines and Liquors	27	+29	-19	3,818	+47	9,770	16	+33	+ 7	7,597	239	233	182
Liquor Department of Other Trades[e]	38	+50	-10	5,204	+66	11,372	36	+36	+ 2	10,093	197	218	174
Total Hardware Group	372	+41	- 2	42,066	+44	94,824	237	+17	+ b	66,491	225	269	221
General Hardware	141	+45	- 2	23,501	+46	52,400	88	+16	- 1	45,877	258	322	262
Industrial Supplies	116	+36	- 2	12,234	+44	28,644	81	+17	+ b	14,935	170	190	161
Plumbing and Heating Supplies	115	+39	- 4	6,331	+39	13,780	68	+27	+ 6	5,679	194	209	168
Jewelry	32	+32	+39	1,640	+20	3,214	18	+16	+12	2,608	291	322	331
Optical Goods	21	+20	+ 2	291	+21	646	7	+38	+ 4	132	152	128	138
Lumber and Building Materials	43	+25	- 1	2,615	+21	6,330	28	+18	+ 3	2,993	149	164	146
Machinery, Equipment and Supplies, except Electrical	63	+23	- 3	4,111	+33	8,660	42	+ 6	+ b	5,032	156	175	148
Surgical Equipment and Supplies	20	+28	- 9	412	+33	1,844	11	+22	+ 4	588	217	250	197
Metals	30	- 5	- 7	5,767	+ b	12,405	21	-10	+ 1	6,571	132	136	126
Paper and Its Products	99	+47	- 9	8,298	+51	18,030	52	+24	+ 3	6,210	134	168	123
Petroleum	13	+43	- 7	20,883	+38	43,387	8	+55	- 2	1,053	80	66	70
Tobacco and Its Products	146	+ 9	- 6	11,897	+12	25,738	59	+86	+ 2	5,522	96	55	88
Leather and Shoe Findings	13	+104	+ 3	296	+84	583	c	c	c	c	c	c	c
Miscellaneous	27	+25	+ 7	2,272	+21	4,974	27	+ 9	- 5	3,240	153	171	176

[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.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

FEBRUARY 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		February 1942	February 1941	January 1942	February 1942 vs. February 1941	February 1942 vs. January 1942	As of February 1, 1942 (Add 000)
UNITED STATES	2,317	79	71	82	+25	- b	$304,778
Automotive Supplies	144	70	57	70	+22	- 2	4,284
Chemicals (industrial)	20	82	83	94	+46	+10	1,900
Paints and Varnishes	35	42	37	49	+25	+11	1,571
Clothing and Furnishings, except Shoes	41	62	52	63	+17	+10	4,884
Shoes and Other Footwear	29	41	35	52	+36	+25	11,885
Coal	11	87	82	89	+25	+ 3	1,843
Drugs and Sundries (liquor excluded)	111	72	67	74	+11	- 1	24,749
Dry Goods	88	48	45	54	+30	+ 6	26,063
Electrical Goods	302	73	71	71	+29	- 7	42,943
Dairy and Poultry Products	20	143	138	149	+25	- 5	1,051
Fresh Fruits and Vegetables	61	140	133	153	+20	+ b	1,241
Farm Supplies	4	122	113	125	+98	+53	674
Furniture and House Furnishings	52	49	50	51	+41	+ 2	11,589
Groceries and Foods, except Farm Products	456	102	91	108	+18	+ 7	42,090
Full-line Wholesalers	225	93	84	100	+17	+ 7	17,516
Voluntary-group Wholesalers	129	106	94	108	+16	+ 6	16,322
Retailer-cooperative Warehouses	18	181	160	219	+24	+31	2,115
Specialty Lines	84	88	81	96	+26	+ 8	6,137
Confectionery	19	78	78	80	+22	- 6	353
Meats and Meat Products	83	164	164	187	+67	+ 9	18,150
Beer	22	127	116	135	+13	- 1	135
Wines and Liquors	21	89	88	97	+43	- 3	4,066
Liquor Department of Other Trades	34	70	72	78	+49	- 9	7,326
Total Hardware Group	350	67	56	67	+21	- 1	55,631
General Hardware	133	62	48	63	+15	+ 2	32,844
Industrial Supplies	104	81	75	73	+35	- 6	13,191
Plumbing and Heating Supplies	113	68	57	71	+23	- 8	9,596
Jewelry	24	30	21	52	- 8	-52	3,013
Optical Goods	18	69	62	70	+ 9	- 1	328
Lumber and Building Materials	41	73	63	79	+ 4	- 9	3,511
Machinery, Equipment and Supplies, except Electrical	55	66	60	63	+44	- 2	6,062
Surgical Equipment and Supplies	19	55	47	52	+16	- 1	742
Metals	29	104	96	101	+ 1	- 5	6,097
Paper and Its Products	86	71	60	71	+33	+ 3	11,349
Petroleum	10	109	126	149	+55	+34	1,321
Tobacco and Its Products	99	120	114	130	+ 7	- 9	7,631
Leather and Shoe Findings	11	48	35	47	+23	+11	330
Miscellaneous	22	76	66	77	+ 4	- 5	1,966

[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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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1942

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 Feb. 1942 vs. Feb. 1941	Percent change Feb. 1942 vs. Jan. 1942	February 1942 (Add 000)	Percent change from 2 mos. 1941	Two months 1942 (Add 000)	Number of firms reporting stocks	Percent change Feb. 1942 vs. Feb. 1941	Percent change Feb. 1942 vs. Jan. 1942	Feb. 28, 1942 (Add 000)	Feb. 1942	Feb. 1941	Jan. 1942
New England	174	+22	- 3	$15,485	+25	$32,936	112	+26	+ b	$12,656	117	114	115
Automotive Supplies	5	+13	-35	26	+25	79	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	7	+27	-16	1,083	+19	2,370	c	c	c	c	c	c	c
Electrical Goods	32	+28	+ 6	2,519	+32	5,063	28	+32	- 4	2,786	114	110	127
Fresh Fruits and Vegetables	8	-12	- 3	479	- 6	751	5	0	-26	25	12	7	14
Groceries and Foods, except Farm Products	18	+44	-12	2,050	+45	4,885	8	+24	- 3	890	204	213	196
Meats and Meat Products	8	+11	+ 6	3,371	+11	6,562	8	+24	- 6	1,168	55	31	39
General Hardware	5	+50	+ 1	217	+71	353	c	c	c	c	c	c	c
Industrial Supplies	14	+36	+ 2	991	+38	2,022	9	+14	+ 5	1,346	176	209	168
Plumbing and Heating Supplies	12	+ 5	-14	297	+13	641	7	+26	+ 3	396	360	300	269
Machinery, Eqpt., and Supplies, except Electrical	6	+26	0	185	+22	412	5	+13	+ 7	439	293	332	278
Metals	5	+29	+12	387	+11	755	4	- 4	+ 1	527	138	185	154
Paper and Its Products	6	+50	-15	370	+56	893	c	c	c	c	c	c	c
Tobacco and Its Products	15	- 5	- 8	1,566	+ 3	3,268	c	c	c	c	c	c	c
Middle Atlantic	599	+33	- 4	69,153	+37	149,200	356	+24	+ 1	56,132	140	143	137
Automotive Supplies	22	- 5	-31	539	+12	1,545	14	+12	- b	1,057	302	218	206
Chemicals (industrial)	4	+48	-18	671	+58	1,542	c	c	c	c	c	c	c
Paints and Varnishes	5	+72	- 7	50	+58	109	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes	16	+28	+18	2,953	+36	5,575	9	+14	+ 3	656	132	202	171
Shoes and Other Footwear	8	+34	+ b	641	+47	1,281	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	22	+11	-13	4,084	+10	8,859	19	+14	+ 2	4,711	170	162	143
Dry Goods	40	+55	+ 7	5,840	+56	10,794	18	+22	- 2	4,734	200	243	219
Electrical Goods	65	+24	+ 7	7,234	+33	14,517	59	+39	- 2	7,058	99	88	108
Dairy and Poultry Products	5	+22	-36	606	+40	2,375	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	16	+ 7	-14	1,545	+10	3,331	11	+21	+ 7	58	20	19	16
Furniture and House Furnishings	23	+47	- 1	1,646	+55	3,689	13	+39	+ 1	2,208	235	248	241
Groceries and Foods, except Farm Products	88	+29	- 5	11,503	+31	26,472	37	+18	- 4	5,989	125	131	140
Confectionery	5	+21	0	51	+16	102	c	c	c	c	c	c	c
Meats and Meat Products	28	+85	-10	7,125	+87	16,160	14	+19	+ 6	580	54	62	48
Beer	9	+19	- 3	112	+23	267	4	0	0	10	20	24	20
General Hardware	31	+47	- 2	2,723	+48	5,858	18	+11	+ 4	4,416	276	349	257
Industrial Supplies	35	+48	+ b	3,216	+55	7,579	26	+22	- b	3,348	122	146	125
Plumbing and Heating Supplies	42	+51	- 5	1,824	+42	4,120	26	+32	+ 6	2,129	164	181	150
Jewelry	10	+18	+ 8	500	+14	965	8	+17	+ 7	1,295	314	307	307
Optical Goods	9	+23	- 1	166	+25	339	c	c	c	c	c	c	c
Lumber and Building Materials	8	+31	-10	903	+34	1,911	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	5	+17	-12	270	+31	670	c	c	c	c	c	c	c
Paper and Its Products	32	+62	- 5	3,701	+61	7,724	18	+25	+ 3	2,983	111	150	108
Petroleum	4	+32	-14	576	+36	1,246	c	c	c	c	c	c	c
Tobacco and Its Products	39	+ 5	- 7	4,341	+ 9	9,244	25	+119	+ 5	4,031	110	55	97
East North Central	551	+31	- 6	50,373	+34	109,383	366	+21	- b	33,011	148	161	142
Automotive Supplies	56	+31	-28	893	+48	2,193	34	+12	+ 1	1,549	251	293	184
Chemicals (industrial)	5	+23	- 7	374	+19	776	4	+42	- 2	139	44	36	42
Paints and Varnishes	13	+27	-17	350	+45	775	7	+32	+ 6	559	191	191	142
Clothing and Furnishings, except Shoes	9	+47	+42	340	+40	608	4	+41	- 6	330	160	165	257
Drugs and Sundries (liquor excluded)	24	+22	-12	3,494	+20	7,609	17	+16	+ 3	4,138	161	169	139
Dry Goods	8	+67	+ 4	890	+65	1,744	5	+10	- 6	1,531	181	280	202
Electrical Goods	59	+32	+16	7,398	+34	15,145	51	+25	- 4	6,814	97	104	120
Dairy and Poultry Products	5	+27	-13	212	+28	501	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	16	+20	-10	601	+23	1,321	10	+66	+ 1	420	117	83	105
Furniture and House Furnishings	6	+58	+34	618	+56	1,120	4	+55	- 7	1,185	212	216	307
Groceries and Foods, except Farm Products	123	+30	-11	11,432	+32	25,216	87	+22	- 1	10,083	165	175	147
Confectionery	7	+27	- 3	99	+25	208	c	c	c	c	c	c	c
Meats and Meat Products	20	+64	-17	4,755	+64	8,569	17	+62	+ 1	3,029	72	72	58
Beer	15	+22	- 7	187	+35	547	13	-42	- 6	90	53	109	52
General Hardware	21	+52	+ b	4,695	+55	10,672	15	+18	- 1	11,618	266	346	271

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1942

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 Feb. 1942 vs. Feb. 1941	Percent change Feb. 1942 vs. Jan. 1942	February 1942 (Add 000)	Percent change from 2 mos. 1941	Two months 1942 (Add 000)	Number of firms reporting stocks	Percent change Feb. 1942 vs. Feb. 1941	Percent change Feb. 1942 vs. Jan. 1942	Feb. 28, 1942 (Add 000)	Feb. 1942	Feb. 1941	Jan. 1942
East North Central (continued)													
Industrial Supplies	21	+37	+ 7	$ 2,611	+42	$ 6,683	14	+14	- 4	$ 1,702	120	129	119
Plumbing and Heating Supplies	14	+31	- 7	775	+34	1,637	9	+ 7	+ 3	700	230	280	189
Jewelry	11	+38	+54	699	+20	1,163	5	+19	+20	1,002	266	320	335
Lumber and Building Materials	8	- 9	- 4	246	- 3	691	6	+47	+16	493	254	143	201
Machinery, Eqpt., and Supplies, except Electrical	12	+18	-29	726	+52	1,795	10	+36	- 2	540	83	75	60
Metals	10	-15	-13	1,863	- 6	4,289	7	- 5	+ 3	2,348	151	129	129
Paper and Its Products	24	+28	-16	2,495	+41	5,477	12	+39	+ 5	1,274	136	138	112
Tobacco and Its Products	33	+11	- 6	2,489	+11	5,201	11	+43	- 9	820	80	60	81
Leather and Shoe Findings	5	+84	+ 2	107	+63	212	c	c	c	c	c	c	c
West North Central	309	+40	+ 3	33,097	+37	70,358	215	+25	- 1	51,812	184	202	191
Automotive Supplies	24	+40	-16	600	+51	1,361	10	0	- 5	480	200	257	180
Clothing and Furnishings, except Shoes	4	+73	-10	133	+56	204	c	c	c	c	c	c	c
Shoes and Other Footwear	4	- 3	+ 9	1,099	+ 5	2,112	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	15	+20	- 9	2,545	+16	5,493	14	+16	+ 4	4,296	202	207	174
Dry Goods	8	+63	+11	5,407	+50	10,343	7	+36	- 4	11,486	217	259	250
Electrical Goods	36	+23	+12	3,036	+30	6,207	32	+40	- 5	3,754	138	119	166
Dairy and Poultry Products	4	+26	- 9	43	+30	90	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	8	+27	- 7	274	+31	626	6	+49	+12	106	44	39	36
Furniture and House Furnishings	6	+50	+28	1,979	+44	4,737	5	+16	- 3	3,725	190	247	252
Groceries and Foods, except Farm Products	71	+27	- 9	5,681	+26	12,296	50	+21	+ 4	9,526	196	206	174
Confectionery	4	+39	+ 5	39	+23	76	c	c	c	c	c	c	c
Beer	13	+26	- 7	126	+27	245	10	+26	+26	42	40	38	29
General Hardware	14	+58	+ 8	5,226	+54	10,154	13	+19	- 2	11,772	234	309	260
Industrial Supplies	9	+56	- 2	389	+62	825	6	+33	- 1	694	294	310	264
Plumbing and Heating Supplies	12	+33	- 7	571	+40	1,189	6	+ 8	+ 6	541	222	315	220
Jewelry	4	+58	+84	134	+35	218	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	9	+104	- 3	493	+147	943	7	+18	-10	407	84	146	90
Tobacco and Its Products	15	+12	- 3	521	+17	1,603	8	+11	- 1	168	62	63	62
South Atlantic	366	+24	- 1	26,340	+28	55,033	212	+19	- 1	25,719	143	145	148
Automotive Supplies	14	+ 4	-29	281	+27	921	4	+15	- b	266	244	207	165
Paints and Varnishes	4	+ 9	-40	119	+55	316	4	+20	+ 2	218	183	166	109
Clothing and Furnishings, except Shoes	5	+22	+16	142	+32	274	c	c	c	c	c	c	c
Shoes and Other Footwear	5	+31	+118	2,080	+16	3,035	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	19	+ 5	-11	1,764	+ 1	3,976	c	c	c	c	c	c	c
Dry Goods	10	+44	- 9	1,122	+51	2,408	6	+67	+ 6	1,867	350	290	268
Electrical Goods	49	+20	+ 9	5,267	+28	10,454	46	+28	- 3	4,962	98	90	111
Fresh Fruits and Vegetables	15	+25	-10	337	+22	708	7	+60	+ 4	48	25	18	20
Furniture and House Furnishings	7	+58	+38	443	+42	765	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	96	+21	-11	5,927	+29	12,494	44	+16	- 2	5,005	150	151	138
Confectionery	10	+39	- b	239	+35	405	8	+17	- 6	116	79	85	84
Meats and Meat Products	10	+39	- 4	849	+40	1,693	7	+29	+ 9	532	65	70	57
Beer	5	+54	-12	105	+54	271	4	+35	-10	65	84	89	79
Wines and Liquors	4	- 4	-16	329	+25	1,159	c	c	c	c	c	c	c
General Hardware	22	+31	-15	1,958	+35	4,464	12	- 2	+ 4	2,513	247	306	199
Industrial Supplies	14	+25	-14	815	+38	1,800	10	+ 8	- 5	1,036	168	197	159
Plumbing and Heating Supplies	15	+36	-15	936	+44	2,401	c	c	c	c	c	c	c
Lumber and Building Materials	4	+33	+ 5	101	+26	218	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	7	+27	+ 3	260	+18	508	c	c	c	c	c	c	c
Paper and Its Products	11	+48	- 1	687	+43	1,444	5	+ 6	+ 2	459	139	176	136
Tobacco and Its Products	17	+24	- 6	1,300	+23	2,558	5	+44	+ b	203	49	54	48

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1942

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		February 1942 (Add 000)	Percent change from 2 mos. 1941	Two months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1942 (Add 000)	Feb. 1942	Feb. 1941	Jan. 1942
		Feb. 1942 vs. Feb. 1941	Feb. 1942 vs. Jan. 1942					Feb. 1942 vs. Feb. 1941	Feb. 1942 vs. Jan. 1942				
East South Central	164	+31	- 9	$12,598	+34	$25,949	89	+26	+ 2	$14,168	179	181	163
Drugs and Sundries (liquor excluded)	13	+18	-10	1,580	+12	3,329	c	c	c	c	c	c	c
Dry Goods	12	+30	-19	1,053	+46	2,357	7	+38	+12	1,993	244	232	180
Electrical Goods	13	+ 2	+10	816	+ 1	1,637	10	+10	+ 3	957	126	114	139
Groceries and Foods, except Farm Products	47	+35	- 6	3,488	+36	6,385	24	+42	+ 1	3,685	179	165	161
Meats and Meat Products	4	+44	- 2	793	+35	1,601	c	c	c	c	c	c	c
Wines and Liquors	5	+44	-15	362	+53	936	c	c	c	c	c	c	c
General Hardware	15	+43	-16	2,267	+49	5,034	6	+ 5	- 3	2,282	191	261	173
Industrial Supplies	6	+34	-21	315	+60	774	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	6	+35	+ 5	307	+37	595	c	c	c	c	c	c	c
Paper and Its Products	4	+34	-12	239	+35	512	c	c	c	c	c	c	c
West South Central	239	+29	- 5	21,831	+29	48,671	167	+22	+ 2	29,777	187	199	173
Drugs and Sundries (liquor excluded)	16	+21	- 9	1,801	+15	4,329	13	+17	+ 1	3,867	231	240	207
Dry Goods	7	+42	- 4	824	+44	1,931	6	+50	+15	1,914	301	272	238
Electrical Goods	32	+29	+ 7	2,831	+32	5,591	27	+60	- b	3,267	125	104	136
Furniture and House Furnishings	4	+17	+ 8	141	+ 1	272	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	98	+31	-10	8,135	+34	19,412	67	+30	+ 3	8,931	165	172	146
Liquor Department of Other Trades[d]	10	+16	- 4	661	+22	1,376	9	+27	- 1	1,640	256	233	251
General Hardware	15	+28	- 6	1,950	+24	4,440	10	+ 9	- 2	3,290	263	299	246
Industrial Supplies	9	+36	- 7	2,230	+38	4,624	7	+ 7	+ 3	3,438	258	340	210
Machinery, Eqpt., and Supplies, except Electrical	7	- 3	+ 4	917	- 3	1,802	4	-13	- b	1,745	220	241	233
Surgical Equipment and Supplies	5	+24	- 6	68	+32	160	c	c	c	c	c	c	c
Paper and Its Products	5	+91	- 5	284	+73	584	c	c	c	c	c	c	c
Tobacco and Its Products	7	0	+ 6	260	+ 4	562	c	c	c	c	c	c	c
Mountain	125	+25	+ b	7,627	+26	16,322	90	+17	+ 3	12,130	203	215	198
Automotive Supplies	17	+25	- 7	272	+34	723	10	+13	- 2	667	330	365	337
Electrical Goods	12	+33	+38	963	+31	1,837	9	+16	- 6	849	97	113	147
Groceries and Foods, except Farm Products	33	+20	-14	1,778	+24	4,039	29	+20	+ 5	3,908	242	242	198
Meats and Meat Products	5	+52	-11	626	+48	1,319	4	+28	+ 4	736	121	144	103
General Hardware	7	+15	+11	685	+19	1,315	5	+ 1	+ 3	1,254	458	439	433
Plumbing and Heating Supplies	5	+32	- 4	253	+21	510	c	c	c	c	c	c	c
Lumber and Building Materials	4	+32	+20	622	+13	1,245	4	+11	+ 6	1,003	161	192	183
Tobacco and Its Products	5	+ 9	+ 1	163	+15	338	c	c	c	c	c	c	c
Pacific	245	+40	+ 2	30,560	+39	79,202	130	+32	- 1	37,705	180	191	188
Automotive Supplies	44	+24	+ 3	805	+33	1,857	9	+25	- 2	356	179	168	177
Clothing and Furnishings, except Shoes	4	+43	+71	70	+26	118	c	c	c	c	c	c	c
Shoes and Other Footwear	6	+18	+12	239	+34	460	5	+25	+ 9	478	204	193	210
Dry Goods	8	+63	- 9	972	+73	2,102	c	c	c	c	c	c	c
Electrical Goods	24	+44	+46	5,296	+30	10,147	24	+58	- 1	5,794	109	100	161
Furniture and House Furnishings	11	+63	+18	2,003	+53	3,785	4	+37	- 5	2,805	249	326	332
Groceries and Foods, except Farm Products	33	+39	-14	5,072	+37	19,385	21	+40	- b	4,143	152	159	129
Meats and Meat Products	6	+39	-11	956	+29	2,293	4	+57	- 5	193	44	40	49
Wines and Liquors	7	+39	-21	1,099	+60	2,783	4	+57	+10	2,828	279	244	198
General Hardware	11	+44	+ 2	3,780	+48	10,130	6	+27	- 2	8,262	285	321	313
Industrial Supplies	8	+15	- 3	1,667	+32	4,236	6	+21	- 1	3,050	198	188	186
Plumbing and Heating Supplies	11	+44	+11	1,550	+43	3,025	c	c	c	c	c	c	c
Lumber and Building Materials	8	+28	+11	420	+32	1,426	5	+18	- 2	427	135	170	164
Machinery, Eqpt., and Supplies, except Electrical	8	+70	- 1	400	+73	971	4	+ 4	+11	383	212	221	144
Paper and Its Products	5	+25	-22	215	+43	661	c	c	c	c	c	c	c
Tobacco and Its Products	12	+21	- 3	1,076	+18	2,567	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.

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.)

3-30087

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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
March 1942

An increase in sales of 28 percent was registered by wholesalers in March 1942 over the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. The gain reported for February of this year compared with February of last year was 34 percent. For the first quarter of 1942, the gain amounted to 33 percent over the corresponding quarter of 1941. An increase of 6 percent occurred between February and March of 1942 as against the increase of 12 percent which occurred between these months a year ago.

Without exception, the 35 trades for which separate statistics are presented registered increases in March of this year compared with March 1941, four of which were in excess of 50 percent, and five additional, between 40 and 50 percent. Wholesalers of meats and meat products reported a gain of 62 percent; wholesalers of groceries and foods, except farm products, 15 percent; wines and liquors, 26 percent; drugs, 22 percent; clothing and furnishings, except shoes, 29 percent; shoes and other footwear, 40 percent; and wholesalers of dry goods, 51 percent. Substantial increases were recorded in most durable goods lines, wholesalers of furniture and house furnishings reporting an increase of 48 percent; jewelry wholesalers, 26 percent; general hardware, 39 percent; plumbing and heating supplies, 42 percent; and lumber and building materials wholesalers, 25 percent. Wholesalers of paper and its products reported a gain of 47 percent.

Inventories, in terms of dollars based on cost values, at the close of March remained virtually unchanged compared with February, when they were but slightly lower. Since January 1941, inventories at the close of each month have exceeded those at the beginning, the increases varying generally between less than .5 percent and 3 percent, with the exception of the high of 6 percent recorded for January of last year. Compared with March a year ago, inventories at the close of March 1942 show an increase in dollar volume of 20 percent. For thirty-two consecutive months, inventories have exceeded those at the same date one year earlier. Inventory gains as well as sales gains, however, are partially attributable to prices.

The stock-sales ratio at the close of March 1942 was 152 as against 158 for the same month a year ago and 161 for February 1942. Eighteen trades reported decreases in stock-sales ratios between March 1941 and March 1942, while 13 reported increases. Wholesalers of groceries and foods, with a 15 percent increase in sales and a 30 percent increase in inventory for March 1942 over the same month a year ago were among those outstanding for rising stock-sales ratios.

Collections on accounts receivable for March show a fair gain compared with collections for March a year ago, and a slight increase above those for February of this year. The collection ratio for March was 81, compared with a ratio of 75 for March 1941, and 78 in February 1942. Accounts receivable were 24 percent greater on March 1, 1942 than at the same date in 1941, in line with the increase of 25 percent reported for February of this year. Accounts receivable were 2 percent greater on March 1, 1942 than on February 1, 1942.

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.

3-32637

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
MARCH 1942

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change Mar. 1942 vs. Mar. 1941	SALES—CURRENT MONTH: Percent change Mar. 1942 vs. Feb. 1942	SALES—CURRENT MONTH: March 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 3 mos. 1941	SALES—YEAR-TO-DATE: Three months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1942 vs. Mar. 1941	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1942 vs. Feb. 1942	INVENTORY—END-OF-MONTH (At Cost): Mar. 31, 1942 (Add 000)	STOCK-SALES RATIOS[a]: Mar. 1942	STOCK-SALES RATIOS[a]: Mar. 1941	STOCK-SALES RATIOS[a]: Feb. 1942
UNITED STATES	2,874	+28	+ 6	$311,388	+33	$1,039,770	1,782	+20	+ b	$298,052	152	158	161
Automotive Supplies	191	+13	- 6	4,041	+27	14,463	104	+16	+ 3	5,963	259	229	237
Chemicals (industrial)	18	+30	+13	1,886	+36	5,680	13	+30	+ 7	993	64	63	69
Paints and Varnishes	65	+29	+ 4	3,206	+42	9,548	16	+24	+ b	1,281	210	213	229
Clothing and Furnishings, except Shoes	46	+29	+17	4,548	+33	11,783	25	+22	+ 2	1,357	122	131	136
Shoes and Other Footwear	33	+40	+10	18,131	+32	50,056	20	+ 5	-17	6,520	67	87	92
Coal	11	+ b	- 8	1,906	+13	5,152	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	130	+22	+13	23,216	+18	68,105	101	+17	+ 1	30,838	174	180	194
Dry Goods	104	+51	+10	18,061	+52	51,202	57	+30	+ 2	24,649	216	238	224
Electrical Goods	319	+ 8	- 5	32,375	+23	109,074	280	+20	- 2	34,289	111	100	109
Dairy and Poultry Products	28	+28	+13	1,944	+34	6,944	15	+51	-12	367	44	38	60
Fresh Fruits and Vegetables	82	+32	+22	4,893	+24	14,790	55	+13	-10	961	37	45	50
Farm Supplies	7	+70	+50	2,080	+88	4,455	c	c	c	c	c	c	c
Furniture and House Furnishings	68	+48	+23	9,160	+46	27,238	37	+20	- 5	10,696	169	209	217
Groceries and Foods, except Farm Products	612	+15	+ 1	56,006	+28	202,737	365	+30	+ 4	56,985	183	162	179
Full-line Wholesalers[d]	331	+13	+ 1	23,959	+26	80,252	192	+28	+ 5	27,762	193	169	187
Voluntary-group Wholesalers	148	+13	- 3	20,083	+26	75,742	101	+33	+ 6	21,885	204	179	195
Retailer-cooperative Warehouses	22	+15	- 3	4,011	+28	13,647	12	+22	- b	3,774	128	125	130
Specialty Lines	111	+29	+10	7,953	+35	33,096	60	+41	- 2	3,564	119	105	125
Confectionery	33	+32	+13	814	+28	2,188	18	+29	+ 6	356	92	102	103
Meats and Meat Products	99	+62	+ 1	30,992	+64	96,151	63	+37	+ 8	8,624	66	67	60
Beer	48	+28	+24	883	+31	2,653	35	+40	+ 8	317	48	43	55
Wines and Liquors	36	+26	+ 3	4,174	+38	15,254	23	+39	- 3	7,415	223	207	241
Liquor Department of Other Trades[e]	40	+44	+13	6,105	+58	17,823	37	+36	+ 2	10,356	182	189	199
Total Hardware Group	385	+37	+12	48,741	+42	154,168	249	+11	- 1	67,511	196	243	221
General Hardware	147	+39	+11	29,141	+44	87,166	93	+ 9	- 1	48,636	223	286	249
Industrial Supplies	121	+29	+10	12,016	+41	44,667	82	+13	+ 2	12,650	150	170	163
Plumbing and Heating Supplies	117	+42	+19	7,584	+39	22,335	74	+14	- 4	6,225	146	185	188
Jewelry	37	+26	+12	1,995	+24	5,685	21	+10	- 4	2,734	244	262	287
Optical Goods	24	+23	+ 4	318	+21	1,047	11	+24	+ 1	186	165	152	167
Lumber and Building Materials	51	+25	+15	3,640	+23	11,306	34	+ 8	+ 2	3,539	141	159	157
Machinery, Equipment and Supplies, except Electrical	69	+14	+ 4	3,915	+27	13,020	47	+ 3	- b	5,605	183	202	190
Surgical Equipment and Supplies	28	+36	+ 4	922	+34	3,820	13	+36	+ 3	726	127	127	127
Metals	29	+ 7	+16	4,258	+ 2	17,179	18	- 7	- 6	4,065	128	137	151
Paper and Its Products	95	+47	+ 6	8,080	+50	26,779	49	+27	+ 1	6,051	127	150	132
Petroleum	12	+19	+ 9	1,582	+37	44,969	8	+72	+ 1	1,086	78	52	81
Tobacco and Its Products	136	+18	+13	10,826	+14	38,068	44	+27	+ 3	1,931	61	57	65
Leather and Shoe Findings	12	+64	+ 4	300	+76	934	c	c	c	c	c	c	c
Miscellaneous	26	+34	+12	2,390	+25	7,499	24	+ 6	-13	2,651	110	121	121

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.

3-32637

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
MARCH 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		March 1942	March 1941	February 1942	March 1942 vs. March 1941	March 1942 vs. February 1942	March 1, 1942 (Add 000)
UNITED STATES	2,387	81	75	78	+24	+ 2	$309,210
Automotive Supplies	160	72	59	71	+15	- 7	4,854
Chemicals (industrial)	18	90	86	84	+44	+ 7	2,116
Paints and Varnishes	32	45	38	41	+22	+ 5	1,613
Clothing and Furnishings, except Shoes	43	71	67	63	+16	+16	5,736
Shoes and Other Footwear	30	47	40	41	+29	+24	14,732
Coal	11	95	90	98	+ 9	-15	2,122
Drugs and Sundries (liquor excluded)	116	76	70	72	+11	- 5	24,359
Dry Goods	93	53	48	49	+36	+ 8	27,817
Electrical Goods	297	76	78	73	+27	+ 6	42,542
Dairy and Poultry Products	21	156	143	138	+28	- 6	988
Fresh Fruits and Vegetables	65	155	142	142	+19	+ 3	1,302
Farm Supplies	4	104	123	122	+125	+63	1,096
Furniture and House Furnishings	57	60	62	49	+52	+ 7	12,613
Groceries and Foods, except Farm Products	459	106	100	103	+17	- 2	40,652
Full-line Wholesalers	232	98	92	93	+14	- 3	17,734
Voluntary-group Wholesalers	121	107	100	104	+18	- 1	16,377
Retailer-cooperative Warehouses	17	181	176	184	+19	+ b	1,871
Specialty Lines	89	104	100	100	+23	0	4,670
Confectionery	19	77	65	68	+28	- 3	574
Meats and Meat Products	87	169	160	165	+54	- 8	17,007
Beer	18	149	123	130	+11	+ 7	142
Wines and Liquors	28	87	86	82	+24	- 5	4,139
Liquor Department of Other Trades	34	77	79	70	+49	- 4	7,067
Total Hardware Group	363	69	59	67	+20	+ 3	59,860
General Hardware	138	65	52	63	+18	+ 5	38,380
Industrial Supplies	110	83	80	80	+28	+ 1	11,996
Plumbing and Heating Supplies	115	69	63	67	+19	- 4	9,484
Jewelry	29	29	21	30	- 3	+ 4	3,536
Optical Goods	21	67	62	67	+ 8	+ 3	369
Lumber and Building Materials	50	73	71	70	+10	+ 1	4,187
Machinery, Equipment and Supplies, except Electrical	61	68	57	63	+15	- 2	5,104
Surgical Equipment and Supplies	27	54	54	56	+35	+ 2	1,513
Metals	27	118	103	109	- 5	- 2	3,498
Paper and Its Products	83	73	63	74	+31	- 2	9,766
Petroleum	11	125	120	105	+30	-11	1,345
Tobacco and Its Products	89	117	111	108	+13	- 4	6,350
Leather and Shoe Findings	11	64	44	49	+19	- b	323
Miscellaneous	23	77	73	76	+ 4	- 3	1,888

[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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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

March 1942

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: Mar. 1942 vs. Mar. 1941	Percent change: Mar. 1942 vs. Feb. 1942	March 1942 (Add 000)	Percent change from 3 mos. 1941	Three months 1942 (Add 000)	Number of firms reporting stocks	Percent change: Mar. 1942 vs. Mar. 1941	Percent change: Mar. 1942 vs. Feb. 1942	Mar. 31, 1942 (Add 000)	Mar. 1942	Mar. 1941	Feb. 1942
New England	184	+13	+ b	$16,716	+21	$51,079	120	+26	+ b	$14,527	123	110	122
Automotive Supplies	6	+10	- 8	33	+24	122	c	c	c	c	c	c	c
Electrical Goods	31	+ b	- 1	2,300	+19	7,532	26	+28	- 5	2,594	118	91	124
Fresh Fruits and Vegetables	6	+31	+22	276	+ 2	1,035	6	+15	+41	38	14	16	12
Furniture and House Furnishings	4	+28	+18	511	+39	1,305	4	+13	- 5	812	159	180	198
Groceries and Foods, except Farm Products	20	+17	- 4	2,140	+35	7,225	10	+26	+ 4	1,007	185	147	165
Meats and Meat Products	8	+ 6	-12	2,967	+ 9	9,529	8	+23	+ 1	1,181	40	34	35
General Hardware	6	+48	+17	358	+62	799	4	+23	+ 5	922	359	455	376
Industrial Supplies	14	+20	+ 6	1,045	+31	3,067	9	+14	- 2	1,315	159	171	176
Plumbing and Heating Supplies	11	- b	+ 8	303	+ 8	944	7	-15	- 4	542	226	246	249
Optical Goods	5	+33	+ 2	52	+26	149	c	c	c	c	c	c	c
Machinery, Equipment and Supplies, except Elect...	7	+ 7	+ 4	231	+18	681	6	+16	+ 2	565	296	277	296
Metals	4	+ b	+11	413	+ 7	1,168	c	c	c	c	c	c	c
Paper and Its Products	6	+39	+ 6	392	+50	1,285	c	c	c	c	c	c	c
Tobacco and Its Products	15	- 6	+13	1,665	+ b	4,970	c	c	c	c	c	c	c
Middle Atlantic	600	+33	+ 9	73,586	+36	230,977	348	+20	+ b	51,563	133	140	143
Automotive Supplies	23	+ 1	-11	636	+11	2,401	16	+14	+ 1	1,283	271	229	237
Chemicals (industrial)	4	+18	+16	781	+41	2,371	c	c	c	c	c	c	c
Paints and Varnishes	4	- 3	-12	38	+36	147	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes	16	+27	+19	3,512	+32	9,204	9	+ 6	+ 1	662	116	148	131
Shoes and Other Footwear	8	+45	+34	858	+46	2,139	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	21	+18	+12	4,549	+13	13,408	18	+16	+ b	4,637	150	150	168
Dry Goods	41	+63	+18	6,778	+59	17,649	20	+20	+ 1	4,660	176	206	195
Electrical Goods	68	+15	+ 7	7,909	+26	23,215	61	+23	+ 2	7,262	94	88	99
Dairy and Poultry Products	5	+20	+18	714	+35	3,089	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	15	+22	+25	1,865	+14	5,226	10	+37	+10	56	19	16	21
Furniture and House Furnishings	21	+53	+36	2,041	+53	6,053	11	+22	-10	1,657	147	191	232
Groceries and Foods, except Farm Products	91	+19	- 2	11,983	+28	40,917	36	+37	+ 3	5,889	168	151	160
Confectionery	6	+24	+23	114	+23	257	c	c	c	c	c	c	c
Meats and Meat Products	29	+84	- b	8,045	+85	25,151	15	+29	+ 8	1,273	71	75	58
Beer	9	+19	+ 7	123	+21	402	4	+38	-15	11	20	19	24
General Hardware	31	+44	+15	3,733	+47	10,235	16	+10	+ 1	4,445	199	257	219
Industrial Supplies	38	+37	+ 8	3,617	+53	12,697	27	+18	- 1	3,404	114	134	127
Plumbing and Heating Supplies	45	+56	+17	2,376	+45	6,872	29	+14	- 4	2,254	124	173	157
Optical Goods	11	+25	+ 4	180	+25	533	5	+21	- 2	102	237	247	248
Lumber and Building Materials	8	+20	+27	491	+31	2,402	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	7	+23	+29	402	+30	1,114	4	+11	+ 1	645	188	217	249
Paper and Its Products	30	+57	+ 6	3,913	+60	11,759	17	+26	+ 2	3,058	106	134	108
Petroleum	4	+32	+15	662	+35	1,908	c	c	c	c	c	c	c
Tobacco and Its Products	27	+36	+15	2,335	+14	11,915	11	+ 4	- 8	481	46	53	54
East North Central	556	+23	+ 4	51,680	+31	169,581	364	+20	+ 1	54,300	148	153	150
Automotive Supplies	59	+22	- 2	1,102	+38	3,451	37	+23	+ 2	1,922	247	245	235
Chemicals (industrial)	5	+44	+37	514	+28	1,290	4	+36	+ 1	141	31	33	44
Paints and Varnishes	12	+12	+13	388	+33	1,169	6	+32	- 2	530	177	152	189
Clothing and Furnishings, except Shoes	11	+37	+ 9	455	+39	1,070	6	+43	- 1	345	140	123	156
Drugs and Sundries (liquor excluded)	27	+27	+ 7	4,102	+22	12,050	20	+21	+ 4	5,016	162	168	166
Dry Goods	8	+4	+ 4	929	+57	2,853	5	+19	- 1	1,518	173	212	181
Electrical Goods	60	+ 3	-13	6,350	+24	23,829	50	+ 9	- b	6,484	113	105	98
Dairy and Poultry Products	6	+25	+ 9	279	+28	823	4	+74	+ 3	33	20	14	22
Fresh Fruits and Vegetables	15	+20	+16	683	+22	2,004	10	+53	- 4	405	97	75	117
Furniture and House Furnishings	6	+49	+14	706	+52	1,866	4	+32	- 8	1,086	171	196	212
Groceries and Foods, except Farm Products	113	+14	+ b	11,685	+26	38,076	77	+29	+ 5	11,596	175	153	168
Confectionery	7	+17	+ 6	103	+22	311	c	c	c	c	c	c	c
Meats and Meat Products	23	+66	- 1	5,099	+64	13,788	20	+43	+ 9	3,401	74	88	67
Beer	16	+26	+20	313	+36	1,011	13	+38	+ 8	116	43	38	48
General Hardware	20	+44	+12	5,122	+52	17,219	15	+10	- 1	11,555	242	314	270

(Continued on Next Page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1942

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		March 1942 (Add 000)	Percent change from 3 mos. 1941	Three months (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1942 (Add 000)	Mar. 1942	Mar. 1941	Feb. 1942
		Mar. 1942 vs. Mar. 1941	Mar. 1942 vs. Feb. 1942					Mar. 1942 vs. Mar. 1941	Mar. 1942 vs. Feb. 1942				
East North Central (continued)													
Industrial Supplies	21	+25	+21	$2,755	+38	$10,913	15	+25	+ 9	$1,859	106	103	123
Plumbing and Heating Supplies	15	+29	+ 8	863	+32	2,527	10	- 6	- 8	738	186	279	241
Jewelry	12	+27	+21	860	+24	2,098	6	+11	- 7	982	183	225	268
Lumber and Building Materials	10	+29	+41	528	+ 8	1,347	7	+23	- 7	567	170	177	286
Machinery, Eqpt., and Supplies, except Electrical	11	+20	+ 9	527	+42	2,341	8	+26	- 2	360	94	97	94
Metals	10	+ 4	+ 9	1,120	- 4	5,664	6	- 5	- 4	1,448	188	204	214
Paper and Its Products	21	+35	+ 5	1,836	+40	7,313	10	+51	+ 3	1,063	126	120	135
Tobacco and Its Products	35	+16	+15	2,922	+13	8,220	11	+47	+11	862	74	58	79
Leather and Shoe Findings	4	+78	+21	116	+68	328	c	c	c	c	c	c	c
West North Central	317	+30	+ 9	38,288	+36	115,333	233	+21	- b	55,661	180	191	191
Automotive Supplies	26	+31	+ 3	649	+45	2,084	11	+ 4	+ 6	561	274	263	207
Clothing and Furnishings, except Shoes	5	+57	+ 6	148	+54	359	c	c	c	c	c	c	c
Shoes and Other Footwear	4	+15	+17	1,284	+ 9	3,396	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	15	+22	+12	2,861	+18	8,479	14	+19	+ 2	4,399	181	186	202
Dry Goods	9	+50	- b	5,479	+50	15,945	8	+29	+ b	11,703	218	253	216
Electrical Goods	33	-11	-13	2,349	+17	9,116	30	+15	- 6	3,311	157	119	145
Fresh Fruits and Vegetables	11	+29	+24	415	+31	1,188	8	+31	+ 2	111	33	33	41
Furniture and House Furnishings	8	+40	+23	2,498	+39	8,766	7	+11	- 2	3,779	153	193	191
Groceries and Foods, except Farm Products	77	+ 9	- 3	6,991	+21	20,600	58	+31	+ 5	13,414	222	195	209
Beer	10	+39	+34	154	+30	408	9	+10	- 3	33	26	30	35
General Hardware	16	+45	+13	6,278	+50	16,766	15	+10	- 3	12,570	208	275	242
Industrial Supplies	8	+44	-16	316	+63	1,243	4	- 7	- 1	258	173	253	117
Plumbing and Heating Supplies	12	+55	+43	819	+46	2,008	6	- 7	-13	473	136	264	223
Jewelry	5	+20	-11	132	+27	397	4	- 6	- 8	225	268	381	313
Machinery, Eqpt., and Supplies, except Electrical	7	- 4	0	70	+121	1,018	5	+30	0	201	330	238	317
Tobacco and Its Products	14	+10	+ 6	534	+14	2,627	6	+18	+ 3	163	74	69	73
South Atlantic	371	+24	+ 6	28,476	+27	86,352	214	+19	- 1	26,076	138	140	149
Automotive Supplies	13	+38	-19	558	+49	1,916	c	c	c	c	c	c	c
Paints and Varnishes	4	+59	+31	156	+56	472	4	+18	+ 1	221	142	191	183
Clothing and Furnishings, except Shoes	4	+25	+23	156	+29	430	c	c	c	c	c	c	c
Shoes and Other Footwear	5	+26	+ 8	2,244	+20	5,279	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	19	+ 9	+14	2,009	+ 4	6,082	c	c	c	c	c	c	c
Dry Goods	10	+44	+14	1,283	+48	3,691	6	+69	+ 4	1,941	312	262	350
Electrical Goods	50	+13	- 2	5,272	+24	16,213	47	+21	+ 1	5,007	98	91	96
Fresh Fruits and Vegetables	14	+33	+27	415	+26	1,150	7	+56	+ 2	50	19	16	25
Furniture and House Furnishings	8	+39	+ 8	526	+41	1,334	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	101	+23	+ 4	5,687	+27	18,828	43	+22	- 2	4,387	156	161	164
Confectionery	9	+36	+ 7	237	+36	646	7	+31	+12	113	72	74	78
Meats and Meat Products	8	+32	+21	748	+39	2,538	5	+ 6	+ 5	271	38	47	44
Beer	4	+37	+35	180	+41	495	c	c	c	c	c	c	c
Wines and Liquors	6	+38	+10	577	+29	1,932	4	+52	+14	832	206	196	196
General Hardware	23	+31	+ 6	2,204	+33	6,832	14	- 7	- 2	2,839	224	302	244
Industrial Supplies	12	+ b	+ 7	662	+24	2,592	9	+ 9	- 1	1,026	172	159	185
Plumbing and Heating Supplies	17	+45	+21	1,502	+45	4,245	14	+53	- 1	1,635	151	139	198
Lumber and Building Materials	5	+32	- 3	331	+29	549	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	10	+14	- b	364	+16	878	7	+22	- 2	461	201	203	198
Paper and Its Products	12	+42	+ 6	801	+43	2,316	5	+11	+ 1	473	143	163	142
Tobacco and Its Products	13	+27	+11	1,296	+24	3,854	5	+48	+ 6	216	49	52	49

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

March 1942

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		March 1942 (Add 000)	Percent change from 3 mos. 1941	Three months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1942 (Add 000)	Mar. 1942	Mar. 1941	Feb. 1942
		Mar. 1942 vs. Mar. 1941	Mar. 1942 vs. Feb. 1942					Mar. 1942 vs. Mar. 1941	Mar. 1942 vs. Feb. 1942				
East South Central	163	+25	+ 7	$13,474	+31	$40,474	93	+23	- 1	$14,576	165	163	178
Drugs and Sundries (liquor excluded)	13	+25	+17	1,856	+16	5,185	c	c	c	c	c	c	c
Dry Goods	12	+29	+ 5	1,118	+40	3,475	7	+42	+ 3	2,059	248	225	244
Electrical Goods	15	+ b	+ 4	880	+ 5	2,923	12	- 1	-12	906	112	111	130
Groceries and Foods, except Farm Products	43	+ 6	- 3	3,135	+25	9,549	23	+40	+ 1	3,629	191	137	178
Meats and Meat Products	4	+51	+ 5	976	+41	2,577	c	c	c	c	c	c	c
Wines and Liquors	6	+53	+ 8	537	+52	1,610	c	c	c	c	c	c	c
General Hardware	13	+49	+18	1,682	+49	7,996	6	- 2	- 1	2,365	150	239	193
Industrial Supplies	7	+44	+11	398	+56	1,216	4	+89	- 2	370	191	170	198
Machinery, Eqpt., and Supplies, except Electrical	7	+25	- 2	312	+33	917	5	+37	+ 3	376	166	163	158
Paper and Its Products	4	+49	+13	269	+40	789	c	c	c	c	c	c	c
West South Central	237	+22	+ 7	22,432	+27	74,643	163	+18	+ 1	30,962	189	197	203
Automotive Supplies	7	+ 6	0	126	- 6	513	6	+11	- 3	208	172	170	176
Drugs and Sundries (liquor excluded)	18	+19	+ 9	2,332	+16	7,158	15	+17	+ 1	5,016	228	233	248
Dry Goods	6	+29	+ 5	547	+40	2,512	5	+53	+13	1,122	302	249	296
Electrical Goods	25	+ 8	+ 3	1,901	+25	7,525	20	+10	-14	2,208	129	126	158
Furniture and House Furnishings	4	+31	+ 8	152	+10	424	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	99	+16	+ 4	8,267	+29	29,807	65	+29	+ 6	9,437	170	159	170
Liquor Department of Other Trades[d]	11	+21	+12	761	+20	2,156	10	+31	+ 6	1,847	249	229	264
General Hardware	17	+28	+ 5	2,266	+24	7,161	11	+ 2	- 1	3,383	239	301	261
Industrial Supplies	9	+34	+ 8	2,415	+37	7,039	7	+ 4	+ 5	3,594	250	309	258
Machinery, Eqpt., and Supplies, except Electrical	7	+ 3	- 5	870	- 1	2,672	4	-17	- 3	1,686	228	278	220
Surgical Equipment and Supplies	6	+11	- 3	84	+23	263	c	c	c	c	c	c	c
Paper and Its Products	4	+44	-10	257	+63	841	c	c	c	c	c	c	c
Tobacco and Its Products	8	+ 1	+ 2	310	+ 5	966	c	c	c	c	c	c	c
Mountain	129	+15	+10	8,610	+23	26,231	94	+16	+ 5	12,592	186	182	194
Automotive Supplies	18	+ 5	- 5	271	+26	1,087	12	+10	- 1	714	342	308	320
Dry Goods	4	+30	+29	482	+33	1,267	c	c	c	c	c	c	c
Electrical Goods	13	-10	-20	759	+18	2,829	10	+ 2	+ 2	856	127	110	97
Groceries and Foods, except Farm Products	31	+ 5	+ 7	1,771	+18	5,817	26	+21	+ 5	3,905	237	205	241
Meats and Meat Products	5	+32	+12	704	+42	2,023	4	+38	+12	826	121	115	121
General Hardware	6	+ 7	+25	791	+13	2,185	4	+ 1	+ 3	1,160	416	384	506
Lumber and Building Materials	5	+27	+19	1,066	+26	2,584	5	+15	+15	1,296	122	134	126
Tobacco and Its Products	8	+17	+14	307	+17	672	c	c	c	c	c	c	c
Pacific	274	+31	+ 8	33,745	+37	130,969	162	+23	- b	35,951	163	171	171
Automotive Supplies	36	- 3	- 5	557	+22	2,642	15	+30	+ 8	774	256	189	229
Clothing and Furnishings, except Shoes	4	+20	+ 1	77	+23	206	c	c	c	c	c	c	c
Shoes and Other Footwear	7	+13	+11	275	+25	744	5	+12	- 1	472	182	185	204
Dry Goods	11	+58	+23	1,389	+67	3,652	c	c	c	c	c	c	c
Electrical Goods	24	+17	-11	4,655	+28	15,892	24	+42	- 1	5,661	122	100	109
Furniture and House Furnishings	13	+68	+22	2,471	+58	6,335	6	+31	- 6	2,690	201	272	250
Groceries and Foods, except Farm Products	37	+14	+ 5	4,347	+34	31,918	27	+39	+ 6	3,721	150	129	155
Confectionery	4	+38	+23	288	+26	758	c	c	c	c	c	c	c
Wines and Liquors	5	+11	+27	204	+52	3,180	4	+40	+16	358	228	170	257
General Hardware	15	+35	+ 4	5,707	+45	17,973	8	+20	- b	9,397	238	269	243
Industrial Supplies	12	+32	+ 5	808	+36	5,714	7	+ 5	- 4	824	162	206	179
Plumbing and Heating Supplies	10	+34	+14	1,396	+39	4,631	4	+29	+ 5	227	142	114	138
Lumber and Building Materials	12	+22	0	849	+31	2,817	9	-17	- 6	757	105	156	108
Machinery, Eqpt., and Supplies, except Electrical	10	+15	+ 4	550	+46	1,846	5	+ b	+ 5	670	217	211	263
Tobacco and Its Products	13	+29	+17	1,307	+22	4,271	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.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		March 1942	March 1941	February 1942	Mar. 1942 vs. Mar. 1941	Mar. 1942 vs. Feb. 1942	March 1, 1942 (Add 000)
New England	163	87	82	87	+15	- 3	$18,080
Electrical Goods	29	76	82	67	+37	+ 8	3,226
Fresh Fruits and Vegetables	6	156	136	141	+ 9	+ 6	127
Groceries and Foods, except Farm Products	14	87	86	88	+26	- 6	2,213
Meats and Meat Products	8	175	163	190	- b	-17	1,643
General Hardware	6	57	39	54	+21	+ 2	522
Industrial Supplies	12	81	80	84	+23	+ 4	1,080
Plumbing and Heating Supplies	11	73	55	67	-17	-11	431
Optical Goods	5	67	48	61	- 1	+ 5	79
Machinery, Eqpt., and Supplies, except Electrical.	6	70	69	67	+19	- 2	291
Metals	4	123	136	120	+12	- 2	307
Paper and Its Products	5	87	70	83	+35	- 6	461
Tobacco and Its Products	13	146	106	134	-26	- 1	965
Middle Atlantic	507	84	78	82	+26	- b	71,817
Automotive Supplies	19	65	54	66	+ 6	-11	870
Chemicals (industrial)	4	99	104	83	+94	+ 3	979
Clothing and Furnishings, except Shoes	15	77	72	67	+11	+14	4,172
Shoes and Other Footwear	8	48	38	40	+30	+21	1,315
Drugs and Sundries (liquor excluded)	20	69	62	65	- b	- 8	5,035
Dry Goods	36	57	53	49	+42	+ 8	8,310
Electrical Goods	64	84	89	82	+22	+ b	8,830
Fresh Fruits and Vegetables	11	234	182	193	- 6	+ 2	126
Furniture and House Furnishings	17	53	51	45	+54	+ 3	2,992
Groceries and Foods, except Farm Products	66	105	100	103	+23	- 2	8,394
Meats and Meat Products	25	178	169	177	+72	- 8	4,257
General Hardware	28	64	52	61	+20	+ 7	4,700
Industrial Supplies	35	84	80	84	+35	+ 1	3,714
Plumbing and Heating Supplies	43	63	60	67	+23	- 5	3,092
Optical Goods	10	58	54	56	+11	+ 2	241
Lumber and Building Materials	8	51	45	51	- 6	- 3	770
Machinery, Eqpt., and Supplies, except Electrical.	7	76	83	66	+44	- 2	478
Paper and Its Products	25	69	57	73	+29	- 2	4,753
Tobacco and Its Products	14	111	124	105	+46	-16	1,613
East North Central	455	87	77	84	+19	+ 1	51,670
Automotive Supplies	49	84	70	83	+12	-13	1,020
Chemicals (industrial)	5	109	92	96	- b	+ 1	327
Paints and Varnishes	12	37	32	37	+27	+ 8	855
Clothing and Furnishings, except Shoes	10	64	60	73	+30	+36	543
Drugs and Sundries (liquor excluded)	25	76	74	74	+21	- 4	4,401
Dry Goods	7	53	49	53	+38	+ 8	1,503
Electrical Goods	55	80	72	76	+21	+ 9	8,489
Fresh Fruits and Vegetables	10	208	178	169	+ 8	- 5	185
Furniture and House Furnishings	6	66	55	54	+29	+ 6	960
Groceries and Foods, except Farm Products	80	110	102	107	+12	- 2	8,795
Confectionery	5	111	109	112	+18	+ 6	53
Meats and Meat Products	20	192	159	180	+44	- 9	2,424
General Hardware	20	65	50	60	+19	+ 6	7,181
Industrial Supplies	19	95	88	83	+20	- 6	2,446
Plumbing and Heating Supplies	15	79	71	74	+25	- 5	1,154
Jewelry	10	31	21	32	-13	+ 3	1,697
Lumber and Building Materials	10	75	75	79	-11	- 8	518
Machinery, Eqpt., and Supplies, except Electrical.	10	73	59	71	+20	- 1	642
Metals	8	105	94	97	+ 5	- 8	1,021
Paper and Its Products	20	82	75	81	+32	- 2	2,218
Tobacco and Its Products	24	120	114	109	+10	- b	1,750
Leather and Shoe Findings	4	67	45	49	+26	+ 5	176
West North Central	274	72	68	69	+26	+ 8	44,379
Automotive Supplies	22	72	57	73	+16	- 3	776
Clothing and Furnishings, except Shoes	5	37	36	35	+37	+19	301
Shoes and Other Footwear	4	58	54	44	+ 2	+42	1,836
Drugs and Sundries (liquor excluded)	14	76	70	73	+11	- 6	2,986
Dry Goods	9	49	45	46	+39	+11	10,415
Electrical Goods	31	76	75	72	+17	+ 6	3,378
Fresh Fruits and Vegetables	9	169	163	153	+24	- 2	189
Furniture and House Furnishings	8	72	113	60	+82	+17	2,985
Groceries and Foods, except Farm Products	66	111	112	108	+20	- b	6,095
Beer	8	252	220	237	+20	+12	48
General Hardware	16	60	44	57	+13	+11	9,021
Industrial Supplies	8	63	55	59	+27	+ 8	441
Plumbing and Heating Supplies	12	72	52	59	+12	- 9	860
Jewelry	4	43	32	39	- 4	+13	167
Machinery, Eqpt., and Supplies, except Electrical.	6	65	63	53	+ 3	-16	108
Tobacco and Its Products	6	168	161	158	+ 7	+ 1	80

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(Continued on Next Page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		March 1942	March 1941	Feb. 1942	Mar. 1942 vs. Mar. 1941	Mar. 1942 vs. Feb. 1942	March 1, 1942 (Add 000)
South Atlantic	298	75	71	71	+19	+ 3	$28,973
Automotive Supplies	12	83	63	81	+41	+27	666
Paints and Varnishes	4	62	52	48	+16	- 7	241
Drugs and Sundries (liquor excluded)	16	77	72	70	+ 1	- 5	1,944
Dry Goods	7	50	44	50	+31	+ 4	1,725
Electrical Goods	49	66	67	65	+27	+ 5	8,251
Fresh Fruits and Vegetables	12	161	116	137	+23	+ 4	156
Groceries and Foods, except Farm Products	69	113	101	105	+13	- 2	3,345
Meats and Meat Products	6	208	191	169	+24	- 2	353
General Hardware	22	61	51	59	+11	- 3	3,579
Industrial Supplies	10	74	84	76	+11	- 1	787
Plumbing and Heating Supplies	17	71	58	61	+15	+ 2	2,019
Machinery, Eqpt. and Supplies, except Electrical	9	76	64	78	+ 6	+ 1	402
Paper and Its Products	9	71	62	71	+21	+ 1	770
Tobacco and Its Products	8	124	114	120	+32	+10	489
East South Central	133	74	65	69	+18	0	14,258
Drugs and Sundries (liquor excluded)	11	82	72	76	+ 6	- 6	1,918
Dry Goods	12	46	40	45	+22	+ 3	2,373
Electrical Goods	13	79	81	70	+ 3	+ 4	1,152
Groceries and Foods, except Farm Products	33	105	89	95	+13	- 1	2,137
Meats and Meat Products	4	161	145	134	+35	-16	577
General Hardware	11	62	48	59	+22	+10	2,672
Industrial Supplies	7	81	77	79	+46	-12	467
Paper and Its Products	4	76	66	71	+28	- 6	343
West South Central	195	82	74	78	+16	- 1	20,621
Drugs and Sundries (liquor excluded)	14	75	75	75	+20	- 4	2,664
Dry Goods	6	46	42	44	+16	+ 6	1,114
Electrical Goods	23	83	86	77	+22	- 3	2,142
Groceries and Foods, except Farm Products	74	97	89	96	+15	- 1	5,372
Liquor Department of Other Trades [c]	8	109	104	96	+20	- 9	626
General Hardware	17	75	63	70	+10	- 1	3,021
Industrial Supplies	8	90	82	84	+25	+ 4	1,945
Machinery, Eqpt. and Supplies, except Electrical	6	46	30	41	+ [b]	- 3	1,665
Surgical Equipment and Supplies	6	52	51	57	+21	- 3	148
Mountain	108	83	81	81	+16	+ 1	8,035
Automotive Supplies	13	62	51	63	- 1	- 7	327
Dry Goods	4	56	49	55	+14	- 4	709
Electrical Goods	13	68	77	76	+40	+13	1,253
Groceries and Foods, except Farm Products	26	102	94	93	+12	- 4	1,561
Meats and Meat Products	4	202	139	191	-17	0	275
General Hardware	4	63	66	60	+ 2	+ 3	363
Lumber and Building Materials	5	70	84	64	+20	+ 7	946
Tobacco and Its Products	5	115	107	97	+11	- 3	114
Pacific	244	76	72	72	+34	+ 4	36,569
Automotive Supplies	32	72	62	73	+ 6	- 8	636
Clothing and Furnishings, except Shoes	4	42	35	32	+16	+19	157
Shoes and Other Footwear	7	38	35	36	+17	+14	593
Dry Goods	9	67	58	62	+47	+11	1,585
Electrical Goods	20	71	84	71	+55	+17	5,821
Furniture and House Furnishings	13	57	49	42	+57	+ 4	4,140
Groceries and Foods, except Farm Products	31	113	109	111	+20	+ 1	2,740
Wines and Liquors	5	92	81	74	+ 6	- 9	208
General Hardware	14	73	60	73	+31	+ 4	7,321
Industrial Supplies	11	60	60	63	+43	+15	1,116
Plumbing and Heating Supplies	10	66	82	73	+30	- 2	1,544
Lumber and Building Materials	12	84	79	84	+22	+ 6	1,118
Machinery, Eqpt. and Supplies, except Electrical	7	95	69	82	+27	-10	396
Tobacco and Its Products	11	97	97	86	+26	+ [b]	1,072

[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.)

3-32637

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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
April 1942

Sales of wholesalers were up 23 percent in April 1942 compared with April a year ago, according to an announcement released today by J. C. Capt, Director of the Census. Gains recorded for January, February, and March of this year compared with corresponding months a year ago were 37 percent, 34 percent, and 28 percent, respectively. For the first four months of 1942, the average gain amounted to 31 percent over corresponding months of 1941. Sales increased 2 percent between the months of March and April 1942 as against the increase of 7 percent which occurred between these months a year ago.

Of the 35 trades for which separate statistics are presented in this report, increases in sales were registered for April 1942 compared with the same month a year ago ranging from 8 percent to 82 percent, with the exception of the metals trade, sales for which were off 6 percent. Sales of wholesalers of meats and meat products continued to maintain a high level with a gain of 60 percent for April 1942 compared with April a year ago, which is only slightly less than the gain reported for March 1942 as against March 1941. Sales of wholesalers of groceries and foods, except farm products were up 13 percent; fresh fruits and vegetables, 28 percent; drugs, 18 percent; clothing and furnishings, except shoes, 15 percent; shoes and other footwear, 40 percent; dry goods, 43 percent; and wholesalers of paints and varnishes, 31 percent. While increases were recorded for April 1942 over April 1941 in most durable goods lines, they are generally less than the gains recorded in March 1942 compared with March 1941. A gain of 42 percent was recorded for wholesalers of furniture and house furnishings; 16 percent for wholesalers of jewelry; 22 percent for wholesalers of general hardware; 36 percent for wholesalers of plumbing and heating supplies; and 16 percent for lumber and building materials wholesalers.

Inventories, in terms of dollars based on cost values, at the close of April were down 3 percent compared with March. This is the first month since December 1940 when inventories at the end of the month were lower than those at the beginning. Increases at the close of February and March were less than .5 of 1 percent over inventories at the beginning of these months. Compared with April a year ago, inventories at the close of April 1942 showed an increase in dollar volume of 16 percent as against the 20 percent increase reported between the months of March 1941 and March 1942. While for thirty-three consecutive months, inventories have exceeded those at the same date one year earlier, a decline from the high of 29 percent which was registered for December 1941 has since been recorded each month. Inventories at the close of January 1942 were 25 percent above those recorded for January 1941; for February, the increase was 24 percent; and for March, the increase was 20 percent.

At the close of April 1942, the stock-sales ratio for wholesalers was 143 as against 145 the same month a year ago, and 149 for March 1942. Of the thirty-two trades, sixteen registered increases in stock-sales ratios for April 1942 compared with April 1941, and sixteen showed decreases. Wholesalers of groceries and foods with an increase of 13 percent in sales and 29 percent in inventory for April 1942 over the same month a year ago showed a sharp increase in stock-sales ratio. Petroleum wholesalers, with an increase in sales of 26 percent and a gain of 73 percent in inventory registered a stock-sales ratio of 82 for April of this year compared with 52 for April 1941. Wholesalers of beer, wholesalers of wines and liquors, and liquor departments of other trades, registered substantial increases in stock-sales ratios. The stock-sales ratio for wholesalers in the hardware group declined sharply (214 to 182), with sales up 25 percent and a gain in inventory of 5 percent. Sharp declines in stock-sales ratios are also noted for wholesalers of furniture and house furnishings, and dry goods.

Collections on accounts receivable for April 1942 were up 5 percent compared with collections for April 1941, and show a slight gain (2 percent) over March of this year. The collection ratio for April 1942 was 83 as against the ratio of 78 for April 1941, and 81 for March of this year. Accounts receivable were 20 percent greater on April 1, 1942 than at the same date in 1941, as against the increase of 24 percent recorded for March of this year over March a year ago. Accounts receivable were 2 percent greater on April 1, 1942 than on March 1, 1942, corresponding to the increase registered between the months of February and March of this year.

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

WHOLESALERS' SALES AND INVENTORIES
APRIL 1942

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		April 1942 (Add 000)	Percent change from 4 mos. 1941	Four months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Apr. 30, 1942 (Add 000)	Apr. 1942	Apr. 1941	Mar. 1942
		Apr. 1942 vs. Apr. 1941	Apr. 1942 vs. Mar. 1942					Apr. 1942 vs. Apr. 1941	Apr. 1942 vs. Mar. 1942				
UNITED STATES	2,860	+23	+ 2	$341,999	+31	$1,457,321	1,773	+16	- 3	$293,968	143	145	149
Automotive Supplies	202	+ 8	+ 6	4,619	+21	19,990	96	+11	- 2	5,337	254	215	264
Chemicals (industrial)	17	+13	- 5	1,768	+29	7,804	11	+39	+ 6	992	67	57	61
Paints and Varnishes	65	+31	+17	3,710	+39	13,335	16	+33	+ 5	1,223	174	159	210
Clothing and Furnishings, except Shoes	44	+15	-11	4,070	+28	16,006	22	+21	+ 6	1,314	139	143	120
Shoes and Other Footwear	34	+40	+ 9	19,870	+34	70,111	20	+21	+ b	6,536	77	74	67
Coal	7	+82	- b	1,215	+25	6,799	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	124	+18	- 6	20,399	+18	89,355	97	+14	- 2	29,255	181	186	173
Dry Goods	100	+43	- b	17,324	+50	68,950	55	+31	+ 4	24,605	219	235	213
Electrical Goods	335	+ 8	+ 9	37,510	+19	152,034	292	+ 4	- 9	32,621	92	94	110
Dairy and Poultry Products	26	+38	+ b	1,871	+35	8,991	16	+19	-10	316	39	46	44
Fresh Fruits and Vegetables	83	+28	+10	5,176	+25	20,663	57	+20	-13	765	25	30	35
Farm Supplies	8	+21	-29	1,493	+65	5,956	c	c	c	c	c	c	c
Furniture and House Furnishings	66	+42	+ 7	8,620	+43	38,532	40	+ 2	-10	8,447	136	191	160
Groceries and Foods, except Farm Products	600	+13	- b	57,871	+24	274,047	354	+29	- 2	58,476	172	151	174
Full-line Wholesalers[d]	326	+14	+ 1	25,293	+23	109,364	187	+26	- 3	28,305	184	167	189
Voluntary-group Wholesalers	148	+11	- 2	19,486	+22	99,253	98	+28	- 4	19,446	203	181	209
Retailer-cooperative Warehouses	20	+10	- 6	3,582	+24	17,870	12	+20	- 2	3,377	137	123	125
Specialty Lines	106	+14	+ 1	9,510	+28	47,560	57	+51	+ 3	7,348	111	82	107
Confectionery	28	+33	- 8	486	+29	2,702	15	+20	- 4	283	96	105	89
Meats and Meat Products	97	+60	+14	32,814	+62	130,444	61	+30	+ 2	6,410	55	58	60
Beer	48	+20	+10	925	+29	3,687	37	+33	+ 6	379	51	46	53
Wines and Liquors	38	+16	- 2	5,461	+34	24,066	22	+43	- 4	9,289	211	167	215
Liquor Department of Other Trades[e]	36	+27	- 6	5,334	+50	23,273	34	+34	- 1	9,961	189	179	181
Total Hardware Group	376	+25	+ 4	51,094	+38	217,352	246	+ 5	- 3	66,032	182	214	195
General Hardware	138	+22	+ 3	29,352	+37	121,416	90	+ 5	- 3	46,653	214	244	225
Industrial Supplies	122	+27	+ 2	14,189	+38	65,469	86	+ 7	- 3	14,292	136	166	147
Plumbing and Heating Supplies	116	+36	+ 9	7,553	+38	30,467	70	+ 6	- 9	5,087	125	165	152
Jewelry	39	+16	- 4	2,305	+23	8,427	23	+10	- 3	3,665	243	255	251
Optical Goods	20	+13	- b	283	+18	1,397	9	+11	0	151	141	139	150
Lumber and Building Materials	50	+15	+15	5,284	+22	18,102	35	+13	+ 1	4,200	99	103	114
Machinery, Equipment and Supplies, except Electrical	60	+15	+ b	3,726	+24	18,060	42	+ 1	- 1	5,221	173	198	176
Surgical Equipment and Supplies	25	+48	+ 3	860	+36	5,221	11	+46	+ 2	767	132	145	134
Metals	32	- 6	- 5	4,392	- 1	24,051	18	-10	- 4	3,969	133	132	128
Paper and Its Products	99	+20	-11	6,994	+42	35,069	49	+25	+ 2	5,931	159	156	134
Petroleum	12	+26	- 9	19,755	+36	85,082	8	+73	+ 6	1,117	82	52	76
Tobacco and Its Products	150	+ 9	+ 6	14,144	+12	56,585	62	+15	-11	4,235	57	53	69
Leather and Shoe Findings	15	+50	+13	401	+66	1,390	c	c	c	c	c	c	c
Miscellaneous	24	+18	- 5	2,225	+24	9,840	25	+ 2	+14	2,471	144	175	118

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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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		April 1942	April 1941	March 1942	April 1942 vs. April 1941	April 1942 vs. March 1942	April 1, 1942 (Add 000)
UNITED STATES	2,523	83	78	81	+20	+ 2	$316,891
Automotive Supplies	149	71	68	71	+ 4	- 7	4,327
Chemicals (industrial)	17	93	95	89	+11	-15	1,765
Paints and Varnishes	32	51	44	45	+11	- 1	1,525
Clothing and Furnishings, except Shoes	39	65	62	70	+19	+ 7	6,212
Shoes and Other Footwear	31	59	56	47	+31	+12	16,603
Coal	7	81	77	78	+ 7	+ 2	1,578
Drugs and Sundries (liquor excluded)	113	74	67	76	+10	+ 2	24,333
Dry Goods	88	56	50	52	+35	+ 4	27,805
Electrical Goods	308	74	80	74	+20	- 4	43,943
Dairy and Poultry Products	20	150	133	159	+27	+ 6	1,010
Fresh Fruits and Vegetables	67	167	155	161	+13	+ 7	1,219
Farm Supplies	5	99	108	103	+90	+72	1,910
Furniture and House Furnishings	55	63	56	64	+33	+ 8	11,009
Groceries and Foods, except Farm Products	448	105	102	106	+11	- 3	43,334
Full-line Wholesalers	225	99	93	99	+ 9	- 2	17,874
Voluntary-group Wholesalers	120	107	102	108	+ 7	- 6	15,014
Retailer-cooperative Warehouses	17	174	163	174	+ 8	- 2	1,813
Specialty Lines	86	98	107	103	+27	- 1	8,633
Confectionery	15	77	69	80	+32	- 1	454
Meats and Meat Products	85	186	179	171	+48	+ 1	16,318
Beer	16	232	168	241	-10	+13	78
Wines and Liquors	29	88	84	87	+17	- 3	4,948
Liquor Department of Other Trades	33	74	77	77	+50	+ 1	7,121
Total Hardware Group	348	72	62	69	+18	+ 6	61,802
General Hardware	128	69	57	65	+14	+ 5	37,982
Industrial Supplies	108	84	78	82	+23	+ 6	14,280
Plumbing and Heating Supplies	112	70	62	66	+27	+ 8	9,540
Jewelry	31	30	19	28	+ 2	+ 7	5,255
Optical Goods	18	71	63	67	+ 8	+ 2	332
Lumber and Building Materials	48	79	78	79	+16	+15	5,427
Machinery, Equipment and Supplies, except Electrical	50	70	63	70	+12	- 3	4,615
Surgical Equipment and Supplies	24	58	56	54	+37	0	1,379
Metals	32	111	100	115	- 5	+ 5	4,233
Paper and Its Products	84	72	63	71	+18	- 2	8,862
Petroleum	9	129	127	128	+ 6	- 6	1,140
Tobacco and Its Products	88	126	112	122	+ 2	- [b]	5,940
Leather and Shoe Findings	13	66	53	59	+21	+ [b]	428
Miscellaneous	21	83	74	77	+ 9	+ 5	1,986

[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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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1942

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: Apr. 1942 vs. Apr. 1941	Percent change: Apr. 1942 vs. Mar. 1942	April 1942 (Add 000)	Percent change from 4 mos. 1941	Four months 1942 (Add 000)	Number of firms reporting stocks	Percent change: Apr. 1942 vs. Apr. 1941	Percent change: Apr. 1942 vs. Mar. 1942	Apr. 30, 1942 (Add 000)	Apr. 1942	Apr. 1941	Mar. 1942
New England	178	+ 8	+ 4	$16,064	+18	$68,006	115[b]	+23[b]	- 3[b]	$12,957[b]	115[b]	103[b]	124[b]
Automotive Supplies	5	-29	-12	22	+12	144							
Electrical Goods	30	+ 2	+10	2,344	+15	10,170	25	+ 7	-11	2,152	95	92	118
Furniture and House Furnishings	4	+10	+ 2	520	+30	1,825	4	+ 1	-13	709	136	148	159
Groceries and Foods, except Farm Products	20	+13	+ [c]	2,177	+29	9,435	9	+29	+ 1	985	166	146	187
Meats and Meat Products	7	+18	+ 6	2,950	+11	12,479	7	+15	+ 4	1,078	37	38	37
Wines and Liquors	7	+ 5	+ 6	803	+19	2,784	6[b]	+74[b]	- 5[b]	1,190[b]	211[b]	119[b]	223[b]
General Hardware	6	+26	+16	414	+47	1,213							
Industrial Supplies	13	+14	+ 6	1,095	+26	4,162	9	+15	+ 2	1,340	152	149	159
Plumbing and Heating Supplies	11	- 9	+ 2	180	+ 5	1,146	7	+ 9	-10	341	269	242	332
Optical Goods	5	+ 9	- 6	49	+21	198	4[b]	+20[b]	0[b]	48[b]	209[b]	190[b]	209[b]
Machinery, Equipment and Supplies, except Elect.	4	+15	+14	166	+17	847	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Metals	5	-13	- 9	386	+ 1	1,564	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paper and Its Products	7	+21	-10	370	+42	1,691							
Tobacco and Its Products	15	- 4	+ 4	1,695	- 1	6,813	4	+33	0	160	50	38	57
Middle Atlantic	606	+22	+ 1	73,334	+32	316,390	361	+13	- 4	51,242	120	121	126
Automotive Supplies	23	-17	- 8	519	+ 5	2,944	15[b]	+ 9[b]	- 3[b]	1,089[b]	305[b]	221[b]	288[b]
Chemicals (industrial)	4	+ 9	- 7	726	+32	3,157	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paints and Varnishes	4	-12	+32	50	+19	206							
Clothing and Furnishings, except Shoes	18	+13	-13	3,158	+26	12,492	9[b]	+ 8[b]	+ 3[b]	880[b]	132[b]	166[b]	116[b]
Shoes and Other Footwear	8	- 5	-26	639	+30	2,778							
Drugs and Sundries (liquor excluded)	21	+ 9	- 7	4,233	+12	17,661	18	+13	- 2	4,549	159	151	150
Dry Goods	40	+49	- 3	6,077	+56	23,929	20	+19	+ 1	4,716	184	224	178
Electrical Goods	70	+10	+ 7	8,351	+22	31,874	60[b]	+12[b]	- 7[b]	6,662[b]	83[b]	82[b]	95[b]
Dairy and Poultry Products	4	+39	- 4	677	+35	3,766							
Fresh Fruits and Vegetables	16	+15	- [c]	1,880	+14	7,122	10	+21	-11	57	17	15	22
Furniture and House Furnishings	20	+34	- 6	1,981	+48	8,805	13	-13	-12	1,731	115	189	117
Groceries and Foods, except Farm Products	87	+15	- 1	9,707	+25	50,624	36[b]	+31[b]	- [c][b]	5,841[b]	167[b]	153[b]	166[b]
Confectionery	5	0	-15	52	+18	309							
Meats and Meat Products	31	+87	+13	9,592	+85	35,148	17	+31	+ 2	1,530	59	60	68
Beer	7	+ 9	+10	86	+19	502	4	+50	+64	18	31	22	20
General Hardware	29	+15	+ 8	3,879	+37	14,612	16	+ 3	- 1	4,345	186	191	197
Industrial Supplies	35	+30	+ [c]	2,970	+47	17,254	25	+ 1	- 9	2,486	109	136	116
Plumbing and Heating Supplies	49	+45	+ 8	2,469	+45	9,571	30	+ 2	- 9	2,064	105	152	125
Jewelry	12	+17	+ 6	641	+16	2,247	9[b]	+14[b]	+ 1[b]	1,404[b]	281[b]	269[b]	307[b]
Optical Goods	8	+13	- 3	143	+22	683	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Lumber and Building Materials	9	- 3	+14	1,536	+20	4,823	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Machinery, Eqpt., and Supplies, except Electrical	5	+29	+11	342	+32	1,901							
Paper and Its Products	31	+21	-16	3,055	+50	14,947	16	+24	- 1	2,510	132	130	107
Tobacco and Its Products	42	+ 4	+ 7	5,234	+10	20,446	26	+ 6	-16	2,370	52	51	67
East North Central	541	+18	+ 3	52,278	+27	229,979	354	+12	- 5	48,962	133	141	146
Automotive Supplies	54	+11	+ 6	1,011	+30	4,469	34	+17	- 1	1,672	234	219	246
Paints and Varnishes	13	+ 6	+31	519	+23	1,688	8	+46	+ 1	555	131	99	174
Clothing and Furnishings, except Shoes	9	+35	- 2	427	+38	1,497	5	+40	+13	407	175	146	150
Drugs and Sundries (liquor excluded)	24	+20	- 3	3,736	+22	15,786	18	+17	- 5	4,569	159	164	162
Dry Goods	8	+41	+ 4	966	+52	3,819	5	+ 2	- 5	1,438	157	218	173
Electrical Goods	58	+ 1	+ 9	7,128	+18	32,147	48	- 4	- 9	5,903	89	95	108
Dairy and Poultry Products	6	+39	+17	326	+31	1,149	4	+60	- 3	32	17	14	20
Fresh Fruits and Vegetables	15	+13	+15	786	+19	2,790	10	+48	- 4	390	85	63	97
Furniture and House Furnishings	6	+49	+28	894	+50	2,802	4	- [c]	-19	911	112	178	179
Groceries and Foods, except Farm Products	108	+10	- 3	10,921	+22	49,557	72[b]	+25[b]	- 7[b]	9,535[b]	168[b]	147[b]	175[b]
Confectionery	7	+27	+ 4	114	+24	435							
Meats and Meat Products	22	+57	+13	3,839	+63	17,949	19	+46	+ 5	1,961	61	98	65
Beer	17	+15	+12	360	+33	1,438	13	+23	- 2	127	44	41	49
General Hardware	20	+20	+ 5	5,603	+44	24,511	15	+ 4	- 4	11,137	217	249	238
Industrial Supplies	25	+40	+ 7	3,611	+37	16,402	18	+11	- 3	1,767	68	92	79

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change Apr. 1942 vs. Apr. 1941	SALES—CURRENT MONTH: Percent change Apr. 1942 vs. Mar. 1942	SALES—CURRENT MONTH: April 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 4 mos. 1941	SALES—YEAR-TO-DATE: Four months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Apr. 1942 vs. Apr. 1941	INVENTORY—END-OF-MONTH (At Cost): Percent change Apr. 1942 vs. Mar. 1942	INVENTORY—END-OF-MONTH (At Cost): Apr. 30, 1942 (Add 000)	STOCK-SALES RATIOS [a]: Apr. 1942	STOCK-SALES RATIOS [a]: Apr. 1941	STOCK-SALES RATIOS [a]: Mar. 1942
East North Central (continued)													
Plumbing and Heating Supplies	14	+ 8	- 1	$837	+25	$3,364	9	-12	- 8	$869	175	207	190
Jewelry	13	+ 1	-13	832	+18	3,038	6	+14	- 7	1,005	190	184	182
Lumber and Building Materials	8	+34	+34	605	+15	1,952	7	+12	- 6	532	116	149	170
Machinery, Eqpt. and Supplies, except Electrical	11	+36	+ 7	653	+41	3,129	9	+19	+ 6	559	104	114	110
Surgical Equipment and Supplies	5	+58	+ 5	463	+42	1,994	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Metals	8	-13	-12	925	- 8	7,215	6	-10	- 7	1,354	212	197	188
Paper and Its Products	22	+ 9	- 7	1,691	+32	9,757	10	+32	+ 2	1,070	136	127	127
Tobacco and Its Products	35	+15	+ 5	2,970	+13	11,308	12	+34	- 9	814	64	54	74
Leather and Shoe Findings	4	+30	- 2	114	+56	442	[b]	[b]	[b]	[b]	[b]	[b]	[b]
West North Central	302	+20	- 2	36,786	+31	157,240	211	+21	- 1	52,934	179	176	179
Automotive Supplies	25	+23	+ 6	684	+37	2,908	11	+ 2	+ 2	591	286	239	296
Shoes and Other Footwear	4	- 9	-11	1,148	+ 4	4,544	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Drugs and Sundries (liquor excluded)	15	+19	- 7	2,864	+19	11,279	14	+17	- 1	4,372	195	198	181
Dry Goods	7	+41	+ 1	5,320	+48	21,300	6	+35	+ 7	11,706	225	235	211
Electrical Goods	33	-21	+ 3	2,356	+ 6	11,846	30	+ 6	-14	2,801	136	95	160
Furniture and House Furnishings	7	+51	+13	2,804	+38	13,257	6	+ 6	- 6	3,532	127	182	153
Groceries and Foods, except Farm Products	74	+11	+ 2	6,856	+18	27,760	53	+32	- 3	12,285	219	184	224
Beer	9	+31	+11	147	+30	555	9	+44	+33	52	35	32	29
General Hardware	15	+24	- 4	5,975	+42	22,741	14	+10	- 2	11,948	208	234	205
Industrial Supplies	9	+38	+25	546	+57	2,316	5	+ 8	- 2	608	164	227	231
Plumbing and Heating Supplies	10	+21	+ 4	614	+39	2,622	4	-13	- 4	274	256	261	242
Jewelry	5	+35	+ 5	136	+29	535	4	-14	- 6	212	255	384	268
Metals	4	+ 2	- 7	620	+12	2,245	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paper and Its Products	11	+16	-16	236	+38	1,293	6	+23	+ 5	281	351	368	268
Tobacco and Its Products	13	+ 8	+ 4	514	+13	3,642	5	+24	- 1	147	72	65	77
Leather and Shoe Findings	5	+47	+14	109	+55	333	[b]	[b]	[b]	[b]	[b]	[b]	[b]
South Atlantic	361	+24	+ 2	28,856	+27	117,823	207	+11	- 4	24,525	127	140	134
Automotive Supplies	15	+30	+22	752	+42	2,729	4	+ 3	- 5	260	236	177	233
Shoes and Other Footwear	5	+12	-25	1,680	+18	6,959	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Drugs and Sundries (liquor excluded)	18	+12	- 8	1,724	+ 7	8,330	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Dry Goods	10	+54	+ 6	1,359	+50	5,050	6	+59	+ 3	2,008	287	284	312
Electrical Goods	51	+24	+13	6,543	+25	23,307	48	+ 1	-12	4,875	76	94	97
Fresh Fruits and Vegetables	13	+47	+22	496	+32	1,646	7	+14	-18	41	12	16	19
Furniture and House Furnishings	8	+50	+18	620	+44	1,954	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Groceries and Foods, except Farm Products	95	+23	+ 2	5,585	+26	25,057	42	+14	- 4	4,163	145	158	154
Confectionery	8	+40	- 4	214	+37	860	6	+20	- 7	95	71	80	72
Meats and Meat Products	8	+28	-17	617	+39	3,289	5	+ 6	+ c	272	46	56	38
Beer	5	+28	+ 3	194	+37	689	4	+26	+ 2	101	64	59	66
Wines and Liquors	6	+ 8	- 5	414	+25	2,346	[b]	[b]	[b]	[b]	[b]	[b]	[b]
General Hardware	19	+15	- 1	1,696	+29	8,650	12	- 8	- 1	2,554	213	253	217
Industrial Supplies	14	+26	- 5	1,024	+28	4,139	9	+ 3	- 4	1,010	175	197	177
Plumbing and Heating Supplies	16	+59	+12	1,464	+48	5,739	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Lumber and Building Materials	4	+36	0	321	+32	870	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Machinery, Eqpt. and Supplies, except Electrical	8	+ 6	+ 1	323	+13	1,201	4	+17	- 4	277	166	172	173
Surgical Equipment and Supplies	4	+41	+ 3	65	+44	181	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Metals	4	-31	+ 6	187	-19	704	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paper and Its Products	13	+25	-11	733	+38	3,049	6	+20	+ 1	541	172	162	153
Tobacco and Its Products	14	+21	+ 6	1,430	+23	5,405	5	+39	0	301	47	46	52

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1942

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 Apr. 1942 vs. Apr. 1941	Percent change Apr. 1942 vs. Mar. 1942	April 1942 (Add 000)	Percent change from four mos. 1941	Four months 1942 (Add 000)	Number of firms reporting stocks	Percent change Apr. 1942 vs. Apr. 1941	Percent change Apr. 1942 vs. Mar. 1942	Apr. 30, 1942 (Add 000)	Apr. 1942	Apr. 1941	Mar. 1942
East South Central	164	+26	+ 3	$13,971	+30	$55,632	96	+15	- 6	$13,173	148	158	158
Automotive Supplies	4	-16	+ 2	123	-21	381	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	13	+20	- 4	1,716	+17	6,901	b	b	b	b	b	b	b
Dry Goods	13	+24	- 1	1,156	+36	4,641	8	+47	+ 2	2,227	267	217	247
Electrical Goods	18	- 5	- 5	1,199	+ 6	4,654	15	-18	-13	993	87	100	95
Groceries and Foods, except Farm Products	44	+18	+ 9	3,422	+23	13,348	22	+20	- 3	2,819	164	166	176
Meats and Meat Products	4	+62	+15	961	+46	3,538	b	b	b	b	b	b	b
Wines and Liquors	7	+58	- 1	742	+54	2,352	b	b	b	b	b	b	b
General Hardware	11	+42	+ 4	2,517	+47	10,771	5	- 9	-11	1,762	115	190	144
Industrial Supplies	6	+52	+ 6	369	+55	1,585	4	+85	- 1	367	183	148	191
Machinery, Eqpt., and Supplies, except Electrical	6	+31	+13	293	+32	1,210	6	+36	- 2	453	155	150	178
West South Central	241	+18	- 1	22,463	+25	102,142	168	+12	- 3	29,565	185	195	188
Automotive Supplies	7	+ 2	+ 2	132	-11	593	6	+15	0	268	211	192	216
Drugs and Sundries (liquor excluded)	17	+22	- 4	2,128	+18	9,457	13	+15	- 1	4,069	221	235	217
Dry Goods	6	+25	+ 1	551	+37	3,249	5	+55	+ 1	1,130	297	245	302
Electrical Goods	31	+ c	- 3	2,645	+17	11,081	26	- 7	-14	2,422	103	107	111
Furniture and House Furnishings	4	+61	+27	193	+22	617	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	104	+19	- 1	8,410	+26	40,435	70	+23	- 3	9,492	169	163	169
Liquor Department of Other Trades[d]	9	+37	- 7	659	+24	2,815	8	+23	-10	1,520	235	263	246
General Hardware	16	+25	+ 7	2,960	+24	11,203	11	+ 7	+ 3	4,041	248	278	251
Industrial Supplies	9	+21	- 2	2,358	+32	9,397	7	+ 1	+ c	3,602	231	310	280
Machinery, Eqpt., and Supplies, except Electrical	7	-12	-16	734	- 4	3,638	4	-20	- 2	1,659	257	287	228
Surgical Equipment and Supplies	5	+37	+25	86	+26	349	b	b	b	b	b	b	b
Paper and Its Products	5	+29	+ 3	264	+53	1,105	b	b	b	b	b	b	b
Tobacco and Its Products	8	+ 3	+ 8	300	+ 4	1,266	b	b	b	b	b	b	b
Mountain	128	+19	+ 6	9,273	+21	36,768	91	+12	- 1	11,775	163	173	178
Automotive Supplies	18	+ 6	+ c	331	+20	1,567	10	+10	- 1	552	354	305	343
Dry Goods	4	+18	+ 4	500	+29	1,767	b	b	b	b	b	b	b
Electrical Goods	14	- 9	+ 6	848	+ 9	3,901	11	- 3	- 5	956	125	117	141
Groceries and Foods, except Farm Products	27	+ 6	- 3	1,610	+15	7,569	22	+23	- 1	3,388	228	196	223
Meats and Meat Products	5	+55	+30	916	+46	2,941	4	+36	+ 2	846	94	107	121
General Hardware	7	+ 6	+ c	840	+10	3,181	5	- 4	- 1	1,267	356	382	395
Plumbing and Heating Supplies	4	+33	+28	408	+29	1,250	b	b	b	b	b	b	b
Lumber and Building Materials	5	+50	+26	1,348	+34	3,932	5	+19	+ 5	1,363	101	128	122
Tobacco and Its Products	7	+21	+ 3	303	+18	989	4	+14	-10	140	61	87	95
Pacific	295	+20	+ 3	41,421	+32	191,099	169	+22	- 1	46,799	159	153	162
Automotive Supplies	51	+ 4	+10	1,045	+16	4,155	13	+29	- 2	682	213	168	250
Paints and Varnishes	4	-25	+23	43	+21	335	b	b	b	b	b	b	b
Shoes and Other Footwear	7	+ 2	- 9	248	+18	992	5	+ 9	- 4	458	199	185	186
Dry Goods	9	+65	+ 2	1,328	+67	4,980	b	b	b	b	b	b	b
Electrical Goods	30	+26	+20	5,094	+27	23,054	29	+20	- 6	5,857	97	101	124
Furniture and House Furnishings	13	+49	+ 5	1,360	+55	7,802	7	+15	- 5	868	296	325	344
Groceries and Foods, except Farm Products	41	+ 5	- 2	9,183	+25	50,262	28	+48	+ 3	9,966	144	103	136
Meats and Meat Products	9	+37	+14	1,352	+31	5,161	6	+41	+ c	298	46	42	47
General Hardware	15	+23	+ 2	5,468	+37	24,534	9	+ 8	- 6	9,084	248	271	252
Industrial Supplies	11	+16	- c	2,216	+33	9,934	9	+ 8	- 2	3,112	154	166	156
Plumbing and Heating Supplies	8	+42	+12	1,439	+39	6,240	b	b	b	b	b	b	b
Lumber and Building Materials	13	+10	+ 4	1,074	+24	4,076	10	+ 9	+ 3	1,208	134	129	130
Machinery, Eqpt., and Supplies, except Electrical	9	+34	+ 2	557	+40	2,602	5	+ 6	+ 1	752	240	269	223
Tobacco and Its Products	14	+19	+ 4	1,546	+21	5,991	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.

States Comprising Geographic Divisions:

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
MAY 1942

An average increase in sales of 7 percent for May 1942 compared with the same month a year ago was recorded for wholesalers, according to an announcement released today by J. C. Capt, Director of the Census. Increases registered for each of the first five months of this year compared with corresponding months a year ago have lessened each month, declining gradually from 37 percent for January to 23 percent for April, and falling off sharply to 7 percent for May, the lowest increase recorded by this series for any month compared with a year ago in the past eighteen months. A loss in sales of 9 percent occurred between the months of April and May, by far the largest decrease recorded between these months in the past five years.

Twenty-seven of the 35 trades for which separate statistics are presented in this report showed increases in May 1942 sales compared with the same month a year ago, ranging from 1 to 54 percent. Meats and meat products wholesalers' sales continued to maintain a high level with a gain of 54 percent, only slightly less than the gain of 60 percent recorded for April 1942 compared with April 1941. Most non-durable goods lines showed moderate to substantial improvements in dollar sales for May 1942 compared with a year ago, although generally less than the increases registered for April of this year over April 1941. Sales of clothing and furnishings (except shoes) wholesalers were up 15 percent; shoes and other footwear, 10 percent; drugs and sundries (liquor excluded), 9 percent; dry goods, 25 percent; fresh fruits and vegetables, 17 percent; confectionery, 25 percent; and tobacco and its products, 4 percent. Sales of groceries and food (except farm products) wholesalers were off 2 percent; farm supplies, 4 percent; and paints and varnishes, 14 percent. Dollar sales gains for May 1942 over May 1941 were registered for all but three of the durable goods trades for which separate data are presented in this report. Sales of furniture and house furnishings wholesalers were up 8 percent; industrial supplies, 13 percent; plumbing and heating supplies, 4 percent; jewelry, 2 percent; lumber and building materials, 20 percent; and machinery, equipment and supplies (except electrical), 5 percent; while automotive supplies, electrical goods, and metals were off 7 percent, 9 percent and 20 percent, respectively.

Inventories, in terms of dollars based on cost values, at the close of May were down 3 percent compared with April, continuing the month-to-month decline which first manifested itself at the close of April. (From January 1941 to March of this year, inventories at the close of each month were higher than those at the beginning.) Inventories at the close of May 1942 compared with a year ago were up 12 percent as against the 16 percent increase in dollar volume recorded for April and the 25 percent, 24 percent, and 20 percent gains registered for January, February, and March respectively.

Collections on accounts receivable for May 1942 were up more than 6 percent compared with collections for May 1941, but show a slight loss compared with April of this year. The collection ratio for May 1942 was 82 as against the ratio of 77 for May 1941, and 83 for April of this year. Accounts receivable were 15 percent greater on May 1, 1942 than at the same date in 1941, as against the increase of 20 percent recorded for April of this year over April a year ago. Accounts receivable were at approximately the same level on May 1, 1942, as at the beginning of April 1942.

The stock-sales ratio for wholesalers at the close of May 1942 was 155 as against 143 for May 1941, and 146 for April 1942. Eight of the thirty-two kinds of business for which stock-sales ratios are given in this report registered a decrease in their May 1942 ratios compared with those for May 1941. Furniture and house furnishings wholesalers with a sales gain of 8 percent and an inventory decrease of 2 percent, registered a stock-sales ratio of 162 for May 1942 as against 181 for May a year ago. Wholesalers of industrial supplies with a 13 percent increase in sales and a 5 percent increase in stocks registered a stock-sales ratio of 143 for May 1942 compared with 162 for May 1941. Lumber and building materials dealers and plumbing and heating supply dealers also showed appreciable decreases in stock-sales ratios at the close of May compared with a year ago. Substantial increases in stock-sales ratios were recorded for wholesalers of automotive supplies, paints and varnishes, groceries and foods (except farm products), wines and liquors, and paper and its products, on the basis of a comparison with May 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.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
MAY 1942

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change: May 1942 vs. May 1941	SALES—CURRENT MONTH: Percent change: May 1942 vs. Apr. 1942	SALES—CURRENT MONTH: May 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 5 mos. 1941	SALES—YEAR-TO-DATE: Five months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change: May 1942 vs. May 1941	INVENTORY—END-OF-MONTH (At Cost): Percent change: May 1942 vs. Apr. 1942	INVENTORY—END-OF-MONTH (At Cost): May 31, 1942 (Add 000)	STOCK-SALES RATIOS[a]: May 1942	STOCK-SALES RATIOS[a]: May 1941	STOCK-SALES RATIOS[a]: Apr. 1942
UNITED STATES	2,738	+ 7	- 9	$278,669	+26	$1,785,147	1,711	+12	- 3	$286,220	155	143	146
Automotive Supplies	197	- 7	-12	3,772	+15	24,368	92	+ 5	- 3	4,284	252	205	246
Chemicals (industrial)	18	+13	- 3	1,821	+25	10,088	14	+52	+ 5	1,287	81	64	77
Paints and Varnishes	31	-14	- 9	936	+33	14,360	16	+27	+ b	1,313	135	129	175
Clothing and Furnishings, except Shoes	44	+15	-27	2,887	+26	18,934	25	+33	+ 8	1,380	199	181	146
Shoes and Other Footwear	29	+10	-25	6,274	+32	76,385	18	+30	+ 5	6,524	115	96	80
Coal	8	+16	-24	1,668	+27	9,386	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	129	+ 9	- 6	19,881	+16	110,511	101	+14	- 1	29,392	189	182	180
Dry Goods	98	+25	-14	14,678	+45	84,328	54	+32	+ b	24,017	239	231	216
Electrical Goods	319	- 9	- 9	32,847	+13	188,889	275	- b	- 4	29,746	97	88	92
Dairy and Poultry Products	24	+14	- 6	2,219	+29	11,485	12	+27	+56	790	77	66	51
Fresh Fruits and Vegetables	71	+17	+ 3	5,133	+24	26,772	47	+23	+10	776	28	29	25
Farm Supplies	8	- 4	-56	680	+54	6,636	c	c	c	c	c	c	c
Furniture and House Furnishings	66	+ 8	-17	7,714	+35	50,072	35	- 2	- 8	8,797	162	181	146
Groceries and Foods, except Farm Products	597	- 2	-10	48,200	+19	332,733	351	+20	- 4	55,060	193	158	180
Full-line Wholesalers[d]	331	+ 1	- 9	22,521	+19	133,661	189	+18	- 4	26,306	198	165	186
Voluntary-group Wholesalers	145	- 6	-10	17,243	+17	120,976	97	+18	- 5	19,118	210	169	197
Retailer-cooperative Warehouses	18	-12	-18	2,690	+18	21,390	9	+24	- 2	2,760	157	112	134
Specialty Lines	103	+ 8	-11	5,746	+25	55,706	56	+33	- 3	4,876	144	125	138
Confectionery	32	+25	- 4	771	+28	3,824	19	+10	-10	525	88	100	96
Meats and Meat Products	96	+54	- 2	32,623	+60	166,592	62	+24	- 5	6,890	53	57	56
Beer	40	+19	+18	950	+27	4,759	29	+39	+15	335	48	39	50
Wines and Liquors	34	- 1	- 6	6,096	+25	32,013	24	+40	- 4	14,019	248	174	242
Liquor Department of Other Trades[e]	37	+ 5	-10	4,832	+39	28,314	35	+27	- 5	9,500	200	165	190
Total Hardware Group	366	+ 4	-11	45,346	+30	273,146	234	+ 1	- 3	64,226	198	206	183
General Hardware	137	+ 1	-13	26,649	+29	153,908	88	+ 1	- 3	45,745	233	231	209
Industrial Supplies	116	+13	- 4	12,998	+33	82,473	77	+ 5	- 3	13,822	143	162	144
Plumbing and Heating Supplies	113	+ 4	-20	5,699	+31	36,765	69	- 5	- 6	4,659	151	162	128
Jewelry	37	+ 2	- b	1,816	+19	10,282	22	+12	- 3	2,703	252	217	235
Optical Goods	19	+ 9	- 5	275	+17	1,744	9	+19	+ 1	175	154	141	147
Lumber and Building Materials	47	+20	+ 5	4,754	+22	23,551	34	+ 8	- 8	3,729	102	123	120
Machinery, Eqpt., and Supplies, except Electrical	55	+ 5	+ 2	3,347	+22	22,589	37	- 8	- 5	4,294	168	182	173
Surgical Equipment and Supplies	19	+20	- 6	390	+33	6,182	8	+ 8	+ 1	258	237	227	216
Metals	33	-20	- 9	4,229	- 6	30,673	22	-19	- 2	4,295	127	121	122
Paper and Its Products	93	+ 2	- 5	6,767	+32	43,078	46	+27	+ 3	6,276	173	143	163
Petroleum	11	+ 2	- 1	1,550	+35	86,824	8	+72	+ 1	1,113	85	49	81
Tobacco and Its Products	145	+ 4	+ 3	13,998	+10	72,192	59	+ 8	- 4	3,656	52	48	55
Leather and Shoe Findings	12	+20	-12	310	+55	1,701	c	c	c	c	c	c	c
Miscellaneous	23	+ b	- 8	1,925	+21	12,738	25	+27	+ 6	3,060	150	114	106

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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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MAY 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		May 1942	May 1941	April 1942	May 1942 vs. May 1941	May 1942 vs. April 1942	May 1, 1942 (Add 000)
UNITED STATES	2,269	82	77	83	+15	- b	$312,345
Automotive Supplies	148	77	65	73	- 2	+ 1	3,914
Chemicals (industrial)	18	79	81	83	+16	+ 3	2,149
Paints and Varnishes	30	55	50	52	+ 4	+ 6	1,679
Clothing and Furnishings, except Shoes	41	58	58	64	+16	- 1	6,014
Shoes and Other Footwear	27	55	47	58	+21	-16	12,671
Coal	8	99	78	89	+51	-15	2,055
Drugs and Sundries (liquor excluded)	117	76	69	75	+ 7	- 3	24,308
Dry Goods	87	54	50	56	+32	- 2	26,896
Electrical Goods	294	74	81	77	+16	+ 7	43,703
Dairy and Poultry Products	18	128	126	133	+24	+ 4	1,512
Fresh Fruits and Vegetables	55	170	160	160	+21	+15	1,284
Farm Supplies	5	85	85	98	+37	-25	1,478
Furniture and House Furnishings	54	62	54	62	+26	+ 2	12,655
Groceries and Foods, except Farm Products	445	103	97	104	+ 4	- 4	38,343
Full-line Wholesalers	233	99	92	99	+ 2	- 3	17,214
Voluntary-group Wholesalers	117	108	101	108	+ 2	- 5	13,963
Retailer-cooperative Warehouses	14	160	165	168	+ b	-10	1,475
Specialty Lines	81	90	84	92	+15	- 2	5,691
Confectionery	17	75	65	76	+17	- 7	541
Meats and Meat Products	84	165	169	182	+68	+12	18,131
Beer	14	214	232	219	+29	+13	97
Wines and Liquors	27	86	77	83	+ 8	- 3	6,560
Liquor Department of Other Trades	34	74	77	75	+34	- 4	6,868
Total Hardware Group	340	73	66	72	+11	+ b	62,418
General Hardware	128	71	61	69	+ 6	- 1	38,686
Industrial Supplies	103	80	80	84	+21	+ 3	14,349
Plumbing and Heating Supplies	109	68	63	69	+22	+ 3	9,383
Jewelry	29	34	23	33	- 7	+ 2	3,562
Optical Goods	17	71	70	72	+ 6	- 2	327
Lumber and Building Materials	46	78	75	73	+19	+14	5,661
Machinery, Equipment and Supplies, except Electrical	48	63	60	70	+11	+ 4	4,474
Surgical Equipment and Supplies	19	57	46	54	+13	- 6	669
Metals	32	112	100	114	-25	-12	3,934
Paper and Its Products	80	70	64	73	+ 7	- 6	9,124
Petroleum	9	130	127	135	+ 6	+ 1	1,116
Tobacco and Its Products	96	134	127	129	+ 2	+ b	8,044
Leather and Shoe Findings	11	61	67	67	+ 9	- 3	345
Miscellaneous	19	77	71	81	+13	- 1	1,813

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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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1942

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: May 1942 vs. May 1941	Percent change: May 1942 vs. Apr. 1942	May 1942 (Add 000)	Percent change from 5 mos. 1941	Five months 1942 (Add 000)	Number of firms reporting stocks	Percent change: May 1942 vs. May 1941	Percent change: May 1942 vs. Apr. 1942	May 31, 1942 (Add 000)	May 1942	May 1941	Apr. 1942
New England	171	- 5	- 4	$15,605	+13	$85,189	113	+18	- 2	$12,861	112	91	110
Automotive Supplies	7	-46	+13	43	-11	194	b	b	b	b	b	b	b
Electrical Goods	29	-11	- 2	2,320	+ 9	12,701	25	+ 2	- 4	2,107	93	81	96
Groceries and Foods, except Farm Products	19	-10	- 8	1,820	+20	11,255	8	+23	- 5	840	235	161	225
Meats and Meat Products	8	+ 8	+26	3,733	+11	16,212	8	+ 3	+ 4	1,046	28	30	34
Wines and Liquors	6	-20	-19	584	+ 9	3,368	6	+30	+ 2	1,389	238	146	190
General Hardware	4	+12	- 9	298	+39	1,511	b	b	b	b	b	b	b
Industrial Supplies	14	+ 4	- 6	1,042	+21	5,215	9	+ 9	- 5	1,274	157	146	152
Plumbing and Heating Supplies	11	-45	-36	114	- 3	1,260	7	+ 2	- 3	332	410	216	269
Optical Goods	4	-20	-18	33	+13	251	b	b	b	b	b	b	b
Metals	5	-31	-23	297	- 6	1,861	4	- 8	- 2	512	175	132	138
Paper and Its Products	7	- 8	-12	326	+30	2,017	4	+30	- 1	259	141	92	118
Tobacco and Its Products	14	- 9	+ 8	1,650	- 3	8,463	b	b	b	b	b	b	b
Middle Atlantic	602	+10	- 6	69,043	+27	395,939	358	+15	- 2	55,340	139	123	135
Automotive Supplies	23	-30	- 5	496	- 3	3,519	16	+ 1	- 4	1,075	295	202	304
Chemicals (industrial)	5	+16	- 7	713	+28	3,922	4	+45	+15	282	43	37	34
Clothing and Furnishings, except Shoes	18	+12	-29	2,185	+24	14,677	8	+13	+11	696	205	252	143
Shoes and Other Footwear	8	+ 7	+ 8	688	+25	3,466	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	22	+ 2	- 8	4,007	+10	21,688	19	+17	- 1	4,644	169	144	157
Dry Goods	40	+18	-26	4,568	+49	28,591	19	+24	- 1	4,826	234	222	188
Electrical Goods	69	- c	- 3	8,293	+17	40,801	60	+ 4	- 7	6,155	79	75	83
Dairy and Poultry Products	5	+ 6	-16	1,221	+24	5,096	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	14	+ 8	+ 9	2,001	+13	9,123	9	+49	+ 7	58	16	12	17
Furniture and House Furnishings	22	- 4	-27	1,300	+39	10,689	11	+ 5	- 6	1,207	172	187	138
Groceries and Foods, except Farm Products	91	- 6	-13	8,558	+18	61,373	40	+18	- 5	5,799	180	151	169
Confectionery	6	0	-15	88	+17	449	b	b	b	b	b	b	b
Meats and Meat Products	30	+94	+14	10,005	+87	45,153	16	+20	- 4	837	47	51	49
Beer	7	+14	+11	115	+18	665	4	+58	+ 6	19	22	16	24
Wines and Liquors	4	-16	-10	2,344	+15	10,654	b	b	b	b	b	b	b
General Hardware	32	+ 5	- 4	4,241	+28	19,408	18	+ 3	- 4	5,322	193	194	195
Industrial Supplies	32	+19	- 3	2,698	+43	21,628	23	+ 7	- 1	2,721	128	146	129
Plumbing and Heating Supplies	46	+ 9	-18	1,861	+37	11,501	28	- 9	- 7	1,809	115	148	108
Jewelry	12	+10	+18	693	+14	2,940	9	+11	- 6	1,316	229	233	282
Optical Goods	8	+14	- 2	140	+20	854	b	b	b	b	b	b	b
Lumber and Building Materials	7	+ c	+13	469	+18	5,318	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	4	+ 2	-15	84	+38	2,451	b	b	b	b	b	b	b
Metals	4	-16	-15	1,240	- 4	12,318	b	b	b	b	b	b	b
Paper and Its Products	28	+ 9	- 2	2,604	+40	17,860	16	+25	+ 3	3,060	157	135	152
Petroleum	4	+ 3	+ 3	685	+22	3,255	b	b	b	b	b	b	b
Tobacco and Its Products	41	+ 2	+ 4	5,714	+ 8	26,708	26	+ 1	- 4	2,289	49	47	52
East North Central	525	+ 4	- 7	51,016	+22	290,907	344	+ 7	- 3	51,942	141	136	134
Automotive Supplies	48	+ 5	- 5	857	+25	5,371	28	+ 5	- 4	1,314	238	224	230
Chemicals (industrial)	4	+46	+ c	460	+32	2,209	b	b	b	b	b	b	b
Paints and Varnishes	11	-16	-13	439	+12	2,127	7	+39	+ 8	600	169	102	135
Clothing and Furnishings, except Shoes	9	+22	-21	301	+35	1,806	6	+54	- 2	417	212	151	177
Drugs and Sundries (liquor excluded)	25	+11	- 8	3,307	+20	19,332	17	+16	+ c	4,163	170	161	155
Dry Goods	8	+13	-13	843	+41	4,841	5	- c	- 8	1,324	166	189	157
Electrical Goods	52	-17	-11	6,573	+ 9	40,042	50	- 2	- 5	5,903	101	84	94
Dairy and Poultry Products	4	+12	+ 8	308	+26	1,457	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	14	+12	- 1	816	+18	3,606	9	+34	- 1	382	83	67	86
Furniture and House Furnishings	5	+ 9	-15	669	+39	3,527	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	108	- 2	- 8	9,542	+17	59,978	72	+18	- 2	9,873	175	144	163
Confectionery	7	+25	- 4	110	+24	552	5	+16	- 6	67	85	89	92
Meats and Meat Products	22	+57	- 5	5,560	+61	25,629	19	+31	- 8	3,191	65	78	66
Beer	12	+13	+27	269	+29	1,756	10	+45	+25	100	44	33	45
General Hardware	21	+ c	-13	6,050	+33	32,221	17	- 1	- 5	13,601	237	240	215

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
May 1942

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: May 1942 vs. May 1941	Percent change: May 1942 vs. Apr. 1942	May 1942 (Add 000)	Percent change from 5 mos. 1941	Five months 1942 (Add 000)	Number of firms reporting stocks	Percent change: May 1942 vs. May 1941	Percent change: May 1942 vs. Apr. 1942	May 31, 1942 (Add 000)	May 1942	May 1941	Apr. 1942
East North Central (continued)													
Industrial Supplies	22	+48	+11	$ 3,327	+39	$ 21,124	14	+ 6	- 4	$ 1,194	52	81	60
Plumbing and Heating Supplies	13	-19	-28	586	+16	3,950	8	-16	+ c	628	293	234	176
Jewelry	12	-12	-12	721	+11	3,766	6	+21	+ c	1,016	233	184	192
Lumber and Building Materials	8	+ 5	- 9	545	+13	2,584	6	+ 5	- 4	503	124	130	115
Machinery, Eqpt. and Supplies, except Electrical	11	+23	+ 5	687	+37	3,839	9	+23	+ 3	561	102	109	101
Metals	11	-31	- 3	1,487	-17	9,640	8	-29	- 3	1,634	145	124	140
Paper and Its Products	24	- 7	- 7	2,170	+21	12,581	10	+44	+ 7	1,190	153	109	137
Tobacco and Its Products	33	+ 8	+ 3	2,817	+12	14,252	11	+23	- 5	737	60	51	64
Leather and Shoe Findings	5	+21	-16	109	+48	551	b	b	b	b	b	b	b
West North Central	289	+ 2	-12	30,672	+26	193,802	202	+18	- 1	49,042	198	170	179
Automotive Supplies	24	+21	-13	492	+34	3,504	9	+20	- 5	270	293	256	309
Drugs and Sundries (liquor excluded)	15	+ 6	- 5	2,527	+16	13,936	14	+13	- 4	4,190	196	185	195
Dry Goods	7	+39	- 5	4,899	+46	28,335	6	+37	+ 2	10,965	228	231	214
Electrical Goods	34	-33	-17	2,002	- 2	14,264	30	+ 6	- 4	2,679	155	97	136
Fresh Fruits and Vegetables	7	+11	+ 6	437	+27	2,197	5	+32	-14	91	25	22	32
Furniture and House Furnishings	6	+14	-12	2,406	+31	17,489	5	-20	-19	2,749	116	164	126
Groceries and Foods, except Farm Products	69	-10	-14	5,398	+13	33,533	53	+24	- c	12,211	254	183	220
Beer	7	+25	+14	181	+31	766	6	+45	+10	32	22	17	22
General Hardware	13	- 7	-20	3,920	+32	26,751	12	+ 8	+ 3	9,812	286	229	205
Industrial Supplies	11	+ 1	-12	680	+42	3,129	6	+21	+ c	844	196	161	182
Plumbing and Heating Supplies	11	+ 5	- 2	707	+30	3,478	5	-23	- 9	312	142	188	160
Jewelry	5	+ 4	- 1	137	+23	672	4	-11	- 1	209	265	280	255
Lumber and Building Materials	7	+13	+ 3	828	+18	3,388	4	+ 2	-14	200	60	102	97
Metals	4	+ 1	-15	529	+10	2,774	b	b	b	b	b	b	b
Paper and Its Products	10	+ 4	-10	275	+30	1,653	5	+23	+ 6	470	351	328	301
Tobacco and Its Products	13	- 2	- 1	509	+13	4,887	7	+13	- 8	154	65	59	71
South Atlantic	360	+10	- 9	26,160	+23	147,125	203	+ 8	- 4	23,147	134	135	127
Automotive Supplies	15	-19	-44	367	+30	3,102	4	+ 9	- 2	118	274	212	261
Paints and Varnishes	4	-20	- 7	172	+26	829	4	+13	- 4	216	126	89	121
Clothing and Furnishings, except Shoes	4	- 1	- 8	97	+19	650	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+10	-16	1,405	+17	8,364	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	23	+ 9	- 7	2,246	+ 8	11,185	15	+ 8	+ 1	3,064	217	222	199
Dry Goods	10	+33	- 7	1,264	+46	6,314	6	+53	- c	2,003	297	268	287
Electrical Goods	44	+ 6	-11	5,325	+21	28,672	41	-11	- 7	3,849	75	89	71
Fresh Fruits and Vegetables	10	+33	- 1	466	+32	2,123	6	+29	+ 9	36	11	12	10
Furniture and House Furnishings	7	+38	- 2	559	+43	2,513	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	101	+ 9	- 8	5,481	+23	31,483	44	+ 5	-10	3,773	146	152	146
Meats and Meat Products	9	+21	+ 8	714	+37	4,267	6	+ 1	- 7	285	42	50	49
Confectionery	8	+13	-13	186	+31	1,061	7	+ 6	-12	87	67	73	69
Beer	4	+27	+17	203	+34	892	b	b	b	b	b	b	b
General Hardware	19	+ 6	- 4	1,741	+25	11,095	11	-10	- 8	2,150	190	213	201
Industrial Supplies	12	+27	+12	1,069	+27	5,320	7	- 7	- 5	797	134	168	164
Plumbing and Heating Supplies	17	+ c	-31	968	+38	6,742	15	+12	-12	1,169	148	138	118
Jewelry	4	+38	- 3	124	+51	489	b	b	b	b	b	b	b
Machinery, Eqpt. and Supplies, except Electrical	8	- 1	- 3	323	+ 9	1,568	4	+ 8	- 6	292	174	164	176
Surgical Equipment and Supplies	4	+12	-11	58	+34	239	b	b	b	b	b	b	b
Paper and Its Products	12	+ 3	- 5	680	+30	3,729	5	+30	+ 4	504	161	120	164
Tobacco and Its Products	14	+13	- 2	1,368	+21	6,823	4	+39	- 4	242	47	42	46

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(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1942

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: May 1942 vs. May 1941	Percent change: May 1942 vs. Apr. 1942	May 1942 (Add 000)	Percent change from five mos. 1941	Five months 1942 (Add 000)	Number of firms reporting stocks	Percent change: May 1942 vs. May 1941	Percent change: May 1942 vs. Apr. 1942	May 31, 1942 (Add 000)	May 1942	May 1941	April 1942
East South Central	161	+ 5	-13	$12,105	+24	$69,334	97	+12	- 4	$13,228	173	155	153
Drugs and Sundries (liquor excluded)	12	+11	- 5	1,611	+16	8,512	b	b	b	b	b	b	b
Dry Goods	13	+ 8	-13	1,018	+30	5,659	8	+47	+ c	2,230	303	222	265
Electrical Goods	17	-39	-17	802	- 5	5,576	13	-28	- 8	833	113	96	105
Groceries and Foods, except Farm Products	44	+14	- 6	3,072	+21	16,635	22	+21	- 6	2,051	177	147	165
Meats and Meat Products	4	+ 8	-29	642	+38	4,180	b	b	b	b	b	b	b
Wines and Liquors	6	+20	-16	596	+46	2,948	4	+38	+ 4	540	99	92	81
General Hardware	11	+ 5	-19	2,222	+36	13,245	6	-11	- 8	2,266	144	197	134
Industrial Supplies	6	+23	-12	345	+49	1,981	4	+47	- 2	567	217	180	186
Machinery, Eqpt., and Supplies, except Electrical	6	+ 2	-17	290	+24	1,572	5	+27	- 4	401	182	144	150
Paper and Its Products	4	- 4	-18	211	+27	1,268	b	b	b	b	b	b	b
West South Central	242	+ 4	-11	20,138	+21	126,055	162	+ 5	- 5	27,346	196	196	188
Automotive Supplies	8	+10	+12	163	+ 1	1,042	7	+17	- 1	275	181	169	199
Drugs and Sundries (liquor excluded)	18	+18	- 1	2,229	+18	11,963	13	+14	- 3	3,833	217	226	222
Dry Goods	6	+17	- 4	527	+34	3,958	5	+56	+ 3	1,166	316	239	297
Electrical Goods	26	-22	-12	1,666	+10	12,852	21	-19	- 7	1,783	128	115	121
Furniture and House Furnishings	4	-16	-34	127	+13	744	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	104	+ 2	-13	7,267	+22	49,057	70	+16	- 6	8,893	181	161	169
Liquor Department of Other Trades [d]	10	+ 5	-16	579	+19	3,445	9	+19	-14	1,566	241	216	235
General Hardware	18	+ 6	-14	3,002	+20	14,779	12	- 8	- 6	3,878	240	275	223
Industrial Supplies	9	- 2	-10	2,125	+25	11,557	7	+ 2	- 2	3,531	222	296	251
Machinery, Eqpt., and Supplies, except Electrical	6	-13	- 7	637	- 5	4,275	b	b	b	b	b	b	b
Surgical Equipment and Supplies	4	+ 2	-12	44	+21	408	b	b	b	b	b	b	b
Tobacco and Its Products	10	+11	+ 2	371	+ 6	1,642	b	b	b	b	b	b	b
Mountain	123	+ 7	- 7	8,181	+18	46,434	90	+ 7	- 4	10,955	172	170	162
Automotive Supplies	17	+ 4	+ 1	350	+16	1,996	10	+ 1	- 3	486	276	265	297
Electrical Goods	13	-26	-10	739	+ 3	4,971	10	- 6	+ 2	820	127	97	108
Fresh Fruits and Vegetables	5	+21	- 1	88	+22	382	5	+33	-20	12	14	12	17
Groceries and Foods, except Farm Products	30	- 8	- 9	1,535	+10	9,372	24	+10	- 5	3,290	254	210	240
Meats and Meat Products	5	+137	-18	749	+58	3,690	4	+57	+ 5	886	122	186	94
General Hardware	6	- 4	- 7	741	+ 7	4,038	4	- 8	- 2	1,014	336	335	327
Plumbing and Heating Supplies	4	-11	-26	151	+22	1,421	b	b	b	b	b	b	b
Lumber and Building Materials	5	+27	- 6	1,271	+32	5,203	5	+ 5	- 9	1,236	97	118	101
Tobacco and Its Products	5	+16	+ 5	104	+18	1,236	b	b	b	b	b	b	b
Pacific	255	+ 8	- 7	33,552	+27	23,590	141	+17	- 2	40,280	169	156	163
Automotive Supplies	51	- 5	- 9	909	+12	5,153	15	+31	+ c	499	229	145	189
Paints and Varnishes	4	-16	+ 7	46	+13	414	b	b	b	b	b	b	b
Shoes and Other Footwear	6	+ 1	-14	205	+15	1,197	5	+ 6	+ 2	441	223	213	188
Dry Goods	8	+35	-15	1,090	+60	6,179	b	b	b	b	b	b	b
Electrical Goods	25	+ 7	-12	5,127	+22	29,010	25	+19	+ 2	5,617	110	98	95
Furniture and House Furnishings	13	+18	-18	1,915	+47	10,810	7	+18	+ 2	2,685	242	242	205
Groceries and Foods, except Farm Products	51	- 2	- 7	5,527	+22	60,047	18	+39	- 5	6,330	179	135	185
Meats and Meat Products	5	+36	+ 6	569	+31	5,833	5	+42	-14	229	40	39	50
Wines and Liquors	4	+13	+14	1,575	+34	8,037	b	b	b	b	b	b	b
General Hardware	13	- 3	-11	4,434	+27	30,860	6	+ 7	- 1	7,094	270	232	240
Industrial Supplies	10	-16	-20	1,712	+21	12,138	7	+ c	- 5	2,894	188	157	155
Plumbing and Heating Supplies	6	+28	-14	1,160	+34	7,726	b	b	b	b	b	b	b
Lumber and Building Materials	12	+23	+24	1,207	+24	5,283	10	+ 7	- 9	1,097	94	112	134
Paper and Its Products	4	+41	- 7	238	+40	2,256	b	b	b	b	b	b	b
Tobacco and Its Products	12	+18	- c	1,322	+21	7,313	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.

3-3371

States Comprising Geographic Divisions:

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

Immediate release - July 31, 1942

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
JUNE 1942

Sales of wholesalers advanced 11 percent in June 1942 compared with the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. With the exception of the 7 percent increase shown in May, the gain for June was the smallest recorded by this series in nineteen months. A gain of 2 percent in sales occurred between May and June of this year, in contrast to the slight decreases shown between these months in the past three years. Sales for the first half of 1942 were 23 percent above the corresponding period of 1941.

Twenty-eight of the 35 trades for which separate data are presented in this report showed increases in sales for June of this year compared with June 1941, ranging from 1 percent for paper and its products to 60 percent for meat and meat products. For the past seven months wholesalers of meat and meat products have reported sales ranging from 54 to 68 percent higher than the sales recorded for the same month a year ago. Most non-durable lines showed moderate to substantial increases in dollar volume for June of this year compared with the same month of last year. Sales of shoe and other footwear wholesalers advanced 28 percent; confectionery, 23 percent; dry goods, 19 percent; drugs and sundries, (liquor excluded) 16 percent; and tobacco and its products, 15 percent. Dollar volume for wholesalers of petroleum and its products dropped 15 percent; and paints and varnishes, 8 percent. All but four of the durable goods trades for which separate statistics are presented in this report registered increases which ranged from 2 percent to 37 percent for June 1942 over June 1941. Sales of industrial supplies wholesalers gained 18 percent; lumber and building materials, 20 percent; furniture and house furnishings, 5 percent; and jewelry, 7 percent; while dollar sales of metals wholesalers declined 15 percent; and electrical goods and automotive supplies, each 12 percent.

Inventories, in terms of dollars based on cost values, at the close of June were down 3 percent compared with May, the third consecutive month since December 1940 when inventories at the end of the month were lower than those at the beginning. Compared with the same month a year ago, inventories at the close of June 1942 were up 6 percent, the smallest increase registered for any month compared with the same month a year ago since March of last year. The percent of increase of inventories on the basis of a year ago comparison has fallen off steadily since December of 1941, when a gain of 29 percent over December 1940 occurred, the largest increase in the history of this survey.

The stock-sales ratio for wholesalers at the close of June 1942 was 141 as against 142 for June 1941, and 148 for May 1942. Of the 31 trades for which stock-sales ratios are shown, 16 registered a decrease in their ratios for June 1942, compared with those for June of last year. Substantial increases in stock-sales ratios were recorded for wholesalers of automotive supplies, petroleum, dry goods, wines and liquors, and paper and its products, while marked decreases were shown for wholesalers of industrial supplies, lumber and building materials, furniture and house furnishings, plumbing and heating supplies, and jewelry.

Collections on accounts receivable were up more than 10 percent for June 1942 compared with June 1941, and 5 percent above May 1942. The collection ratio for June of this year was 88; for June of last year, 79; and for May 1942, 84. Accounts receivable were only 5 percent greater on June 1, 1942 than on June 1, 1941. This increase is the smallest shown for any month compared with the same month of the previous year since October 1940. Accounts receivable were 5 percent less on June 1, 1942 than at the beginning of May 1942.

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

WHOLESALERS' SALES AND INVENTORIES
JUNE 1942

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	Percent change: June 1942 vs. June 1941	Percent change: June 1942 vs. May 1942	June 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 6 mos. 1941	Six months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	Percent change: June 1942 vs. June 1941	Percent change: June 1942 vs. May 1942	June 30, 1942 (Add 000)	STOCK-SALES RATIOS[a]: June 1942	June 1941	May 1942
UNITED STATES	2,816	+11	+ 2	$296,699	+23	$2,161,925	1,686	+ 6	- 3	$247,878	141	142	148
Automotive Supplies	209	-12	+ 2	4,253	+ 9	29,478	104	+ 1	- 5	5,021	230	189	247
Chemicals (industrial)	17	- 1	- 4	966	+22	11,438	12	+50	- 2	729	180	67	94
Paints and Varnishes	33	- 8	- 8	995	+28	18,034	17	+21	- 8	1,482	194	150	198
Clothing and Furnishings, except Shoes	48	+ 8	-23	2,278	+23	21,341	26	+24	+ 3	1,521	240	245	194
Shoes and Other Footwear	32	+28	+ 4	14,634	+28	99,090	19	+24	+17	7,790	120	130	105
Coal	7	+20	- 1	1,271	+26	10,676	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	128	+16	+ 3	20,175	+16	132,286	42	+20	+ 2	9,964	219	217	219
Dry Goods	97	+19	- 3	14,526	+40	99,793	54	+31	+ 4	25,472	258	242	247
Electrical Goods	326	-12	- 6	30,752	+ 8	225,346	279	- 5	- 6	28,162	97	89	98
Dairy and Poultry Products	24	+26	+ 6	2,636	+29	14,689	11	- c	+35	1,120	99	123	82
Fresh Fruits and Vegetables	83	+25	+15	6,519	+24	34,506	52	+22	+ 1	810	29	31	29
Farm Supplies	8	+35	-55	280	+53	6,924	b	b	b	b	b	b	b
Furniture and House Furnishings	67	+ 5	-11	7,278	+29	60,304	36	- 8	- 4	8,703	167	201	162
Groceries and Foods, except Farm Products	626	+ 6	+ 6	58,106	+16	403,176	376	+10	- 7	55,799	158	153	183
Full-line Wholesalers[d]	340	+ 7	+ 7	25,066	+16	160,687	199	+ 9	- 7	26,438	174	167	202
Voluntary-group Wholesalers	148	+ 5	+11	19,279	+15	148,685	100	+ 9	- 8	18,982	177	172	215
Retailer-cooperative Warehouses	22	+ 4	+10	3,695	+16	28,222	13	+ 8	- 6	3,580	133	129	158
Specialty Lines	113	+ 9	- 4	10,066	+21	72,602	64	+18	- 2	6,799	100	98	106
Confectionery	33	+23	+ 2	762	+27	4,631	16	+15	- 1	218	80	85	82
Meats and Meat Products	90	+60	+ 6	34,843	+60	205,372	66	+ 8	-10	6,301	48	61	53
Beer	47	+28	+ 9	1,269	+27	6,348	34	+15	-15	314	33	35	42
Wines and Liquors	31	+ 7	+ 1	4,719	+22	37,663	21	+16	- 3	7,977	189	171	198
Liquor Department of Other Trades[e]	38	+15	+ 7	5,210	+35	33,919	b	b	b	b	b	b	b
Total Hardware Group	361	+ 7	+ 6	44,246	+26	327,664	235	- 4	- 5	56,626	177	200	196
General Hardware	127	+ 3	+ 4	23,779	+24	183,598	81	- 5	- 5	38,645	219	229	237
Industrial Supplies	120	+18	+ 5	13,798	+30	99,883	83	- 1	- 4	13,342	126	161	140
Plumbing and Heating Supplies	114	+ 4	+13	6,669	+25	44,383	71	-10	- 6	4,641	123	144	151
Jewelry	38	+ 7	-11	1,640	+16	12,597	22	+ 5	+ 2	2,710	276	305	226
Optical Goods	22	- 1	+ 2	320	+13	2,119	11	+ 7	- 3	208	143	136	150
Lumber and Building Materials	44	+20	- 3	5,050	+21	29,780	31	+ 5	- 5	3,533	86	102	88
Machinery, Eqpt., and Supplies, except Electrical	62	+ 2	- 2	3,822	+19	27,457	44	- 6	- 4	4,706	157	159	158
Surgical Equipment and Supplies	19	+37	+22	842	+32	8,051	12	+41	+ 3	877	123	126	150
Metals	35	-15	+ 3	4,051	- 8	36,808	20	-12	+ c	4,095	138	151	135
Paper and Its Products	94	+ 1	- 6	5,799	+27	49,839	46	+21	- c	4,795	160	135	147
Petroleum	12	-15	-10	1,394	+28	105,665	8	+56	+ 4	1,156	94	53	83
Tobacco and Its Products	150	+15	+ 8	15,983	+11	90,026	61	+ 7	+ c	5,908	49	51	52
Leather and Shoe Findings	13	+25	- 2	304	+50	2,044	b	b	b	b	b	b	b
Miscellaneous	22	+ 8	- 2	1,776	+19	14,861	31	+29	+ 2	3,881	227	190	210

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.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		June 1942	June 1941	May 1942	June 1942 vs. June 1941	June 1942 vs. May 1942	As of June 1, 1942 (Add 000)
UNITED STATES	2,246	88	79	84	+ 5	- 5	$274,420
Automotive Supplies	159	77	65	76	-16	-10	3,904
Chemicals (industrial)	17	78	80	69	+ 3	- 1	1,149
Paints and Varnishes	32	55	52	55	- 9	- 5	1,807
Clothing and Furnishings, except Shoes	45	56	54	58	+15	-10	5,564
Shoes and Other Footwear	29	64	53	57	+10	-14	11,867
Coal	7	91	71	79	+22	+ 1	1,677
Drugs and Sundries (liquor excluded)	55	85	73	81	+ 6	- 4	8,129
Dry Goods	88	56	50	54	+24	- 5	26,185
Electrical Goods	300	71	78	74	+ 2	- 4	41,900
Dairy and Poultry Products	18	137	125	135	+14	- 4	1,580
Fresh Fruits and Vegetables	62	157	140	154	+15	+ 2	1,784
Farm Supplies	5	88	78	84	+ 5	-42	825
Furniture and House Furnishings	55	60	54	60	+14	- 7	12,997
Groceries and Foods, except Farm Products	472	114	99	106	- 7	- 6	39,484
Full-line Wholesalers	240	107	90	99	- 8	- 6	16,961
Voluntary-group Wholesalers	120	120	101	109	-11	- 8	12,929
Retailer-cooperative Warehouses	19	185	169	164	-11	- 9	1,689
Specialty Lines	93	105	101	101	+ 5	- 1	7,905
Confectionery	20	84	70	78	+10	- 6	412
Meats and Meat Products	79	183	160	172	+41	- 3	17,532
Beer	16	141	145	164	+20	+14	175
Wines and Liquors	23	103	94	102	- 2	- 3	3,721
Total Hardware Group	340	76	64	72	+ 1	- 6	55,223
General Hardware	119	74	60	71	- 6	- 9	31,205
Industrial Supplies	110	82	76	80	+18	+ 2	14,954
Plumbing and Heating Supplies	111	70	63	68	+ 7	- 8	9,064
Jewelry	30	38	28	35	-15	- 1	3,419
Optical Goods	20	75	66	74	- 4	- 4	361
Lumber and Building Materials	43	83	77	82	+17	+ 3	6,049
Machinery, Equipment and Supplies, except Electrical	54	71	62	65	+ 3	- 5	4,737
Surgical Equipment and Supplies	18	60	58	61	+35	+ 4	1,260
Metals	32	116	98	110	-25	- 5	3,481
Paper and Its Products	80	76	71	77	+ 4	- 1	7,175
Petroleum	10	133	125	130	- 3	+ b	1,127
Tobacco and Its Products	102	137	127	133	+ 2	+ b	8,673
Leather and Shoe Findings	12	67	47	62	+ 8	- 7	319
Miscellaneous	23	81	79	86	+ 4	- 4	1,904

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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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1942

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 1942 vs. June 1941	Percent change: June 1942 vs. May 1942	June 1942 (Add 000)	Percent change from 6 mos. 1941	Six months 1942 (Add 000)	Number of firms reporting stocks	Percent change: June 1942 vs. June 1941	Percent change: June 1942 vs. May 1942	June 30, 1942 (Add 000)	June 1942	June 1941	May 1942
New England	163	- 1	- 3	$14,553	+11	$101,799	100	+ 8	- 5	$9,303	103	93	100
Automotive Supplies	7	-46	- 4	43	-20	237	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Electrical Goods	30	-15	-11	2,175	+ 4	15,227	26	- 7	- 4	2,189	103	95	96
Groceries and Foods, except Farm Products	16	+ 3	+10	1,849	+18	13,260	6	+13	- 6	768	198	180	237
Meats and Meat Products	7	+ 8	-16	3,184	+10	19,595	7	- 4	-11	1,030	32	36	30
Wines and Liquors	4	- 3	+12	352	+10	3,876	4	+26	-17	685	195	149	263
General Hardware	4	+34	- 5	207	+38	1,728	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Industrial Supplies	11	+ 8	- 5	743	+19	6,027	8	+24	- c	1,075	174	158	169
Plumbing and Heating Supplies	10	-46	+ 5	111	- 9	1,371	6	+ 2	- 6	290	397	202	426
Optical Goods	4	-19	+ 3	34	+ 8	265	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Metals	5	-24	+25	373	- 9	2,234	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paper and Its Products	7	-13	- 4	312	+22	2,329	4	+27	- c	258	150	102	141
Tobacco and Its Products	15	+ 3	+ 8	1,963	- 2	10,585	4	+29	- 2	156	42	33	46
Middle Atlantic	609	+11	- 2	67,614	+24	474,280	354	+ 4	- 2	41,653	122	125	120
Automotive Supplies	23	-33	- 5	473	- 8	4,002	15	- 2	- 5	1,003	303	204	299
Chemicals (industrial)	4	-24	+ 7	163	+25	4,085	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paints and Varnishes	4	-12	-11	42	+ 5	295	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Clothing and Furnishings, except Shoes	19	+ 1	-27	1,617	+21	16,334	9	+ 8	+ 4	752	219	278	192
Shoes and Other Footwear	8	- 8	-35	444	+20	3,910	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Drugs and Sundries (liquor excluded)	21	+ 6	+ 3	3,806	+ 9	25,511	10	+17	- 2	1,443	145	132	155
Dry Goods	40	+ 7	-10	4,383	+41	33,406	19	+25	+ 4	4,906	258	250	234
Electrical Goods	70	- 2	-12	7,041	+14	48,444	60	+ 2	- 6	5,578	82	80	77
Dairy and Poultry Products	5	+14	+ 9	1,318	+22	6,414	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Fresh Fruits and Vegetables	16	+22	+45	2,982	+15	12,161	10	+22	- 3	56	10	10	14
Furniture and House Furnishings	25	- 8	-22	1,598	+28	13,181	13	- 9	+ c	2,031	206	225	172
Groceries and Foods, except Farm Products	94	+ 4	- 1	10,240	+17	73,124	41	+ 3	- 8	5,539	157	167	181
Confectionery	6	+10	+ 3	91	+18	540	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Meats and Meat Products	28	+84	- 1	9,798	+86	56,122	24	+ 9	+ 1	701	44	54	43
Beer	7	+21	+10	136	+17	838	[b]	[b]	[b]	[b]	[b]	[b]	[b]
General Hardware	28	+11	- 3	2,836	+25	22,368	14	- 3	- 7	3,016	227	245	230
Industrial Supplies	36	+26	+ 6	3,073	+39	26,513	25	- c	- 3	2,521	110	132	116
Plumbing and Heating Supplies	46	- c	+ 5	2,076	+28	13,993	30	-14	-11	1,851	103	126	121
Jewelry	12	+ 8	-19	564	+13	3,504	9	- 3	- c	1,306	270	342	228
Optical Goods	10	- 5	- 2	165	+15	1,052	4	+ 4	0	106	212	196	208
Lumber and Building Materials	6	+ 3	- 3	1,263	+13	7,530	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Machinery, Eqpt., and Supplies, except Electrical	6	+18	-26	104	+33	2,995	5	+17	- 6	152	152	155	118
Metals	4	+ 2	+21	1,506	- 5	15,194	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paper and Its Products	27	- 4	-11	2,109	+33	20,475	13	+10	- 2	1,438	118	104	100
Petroleum	4	-12	- 5	648	+14	3,903	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Tobacco and Its Products	40	+10	+ 4	5,983	+ 9	32,991	24	+ 5	+ 2	2,246	46	47	48
East North Central	526	+ 7	+ 2	49,695	+19	347,303	333	+ 1	- 5	42,377	128	134	137
Automotive Supplies	56	- 3	+ c	954	+18	6,498	36	+ 5	- 4	1,596	229	210	246
Chemicals (industrial)	4	+33	-13	400	+32	2,609	[b]	[b]	[b]	[b]	[b]	[b]	[b]
Paints and Varnishes	12	-15	-13	392	+ 7	2,530	7	+39	- 8	549	172	103	169
Clothing and Furnishings, except Shoes	9	+13	-25	227	+31	2,074	6	+45	+ 6	444	342	230	212
Drugs and Sundries (liquor excluded)	22	+15	+ 5	3,358	+19	23,055	8	+26	- 1	1,285	211	195	216
Dry Goods	6	+ 5	-10	716	+35	5,557	5	+12	+33	1,762	248	231	166
Electrical Goods	55	-24	-10	5,129	+ 4	46,064	43	- 7	- 5	4,974	109	89	105
Fresh Fruits and Vegetables	16	+15	- 4	808	+17	4,441	11	+30	- 4	375	71	64	75
Furniture and House Furnishings	6	- 5	-23	528	+31	4,129	4	-11	- 2	756	168	192	137
Groceries and Foods, except Farm Products	109	+ 8	+13	11,177	+15	72,180	71	+ 7	- 9	8,986	148	147	184
Confectionery	8	+26	- 3	113	+24	672	4	+15	- 2	54	96	109	96
Meats and Meat Products	19	+57	+ 8	5,821	+60	32,018	16	+ 8	-16	2,668	52	75	67
Beer	18	+24	+ 6	527	+28	2,521	14	+ 6	-17	121	27	31	34
General Hardware	18	- 4	+ c	4,554	+28	38,234	14	-13	- 7	9,078	212	235	229
Industrial Supplies	19	+44	- 1	3,237	+39	25,085	14	+ 5	+ 2	1,475	60	91	60

(Continued on next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1942

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 1942 vs. June 1941	Percent change: June 1942 vs. May 1942	June 1942 (Add 000)	Percent change from 6 mos. 1941	Six months 1942 (Add 000)	Number of firms reporting stocks	Percent change: June 1942 vs. June 1941	Percent change: June 1942 vs. May 1942	June 30, 1942 (Add 000)	June 1942	June 1941	May 1942
East North Central (continued)													
Plumbing and Heating Supplies	12	-13	+28	$ 513	+11	$ 4,472	8	-16	- 2	$612	210	213	293
Jewelry	13	+ 3	- c	698	+10	4,483	6	+21	+ 8	1,010	227	270	232
Lumber and Building Materials	8	- 3	- 1	539	+10	3,203	6	+ 3	- 4	482	112	115	124
Machinery, Eqpt. and Supplies, except Electrical	11	+27	+11	761	+35	4,600	9	+14	- 5	528	92	95	101
Surgical Eqpt. and Supplies	5	+43	+30	517	+39	2,991	4	+50	+ 7	433	85	81	104
Metals	10	-35	-12	1,020	-19	10,660	7	-21	- 6	1,371	200	148	183
Paper and Its Products	23	- 6	- 8	1,662	+17	14,261	11	+33	- 3	1,347	154	118	151
Tobacco and Its Products	36	+16	+ 9	3,433	+13	18,219	13	+ 4	- 2	748	50	55	57
Leather and Shoe Findings	5	+29	- 2	108	+44	659	b	b	b	b	b	b	b
West North Central	312	+ 4	+ 2	32,367	+21	233,398	209	+ 9	- 2	46,641	189	174	195
Automotive Supplies	27	+ 9	+12	726	+25	4,529	12	- 1	-11	511	194	160	226
Shoes and Other Footwear	4	+ 7	-61	378	+ 3	5,893	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	15	+14	+ 6	556	+16	16,615	5	+20	+ 3	1,562	242	229	250
Dry Goods	8	+24	+ 2	224	+42	31,781	7	+33	+ 3	12,440	243	227	240
Electrical Goods	38	-38	- 9	3,244	-10	17,265	34	-13	- 8	2,759	141	96	137
Furniture and House Furnishings	6	+ 5	- 8	2,051	+26	21,299	5	-29	-14	2,030	100	150	107
Groceries and Foods, except Farm Products	75	- 2	+11	6,277	+10	40,385	57	+18	- 5	11,997	219	181	254
Beer	9	+13	- 8	178	+27	964	8	+14	-21	33	24	21	26
General Hardware	15	+ 4	+21	5,019	+26	32,879	14	- 3	- 4	10,121	213	228	269
Industrial Supplies	9	+14	+13	563	+39	3,918	5	+ 7	- 1	614	159	196	174
Plumbing and Heating Supplies	11	- 9	- 1	700	+21	4,178	5	-30	-10	277	119	132	140
Jewelry	5	+ 5	-21	108	+20	780	4	-11	+ 4	217	374	394	265
Machinery, Eqpt. and Supplies, except Electrical	8	+21	+ c	420	+58	2,584	6	+ 4	+ 3	362	89	103	87
Metals	4	-16	-18	435	+ 5	3,209	b	b	b	b	b	b	b
Paper and Its Products	10	+34	+13	248	+31	1,919	6	+20	+ 4	316	298	463	335
Tobacco and Its Products	14	+13	+11	620	+11	6,023	6	+ 6	- 1	150	59	64	65
South Atlantic	376	+12	+ 1	27,617	+21	177,722	209	+ 5	- 2	21,784	125	131	128
Automotive Supplies	16	-27	-10	406	+17	3,623	7	+ 1	- 8	279	201	169	217
Paints and Varnishes	4	+13	+ 6	183	+23	1,012	4	+ 5	- 9	196	107	115	126
Clothing and Furnishings, except Shoes	5	+ 6	-10	103	+15	790	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+23	- 8	1,299	+17	9,663	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	23	+19	+ 3	2,313	+10	13,545	6	+21	- 3	1,361	194	203	209
Dry Goods	10	+20	-10	1,130	+41	7,444	7	+46	+ 4	2,102	334	296	294
Electrical Goods	52	- c	- 1	5,603	+16	34,846	49	-12	- 4	4,143	76	86	78
Fresh Fruits and Vegetables	14	+31	- 9	542	+32	2,678	8	+30	- 6	61	17	17	15
Furniture and House Furnishings	7	+11	-25	421	+37	2,934	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	106	+19	+ 7	6,385	+22	38,333	50	+ 2	- 7	4,410	125	147	145
Confectionery	9	+20	+ c	213	+29	1,274	5	+17	+ 8	83	70	77	66
Meats and Meat Products	9	+37	+12	852	+38	5,377	6	-13	- 6	290	35	56	42
Wines and Liquors	5	+ 6	+12	468	+20	3,507	b	b	b	b	b	b	b
General Hardware	16	- 1	-15	1,179	+22	12,840	10	-17	- 4	1,891	230	264	196
Industrial Supplies	14	- 6	-15	970	+20	6,466	9	- 5	- 2	922	163	152	142
Plumbing and Heating Supplies	18	+14	+19	1,222	+33	8,019	15	+ 1	- 3	1,138	112	148	146
Jewelry	4	+17	- 7	155	+36	764	b	b	b	b	b	b	b
Lumber and Building Materials	4	+53	+17	467	+39	1,515	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	9	-17	- 8	322	+ 4	1,926	5	+ 2	- 4	325	190	139	173
Paper and Its Products	12	+ 7	- 2	663	+26	4,392	5	+26	+ 4	530	199	139	163
Tobacco and Its Products	12	+34	+ 9	1,361	+23	8,184	4	+34	- 4	232	42	46	47

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1942

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 1942 vs. June 1941	Percent change June 1942 vs. May 1942	June 1942 (Add 000)	Percent change from 6 mos. 1941	Six months 1942 (Add 000)	Number of firms reporting stocks	Percent change June 1942 vs. June 1941	Percent change June 1942 vs. May 1942	June 30, 1942 (Add 000)	June 1942	June 1941	May 1942
East South Central	158	+11	+ 4	$11,823	+22	$82,302	83	+ 5	- 7	$8,897	159	161	175
Automotive Supplies	4	-23	+73	164	-24	664	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	12	+17	+ 2	1,648	+16	10,160	b	b	b	b	b	b	b
Dry Goods	11	+20	+ 2	903	+28	6,562	6	+36	- 6	1,748	276	242	305
Electrical Goods	13	-26	+21	826	- 9	6,725	10	-30	-12	698	90	92	125
Fresh Fruits and Vegetables	8	+25	- 6	188	+30	991	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	43	+ 4	+ 1	3,066	+18	20,138	21	+11	-10	1,801	152	152	182
Wines and Liquors	7	+32	+ 1	627	+43	3,602	4	+20	- 7	500	93	108	99
General Hardware	13	+25	+ 3	2,195	+34	15,745	6	-18	- 5	1,929	169	230	148
Machinery, Eqpt., and Supplies, except Electrical	5	- 2	-14	224	+20	1,796	4	+28	- 5	336	229	160	187
Paper and Its Products	4	+ 3	+ 8	228	+22	1,506	b	b	b	b	b	b	b
West South Central	248	+ 9	+ 4	21,193	+19	150,433	158	+ 2	- 4	27,433	176	191	192
Drugs and Sundries (liquor excluded)	19	+27	- 1	2,371	+19	14,496	10	+21	+ 6	3,861	283	310	257
Dry Goods	7	+22	- 1	694	+32	4,828	6	+49	- 2	1,764	323	275	331
Electrical Goods	28	-16	- c	1,726	+ 6	15,378	21	-17	- 9	1,672	111	114	127
Furniture and House Furnishings	4	-13	+ 6	135	+ 8	879	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	108	+10	+ 9	8,127	+20	57,860	73	+ 2	- 9	9,383	152	162	184
Liquor Department of Other Trades[d]	11	+27	- 7	559	+20	4,023	6	+20	+14	806	333	373	254
General Hardware	14	+13	+11	1,822	+19	16,665	10	- 4	- 3	3,428	250	292	270
Industrial Supplies	9	- 1	+14	2,421	+19	13,978	7	- 7	- 6	3,289	176	242	219
Machinery, Eqpt., and Supplies, except Electrical	6	-37	-12	561	-10	4,890	b	b	b	b	b	b	b
Surgical Eqpt. and Supplies	5	+ 7	0	76	+18	516	b	b	b	b	b	b	b
Paper and Its Products	5	+22	-16	238	+43	1,626	b	b	b	b	b	b	b
Tobacco and Its Products	10	+13	+ 2	380	+ 7	2,022	b	b	b	b	b	b	b
Mountain	120	+12	+ 9	8,785	+16	56,883	83	+ 9	- 7	9,646	149	152	177
Automotive Supplies	18	+ 2	+ 5	361	+13	2,426	10	- 7	- 5	567	289	285	320
Electrical Goods	13	-18	+15	937	- 4	6,184	10	- 6	- 7	806	94	85	120
Fresh Fruits and Vegetables	4	+34	+19	86	+24	448	4	+86	+44	13	15	11	12
Groceries and Foods, except Farm Products	30	- 3	+14	1,766	+ 7	11,306	26	+ 7	-11	3,299	201	181	257
Meats and Meat Products	5	+156	+21	906	+71	4,596	4	+43	- 6	835	95	173	122
General Hardware	4	-19	- 6	518	+ 2	4,776	b	b	b	b	b	b	b
Lumber and Building Materials	4	+32	- 5	1,172	+32	6,375	4	+11	- 1	1,128	96	114	93
Tobacco and Its Products	5	+35	+14	225	+20	1,578	b	b	b	b	b	b	b
Pacific	293	+11	+ 3	40,265	+24	293,183	156	+13	- 4	37,452	147	142	158
Automotive Supplies	52	-12	- 1	991	+ 6	6,269	14	+20	- 4	653	247	155	223
Paints and Varnishes	5	-14	-13	101	+12	585	b	b	b	b	b	b	b
Shoes and Other Footwear	7	+51	+32	278	+20	1,486	5	- 3	- 5	417	163	249	226
Dry Goods	9	+51	+11	1,279	+58	7,535	b	b	b	b	b	b	b
Electrical Goods	27	- 1	- 1	5,071	+19	35,213	26	+17	- 7	5,343	107	90	114
Furniture and House Furnishings	11	+27	+ c	1,935	+44	12,957	6	+10	- 2	2,642	219	325	243
Groceries and Foods, except Farm Products	45	+ 6	+ 2	9,219	+17	76,590	31	+22	- 2	9,516	130	116	134
Meats and Meat Products	6	+45	+ 1	552	+30	7,152	5	+27	+11	159	31	34	28
Wines and Liquors	5	+15	+ 3	1,614	+30	9,909	b	b	b	b	b	b	b
General Hardware	15	- 2	+ 3	5,449	+21	38,163	9	+ 9	- 5	8,457	226	191	241
Industrial Supplies	14	+12	+16	2,270	+20	14,898	10	- 8	- 7	2,947	147	180	186
Plumbing and Heating Supplies	9	+19	+17	1,608	+31	9,595	b	b	b	b	b	b	b
Lumber and Building Materials	12	+26	- c	1,076	+24	6,479	9	- 4	-15	910	95	135	117
Machinery, Eqpt., and Supplies, except Electrical	10	+21	- 9	622	+35	4,086	6	- 9	- 3	706	211	214	186
Metals	4	+25	- 2	491	+21	4,207	b	b	b	b	b	b	b
Tobacco and Its Products	14	+35	+16	1,797	+23	9,335	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.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		June 1942	June 1941	May 1942	June 1942 vs. June 1941	June 1942 vs. May 1942	June 1, 1942 (Add 000)
New England	137	100	91	99	- 5	- 4	$12,995
Automotive Supplies	4	67	38	75	-59	-17	30
Electrical Goods	28	73	77	75	+ 1	+ 1	3,180
Groceries and Foods, except Farm Products	10	94	82	88	- 7	- 7	1,591
Meats and Meat Products	7	198	180	199	- b	- 3	1,758
Wines and Liquors	4	100	95	93	-21	-22	336
Industrial Supplies	9	81	68	80	+ 5	- 5	799
Plumbing and Heating Supplies	10	50	50	57	-35	-12	230
Optical Goods	4	70	57	71	-25	-11	50
Metals	5	142	115	121	-34	-23	231
Paper and Its Products	6	82	71	80	-12	-10	410
Tobacco and Its Products	14	156	123	159	-25	+ 5	1,128
Middle Atlantic	503	90	82	88	+ 8	- 5	65,471
Automotive Supplies	20	60	63	63	-22	- 8	606
Chemicals (industrial)	4	134	122	133	-30	+ 4	115
Clothing and Furnishings, except Shoes	17	58	56	59	+12	-11	4,020
Shoes and Other Footwear	8	61	55	56	- b	- 8	1,163
Drugs and Sundries (liquor excluded)	11	75	63	70	- 4	- 5	2,163
Dry Goods	36	64	56	59	+19	-12	7,411
Electrical Goods	66	74	83	81	+ 9	- b	9,714
Dairy and Poultry Products	5	131	128	126	+ 5	-10	924
Fresh Fruits and Vegetables	11	280	221	231	- 4	+ 6	186
Furniture and House Furnishings	20	54	50	55	+19	-11	3,901
Groceries and Foods, except Farm Products	71	112	96	103	- 8	- 8	7,158
Meats and Meat Products	24	180	162	183	+72	+ 2	5,204
General Hardware	25	73	57	73	- 5	- 6	3,574
Industrial Supplies	33	81	75	79	+18	+ 1	3,261
Plumbing and Heating Supplies	43	64	57	62	+12	- 6	3,327
Jewelry	9	35	28	31	+13	+ 4	863
Optical Goods	9	60	59	61	+ 3	- 3	223
Lumber and Building Materials	6	84	77	91	-11	- 5	1,440
Paper and Its Products	21	73	65	75	+ 7	+ b	2,564
Tobacco and Its Products	30	146	146	142	+ 7	- b	3,623
East North Central	412	95	81	90	- 2	- 4	44,732
Automotive Supplies	47	93	75	92	-15	- 8	828
Chemicals (industrial)	4	123	119	98	+ 6	- 5	280
Paints and Varnishes	12	49	47	49	-12	-10	820
Drugs and Sundries (liquor excluded)	11	80	73	77	+12	- 4	1,209
Dry Goods	5	57	51	53	+17	- 5	1,503
Electrical Goods	49	78	74	81	-21	- 8	6,473
Fresh Fruits and Vegetables	10	226	193	228	0	+ 3	199
Furniture and House Furnishings	6	75	64	83	- 4	- 8	812
Groceries and Foods, except Farm Products	76	124	104	110	- 9	- 8	7,151
Confectionery	6	128	117	138	+13	+ 2	53
Meats and Meat Products	17	196	168	178	+59	+ 2	2,834
General Hardware	18	74	61	72	- 5	- 8	6,482
Industrial Supplies	18	86	78	82	+56	+12	5,675
Plumbing and Heating Supplies	12	80	77	80	-14	- 8	608
Jewelry	11	38	24	35	-28	- 2	1,863
Lumber and Building Materials	8	91	72	91	- 4	- 8	598
Machinery, Eqpt., and Supplies, except Electrical	10	79	85	85	+21	+ b	784
Surgical Equipment and Supplies	4	61	63	60	+49	+11	765
Metals	9	104	92	104	-34	-11	977
Paper and Its Products	22	84	84	86	- 3	- 3	2,115
Tobacco and Its Products	23	135	122	125	+ 5	- 1	1,849
Leather and Shoe Findings	5	69	51	67	+ 4	- 6	167
West North Central	252	75	70	72	+ 4	- 7	38,350
Automotive Supplies	22	85	65	78	- 6	- 5	734
Shoes and Other Footwear	4	72	65	68	- 6	-14	1,539
Drugs and Sundries (liquor excluded)	6	95	82	92	- b	- 3	1,093
Dry Goods	8	50	49	51	+33	- 2	10,150
Electrical Goods	35	72	78	72	-20	- 8	3,327
Furniture and House Furnishings	6	69	60	67	+10	- 3	3,161
Groceries and Foods, except Farm Products	63	127	111	112	-10	-11	4,499
Beer	7	184	253	259	+53	+25	75
General Hardware	15	72	59	65	- 9	-12	6,922
Industrial Supplies	9	86	58	82	-12	+ 2	536
Plumbing and Heating Supplies	11	62	59	63	+ b	+ 2	844
Jewelry	4	48	39	47	-16	- 3	173
Machinery, Eqpt., and Supplies, except Electrical	7	77	69	74	+18	- 5	524
Metals	4	107	100	89	+12	+25	587
Paper and Its Products	8	67	68	71	+19	+ b	311
Tobacco and Its Products	4	178	161	172	0	+ 2	54

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(Continued on Next Page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		June 1942	June 1941	May 1942	June 1942 vs. June 1941	June 1942 vs. May 1942	June 1, 1942 (Add 000)
South Atlantic	289	81	77	79	+ 9	- 6	$25,501
Automotive Supplies	15	79	70	85	-19	-31	470
Paints and Varnishes	4	70	60	68	-13	- 7	244
Drugs and Sundries (liquor excluded)	11	95	85	91	+ 7	- 3	1,262
Dry Goods	8	52	46	51	+24	- b	1,819
Electrical Goods	51	62	76	66	+25	- 6	8,587
Groceries and Foods, except Farm Products	75	116	96	111	+ 2	- 3	3,739
Confectionery	6	83	70	75	+10	- 7	198
Meats and Meat Products	7	207	168	187	+ 8	- 3	385
General Hardware	15	65	54	67	-12	- 4	1,892
Industrial Supplies	12	84	75	81	+12	+ 7	1,265
Plumbing and Heating Supplies	18	81	62	65	- 2	-19	1,706
Machinery, Eqpt., and Supplies, except Electrical	8	83	79	90	-14	- 4	319
Paper and Its Products	9	74	67	70	- 2	+ b	733
Tobacco and Its Products	5	132	124	133	+19	+ 1	390
East South Central	122	77	66	75	- 2	- 8	10,308
Automotive Supplies	4	42	48	41	- 9	- 9	255
Dry Goods	11	49	40	50	+ 5	- 7	1,868
Electrical Goods	11	89	80	86	-35	-14	780
Fresh Fruits and Vegetables	6	134	102	125	0	- 6	80
Groceries and Foods, except Farm Products	33	108	94	102	- 9	- 7	1,702
General Hardware	11	77	58	73	- 2	-13	2,268
Machinery, Eqpt., and Supplies, except Electrical	5	74	66	72	+ 9	- 6	383
Paper and Its Products	4	70	71	80	+13	+ 4	319
West South Central	192	83	74	82	+ 3	- 4	18,646
Drugs and Sundries (liquor excluded)	10	85	71	79	+18	- 4	1,814
Dry Goods	7	48	41	47	+17	- 2	1,530
Electrical Goods	26	73	79	77	- 3	- 4	2,100
Furniture and House Furnishings	4	54	52	78	- 4	- 6	246
Groceries and Foods, except Farm Products	81	107	91	101	- 5	- 8	4,910
General Hardware	14	75	60	74	- 3	- 7	2,343
Industrial Supplies	8	82	88	83	+21	+ 2	2,207
Machinery, Eqpt., and Supplies, except Electrical	5	38	30	38	-22	- 2	1,364
Paper and Its Products	5	74	60	76	+21	- 2	356
Mountain	92	94	83	90	+ 3	- 4	6,969
Automotive Supplies	9	72	51	63	-17	+ 1	265
Electrical Goods	13	68	85	73	-12	-14	1,236
Fresh Fruits and Vegetables	4	131	115	106	+27	+ 2	52
Groceries and Foods, except Farm Products	26	112	90	99	-18	- 5	1,406
Meats and Meat Products	4	204	106	201	+26	- 6	337
Lumber and Building Materials	4	78	73	72	+49	- 1	1,498
Pacific	237	81	78	79	+ 9	- 2	39,445
Automotive Supplies	32	74	67	74	-17	- 6	576
Paints and Varnishes	5	74	80	88	+ 7	+27	142
Shoes and Other Footwear	7	55	49	54	+ 5	+ 2	519
Dry Goods	7	66	63	65	+40	- 2	1,604
Electrical Goods	21	66	80	69	+31	- 1	6,503
Furniture and House Furnishings	11	55	49	53	+28	- 4	3,974
Groceries and Foods, except Farm Products	37	110	105	106	- 3	+ 1	7,328
Meats and Meat Products	5	162	149	169	+24	+ 7	280
Wines and Liquors	5	91	80	89	+17	+ 7	1,564
General Hardware	15	78	64	73	- 6	- 8	7,213
Industrial Supplies	13	78	72	73	- 5	- 6	2,668
Plumbing and Heating Supplies	9	79	75	79	+30	- 8	1,819
Lumber and Building Materials	12	83	82	86	+21	+23	1,327
Machinery, Eqpt., and Supplies, except Electrical	7	103	84	43	+43	-27	427
Metals	4	87	71	97	-13	+13	551
Tobacco and Its Products	12	103	95	103	+11	- 1	1,283

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.)

3-34506

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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
JULY 1942

Sales of wholesalers advanced 9 percent in July 1942 over the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. The gain reported in June of this year as compared with June 1941 was 11 percent. An increase of 5 percent occurred between June and July of 1942 as against the increase of 7 percent recorded between these months in 1941. Sales for the first seven months of 1942 were 21 percent above the corresponding period of 1941.

Twenty-six of the 35 trades for which separate data was presented in this report showed increases in sales for July of this year compared with July 1941, seven showed decreases, and two (chemicals, and machinery, equipment, and supplies) remained at approximately the same level. Non-durable lines enjoyed the most substantial increases in dollar volume for July of this year compared with the same month of last year. Sales of full-line wholesalers of groceries and foods advanced 16 percent; meats and meat products, 50 percent; dry goods, 15 percent; shoes and other footwear, 14 percent; drugs and sundries (liquor excluded), 12 percent; tobacco and its products, 11 percent; and confectionery, 30 percent. Dollar volume for wholesalers of paper and its products, however, dropped 14 percent; for paints and varnishes, 8 percent. With the exception of the 22 percent increase shown for jewelry wholesalers and the 11 percent gain for wholesalers of industrial supplies, the durable goods trades for which separate statistics are presented in this report recorded sales losses or only slight gains for July 1942 compared with July 1941. Sales of metals wholesalers dropped 17 percent; electrical goods, 16 percent; furniture and house furnishings, 10 percent; and automotive supplies, 8 percent. Dollar sales of plumbing and heating supplies wholesalers and of lumber and building materials wholesalers gained 4 percent and 3 percent, respectively.

Inventories, in terms of dollars based on cost values, at the close of July were down 3 percent compared with June, the fourth consecutive month since December 1940 when inventories at the end of the month were lower than those at the beginning. Inventories at the close of July 1942 were at approximately the same level as inventories for the same date last year, continuing the trend in evidence since the first of the year, when inventories fell off each month on the basis of a comparison with the same month of the previous year.

The stock-sales ratio for wholesalers at the close of July 1942 was 131 as against 137 for July 1941, and 141 for June 1942. Of the 31 trades for which stock-sales ratios are shown, 18 registered a decrease in their ratios for July 1942 compared with those for July 1941, and 13 showed increases. Wholesalers of industrial supplies, with an 11 percent increase in sales and a 4 percent decrease in inventories, registered a stock-sales ratio of 140 for July 1942 as compared with 168 for July a year ago. Meat and meat products wholesalers, with a sales gain of 50 percent and a 6 percent decrease in inventories, recorded a stock-sales ratio of 37 for July of this year as against a ratio of 54 for July 1941. Wholesalers of plumbing and heating supplies and of machinery, equipment, and supplies also showed appreciable decreases in stock-sales ratios at the close of July compared with a year ago. Substantial increases in stock-sales ratios, however, were shown for wholesalers of industrial chemicals, paints and varnishes, and paper and its products on the basis of a comparison with July 1941.

Collections on accounts receivable were up more than 12 percent for July 1942 compared with July 1941, and 3 percent compared with June 1942. The collection ratio for July of this year was 90; for July of last year, 80; and for June 1942, 87. Accounts receivable were slightly greater on July 1, 1942 than on July 1, 1941. Accounts receivable were 3 percent less on July 1, 1942 than at the beginning of June 1942.

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

WHOLESALERS' SALES AND INVENTORIES
JULY 1942

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 1942 vs. July 1941	Percent change: July 1942 vs. June 1942	July 1942 (Add 000)	Percent change from 7 mos. 1941	Seven months 1942 (Add 000)	Number of firms reporting stocks	Percent change: July 1942 vs. July 1941	Percent change: July 1942 vs. June 1942	July 31, 1942 (Add 000)	July 1942	July 1941	June 1942
UNITED STATES	2,739	+ 9	+ 5	$312,655	+21	$2,534,785	1,625	+ b	- 3	$219,019	131	137	141
Automotive Supplies	205	- 8	+ 4	4,097	+ 6	34,043	101	- 4	- 3	4,273	211	198	233
Chemicals (industrial)	19	- b	- 1	997	+20	13,633	13	+45	+ 3	758	102	72	101
Paints and Varnishes	29	- 8	-13	712	+25	21,474	16	+16	+ 4	1,190	215	167	175
Clothing and Furnishings, except Shoes	45	+ 9	+ 7	2,401	+21	23,772	25	+17	+ 4	1,570	220	215	240
Shoes and Other Footwear	32	+14	+24	18,186	+26	117,276	19	+16	- 8	7,149	87	83	120
Coal	7	+16	- 2	1,241	+25	11,917	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	121	+12	+ 4	20,359	+16	154,651	37	+18	+ b	8,577	193	187	205
Dry Goods	100	+15	+12	16,196	+36	118,864	54	+23	+ 3	27,160	236	225	259
Electrical Goods	317	-16	- 4	29,357	+ 4	257,819	271	-17	- 8	25,370	91	92	96
Dairy and Poultry Products	27	+30	+12	2,342	+29	17,220	13	-14	- 3	218	36	53	45
Fresh Fruits and Vegetables	86	+16	- 5	6,215	+24	42,018	58	+17	- 9	486	17	18	19
Farm Supplies	9	+37	+ 3	341	+52	7,265	c	c	c	c	c	c	c
Furniture and House Furnishings	61	-10	-15	4,379	+24	66,770	33	- 6	- 1	6,988	252	250	209
Groceries and Foods, except Farm Products	596	+14	+13	57,793	+16	467,400	354	+ 2	- 5	44,342	127	142	150
Full-line Wholesalers[d]	322	+16	+15	24,791	+16	186,701	183	- 3	- 6	19,332	125	149	154
Voluntary-group Wholesalers	145	+12	+11	20,583	+14	167,956	101	+ 4	- 6	16,601	149	160	178
Retailer-cooperative Warehouses	21	+ 8	+18	3,755	+15	30,081	12	+ 2	- b	2,904	114	119	135
Specialty Lines	108	+16	+ 9	8,664	+21	82,682	58	+15	+ 1	5,505	93	96	98
Confectionery	36	+30	+11	615	+29	5,497	19	+11	- 2	290	74	91	86
Meats and Meat Products	94	+50	+11	39,834	+58	247,489	68	- 6	-12	5,669	37	54	47
Beer	51	+17	+13	1,472	+25	8,011	39	- 4	-16	304	25	31	34
Wines and Liquors	32	+21	+19	5,733	+22	44,591	23	+15	+ 6	8,885	171	182	193
Liquor Department of Other Trades[e]	35	+63	+21	6,201	+39	40,609	c	c	c	c	c	c	c
Total Hardware Group	354	+ 1	- 3	38,355	+23	375,512	229	- 9	- 3	48,035	182	199	181
General Hardware	132	- 4	- 4	20,004	+20	208,859	85	-10	- 2	32,190	223	228	218
Industrial Supplies	113	+11	+ 1	11,923	+28	114,937	76	- 4	- 3	11,720	140	168	143
Plumbing and Heating Supplies	109	+ 4	- 6	6,428	+22	51,716	68	-17	- 7	4,125	116	138	119
Jewelry	33	+22	+11	1,662	+17	14,419	20	- 9	- 3	2,536	240	324	293
Optical Goods	16	+ 3	+ b	257	+12	2,376	6	+ 9	+ 1	122	144	137	142
Lumber and Building Materials	47	+ 3	- 3	5,194	+18	35,565	32	- 6	- 5	3,370	86	95	87
Machinery, Eqpt., and Supplies, except Electrical	61	+ b	- 4	3,680	+16	31,691	40	-10	- 3	4,100	151	168	150
Surgical Equipment and Supplies	21	+ 3	- 1	350	+29	9,119	9	+12	+ 2	300	217	186	212
Metals	28	-17	- b	3,597	- 9	42,408	17	-13	- 5	3,380	138	128	148
Paper and Its Products	98	-14	- 6	6,299	+20	57,671	49	+19	- 1	6,616	192	145	181
Petroleum	12	+ 3	- b	20,179	+21	144,710	7	+43	- 2	1,135	96	54	94
Tobacco and Its Products	128	+11	+ 2	11,830	+11	102,757	43	+ 8	- 2	1,973	47	48	49
Leather and Shoe Findings	14	+21	+ 1	308	+45	2,373	c	c	c	c	c	c	c
Miscellaneous	25	+ 7	+ 9	2,473	+17	17,865	30	+33	+ 2	4,223	192	154	196

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.

3-35091

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
JULY 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		July 1942	July 1941	June 1942	July 1942 vs. July 1941	July 1942 vs. June 1942	July 1, 1942 (Add 000)
UNITED STATES	2,182	90	80	87	+ 1	- 3	$251,662
Automotive Supplies	156	79	65	77	-20	- 3	3,437
Chemicals (industrial)	19	83	76	77	- 6	- 4	1,189
Paints and Varnishes	28	56	50	52	-16	-11	1,374
Clothing and Furnishings, except Shoes	41	55	51	58	+10	-16	4,360
Shoes and Other Footwear	29	57	45	64	+12	-13	10,347
Coal	7	85	80	91	+ 8	-11	1,490
Drugs and Sundries (liquor excluded)	50	87	77	87	+ 2	- 1	6,937
Dry Goods	89	54	48	55	+14	- 3	25,289
Electrical Goods	293	71	78	70	+ b	- 3	41,210
Dairy and Poultry Products	20	157	136	156	+ 9	+ 2	1,052
Fresh Fruits and Vegetables	66	210	174	195	+ 4	- 3	1,356
Farm Supplies	6	86	74	88	+ 6	-51	432
Furniture and House Furnishings	51	57	51	58	- 4	-13	8,423
Groceries and Foods, except Farm Products	448	125	104	117	- 7	+ 1	34,027
Full-line Wholesalers	225	119	99	112	- 7	+ 3	13,321
Voluntary-group Wholesalers	118	125	102	117	-11	+ b	12,785
Retailer-cooperative Warehouses	18	214	170	185	- 9	+ 7	1,479
Specialty Lines	87	117	103	109	+ 7	- 3	6,442
Confectionery	18	87	69	80	+ 8	- 2	435
Meats and Meat Products	82	193	176	176	+43	+ 7	19,569
Beer	17	189	180	146	+ 1	- 5	175
Wines and Liquors	28	106	95	102	- b	+ 6	4,161
Total Hardware Group	334	76	64	76	- 5	- 2	49,066
General Hardware	126	73	59	74	-12	- 4	27,143
Industrial Supplies	102	84	79	82	+ 6	+ 1	12,686
Plumbing and Heating Supplies	106	70	65	71	+ 7	- 2	9,237
Jewelry	26	47	32	37	-19	- 3	3,122
Optical Goods	14	77	67	73	- 9	- 3	270
Lumber and Building Materials	46	84	78	86	+ 7	- 3	6,441
Machinery, Equipment and Supplies, except Electrical	53	68	60	72	- 2	- 1	4,877
Surgical Equipment and Supplies	20	53	48	51	+ 3	- 4	606
Metals	27	112	105	114	-23	+ 7	3,239
Paper and Its Products	84	67	62	69	- 8	- 6	9,071
Petroleum	9	136	132	133	-17	-13	979
Tobacco and Its Products	85	138	136	133	+10	+ 4	6,351
Leather and Shoe Findings	12	69	52	72	- 1	- 2	298
Miscellaneous	24	84	75	76	+ 7	+ 1	2,079

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

3-3509

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1942

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 1942 vs. July 1941	Percent change: July 1942 vs. June 1942	July 1942 (Add 000)	Percent change from 7 mos. 1941	Seven months 1942 (Add 000)	Number of firms reporting stocks	Percent change: July 1942 vs. July 1941	Percent change: July 1942 vs. June 1942	July 31, 1942 (Add 000)	July 1942	July 1941	June 1942
New England	168	- 1	+ 3	$15,822	+ 9	$119,799	106	- 1	- 4	$9,350	93	91	100
Automotive Supplies	6	-30	+39	39	-23	283	b	b	b	b	b	b	b
Electrical Goods	30	-27	- 6	2,002	- 1	17,452	25	-20	- 8	1,844	95	88	97
Fresh Fruits and Vegetables	6	+19	+13	450	+ 9	2,876	6	-35	-64	15	3	6	11
Groceries and Foods, except Farm Products	19	+10	+ 8	2,401	+17	16,050	8	+ 6	- c	813	117	130	141
Meats and Meat Products	9	+18	+ 3	3,524	+12	23,349	9	-14	- 4	1,018	29	40	31
Wines and Liquors	5	- 8	+20	489	+ 6	4,506	5	+20	- 5	761	156	118	197
General Hardware	5	+ 1	-24	236	+31	2,073	b	b	b	b	b	b	b
Industrial Supplies	11	+18	+10	932	+17	7,214	8	+15	- 1	1,224	160	163	179
Plumbing and Heating Supplies	10	-40	+22	143	-14	1,527	7	- 8	- 8	289	301	169	364
Optical Goods	4	-18	- 6	32	+ 4	297	b	b	b	b	b	b	b
Metals	5	-19	+ 9	407	-11	2,641	b	b	b	b	b	b	b
Tobacco and Its Products	14	- c	+ 5	2,032	- 1	12,617	4	+17	- 3	152	38	31	42
Middle Atlantic	575	+11	+ 2	64,559	+22	547,185	331	- c	- 2	39,581	125	131	130
Automotive Supplies	21	-21	+ 6	419	- 9	4,434	14	- 3	- 7	756	285	252	320
Chemicals (industrial)	4	-23	- 7	151	+25	4,802	b	b	b	b	b	b	b
Paints and Varnishes	4	-13	- 2	41	+ 3	336	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	18	+ 4	+ 1	1,718	+19	18,052	8	+ 9	+ 3	763	238	272	231
Shoes and Other Footwear	8	+15	+25	558	+19	4,486	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	20	+ 4	+ 5	3,959	+ 8	29,688	9	+15	+ 1	1,379	137	123	140
Dry Goods	40	+ 2	+ 3	4,554	+35	38,203	19	+18	+ 2	5,079	261	230	256
Electrical Goods	70	- 1	+ 3	7,302	+12	56,242	60	-10	- 6	5,254	74	83	82
Dairy and Poultry Products	4	+28	+10	620	+23	7,034	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	14	+ 8	-10	2,664	+13	14,825	9	+28	- 4	46	8	8	9
Furniture and House Furnishings	22	-14	-14	1,223	+22	14,519	13	-16	+ 4	2,103	310	274	196
Groceries and Foods, except Farm Products	87	+13	+13	9,818	+16	82,942	39	+ 1	- 8	4,317	122	137	145
Confectionery	4	- 2	+ 7	46	+14	586	b	b	b	b	b	b	b
Meats and Meat Products	28	+56	- 4	10,246	+79	67,387	24	+ 7	- 7	1,377	48	62	59
Beer	8	+ 8	+14	217	+16	1,129	5	0	-23	24	16	17	25
General Hardware	32	+ 7	- 8	3,085	+22	26,259	18	+ c	- 2	3,875	216	222	212
Industrial Supplies	38	+21	- 2	3,252	+38	31,426	27	- 1	- 2	2,656	108	126	105
Plumbing and Heating Supplies	43	-12	-13	1,732	+22	15,980	27	-20	- 6	1,560	112	128	97
Jewelry	11	+23	+20	663	+15	4,167	9	-16	-10	1,183	208	308	288
Optical Goods	7	- 3	0	134	+12	1,186	b	b	b	b	b	b	b
Lumber and Building Materials	6	-13	-10	1,142	+ 8	8,691	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	5	- 4	-24	278	+31	3,691	b	b	b	b	b	b	b
Paper and Its Products	29	-14	- 9	2,564	+24	23,785	15	+18	- 1	3,184	175	134	169
Petroleum	4	-25	-11	580	+ 7	4,483	b	b	b	b	b	b	b
Tobacco and Its Products	26	+ 5	+ 5	2,143	+ 9	35,357	10	+ 2	- 6	461	39	39	42
East North Central	517	+ 1	+ 3	47,404	+17	400,565	327	- 5	+ 4	38,490	124	130	134
Automotive Supplies	58	-11	+ 9	985	+13	7,487	38	+ 2	+ 1	1,563	226	190	245
Chemicals (industrial)	4	+17	+ 4	416	+30	3,025	b	b	b	b	b	b	b
Paints and Varnishes	12	-20	-24	320	+ 3	2,850	7	+24	+12	575	219	139	147
Clothing and Furnishings, except Shoes	9	+18	+13	258	+28	2,362	6	+31	- 5	397	256	205	320
Drugs and Sundries (liquor excluded)	22	+10	+ 4	3,503	+18	26,931	8	+21	- 1	1,276	195	184	211
Dry Goods	7	+16	+14	811	+33	6,418	4	+10	+ 1	1,722	226	238	258
Electrical Goods	57	-29	- 6	5,250	- 1	52,349	47	-19	- 9	4,788	99	86	102
Fresh Fruits and Vegetables	16	+23	+ c	787	+18	5,244	11	+18	-15	80	21	22	24
Furniture and House Furnishings	5	-20	-32	347	+24	4,530	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	100	+ 8	+11	10,088	+14	83,187	68	+ 1	- 2	7,935	128	136	145
Confectionery	8	+40	+ 6	118	+27	790	4	+18	- 2	53	87	107	100
Meats and Meat Products	19	+56	+17	6.454	+59	38,619	15	-12	-20	1,981	35	63	52
Beer	18	+18	+12	578	+28	3,142	16	-10	-14	114	21	28	28
Wines and Liquors	6	+13	- 6	407	+32	2,602	4	+33	- 4	481	195	183	183
General Hardware	19	-14	- 7	4,315	+21	44,295	15	-17	- 5	8,915	219	229	215
Industrial Supplies	18	+27	+ 8	1,523	+38	26,904	11	+ c	- 5	652	127	164	142

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1942

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 1942 (Add 000)	Percent change from 7 mos. 1941	Seven months 1942 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1942 (Add 000)	July 1942	July 1941	June 1942
		July 1942 vs. July 1941	July 1942 vs. June 1942					July 1942 vs. July 1941	July 1942 vs. June 1942				
East North Central (continued)													
Plumbing and Heating Supplies	13	- 8	+17	$610	+ 8	$ 5,091	9	-25	-11	$ 554	159	182	206
Jewelry	11	+13	+ 4	684	+10	5,167	5	+ 1	+ 3	991	271	308	295
Lumber and Building Materials	9	- 1	+ 3	633	+ 9	3,907	6	- c	- 4	464	112	119	112
Machinery, Eqpt., and Supplies, except Electrical	10	+ 7	- 8	640	+31	5,240	8	+13	- 3	446	104	92	91
Surgical Eqpt., and Supplies	4	- 7	+ 3	87	+37	3,099	b	b	b	b	b	b	b
Metals	10	-32	+ 6	1,085	-22	12,090	7	-18	- 6	1,292	170	129	200
Paper and Its Products	23	-27	-11	1,723	+ 9	16,385	10	+26	- 2	1,135	174	115	154
Tobacco and Its Products	34	+13	+ 2	3,502	+13	21,787	11	+ 7	- 3	626	48	49	49
Leather and Shoe Findings	5	+24	- 2	105	+41	764	b	b	b	b	b	b	b
West North Central	288	+ 4	+ 8	28,093	+19	266,897	186	+ 9	+ c	34,465	170	157	187
Automotive Supplies	24	+14	- c	665	+23	5,323	10	-27	- 5	362	151	208	173
Drugs and Sundries (liquor excluded)	13	+ 8	- c	2,545	+15	19,677	4	+19	- 3	1,309	196	177	205
Dry Goods	8	+20	+16	6,053	+38	37,951	7	+30	+ 7	13,288	224	207	243
Electrical Goods	33	-46	-14	1,616	-15	18,881	29	-26	- 8	2,205	158	113	150
Fresh Fruits and Vegetables	9	+23	+11	653	+24	3,580	6	+30	+ 5	107	27	27	29
Furniture and House Furnishings	5	-32	-26	216	+23	23,089	4	- 7	- 1	756	390	278	296
Groceries and Foods, except Farm Products	68	+11	+13	5,903	+10	46,559	48	+ 9	- 5	8,374	168	170	201
Beer	8	+ 8	+26	172	+23	1,136	7	+13	+ 6	35	20	20	24
General Hardware	11	-12	-12	1,778	+22	35,457	10	-15	+ 8	3,246	215	212	171
Industrial Supplies	10	+15	+ c	634	+36	4,784	b	b	b	b	b	b	b
Plumbing and Heating Supplies	11	- 4	+ 6	738	+17	4,916	5	-34	- 6	261	85	135	119
Jewelry	5	+30	+16	125	+21	905	b	b	b	b	b	b	b
Lumber and Building Materials	5	+32	+32	231	+19	3,930	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	9	+13	+ 1	448	+49	3,032	7	+ 3	-14	329	75	84	90
Paper and Its Products	12	+ 3	- 3	316	+25	2,312	7	+22	+ 1	531	320	285	305
Tobacco and Its Products	13	+11	+ 4	590	+11	7,225	6	+13	+ 4	155	58	56	60
South Atlantic	380	+11	+ 2	28,330	+19	208,799	203	- 2	- 4	20,029	117	132	123
Automotive Supplies	17	-22	- 3	345	+11	4,095	5	- 8	- 1	119	205	185	226
Paints and Varnishes	4	+18	+ 2	170	+22	1,182	4	0	- 4	191	112	133	119
Clothing and Furnishings, except Shoes	6	+15	+16	145	+15	935	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+31	+34	1,738	+20	11,401	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	23	+17	+ 7	2,429	+11	16,022	5	+24	+ 2	1,239	192	190	201
Dry Goods	10	+30	+19	1,342	+39	8,805	6	+31	- 5	1,985	274	281	339
Electrical Goods	44	- 4	-14	4,355	+13	39,443	41	-26	-10	3,358	79	104	76
Fresh Fruits and Vegetables	14	+20	-16	453	+30	3,131	8	+18	- 6	59	20	20	18
Furniture and House Furnishings	7	-24	-36	271	+28	3,205	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	104	+18	+ 9	6,762	+21	45,453	47	- 6	- 6	3,809	111	137	125
Confectionery	12	+23	+12	265	+31	1,711	9	+ 4	- 7	100	60	76	73
Meats and Meat Products	10	+11	+ c	978	+33	6,532	7	- 5	-13	367	39	45	44
Beer	4	+44	- 1	271	+41	1,474	b	b	b	b	b	b	b
Wines and Liquors	4	+22	- 8	421	+22	4,091	b	b	b	b	b	b	b
General Hardware	20	- c	+ 3	1,839	+18	15,246	11	-19	- 1	1,956	208	240	226
Industrial Supplies	13	- 7	- 4	917	+15	7,613	8	- 9	+ 1	644	114	120	115
Plumbing and Heating Supplies	17	+ 5	+ c	1,363	+28	9,576	14	- 7	- 8	1,171	100	127	110
Lumber and Building Materials	5	+52	-17	538	+40	2,323	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	10	-10	+ 3	341	+ 1	2,283	6	- 4	- 1	562	223	190	202
Paper and Its Products	11	-13	- 4	490	+20	4,882	5	+27	+ 1	529	212	129	196
Tobacco and Its Products	13	+21	+ 6	1,513	+22	9,697	4	+23	- 3	224	38	40	42

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change, July 1942 vs. July 1941	SALES—CURRENT MONTH: Percent change, July 1942 vs. June 1942	SALES—CURRENT MONTH: July 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 7 mos. 1941	SALES—YEAR-TO-DATE: Seven months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change, July 1942 vs. July 1941	INVENTORY—END-OF-MONTH (At Cost): Percent change, July 1942 vs. June 1942	INVENTORY—END-OF-MONTH (At Cost): July 31, 1942 (Add 000)	STOCK-SALES RATIOS[a]: July 1942	STOCK-SALES RATIOS[a]: July 1941	STOCK-SALES RATIOS[a]: June 1942
East South Central	162	+11	+ 9	$12,283	+20	$95,617	92	- 5	- c	$10,444	148	162	155
Automotive Supplies	5	+30	+21	219	-15	883	4	-28	- 1	219	105	194	131
Drugs and Sundries (liquor excluded)	10	+20	+ 7	1,508	+17	11,668	b	b	b	b	b	b	b
Dry Goods	12	+18	+22	1,141	+26	7,823	7	+19	+ 8	2,018	256	249	279
Electrical Goods	15	-23	- 5	877	-12	7,926	12	-45	- 9	628	75	105	79
Groceries and Foods, except Farm Products	45	+20	+17	3,843	+18	24,373	24	- 4	- 4	3,274	135	169	162
Wines and Liquors	6	+37	+10	650	+42	4,252	5	+25	+ 7	593	96	108	98
General Hardware	10	-15	- 6	1,271	+28	17,016	5	-26	- 1	1,584	171	179	156
Industrial Supplies	4	+23	+ 5	297	+44	2,696	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	7	- c	+ 9	287	+17	2,100	5	+14	- b	378	181	150	206
Paper and Its Products	4	+ 2	+11	251	+19	1,764	b	b	b	b	b	b	b
West South Central	246	+11	+ 7	22,753	+18	174,398	154	- 3	- 5	24,550	153	178	170
Drugs and Sundries (liquor excluded)	17	+20	+ 7	2,270	+19	16,766	8	+15	+ 1	2,940	242	256	263
Dry Goods	7	+17	+30	903	+29	5,731	6	+22	- 9	1,603	228	230	323
Electrical Goods	29	-22	- 1	1,950	+ 2	17,380	22	-18	- 9	1,661	95	92	104
Fresh Fruits and Vegetables	4	+ 3	-21	322	+53	2,540	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	106	+23	+15	9,525	+20	68,083	70	+ 1	- 3	8,245	127	156	151
Liquor Department of Other Trades[d]	9	+54	+28	852	+24	4,675	4	- 4	- 6	640	239	381	356
General Hardware	15	+ 8	+ c	1,760	+17	18,781	11	-13	- 6	3,361	223	282	245
Industrial Supplies	9	-12	- 8	2,227	+14	16,205	7	- 7	- 3	3,199	197	230	177
Machinery, Eqpt., and Supplies, except Electrical	6	-39	-24	429	-13	5,388	b	b	b	b	b	b	b
Surgical Eqpt., and Supplies	5	+11	+ 4	79	+17	595	b	b	b	b	b	b	b
Paper and Its Products	5	+26	+21	287	+40	1,913	b	b	b	b	b	b	b
Tobacco and Its Products	9	- 1	- 4	348	+ 6	2,370	b	b	b	b	b	b	b
Mountain	115	+11	+ 8	8,930	+16	67,477	78	- 4	- 4	8,865	137	160	154
Automotive Supplies	16	+ 3	+11	302	+11	2,801	8	-11	+ 2	311	259	261	305
Dry Goods	4	+26	+ 5	487	+23	3,175	b	b	b	b	b	b	b
Electrical Goods	12	- 7	+ 6	881	- 5	7,157	9	-19	- 6	708	88	104	99
Groceries and Foods, except Farm Products	30	+ 7	+14	1,974	+ 7	13,348	26	- 5	- 8	3,046	162	182	201
Meats and Meat Products	4	+32	+ 8	314	+88	4,910	b	b	b	b	b	b	b
General Hardware	6	-15	- 3	747	- c	5,609	4	-18	- 5	707	230	246	199
Lumber and Building Materials	4	+37	+ 9	1,281	+33	7,656	4	+ 1	- 6	1,057	83	112	96
Tobacco and Its Products	4	+ 7	+ 1	103	+20	1,681	b	b	b	b	b	b	b
Pacific	276	+12	+ 4	37,984	+22	341,355	147	+ 6	- 4	30,806	132	135	145
Automotive Supplies	53	-15	- 4	983	+ 3	7,338	15	+19	- 3	713	248	159	244
Shoes and Other Footwear	7	+23	+ 9	304	+21	1,790	5	-13	- 6	388	132	188	161
Dry Goods	9	+31	+11	865	+55	8,413	b	b	b	b	b	b	b
Electrical Goods	27	- 5	+ c	5,124	+15	40,989	26	+ 3	-10	4,924	98	89	108
Furniture and House Furnishings	13	+ 4	- 8	1,744	+37	14,763	8	+ 9	- 7	2,584	206	240	222
Groceries and Foods, except Farm Products	37	+13	+15	7,479	+17	67,407	24	+12	- 6	4,529	84	86	105
Meats and Meat Products	8	+35	+15	1,505	+31	9,367	6	+41	+ 2	215	29	28	30
Wines and Liquors	4	+29	+19	1,833	+30	11,925	b	b	b	b	b	b	b
General Hardware	14	+ 1	+ 2	4,973	+17	44,123	8	+ 7	- 3	7,920	248	225	258
Industrial Supplies	10	+19	+10	2,141	+21	17,496	8	-17	- 8	2,468	127	182	151
Plumbing and Heating Supplies	8	+50	-16	1,531	+32	11,249	b	b	b	b	b	b	b
Lumber and Building Materials	12	-26	- 9	914	+14	7,624	9	-28	-12	737	95	102	94
Machinery, Eqpt., and Supplies, except Electrical	7	+14	- 8	349	+33	4,435	b	b	b	b	b	b	b
Metals	4	+12	+ 1	717	+17	5,159	b	b	b	b	b	b	b
Paper and Its Products	5	+52	+ 9	349	+44	3,457	b	b	b	b	b	b	b
Tobacco and Its Products	12	+28	- 4	1,447	+23	10,782	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.

States Comprising Geographic Divisions:

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
AUGUST 1942

Sales of wholesalers advanced only 2 percent in August 1942 over the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. The gain reported in July of this year as compared with July 1941 was 9 percent. A decrease of 2 percent occurred between July and August of 1942 as against the usual seasonal increase recorded between these months. Sales for the first eight months of 1942 were 18 percent above those for the corresponding period of 1941.

Twenty of the 35 trades for which separate data are presented in this report showed increases in sales for August of this year compared with August 1941, twelve showed decreases, and three were at approximately the same level. For the most part, the decreases were confined to the durable goods lines. In the non-durable goods trades, sales of full-line wholesalers of groceries and foods advanced 14 percent; meats and meat products, 24 percent; wines and liquors, 21 percent; tobacco and its products, 10 percent; shoes and other footwear, 8 percent; drugs and sundries (liquor excluded), 8 percent; and dry goods, 2 percent. Dollar volume for wholesalers of paper and its products, however, dropped 21 percent. With the exception of the 23 percent increase shown for wholesalers of surgical equipment and supplies and the 9 percent gain for jewelry wholesalers, the durable goods trades for which separate statistics are presented in this report recorded sales losses for August 1942 compared with August 1941, or a dollar volume of sales approximately equal for the two months. Sales of furniture and house furnishings wholesalers dropped 23 percent; electrical goods, 18 percent; metals, 15 percent; plumbing and heating supplies, 15 percent; automotive supplies, 10 percent; and lumber and building materials, 10 percent. Dollar sales of wholesalers of industrial supplies and of optical goods were at approximately the same level.

Inventories, in terms of dollars based on cost values, at the close of August dropped 4 percent compared with July, the fifth consecutive month when inventories at the end of the month were lower than those at the beginning. Inventories at the close of August 1942 were also 4 percent below those for the same date last year, the first decrease recorded since 1939, when inventories at the close of July of that year were slightly less than those at the end of July 1938.

The stock-sales ratio for wholesalers at the close of August 1942 was 127 as against 130 for August 1941, and 131 for July 1942. Of the 31 trades for which stock-sales ratios are shown, 20 registered a decrease in their ratios for August 1942 compared with those for August 1941, 10 showed increases, and one (shoes and other footwear) was the same. Full-line wholesalers of groceries and foods, with a 14 percent increase in sales and a 7 percent decrease in inventories, registered a stock-sales ratio of 123 for August 1942 as compared with 149 for August a year ago. General hardware wholesalers, with a sales loss of 6 percent and a 14 percent decrease in inventories, recorded a stock-sales ratio of 211 for August of this year as against a ratio of 220 for August 1941. Wholesalers of meat and meat products, of electrical goods, and of jewelry also showed decreases in stock-sales ratios at the close of August compared with a year ago. Substantial increases in stock-sales ratios, however, were shown for wholesalers of paper and its products, paints and varnishes, dry goods, and furniture and house furnishings, on the basis of a comparison with August 1941.

Collections on accounts receivable were up more than 14 percent for August 1942 compared with August 1941, but down slightly more than 3 percent compared with July 1942. The collection ratio for August of this year was 87; for August of last year, 76; and for July 1942, 90. Accounts receivable were 3 percent less on August 1, 1942 than on August 1, 1941. Accounts receivable on August 1, 1942 were at approximately the same level as recorded for the beginning of July 1942.

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.

3-35691

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

AUGUST 1942

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change Aug. 1942 vs. Aug. 1941	SALES—CURRENT MONTH: Percent change Aug. 1942 vs. July 1942	SALES—CURRENT MONTH: August 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 8 mos. 1941	SALES—YEAR-TO-DATE: Eight months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Aug. 1942 vs. Aug. 1941	INVENTORY—END-OF-MONTH (At Cost): Percent change Aug. 1942 vs. July 1942	INVENTORY—END-OF-MONTH (At Cost): August 31, 1942 (Add 000)	STOCK-SALES RATIOS[a]: August 1942	August 1941	July 1942
UNITED STATES	2,815	+ 2	- 2	$314,686	+18	$2,908,693	1,650	- 4	- 4	$215,834	127	130	131
Automotive Supplies	206	-10	+ 4	4,310	+ 4	38,825	98	- 7	- 3	4,471	200	194	207
Chemicals (industrial)	20	-10	- 7	1,477	+15	16,216	15	+35	- 5	916	76	42	72
Paints and Varnishes	62	+12	+ 2	3,664	+24	28,097	16	+13	- 6	1,319	202	168	234
Clothing and Furnishings, except Shoes	43	- 2	+33	2,517	+18	26,325	24	+10	- b	1,347	144	140	207
Shoes and Other Footwear	32	+ 8	- 5	17,298	+26	134,769	19	+ 8	-12	6,313	72	72	87
Coal	7	+14	+14	1,547	+24	13,464	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	126	+ 8	+ 1	20,889	+15	177,859	39	+14	+ 1	9,023	200	203	204
Dry Goods	98	+ 2	+15	18,135	+30	136,068	53	+20	- 5	24,025	193	160	231
Electrical Goods	330	-18	- 2	30,826	+ 1	292,934	287	-25	- 9	24,418	83	91	99
Dairy and Poultry Products	26	+42	+ 5	3,326	+33	21,776	13	-30	-14	1,031	54	122	63
Fresh Fruits and Vegetables	88	+17	-10	5,694	+24	49,082	55	+15	- 2	484	20	22	17
Farm Supplies	9	+22	+24	423	+50	7,688	c	c	c	c	c	c	c
Furniture and House Furnishings	63	-23	+ 4	4,827	+18	74,340	34	-15	- 5	7,848	218	202	249
Groceries and Foods, except Farm Products	605	+10	- 1	57,172	+16	539,963	357	- 1	- 3	44,346	133	147	135
Full-line Wholesalers[d]	320	+14	+ 1	27,050	+18	219,423	185	- 7	- 4	20,773	125	149	130
Voluntary-group Wholesalers	147	+ 8	- 3	20,524	+14	193,291	98	+ 5	- 2	17,136	163	165	158
Retailer-cooperative Warehouses	20	+ 1	- 4	3,857	+13	35,134	10	- 5	-10	2,832	112	115	120
Specialty Lines	118	+ 9	- 3	5,741	+20	92,115	64	+10	+ 1	3,575	109	110	104
Confectionery	36	+21	+ b	769	+28	6,556	19	+ 8	+ b	210	69	79	67
Meats and Meat Products	96	+24	-15	33,149	+53	282,160	71	- 6	- 3	5,759	40	50	37
Beer	51	+15	- 3	1,327	+23	9,513	39	+ 7	+20	326	33	34	25
Wines and Liquors	30	+21	- 9	5,375	+22	50,518	21	+10	+ 4	9,413	190	208	163
Liquor Department of Other Trades[e]	37	+27	-10	5,852	+38	46,883	c	c	c	c	c	c	c
Total Hardware Group	354	- 6	- 1	39,456	+19	427,004	224	-13	- 5	46,730	183	192	187
General Hardware	138	- 6	+ 1	23,921	+15	239,723	84	-14	- 6	33,113	211	220	222
Industrial Supplies	111	+ 1	- 3	9,981	+26	128,479	74	- 3	- 2	10,023	149	159	146
Plumbing and Heating Supplies	105	-15	- 5	5,554	+17	58,802	66	-23	- 4	3,589	117	120	108
Jewelry	32	+ 9	+29	1,992	+16	17,283	20	- 6	- 1	2,524	189	217	248
Optical Goods	18	+ 1	+ 7	289	+10	2,740	8	+11	+ 2	131	121	123	130
Lumber and Building Materials	49	-10	- 5	5,094	+14	41,691	34	- 9	- 2	3,379	88	91	85
Machinery, Mpt., and Supplies, except Electrical	64	-12	- 4	3,352	+13	35,469	44	- 8	- b	3,741	153	142	139
Surgical Equipment and Supplies	20	+23	+ 8	775	+27	10,969	13	+35	+ 3	956	143	144	159
Metals	30	-15	- 2	3,798	-10	47,040	16	-14	- 6	3,139	118	118	129
Paper and Its Products	97	-21	- 4	5,746	+14	63,860	43	+15	- 2	6,385	196	137	193
Petroleum	11	- 2	+ 4	20,788	+18	165,498	7	+25	- 4	1,090	85	60	96
Tobacco and Its Products	135	+10	- 3	12,119	+11	120,309	43	+ 2	- 3	1,780	46	49	46
Leather and Shoe Findings	14	+32	+ 4	314	+43	2,718	c	c	c	c	c	c	c
Miscellaneous	26	- 3	+ 4	2,586	+14	20,476	33	+24	- 3	4,700	160	128	175

[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.

3-35696

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
AUGUST 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		August 1942	August 1941	July 1942	August 1942 vs. August 1941	August 1942 vs. July 1942	August 1, 1942 (Add 000)
UNITED STATES	2,209	87	76	90	- 3	+ b	$257,215
Automotive Supplies	152	80	67	79	-22	- b	3,313
Chemicals (industrial)	20	84	75	85	- 7	- 5	1,765
Paints and Varnishes	29	52	48	54	-15	- 8	1,412
Clothing and Furnishings, except Shoes	40	61	59	60	+15	+ 4	3,051
Shoes and Other Footwear	29	49	35	56	+ 2	+17	12,076
Coal	7	82	101	89	+41	+ 9	1,720
Drugs and Sundries (liquor excluded)	53	86	74	88	+ 1	+ 3	7,672
Dry Goods	88	50	43	54	+ 8	+ 8	26,185
Electrical Goods	308	71	74	70	- 4	- 1	43,785
Dairy and Poultry Products	20	148	134	158	+22	+12	1,804
Fresh Fruits and Vegetables	69	162	145	174	+13	- 2	1,621
Farm Supplies	6	96	76	86	+14	-14	370
Furniture and House Furnishings	53	61	50	55	-14	-14	8,685
Groceries and Foods, except Farm Products	457	119	100	125	- 6	+ 5	35,865
Full-line Wholesalers	227	113	96	118	- 2	+ 6	16,757
Voluntary-group Wholesalers	120	124	101	129	-10	+ 3	13,304
Retailer-cooperative Warehouses	17	192	167	226	-12	+12	1,575
Specialty Lines	93	100	91	108	- 3	+ 3	4,227
Confectionery	17	88	71	90	- 2	- 2	323
Meats and Meat Products	84	172	162	194	+30	- 3	19,268
Beer	18	173	193	196	+21	+11	147
Wines and Liquors	24	103	83	98	- 6	- 6	4,412
Total Hardware Group	330	73	60	74	-12	- 2	48,904
General Hardware	128	71	54	72	-18	- 4	29,754
Industrial Supplies	100	82	75	82	+ 3	- 1	11,062
Plumbing and Heating Supplies	102	70	66	68	- 5	+ 1	8,088
Jewelry	25	46	31	51	-14	-18	2,171
Optical Goods	15	77	67	79	- 6	+ 2	256
Lumber and Building Materials	47	87	82	85	- 2	- 5	6,232
Machinery, Equipment and Supplies, except Electrical	55	81	80	79	+ 2	+ 2	4,035
Surgical Equipment and Supplies	19	58	59	62	+23	+ 1	1,237
Metals	29	118	99	115	-21	+ 1	3,353
Paper and Its Products	83	68	63	70	-14	- 5	7,494
Petroleum	8	148	128	150	-22	+ 1	822
Tobacco and Its Products	87	130	122	135	+ 4	- 2	6,640
Leather and Shoe Findings	12	72	47	73	- 8	- 7	271
Miscellaneous	25	77	75	82	+ 6	+ 9	2,328

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
AUGUST 1942

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 Aug. 1942 vs. Aug. 1941	Percent change Aug. 1942 vs. July 1942	August 1942 (Add 000)	Percent change from 8 mos. 1941	Eight months 1942 (Add 000)	Number of firms reporting stocks	Percent change Aug. 1942 vs. Aug. 1941	Percent change Aug. 1942 vs. July 1942	August 31, 1942 (Add 000)	August 1942	August 1941	July 1942
New England	173	- 4	+ 3	$16,978	+ 7	$138,286	110	+ 7	- b	$10,275	91	78	95
Electrical Goods	30	-33	- 3	2,073	- 6	19,901	25	-11	- 8	1,830	91	69	96
Fresh Fruits and Vegetables	7	+31	-15	404	+11	3,302	7	+86	+44	26	6	5	4
Groceries and Foods, except Farm Products	18	+13	- b	2,307	+16	18,389	7	+ 5	+ 3	711	126	133	113
Meats and Meat Products	9	+ b	+11	3,925	+10	27,274	9	-10	- 3	1,006	26	28	30
Wines and Liquors	6	+48	+33	803	+12	5,426	6	+44	+27	1,215	151	155	158
General Hardware	5	- 7	- 5	227	+26	2,300	c	c	c	c	c	c	c
Industrial Supplies	12	- 2	-10	883	+14	8,149	8	+13	+ 1	1,228	182	151	159
Plumbing and Heating Supplies	10	-50	- 7	124	-18	1,658	6	-15	- 3	192	256	130	251
Optical Goods	4	-28	0	34	- b	331	c	c	c	c	c	c	c
Metals	5	+20	+42	579	- 7	3,220	c	c	c	c	c	c	c
Paper and Its Products	8	-32	-12	271	+ 7	2,907	5	+13	+ 2	314	200	116	170
Tobacco and Its Products	13	- 4	- 6	1,757	- 2	14,374	c	c	c	c	c	c	c
Middle Atlantic	594	+ 1	- 6	62,749	+20	622,551	336	- 5	- 3	38,998	121	124	118
Automotive Supplies	24	-33	+ 1	528	-12	4,985	15	-10	- 4	921	256	189	273
Chemicals (industrial)	5	-21	-14	568	+15	5,878	4	+18	- 9	275	53	36	49
Paints and Varnishes	4	- 8	-12	36	+ 2	372	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes	14	- 1	+21	1,423	+17	19,475	7	+ 1	- 8	601	173	180	255
Shoes and Other Footwear	8	+ 1	+28	713	+16	5,179	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	20	+ 3	- 2	3,848	+ 8	33,774	9	+16	+ b	1,324	141	122	135
Dry Goods	41	+ 2	+15	4,299	+31	42,538	20	+19	- 3	3,213	187	154	219
Electrical Goods	69	+ 4	+ 2	7,748	+11	64,826	60	-22	- 9	5,228	69	93	78
Dairy and Poultry Products	7	+51	+ 2	1,897	+32	10,119	4	-32	-15	976	61	151	72
Fresh Fruits and Vegetables	18	+ 6	- 8	2,518	+12	17,368	9	+29	-10	44	12	10	10
Furniture and House Furnishings	22	-41	- 5	1,121	+13	15,838	11	-21	- 2	1,751	285	196	307
Groceries and Foods, except Farm Products	95	+ 5	- 7	9,919	+15	94,767	41	+ 5	+ b	5,127	133	133	126
Confectionery	4	- 2	- 7	43	+13	665	c	c	c	c	c	c	c
Meats and Meat Products	29	+30	-15	8,497	+72	76,045	24	+26	- 9	1,030	62	48	46
Beer	10	+23	+ 2	280	+17	1,455	5	+30	+24	26	18	20	14
General Hardware	31	- 2	+ 2	3,128	+19	29,460	17	- 6	- 8	3,475	206	204	218
Industrial Supplies	35	+19	- 1	3,157	+36	36,423	24	- 2	- b	2,522	102	126	106
Plumbing and Heating Supplies	43	-24	- 7	1,863	+14	18,255	28	-28	- 5	1,466	105	114	106
Jewelry	10	+11	+12	673	+14	4,879	8	- 1	+11	1,141	204	228	203
Optical Goods	7	- 8	+ 3	140	+ 9	1,358	c	c	c	c	c	c	c
Lumber and Building Materials	6	-26	- 7	1,058	+ 3	9,809	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	5	-17	+26	349	+25	4,158	c	c	c	c	c	c	c
Metals	5	-18	-18	1,007	- 6	19,359	c	c	c	c	c	c	c
Paper and Its Products	29	-20	- 3	2,305	+18	26,124	15	+13	- 1	2,951	193	145	182
Tobacco and Its Products	29	+10	- 7	2,226	+ 8	41,765	12	- 3	+ 1	479	42	45	39
East North Central	521	- b	- 2	47,777	+14	456,034	334	- 8	- 3	38,074	122	129	121
Automotive Supplies	56	- 5	+ 5	1,069	+10	8,672	34	- 8	- 2	1,478	199	204	210
Chemicals (industrial)	4	+ 3	- 5	395	+26	3,420	c	c	c	c	c	c	c
Paints and Varnishes	12	-17	+ 4	334	+ 1	3,184	7	+27	- 5	547	195	127	219
Clothing and Furnishings, except Shoes	8	-19	+14	286	+20	2,648	5	+31	+38	347	198	144	171
Drugs and Sundries (liquor excluded)	23	+ 6	- b	3,518	+16	30,847	9	+14	- 1	1,330	190	197	199
Dry Goods	8	+ 1	+17	1,098	+26	7,653	6	+15	- 9	2,213	209	183	270
Electrical Goods	59	-29	+ 1	5,176	- 5	58,461	50	-30	- 9	4,241	89	88	99
Dairy and Poultry Products	5	+12	-13	335	+22	2,519	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	16	+16	-23	621	+18	5,905	9	+49	+ 8	82	32	24	23
Furniture and House Furnishings	7	-21	+ 7	442	+18	5,037	5	-13	- 6	815	214	202	247
Groceries and Foods, except Farm Products	105	+11	+ 2	11,840	+14	97,650	71	- 2	- 1	8,369	128	140	131
Confectionery	7	+28	+ 4	114	+27	904	5	+ 5	0	64	79	92	84
Meats and Meat Products	23	+43	-15	6,448	+56	45,566	19	-15	+ 1	2,357	42	69	34
Beer	14	+13	- 3	369	+24	3,511	13	-16	+12	81	22	31	19
General Hardware	18	-11	- 5	3,989	+16	49,413	12	-19	- 2	8,012	224	247	216
Industrial Supplies	18	+ 1	- 4	1,098	+35	28,525	13	- 2	+ 1	703	141	139	128

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1942

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 Aug. 1942 vs. Aug. 1941	Percent change Aug. 1942 vs. July 1942	August 1942 (Add 000)	Percent change from 8 mos. 1941	Eight months 1942 (Add 000)	Number of firms reporting stocks	Percent change Aug. 1942 vs. Aug. 1941	Percent change Aug. 1942 vs. July 1942	August 31, 1942 (Add 000)	August 1942	August 1941	July 1942
East North Central (continued)													
Plumbing and Heating Supplies	12	-21	- 6	$546	+ 4	$5,637	8	-22	- 4	$433	148	132	141
Jewelry	11	+ 3	+38	885	+ 9	8,085	5	- 8	-11	1,014	180	208	301
Lumber and Building Materials	8	-19	- 8	504	+ 4	4,481	6	- b	- 2	455	118	111	112
Machinery, Eqpt., and Supplies, except Electrical	12	- 9	- 9	632	+25	5,942	10	+ 2	- 1	531	108	90	98
Surgical Eqpt., and Supplies	5	+40	+11	462	+37	3,956	4	+39	+ 6	447	99	100	103
Metals	9	-36	- 6	880	-23	13,296	6	-11	- b	1,130	200	129	185
Paper and Its Products	23	-31	- 5	1,387	+ 4	17,885	11	+17	- 6	1,249	169	103	172
Tobacco and Its Products	33	+10	- 1	3,427	+13	25,354	11	+ 7	- 3	638	46	48	48
Leather and Shoe Findings	4	+22	- 4	93	+39	857	c	c	c	c	c	c	c
West North Central	297	- 6	+ 3	30,908	+15	307,751	194	+ b	- 4	39,466	166	152	175
Automotive Supplies	24	+ b	+ 7	719	+20	6,079	9	- 9	-12	296	130	122	156
Shoes and Other Footwear	4	-21	-15	951	- 4	7,981	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	12	+ 8	+ 4	2,214	+14	22,023	c	c	c	c	c	c	c
Dry Goods	7	- 1	+ 7	6,444	+30	44,510	6	+24	- 3	12,740	203	163	224
Electrical Goods	34	-50	+ 4	1,874	-21	21,365	31	-32	- 9	2,207	131	95	151
Fresh Fruits and Vegetables	8	+27	- b	510	+24	4,094	6	+23	- 8	103	27	29	28
Furniture and House Furnishings	6	-34	+ 7	913	+15	26,075	5	-24	- 3	2,442	278	239	305
Groceries and Foods, except Farm Products	70	+ 9	- 1	6,094	+ 9	54,278	53	+15	- 1	9,133	171	162	169
General Hardware	14	- 7	- 3	3,608	+16	41,883	13	-21	- 8	6,982	206	239	219
Industrial Supplies	12	+20	+13	926	+32	5,907	6	+ 9	+ 1	711	136	183	165
Plumbing and Heating Supplies	10	- 5	+ 6	765	+13	5,681	4	-28	+ 7	263	98	107	83
Jewelry	5	+20	+46	183	+21	1,088	4	-25	- 9	208	198	326	323
Lumber and Building Materials	6	-18	-21	235	+19	4,858	c	c	c	c	c	c	c
Paper and Its Products	10	-13	- 4	263	+19	2,575	5	+34	+ 3	320	288	185	254
Tobacco and Its Products	16	+ 9	- 1	824	+11	8,616	6	+ 5	+ 1	157	61	62	58
Leather and Shoe Findings	4	+26	- 7	67	+41	630	c	c	c	c	c	c	c
South Atlantic	388	+ 3	- b	28,466	+17	259,409	211	- 7	- 4	19,757	118	127	119
Automotive Supplies	18	- 3	+20	352	+10	4,447	5	- 4	- 2	241	203	221	242
Clothing and Furnishings, except Shoes	6	+ 3	+44	209	+13	1,144	c	c	c	c	c	c	c
Shoes and Other Footwear	5	+14	+21	2,100	+19	13,501	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	25	+15	+ 1	2,702	+11	18,816	6	+23	+ 2	1,415	188	204	188
Dry Goods	9	+ 5	+32	1,736	+32	10,541	6	+26	-10	1,781	198	161	274
Electrical Goods	51	-17	-14	4,205	+ 9	44,407	47	-32	- 3	3,465	85	104	75
Dairy and Poultry Products	4	+ 6	+12	56	+25	878	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	13	+28	- 1	437	+30	3,568	8	+ 7	-14	49	16	20	19
Furniture and House Furnishings	7	-24	+18	319	+21	3,524	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	107	+15	- 2	6,530	+20	52,496	49	-13	- 1	3,853	120	156	119
Confectionery	13	+21	- 3	261	+30	1,972	8	+ 4	- 2	93	61	77	60
Meats and Meat Products	10	+15	- 7	871	+31	7,454	7	-20	- 8	332	39	56	40
Beer	5	+23	- 3	256	+37	1,798	c	c	c	c	c	c	c
General Hardware	20	- 4	+ 6	1,943	+15	17,259	10	-25	-11	1,662	189	229	213
Industrial Supplies	13	-12	+ 3	918	+10	8,674	8	- 7	-10	793	158	139	161
Plumbing and Heating Supplies	17	-24	-24	950	+20	10,551	14	-14	- b	998	128	126	95
Lumber and Building Materials	5	+21	- 5	518	+35	2,855	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	10	-19	- 2	335	- 2	2,618	c	c	c	c	c	c	c
Metals	4	-40	-10	154	-28	1,388	c	c	c	c	c	c	c
Paper and Its Products	12	-18	- 3	609	+14	5,491	5	+24	- 7	491	172	109	212
Tobacco and Its Products	11	+13	- b	1,269	+21	11,026	4	+ 8	+10	180	38	39	33

(Continued on Next Page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change Aug. 1942 vs. Aug. 1941	SALES—CURRENT MONTH: Percent change Aug. 1942 vs. July 1942	SALES—CURRENT MONTH: August 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 8 mos. 1941	SALES—YEAR-TO-DATE: Eight months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Aug. 1942 vs. Aug. 1941	INVENTORY—END-OF-MONTH (At Cost): Percent change Aug. 1942 vs. July 1942	INVENTORY—END-OF-MONTH (At Cost): August 31, 1942 (Add 000)	STOCK-SALES RATIOS[a]: Aug. 1942	STOCK-SALES RATIOS[a]: Aug. 1941	STOCK-SALES RATIOS[a]: July 1942
East South Central	165	- b	+ 6	$14,453	+16	$112,210	92	-12	- 6	$10,313	122	131	144
Automotive Supplies	5	-29	-34	145	-16	1,056	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	12	+12	+ 1	1,820	+16	13,759	c	c	c	c	c	c	c
Dry Goods	11	+ 2	+42	1,685	+21	9,650	5	+22	- 6	1,797	158	125	242
Electrical Goods	15	-34	+ 2	981	-16	9,175	12	-53	-10	574	61	83	69
Fresh Fruits and Vegetables	9	+33	+ 4	189	+31	1,508	4	+50	0	3	7	6	7
Groceries and Foods, except Farm Products	42	+12	+ 5	3,915	+17	28,543	22	-13	- 4	3,001	115	150	132
Wines and Liquors	6	+45	- 1	659	+42	4,911	4	+20	+ 4	550	96	114	90
General Hardware	13	- 9	+13	2,397	+21	20,257	7	-32	-15	1,753	134	165	181
Industrial Supplies	5	- 6	-27	296	+37	2,992	c	c	c	c	c	c	c
Lumber and Building Materials	4	-15	-11	316	- 1	827	c	c	c	c	c	c	c
Paper and Its Products	5	-14	- 6	244	+14	2,017	c	c	c	c	c	c	c
West South Central	252	+ 5	+ 1	24,115	+16	201,444	156	- 8	- 3	22,849	143	163	150
Automotive Supplies	8	+ 2	+ 7	178	- 5	1,699	7	+ 7	+ 3	281	163	157	172
Drugs and Sundries (liquor excluded)	18	+18	+ 7	2,632	+19	19,699	9	+14	+ 1	3,617	236	256	254
Dry Goods	6	+ 2	+39	954	+24	6,885	5	+11	- 4	999	150	137	213
Electrical Goods	31	-17	+11	2,537	- 1	20,037	25	-26	- 9	1,695	71	83	88
Furniture and House Furnishings	4	-11	-23	120	+ 9	1,143	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	106	+16	- 1	9,647	+20	79,195	69	- 6	- 3	7,917	123	147	124
Liquor Department of Other Trades[d]	10	+62	- 1	672	+27	5,405	5	-14	- 4	680	224	532	241
General Hardware	18	- 5	+ 1	2,802	+12	22,178	11	-16	- 7	3,008	218	248	242
Industrial Supplies	9	-14	- 6	2,103	+10	18,308	7	-12	- 3	3,093	209	216	197
Surgical Equipment and Supplies	5	-13	-16	66	+13	679	c	c	c	c	c	c	c
Paper and Its Products	5	+19	- 1	283	+37	2,196	c	c	c	c	c	c	c
Tobacco and Its Products	10	- 3	- 5	346	+ 5	2,733	c	c	c	c	c	c	c
Mountain	119	+ 1	+ b	9,029	+14	78,649	80	- 8	- 7	8,287	131	139	138
Automotive Supplies	19	- 2	+ 5	390	+ 9	3,271	11	-15	- 6	440	228	242	245
Dry Goods	4	+ 5	+13	551	+20	3,726	c	c	c	c	c	c	c
Electrical Goods	13	-12	+ 7	1,054	- 7	8,409	10	-16	-13	741	77	82	93
Groceries and Foods, except Farm Products	30	+ 5	- 2	1,939	+ 7	15,518	25	-14	- 8	2,782	155	187	164
General Hardware	5	- 7	+ 8	677	- 1	6,286	c	c	c	c	c	c	c
Lumber and Building Materials	4	- 3	-14	1,106	+27	8,762	4	- 4	- 4	1,012	92	92	83
Tobacco and Its Products	6	+31	- 2	359	+23	2,200	c	c	c	c	c	c	c
Pacific	262	+ 9	+ 3	35,253	+21	391,872	136	+ b	- 8	25,734	131	135	140
Automotive Supplies	47	- 7	+ 7	887	+ 2	8,286	12	+14	+ 7	609	227	170	218
Clothing and Furnishings, except Shoes	5	- 6	+13	93	+16	589	c	c	c	c	c	c	c
Shoes and Other Footwear	7	+ 5	+ 6	324	+18	2,114	5	-14	+ 2	391	127	160	131
Dry Goods	9	+14	- 1	1,327	+49	10,379	c	c	c	c	c	c	c
Electrical Goods	28	- 4	- 6	5,178	+13	46,353	27	-12	-12	4,437	87	94	93
Fresh Fruits and Vegetables	11	+35	- 6	721	+50	9,923	c	c	c	c	c	c	c
Furniture and House Furnishings	10	+12	+11	1,478	+34	16,301	6	+ 3	-11	2,098	155	178	195
Groceries and Foods, except Farm Products	32	+ 7	- 1	4,981	+17	99,127	20	+ 5	-12	3,453	118	121	126
Meats and Meat Products	7	+43	- 6	1,252	+32	10,755	5	+39	- 9	156	26	29	30
Wines and Liquors	5	+52	+10	2,152	+33	14,313	c	c	c	c	c	c	c
General Hardware	14	- 2	+ 3	5,150	+14	50,687	8	+ 4	- 6	7,064	228	184	231
Industrial Supplies	7	- 7	- 8	600	+21	18,748	5	-16	- 1	634	150	167	144
Plumbing and Heating Supplies	6	+31	+26	1,048	+34	12,962	c	c	c	c	c	c	c
Lumber and Building Materials	13	+ b	+16	1,239	+13	9,015	10	-29	+ 3	802	79	115	84
Machinery, Eqpt., and Supplies, except Electrical	9	+16	+16	475	+31	5,044	5	-12	+ 9	614	203	275	201
Tobacco and Its Products	14	+27	+ b	1,762	+24	12,851	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.

States Comprising Geographic Divisions:

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

Immediate release - October 31, 1942

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
SEPTEMBER 1942

Sales of wholesalers advanced only 3 percent in September 1942 over the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. The gain reported in August of this year as compared with August 1941 was 2 percent. An increase of 5 percent occurred between August and September of 1942, in line with the usual seasonal trend. Sales for the first nine months of 1942 were 16 percent above those for the corresponding period of 1941.

Twenty of the 35 trades for which separate data are presented in this report showed increases in sales for September of this year compared with September 1941, twelve showed decreases, and three (clothing and furnishings, except shoes; optical goods; and lumber and building materials) remained at approximately the same levels. With one exception (industrial supplies) the sales increases were confined to the non-durable goods lines. Wholesalers of meats and meat products recorded an increase of 31 percent; shoes and other footwear, 14 percent; groceries and foods, except farm products, 12 percent; tobacco and its products, 12 percent; and drugs and sundries (liquor excluded), 11 percent. Decreases in sales, however, were shown for wholesalers of paper and its products, industrial chemicals, and petroleum. Decreases in the durable goods lines ranged from 2 percent to 28 percent, on the basis of a comparison of sales for September 1942 with those of the same month last year. Sales of wholesalers of furniture and house furnishings were off 28 percent; electrical goods, 19 percent; automotive supplies, 13 percent; and general hardware, 9 percent.

Inventories, in terms of dollars based on cost values, at the close of September dropped 3 percent compared with August, the sixth consecutive month when inventories at the end of the month were lower than those at the beginning. Inventories at the close of September 1942 were 7 percent below those for the same date last year, continuing the decline in evidence at the beginning of this year.

The stock-sales ratio for wholesalers at the close of September 1942 was 118 as against 127 for September 1941, and 129 for August 1942. Of the 32 trades for which stock-sales ratios are shown 15 registered decreases in their ratios for September 1942 compared with those for September 1941, 15 showed increases, and two (shoes and other footwear, and fresh fruits and vegetables) were the same. Full-line wholesalers of groceries and foods, with a 13 percent increase in sales and an 8 percent decrease in inventories, registered a stock-sales ratio of 132 for September 1942 as compared with 158 for September a year ago. General hardware wholesalers, with a sales loss of 9 percent and a 21 percent decrease in inventories, recorded a stock-sales ratio of 189 for September of this year as against a ratio of 210 for September 1941. Wholesalers of drugs and sundries, dairy and poultry products, and industrial supplies also showed decreases in stock-sales ratios at the close of September compared with a year ago. Substantial increases in stock-sales ratios, however, were shown for wholesalers of paper and its products, paints and varnishes, clothing and furnishings, and dry goods, on the basis of a comparison with September 1941.

Collections on accounts receivable were up more than 17 percent for September 1942 compared with September 1941, and up slightly compared with August 1942. The collection ratio for September of this year was 88; for September of last year, 75; and for August 1942, 87. Accounts receivable were 9 percent less on September 1, 1942 than on September 1, 1941. Accounts receivable on September 1, 1942 were slightly above those recorded for the beginning of August 1942.

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 Unites States, and insofar as the data permit without disclosing individual operations, by geographic divisions.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

SEPTEMBER 1942

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	Percent change: Sept. 1942 vs. Sept. 1941	Percent change: Sept. 1942 vs. Aug. 1942	September 1942 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 9 mos. 1941	Nine months 1942 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	Percent change: Sept. 1942 vs. Sept. 1941	Percent change: Sept. 1942 vs. Aug. 1942	Sept. 30, 1942 (Add 000)	STOCK-SALES RATIOS[a]: Sept. 1942	Sept. 1941	August 1942
UNITED STATES	2,815	+ 3	+ 5	$335,358	+16	$3,295,245	1,759	- 7	- 3	$237,125	118	127	126
Automotive Supplies	208	-13	+ 4	4,786	+ 1	44,339	101	-11	- 4	4,274	171	157	187
Chemicals (industrial)	17	- 6	+ 8	1,436	+12	18,158	13	+17	- 2	661	57	46	63
Paints and Varnishes	63	+ 6	-10	3,326	+22	31,498	16	+ 9	- 7	1,229	175	154	208
Clothing and Furnishings, except Shoes	46	+ b	+31	4,886	+13	32,208	27	+ 4	- 8	1,365	132	114	147
Shoes and Other Footwear	32	+14	+ 6	18,436	+22	153,205	19	+ 2	-14	5,395	64	64	71
Coal	7	+21	+ 3	1,587	+24	15,051	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	127	+11	+16	24,454	+14	204,633	101	+ 3	- 1	28,474	144	167	172
Dry Goods	99	+ 8	+ 5	19,139	+27	156,369	52	+18	- 9	20,992	166	149	189
Electrical Goods	315	-19	+ b	28,247	- 1	323,400	208	-32	-13	19,711	74	89	85
Dairy and Poultry Products	28	+48	+ 1	3,161	+35	25,115	15	-27	-14	394	44	75	52
Fresh Fruits and Vegetables	82	+18	+ 1	3,423	+24	52,896	55	+21	+ 9	484	22	22	19
Farm Supplies	8	+19	+11	459	+48	8,147	c	c	c	c	c	c	c
Furniture and House Furnishings	67	-28	+15	6,144	+11	83,125	36	-19	- 8	7,871	181	168	227
Groceries and Foods, except Farm Products	599	+12	+ 7	64,127	+15	617,613	362	- 6	+ b	45,905	125	144	130
Full-line Wholesalers[d]	316	+13	+ 4	27,094	+15	249,895	188	- 8	+ b	21,556	132	158	133
Voluntary-group Wholesalers	143	+11	+ 9	21,406	+13	216,288	99	- 3	+ 1	17,004	151	167	159
Retailer-cooperative Warehouses	21	+13	+ 8	4,801	+14	40,759	10	-10	+ b	2,842	107	118	112
Specialty Lines	119	+12	+10	10,826	+20	110,671	65	- 1	- 4	4,503	71	79	78
Confectionery	39	+22	+ 7	962	+28	7,693	22	+27	+11	380	78	80	78
Meats and Meat Products	95	+31	+ b	33,853	+50	317,766	72	+ 1	+ 4	5,585	40	50	38
Beer	52	+17	-11	1,289	+22	11,063	43	+33	+15	406	37	32	29
Wines and Liquors	31	+10	+31	7,766	+20	60,003	21	+19	+10	11,616	162	150	193
Liquor Department of Other Trades[e]	35	+ 6	+33	7,401	+33	54,876	34	+ 8	+ 9	9,442	128	126	156
Total Hardware Group	348	- 6	+ 2	39,886	+16	477,620	220	-18	- 7	43,226	164	186	184
General Hardware	131	- 9	+ 1	22,752	+12	267,665	83	-21	- 8	29,959	189	210	210
Industrial Supplies	114	+ 8	+ 6	11,042	+24	144,181	75	- 5	- 3	9,870	132	160	148
Plumbing and Heating Supplies	103	-14	+ 1	6,092	+13	65,774	62	-24	- 6	3,397	117	120	126
Jewelry	37	-12	+16	2,741	+11	20,923	21	- 8	- 3	2,588	153	156	191
Optical Goods	22	- 1	+ 4	347	+ 9	3,175	10	+14	+ 1	219	141	133	145
Lumber and Building Materials	50	+ 1	+ 6	4,418	+13	46,857	34	-11	+ b	3,023	89	106	96
Machinery, Eqpt., and Supplies, except Electrical	65	-10	+ 1	3,282	+10	40,128	47	-12	+ 2	4,315	166	159	155
Surgical Equipment and Supplies	18	- 5	+ 5	293	+24	11,912	10	+ 8	f	297	203	164	211
Metals	32	- 2	+ 5	5,424	- 9	55,089	19	-23	- 4	3,814	85	124	97
Paper and Its Products	98	-20	+ 9	5,915	+10	70,624	50	+11	- 3	5,996	178	125	193
Petroleum	12	- 8	- 4	20,038	+14	185,855	7	+12	- 6	1,017	76	60	85
Tobacco and Its Products	141	+12	+ 1	15,372	+11	140,080	56	+19	+ 8	4,757	62	57	57
Leather and Shoe Findings	17	+37	+15	398	+42	3,142	c	c	c	c	c	c	c
Miscellaneous	25	- 8	- 4	2,360	+11	22,882	28	+22	- 4	3,685	153	113	153

[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.
f No change.

3-36394

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

SEPTEMBER 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		September 1942	September 1941	August 1942	September 1942 vs. September 1941	September 1942 vs. August 1942	September 1, 1942 (Add 000)
UNITED STATES	2,309	88	75	87	- 9	+ 2	$290,394
Automotive Supplies	153	81	64	81	-27	+ 3	3,453
Chemicals (industrial)	17	98	89	92	- 3	+17	1,659
Paints and Varnishes	31	67	60	66	+ 4	- b	5,326
Clothing and Furnishings, except Shoes	41	67	61	58	- 9	+23	5,473
Shoes and Other Footwear	29	58	40	49	- 3	+17	14,162
Coal	7	96	87	83	+20	+ b	1,723
Drugs and Sundries (liquor excluded)	116	86	70	82	- 8	+ 2	22,314
Dry Goods	88	51	44	50	- 1	+11	29,813
Electrical Goods	292	70	73	72	-12	- 1	37,432
Dairy and Poultry Products	22	147	124	144	+20	+ b	1,772
Fresh Fruits and Vegetables	64	186	158	172	+ b	- 6	1,231
Farm Supplies	5	119	99	98	+ 8	- 2	347
Furniture and House Furnishings	56	60	57	60	-25	- 9	9,040
Groceries and Foods, except Farm Products	454	122	101	118	- 6	+ 3	39,965
Full-line Wholesalers	224	113	94	108	- 6	+ 3	17,843
Voluntary-group Wholesalers	118	133	103	126	-12	+ b	12,839
Retailer-cooperative Warehouses	19	200	167	193	- 6	+ 5	2,012
Specialty Lines	93	103	96	106	+ 8	+ 7	7,271
Confectionery	22	88	71	83	+ 6	+ 5	505
Meats and Meat Products	83	173	153	173	+13	- 3	18,297
Beer	23	126	115	140	- 2	- 7	294
Wines and Liquors	24	89	72	84	- 4	+ 4	6,262
Liquor Department of Other Trades	33	85	74	79	+13	- 5	6,915
Total Hardware Group	324	77	62	74	-17	- 2	47,285
General Hardware	120	76	57	72	-24	- 2	27,836
Industrial Supplies	104	81	75	83	- 2	- 1	11,195
Plumbing and Heating Supplies	100	72	68	71	-10	- 3	8,254
Jewelry	29	39	25	41	-21	+ 8	3,490
Optical Goods	19	79	70	73	- 6	+ 3	352
Lumber and Building Materials	47	89	74	82	-10	- 5	5,008
Machinery, Equipment and Supplies, except Electrical	56	64	54	66	-14	+ 3	4,502
Surgical Equipment and Supplies	17	56	48	55	-11	- 4	474
Metals	31	114	102	115	-23	- 4	4,468
Paper and Its Products	85	71	68	68	-20	- 1	7,130
Petroleum	9	150	126	137	-23	- 4	968
Tobacco and Its Products	97	148	128	143	- 1	- 1	8,166
Leather and Shoe Findings	15	70	46	62	- 8	- 3	351
Miscellaneous	20	78	77	76	+ b	+ 8	2,217

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

3-36394

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1942

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: Sept. 1942 vs. Sept. 1941	Percent change: Sept. 1942 vs. Aug. 1942	September 1942 (Add 000)	Percent change from 9 mos. 1941	Nine months 1942 (Add 000)	Number of firms reporting stocks	Percent change: Sept. 1942 vs. Sept. 1941	Percent change: Sept. 1942 vs. Aug. 1942	Sept. 30, 1942 (Add 000)	Sept. 1942	Sept. 1941	August 1942
New England	165	+ 4	+ 3	$16,827	+ 7	$155,933	110	- 4	- 6	$10,828	88	94	94
Electrical Goods	32	-10	+12	2,482	- 6	22,611	27	-30	-16	1,602	67	86	89
Fresh Fruits and Vegetables	5	+22	-24	262	+12	3,564	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	18	+23	+15	2,525	+17	20,957	8	- 5	+ 3	809	125	161	129
Meats and Meat Products	9	+ 7	-13	3,427	+10	30,701	9	+ 8	+14	1,146	33	33	26
Wines and Liquors	4	+19	-16	479	+12	5,905	4	+33	- 2	817	171	152	145
General Hardware	5	+ 9	+30	295	+23	2,595	b	b	b	b	b	b	b
Industrial Supplies	11	+ 4	+ c	696	+13	8,903	7	+13	- 1	991	188	176	198
Plumbing and Heating Supplies	10	-30	+31	163	-20	1,831	6	-15	- 4	192	206	146	267
Optical Goods	4	-24	+ 3	35	- 3	366	b	b	b	b	b	b	b
Metals	5	- 1	-17	483	- 6	3,703	b	b	b	b	b	b	b
Paper and Its Products	8	-28	+ 8	295	+ 2	3,202	5	+ 7	- 1	310	176	116	199
Tobacco and Its Products	12	+ 2	+ 4	1,659	- 1	16,033	b	b	b	b	b	b	b
Middle Atlantic	821	+ 3	+10	74,737	+17	710,268	383	- 6	- 2	47,168	113	116	125
Automotive Supplies	27	-36	+ 6	576	-16	5,611	17	-15	- 3	933	238	179	259
Chemicals (industrial)	5	-27	- 4	549	+10	6,427	4	+23	+ 5	289	57	37	53
Clothing and Furnishings, except Shoes	17	- 1	+40	3,749	+12	24,211	8	- 4	-11	609	140	109	164
Shoes and Other Footwear	8	+14	+ 4	738	+16	5,917	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	23	+ 2	+15	4,852	+ 7	38,985	20	- 1	- 4	4,544	128	133	159
Dry Goods	41	+ 5	+10	5,073	+27	49,014	19	+13	- 7	2,950	160	143	185
Electrical Goods	67	+ c	- 3	7,105	+ 9	72,166	58	-31	-14	4,144	60	88	67
Dairy and Poultry Products	8	+58	+ 4	1,954	+36	12,073	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	15	+31	+ 9	537	+13	17,930	10	+34	+31	55	12	12	10
Furniture and House Furnishings	23	-37	+30	1,471	+ 5	17,614	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	92	+14	+13	12,040	+14	108,223	40	- 6	- 2	4,796	123	145	138
Meats and Meat Products	29	+50	+12	9,446	+68	85,971	25	+ 6	- 4	719	35	48	43
Beer	12	+15	-22	241	+16	1,749	9	+ 5	+ 5	42	19	21	14
Wines and Liquors	6	-21	+62	2,739	+ c	17,285	b	b	b	b	b	b	b
General Hardware	30	-13	+ 2	3,224	+15	32,684	17	-11	- 8	3,407	198	182	213
Industrial Supplies	34	+15	+ 1	3,062	+35	41,177	24	- 6	- 2	2,534	108	129	108
Plumbing and Heating Supplies	42	-28	+ 1	1,809	+ 8	20,201	27	-32	- 7	1,367	104	111	111
Jewelry	12	+11	+40	1,044	+13	5,998	9	-13	- 8	1,172	136	189	207
Optical Goods	9	-12	+ 7	160	+ 6	1,549	b	b	b	b	b	b	b
Lumber and Building Materials	6	-30	+ 7	316	+ 1	10,178	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	6	-14	- 3	99	+23	4,366	b	b	b	b	b	b	b
Metals	6	- 5	+ 4	2,635	- 6	23,563	4	-22	- 5	2,280	93	131	108
Paper and Its Products	28	-20	+ 8	2,297	+13	28,611	16	+ 9	- 2	3,046	180	130	193
Petroleum	4	-12	+ 1	632	+ 3	5,739	b	b	b	b	b	b	b
Tobacco and Its Products	43	+ 8	- 2	6,101	+ 7	52,043	26	+29	+ 8	3,365	68	55	61
East North Central	514	+ 1	+ 7	48,736	+12	510,627	338	-13	- 2	37,791	113	128	122
Automotive Supplies	56	-12	+ 7	1,325	+ 6	10,023	35	- 9	- 4	1,441	146	138	164
Paints and Varnishes	12	-10	+16	389	- 1	3,573	7	+23	- 9	497	148	113	195
Clothing and Furnishings, except Shoes	12	- 9	+ 9	404	+14	3,062	8	+ 6	- 7	450	185	150	216
Drugs and Sundries (liquor excluded)	22	+10	+18	4,082	+16	35,338	17	+ 4	+ 2	4,342	139	147	159
Dry Goods	7	+ 7	+13	1,077	+23	8,730	5	+ 4	-15	1,456	142	143	187
Electrical Goods	57	-28	+ 2	5,116	- 8	64,510	47	-38	-12	3,687	81	93	92
Dairy and Poultry Products	5	+19	- 8	307	+22	2,826	b	b	b	b	t	b	b
Fresh Fruits and Vegetables	15	+20	- 1	616	+18	6,534	10	+16	-20	72	27	29	30
Furniture and House Furnishings	6	-14	+18	470	+14	5,507	4	-20	- 5	692	173	197	217
Groceries and Foods, except Farm Products	104	+12	+ 9	12,294	+14	110,893	71	- 7	+ 1	7,417	113	131	118
Confectionery	8	+35	+13	135	+28	1,046	5	- 3	+ 5	66	73	103	80
Meats and Meat Products	21	+38	+ 1	5,791	+54	51,357	18	- 6	+ 6	2,274	46	66	43
Beer	14	+20	-11	408	+23	4,127	13	+37	+35	130	32	29	21
Wines and Liquors	4	+28	+20	253	+34	5,224	b	b	b	b	b	b	b
General Hardware	17	- 6	+ 2	3,909	+13	54,617	12	-29	- 9	7,222	202	271	229
Industrial Supplies	18	+18	+ 5	1,415	+34	30,609	12	- 6	- 3	851	117	156	142

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1942

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: Sept. 1942 vs. Sept. 1941	Percent change: Sept. 1942 vs. Aug. 1942	September 1942 (Add 000)	Percent change from 9 mos. 1941	Nine months 1942 (Add 000)	Number of firms reporting stocks	Percent change: Sept. 1942 vs. Sept. 1941	Percent change: Sept. 1942 vs. Aug. 1942	Sept. 30, 1942 (Add 000)	Sept. 1942	Sept. 1941	August 1942
East North Central (continued)													
Plumbing and Heating Supplies	12	-14	+ 6	$583	+ 2	$6,243	8	-25	- 7	$450	151	148	164
Jewelry	12	-30	+ 8	989	+ 1	7,100	6	+ 1	+ 3	1,089	171	124	179
Lumber and Building Materials	9	-13	+ 9	619	+ 2	5,164	5	-14	-13	393	93	111	123
Machinery, Eqpt., and Supplies, except Electrical	9	-12	- 6	391	+22	6,420	8	- 5	+ 3	328	86	80	78
Surgical Eqpt. and Supplies	4	-24	- 8	61	+35	4,060	b	b	b	b	b	b	b
Metals	8	-17	+21	791	-23	14,402	5	-35	- 8	503	114	144	162
Paper and Its Products	24	-27	+13	1,476	- c	19,735	11	+14	- 6	1,006	152	94	165
Tobacco and Its Products	32	+12	+ 2	3,369	+13	28,860	11	- 7	+ 3	658	44	53	46
Leather and Shoe Findings	5	+11	+ 6	110	+35	967	b	b	b	b	b	b	b
West North Central	304	- 2	+ 7	34,898	+12	349,931	214	- 3	- 5	42,317	149	145	167
Automotive Supplies	23	- 2	- 5	671	+16	6,891	9	-18	-12	273	131	120	127
Shoes and Other Footwear	4	-14	+ 3	976	- 5	8,937	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	14	+10	+17	2,933	+14	25,512	13	- 3	- 2	3,670	150	172	178
Dry Goods	7	+ 8	+ 2	6,259	+27	50,968	6	+31	- 6	11,078	182	150	198
Electrical Goods	41	-45	- 4	2,182	-24	23,912	36	-39	-13	2,202	113	101	124
Fresh Fruits and Vegetables	7	+15	- 6	358	+23	4,456	5	+27	+14	79	32	31	27
Furniture and House Furnishings	8	-41	+18	1,226	+ 9	28,927	7	-22	- 2	2,701	226	169	275
Groceries and Foods, except Farm Products	74	+ 5	+ 6	7,518	+ 8	63,381	56	+ 4	- 3	10,969	163	165	179
Beer	9	+21	- 7	187	+21	1,564	b	b	b	b	b	b	b
General Hardware	12	-14	+ 5	3,474	+12	46,944	11	-23	- 7	5,935	181	203	206
Industrial Supplies	13	+34	+15	1,234	+33	7,141	7	+ 6	- 6	852	112	164	135
Plumbing and Heating Supplies	8	-11	- 6	538	+10	6,227	b	b	b	b	b	b	b
Jewelry	5	-11	+ 7	196	+15	1,284	b	b	b	b	b	b	b
Paper and Its Products	11	-15	- 1	272	+14	2,900	6	+29	-10	313	259	168	270
Tobacco and Its Products	14	+13	+ 7	692	+11	9,308	6	+ 4	+ 3	169	52	57	54
Leather and Shoe Findings	4	+11	- 7	62	+38	692	b	b	b	b	b	b	b
South Atlantic	373	- c	+ 6	28,754	+15	269,644	217	-11	- 5	20,035	110	119	123
Automotive Supplies	19	- 6	+ 1	371	+ 5	4,987	9	-12	- 6	272	185	218	203
Clothing and Furnishings, except Shoes	4	+21	+14	176	+14	1,320	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+ 5	+ 3	2,159	+17	15,660	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	25	+18	+14	3,085	+12	21,901	15	- 3	+ 3	3,078	173	216	196
Dry Goods	9	+ 9	+ 8	1,825	+28	12,366	5	+16	-14	1,499	159	159	206
Electrical Goods	44	-31	- 4	3,462	+ 5	47,891	40	-31	-12	2,755	83	83	90
Dairy and Poultry Products	5	+23	+21	97	+26	999	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	14	+18	+ 5	480	+28	4,048	b	b	b	b	b	b	b
Furniture and House Furnishings	7	-22	+14	365	+15	3,889	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	103	+14	+ 7	6,783	+20	59,468	46	-15	+ 3	3,818	116	153	123
Confectionery	12	+11	+10	292	+27	2,264	8	d	+13	107	59	75	59
Meats and Meat Products	8	- 7	+ 5	660	+28	8,227	6	-33	-20	181	28	49	37
Beer	5	+19	- c	255	+34	2,053	4	+30	+ 8	116	55	51	54
General Hardware	18	- 7	+ 1	1,778	+13	19,115	11	-29	- 9	1,548	161	190	176
Industrial Supplies	12	- 7	+ 6	987	+ 8	9,942	7	-17	- 9	610	104	127	131
Plumbing and Heating Supplies	18	-22	+ 6	1,106	+14	11,894	15	-14	- 3	1,137	118	117	126
Lumber and Building Materials	6	+24	+12	595	+33	3,463	4	+14	- 1	295	108	121	126
Machinery, Eqpt., and Supplies, except Electrical	10	-20	+ 6	355	- 4	2,973	7	-12	- 3	440	186	153	204
Metals	4	-30	+ 9	168	-29	1,556	b	b	b	b	b	b	b
Paper and Its Products	13	-16	+ 5	653	+10	6,144	6	+24	+ c	504	170	119	168
Tobacco and Its Products	11	+33	+ 4	1,295	+22	12,410	4	+40	+13	216	49	50	42

(Continued on Next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1942

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 Sept. 1942 vs. Sept. 1941	Percent change Sept. 1942 vs. Aug. 1942	September 1942 (Add 000)	Percent change from 9 mos. 1941	Nine months 1942 (Add 000)	Number of firms reporting stocks	Percent change Sept. 1942 vs. Sept. 1941	Percent change Sept. 1942 vs. Aug. 1942	Sept. 30, 1942 (Add 000)	Sept. 1942	Sept. 1941	August 1942
East South Central	165	- 5	+ c	$13,303	+14	$126,745	101	- 9	- 3	$11,755	130	133	135
Automotive Supplies	6	-27	- 6	152	-18	1,225	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	11	+11	+14	1,957	+15	15,716	b	b	b	b	b	b	b
Dry Goods	12	- 4	- 5	1,623	+17	11,407	6	+ 8	-13	1,565	141	121	154
Electrical Goods	14	-32	-10	756	-17	9,941	11	-52	- 8	453	64	90	62
Groceries and Foods, except Farm Products	41	+ 5	+ 1	2,877	+16	31,757	23	- 3	+ 2	2,739	161	169	154
Wines and Liquors	7	+ 9	+20	829	+36	5,771	4	+77	+56	860	123	80	96
General Hardware	13	-12	- 6	2,296	+17	22,670	7	-36	-12	1,611	125	162	136
Industrial Supplies	7	-18	- 3	333	+28	3,354	4	+59	- 1	378	235	121	221
Lumber and Building Materials	4	-43	-14	72	- 6	917	b	b	b	b	b	b	b
Machinery, Eqpt. and Supplies, except Electrical	5	-23	- 7	166	+ 9	2,482	4	+ 9	- 5	275	176	119	166
Paper and Its Products	4	-14	+ 3	248	+10	2,265	b	b	b	b	b	b	b
West South Central	237	+ 3	+ 2	22,584	+14	226,929	157	- 5	+ 1	24,411	146	159	148
Automotive Supplies	6	-12	+ 1	142	- 6	1,865	5	- 1	- 3	195	142	126	150
Drugs and Sundries (liquor excluded)	16	+16	+12	2,526	+19	22,345	13	+ 5	- b	4,187	177	196	200
Dry Goods	7	+20	d	1,215	+23	8,160	6	- 2	-20	1,231	137	165	165
Electrical Goods	27	-22	+ 4	1,857	- 3	21,994	21	-36	-18	1,137	66	84	85
Groceries and Foods, except Farm Products	99	+15	- 1	8,396	+19	88,138	66	- 6	+ 5	6,959	133	154	123
Liquor Department of Other Trades[e]	9	+35	+34	878	+28	6,313	8	+14	+13	1,350	160	188	190
General Hardware	17	-12	- 1	2,008	+ 9	24,612	11	-14	- 6	2,717	198	208	209
Industrial Supplies	9	- 4	+17	2,461	+ 8	20,769	7	-11	- 4	2,968	155	200	208
Machinery, Eqpt., and Supplies, except Electrical	8	-55	-39	442	-19	7,113	b	b	b	b	b	b	b
Surgical Eqpt. and Supplies	5	- 8	+18	78	+10	757	b	b	b	b	b	b	b
Paper and Its Products	5	- 1	+ c	284	+31	2,480	b	b	b	b	b	b	b
Tobacco and Its Products	9	-13	-11	254	+ 3	2,987	b	b	b	b	b	b	b
Mountain	115	+ 5	+ 3	8,875	+13	89,241	86	-11	- 1	9,077	128	149	133
Automotive Supplies	17	+ 1	+13	426	+ 8	3,750	9	-19	- 7	372	164	201	220
Dry Goods	4	+10	+ 5	577	+19	4,303	b	b	b	b	b	b	b
Electrical Goods	11	-25	- 8	785	- 9	9,358	8	-25	-11	517	75	76	76
Groceries and Foods, except Farm Products	31	+ 6	+ 5	2,095	+ 7	17,779	27	-22	- 2	2,791	143	191	153
General Hardware	5	-13	- 7	629	- 3	6,995	b	b	b	b	b	b	b
Lumber and Building Materials	4	+ 9	+ c	1,109	+24	9,871	4	+10	+ 9	1,101	99	98	92
Machinery, Eqpt., and Supplies, except Electrical	4	+11	+10	749	+13	5,576	b	b	b	b	b	b	b
Tobacco and Its Products	4	+36	+ 5	105	+23	2,305	b	b	b	b	b	b	b
Pacific	277	+12	+ 8	43,036	+20	451,832	152	- 9	- 6	31,978	108	132	125
Automotive Supplies	51	- 7	+ 6	1,108	- c	9,636	12	+13	- c	597	227	182	239
Shoes and Other Footwear	7	+24	+12	362	+19	2,476	5	- 9	- 9	355	103	143	129
Dry Goods	9	+17	+ 5	1,433	+44	11,978	b	b	b	b	b	b	b
Electrical Goods	22	- 1	+ 6	4,502	+11	51,017	20	-17	-11	3,214	75	89	90
Fresh Fruits and Vegetables	9	+13	+23	690	+47	10,924	6	-24	+ 9	37	14	20	13
Furniture and House Furnishings	13	-10	+ 4	1,932	+24	18,661	7	-13	-17	1,782	130	173	157
Groceries and Foods, except Farm Products	37	+15	+ 5	9,599	+18	117,017	25	- 5	- 2	5,607	84	100	87
Confectionery	4	+32	+ 4	384	+32	2,795	b	b	b	b	b	b	b
Meats and Meat Products	8	+46	- c	1,453	+35	12,467	6	+24	- 9	238	30	37	32
General Hardware	14	- 2	- 1	5,139	+12	57,433	8	- 4	- 6	6,655	202	188	226
Industrial Supplies	10	+15	- 1	854	+19	21,415	7	-12	+ 3	886	137	186	129
Plumbing and Heating Supplies	7	+25	- 3	1,565	+32	14,844	b	b	b	b	b	b	b
Optical Goods	4	+18	+ 1	105	+10	717	4	+26	+ 2	121	115	108	114
Lumber and Building Materials	13	+13	+ 5	1,296	+13	10,311	10	-35	- 5	752	66	123	77
Tobacco and Its Products	13	+28	+ 6	1,737	+25	14,588	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 No change.
e Chiefly of the wholesale drug trade.

3-36394

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		Sept. 1942	Sept. 1941	August 1942	Sept. 1942 vs. Sept. 1941	Sept. 1942 vs. Aug. 1942	September 1, 1942 (Add 000)
New England	147	97	86	97	-12	+ b	$15,384
Electrical Goods	30	69	75	71	-21	- 5	3,188
Fresh Fruits and Vegetables	5	186	134	187	-13	-17	111
Groceries and Foods, except Farm Products	12	105	89	201	- 2	+ 3	1,812
Meats and Meat Products	8	170	161	194	- 3	+ 1	1,933
General Hardware	5	70	59	71	-16	- 3	364
Industrial Supplies	9	86	69	81	-12	- 2	666
Plumbing and Heating Supplies	10	53	62	53	-42	- 3	239
Metals	5	144	115	191	-21	+33	341
Paper and Its Products	7	73	74	74	-29	- 4	381
Tobacco and Its Products	11	180	134	174	-23	- 1	897
Middle Atlantic	523	94	78	91	-10	- 1	66,410
Automotive Supplies	23	70	58	69	-40	- 1	558
Chemicals (industrial)	5	99	98	98	+10	+42	965
Clothing and Furnishings, except Shoes	15	73	66	64	-14	+25	3,809
Shoes and Other Footwear	8	52	38	39	- 8	+22	1,303
Drugs and Sundries (liquor excluded)	21	75	65	71	-12	+ 1	4,626
Dry Goods	36	63	50	60	-15	+ 1	5,965
Electrical Goods	64	76	73	82	+ 1	+ 2	8,948
Dairy and Poultry Products	8	149	121	143	+19	+ b	1,154
Fresh Fruits and Vegetables	12	294	227	237	- 4	-16	158
Furniture and House Furnishings	19	56	56	51	-34	- 5	2,192
Groceries and Foods, except Farm Products	68	122	98	116	-11	+ b	6,663
Meats and Meat Products	25	194	156	193	+20	+ 1	4,429
Wines and Liquors	6	72	59	70	-22	- 9	3,154
General Hardware	24	70	55	70	-18	- 1	3,802
Industrial Supplies	31	86	79	83	+ 6	- 4	3,092
Plumbing and Heating Supplies	39	63	67	65	-16	- 4	2,867
Optical Goods	8	61	60	54	-10	+ 4	206
Lumber and Building Materials	5	61	56	63	-43	+ 5	403
Metals	6	123	121	116	-11	- 7	2,150
Paper and Its Products	22	64	59	59	-18	- 3	2,960
Tobacco and Its Products	30	177	141	159	- 6	- 7	3,269
East North Central	421	98	80	96	-15	- b	40,398
Automotive Supplies	47	99	81	99	-27	+ 3	772
Paints and Varnishes	12	50	46	45	-21	- 2	658
Clothing and Furnishings, except Shoes	10	67	61	60	- 3	+17	531
Drugs and Sundries (liquor excluded)	20	85	74	80	- 3	+ 2	3,425
Dry Goods	6	57	50	57	- 3	+ 9	1,512
Electrical Goods	52	71	72	72	-25	- 1	6,496
Fresh Fruits and Vegetables	9	206	190	196	- 1	-14	143
Furniture and House Furnishings	6	74	66	82	-31	+ 2	588
Groceries and Foods, except Farm Products	75	135	110	126	- 6	+ 2	7,256
Confectionery	6	138	140	120	+26	+ 4	53
Meats and Meat Products	19	213	169	199	+15	-12	2,465
Wines and Liquors	4	163	105	126	-14	- 2	131
General Hardware	17	78	50	74	-29	- 6	5,056
Industrial Supplies	17	87	82	84	+ 7	- b	1,455
Plumbing and Heating Supplies	12	88	76	81	-26	- 6	636
Jewelry	10	41	26	47	-34	+11	1,553
Lumber and Building Materials	9	96	83	81	-24	-12	617
Machinery, Eqpt., and Supplies, except Electrical	8	84	82	90	+ 7	-13	456
Metals	7	104	92	100	-44	-12	585
Paper and Its Products	23	85	79	87	-33	- 1	1,579
Tobacco and Its Products	21	129	128	141	+ 4	+ 2	1,790
Leather and Shoe Findings	5	74	54	67	- 1	+ 2	151
West North Central	259	75	63	73	-15	+ 3	38,632
Automotive Supplies	19	81	64	92	-22	+ 7	694
Shoes and Other Footwear	4	77	54	70	-39	+ 5	1,335
Drugs and Sundries (liquor excluded)	14	87	72	83	- 6	+ 3	2,933
Dry Goods	7	41	37	40	+ 8	+14	12,838
Electrical Goods	38	73	69	71	-39	- 4	3,155
Fresh Fruits and Vegetables	6	193	179	206	+13	- 1	132
Furniture and House Furnishings	8	76	62	73	-41	-32	1,663
Groceries and Foods, except Farm Products	61	141	112	134	-12	+ 5	4,737
Beer	8	206	226	202	+17	-16	68
General Hardware	12	74	53	67	-31	- 4	4,871
Industrial Supplies	12	85	62	80	- 1	+ 7	1,067
Plumbing and Heating Supplies	8	75	65	80	-13	+14	507
Jewelry	4	54	36	54	-16	+15	170
Paper and Its Products	10	70	66	71	-14	- 3	369
Tobacco and Its Products	6	150	139	157	- 5	+ 2	111
Leather and Shoe Findings	4	80	45	66	-13	-10	97

(Continued on Next Page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		Sept. 1942	Sept. 1941	August 1942	Sept. 1942 vs. Sept. 1941	Sept. 1942 vs. Aug. 1942	September 1, 1942 (Add 000)
South Atlantic	294	82	75	81	- 3	+ 1	$25,392
Automotive Supplies	14	86	71	87	-12	+11	241
Clothing and Furnishings, except Shoes	4	67	49	66	+ 9	+31	229
Drugs and Sundries (liquor excluded)	22	87	72	84	- b	+ 1	2,628
Dry Goods	6	55	51	57	+ 6	+16	2,053
Electrical Goods	43	62	73	66	+ 5	- 4	5,659
Fresh Fruits and Vegetables	11	160	134	137	+11	-10	216
Groceries and Foods, except Farm Products	74	130	109	122	- 2	+ b	3,478
Confectionery	6	87	69	86	- 3	+ 4	219
Meats and Meat Products	6	181	193	186	- 5	+ 3	337
General Hardware	17	73	52	64	-23	- 3	2,362
Industrial Supplies	10	77	86	93	- 5	+ 8	1,067
Plumbing and Heating Supplies	18	69	66	69	-21	-15	1,631
Lumber and Building Materials	5	87	67	97	+21	- b	728
Machinery, Eqpt., and Supplies, except Electrical	9	85	82	85	-21	- 4	325
Metals	4	86	86	96	-39	+ 6	182
Paper and Its Products	10	71	70	71	-19	+ 9	660
Tobacco and Its Products	6	115	106	111	+36	- 1	439
East South Central	136	80	67	78	-17	+ 3	13,410
Automotive Supplies	5	48	36	40	- 9	- 7	317
Drugs and Sundries (liquor excluded)	10	95	73	92	-12	+ 3	1,692
Dry Goods	12	49	39	47	- 9	+18	2,788
Electrical Goods	12	75	77	90	-43	-13	927
Groceries and Foods, except Farm Products	33	107	93	100	-10	+ 1	2,255
General Hardware	11	75	64	72	-25	+ 1	2,124
Industrial Supplies	7	83	78	83	- 9	- 9	430
Paper and Its Products	4	75	82	70	-11	- 5	328
West South Central	192	81	70	84	- 9	+ 6	21,331
Drugs and Sundries (liquor excluded)	13	78	68	81	+ 3	+ 8	2,573
Dry Goods	7	50	40	50	- 4	+24	2,096
Electrical Goods	25	68	80	71	- 2	+13	2,347
Groceries and Foods, except Farm Products	73	107	89	105	- 7	+ 3	5,452
Liquor Department of Other Trades[c]	7	109	88	100	+30	+12	643
General Hardware	17	78	59	80	-23	+ b	2,527
Industrial Supplies	8	74	78	87	-12	+ 1	2,203
Surgical Eqpt. and Supplies	5	65	56	62	-14	- 4	114
Paper and Its Products	5	73	68	75	+ 2	- 1	365
Mountain	93	93	77	86	- 5	+ 1	8,200
Automotive Supplies	8	74	62	74	- 8	+ 1	208
Dry Goods	4	66	55	65	- 7	+ 7	805
Electrical Goods	11	66	72	57	- 6	+10	1,453
Groceries and Foods, except Farm Products	27	127	87	121	-25	- 2	1,439
Lumber and Building Materials	4	96	68	78	+ 2	-10	1,260
Pacific	233	86	75	84	+ 1	+ 3	42,178
Automotive Supplies	30	84	62	82	-34	+ 3	512
Shoes and Other Footwear	7	56	46	45	+11	+ 3	613
Dry Goods	7	72	66	69	+11	+ 4	1,693
Electrical Goods	17	70	73	67	+ 7	- 6	5,259
Fresh Fruits and Vegetables	8	170	144	141	- 9	+ 5	291
Furniture and House Furnishings	13	52	51	52	- 3	- 1	3,680
Groceries and Foods, except Farm Products	31	111	101	118	+11	+ 7	6,873
Meats and Meat Products	7	204	172	180	+22	-11	696
General Hardware	14	82	65	77	-16	+ 2	6,448
Industrial Supplies	10	67	59	68	- 1	- 4	1,215
Plumbing and Heating Supplies	7	81	72	76	+40	+ 9	1,991
Optical Goods	4	113	98	109	+ 3	+ 3	95
Lumber and Building Materials	13	87	83	83	- 4	+ 2	1,554
Tobacco and Its Products	11	99	93	101	+21	+ 6	1,386

a Collection percentages are obtained by dividing the collections by accounts receivable for an idential 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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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
OCTOBER 1942

Sales of wholesalers advanced 10 percent in October 1942 over the same month a year ago, according to an announcement released today by J.C. Capt, Director of the Census. The gain reported in September of this year as compared with September 1941 was 3 percent. An increase of 8 percent occurred between September and October of 1942. Sales for the first ten months of 1942 were 15 percent above those for the corresponding period of 1941.

Twenty-four of the 35 trades for which separate data are presented in this report showed increases in sales for October of this year compared with October 1941, and eleven showed decreases. Wholesalers in the following trades enlarged the volume of their sales substantially: Shoes and other footwear (25%), tobacco and its products (22%), meats and meat products (20%), groceries and foods, except farm products (17%). In addition, moderate gains were shown in sales of drugs and sundries wholesalers (11%) and industrial supplies wholesalers (6%). A number of decreases in wholesalers' dollar sales were also registered: Furniture and house furnishings and paper and its products, each 21 percent; and electrical goods and general hardware, each 12 percent.

Inventories, in terms of dollars based on cost values, at the close of October dropped 5 percent compared with September, the seventh consecutive month when inventories at the end of the month were lower than those at the beginning. Inventories at the end of October 1942 were 16 percent below those for the same date last year, continuing the decline in evidence at the beginning of the year.

The stock-sales ratio for wholesalers at the close of October 1942 was 101 as against 133 for October 1941, and 115 for September 1942. Of the 32 trades for which stock-sales ratios are shown, 27 registered decreases in their ratios for October 1942 compared with those for October 1941, 4 showed increases, and 1 (tobacco and its products) was the same. Full-line wholesalers of groceries and foods, with a 21 percent increase in sales and a 16 percent decrease in inventories, registered a stock-sales ratio of 121 for October 1942 as compared with 169 for October a year ago. General hardware wholesalers, with a sales loss of 12 percent and a 26 percent decrease in inventories, recorded a stock-sales ratio of 175 for October this year as against a ratio of 201 for October 1941. The only substantial increases in stock-sales ratios were shown for wholesalers of paper and its products and automotive supplies, on the basis of a comparison with October 1941.

Collections on accounts receivable were up more than 19 percent for October 1942 compared with October 1941, and up almost 6 percent compared with September 1942. The collection ratio for October of this year was 95; for October of last year, 80; and September 1942, 90. Accounts receivable were 11 percent less on October 1, 1942 than on October 1, 1941. Accounts receivable on October 1, 1942 were slightly above those recorded for the beginning of September 1942.

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 table in summary for the United States, and insofar as the data permit without disclosing individual operations, by geographic divisions.

3-37018

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
OCTOBER 1942

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 Oct. 1942 vs. Oct. 1941	Percent change Oct. 1942 vs. Sept. 1942	October 1942 (Add 000)	Percent change from 10 mos. 1941	Ten months 1942 (Add 000)	Number of firms reporting stocks	Percent change Oct. 1942 vs. Oct. 1941	Percent change Oct. 1942 vs. Sept. 1942	Oct. 31, 1942 (Add 000)	Oct. 1942	Oct. 1941	Sept. 1942
UNITED STATES	2,660	+10	+ 8	$339,796	+15	$3,682,107	1,651	-16	- 5	$201,839	101	133	115
Automotive Supplies	192	-17	+ 3	4,382	- 2	49,422	91	-17	- 4	3,562	183	163	192
Chemicals (industrial)	18	+18	+24	1,756	+12	20,553	13	+13	b	670	45	52	59
Paints and Varnishes	59	+ 4	+ 2	3,281	+20	34,857	13	+ 8	- 1	983	164	151	160
Clothing and Furnishings, except Shoes	44	- 2	-14	4,161	+11	36,494	25	- 7	-16	1,178	95	114	130
Shoes and Other Footwear	34	+25	+18	21,924	+22	175,290	19	-13	-13	4,693	51	73	64
Coal	9	+11	+ 6	2,136	+21	17,584	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	120	+11	+ 6	24,958	+14	231,857	95	- 5	+ 2	27,496	137	159	142
Dry Goods	96	+20	+ 8	17,018	+26	174,787	52	+ 3	-14	13,186	134	150	165
Electrical Goods	302	-12	+ 1	29,353	- 3	357,809	260	-43	- 8	17,522	63	98	69
Dairy and Poultry Products	27	+40	+ 3	3,483	+35	29,076	12	-10	+ 6	147	35	42	33
Fresh Fruits and Vegetables	73	+20	+ 4	2,934	+24	57,048	49	b	+12	516	24	29	22
Farm Supplies	9	+34	+ 3	477	+47	8,633	c	c	c	c	c	c	c
Furniture and House Furnishings	59	-21	+14	6,135	+ 7	91,485	31	-30	-10	6,413	139	159	177
Groceries and Foods, except Farm Products	559	+17	+ 3	54,362	+15	682,485	331	-16	- 1	35,401	118	162	122
Full-line Wholesalers[d]	300	+21	+ 2	25,776	+16	279,184	173	-16	b	17,836	121	169	119
Voluntary-group Wholesalers	130	+13	+ 2	18,048	+13	237,728	90	-19	- 4	12,448	135	182	140
Retailer-cooperative Warehouses	19	+12	+ 8	4,320	+14	45,400	9	- 9	+ 1	2,755	99	120	107
Specialty Lines	110	+16	+11	6,218	+19	120,173	59	- 3	+ 2	2,362	76	97	87
Confectionery	35	+45	+21	1,146	+30	8,839	22	- 1	- 3	364	61	97	77
Meats and Meat Products	89	+20	+14	34,597	+47	355,012	67	- 4	- 5	4,413	32	40	38
Beer	51	+14	- 3	1,149	+21	12,394	44	+42	+11	484	48	38	41
Wines and Liquors	26	+181	+52	9,965	+31	71,354	17	+19	- 5	8,930	99	234	160
Liquor Department of Other Trades[e]	35	+215	+53	11,316	+48	66,994	34	-30	-16	7,558	67	300	121
Total Hardware Group	341	- 8	+ 1	41,284	+12	530,516	218	-23	- 7	41,576	153	179	165
General Hardware	135	-12	b	24,412	+ 9	298,933	87	-26	- 9	29,466	175	201	187
Industrial Supplies	106	+ 6	+ 2	10,680	+22	158,757	69	-10	- 4	8,889	125	155	130
Plumbing and Heating Supplies	100	-15	+ 9	6,192	+10	72,826	62	-28	- 7	3,221	98	109	118
Jewelry	34	- 7	b	2,511	+ 8	24,394	21	- 9	- 6	2,428	146	150	154
Optical Goods	18	+ 6	+ 5	354	+ 9	3,588	8	+10	+ 1	198	135	136	135
Lumber and Building Materials	45	+ 6	+ 9	4,860	+12	53,682	29	- 7	- 7	2,705	70	85	80
Machinery, Eqpt., and Supplies, except Electrical	59	- 7	+ 7	2,903	+ 9	43,808	45	-13	- 6	3,373	136	145	156
Surgical Equipment and Supplies	19	+29	+14	872	+24	13,890	11	+13	- 2	659	96	120	115
Metals	33	-13	- 2	4,184	-10	59,997	17	-21	- 4	3,048	106	125	109
Paper and Its Products	89	-21	+ 8	6,637	+ 6	78,748	40	+10	- 1	5,127	153	116	171
Petroleum	10	- 3	+10	21,956	+12	207,618	6	-14	- 9	911	62	72	75
Tobacco and Its Products	137	+22	+11	17,123	+12	155,153	55	+16	+ 8	4,995	59	59	60
Leather and Shoe Findings	15	+23	f	380	+40	3,522	c	c	c	c	c	c	c
Miscellaneous	23	+ 8	+ 8	2,195	+11	25,218	26	+19	b	3,303	160	128	160

[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.
[f] No change.

3-37018

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

OCTOBER 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		October 1942	October 1941	September 1942	October 1942 vs. October 1941	October 1942 vs. September 1942	As of October 1, 1942 (Add 000)
UNITED STATES	2,175	95	80	90	-11	+ 3	$272,721
Automotive Supplies	141	85	68	82	-35	+ 2	3,087
Chemicals (industrial)	18	103	92	97	-10	- 9	1,512
Paints and Varnishes	25	61	52	56	-16	+ 1	1,213
Clothing and Furnishings, except Shoes	41	67	63	69	- 7	+18	6,311
Shoes and Other Footwear	31	73	55	58	-13	- 5	13,840
Coal	9	100	81	96	- 2	+ 9	2,165
Drugs and Sundries (liquor excluded)	108	86	67	85	- 8	+10	23,196
Dry Goods	86	66	51	58	- 8	+ 8	23,099
Electrical Goods	283	72	73	72	-10	+ 2	40,015
Dairy and Poultry Products	21	147	130	149	+27	+ 6	2,051
Fresh Fruits and Vegetables	57	177	164	186	+11	+ 4	1,041
Farm Supplies	6	125	90	116	-14	-19	293
Furniture and House Furnishings	50	70	59	60	-30	b	7,694
Groceries and Foods, except Farm Products	418	131	106	126	- 8	+ 3	31,489
Full-line Wholesalers	211	122	98	115	- 6	+ 2	15,481
Voluntary-group Wholesalers	105	136	112	136	- 9	+ 5	10,356
Retailer-cooperative Warehouses	16	212	178	197	-11	+ 1	1,657
Specialty Lines	86	117	95	114	- 9	+ 6	3,995
Confectionery	20	94	73	88	+ 4	+ 9	542
Meats and Meat Products	79	212	191	173	+12	- 3	16,809
Beer	22	117	107	123	- 4	- 8	280
Wines and Liquors	20	82	88	97	+57	+53	7,410
Liquor Department of Other Trades	33	95	66	85	- 3	+16	8,064
Total Hardware Group	317	80	68	77	-20	- 2	47,651
General Hardware	123	81	65	76	-26	- 3	29,141
Industrial Supplies	97	84	79	83	- 1	+ 2	11,091
Plumbing and Heating Supplies	97	74	71	74	-19	- 3	7,419
Jewelry	27	44	24	41	-33	+ 8	3,272
Optical Goods	16	89	72	84	-13	+ 3	331
Lumber and Building Materials	42	93	78	93	-14	+ 2	4,622
Machinery, Equipment and Supplies, except Electrical	50	82	71	79	-19	- 6	2,771
Surgical Equipment and Supplies	18	67	54	52	+10	- 1	1,192
Metals	31	119	104	112	-24	b	3,602
Paper and Its Products	75	72	70	68	-24	+ 3	7,693
Petroleum	7	157	136	151	-17	+ 6	1,011
Tobacco and Its Products	92	146	129	152	b	+ 6	8,131
Leather and Shoe Findings	13	75	54	69	-15	- 4	311
Miscellaneous	19	86	80	80	- 3	- 6	2,023

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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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1942

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 1942 (Add 000)	Percent change from 10 mos. 1941	Ten months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1942 (Add 000)	Oct. 1942	Oct. 1941	Sept. 1942
		Oct. 1942 vs. Oct. 1941	Oct. 1942 vs. Sept. 1942					Oct. 1942 vs. Oct. 1941	Oct. 1942 vs. Sept. 1942				
New England	155	+ 4	+ 9	$16,112	+ 6	$173,611	105	-11	- 4	$ 9,475	75	88	86
Electrical Goods	30	-16	- 3	2,191	- 7	24,955	26	-43	-11	1,304	61	91	66
Fresh Fruits and Vegetables	4	+ 4	-13	201	+12	3,809	4	-27	-16	16	8	11	8
Groceries and Foods, except Farm Products	14	+19	+ 7	1,201	+17	22,400	6	-16	- 6	662	105	149	120
Meats and Meat Products	8	- 5	+16	3,700	+ 8	34,401	8	+21	+15	1,197	32	25	33
Wines and Liquors	4	+189	+74	833	+20	6,822	4	-22	-29	578	69	257	171
Industrial Supplies	12	+ 5	+ 8	919	+12	9,976	8	b	- 2	1,156	160	170	173
Plumbing and Heating Supplies	11	-53	-16	148	-24	1,979	7	-16	b	265	255	156	251
Optical Goods	4	-12	+26	44	- 4	410	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	5	-22	+11	187	- 3	1,910	4	+11	- 1	384	272	194	310
Metals	5	-12	-12	427	- 7	4,130	c	c	c	c	c	c	c
Paper and Its Products	5	-45	+13	216	- 3	3,418	c	c	c	c	c	c	c
Tobacco and Its Products	13	+ 5	+ 6	1,957	- 1	18,172	c	c	c	c	c	c	c
Middle Atlantic	613	+16	+15	83,638	+17	799,274	372	-10	- 4	42,400	87	115	111
Automotive Supplies	26	-28	+13	635	-18	6,261	17	-21	- 3	891	205	185	237
Chemicals (industrial)	7	+18	+54	923	+11	7,350	6	+14	- 3	331	38	43	61
Clothing and Furnishings, except Shoes	17	-10	-19	3,033	+ 9	27,263	9	d	- 9	606	106	104	137
Shoes and Other Footwear	8	+32	- 2	725	+18	6,642	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	20	+ 8	+ 9	4,902	+ 7	43,887	17	- 4	d	3,727	112	124	122
Dry Goods	42	+13	+ 9	6,453	+24	55,270	21	+11	- 3	4,704	170	186	189
Electrical Goods	64	+ 7	+14	8,146	+ 9	80,817	54	-38	- 9	3,642	47	83	59
Dairy and Poultry Products	10	+41	+ 1	2,189	+36	14,307	4	- 9	+13	107	59	59	50
Fresh Fruits and Vegetables	17	+14	- 4	545	+13	18,510	12	+28	+91	109	23	20	11
Furniture and House Furnishings	22	-34	+17	1,756	- 2	19,684	12	-34	-12	1,578	134	135	184
Groceries and Foods, except Farm Products	93	+15	+ 6	11,386	+15	120,080	40	-14	- 1	4,349	107	150	119
Meats and Meat Products	27	+51	+11	10,010	+67	97,162	24	- 2	- 7	512	32	42	33
Beer	14	+10	- 2	279	+15	2,156	11	+91	+20	103	40	23	32
General Hardware	31	- 9	+ 6	3,889	+10	37,641	17	-22	- 8	3,189	137	157	158
Industrial Supplies	33	+21	+ 9	3,493	+33	46,476	22	- 9	- 3	2,365	87	117	99
Plumbing and Heating Supplies	40	-20	+25	2,017	+ 4	22,444	25	-36	-10	1,102	74	94	106
Jewelry	11	- 4	- 4	979	+10	6,977	9	-15	-10	1,060	127	146	136
Optical Goods	7	- 3	+ 6	172	+ 5	1,752	c	c	c	c	c	c	c
Lumber and Building Materials	9	- 2	+10	1,542	+ 1	12,826	4	- 5	+ 2	476	41	46	43
Metals	7	-22	+ 2	1,175	- 7	24,738	c	c	c	c	c	c	c
Paper and Its Products	28	-22	+11	2,549	+ 8	31,550	15	+ 8	- 1	2,534	149	113	170
Petroleum	4	d	+19	755	+ 3	6,501	c	c	c	c	c	c	c
Tobacco and Its Products	41	+16	+12	6,837	+ 8	55,564	24	+35	+12	3,727	69	59	69
East North Central	491	+ 4	+ 7	51,873	+11	570,038	324	-19	- 5	36,401	105	132	115
Automotive Supplies	49	-27	- 2	1,021	+ 2	11,126	32	-14	- 3	1,351	183	144	186
Paints and Varnishes	10	-11	- 8	347	- 2	3,920	6	+ 8	- 2	465	159	133	144
Clothing and Furnishings, except Shoes	9	+18	+29	473	+15	3,543	5	- 7	-11	329	130	144	191
Drugs and Sundries (liquor excluded)	23	+15	+11	4,562	+15	40,349	17	b	b	4,250	122	139	137
Dry Goods	7	+24	+ 7	1,154	+23	9,884	5	-15	-24	1,113	102	146	142
Electrical Goods	53	-28	- 4	4,639	-10	70,342	43	-49	- 8	3,150	77	108	80
Dairy and Poultry Products	4	+28	+ 9	280	+22	3,106	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	14	+29	+ 9	531	+19	7,093	10	+24	+21	87	28	28	27
Furniture and House Furnishings	5	-15	b	451	+11	6,001	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	100	+15	+ 3	11,619	+14	123,733	71	-13	b	7,173	122	147	117
Confectionery	7	+28	+11	147	+28	1,193	5	-11	+ 4	72	71	104	77
Meats and Meat Products	20	+36	+18	6,730	+52	58,087	17	-14	-15	1,909	33	51	46
Beer	14	+18	- 7	322	+23	4,449	13	+23	- 2	128	41	39	38
Wines and Liquors	5	+111	+24	554	+43	4,011	c	c	c	c	c	c	c
General Hardware	19	-12	- 2	4,008	+ 9	59,939	14	-35	- 9	6,943	186	251	200
Industrial Supplies	18	+12	+ 2	1,368	+33	32,227	12	-13	- 5	526	122	152	131

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1942

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 1942 (Add 000)	Percent change from 10 mos. 1941	Ten months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1942 (Add 000)	Oct. 1942	Oct. 1941	Sept. 1942
		Oct. 1942 vs. Oct. 1941	Oct. 1942 vs. Sept. 1942					Oct. 1942 vs. Oct. 1941	Oct. 1942 vs. Sept. 1942				
East North Central (continued)													
Plumbing and Heating Supplies	11	-11	+ 6	$610	+ 1	$6,853	7	-25	- 5	$417	141	140	152
Jewelry	11	-19	+ 3	974	- 2	8,074	5	b	- 3	1,027	164	139	176
Lumber and Building Materials	8	-11	+14	674	b	5,892	5	-13	- 2	387	99	105	93
Machinery, Eqpt., and Supplies, except Electrical	10	- 8	+12	511	+19	7,182	9	- 8	-10	453	90	90	113
Surgical Equipment and Supplies	6	+50	+19	624	+38	5,148	4	+19	- 3	422	75	98	94
Metals	8	-26	+ 2	1,076	-24	16,196	5	-10	- 4	1,137	154	121	169
Paper and Its Products	22	-27	+ 9	2,084	- 4	22,279	8	+11	b	999	144	105	157
Tobacco and Its Products	33	+20	+ 8	3,711	+13	32,827	12	-29	- 4	627	39	65	43
Leather and Shoe Findings	4	+10	+10	109	+32	1,076	c	c	c	c	c	c	c
West North Central	265	- 3	+ 2	26,361	+11	384,056	180	-20	- 9	26,584	125	148	140
Automotive Supplies	21	- 2	+ 5	709	+13	7,739	8	-24	- 2	256	124	134	137
Shoes and Other Footwear	4	- 6	- 2	952	- 5	9,889	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	13	+10	+ 3	2,989	+13	29,077	12	- 6	- 1	3,500	143	165	146
Dry Goods	7	+12	+ 9	2,821	+26	54,298	6	+23	-21	3,231	123	110	171
Electrical Goods	33	-43	+ 8	1,559	-26	25,661	29	-50	-10	1,484	111	127	135
Fresh Fruits and Vegetables	7	+12	- 9	424	+22	5,133	5	+ 5	+13	119	37	39	29
Furniture and House Furnishings	7	-28	+24	1,467	+ 6	32,127	5	-28	- 5	2,399	176	169	229
Groceries and Foods, except Farm Products	60	+ 8	b	4,597	+ 8	68,551	41	-14	- 1	4,886	131	166	133
Beer	6	+ 4	-12	113	+20	1,700	6	+73	-26	26	23	14	27
General Hardware	13	-24	-10	3,743	+ 7	52,148	12	-25	-13	6,747	190	192	196
Industrial Supplies	11	- 1	-20	794	+28	7,935	5	- 2	b	583	153	149	110
Plumbing and Heating Supplies	10	-10	+ 7	753	+ 6	7,163	5	-47	-14	195	70	105	90
Jewelry	5	- 9	-15	167	+10	1,504	4	-26	- 2	202	227	247	195
Lumber and Building Materials	6	- 5	- 5	287	+16	6,540	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	7	- 3	-19	110	+36	3,702	6	-32	-19	114	107	156	107
Metals	4	+ 4	- 6	610	+ 9	5,593	c	c	c	c	c	c	c
Paper and Its Products	9	d	+ 3	201	+12	3,178	4	+18	+ 1	84	175	182	189
Tobacco and Its Products	11	+25	+14	645	+12	10,603	4	-19	-15	113	44	63	59
South Atlantic	368	+ 9	+ 4	31,106	+14	303,453	214	-21	- 6	18,623	93	127	100
Automotive Supplies	20	- 8	+40	615	b	5,771	7	-21	d	127	157	128	161
Clothing and Furnishings, except Shoes	6	+30	+ 1	244	+15	1,607	c	c	c	c	c	c	c
Shoes and Other Footwear	5	+14	-10	1,941	+16	17,601	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	21	+16	+ 8	2,717	+13	24,618	13	- 5	+ 5	2,778	165	203	172
Dry Goods	9	+22	+ 4	1,907	+27	14,273	5	- 3	-11	1,339	158	192	159
Electrical Goods	49	-19	- 8	4,650	+ 3	53,069	46	-40	- 5	2,863	63	94	61
Dairy and Poultry Products	4	+16	+32	86	+25	1,085	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	13	+29	+22	606	+28	4,654	8	+34	+12	86	18	19	22
Furniture and House Furnishings	7	-23	+17	428	+10	4,317	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	99	+18	+ 5	7,158	+19	67,064	43	-21	- 2	3,640	101	154	108
Confectionery	11	+21	+15	327	+26	2,591	8	d	+26	127	61	81	56
Meats and Meat Products	9	+24	+13	930	+27	9,474	6	-18	-20	238	26	40	38
Beer	6	+17	+ 1	287	+32	2,371	4	+33	+12	130	66	57	55
General Hardware	22	- 6	+ 5	2,311	+10	21,692	13	-36	-12	1,647	128	178	156
Industrial Supplies	12	+11	+ 5	880	+ 7	11,021	8	-19	- 6	585	104	123	103
Plumbing and Heating Supplies	16	-27	+ 3	1,139	+ 8	13,062	13	-17	- 5	1,052	110	110	119
Machinery, Eqpt., and Supplies, except Electrical	9	-20	+ 4	322	- 6	3,295	6	-17	- 1	412	204	189	216
Paper and Its Products	12	-19	+ 2	650	+ 6	6,794	5	+28	b	494	170	110	177
Tobacco and Its Products	10	+42	+17	1,376	+24	13,786	c	c	c	c	c	c	c

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1942

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 1942 (Add 000)	Percent change from 10 mos. 1941	Ten months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1942 (Add 000)	Oct. 1942	Oct. 1941	Sept. 1942
		Oct. 1942 vs. Oct. 1941	Oct. 1942 vs. Sept. 1942					Oct. 1942 vs. Oct. 1941	Oct. 1942 vs. Sept. 1942				
East South Central	149	+ 4	+ 6	$12,624	+13	$140,269	91	-17	- 6	$10,103	119	151	131
Drugs and Sundries (liquor excluded)	11	+11	+ 2	2,003	+15	17,719	c	c	c	c	c	c	c
Dry Goods	11	+32	+11	1,767	+18	13,174	6	-15	-20	1,295	104	154	145
Electrical Goods	11	-25	-10	547	-18	10,633	9	-60	-14	355	70	126	72
Fresh Fruits and Vegetables	9	+30	+21	216	+28	1,937	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	36	+16	+ 6	2,528	+16	34,377	19	-12	- 6	2,264	137	181	158
Wines and Liquors	5	+137	+30	712	+42	6,485	c	c	c	c	c	c	c
General Hardware	14	-21	- 1	2,274	+12	25,039	9	-41	- 5	1,612	126	173	127
Industrial Supplies	5	-18	+ 1	271	+23	3,625	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	5	-18	+19	198	+ 7	2,724	4	- 2	- 6	258	134	114	176
Paper and Its Products	4	-25	+ 2	252	+ 5	2,520	c	c	c	c	c	c	c
Tobacco and Its Products	4	+13	+12	256	+23	1,802	c	c	c	c	c	c	c
West South Central	227	+13	+ 3	23,466	+14	254,550	150	-14	- 4	22,553	136	185	144
Automotive Supplies	6	-12	- 9	112	-10	2,113	4	-24	-13	123	128	154	134
Drugs and Sundries (liquor excluded)	16	+18	+ 1	2,546	+19	25,247	13	- 1	- 2	4,107	172	207	176
Dry Goods	6	+50	+ 7	1,229	+26	9,389	5	-21	-20	970	111	205	144
Electrical Goods	26	-18	+ 1	1,817	- 4	24,564	20	-46	b	1,081	67	104	66
Furniture and House Furnishings	4	- 4	+ 4	144	b	1,425	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	97	+25	- 1	9,316	+20	98,973	65	-10	+ 2	7,954	131	179	124
Liquor Department of Other Trades[e]	9	+159	+52	1,335	+41	7,693	8	-14	- 5	1,276	99	299	160
General Hardware	16	-13	+ 2	2,416	+ 5	28,148	10	-17	- 3	2,550	210	205	205
Industrial Supplies	9	-10	- 3	2,386	+ 6	23,155	7	-17	- 5	2,806	159	211	155
Machinery, Eqpt., and Supplies, except Electrical	6	-45	+42	250	-20	7,363	4	-44	- 7	496	308	276	467
Surgical Equipment and Supplies	4	- 7	- 5	69	+ 9	826	c	c	c	c	c	c	c
Paper and Its Products	4	+ 3	b	206	+28	2,686	c	c	c	c	c	c	c
Tobacco and Its Products	8	- 5	+10	264	+ 3	3,300	c	c	c	c	c	c	c
Mountain	108	+10	+ 3	8,890	+13	99,526	80	-20	- 5	7,561	112	152	121
Automotive Supplies	14	- 2	-22	238	+ 7	4,018	7	-29	- 5	222	241	289	184
Electrical Goods	13	-16	+15	1,048	-11	10,667	10	-32	-12	589	63	77	82
Groceries and Foods, except Farm Products	28	+ 9	- 3	1,926	+ 7	19,724	24	-29	- 1	2,599	145	221	142
General Hardware	5	- 9	+ 6	667	- 3	7,662	c	c	c	c	c	c	c
Lumber and Building Materials	4	+ 3	+ 7	1,183	+22	11,054	4	-12	-16	928	78	92	99
Machinery, Eqpt., and Supplies, Except Electrical	4	+28	+ 5	789	+15	6,365	4	+ 1	- 6	642	81	103	91
Tobacco and Its Products	6	+64	+ 9	334	+27	2,639	4	-11	- 2	56	50	71	50
Pacific	239	+21	+ 2	35,426	+20	502,735	133	-16	- 4	26,212	108	155	113
Automotive Supplies	49	-13	- 5	992	- 2	10,738	12	b	- 6	543	220	195	256
Clothing and Furnishings, except Shoes	4	- 1	- 6	66	+12	766	c	c	c	c	c	c	c
Shoes and Other Footwear	7	+47	+ 5	380	+22	2,856	5	-28	-19	285	79	168	102
Dry Goods	8	+22	+ 7	1,396	+41	13,462	c	c	c	c	c	c	c
Electrical Goods	23	+ 5	- 5	4,756	+11	57,101	23	-34	- 9	3,054	64	102	67
Fresh Fruits and Vegetables	4	- 8	+ 7	128	+50	11,910	c	c	c	c	c	c	c
Furniture and House Furnishings	11	+ 9	+ 8	1,670	+22	20,421	7	-28	-19	1,506	98	156	131
Groceries and Foods, except Farm Products	32	+18	+ 9	4,631	+17	127,583	22	-24	-11	1,874	74	123	96
Meats and Meat Products	7	+29	- 1	1,319	+34	13,919	5	- 7	-13	144	25	36	24
Wines and Liquors	4	+108	-13	2,263	+43	20,102	c	c	c	c	c	c	c
General Hardware	13	b	b	5,076	+10	64,041	8	-14	- 6	6,234	195	205	202
Industrial Supplies	6	+11	+ 9	569	+16	23,347	4	-15	- 6	531	146	204	171
Plumbing and Heating Supplies	5	+22	+ 2	1,251	+31	16,325	c	c	c	c	c	c	c
Lumber and Building Materials	10	+75	+20	908	+16	11,242	7	- 6	- 6	334	47	101	59
Machinery, Eqpt., and Supplies, except Electrical	8	+ 9	- 8	469	+34	6,389	5	+ 5	- 2	577	165	153	171
Metals	5	+33	- 1	759	+16	7,324	c	c	c	c	c	c	c
Tobacco and Its Products	11	+62	+14	1,743	+28	16,460	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 No change.
e Chiefly of the wholesale drug trade.

3-37018

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

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
NOVEMBER 1942

Sales of wholesalers advanced 10 percent in November 1942 over the same month a year ago, according to an announcement released today by J.C. Capt, Director of the Census. The gain reported in October of this year as compared with October 1941 was also 10 percent. A decrease of 14 percent in sales was recorded for November 1942, compared with the preceding month. Sales for the 11 months of 1942 were 15 percent above those for the corresponding period of 1941.

Twenty-six of the 35 trades for which separate data are presented in this report showed increases in sales for November of this year compared with November 1941, and 9 showed decreases. Wholesalers of dry goods recorded an increase of 38 percent; meats and meat products, 34 percent; shoes and other footwear, 26 percent; groceries and foods (full-line), 23 percent; groceries and foods (voluntary-group), 22 percent. In addition, gains were shown in sales of wholesalers of drugs and sundries (14%), tobacco and its products (9%), and petroleum (7%). A number of decreases in wholesalers' dollar sales were also registered; notably, electrical goods, 8 percent; plumbing and heating supplies, 10 percent; automotive supplies and paper and its products, each 13 percent; jewelry, 14 percent; and general hardware and furniture and house furnishings, each 16 percent.

Inventories, in terms of dollars based on cost values, at the close of November dropped slightly compared with October, the eighth consecutive month when inventories at the end of the month were lower than those at the beginning. Inventories at the end of November 1942 were 19 percent below those for the same date last year, continuing the decline in evidence since the beginning of the year.

The stock-sales ratio for wholesalers at the close of November 1942 was 121 as against 162 for November 1941, and 103 for October 1942. Of the 32 trades for which stock-sales ratios are shown, 29 registered decreases in their ratios for November 1942 compared with those for November 1941, and 3 showed increases. Full-line wholesalers of groceries and foods, with a 23 percent increase in sales and a 14 percent decrease in inventories, registered a stock-sales ratio of 146 for November 1942 as compared with 206 for November a year ago. Shoes and other footwear wholesalers, with a sales gain of 26 percent and a 12 percent decrease in inventories, recorded a stock-sales ratio of 79 for November this year as against a ratio of 120 for November 1941. Wholesalers of dry goods reported sales up 38 percent, inventories down 4 percent, and a stock-sales ratio of 146 compared with 200 a year ago; furniture and house furnishings wholesalers, sales down 16 percent, inventories down 28 percent, and a stock-sales ratio of 192 against 223 a year ago.

Collections on accounts receivable were up almost 25 percent for November 1942 compared with November 1941, but down 4 percent compared with October 1942. The collection ratio for November of this year was 91; for November of last year, 73; and October 1942, 95. Accounts receivable were 9 percent less on November 1, 1942 than on November 1, 1941. Accounts receivable on November 1, 1942 were slightly below those recorded for the beginning of October 1942.

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 table in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions.

3-37804

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

NOVEMBER 1942

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 Nov. 1942 vs. Nov. 1941	Percent change Nov. 1942 vs. Oct. 1942	November 1942 (Add 000)	Percent change from 11 mos. 1941	Eleven months 1942 (Add 000)	Number of firms reporting stocks	Percent change Nov. 1942 vs. Nov. 1941	Percent change Nov. 1942 vs. Oct. 1942	Nov. 30, 1942 (Add 000)	Nov. 1942	Nov. 1941	Oct. 1942
UNITED STATES	2,765	+10	-14	$304,389	+15	$4,056,962	1,727	-19	- 2	$214,361	121	162	103
Automotive Supplies	209	-13	- 6	4,434	- 4	54,939	101	-21	- 3	3,929	187	191	182
Chemicals (industrial)	21	+11	b	2,089	+11	23,251	17	+ 8	+ 3	1,292	72	75	70
Paints and Varnishes	58	+10	+ 7	3,606	+19	38,617	13	- 3	- 2	1,229	192	213	177
Clothing and Furnishings, except Shoes	42	+17	-18	3,403	+12	40,101	23	- 5	- 9	971	104	127	92
Shoes and Other Footwear	31	+26	-28	15,582	+23	190,880	19	-12	+ 7	4,994	79	120	51
Coal	7	+10	-11	1,004	+20	18,588	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	123	+14	-14	21,572	+14	256,134	97	- 4	+ 1	27,847	164	195	138
Dry Goods	93	+38	- 9	19,360	+27	195,377	52	- 4	-13	18,376	146	200	148
Electrical Goods	319	- 8	-11	27,803	- 3	389,782	279	-50	- 7	17,331	65	122	62
Dairy and Poultry Products	28	+34	- 7	3,117	+35	32,471	13	-53	-22	212	25	66	31
Fresh Fruits and Vegetables	79	+ 6	b	3,064	+24	62,121	52	-10	- 5	516	24	26	25
Farm Supplies	9	+ 9	-23	365	+45	8,998	c	c	c	c	c	c	c
Furniture and House Furnishings	59	-16	-17	5,358	+ 5	99,836	33	-28	+10	7,676	192	223	139
Groceries and Foods, except Farm Products	596	+25	-12	54,592	+16	759,727	363	-15	- 1	44,983	139	202	121
Full-line Wholesalers[d]	317	+23	-15	24,635	+16	310,758	193	-14	- 1	22,252	146	206	124
Voluntary-group Wholesalers	141	+22	-12	18,026	+14	263,531	99	-20	b	16,091	159	240	141
Retailer-cooperative Warehouses	19	+15	-11	3,872	+14	50,215	10	-11	- 2	2,786	112	137	98
Specialty Lines	119	+45	- 2	8,059	+21	135,223	61	- 7	+ 3	3,854	84	132	77
Confectionery	36	+51	- 3	1,105	+32	10,008	20	-20	-15	300	55	102	60
Meats and Meat Products	93	+34	-12	33,239	+46	393,819	68	+ 9	+ 8	6,127	43	52	35
Beer	59	+25	-11	1,238	+22	13,962	48	+38	- 2	548	53	47	50
Wines and Liquors	29	+29	-44	4,251	+33	77,450	20	b	b	6,631	181	228	96
Liquor Department of Other Trades[e]	35	+12	-52	5,410	+46	73,508	34	-32	+ 3	7,760	145	238	67
Total Hardware Group	351	-11	-15	34,542	+11	576,813	219	-27	- 2	39,452	183	212	156
General Hardware	141	-16	-16	20,312	+ 6	324,851	87	-30	- 2	28,056	212	238	179
Industrial Supplies	108	+ 2	-13	8,883	+21	172,861	69	- 9	- 1	8,422	152	173	132
Plumbing and Heating Supplies	102	-10	-12	5,347	+ 8	79,121	63	-36	- 3	2,974	104	145	95
Jewelry	34	-14	-14	2,250	+ 5	27,835	21	- 3	- 5	2,231	155	152	143
Optical Goods	18	+ 9	- 9	318	+ 9	3,937	8	+ 8	+ 1	207	158	159	144
Lumber and Building Materials	50	+ 7	-14	4,348	+11	59,538	34	-17	b	2,617	93	129	80
Machinery, Eqpt., and Supplies, except Electrical	57	- 6	-18	2,118	+ 7	47,170	41	- 9	- 1	2,628	143	150	121
Surgical Equipment and Supplies	20	+ 9	- 6	390	+23	15,002	11	+ 9	b	405	205	207	192
Metals	31	- 2	-23	4,273	- 8	67,267	16	-20	+ 8	3,606	111	147	74
Paper and Its Products	92	-13	- 4	6,115	+ 3	86,139	42	+ 5	- 2	5,082	161	129	152
Petroleum	10	+ 7	+ 5	22,886	+12	230,591	7	-20	- 6	874	65	84	68
Tobacco and Its Products	138	+ 9	-15	14,310	+12	171,362	52	- 4	-15	4,046	56	65	58
Leather and Shoe Findings	16	+45	- 8	355	+40	3,898	c	c	c	c	c	c	c
Miscellaneous	22	+ 5	-10	1,912	+11	27,841	24	- 5	- 4	2,491	185	171	170

[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.

3-37804

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		November 1942	November 1941	October 1942	November 1942 vs. November 1941	November 1942 vs. October 1942	November 1, 1942 (Add 000)
UNITED STATES	2,272	91	73	95	- 9	- 2	$284,508
Automotive Supplies	158	84	69	86	-35	+ 2	3,472
Chemicals (industrial)	21	87	87	96	b	+ 2	2,030
Paints and Varnishes	25	60	49	61	-15	- 7	1,316
Clothing and Furnishings, except Shoes	37	69	54	66	- 7	- 2	6,080
Shoes and Other Footwear	28	73	50	74	- 9	-13	11,666
Coal	7	77	75	81	+12	+ 5	1,385
Drugs and Sundries (liquor excluded)	113	82	59	86	-11	+ 4	25,175
Dry Goods	84	64	47	63	- 6	- 4	31,161
Electrical Goods	297	73	67	72	-10	- 2	40,279
Dairy and Poultry Products	22	138	123	146	+19	b	1,994
Fresh Fruits and Vegetables	61	169	149	179	+ 7	+ 1	1,117
Farm Supplies	6	114	100	125	+12	+20	351
Furniture and House Furnishings	49	69	54	68	-30	- 2	8,039
Groceries and Foods, except Farm Products	452	118	93	125	- 2	- 1	38,561
Full-line Wholesalers	228	109	89	120	b	b	18,203
Voluntary-group Wholesalers	116	132	97	133	-12	- 6	11,971
Retailer-cooperative Warehouses	16	191	154	203	+ 7	b	1,736
Specialty Lines	92	97	78	104	+14	+ 6	6,651
Confectionery	21	94	71	95	+17	+ 8	582
Meats and Meat Products	83	196	166	217	+ 3	-14	15,458
Beer	26	121	103	130	+ 3	- 4	341
Wines and Liquors	23	131	87	77	+44	-23	4,061
Liquor Department of Other Trades	33	79	71	96	+74	+37	11,044
Total Hardware Group	327	81	64	81	-24	- 6	43,587
General Hardware	130	83	63	82	-31	- 9	25,651
Industrial Supplies	98	82	76	83	- 3	- 5	10,401
Plumbing and Heating Supplies	99	73	55	73	-20	+ 3	7,535
Jewelry	28	43	19	43	-38	+ 4	3,765
Optical Goods	15	85	66	85	-13	- 3	332
Lumber and Building Materials	47	82	75	87	- 8	+ 2	5,322
Machinery, Eqpt., and Supplies, except Electrical	50	81	77	80	- 5	+ 7	2,623
Surgical Equipment and Supplies	19	62	49	61	-19	- 2	572
Metals	30	100	100	119	- 2	+ 6	4,723
Paper and Its Products	77	70	69	72	-21	+ 2	7,392
Petroleum	7	161	130	160	-15	- 3	824
Tobacco and Its Products	94	133	118	141	+ 5	+ 1	8,690
Leather and Shoe Findings	13	73	48	77	-15	- 5	281
Miscellaneous	19	89	76	84	+ 4	+ 5	2,285

[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

NOVEMBER 1942

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: Nov. 1942 vs. Nov. 1941	Percent change: Nov. 1942 vs. Oct. 1942	November 1942 (Add 000)	Percent change from 11 mos. 1941	Eleven months 1942 (Add 000)	Number of firms reporting stocks	Percent change: Nov. 1942 vs. Nov. 1941	Percent change: Nov. 1942 vs. Oct. 1942	Nov. 30, 1942 (Add 000)	Nov. 1942	Nov. 1941	Oct. 1942
New England	162	+ 3	-18	$13,536	+ 6	$190,557	108	-16	+ 1	$10,312	101	123	80
Electrical Goods	29	+ 1	- 5	2,057	- 7	27,150	25	-52	- 4	1,241	62	130	61
Fresh Fruits and Vegetables	5	+16	+ 4	251	+12	4,130	5	+10	+38	33	13	14	10
Groceries and Foods, except Farm Products	15	+22	-13	1,220	+20	25,246	5	-19	- 5	668	124	192	114
Meats and Meat Products	8	+12	-16	3,315	+ 8	37,984	8	+21	+ 7	1,374	41	39	32
Wines and Liquors	5	-10	-53	453	+19	7,411	5	+ 7	+23	914	202	170	77
General Hardware	5	- 3	-16	232	+19	3,104	b	b	b	b	b	b	b
Industrial Supplies	11	- 2	-14	587	+11	10,563	7	+ 4	+ 1	970	224	215	198
Plumbing and Heating Supplies	11	-50	-23	114	-26	2,093	7	-26	- 4	254	314	232	255
Machinery, Eqpt., and Supplies, except Electrical	5	- 4	-10	168	- 3	2,078	4	+ 2	- 3	369	298	262	271
Metals	5	-12	-22	333	- 7	4,463	b	b	b	b	b	b	b
Paper and Its Products	7	-29	+ 2	287	- 6	3,809	4	+ 4	- 2	239	157	100	163
Tobacco and Its Products	13	+ 5	-12	1,731	c	19,903	b	b	b	b	b	b	b
Middle Atlantic	630	+13	-15	76,016	+17	885,970	383	-21	- 4	46,240	102	137	86
Automotive Supplies	28	-22	- 4	630	-18	6,954	19	-23	- 1	925	212	213	205
Chemicals (industrial)	7	+18	+ 1	929	+12	8,279	6	+12	+ 4	344	41	43	38
Clothing and Furnishings, except Shoes	16	+13	-20	2,410	+ 9	29,757	7	+12	+ 2	530	153	130	100
Shoes and Other Footwear	8	+57	-29	515	+20	7,157	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	22	+ 9	-14	4,495	+ 7	48,406	19	- 2	+ 1	4,478	149	160	122
Dry Goods	39	+36	- 6	5,791	+25	61,097	19	+ 2	- 5	4,313	206	219	174
Electrical Goods	68	+21	- 9	7,382	+10	88,552	58	-43	- 4	3,597	50	109	47
Dairy and Poultry Products	11	+34	- 5	2,067	+35	16,374	5	-59	-29	141	27	82	40
Fresh Fruits and Vegetables	17	+22	-10	498	+13	19,140	11	- 1	-25	83	20	25	24
Furniture and House Furnishings	21	-26	-14	1,442	- 5	21,559	12	-42	-13	1,133	123	152	116
Groceries and Foods, except Farm Products	97	+33	- 6	10,760	+16	131,497	43	-20	- 3	4,702	119	194	110
Meats and Meat Products	28	+60	-12	8,796	+66	107,720	23	- 8	- 7	382	30	41	27
Beer	15	+ 7	-16	299	+15	2,568	12	+54	- 1	143	50	35	43
General Hardware	33	-18	-15	3,370	+ 7	41,613	18	-27	- 2	3,288	176	182	145
Industrial Supplies	32	+14	-16	2,480	+33	50,836	21	- 2	c	2,026	108	127	92
Plumbing and Heating Supplies	42	-10	-10	1,842	+ 3	24,451	26	-43	- 5	1,093	75	132	76
Jewelry	10	+ 7	- 9	851	+10	7,846	8	- 4	- 4	915	126	149	120
Optical Goods	8	- 1	- 9	159	+ 4	1,914	4	d	- 1	106	216	193	194
Lumber and Building Materials	6	-43	-35	265	- 1	13,185	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	9	-26	-33	121	+20	5,587	5	-12	- 5	37	82	120	89
Metals	6	-12	-38	2,045	- 4	29,234	b	b	b	b	b	b	b
Paper and Its Products	28	-23	- 9	2,485	+ 4	34,520	15	+ 4	- 2	2,789	159	120	149
Petroleum	4	- 5	+ 2	505	+ 2	7,012	b	b	b	b	b	b	b
Tobacco and Its Products	41	+ 7	-13	5,905	+ 8	61,550	24	+ 7	-20	2,980	62	63	69
East North Central	497	+ 2	-14	44,469	+10	621,402	333	-23	- 3	35,928	116	149	103
Automotive Supplies	53	-21	- 6	964	- 1	12,224	34	-21	- 4	1,352	192	188	188
Paints and Varnishes	8	c	-14	269	- 2	4,196	5	+ 2	- 1	459	181	177	163
Clothing and Furnishings, except Shoes	8	+20	- 7	429	+13	3,972	5	-21	-20	263	104	152	134
Drugs and Sundries (liquor excluded)	24	+10	-18	3,921	+15	44,679	18	c	+ 1	4,606	152	167	123
Dry Goods	7	+26	-14	993	+23	10,888	5	-35	-29	798	85	164	102
Electrical Goods	57	-33	-17	4,319	-11	76,118	48	-55	-10	3,160	81	119	74
Dairy and Poultry Products	4	+26	-15	238	+23	3,397	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	14	+35	+ 5	561	+20	7,654	10	+ 9	+ 1	88	30	36	28
Furniture and House Furnishings	5	- 6	-19	365	+ 9	6,411	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	99	+25	-12	10,876	+14	135,802	71	-14	c	8,043	134	190	123
Confectionery	8	+34	+ 3	160	+29	1,361	5	-16	- 5	70	71	101	73
Meats and Meat Products	21	+47	+12	6,594	+51	64,681	18	- 6	+11	2,414	41	65	33
Beer	14	+22	- 7	287	+24	4,843	13	+33	+ 1	129	46	42	43
Wines and Liquors	4	+15	-28	218	+41	4,229	b	b	b	b	b	b	b
General Hardware	21	-27	-19	3,387	+ 5	64,731	15	-37	- 8	6,659	213	247	190
Industrial Supplies	18	+16	-12	1,263	+32	34,182	12	-18	- 5	433	101	138	91
Plumbing and Heating Supplies	12	-14	-15	524	- 1	7,385	8	-26	+ 1	437	169	181	143

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1942

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 Nov. 1942 vs. Nov. 1941	Percent change Nov. 1942 vs. Oct. 1942	November 1942 (Add 000)	Percent change from 11 mos. 1941	Eleven months 1942 (Add 000)	Number of firms reporting stocks	Percent change Nov. 1942 vs. Nov. 1941	Percent change Nov. 1942 vs. Oct. 1942	Nov. 30, 1942 (Add 000)	Nov. 1942	Nov. 1941	Oct. 1942
East North Central (continued)													
Jewelry	11	-32	-19	$807	- 6	$8,906	6	+ 4	- 5	$995	183	138	162
Lumber and Building Materials	7	-24	-23	445	- 3	6,392	5	+ 6	- 6	364	121	87	99
Machinery, Eqpt., and Supplies, except Electrical	8	-12	- 8	366	+16	7,751	7	- 8	- 2	341	95	90	90
Surgical Equipment and Supplies	5	+14	- 4	120	+37	5,268	b	b	b	b	b	b	b
Metals	7	-19	-13	622	-24	17,322	5	-40	+ 5	452	142	183	104
Paper and Its Products	24	-18	c	1,505	- 5	23,853	11	+10	+ 2	1,016	152	113	141
Tobacco and Its Products	33	+ 8	-14	3,070	+13	36,276	11	-34	- 2	611	43	75	39
Leather and Shoe Findings	4	+26	-11	97	+32	1,187	b	b	b	b	b	b	b
West North Central	296	+ 5	-17	29,563	+10	426,681	207	-20	- 5	37,208	156	205	136
Automotive Supplies	25	-13	-17	639	+ 9	8,572	10	-27	+ 1	332	140	145	122
Shoes and Other Footwear	4	- 2	-47	506	- 5	10,395	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	13	+17	-17	2,238	+13	31,598	12	- 7	- 1	3,038	172	215	141
Dry Goods	9	+44	- 8	6,876	+28	61,720	8	+ 5	-16	9,482	140	193	155
Electrical Goods	35	-41	-17	1,632	-27	27,887	32	-58	- 6	1,629	111	158	98
Fresh Fruits and Vegetables	9	+10	-10	498	+20	5,761	6	+11	+ 2	131	41	43	38
Furniture and House Furnishings	5	-31	-28	1,001	+ 4	34,906	4	-33	- 3	2,307	239	241	177
Groceries and Foods, except Farm Products	73	+17	-18	6,443	+10	79,173	56	-11	+ 2	10,744	187	248	150
Beer	9	+27	- 5	155	+22	1,921	8	+84	+ 2	46	38	23	35
General Hardware	13	-23	-20	2,582	+ 5	55,582	12	-39	- 5	5,010	206	265	174
Industrial Supplies	12	+ 7	- 5	811	+26	8,809	6	- 1	- 3	691	142	175	160
Plumbing and Heating Supplies	10	-21	-22	589	+ 3	7,787	5	-48	+ 4	203	100	128	70
Jewelry	5	- 1	+ 7	179	+ 8	1,728	4	-30	-10	182	212	242	227
Lumber and Building Materials	7	+10	- 5	768	+14	7,836	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	8	-25	-33	86	+34	3,831	6	-19	+ 3	123	156	148	98
Metals	3	- 1	- 1	149	+ 9	5,742	b	b	b	b	b	b	b
Paper and Its Products	9	c	- 8	243	+ 9	3,550	4	+ 7	- 2	260	265	249	240
Tobacco and Its Products	13	+11	-12	619	+13	12,161	5	-18	+13	135	62	80	44
South Atlantic	360	+ 9	-11	27,003	+13	332,773	209	-27	- 5	17,175	99	148	92
Automotive Supplies	21	-13	- 8	581	- 1	6,380	6	-29	- 2	107	165	172	165
Clothing and Furnishings, except Shoes	5	+36	-17	176	+17	1,805	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+31	-14	1,670	+17	19,271	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	20	+11	-13	2,117	+13	26,992	12	- 9	- 2	2,320	188	232	169
Dry Goods	8	+26	-14	1,596	+27	15,869	5	-16	-14	1,154	164	237	158
Electrical Goods	49	- 3	- 3	4,527	+ 2	57,701	46	-44	- 3	2,772	63	112	63
Fresh Fruits and Vegetables	12	+29	- 4	436	+28	5,104	7	+26	+23	97	30	29	22
Furniture and House Furnishings	7	-19	- 6	402	+ 6	4,719	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	97	+20	-10	6,149	+20	73,654	43	-19	- 3	3,598	115	171	106
Confectionery	10	+29	- 3	314	+27	2,905	7	-12	-17	99	47	74	58
Meats and Meat Products	9	+12	- 8	838	+26	10,384	6	-11	+27	276	34	43	25
Beer	5	+51	+ 3	243	+33	2,614	4	+26	-11	117	56	74	67
General Hardware	21	-12	-17	1,840	+ 8	23,532	13	-40	- 6	1,621	149	217	135
Industrial Supplies	13	- 4	-17	864	+ 6	12,343	8	-20	+ 1	595	148	146	105
Plumbing and Heating Supplies	15	-20	-15	857	+ 6	13,951	b	b	b	b	b	b	b
Lumber and Building Materials	4	+44	+ 3	473	+32	4,192	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	9	-18	-10	311	- 7	3,641	6	-24	- 3	387	184	183	177
Paper and Its Products	11	- 3	+15	569	+ 6	7,363	4	+27	- 5	161	83	69	124
Tobacco and Its Products	10	+15	-21	1,086	+23	15,050	b	b	b	b	b	b	b

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1942

3-37804

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 1942 (Add 000)	Percent change from 11 mos. 1941	Eleven months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1942 (Add 000)	Nov. 1942	Nov. 1941	Oct. 1942
		Nov. 1942 vs. Nov. 1941	Nov. 1942 vs. Oct. 1942					Nov. 1942 vs. Nov. 1941	Nov. 1942 vs. Oct. 1942				
East South Central	162	+ 6	-16	$11,933	+12	$154,800	95	-19	+ 1	$11,001	139	177	114
Automotive Supplies	4	- 4	-12	50	-21	1,423	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	11	+15	-14	1,729	+15	19,448	b	b	b	b	b	b	b
Dry Goods	11	+23	-23	1,357	+19	14,531	6	-23	-10	1,162	128	191	104
Electrical Goods	14	-33	-10	640	-19	11,579	11	-65	-12	346	59	110	60
Fresh Fruits and Vegetables	9	+24	-13	186	+28	2,122	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	41	+22	-17	2,755	+17	38,064	22	-20	- 1	2,344	136	209	111
Beer	6	+49	-41	61	+14	424	5	+73	+18	45	88	84	62
Wines and Liquors	6	+40	-27	652	+44	7,321	b	b	b	b	b	b	b
General Hardware	12	-19	-18	1,788	+ 9	26,882	6	-32	+24	1,598	184	193	115
Machinery, Eqpt., and Supplies, except Electrical	6	- 5	-22	176	+ 7	2,984	5	-13	- 5	297	173	189	143
Tobacco and Its Products	4	+16	- 9	229	+22	2,031	b	b	b	b	b	b	b
West South Central	246	+ 5	-14	22,020	+13	282,228	160	-15	- 2	23,139	152	185	131
Automotive Supplies	8	- 3	+ 7	176	-10	2,469	6	- 4	c	225	143	147	152
Drugs and Sundries (liquor excluded)	17	+18	-12	2,418	+19	28,241	13	- 2	- 1	4,079	196	234	173
Dry Goods	5	+66	-14	794	+29	10,183	4	-29	-17	501	102	217	107
Electrical Goods	26	-21	-18	1,540	- 5	26,286	21	-59	-13	990	71	140	65
Furniture and House Furnishings	4	-23	-16	121	- 2	1,546	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	111	+22	-13	9,162	+20	110,525	75	-11	- 3	8,608	143	192	128
Liquor Department of Other Trades [e]	9	c	-40	807	+37	8,627	8	-34	- 7	1,182	160	230	99
General Hardware	18	-18	-14	2,339	+ 3	31,179	11	-25	- 3	2,705	244	241	209
Industrial Supplies	9	-17	-16	1,913	+ 4	25,068	7	-18	- 3	2,734	205	218	170
Surgical Equipment and Supplies	4	- 5	- 8	61	+ 6	917	b	b	b	b	b	b	b
Paper and Its Products	5	+35	+ 3	300	+28	3,071	b	b	b	b	b	b	b
Tobacco and Its Products	10	-13	- 3	363	+ 1	3,742	b	b	b	b	b	b	b
Mountain	116	+14	-13	8,105	+13	109,888	85	-23	- 2	7,908	127	187	111
Automotive Supplies	18	- 2	- 6	363	+ 6	4,552	10	-26	- 4	410	228	288	213
Dry Goods	4	+29	- 4	578	+19	5,483	b	b	b	b	b	b	b
Electrical Goods	15	- 8	-14	992	-11	11,800	12	-48	-13	578	64	115	64
Groceries and Foods, except Farm Products	30	+17	-11	1,770	+ 8	21,786	25	-28	+ 1	2,509	169	270	149
Meats and Meat Products	4	-14	+ 1	373	+72	8,735	b	b	b	b	b	b	b
General Hardware	5	- 1	-17	557	- 4	8,304	b	b	b	b	b	b	b
Lumber and Building Materials	4	+19	-18	968	+22	12,022	4	-10	+ 4	963	99	131	78
Pacific	254	+25	-13	31,675	+20	557,999	148	-18	+ 5	27,437	124	183	101
Automotive Supplies	46	- 3	+ 3	994	- 2	11,920	12	- 4	- 5	536	194	181	199
Shoes and Other Footwear	6	+88	-16	312	+26	3,168	5	-28	- 4	271	89	242	79
Dry Goods	7	+58	- 4	1,323	+43	15,048	b	b	b	b	b	b	b
Electrical Goods	26	+14	-10	4,714	+11	62,709	26	-43	- 7	3,018	64	129	61
Fresh Fruits and Vegetables	6	+39	- 7	210	+52	13,753	4	-16	+ 8	26	18	28	16
Furniture and House Furnishings	9	+19	-15	1,355	+22	21,930	6	- 7	+82	2,542	208	276	95
Groceries and Foods, except Farm Products	33	+33	-15	5,437	+18	143,980	23	-19	+ 3	3,767	98	165	81
Meats and Meat Products	8	+20	-26	1,073	+33	15,233	7	+11	-24	420	40	43	39
Beer	4	+46	- 6	127	+34	493	b	b	b	b	b	b	b
Wines and Liquors	4	+37	-37	126	+45	20,724	b	b	b	b	b	b	b
General Hardware	13	+ 2	-12	4,217	+ 9	69,904	6	-11	+ 1	6,124	257	260	218
Industrial Supplies	7	+45	+ 5	676	+17	26,031	5	-14	c	608	136	226	139
Plumbing and Heating Supplies	5	+23	c	1,226	+30	18,084	b	b	b	b	b	b	b
Lumber and Building Materials	14	+31	-13	1,217	+16	13,100	11	-45	- 1	556	52	129	47
Machinery, Eqpt., and Supplies, except Electrical	8	+15	-18	247	+33	6,673	6	+ 7	+18	483	218	235	149
Metals	5	+73	+25	952	+20	8,276	b	b	b	b	b	b	b
Tobacco and Its Products	11	+33	-25	1,233	+28	17,920	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 No change.

e 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

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
DECEMBER 1942

Sales of wholesalers advanced 5 percent in December 1942 over December a year ago, according to an announcement released today by J. C. Capt, Director of the Census. In November 1942 as compared with the corresponding month of 1941, wholesale dollar volume increased 10 percent. The gain between November and December of this year was 5 percent. Sales for the 12 months of 1942 were 14 percent above those for the year 1941. This may be compared with the 31 percent increase reported for 1941 over 1940.

Twenty-three of the 35 trades for which separate data are presented in this report showed increases in sales for December of this year compared with December 1941, 2 (industrial hardware supplies and petroleum) showed only slight decreases, while 10 registered larger losses. Wholesalers of shoes and other footwear recorded an increase of 35 percent; groceries and foods (specialty lines), 27 percent; dry goods and wines and liquors, each 24 percent; groceries and foods (retailer-cooperative warehouses), 22 percent; meats and meat products, 20 percent; tobacco and its products, 16 percent; drugs and sundries, 15 percent; liquor departments of other trades, 14 percent; and groceries and foods (voluntary group and full-line), 11 percent. Substantial sales decreases were shown for wholesalers of electrical goods (23%), jewelry (19%), and general hardware and furniture and house furnishings (each 18%). A 9 percent sales loss was recorded for each of the following wholesalers: Automotive supplies, lumber and building materials, and machinery, equipment, and supplies, except electrical.

Inventories, in terms of dollars based on cost values, at the close of December were at approximately the same level as that of November of this year. Inventories at the close of December 1942 were 23 percent below those for the same date last year, continuing the decline in evidence at the beginning of 1942.

The stock-sales ratio for wholesalers at the close of December 1942 was 110 as against 144 for December 1941, and 115 for November 1942. Of the 32 trades for which stock-sales ratios are shown, only 3 registered increases in their ratios for December 1942 compared with those for December 1941, and 29 showed decreases. Wholesalers of paper and its products, with a 13 percent decrease in sales and a slight (2%) increase in inventories, registered a stock-sales ratio of 159 for December 1942 as compared with 135 for December a year ago. Plumbing and heating supplies wholesalers, with a sales loss of 12 percent and a 39 percent decrease in inventories, recorded a stock-sales ratio of 106 for December of this year as against a ratio of 142 for December 1941. Wholesalers of shoes and other footwear, clothing and furnishings (except shoes), dry goods, electrical goods, and confectionery are among others that showed decreases in stock-sales ratios at the close of December 1942.

Collections on accounts receivable were up more than 21 percent for December 1942 compared with December 1941 and up 8 percent compared with November 1942. The collection ratio for December of this year was 103; for December of last year, 85; and for November 1942, 95. Accounts receivable were 12 percent less on December 1, 1942 than on December 1, 1941. Accounts receivable on December 1, 1942 were 6 percent below those recorded for the beginning of November 1942.

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 table in summary for the United States, and insofar as the data permit without disclosing individual operations, by geographic divisions.

3-30729

3-30729

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

DECEMBER 1942

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 Dec. 1942 vs. Dec. 1941	Percent change Dec. 1942 vs. Nov. 1942	December 1942 (Add 000)	Percent change from 12 mos. 1941	Twelve months 1942 (Add 000)	Number of firms reporting stocks	Percent change Dec. 1942 vs. Dec. 1941	Percent change Dec. 1942 vs. Nov. 1942	Dec. 31, 1942 (Add 000)	Dec. 1942	Dec. 1941	Nov. 1942
UNITED STATES	2,697	+ 5	+ 5	$307,886	+14	$4,412,636	1,582	-23	b	$168,039	110	144	115
Automotive Supplies	200	- 9	+ 2	4,176	- 4	59,495	97	-22	b	3,601	191	200	187
Chemicals (industrial)	19	+ 4	+ 9	2,087	+10	25,549	15	+ 2	- 4	1,054	58	61	68
Paints and Varnishes	64	+ 8	-31	2,547	+18	41,230	18	- 4	+ 6	1,453	245	247	199
Clothing and Furnishings, except Shoes	39	+38	-11	2,904	+13	43,176	21	-17	+ 6	1,038	146	234	108
Shoes and Other Footwear	33	+35	+16	18,116	+24	209,143	18	-27	+10	5,420	71	161	80
Coal	7	+23	+18	1,188	+20	19,776	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	120	+15	+ 4	23,116	+14	281,423	33	+ 2	- 3	7,550	174	196	187
Dry Goods	87	+24	-21	11,371	+27	207,505	45	-16	+11	9,722	189	245	123
Electrical Goods	305	-23	+ 7	27,130	- 5	418,548	266	-55	- 7	15,106	58	103	67
Dairy and Poultry Products	25	+13	- 3	3,098	+33	36,106	12	-64	-26	138	17	58	26
Fresh Fruits and Vegetables	85	+21	+15	3,993	+25	67,418	55	+ 1	+ 4	561	22	24	24
Farm Supplies	10	+22	+121	861	+42	9,859	c	c	c	c	c	c	c
Furniture and House Furnishings	59	-18	-11	4,395	+ 4	106,640	33	-22	+ 1	6,988	228	240	203
Groceries and Foods, except Farm Products	595	+15	+ 8	60,374	+16	833,410	357	-14	b	39,550	112	150	121
Full-line Wholesalers [d]	308	+11	+ 7	24,115	+16	337,543	185	-13	+ 1	18,891	129	167	140
Voluntary-group Wholesalers	136	+11	+10	19,763	+14	287,544	92	-14	b	12,608	132	172	145
Retailer-cooperative Warehouses	21	+22	+11	5,091	+15	56,188	10	-20	- 5	2,645	98	133	112
Specialty Lines	130	+27	+ 5	11,405	+22	152,135	70	-10	- 2	5,406	63	92	69
Confectionery	39	+45	+13	1,083	+33	11,176	23	-28	- 9	203	46	80	55
Meats and Meat Products	90	+20	+ 2	34,077	+43	430,958	67	+ 8	+ 2	6,304	43	49	42
Beer	55	+19	+ 5	1,109	+22	15,172	45	+54	+ 2	498	52	40	54
Wines and Liquors	26	+24	+35	7,264	+32	87,426	20	+ 2	- 4	8,586	126	151	177
Liquor Department of Other Trades [e]	38	+14	+46	8,814	+42	83,065	7	-22	+ 6	898	101	180	154
Total Hardware Group	341	-13	+ 2	34,715	+ 9	622,226	214	-30	b	38,466	176	215	180
General Hardware	135	-18	+ 1	19,187	+ 4	348,311	81	-33	+ 1	26,592	213	254	217
Industrial Supplies	104	- 2	+ 6	9,561	+20	187,206	70	-14	+ 1	8,961	135	159	144
Plumbing and Heating Supplies	102	-12	- 2	5,967	+ 7	86,709	63	-39	- 3	2,913	106	142	101
Jewelry	33	-19	+ 6	2,484	+ 2	30,713	20	-10	-12	2,734	156	158	188
Optical Goods	18	+ 9	-10	279	+ 9	4,257	7	+ 5	- 4	142	126	142	126
Lumber and Building Materials	47	- 9	-16	2,558	+10	63,550	33	-12	+ 2	2,357	134	139	108
Machinery, Eqpt., and Supplies, except Electrical	54	- 9	+ 4	2,033	+ 6	49,699	37	-16	+ 2	2,111	132	135	127
Surgical Equipment and Supplies	21	+ 5	+ 2	843	+22	16,816	13	+ 9	+ 3	734	110	109	108
Metals	28	-10	- 3	2,690	- 8	70,991	15	-25	+ 7	2,310	128	152	112
Paper and Its Products	87	-13	+ 7	6,556	+ 2	93,665	42	+ 2	- 2	5,881	159	135	178
Petroleum	8	- 2	- 1	22,578	+10	253,169	5	-22	+15	620	57	62	43
Tobacco and Its Products	127	+16	+21	13,066	+12	185,765	39	- 4	+ 7	1,659	41	48	44
Leather and Shoe Findings	18	+11	+ 2	441	+36	4,410	c	c	c	c	c	c	c
Miscellaneous	19	+10	+ 2	1,940	+11	30,302	25	- 7	- 1	2,355	175	177	174

[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.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER 1942

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		December 1942	December 1941	November 1942	December 1942 vs. December 1941	December 1942 vs. November 1942	December 1, 1942 (Add 000)
UNITED STATES	2,027	103	85	95	-12	- 6	$215,977
Automotive Supplies	149	86	76	83	-31	- 1	3,154
Chemicals (industrial)	19	87	92	90	+25	+24	2,203
Paints and Varnishes	31	64	53	64	-21	-11	1,228
Clothing and Furnishings, except Shoes	37	75	62	68	- 9	-16	5,124
Shoes and Other Footwear	29	81	58	73	-13	-20	9,222
Coal	7	81	74	77	+ 4	- 3	1,342
Drugs and Sundries (liquor excluded)	49	96	77	84	- 7	- 7	7,925
Dry Goods	78	78	61	66	-10	- 9	19,111
Electrical Goods	206	73	80	77	-12	- 4	24,264
Dairy and Poultry Products	19	155	153	145	+24	+ 1	1,969
Fresh Fruits and Vegetables	65	167	143	153	+16	+ 1	1,547
Farm Supplies	7	142	99	94	-16	-22	367
Furniture and House Furnishings	48	81	60	71	-33	-10	6,274
Groceries and Foods, except Farm Products	449	135	111	115	b	- 6	37,712
Full-line Wholesalers	217	128	107	112	- 4	- 9	14,813
Voluntary-group Wholesalers	111	143	111	121	-10	- 6	11,748
Retailer-cooperative Warehouses	17	236	196	192	- 1	- 6	1,894
Specialty Lines	104	114	98	95	+26	- 3	9,257
Confectionery	21	107	89	95	+16	- 5	414
Meats and Meat Products	80	183	176	196	+20	+15	18,018
Beer	26	122	107	122	- 2	- 3	301
Wines and Liquors	20	115	92	120	+14	-13	4,995
Total Hardware Group	316	83	70	81	-26	- 7	40,123
General Hardware	124	88	68	83	-38	-11	21,933
Industrial Supplies	94	80	78	82	+ 2	b	10,252
Plumbing and Heating Supplies	98	75	71	74	-14	- 4	7,938
Jewelry	25	58	29	44	-49	- 6	3,668
Optical Goods	16	74	68	89	- 2	+10	338
Lumber and Building Materials	42	95	77	85	-18	-10	3,258
Machinery, Equipment and Supplies, except Electrical	47	83	78	80	- 6	- 7	2,380
Surgical Equipment and Supplies	20	68	48	60	- 3	- 4	1,233
Metals	27	110	97	117	-13	+11	2,522
Paper and Its Products	72	74	69	68	-18	- 1	7,483
Petroleum	5	161	158	175	-10	+ 1	704
Tobacco and Its Products	79	153	128	126	+ 4	- 3	6,244
Leather and Shoe Findings	16	44	30	42	- 9	- 5	659
Miscellaneous	22	99	86	92	+ 4	- 9	2,195

[a]

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1942

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 1942 (Add 000)	Percent change from 12 mos. 1941	Twelve months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1942 (Add 000)	Dec. 1942	Dec. 1941	Nov. 1942
		Dec. 1942 vs. Dec. 1941	Dec. 1942 vs. Nov. 1942					Dec. 1942 vs. Dec. 1941	Dec. 1942 vs. Nov. 1942				
New England	151	- 5	+ 8	$15,109	+ 5	$207,430	91	-20	- 1	$6,871	83	90	87
Electrical Goods	29	-13	+ 5	2,171	- 7	29,479	26	-52	+ 4	1,304	62	111	62
Fresh Fruits and Vegetables	6	+19	+19	333	+13	4,502	6	+25	+25	45	14	13	13
Groceries and Foods, except Farm Products	17	+11	+14	2,532	+19	28,870	7	-11	- 1	731	118	154	124
Meats and Meat Products	8	- 6	- 7	3,046	+ 7	41,051	7	+29	+11	846	35	23	29
General Hardware	4	-15	-17	134	+17	3,238	b	b	b	b	b	b	b
Industrial Supplies	11	- 5	+20	802	+ 9	11,527	7	- 4	- 2	1,070	175	165	211
Plumbing and Heating Supplies	10	-40	+14	123	-27	2,216	6	-32	-13	212	236	231	327
Metals	5	-41	+ 1	337	-11	4,800	b	b	b	b	b	b	b
Paper and Its Products	6	-30	+ 2	275	- 8	4,084	b	b	b	b	b	b	b
Tobacco and Its Products	13	+ 6	+24	2,142	c	22,045	b	b	b	b	b	b	b
Middle Atlantic	585	+ 6	+ 3	64,353	+16	952,300	341	-17	+ 2	29,420	94	116	97
Automotive Supplies	24	-22	+ 3	541	-19	7,539	16	-29	- 4	815	190	211	207
Chemicals (industrial)	7	+20	+20	1,118	+13	9,397	6	+12	- 5	328	31	35	41
Paints and Varnishes	4	-22	-24	25	- 3	506	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	13	+36	- 8	2,133	+10	31,908	5	- 5	+ 6	532	222	291	168
Shoes and Other Footwear	8	+19	- 5	490	+20	7,647	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	18	+ 7	+ 5	4,275	+ 7	52,781	6	+ 2	- 2	850	104	109	115
Dry Goods	37	+26	- 8	4,776	+26	66,382	18	+ 6	+10	2,623	198	190	155
Electrical Goods	65	+ 3	+ 9	7,874	+ 9	96,629	57	-49	- 9	3,251	42	87	50
Dairy and Poultry Products	10	c	- 3	1,796	+31	18,170	5	-71	-30	98	17	71	27
Fresh Fruits and Vegetables	18	+34	+11	619	+14	19,821	11	+15	-22	60	13	15	18
Furniture and House Furnishings	18	-30	-22	730	- 7	22,486	10	-37	- 7	545	169	192	138
Groceries and Foods, except Farm Products	96	+ 9	+ 9	9,831	+15	141,649	47	-12	- 1	3,449	112	131	118
Confectionery	6	- 3	+14	56	+14	1,016	b	b	b	b	b	b	b
Meats and Meat Products	27	+19	-12	8,782	+61	118,224	23	+41	+ 5	1,197	54	50	46
Beer	16	+ 9	+ 5	295	+14	2,907	13	+47	- 6	110	40	30	44
General Hardware	29	-10	+ 6	2,754	+ 6	44,693	14	-25	+ 4	2,403	215	235	211
Industrial Supplies	31	+ 1	+ 5	2,788	+32	55,387	22	- 7	+ 1	2,090	90	102	98
Plumbing and Heating Supplies	40	-31	-17	1,535	- 1	26,276	26	-43	c	1,065	92	109	72
Jewelry	10	- 4	- 6	796	+ 9	8,662	8	-14	- 4	892	136	167	128
Optical Goods	8	- 3	-11	134	+ 4	2,055	b	b	b	b	b	b	b
Lumber and Building Materials	7	-25	+11	325	c	14,524	4	+13	- 2	120	130	85	119
Machinery, Eqpt., and Supplies, except Electrical	6	-13	+15	133	+19	5,795	b	b	b	b	b	b	b
Metals	5	-14	+ 5	947	- 4	30,392	b	b	b	b	b	b	b
Paper and Its Products	28	-21	+ 7	2,761	+ 2	37,386	16	+ 3	c	3,006	148	116	162
Tobacco and Its Products	28	+ 7	+21	2,517	+ 8	64,191	11	- 2	-11	460	33	37	44
East North Central	494	- 4	+ 5	46,330	+ 9	674,186	319	-24	+ 1	32,190	111	135	114
Automotive Supplies	53	-21	- 2	940	- 3	13,239	33	-22	c	1,315	189	187	185
Paints and Varnishes	11	-10	-15	259	- 2	4,471	7	+ 9	+12	561	246	212	189
Clothing and Furnishings, except Shoes	8	+37	-18	319	+17	4,300	5	-28	+ 3	283	130	248	107
Drugs and Sundries (liquor excluded)	25	+ 9	+ 4	4,216	+14	49,040	10	+ 9	- 6	1,735	157	162	184
Dry Goods	6	+23	-16	778	+23	11,666	4	-29	+46	1,069	148	252	84
Electrical Goods	53	-49	+ 4	3,867	-15	80,771	43	-58	- 7	2,705	79	96	88
Dairy and Poultry Products	4	+37	+11	264	+23	3,708	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	15	+34	+30	748	+21	8,592	10	+10	+ 2	91	23	28	30
Furniture and House Furnishings	6	-28	-11	366	+ 6	6,824	4	-28	+ 3	718	243	236	209
Groceries and Foods, except Farm Products	103	+ 9	+ 7	11,996	+14	148,762	74	- 9	+ 2	8,375	126	152	137
Confectionery	8	+21	+ 2	163	+28	1,524	6	-21	-13	67	55	83	72
Meats and Meat Products	20	+45	+ 7	7,014	+50	71,695	18	-11	+ 4	2,468	39	65	41
Beer	12	+ 5	+ 2	182	+23	5,049	11	+42	+ 9	101	57	42	54
Wines and Liquors	5	+21	+48	526	+38	4,893	4	+12	- 9	475	146	150	235
General Hardware	19	-36	-13	2,627	+ 2	68,366	13	-39	c	5,742	237	251	206
Industrial Supplies	18	+11	+ 4	1,375	+31	36,247	12	-22	- 8	541	99	155	118
Plumbing and Heating Supplies	12	-15	+ 2	534	- 2	7,919	8	-32	- 3	431	184	188	173
Jewelry	10	-45	- 6	678	-10	9,589	4	+ 6	- 8	851	204	132	202

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1942

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 1942 (Add 000)	Percent change from 12 mos. 1941	Twelve months 1942 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1942 (Add 000)	Dec. 1942	Dec. 1941	Nov. 1942
		Dec. 1942 vs. Dec. 1941	Dec. 1942 vs. Nov. 1942					Dec. 1942 vs. Dec. 1941	Dec. 1942 vs. Nov. 1942				
East North Central (continued)													
Lumber and Building Materials	7	-26	-13	$394	- 5	$6,832	4	-40	- 5	$234	113	125	94
Machinery, Eqpt., and Supplies, except Electrical	10	-19	-17	386	+14	8,236	9	-14	- 1	416	110	103	92
Surgical Equipment and Supplies	6	+17	+ 3	603	+36	6,335	4	+17	+ 7	465	87	86	83
Metals	7	-10	+14	692	-23	18,773	4	-33	+10	455	155	149	152
Paper and Its Products	20	-17	+ 6	1,320	- 7	25,650	9	+ 4	+ 2	943	187	142	195
Tobacco and Its Products	32	+13	+20	3,530	+13	40,198	11	+ 2	+31	769	49	56	42
West North Central	275	- 8	+ 3	22,625	+ 9	453,835	172	-29	c	22,712	149	186	145
Automotive Supplies	23	+13	+19	576	+ 9	9,164	b	b	b	b	b	b	b
Shoes and Other Footwear	4	+50	+38	697	- 3	11,092	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	14	+14	+ 5	2,636	+13	34,371	4	- 3	- 1	1,164	206	247	215
Dry Goods	6	+ 7	-33	1,674	+27	63,394	5	-27	+ 2	2,583	169	240	107
Electrical Goods	31	-58	- 4	1,190	-29	29,077	29	-62	- 7	1,336	127	146	130
Fresh Fruits and Vegetables	9	+27	+19	482	+21	6,246	6	+39	- 8	121	34	29	41
Furniture and House Furnishings	8	-50	-35	748	+ 2	37,196	6	-19	+ 6	2,514	384	218	225
Groceries and Foods, except Farm Products	63	+ 9	+13	5,377	+10	85,212	45	-15	- 4	5,423	124	174	147
Beer	10	+15	+ 3	179	+21	2,120	7	+ 5	+ 8	41	31	16	29
General Hardware	12	-19	+ 7	3,103	+ 3	59,270	11	-41	- 1	5,660	188	263	209
Industrial Supplies	12	+ 7	+10	976	+24	9,785	7	- 6	+ 5	935	160	177	151
Plumbing and Heating Supplies	11	-36	-13	542	- 1	8,361	5	-43	+13	229	170	115	100
Jewelry	5	-22	- 4	172	+ 4	1,900	4	-28	-17	156	186	163	217
Lumber and Building Materials	6	- 5	-14	224	+14	8,060	4	- 6	+ 3	213	102	107	87
Machinery, Eqpt., and Supplies, except Electrical	7	-14	+14	91	+32	3,922	5	- 4	+21	136	158	149	153
Paper and Its Products	8	+ 2	+14	265	+ 9	3,845	4	- 2	- 4	250	248	236	263
Tobacco and Its Products	12	+15	+ 9	658	+11	13,203	4	-11	- 7	119	53	66	65
Leather and Shoe Findings	4	+18	- 2	59	+34	883	b	b	b	b	b	b	b
South Atlantic	380	+ 5	+ 3	27,814	+13	362,583	214	-30	c	15,701	95	140	97
Automotive Supplies	23	c	+ 5	696	- 1	7,082	10	-22	- 2	209	197	211	197
Paints and Varnishes	4	+26	-17	207	+25	2,226	4	- 1	+ 8	297	143	183	111
Clothing and Furnishings, except Shoes	6	+36	-20	159	+18	1,986	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+112	-16	1,403	+21	20,674	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	19	+17	+ 4	2,084	+13	29,556	b	b	b	b	b	b	b
Dry Goods	8	+14	-41	939	+26	16,808	5	-14	+ 8	1,244	329	366	164
Electrical Goods	52	-17	+ 9	5,040	c	62,843	48	-52	- 9	2,624	53	95	64
Fresh Fruits and Vegetables	14	+33	+34	696	+29	5,800	8	+ 9	- 8	100	22	28	30
Furniture and House Furnishings	7	-20	- 1	396	+ 4	5,115	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	106	+12	+ 4	7,013	+19	81,129	49	-20	- 1	4,002	104	145	111
Confectionery	12	- 8	- 4	175	+24	3,084	8	-27	-12	30	36	49	44
Meats and Meat Products	10	+11	+11	1,049	+25	11,543	7	-11	+ 3	326	32	40	35
Beer	5	+29	+ 3	251	+33	2,865	4	+29	d	119	55	59	57
General Hardware	19	-21	-11	1,493	+ 5	25,101	11	-42	- 3	1,450	189	246	160
Industrial Supplies	10	-45	-20	319	+ 3	12,778	b	b	b	b	b	b	b
Plumbing and Heating Supplies	16	+ 9	+26	1,164	+ 5	15,201	b	b	b	b	b	b	b
Jewelry	4	- 3	+31	210	+15	2,393	b	b	b	b	b	b	b
Lumber and Building Materials	6	-39	-32	106	+29	4,451	5	- 1	+ 6	246	256	158	161
Machinery, Eqpt., and Supplies, except Electrical	9	-12	+ 7	303	- 8	3,952	6	-25	- 1	397	209	222	218
Paper and Its Products	11	-12	- 8	600	+ 4	8,096	4	+ 4	+ 2	439	188	157	155
Tobacco and Its Products	11	+36	+20	1,463	+24	16,513	b	b	b	b	b	b	b

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1942

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 Dec. 1942 vs. Dec. 1941	Percent change Dec. 1942 vs. Nov. 1942	December 1942 (Add 000)	Percent change from 12 mos. 1941	Twelve months 1942 (Add 000)	Number of firms reporting stocks	Percent change Dec. 1942 vs. Dec. 1941	Percent change Dec. 1942 vs. Nov. 1942	Dec. 31, 1942 (Add 000)	Dec. 1942	Dec. 1941	Nov. 1942
East South Central	158	- 2	- 3	$11,394	+11	$166,724	89	-30	- 5	$8,128	128	172	137
Drugs and Sundries (liquor excluded)	10	+13	- 3	1,607	+15	21,055	b	b	b	b	b	b	b
Dry Goods	11	+18	-29	969	+19	15,500	6	-15	+12	1,302	196	259	128
Electrical Goods	14	-36	+14	639	-21	12,257	11	-71	- 8	346	59	130	74
Fresh Fruits and Vegetables	10	+38	+32	270	+29	2,392	5	d	+33	28	24	36	30
Groceries and Foods, except Farm Products	42	+ 9	+ 3	2,767	+16	40,860	23	-25	- 3	2,323	128	180	136
Beer	4	+48	d	43	+16	467	4	+111	-10	38	88	82	98
Wines and Liquors	4	+22	+34	657	+42	7,978	b	b	b	b	b	b	b
General Hardware	14	-28	- 5	1,843	+ 5	28,884	8	-38	- 3	1,986	186	222	199
Lumber and Building Materials	4	+ 7	-24	263	c	1,584	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	6	-18	- 5	187	+ 5	3,151	5	-20	c	304	187	189	176
Tobacco and Its Products	4	+ 5	+16	266	+20	2,297	b	b	b	b	b	b	b
West South Central	234	+ 3	+ 5	20,957	+12	304,295	144	-14	c	21,234	145	174	154
Automotive Supplies	8	- 8	- 3	183	-10	2,696	6	-11	+ 2	208	126	131	120
Drugs and Sundries (liquor excluded)	17	+19	c	2,355	+19	30,928	9	- 2	- 3	3,042	213	262	218
Dry Goods	5	+55	-35	519	+30	10,702	4	-16	+18	593	209	326	102
Electrical Goods	26	-23	+18	1,777	- 7	28,110	20	-67	-13	809	50	120	71
Groceries and Foods, except Farm Products	101	+13	+ 7	8,754	+19	119,383	65	- 6	c	7,668	132	158	144
Liquor Department of Other Trades[e]	10	+36	+66	1,452	+37	10,177	b	b	b	b	b	b	b
General Hardware	18	-16	- 2	2,268	+ 1	33,681	12	-24	+ 3	3,266	250	271	249
Industrial Supplies	9	- 8	+ 5	2,016	+ 3	27,084	7	-16	+ 2	2,795	209	243	205
Machinery, Eqpt., and Supplies, except Electrical	4	-38	+13	36	-23	7,754	b	b	b	b	b	b	b
Surgical Equipment and Supplies	4	- 8	+ 2	49	+ 6	974	b	b	b	b	b	b	b
Paper and Its Products	4	+30	d	226	+28	3,297	b	b	b	b	b	b	b
Tobacco and Its Products	9	+ 4	+14	375	+ 1	4,133	b	b	b	b	b	b	b
Mountain	111	+ 9	+ 2	7,469	+14	118,853	72	-18	+ 4	5,797	139	177	128
Automotive Supplies	16	- 4	+ 1	326	+ 5	4,907	9	-24	+ 7	407	271	321	246
Dry Goods	4	+21	- 8	532	+20	6,015	b	b	b	b	b	b	b
Electrical Goods	11	-28	-16	573	-12	12,373	8	-60	+ 3	334	68	123	53
Fresh Fruits and Vegetables	5	+56	+12	122	+40	1,093	5	+57	+ 5	22	18	18	19
Groceries and Foods, except Farm Products	27	+14	+ 5	1,814	+ 9	23,752	21	-16	+ 5	2,294	152	206	153
General Hardware	4	- 5	+45	546	- 4	8,850	b	b	b	b	b	b	b
Tobacco and Its Products	6	+85	+25	384	+35	3,330	b	b	b	b	b	b	b
Pacific	265	+20	+ 7	41,860	+21	622,073	139	-21	- 1	24,012	104	156	115
Automotive Supplies	48	- 6	- 3	878	- 2	12,984	13	- 6	c	482	203	187	185
Paints and Varnishes	4	-17	- 6	34	+ 4	1,120	b	b	b	b	b	b	b
Shoes and Other Footwear	6	+45	- 4	192	+27	3,368	4	-39	+ 6	187	108	283	96
Dry Goods	7	+56	-19	1,132	+44	16,428	b	b	b	b	b	b	b
Electrical Goods	24	- 8	+ 7	3,999	+10	67,007	24	-48	- 8	2,397	60	107	70
Furniture and House Furnishings	11	+58	+13	1,869	+22	24,145	7	-17	- 3	2,491	168	360	207
Groceries and Foods, except Farm Products	40	+38	+ 8	10,290	+20	163,793	26	-18	+ 1	5,285	69	114	74
Meats and Meat Products	8	+ 8	+ 3	1,160	+30	16,394	6	+11	+ 9	240	38	37	32
Wines and Liquors	4	+26	+ 7	1,718	+44	24,242	b	b	b	b	b	b	b
General Hardware	16	- 4	+ 8	4,399	+ 8	76,228	8	-23	+ 3	5,403	208	263	247
Industrial Supplies	8	+23	+17	1,082	+18	29,166	6	-27	+ 5	814	94	154	112
Plumbing and Heating Supplies	7	+19	+ 4	1,922	+30	21,040	b	b	b	b	b	b	b
Lumber and Building Materials	11	+ 3	-14	842	+15	14,183	9	-15	+ 1	727	99	119	82
Machinery, Eqpt., and Supplies, except Electrical	8	+68	+40	171	+35	7,077	b	b	b	b	b	b	b
Metals	4	+52	-32	481	+22	8,818	b	b	b	b	b	b	b
Paper and Its Products	5	+27	+28	867	+31	7,422	b	b	b	b	b	b	b
Tobacco and Its Products	12	+29	+23	1,731	+28	19,855	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 No Change.
e Chiefly of the wholesale drug trade.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		Dec. 1942	Dec. 1941	Nov. 1942	Dec. 1942 vs. Dec. 1941	Dec. 1942 vs. Nov. 1942	December 1, 1942 (Add 000)
New England	120	117	103	105	-11	- 8	$10,464
Electrical Goods	20	73	88	72	- 8	- 4	1,704
Fresh Fruits and Vegetables	6	159	145	161	-11	- 5	124
Groceries and Foods, except Farm Products	11	100	87	74	+ 8	- 9	2,205
Meats and Meat Products	7	174	172	168	+ 7	- 6	1,836
General Hardware	4	76	57	74	-17	-12	220
Industrial Supplies	9	99	85	98	-25	- 7	555
Plumbing and Heating Supplies	10	56	64	59	-46	- 7	206
Metals	5	135	109	126	-31	-12	252
Paper and Its Products	5	89	81	74	-35	- 4	313
Tobacco and Its Products	12	193	157	158	-13	b	1,077
Middle Atlantic	463	98	85	99	- 5	- 1	54,747
Automotive Supplies	22	81	65	72	-39	- 1	527
Chemicals (industrial)	7	78	102	87	+78	+50	1,418
Clothing and Furnishings, except Shoes	12	70	61	69	-10	-16	3,739
Shoes and Other Footwear	8	79	63	72	- 5	-18	892
Drugs and Sundries (liquor excluded)	9	87	71	77	-12	- 6	1,950
Dry Goods	33	71	61	67	- 8	- 3	5,797
Electrical Goods	47	76	86	97	+16	+ 6	7,106
Dairy and Poultry Products	10	154	165	136	+22	- 2	1,292
Fresh Fruits and Vegetables	14	264	204	244	+ 9	+ 8	194
Furniture and House Furnishings	14	73	57	63	-36	- 6	1,258
Groceries and Foods, except Farm Products	73	133	107	118	- 8	- 4	5,809
Meats and Meat Products	24	184	182	224	+40	+15	4,920
General Hardware	24	92	75	70	-32	- 6	3,131
Industrial Supplies	28	79	76	83	+ 7	- 1	3,010
Plumbing and Heating Supplies	37	73	68	73	-16	- 3	2,555
Jewelry	7	63	33	42	-34	+ 4	753
Optical Goods	7	56	57	70	+ 7	+19	225
Lumber and Building Materials	6	60	65	58	-34	- 9	489
Machinery, Eqpt., and Supplies, except Electrical	6	79	76	117	-26	+ 8	154
Metals	5	142	102	163	-33	+ 7	661
Paper and Its Products	22	64	65	61	-18	b	3,556
Tobacco and Its Products	14	184	143	144	- 6	- 5	1,080
East North Central	377	114	90	101	-19	- 5	34,092
Automotive Supplies	46	94	86	96	-39	- 1	764
Paints and Varnishes	11	48	43	53	-22	- 8	548
Clothing and Furnishings, except Shoes	7	96	77	79	- 3	- 4	474
Drugs and Sundries (liquor excluded)	14	102	81	81	- 7	- 9	1,806
Dry Goods	5	76	60	61	- 6	- 6	1,485
Electrical Goods	36	84	88	79	-40	-15	2,840
Fresh Fruits and Vegetables	9	215	195	176	+20	+ 9	134
Furniture and House Furnishings	6	119	83	104	-46	-20	387
Groceries and Foods, except Farm Products	73	138	118	123	- 4	- 7	7,301
Confectionery	5	147	124	165	- 3	+24	57
Meats and Meat Products	18	215	194	194	+52	+15	3,334
General Hardware	19	86	69	85	-41	-13	3,757
Industrial Supplies	17	88	83	88	+10	- 3	1,435
Plumbing and Heating Supplies	12	87	83	85	-24	-13	600
Jewelry	8	59	30	46	-59	- 6	1,440
Lumber and Building Materials	6	103	85	102	-39	- 7	415
Machinery, Eqpt., and Supplies, except Electrical	9	84	84	84	+ 4	+ 1	527
Surgical Equipment and Supplies	5	68	47	60	+10	- 1	867
Metals	6	96	99	97	-24	b	588
Paper and Its Products	19	96	84	79	-28	- 1	1,370
Tobacco and Its Products	19	150	130	129	+10	+ 5	1,876
West North Central	209	105	79	90	-31	-11	20,586
Automotive Supplies	18	95	79	83	-20	- 7	456
Shoes and Other Footwear	4	85	73	92	-26	-15	841
Drugs and Sundries (liquor excluded)	5	112	83	99	-10	- 8	1,012
Dry Goods	6	94	69	64	-18	-15	4,024
Electrical Goods	21	85	77	73	-48	- 7	1,200
Fresh Fruits and Vegetables	7	162	151	157	+19	+19	246
Furniture and House Furnishings	8	83	64	75	-47	-16	1,552
Groceries and Foods, except Farm Products	50	201	158	154	-14	-10	2,487
Beer	8	199	257	208	+41	+11	69
General Hardware	12	89	62	89	-48	-10	4,105
Industrial Supplies	11	70	68	90	+12	+ 7	1,027
Plumbing and Heating Supplies	11	70	60	60	-29	- 7	797
Jewelry	4	84	45	55	-52	-13	153
Lumber and Building Materials	5	113	95	113	- 7	+11	213
Paper and Its Products	6	84	72	73	-18	- 5	292
Leather and Shoe Findings	4	19	15	20	b	- 7	324

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1942

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		Dec. 1942	Dec. 1941	Nov. 1942	Dec. 1942 vs. Dec. 1941	Dec. 1942 vs. Nov. 1942	December 1, 1942 (Add 000)
South Atlantic	274	91	77	85	-13	- 6	$21,350
Automotive Supplies	17	76	79	77	-15	+ 3	608
Chemicals (industrial)	4	87	61	82	- 8	- 5	276
Clothing and Furnishings, except Shoes	6	89	66	74	- 6	-18	264
Drugs and Sundries (liquor excluded)	8	105	85	94	- 6	- 7	858
Dry Goods	6	70	58	63	- 5	-12	1,895
Electrical Goods	36	59	67	65	- 7	- 3	5,973
Fresh Fruits and Vegetables	11	145	127	137	+12	+11	282
Groceries and Foods, except Farm Products	76	144	117	127	- 4	- 4	3,597
Confectionery	7	113	96	108	-20	-14	102
Meats and Meat Products	8	184	195	170	+10	- 2	460
General Hardware	19	81	56	78	-39	-12	2,162
Industrial Supplies	8	82	72	77	-27	- 9	515
Plumbing and Heating Supplies	16	79	64	69	-25	- 5	1,374
Paper and Its Products	8	76	66	71	-11	+ 5	656
Tobacco and Its Products	6	121	109	115	+50	+ 2	516
East South Central	123	99	79	88	-24	-14	9,530
Dry Goods	11	80	57	59	-18	-21	2,183
Electrical Goods	11	82	77	85	-52	-17	511
Fresh Fruits and Vegetables	9	136	114	147	+12	+12	144
Groceries and Foods, except Farm Product	34	132	110	117	-10	-13	1,874
General Hardware	12	87	70	93	-42	-10	1,791
Lumber and Building Materials	4	139	95	128	- 7	-20	250
Machinery, Eqpt., and Supplies, except Electrical	5	66	59	61	-11	- 1	283
West South Central	171	103	85	92	-10	- 6	15,537
Automotive Supplies	6	87	80	86	-29	+ 8	144
Drugs and Sundries (liquor excluded)	8	79	69	75	+ 4	- 6	1,758
Dry Goods	5	78	57	81	- 6	+10	1,319
Electrical Goods	17	80	83	65	- 5	- 6	1,544
Groceries and Foods, except Farm Products	75	122	98	108	b	- 6	4,980
General Hardware	17	99	73	85	-46	-17	1,809
Industrial Supplies	8	86	88	75	+ 3	- 3	2,091
Surgical Equipment and Supplies	4	89	66	80	-15	-10	63
Paper and Its Products	4	76	66	79	+17	- 5	276
Tobacco and Its Products	7	123	81	100	-39	- 3	136
Mountain	80	109	84	94	-10	- 9	5,361
Automotive Supplies	8	77	62	70	-32	+ 1	216
Dry Goods	4	83	59	72	-11	- 8	765
Electrical Goods	8	74	89	64	- 7	- 3	753
Fresh Fruits and Vegetables	5	125	124	150	+50	+45	81
Groceries and Foods, except Farm Products	22	167	104	136	-26	-14	1,007
Tobacco and Its Products	4	124	100	135	- 7	+ 3	62
Pacific	200	94	76	86	+ 4	- 8	33,248
Automotive Supplies	28	88	75	86	-30	- 2	390
Paints and Varnishes	4	64	62	70	-30	-20	53
Shoes and Other Footwear	6	97	57	79	-16	-20	273
Dry Goods	5	73	54	72	+21	- 7	1,569
Electrical Goods	10	74	77	72	+ 8	-13	2,633
Furniture and House Furnishings	11	76	50	67	- 6	- 7	2,427
Groceries and Foods except Farm Products	35	123	103	102	+25	- 4	8,452
Meats and Meat Products	7	284	187	205	-27	-34	392
Wines and Liquors	4	93	83	86	+30	-24	1,731
General Hardware	15	85	69	83	-19	-12	5,048
Industrial Supplies	8	66	62	75	+14	+13	1,308
Plumbing and Heating Supplies	6	73	82	77	+25	+ 2	2,233
Lumber and Building Materials	11	82	76	81	+ 6	b	1,240
Machinery, Eqpt., and Supplies, except Electrical	4	82	70	74	-13	-19	78
Tobacco and Its Products	11	116	93	92	+21	-16	1,319

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.)