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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 1943

Sales of wholesalers, based upon reports from 2,669 firms representing most kinds of business in all parts of the country, were at approximately the same level in January 1943 as in January a year ago, according to an announcement released today by J. C. Capt, Director of the Census. The year 1942 began with a comparatively high dollar volume in January, registering 37 percent over January of the preceding year, and ended with a 14 percent increase for the 12 months. Between December 1942 and January 1943, wholesale sales volume decreased 6 percent.

Twenty-one of the 35 trades for which separate data are presented in this report showed increases in sales for January of this year compared with January 1942, and 14 showed losses. Substantial gains were noted for wholesalers of wines and liquors (33%), dry goods (30%), jewelry (28%), beer and surgical equipment and supplies (each 26%), and liquor departments of other trades (19%). Sales of shoes and other footwear were up 13 percent; drugs and sundries, 9 percent; and tobacco and its products, 8 percent. Dealers in wholesale groceries and foods, except farm products, reported sales volume at approximately the same level as a year ago; while hardware wholesalers decreased their sales 16 percent; automotive supplies, 21 percent; paper and its products, 24 percent; electrical goods, 28 percent; and petroleum, 29 percent.

Inventories, in terms of dollars based on cost values, at the close of January 1943 dropped 23 percent, compared with January 1942. Not since January of 1939 have inventories at the beginning of the year been at a lower level than the corresponding month of the year before. This decline, on a year-to-wear basis, was first evidenced in August 1942 and has continued for 6 months. January 1943 inventories were at approximately the same level as for the preceding month.

The stock-sales ratio for wholesalers at the end of January 1943 was 120 as against 151 for January 1942 and 110 for December 1942. Of the 32 trades for which stock-sales ratios are shown, 6 showed increases and 26 showed decreases. Wholesalers of automotive supplies, with a 21 percent decrease in sales and a 22 percent decrease in inventories, registered a stock-sales ratio of 203 for January 1943 compared with 205 for January 1942. Groceries and foods (specialty lines) wholesalers showed a sales gain of 14 percent; inventories, up slightly (1%); and a January 1943 stock-sales ratio of 73 vs. a ratio of 85 for January 1942. Wholesalers of confectionery reported sales up 38 percent, inventories down 38 percent, and a stock-sales ratio of 56 compared with 107 a year ago; jewelry dealers, sales up 28 percent, inventories down 20 percent, and a stock-sales ratio of 213 against 374 a year ago.

Collections on accounts receivable were up more than 20 percent for January 1943 compared with January 1942, and at approximately the same level as December 1942. The collection ratio for January of this year was 101; for January of last year, 84; and for December 1942, 102. Accounts receivable were 13 percent less on January 1, 1943 than on January 1, 1942, and they were 6 percent below those of December 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 table in summary for the United States, and insofar as the data permit without disclosing individual operations, by geographic divisions.

3-31198

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1943

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. 1943 vs. Jan. 1942	Percent change: Jan. 1943 vs. Dec. 1942	January 1943 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1943 vs. Jan. 1942	Percent change: Jan. 1943 vs. Dec. 1942	Jan. 31, 1943 (Add 000)	Jan. 1943	Jan. 1942	Dec. 1942
East North Central (continued)											
Lumber and Building Materials	7	-18	-16	$357	4	+13	+ 7	$273	123	96	107
Machinery, Eqpt., and Supplies, except Electrical	10	-10	-30	742	8	+14	c	339	85	100	103
Surgical Equipment and Supplies	8	+38	- 5	574	4	+21	+ 1	465	92	107	86
Metals	8	-26	- 6	727	5	-27	+10	701	159	160	168
Paper and Its Products	24	-25	- 5	1,627	12	+ 4	+ 1	1,333	162	117	150
Tobacco and Its Products	33	+ 6	-24	2,535	12	-21	- 4	718	57	80	45
West North Central	282	- 3	+ 3	27,396	196	-25	+ 1	31,126	148	187	154
Automotive Supplies	20	- 6	-13	487	8	-23	- 1	158	211	212	198
Clothing and Furnishings, except Shoes	4	+ 3	+16	149	b	b	b	b	b	b	b
Shoes and Other Footwear	4	+15	+67	1,161	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	15	+11	+ 6	2,980	14	- 2	+ 2	4,030	162	185	170
Dry Goods	5	+21	+28	2,017	4	-32	+ 4	2,634	143	251	178
Electrical Goods	35	-53	-14	1,215	33	-65	- 4	1,411	128	173	115
Fresh Fruits and Vegetables	9	+15	-15	508	5	+16	- 5	108	35	35	33
Furniture and House Furnishings	5	+32	+222	1,870	4	-31	+ 2	2,321	126	242	414
Groceries and Foods, except Farm Products	72	+ 4	- 8	6,970	56	-10	- 3	10,499	167	194	157
Beer	8	+15	- 9	130	6	+80	d	45	46	26	41
General Hardware	11	-38	- 6	1,960	10	-31	+28	5,479	301	267	215
Industrial Supplies	10	-29	-27	570	5	-27	- 8	390	148	102	108
Plumbing and Heating Supplies	11	-23	-18	442	5	-37	- 4	243	193	204	189
Jewelry	5	+33	-34	112	4	-13	+24	193	357	465	190
Lumber and Building Materials	7	+18	-12	725	b	b	b	b	b	b	b
Paper and Its Products	8	- 9	+ 7	286	4	+ 1	-10	242	224	191	267
Tobacco and Its Products	11	+ 8	-20	514	4	- 5	+ 7	146	72	72	52
Leather and Shoe Findings	4	-10	+10	65	b	b	b	b	b	b	b
South Atlantic	378	c	- 5	26,826	221	-29	+ 3	18,012	105	149	96
Automotive Supplies	22	-24	-18	521	9	-21	- 2	255	189	175	210
Paints and Varnishes	4	+ 8	+15	239	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	5	+42	+18	161	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+52	+ 3	1,449	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	19	+13	+ 9	2,239	b	b	b	b	b	b	b
Dry Goods	9	+33	+68	1,583	5	-25	+ 1	1,260	155	273	329
Electrical Goods	50	-25	-25	3,737	48	-56	-11	2,336	64	109	54
Fresh Fruits and Vegetables	14	+24	-22	544	7	c	-11	80	24	29	21
Furniture and House Furnishings	7	+14	- 8	365	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	102	+ 6	+ 2	6,563	46	-10	+ 5	3,761	110	135	109
Confectionery	13	- 4	- 4	194	9	-28	- 5	52	54	82	51
Meats and Meat Products	11	+22	- 2	1,103	8	-33	- 5	328	31	56	32
Beer	5	+51	-11	253	b	b	b	b	b	b	b
Wines and Liquors	4	+36	-29	719	b	b	b	b	b	b	b
General Hardware	21	-22	+15	1,812	12	-39	- 5	1,520	161	197	208
Industrial Supplies	12	-15	+25	713	b	b	b	b	b	b	b
Plumbing and Heating Supplies	15	-40	-35	751	b	b	b	b	b	b	b
Jewelry	4	+ 3	-51	102	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	9	-11	-14	254	6	-25	+ 1	392	238	272	214
Metals	4	-29	-13	135	b	b	b	b	b	b	b
Paper and Its Products	9	- 8	+ 5	476	b	b	b	b	b	b	b
Tobacco and Its Products	11	+24	-17	1,197	4	+ 9	+19	201	49	53	34

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JANUARY 1943

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. 1943 vs. Jan. 1942	Percent change Jan. 1943 vs. Dec. 1942	January 1943 (Add 000)	Number of firms reporting stocks	Percent change Jan. 1943 vs. Jan. 1942	Percent change Jan. 1943 vs. Dec. 1942	Jan. 31, 1943 (Add 000)	Jan. 1943	Jan. 1942	Dec. 1942
New England	171	-14	-17	$13,126	114	-25	- 5	$9,148	101	113	92
Automotive Supplies	5	-35	-17	30	b	b	b	b	b	b	b
Electrical Goods	31	-27	-25	1,764	28	-56	- 9	1,237	71	119	59
Groceries and Foods, except Farm Products	20	-13	-20	2,179	9	-23	- 1	647	117	145	103
Meats and Meat Products	8	-14	-12	2,689	8	c	-17	1,254	47	40	49
Industrial Supplies	11	- 3	-13	698	6	-10	- 6	971	185	202	172
Plumbing and Heating Supplies	12	-50	-24	113	8	-35	- 2	295	378	269	261
Optical Goods	4	-16	+11	31	b	b	b	b	b	b	b
Metals	5	-13	-10	302	b	b	b	b	b	b	b
Paper and Its Products	10	-31	+ 2	350	7	+ 3	+ 3	322	148	99	146
Tobacco and Its Products	12	- 5	-31	1,312	b	b	b	b	b	b	b
Middle Atlantic	568	- 2	-10	63,021	342	-21	+ 2	33,308	108	134	91
Automotive Supplies	23	-38	-16	391	15	-26	+ 3	652	271	254	221
Chemicals (industrial)	4	-18	-34	674	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	14	-20	-25	2,349	6	- 4	+ 7	578	173	233	215
Shoes and Other Footwear	8	+45	+89	927	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	+ 1	c	4,692	17	- 5	+ 2	4,158	133	140	132
Dry Goods	39	+29	+22	6,373	19	-10	- 6	2,593	148	185	196
Electrical Goods	63	- 4	-25	5,970	57	-47	+ 2	3,372	58	106	42
Dairy and Poultry Products	9	- 8	-13	1,543	4	-74	+ 3	99	24	79	19
Fresh Fruits and Vegetables	18	+12	-23	435	13	+13	-15	68	18	17	16
Furniture and House Furnishings	17	-34	+24	827	9	-57	+ 2	609	118	216	154
Groceries and Foods, except Farm Products	97	- 7	-11	12,092	43	-15	+ 4	4,370	129	146	117
Meats and Meat Products	25	+ 3	+ 3	8,471	23	-12	+ 2	583	39	46	33
Beer	15	d	-13	233	12	+16	-15	89	41	35	43
General Hardware	29	- 9	-17	2,358	16	-23	+ 7	3,064	236	277	222
Industrial Supplies	27	+11	- 2	2,096	19	- 2	+ 3	1,558	100	120	89
Plumbing and Heating Supplies	38	-30	-12	1,265	25	-47	- 1	1,055	120	150	96
Jewelry	10	+24	-27	577	8	-23	+ 9	932	197	307	130
Optical Goods	6	- 3	+ 2	124	b	b	b	b	b	b	b
Lumber and Building Materials	5	-24	-29	173	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	8	- 1	+17	147	b	b	b	b	b	b	b
Surgical Equipment and Supplies	5	+39	- 8	259	4	+58	- 1	484	213	202	198
Metals	5	- 7	-41	1,611	b	b	b	b	b	b	b
Paper and Its Products	25	-34	- 2	1,771	12	- 4	- 3	1,169	126	76	119
Petroleum	4	-33	+ 4	451	b	b	b	b	b	b	b
Tobacco and Its Products	26	- 2	-28	1,743	9	- 7	+22	449	48	52	29
East North Central	475	- 8	-10	41,968	308	-19	+ 3	33,359	120	133	105
Automotive Supplies	42	-24	- 2	796	23	-17	- 5	1,037	195	173	197
Paints and Varnishes	9	-28	+11	266	8	- 4	- 8	503	197	149	245
Clothing and Furnishings, except Shoes	7	+26	-13	273	4	-20	+ 8	283	260	251	124
Drugs and Sundries (liquor excluded)	24	+ 7	+ 6	4,247	18	+ 1	+ 5	4,342	134	141	135
Dry Goods	6	+13	+18	917	4	+ 3	+26	1,351	156	168	149
Electrical Goods	55	-45	-27	3,152	46	-58	- 3	2,774	98	126	72
Dairy and Poultry Products	4	+18	- 5	252	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	15	+26	-15	639	10	- 3	- 2	87	25	33	22
Furniture and House Furnishings	5	+13	+40	507	4	-44	-10	645	154	282	243
Groceries and Foods, except Farm Products	97	- 3	- 6	10,882	66	-14	- 3	7,367	137	148	127
Confectionery	8	+22	-19	133	5	-22	- 8	56	62	96	54
Meats and Meat Products	22	+ 1	-11	6,454	18	- 6	+22	3,026	52	56	39
Beer	14	+23	- 6	279	12	+36	-10	135	52	47	55
Wines and Liquors	5	-12	-38	328	b	b	b	b	b	b	b
General Hardware	15	-29	- 7	1,658	10	-25	+16	3,990	287	270	222
Industrial Supplies	16	+ 5	- 7	1,098	11	-24	- 8	469	122	192	118
Plumbing and Heating Supplies	12	-18	-10	483	8	-29	+ 6	485	210	204	196
Jewelry	8	+10	-37	327	b	b	b	b	b	b	b

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JANUARY 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		January 1943	January 1942	December 1942	January 1943 vs. January 1942	January 1943 vs. December 1942	January 1, 1943 (Add 000)
UNITED STATES	2,199	101	84	102	-13	- 6	$237,441
Automotive Supplies	143	82	74	83	-20	+ 1	3,377
Chemicals (industrial)	16	72	90	84	+26	+ 3	2,040
Paints and Varnishes	28	44	46	64	+ 1	+22	1,422
Clothing and Furnishings, except Shoes	37	78	67	79	+14	- 9	5,506
Shoes and Other Footwear	27	72	52	83	- 1	+ 2	9,134
Coal	8	86	82	84	+ 3	+ 5	1,890
Drugs and Sundries (liquor excluded)	111	94	74	94	-18	-10	20,954
Dry Goods	80	81	55	79	-12	-21	14,580
Electrical Goods	291	71	69	71	-15	b	37,549
Dairy and Poultry Products	22	149	143	154	- 1	-19	1,665
Fresh Fruits and Vegetables	65	149	143	165	+26	b	1,710
Farm Supplies	6	96	114	181	+ 2	+106	551
Furniture and House Furnishings	44	85	56	80	-42	-20	5,013
Groceries and Foods, except Farm Products	451	133	109	134	- 9	- 8	36,641
Full-line Wholesalers[c]	214	122	100	121	- 6	- 6	15,537
Voluntary-group Wholesalers	117	138	109	146	-18	- 5	12,679
Retailer-cooperative Warehouses	17	227	216	243	-10	-17	1,338
Specialty Lines	103	131	105	120	+ 2	-14	7,087
Confectionery	19	103	74	108	- 2	- 9	382
Meats and Meat Products	86	191	188	185	+ 8	+ 2	18,085
Beer	25	107	95	116	- 5	- 5	284
Wines and Liquors	24	126	92	119	- 1	- 6	4,426
Liquor Department of Other Trades[d]	33	97	78	106	+ 3	+ 2	8,303
Total Hardware Group	305	83	69	86	-24	- 5	34,116
General Hardware	118	87	65	94	-36	- 6	17,187
Industrial Supplies	88	88	79	80	+ 1	- 3	9,359
Plumbing and Heating Supplies	99	69	70	74	-17	- 5	7,570
Jewelry	23	88	56	65	-59	-22	1,832
Optical Goods	16	78	64	80	-19	-11	271
Lumber and Building Materials	45	88	73	99	-15	-12	3,799
Machinery, Equipment and Supplies, except Electrical	49	67	62	77	-20	- 4	3,642
Surgical Equipment and Supplies	21	67	56	67	+10	e	1,455
Metals	29	88	91	107	+ 2	+12	4,449
Paper and Its Products	76	84	76	82	-24	- 4	5,626
Petroleum	6	153	157	147	-26	-22	634
Tobacco and Its Products	78	133	117	150	- 5	- 9	5,722
Leather and Shoe Findings	16	71	45	69	-30	- 2	410
Miscellaneous	19	83	80	86	+ 7	+ 4	1,973

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.
[e] No change.

3-31198

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JANUARY 1943

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[a]		
	Number of firms reporting sales	Percent change: Jan. 1943 vs. Jan. 1942	Percent change: Jan. 1943 vs. Dec. 1942	January 1943 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1943 vs. Jan. 1942	Percent change: Jan. 1943 vs. Dec. 1942	Jan. 31, 1943 (Add 000)	Jan. 1943	Jan. 1942	Dec. 1942
UNITED STATES	2,669	- 1	- 6	$274,054	1,661	-23	b	$193,407	120	151	110
Automotive Supplies	172	-21	-10	3,246	89	-22	- 2	3,422	203	205	198
Chemicals (industrial)	16	- 8	-21	1,407	11	- 7	- 8	474	43	42	35
Paints and Varnishes	61	- 2	+21	3,008	15	-10	+ 3	1,289	201	191	235
Clothing and Furnishings, except Shoes	39	-10	-17	3,248	20	-10	+ 7	1,077	131	199	145
Shoes and Other Footwear	30	+13	- 5	17,022	17	-37	- 4	4,812	61	111	67
Coal	8	+11	+ 1	1,575	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	121	+ 9	+ 4	23,152	93	- 3	+ 4	27,342	150	169	151
Dry Goods	88	+30	+33	14,998	47	-23	b	9,851	136	216	194
Electrical Goods	312	-28	-27	21,141	279	-56	- 5	15,487	77	128	59
Dairy and Poultry Products	28	+ 7	-10	2,895	13	-66	+ 5	160	22	62	18
Fresh Fruits and Vegetables	82	+22	-17	3,485	53	- 6	- 8	534	23	30	22
Farm Supplies	9	+28	+50	1,253	c	c	c	c	c	c	c
Furniture and House Furnishings	56	+ 3	+31	5,459	31	-36	- 4	6,422	148	252	220
Groceries and Foods, except Farm Products	594	- 1	- 6	60,615	354	-14	b	44,964	129	153	123
Full-line Wholesalers[d]	301	+ 3	- 1	24,380	175	-14	- 1	19,946	137	164	136
Voluntary-group Wholesalers	141	- 8	- 9	20,570	95	-17	- 1	16,915	160	184	150
Retailer-cooperative Warehouses	21	-13	-10	4,032	12	-24	- 2	2,939	112	125	102
Specialty Lines	131	+14	- 7	11,633	72	+ 1	+10	5,164	73	85	64
Confectionery	38	+38	-20	871	20	-38	-10	182	56	107	47
Meats and Meat Products	95	+ 4	+ 3	36,466	70	- 7	+ 4	6,554	48	53	42
Beer	58	+26	- 9	1,134	47	+32	- 8	543	57	52	56
Wines and Liquors	30	+33	-17	5,849	22	-15	-10	6,302	119	186	110
Liquor Department of Other Trades[e]	36	+19	-18	6,754	35	-28	-15	7,073	106	173	101
Total Hardware Group	329	-16	- 7	29,920	206	-27	+ 4	35,484	194	214	172
General Hardware	128	-19	- 3	16,909	78	-30	+ 6	24,179	219	248	202
Industrial Supplies	100	-12	-10	8,107	65	-12	- 1	8,185	155	158	141
Plumbing and Heating Supplies	101	-15	-16	4,904	65	-39	b	3,120	155	170	117
Jewelry	31	+28	-33	1,265	17	-20	+13	1,703	213	374	140
Optical Goods	18	+ 3	+ 4	275	8	+10	+ 2	175	165	150	169
Lumber and Building Materials	49	+ 4	-12	3,283	33	-11	b	2,757	130	157	120
Machinery, Equipment and Supplies, except Electrical	58	-16	-14	2,629	39	-20	- 6	3,385	189	195	201
Surgical Equipment and Supplies	22	+26	- 4	1,002	14	+29	b	1,121	136	143	130
Metals	51	- 6	-22	3,601	16	-12	+13	2,887	131	132	77
Paper and Its Products	88	-24	- 4	5,274	42	+ 1	- 1	3,865	155	107	142
Petroleum	8	-29	- 1	1,162	6	-22	- 4	619	56	54	58
Tobacco and Its Products	121	+ 8	-24	9,380	38	-12	+ 7	1,685	55	67	40
Leather and Shoe Findings	18	+ 1	-11	392	c	c	c	c	c	c	c
Miscellaneous	23	+15	-13	2,293	26	+ 2	- 4	3,238	186	172	178

[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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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
MARCH 1943

Reports from 2,708 wholesalers representing most kinds of business showed sales up 7 percent for March 1943 compared with March a year ago, according to an announcement released today by J. C. Capt, Director of the Census. For the first 3 months of this year sales were slightly (3%) over those for the like period of 1942, and for this March over the preceding month, sales gained 10 percent.

For March 1943 over March 1942, of the 35 trades shown separately in this survey, sales increases of 2 percent to 70 percent were registered for 25 trades and decreases of 4 percent to 20 percent, for 9 trades. One showed sales at approximately the same level as last year. Substantial gains in dollar volumes were scored by wholesalers of fresh fruits and vegetables, 46 percent; beer, 43 percent; specialty lines of groceries and foods, 32 percent; dry goods and tobacco and its products, each 22 percent; drugs and sundries (liquor excluded), 20 percent; and meats and meat products, 15 percent. Moderate increases were recorded by full-line wholesalers of groceries and foods (14%), voluntary-group wholesalers of groceries and foods and wholesalers of paints and varnishes (each 10%), wholesalers of automotive supplies (6%), and of industrial supplies (4%). Declines in sales, however, were shown for wholesalers of shoes and other footwear (4%), lumber and building materials (6%), paper and its products (7%), general hardware (9%), furniture and house furnishings (14%), electrical goods (18%), and plumbing and heating supplies (20%).

At the close of March 1943, inventories, in terms of dollars based on cost values, were 23 percent under their March 1942 level, but were at approximately the same level as that of February 1943.

The stock-sales ratio for wholesalers at the end of this March was 107; at the end of last March, 148; and at the end of February this year, 119. Of the 32 trades for which stock-sales ratios are shown, only 2 registered increases—wholesalers of metals and wholesalers of paper and its products. Wholesalers of clothing and furnishings (except shoes) showed a 7 percent increase in sales and a 29 percent decrease in inventories, resulting in a stock-sales ratio of 69 for this March as against 129 for the same month of 1942. With a 14 percent gain in sales and a 16 percent decline in inventories, wholesalers of groceries and foods (except farm products) revealed a stock-sales ratio for March 1943 of 125 and for March 1942, 171. Hardware wholesalers recorded sales down 7 percent, inventories down 29 percent, and a stock-sales ratio of 151 for the current month, compared with 197 for March last year. Wholesalers of confectionery, jewelry, and machinery, equipment, and supplies (except electrical) are among the others that disclosed smaller stock-sales ratios for March 1943 than for March 1942.

Collections on accounts receivable were up more than 29 percent for March 1943 compared with March 1942 and up 12 percent compared with February 1943. For March 1943 the collection ratio was 106; for March 1942, 82; and for February 1943, 95. Accounts receivable were 14 percent less as of March 1, 1943 than as of March 1, 1942. At the beginning of March this year, accounts receivable were slightly (2%) more than on February 1, 1943.

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.

3-32307

S-232307

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
MARCH 1943

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change Mar. 1943 vs. Mar. 1942	SALES—CURRENT MONTH: Percent change Mar. 1943 vs. Feb. 1943	SALES—CURRENT MONTH: March 1943 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 3 mos. 1942	SALES—YEAR-TO-DATE: Three months 1943 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1943 vs. Mar. 1942	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1943 vs. Feb. 1943	INVENTORY—END-OF-MONTH (At Cost): Mar. 31, 1943 (Add 000)	STOCK-SALES RATIOS[a]: Mar. 1943	STOCK-SALES RATIOS[a]: Mar. 1942	STOCK-SALES RATIOS[a]: Feb. 1943
UNITED STATES	2,708	+ 7	+10	$333,704	+ 3	$1,020,128	1,715	-23	- 1	$211,224	107	148	119
Automotive Supplies	171	+ 6	+ 9	3,669	- 7	12,551	93	-26	- 2	3,561	175	257	202
Chemicals (industrial)	18	- 1	+ 9	1,340	- 2	5,501	13	- 2	+ 6	979	97	100	98
Paints and Varnishes	62	+10	+12	3,541	+ 5	9,979	17	-15	- 3	1,302	158	211	184
Clothing and Furnishings, except Shoes	44	+ 7	+38	4,658	- 4	11,530	21	-29	-17	870	69	129	95
Shoes and Other Footwear	30	- 4	+ 6	17,229	+ 3	50,979	16	-30	- 6	4,003	47	64	56
Coal	7	+70	+16	1,465	+36	4,304	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	122	+20	+16	25,503	+15	75,764	94	+ 4	+ 5	30,039	148	172	165
Dry Goods	90	+22	+ 7	20,409	+26	57,828	49	-28	- 4	15,616	122	210	136
Electrical Goods	304	-18	+15	25,495	-26	74,617	267	-57	- 2	13,907	57	109	67
Dairy and Poultry Products	24	+48	+32	3,512	+25	9,217	13	-37	- 1	203	18	41	26
Fresh Fruits and Vegetables	88	+46	+32	5,220	+34	14,102	58	+ 6	+ 9	615	16	23	20
Farm Supplies	9	+41	+46	3,035	+39	6,373	b	b	b	b	b	b	b
Furniture and House Furnishings	53	-14	+21	6,318	- 8	21,201	31	-52	-15	4,735	94	159	135
Groceries and Foods, except Farm Products	598	+14	- 1	57,228	+10	196,140	370	-16	+ 4	44,541	125	171	122
Full-line Wholesalers[c]	305	+14	- 5	24,980	+13	80,347	179	-19	+ 6	19,232	130	186	121
Voluntary-group Wholesalers	139	+10	d	18,354	+ 2	64,363	99	-18	+ 3	16,412	153	206	154
Retailer-cooperative Warehouses	18	- 5	- 2	3,684	- 4	12,463	13	-21	+ 2	3,148	113	133	111
Specialty Lines	136	+32	+ 9	10,210	+23	38,967	79	+11	+ 5	5,749	77	96	80
Confectionery	41	+61	+24	1,299	+47	3,545	25	-23	+ 8	282	53	85	58
Meats and Meat Products	87	+15	d	34,144	+11	107,073	62	-22	-10	5,452	40	62	45
Beer	62	+43	+27	1,599	+34	4,346	49	+ 9	- 6	505	37	49	51
Wines and Liquors	23	+52	+20	6,168	+46	26,237	17	+ 2	- 3	8,054	143	212	178
Liquor Department of Other Trades[e]	37	+46	+19	8,331	+35	23,802	35	-26	+ 3	7,555	91	181	107
Total Hardware Group	346	- 7	+15	40,883	-11	124,639	221	-29	- 3	41,755	151	197	180
General Hardware	134	- 9	+15	23,525	-14	71,055	81	-32	- 5	27,324	170	217	206
Industrial Supplies	111	+ 4	+13	11,693	+ 1	37,017	76	-18	d	11,105	130	176	148
Plumbing and Heating Supplies	101	-20	+15	5,665	-15	16,567	64	-38	- 2	3,326	112	142	127
Jewelry	34	+17	+ 6	2,121	+20	6,099	20	-19	+ 6	2,658	179	278	187
Optical Goods	16	+14	+ 5	272	+ 7	860	6	+ 6	+ 3	115	160	183	160
Lumber and Building Materials	54	- 6	+24	3,533	- 3	11,210	39	-18	+ 3	2,995	126	145	152
Machinery, Equipment, and Supplies, except Electrical	63	-14	+ 8	3,273	-11	9,854	41	-29	- 4	3,293	149	184	163
Surgical Equipment and Supplies	18	+19	+10	869	+14	3,596	10	+ 8	+ 3	663	100	113	105
Metals	30	+ 2	+ 3	3,717	+ 3	14,015	16	- 2	+16	3,779	159	155	135
Paper and Its Products	93	- 7	+16	6,990	-15	19,882	48	- 7	- 1	5,310	142	134	161
Petroleum	9	+ 6	+17	22,263	- 4	61,222	5	- 4	+ 1	322	56	58	77
Tobacco and Its Products	139	+22	+14	17,057	+17	45,316	55	+16	- 7	5,820	68	72	82
Leather and Shoe Findings	18	+28	+14	555	+20	1,471	b	b	b	b	b	b	b
Miscellaneous	18	- 7	- 6	2,008	+ 5	6,875	24	-13	-15	2,295	106	136	138

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

3-32307

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
MARCH 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		March 1943	March 1942	February 1943	March 1943 vs. March 1942	March 1943 vs. February 1943	As of March 1, 1943 (Add 000)
UNITED STATES	2,267	106	82	95	-14	+ 2	$249,755
Automotive Supplies	142	86	73	86	-25	b	3,066
Chemicals (industrial)	17	89	75	82	-17	+ 5	1,222
Paints and Varnishes	61	75	61	74	-17	- 2	4,282
Clothing and Furnishings, except Shoes	42	97	70	72	-18	+13	4,594
Shoes and Other Footwear	27	72	47	62	-18	+10	11,793
Coal	7	93	72	86	+16	+ 2	1,464
Drugs and Sundries (liquor excluded)	113	100	76	91	-11	- 2	21,509
Dry Goods	83	73	53	66	- 3	+ 7	25,243
Electrical Goods	283	77	76	66	-23	- 1	31,372
Dairy and Poultry Products	18	191	140	152	+ 6	+ 7	1,546
Fresh Fruits and Vegetables	73	181	144	149	+26	+10	1,871
Farm Supplies	6	126	102	109	+51	+51	1,794
Furniture and House Furnishings	42	88	61	77	-37	+ 5	6,003
Groceries and Foods, except Farm Products	449	140	108	132	-13	b	33,341
Full-line Wholesalers[c]	217	129	100	123	- 8	+ 2	15,851
Voluntary-group Wholesalers	112	151	110	139	-20	- 1	9,948
Retailer-cooperative Warehouses	15	225	183	227	-25	+ 3	1,369
Specialty Lines	105	134	101	125	- 9	- 1	6,173
Confectionery	22	116	80	105	-15	- 5	431
Meats and Meat Products	77	197	170	184	+ 4	- 1	17,063
Beer	26	126	110	113	- 1	+10	309
Wines and Liquors	18	133	93	114	+ 5	b	4,119
Liquor Department of Other Trades[d]	33	133	77	106	- 3	- 9	6,816
Total Hardware Group	325	87	69	77	-21	+ 4	40,958
General Hardware	126	91	65	82	-32	+ 7	22,176
Industrial Supplies	100	87	80	75	+ 7	+ 8	12,119
Plumbing and Heating Supplies	99	77	67	68	-19	- 8	6,663
Jewelry	26	62	28	55	-45	+17	2,048
Optical Goods	13	76	60	70	-11	+ 6	275
Lumber and Building Materials	50	95	73	83	-20	- 9	3,262
Machinery, Equipment, and Supplies, except Electrical	53	91	66	67	-23	- 6	3,349
Surgical Equipment and Supplies	17	67	52	64	- 7	- 3	1,151
Metals	28	128	118	105	+ 1	- 7	3,072
Paper and Its Products	80	78	75	72	-17	+ 3	7,355
Petroleum	6	136	112	113	-28	- 1	383
Tobacco and Its Products	99	168	129	150	- 4	+ 3	7,884
Leather and Shoe Findings	16	87	56	77	-27	+ 6	411
Miscellaneous	15	88	78	77	+11	- 4	1,769

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change Mar. 1943 vs. Mar. 1942	SALES—CURRENT MONTH: Percent change Mar. 1943 vs. Feb. 1943	SALES—CURRENT MONTH: March 1943 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 3 mos. 1942	SALES—YEAR-TO-DATE: Three months 1943 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1943 vs. Mar. 1942	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1943 vs. Feb. 1943	INVENTORY—END-OF-MONTH (At Cost): Mar. 31, 1943 (Add 000)	STOCK-SALES RATIOS [a]: Mar. 1943	STOCK-SALES RATIOS [a]: Mar. 1942	STOCK-SALES RATIOS [a]: Feb. 1943
New England	173	+ 3	+ 7	$14,914	- 5	$44,135	121	-28	- 1	$8,969	83	119	90
Dry Goods	6	+26	+34	227	+12	560	5	-41	-11	181	83	177	125
Electrical Goods	31	- 8	+11	2,128	-19	6,083	27	-60	- 6	975	47	110	55
Fresh Fruits and Vegetables	6	+60	+47	445	+35	1,023	6	+39	+165	53	12	14	7
Groceries and Foods, except Farm Products	22	+ 2	- 3	2,072	- 4	6,648	13	-22	+ 2	788	109	171	109
Meats and Meat Products	8	+ 4	-12	2,926	- 2	9,958	8	-21	-14	915	31	41	32
Wines and Liquors	4	+16	- 8	429	+14	1,376	4	-26	+14	568	132	208	107
Industrial Supplies	11	- 1	+20	821	- 7	2,211	7	-13	+ 1	1,115	162	185	192
Plumbing and Heating Supplies	11	-34	+18	116	-41	345	7	-33	- 6	249	296	327	379
Optical Goods	4	-19	+ 6	34	-19	97	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	5	- 2	+19	178	- 8	441	4	-16	- 4	323	236	272	287
Metals	5	-17	+ 3	353	-13	999	b	b	b	b	b	b	b
Paper and Its Products	9	-13	+39	384	-26	1,021	6	- 6	- 5	284	131	108	183
Tobacco and Its Products	12	+17	+17	1,640	+ 8	4,405	b	b	b	b	b	b	b
Middle Atlantic	574	+11	+15	71,840	+ 6	223,732	354	-17	c	39,783	96	130	113
Automotive Supplies	25	- 7	+11	543	-26	1,471	17	-17	- 4	965	244	287	285
Chemicals (industrial)	4	-13	+13	189	- 6	1,708	b	b	b	b	b	b	b
Paints and Varnishes	4	c	+27	38	-22	93	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	14	- 1	+54	3,271	-14	8,028	6	-28	-19	422	70	128	110
Shoes and Other Footwear	8	+ 1	+ 8	869	+24	2,646	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	20	+13	+20	5,107	+ 7	14,319	16	+ 3	+ 6	4,510	131	146	147
Dry Goods	37	+ 4	+ 5	6,668	+16	20,622	18	-20	- 3	3,602	141	180	154
Electrical Goods	61	+ 9	+33	7,987	- 2	20,339	53	-54	- 2	2,932	38	90	51
Dairy and Poultry Products	8	+50	+44	2,315	+17	5,596	4	-41	+ 3	149	20	51	30
Fresh Fruits and Vegetables	16	+56	+41	621	+35	1,663	11	+14	+14	67	13	18	16
Furniture and House Furnishings	17	-36	+34	1,013	-32	3,477	11	-51	- 9	911	114	140	167
Groceries and Foods, except Farm Products	89	+10	- 4	7,719	+ 1	30,330	43	-11	+ 5	4,278	123	157	123
Confectionery	5	c	+16	50	- 3	131	b	b	b	b	b	b	b
Meats and Meat Products	24	+33	+13	10,477	+18	29,617	20	+ 2	-10	1,117	54	71	54
Beer	13	+24	+27	252	+10	751	10	+43	+ 7	96	41	36	49
General Hardware	31	- 1	+18	3,007	- 7	9,137	16	-27	+ 1	2,638	186	241	214
Industrial Supplies	31	+15	+ 9	2,603	+13	10,764	22	- 6	- 1	2,038	104	129	117
Plumbing and Heating Supplies	39	-21	+18	1,653	-21	5,023	26	-42	- 1	1,240	85	122	102
Jewelry	11	+65	+39	860	+35	2,014	9	-12	+15	1,208	156	304	204
Optical Goods	5	+15	+15	149	+ 4	424	b	b	b	b	b	b	b
Lumber and Building Materials	6	-23	+16	215	- 6	1,932	4	-11	- 2	119	108	134	148
Paper and Its Products	30	-17	+13	3,168	-23	8,146	16	- 9	- 3	2,653	127	110	145
Petroleum	4	- 6	+39	620	-21	1,527	b	b	b	b	b	b	b
Tobacco and Its Products	42	+16	+15	6,437	+13	17,356	24	+31	-13	3,695	72	66	94
East North Central	481	+ 3	+ 6	48,024	- 2	144,865	318	-26	- 2	35,428	106	146	118
Automotive Supplies	41	+11	+18	886	-10	2,850	23	-32	- 6	967	149	249	192
Paints and Varnishes	9	+27	+39	408	+13	1,146	6	-17	- 6	439	114	177	168
Clothing and Furnishings, except Shoes	9	+28	+17	557	+26	1,237	5	-18	-14	281	92	144	128
Drugs and Sundries (liquor excluded)	24	+21	+11	4,563	+15	13,327	18	+ 5	+ 6	4,845	137	159	144
Dry Goods	6	+25	+ 9	845	+21	2,913	4	-53	-23	442	57	148	80
Electrical Goods	55	-42	+ 3	3,501	-44	11,791	45	-57	- 3	2,357	80	106	85
Dairy and Poultry Products	4	+58	+28	318	+37	818	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	14	+57	+29	805	+41	2,086	9	+19	- 4	70	16	23	24
Furniture and House Furnishings	6	- 9	+15	644	- 5	1,660	4	-55	-19	489	102	171	137
Groceries and Foods, except Farm Products	101	+ 8	- 7	10,914	+ 8	35,510	74	-13	+ 3	8,668	137	175	136
Confectionery	8	+32	+ 8	153	+29	427	5	- 9	+ 7	62	60	85	61
Meats and Meat Products	20	+26	+ 8	6,501	+14	19,019	17	-24	- 8	2,637	44	75	53
Beer	14	+41	+21	371	+33	991	11	+22	+ 6	120	40	46	46
General Hardware	20	-17	+12	4,121	-26	11,270	14	-38	- 8	6,592	176	239	213
Industrial Supplies	18	- 1	+10	1,398	+ 3	4,166	13	-28	c	571	109	157	115
Plumbing and Heating Supplies	11	-29	+ 5	310	-17	1,307	8	-31	- 4	455	187	195	199

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1943

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. 1943 vs. Mar. 1942	Percent change Mar. 1943 vs. Feb. 1943	March 1943 (Add 000)	Percent change from 3 mos. 1942	Three months 1943 (Add 000)	Number of firms reporting stocks	Percent change Mar. 1943 vs. Mar. 1942	Percent change Mar. 1943 vs. Feb. 1943	Mar. 31, 1943 (Add 000)	Mar. 1943	Mar. 1942	Feb. 1943
East North Central (continued)													
Jewelry	9	-16	-25	$483	+ 8	$1,482	b	b	b	b	b	b	b
Lumber and Building Materials	7	-39	+13	293	-25	986	5	-27	+ 5	$391	196	149	186
Machinery, Eqpt., and Supplies, except Electrical	9	-19	+ 9	803	c	2,602	7	-14	- 5	242	63	87	82
Surgical Equipment and Supplies	6	+25	+ 5	597	+29	1,739	4	+18	+ 5	483	91	97	91
Metals	8	+10	+12	1,145	- 3	4,114	5	-12	+ 3	1,224	153	192	173
Paper and Its Products	21	+ 2	+17	1,587	-12	5,033	10	-12	- 3	792	146	160	175
Tobacco and Its Products	32	+20	+15	3,505	+10	8,902	12	- 8	+20	839	56	75	53
West North Central	278	+ 3	+15	36,242	c	106,104	194	-27	- 3	34,079	124	169	144
Automotive Supplies	23	+ 8	+10	552	+ 7	1,998	10	-22	+ 3	215	159	196	161
Clothing and Furnishings, except Shoes	4	+33	+12	182	+19	498	b	b	b	b	b	b	b
Shoes and Other Footwear	4	-25	+15	962	-13	2,959	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	15	+20	+14	3,263	+16	9,071	14	- 3	+ 4	4,333	158	195	176
Dry Goods	6	+31	+ 8	6,658	+27	15,450	5	-22	- 4	7,821	121	201	137
Electrical Goods	31	-49	+ 2	1,288	-50	4,880	30	-63	- 7	1,244	105	142	114
Fresh Fruits and Vegetables	8	+55	+42	602	+32	1,642	6	+31	+20	139	28	33	34
Furniture and House Furnishings	6	-22	+15	1,910	- 4	8,316	5	-58	-16	1,496	80	148	109
Groceries and Foods, except Farm Products	67	+ 6	+ 2	6,009	+ 6	20,957	49	-17	+ 2	8,243	164	210	166
Beer	9	+37	+33	212	+31	517	6	+71	- 4	53	32	25	47
General Hardware	13	-23	+26	3,476	-28	10,096	12	-30	- 7	5,563	171	186	231
Industrial Supplies	12	+ 4	+10	839	- 8	2,392	7	-18	+ 1	814	168	224	186
Plumbing and Heating Supplies	11	-18	+45	636	-20	1,517	5	-26	+13	254	101	111	139
Lumber and Building Materials	8	- 1	+31	707	+ 2	1,966	5	-18	+11	235	99	116	122
Paper and Its Products	8	+ 6	+15	308	- 2	862	4	- 9	+ 1	371	189	229	218
Tobacco and Its Products	12	+30	+13	1,247	+20	2,844	5	+ 3	+ 1	852	97	120	103
Leather and Shoe Findings	4	+36	+22	94	+32	260	b	b	b	b	b	b	b
South Atlantic	393	+ 9	+13	30,753	+ 4	89,354	239	-28	- 1	18,160	88	131	102
Automotive Supplies	19	- 9	+ 1	577	-21	1,588	7	-28	+ 1	134	184	249	202
Paints and Varnishes	5	+ 4	+ 3	210	+14	660	5	+ 2	+ 4	316	150	155	149
Clothing and Furnishings, except Shoes	6	+29	+ 5	200	+40	552	b	b	b	b	b	b	b
Shoes and Other Footwear	4	- 2	+19	1,936	+ 5	5,274	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	20	+26	+19	2,632	+19	7,956	12	+ 1	+ 6	2,380	146	190	169
Dry Goods	8	+37	+12	1,684	+37	4,806	4	-36	- 3	1,200	158	328	187
Electrical Goods	50	-20	+10	4,244	-25	11,927	48	-54	+ 1	2,340	56	98	61
Fresh Fruits and Vegetables	15	+57	+39	855	+42	2,012	9	-17	- 9	59	10	19	16
Furniture and House Furnishings	7	+20	+29	571	+11	1,377	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	109	+17	+ 5	6,918	+13	21,456	56	-18	- 3	3,989	102	142	109
Confectionery	16	+18	+23	344	+12	1,096	12	-21	-10	103	45	68	62
Meats and Meat Products	9	- 5	+ 8	863	+ 7	2,822	6	-30	c	328	40	53	43
Beer	7	+52	+28	340	+47	944	5	-33	-27	73	25	60	45
General Hardware	17	- 5	+13	1,583	-14	5,242	10	-44	- 6	1,198	114	198	139
Industrial Supplies	13	+ 1	+21	948	- 4	2,850	9	-22	- 2	769	104	148	134
Plumbing and Heating Supplies	17	-37	+ 3	988	-35	2,591	14	-40	- 4	973	124	142	133
Jewelry	4	+32	+37	166	+19	389	b	b	b	b	b	b	b
Lumber and Building Materials	7	- 7	+10	169	-11	452	4	+ 5	- 4	270	243	256	252
Machinery, Eqpt., and Supplies, except Electrical	11	+ 5	+22	354	- 4	942	7	-22	c	417	197	252	229
Metals	4	+11	+14	193	-11	500	b	b	b	b	b	b	b
Paper and Its Products	13	-10	+17	740	-13	1,897	6	- 7	c	457	135	141	159
Tobacco and Its Products	12	+50	+ 8	1,816	+44	4,695	5	- 7	-12	270	35	53	41

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1943

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. 1943 vs. Mar. 1942	Percent change Mar. 1943 vs. Feb. 1943	March 1943 (Add 000)	Percent change from 3 mos. 1942	Three months 1943 (Add 000)	Number of firms reporting stocks	Percent change Mar. 1943 vs. Mar. 1942	Percent change Mar. 1943 vs. Feb. 1943	Mar. 31, 1943 (Add 000)	Mar. 1943	Mar. 1942	Feb. 1943
East South Central	161	+ 2	+ 4	$13,035	+ 1	$38,904	92	-32	- 2	$8,952	111	160	121
Automotive Supplies	5	- 2	+14	130	- 6	373	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	11	+16	+13	2,044	+18	5,774	b	b	b	b	b	b	b
Dry Goods	9	+46	c	1,405	+47	4,837	5	-50	- 4	906	94	254	96
Electrical Goods	14	-51	+ 5	459	-50	1,480	11	-66	+ 1	347	87	115	88
Fresh Fruits and Vegetables	9	+58	+32	321	+44	784	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	41	+14	- 1	2,939	+ 9	8,401	20	-22	c	1,891	122	176	124
Meats and Meat Products	4	- 9	- 7	889	+ 3	2,677	b	b	b	b	b	b	b
Wines and Liquors	4	+43	+21	545	+26	1,600	b	b	b	b	b	b	b
General Hardware	13	-26	+ 1	1,989	-24	6,257	6	-39	c	1,468	135	152	144
Industrial Supplies	6	-16	+21	310	-19	884	4	-22	- 1	474	207	222	246
Lumber and Building Materials	5	+26	+10	363	+ 8	711	b	b	b	b	b	b	b
Paper and Its Products	4	- 3	+11	262	- 6	745	b	b	b	b	b	b	b
Tobacco and Its Products	4	+18	+19	255	+11	715	b	b	b	b	b	b	b
West South Central	247	+ 9	+ 7	23,214	+ 4	71,529	163	-25	+ 1	21,322	135	199	143
Automotive Supplies	7	+36	c	195	+41	836	6	-18	- 1	243	128	215	129
Drugs and Sundries (liquor excluded)	16	+26	+13	2,533	+22	8,289	12	+ 6	+ 4	3,826	174	212	190
Dry Goods	6	+51	- 4	1,062	+60	3,055	5	-36	+11	1,033	145	307	126
Electrical Goods	27	-36	- 3	1,224	-37	4,718	21	-67	- 5	739	69	129	71
Groceries and Foods, except Farm Products	110	+23	+ 2	9,815	+16	27,917	74	-20	+ 3	7,522	120	184	120
Liquor Department of Other Trades[d]	9	+76	+40	1,239	+54	3,208	8	-41	- 1	1,001	85	246	120
General Hardware	20	+ 3	+14	3,234	- 3	9,370	12	-32	- 3	2,633	153	239	168
Industrial Supplies	9	-22	+11	1,880	-27	5,158	7	-17	+ 2	2,990	225	250	249
Machinery, Eqpt., and Supplies, except Electrical	7	-47	- 2	432	-49	1,342	4	-39	- 9	1,017	313	243	296
Surgical Equipment and Supplies	4	+13	+18	72	+ 2	185	b	b	b	b	b	b	b
Tobacco and Its Products	9	+17	c	373	+17	1,098	b	b	b	b	b	b	b
Mountain	103	+10	+10	7,008	+ 5	21,674	79	-21	+ 2	7,537	139	183	150
Automotive Supplies	15	+21	+23	249	+ 5	936	12	-31	c	440	201	354	249
Electrical Goods	12	-27	- 1	479	-36	1,606	9	-58	+ 8	332	82	139	74
Groceries and Foods, except Farm Products	24	+ 3	+ 7	1,615	- 2	4,974	18	-21	+ 2	2,251	171	217	178
Lumber and Building Materials	4	-10	+33	932	- 3	2,399	4	-16	+ 5	1,016	109	116	138
Tobacco and Its Products	4	+105	+18	285	+95	783	b	b	b	b	b	b	b
Pacific	254	+16	+12	42,827	+14	143,192	154	-17	+ 3	35,439	116	162	126
Automotive Supplies	32	+17	+ 2	515	- 3	2,421	13	-23	+ 1	424	173	251	177
Clothing and Furnishings, except Shoes	6	+30	+17	179	+45	416	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+40	+10	243	+44	731	4	-48	-21	164	70	190	96
Dry Goods	9	+27	+23	1,639	+28	4,423	b	b	b	b	b	b	b
Electrical Goods	23	- 1	+19	4,185	-12	11,793	23	-53	- 1	2,541	61	128	73
Fresh Fruits and Vegetables	12	+30	+13	920	+41	3,397	7	+23	- 3	112	18	23	22
Furniture and House Furnishings	8	+20	+30	1,569	+14	4,103	5	-40	-19	1,231	85	174	138
Groceries and Foods, except Farm Products	35	+23	c	9,227	+19	39,947	23	-10	+18	6,911	97	138	80
Meats and Meat Products	8	+23	+17	1,420	+ 8	3,741	6	-43	-13	170	18	47	26
General Hardware	15	+ 5	+17	5,861	- 2	18,025	7	-23	- 3	6,724	186	236	228
Industrial Supplies	10	+31	+18	2,894	+21	8,479	7	-24	- 2	2,334	90	156	105
Plumbing and Heating Supplies	5	- 2	+22	1,758	+17	5,263	b	b	b	b	b	b	b
Jewelry	4	+ 8	+ 8	412	+24	1,396	b	b	b	b	b	b	b
Lumber and Building Materials	13	+14	+27	774	+ 9	2,538	11	-21	+ 4	738	109	165	133
Machinery, Eqpt., and Supplies, except Electrical	11	- 5	- 3	571	+ 2	1,574	6	-36	- 9	505	161	208	156
Metals	5	+38	+12	802	+43	2,253	b	b	b	b	b	b	b
Tobacco and Its Products	12	+19	+14	1,499	+24	4,518	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
MARCH 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		March 1943	March 1942	February 1943	Mar. 1943 vs. Mar. 1942	Mar. 1943 vs. Feb. 1943	March 1, 1943 (Add 000)
New England	153	108	88	98	-16	- 1	$12,868
Dry Goods	6	81	83	81	+10	+15	230
Electrical Goods	29	74	77	67	-12	b	2,856
Fresh Fruits and Vegetables	6	260	156	139	+ 6	+ 2	134
Groceries and Foods, except Farm Products	16	113	88	100	-15	- 9	1,712
Meats and Meat Products	7	220	172	210	-13	b	1,346
Wines and Liquors	4	98	90	95	+ 5	- 9	522
Industrial Supplies	9	101	81	94	-25	- 4	600
Plumbing and Heating Supplies	11	56	54	48	-44	+ 2	188
Optical Goods	4	77	74	70	-29	+10	44
Metals	5	158	124	142	-25	- 1	236
Paper and Its Products	8	92	84	80	-30	- 4	379
Tobacco and Its Products	11	164	141	162	- 3	+11	914
Middle Atlantic	487	109	86	97	-10	+ 3	56,986
Automotive Supplies	21	74	64	73	-36	+ 1	524
Chemicals (industrial)	4	114	136	124	- 9	+16	135
Clothing and Furnishings, except Shoes	13	105	77	72	-24	+13	3,018
Shoes and Other Footwear	8	77	48	67	-13	+16	1,146
Drugs and Sundries (liquor excluded)	19	84	69	76	-11	- 4	4,432
Dry Goods	35	78	58	65	- 6	+ 3	7,784
Electrical Goods	58	82	84	71	+ 4	+ 4	8,504
Dairy and Poultry Products	8	210	145	158	- 3	+ 5	979
Fresh Fruits and Vegetables	13	248	207	240	+28	+42	198
Furniture and House Furnishings	13	68	53	55	-46	b	1,218
Groceries and Foods, except Farm Products	67	148	106	138	-21	- 1	4,127
Meats and Meat Products	22	216	178	212	+ 5	b	4,371
Beer	8	82	67	75	-14	+ 6	165
General Hardware	27	85	59	78	-24	+ 5	2,831
Industrial Supplies	28	88	77	80	+ 6	+ 5	2,525
Plumbing and Heating Supplies	37	72	60	64	-27	b	2,019
Jewelry	8	65	26	57	-39	+ 2	457
Optical Goods	4	69	51	61	- 9	b	163
Lumber and Building Materials	5	85	52	83	-50	- 1	232
Paper and Its Products	23	67	73	61	-13	+ 4	3,754
Tobacco and Its Products	29	197	141	169	-15	+ 1	2,856
East North Central	391	116	86	105	-22	+ 2	35,992
Automotive Supplies	34	92	80	93	-21	+ 1	625
Paints and Varnishes	9	51	37	49	-32	+ 1	546
Clothing and Furnishings, except Shoes	8	98	69	97	- 2	+42	479
Drugs and Sundries (liquor excluded)	22	100	75	92	- 9	b	3,637
Dry Goods	5	80	53	79	-14	+13	937
Electrical Goods	50	82	80	76	-49	- 3	4,112
Fresh Fruits and Vegetables	9	222	176	177	+21	+ 8	148
Furniture and House Furnishings	6	114	67	105	-45	+ 4	527
Groceries and Foods, except Farm Products	70	134	105	127	- 9	+ 1	7,055
Confectionery	6	192	119	151	-14	- 8	49
Meats and Meat Products	18	221	198	185	+20	- 1	2,932
General Hardware	20	95	64	91	-45	+18	3,866
Industrial Supplies	18	88	85	86	b	+ 1	1,399
Plumbing and Heating Supplies	11	94	73	97	-42	- 1	322
Jewelry	7	67	32	77	-51	+67	539
Lumber and Building Materials	7	123	83	100	-42	-34	256
Surgical Equipment and Supplies	5	71	53	66	+ 3	- 4	825
Metals	7	116	107	103	- 1	+ 5	962
Paper and Its Products	21	92	82	87	-21	+ 5	1,528
Tobacco and Its Products	22	159	124	146	+ 2	+ 8	1,659
West North Central	238	99	73	90	-22	+ 5	30,945
Automotive Supplies	19	89	78	90	- 4	+ 3	483
Shoes and Other Footwear	4	90	58	79	-41	- 8	1,081
Drugs and Sundries (liquor excluded)	15	102	76	97	-13	- 3	2,898
Dry Goods	6	66	48	58	- 1	+10	9,688
Electrical Goods	30	84	75	81	-59	- 5	1,464
Fresh Fruits and Vegetables	7	226	166	181	+18	+ 9	211
Furniture and House Furnishings	6	111	73	92	-39	+ 5	1,751
Groceries and Foods, except Farm Products	55	177	127	176	-28	+ 4	3,036
Beer	7	246	257	213	+30	+13	61
General Hardware	13	98	65	92	-48	+17	3,118
Industrial Supplies	11	89	66	71	b	+ 4	874
Plumbing and Heating Supplies	11	75	72	65	-31	- 5	553
Lumber and Building Materials	7	106	82	87	-29	-22	577
Paper and Its Products	6	94	71	82	-19	- 1	293
Tobacco and Its Products	5	173	141	166	- 1	- 6	357
Leather and Shoe Findings	4	92	61	80	-23	+ 5	92

(Continued on Next Page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		March 1943	March 1942	February 1943	Mar. 1943 vs. Mar. 1942	Mar. 1943 vs. Feb. 1943	March 1, 1943 (Add 000)
South Atlantic	312	102	77	86	-18	- 4	$22,927
Automotive Supplies	16	94	92	88	-24	+ 1	489
Paints and Varnishes	5	75	60	65	- 5	+13	289
Clothing and Furnishings, except Shoes	6	84	59	77	+ 5	+12	248
Drugs and Sundries (liquor excluded)	18	100	76	88	- 6	- 3	2,130
Dry Goods	5	70	48	68	- 5	+ 5	1,556
Electrical Goods	49	74	66	55	-23	- 9	6,325
Groceries and Foods, except Farm Products	77	152	116	135	-11	- 1	3,146
Confectionery	8	101	84	98	- 6	b	216
Meats and Meat Products	7	199	191	183	-14	- 7	360
General Hardware	17	86	62	80	-36	+ 3	1,645
Industrial Supplies	11	84	74	80	- 9	- 4	974
Plumbing and Heating Supplies	17	80	71	66	-36	-11	1,308
Lumber and Building Materials	6	86	74	73	-12	+14	151
Machinery, Eqpt., and Supplies, except Electrical	9	90	73	81	-12	+ 2	288
Metals	4	121	91	100	-28	+12	158
Paper and Its Products	11	82	71	77	-21	- 1	614
Tobacco and Its Products	7	165	127	152	+24	+ 5	561
East South Central	133	101	76	92	-20	- 1	10,955
Drugs and Sundries (liquor excluded)	10	104	82	99	- 8	- 3	1,677
Dry Goods	9	71	47	69	+ 2	+12	2,011
Electrical Goods	12	78	86	69	-43	- 4	655
Fresh Fruits and Vegetables	8	198	129	180	+16	+15	130
Groceries and Foods, except Farm Products	32	136	109	119	- 7	b	1,889
General Hardware	11	91	62	75	-40	b	1,599
Industrial Supplies	6	90	81	83	-29	- 9	310
Paper and Its Products	4	90	76	86	-18	+ 4	280
West South Central	202	103	80	96	-13	+ 2	17,830
Automotive Supplies	6	81	73	82	+ 9	- 1	175
Drugs and Sundries (liquor excluded)	13	95	73	93	- 6	- 1	2,267
Dry Goods	6	74	45	74	+ 1	+ 9	1,446
Electrical Goods	25	71	83	63	- 8	b	1,988
Groceries and Foods, except Farm Products	85	130	98	128	- 7	+ 2	5,578
Liquor Department of Other Trades[c]	7	204	108	141	- 7	-14	558
General Hardware	18	101	75	90	-27	+ 6	2,214
Industrial Supplies	8	88	90	72	- 2	+ 6	1,906
Surgical Equipment and Supplies	4	77	55	66	-24	- 1	82
Tobacco and Its Products	7	99	112	118	+19	+17	175
Mountain	88	106	84	92	- 5	+ 1	6,038
Automotive Supplies	10	79	62	78	-24	- 2	184
Electrical Goods	12	80	71	54	-12	- 4	962
Groceries and Foods, except Farm Products	20	153	108	142	-30	+ 3	956
Lumber and Building Materials	4	93	71	78	- 7	-11	827
Pacific	221	99	79	88	- 5	+ 2	38,071
Automotive Supplies	29	87	74	89	-16	+ 8	427
Shoes and Other Footwear	5	82	38	68	-19	+ 3	305
Dry Goods	8	93	68	91	- 9	+ 6	1,389
Electrical Goods	18	66	69	60	-14	+ 6	4,506
Fresh Fruits and Vegetables	11	134	114	127	+14	- 3	545
Furniture and House Furnishings	8	74	53	72	-24	+10	1,839
Groceries and Foods, except Farm Products	27	134	109	128	- 4	+ 1	5,842
Meats and Meat Products	7	340	183	275	-38	- 6	380
General Hardware	15	84	68	76	- 9	+ 2	6,644
Industrial Supplies	9	83	80	59	+49	+23	3,531
Plumbing and Heating Supplies	5	81	70	73	+33	-18	1,957
Lumber and Building Materials	12	71	69	72	+ 4	+12	854
Machinery, Eqpt., and Supplies, except Electrical	8	110	93	75	-21	-18	371
Tobacco and Its Products	11	127	97	109	- 3	- 8	1,045

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

States Comprising Geographic Divisions:

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

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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
APRIL 1943

Sales of 2,728 wholesalers representing most kinds of business gained slightly (3%) in April 1943 compared with April a year ago, according to an announcement released today by J. C. Capt, Director of the Census. For the first 4 months of this year sales were up 4 percent over those for the like period of 1942, but remained at approximately the same level in April as in March this year.

On a year-to-year comparison, sales in April were higher by 2 to 59 percent for 27 of the 35 trades presented separately in this survey, and lower by 3 to 28 percent for 7 trades. One (hardware, industrial supplies) showed the sales level virtually unchanged. Noteworthy gains in dollar volumes were revealed by wholesalers of confectionery,59 percent; coal, 47 percent;beer, 39 percent;wines and liquors, 31 percent;fresh fruits and vegetables, 29 percent; jewelry, 23 percent; drugs and sundries (liquor excluded), 22 percent; metals, 21 percent; specialty lines of groceries and foods, 19 percent; tobacco and its products, 16 percent; dry goods and full-line wholesalers of groceries and foods, each 15 percent. Voluntary-group wholesalers of groceries and foods recorded a 12 percent increase;wholesalers of automotive supplies, 6 percent; of meats and meat products and paper and its products, 4 percent each; and of clothing and furnishings, except shoes,3 percent. Both wholesalers of shoes and other footwear and of machinery, equipment, and supplies (except electrical) noted declines in sales of 3 percent; wholesalers of lumber and building materials, 9 percent; of general hardware, 11 percent; of electrical goods, 24 percent; and of plumbing and heating supplies, 25 percent.

At the close of April 1943, inventories, in terms of dollars based on cost values, were 23 percent under their April 1942 level, but only slightly below the level of the preceding month.

The stock-sales ratio for wholesalers at the end of this April was 108; at the end of last April, 143;and at the end of March 1943, 108. Of the 32 trades for which stock-sales ratios are shown, only 2 (wholesalers of tobacco and its products and optical goods) registered increases, April 1943 against April 1942. Wholesalers of chemicals, with an 18 percent gain in sales and 10 percent less inventory, showed a stock-sales ratio of 97 for this April as against 133 last April.With sales up slightly (2%) and inventories down 16 percent,wholesalers of paints and varnishes revealed a ratio of 152 for April 1943 and 186 for April 1942. Wholesalers of furniture and house furnishings disclosed a stock-sales ratio of 94 for April 1943 and of 140 for April 1942, reflecting a 28 percent decline in sales and a 54 percent decline in inventories. Dairy and poultry products wholesalers showed sales up 20 percent, inventories down 26 percent, and on April 1943 stock-sales ratio of 31 vs. an April 1942 ratio of 47.

Collections on accounts receivable were up more than 29 percent for April 1943 compared with April 1942 and up nearly 3 percent compared with the preceding month. The collection ratio for April 1943 was 109;for April 1942, 84;and for March 1943, 106. Accounts receivable were 17 percent less as of April 1, 1943 than as of April 1, 1942; but at the beginning of this April were at approximately the same level as March 1, 1943.

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.

3-32773

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

APRIL 1943

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. 1943 vs. Apr. 1942	Percent change Apr. 1943 vs. Mar. 1943	April 1943 (Add 000)	Percent change from 4 mos. 1942	Four months 1943 (Add 000)	Number of firms reporting stocks	Percent change Apr. 1943 vs. Apr. 1942	Percent change Apr. 1943 vs. Mar. 1943	Apr. 30, 1943 (Add 000)	Apr. 1943	Apr. 1942	Mar. 1943
UNITED STATES	2,728	+ 3	b	$302,182	+ 4	$1,377,429	1,733	-23	- 2	$200,619	108	143	108
Automotive Supplies	198	+ 6	+ 5	4,351	- 3	18,329	102	-26	b	3,551	171	259	178
Chemicals (industrial)	17	+18	- 3	1,309	+ 3	7,889	13	-10	- 3	1,034	97	133	100
Paints and Varnishes	29	+ 2	+ 9	1,068	+ 4	11,112	15	-16	+ 1	1,300	152	186	161
Clothing and Furnishings, except Shoes	45	+ 3	-14	4,141	- 2	15,966	22	-38	- 4	868	76	151	69
Shoes and Other Footwear	29	- 3	+10	18,825	+ 1	70,096	17	-40	-12	3,674	43	76	47
Coal	7	+47	-13	1,279	+38	5,585	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	127	+22	- 5	25,060	+17	103,901	98	+ 8	+ 3	32,215	161	184	150
Dry Goods	95	+15	- 7	19,103	+23	78,283	50	-34	- 1	14,135	121	216	114
Electrical Goods	302	-24	+ 2	26,227	-26	104,676	264	-55	- 3	13,198	55	92	56
Dairy and Poultry Products	28	+20	-16	2,208	+24	11,626	18	-26	- 4	309	31	47	26
Fresh Fruits and Vegetables	88	+29	b	4,823	+34	20,048	60	+ 8	-14	492	15	17	16
Farm Supplies	8	+22	-38	1,884	+35	8,257	c	c	c	c	c	c	c
Furniture and House Furnishings	54	-28	-11	5,407	-12	29,124	30	-54	-11	3,956	94	140	93
Groceries and Foods, except Farm Products	610	+14	+ 1	56,291	+11	268,841	377	-17	- 2	42,733	134	182	137
Full-line Wholesalers[d]	306	+15	+ 1	24,892	+14	108,990	185	-18	- 3	19,510	133	186	136
Voluntary-group Wholesalers	146	+12	+ 3	21,310	+ 4	91,315	100	-17	- 2	17,696	159	207	160
Retailer-cooperative Warehouses	17	+ 9	- 9	3,673	+ 2	17,092	10	-18	+ 4	2,392	124	158	117
Specialty Lines	141	+19	b	6,416	+24	51,444	82	- 9	- 5	3,135	77	105	83
Confectionery	37	+59	- 4	1,222	+50	4,810	23	-30	-13	234	45	90	51
Meats and Meat Products	82	+ 4	+ 6	34,636	+ 9	143,757	59	-22	b	5,644	46	60	46
Beer	70	+39	+ 9	1,923	+37	6,599	52	- 4	- 7	478	31	44	36
Wines and Liquors	23	+31	b	3,754	+44	33,997	15	+ 6	+ 1	4,682	150	183	156
Liquor Department of Other Trades[e]	37	+32	-14	7,061	+34	31,557	35	-30	- 7	7,041	100	190	93
Total Hardware Group	349	-11	b	38,436	-10	171,966	219	-28	- 2	38,437	155	187	157
General Hardware	154	-11	b	22,405	-13	98,331	83	-31	- 3	26,355	170	211	172
Industrial Supplies	107	+ 1	+ 3	10,259	+ 1	50,051	68	-14	+ 1	8,766	135	162	140
Plumbing and Heating Supplies	108	-25	- 5	5,772	-17	23,584	68	-35	- 3	3,316	120	121	112
Jewelry	34	+23	+ 4	2,234	+19	8,945	18	- 3	+26	2,249	203	266	151
Optical Goods	16	+17	+ 4	256	+ 8	1,168	7	+ 2	+ 1	100	189	188	183
Lumber and Building Materials	55	- 9	+ 5	4,138	- 5	16,545	36	-19	- 2	2,618	101	112	107
Machinery, Equipment, and Supplies, except Electrical	68	- 3	+ 2	3,393	- 8	13,994	46	-30	- 3	3,457	127	175	136
Surgical Equipment and Supplies	18	+ 8	- 4	384	+11	4,522	12	- 2	+ 3	428	185	204	177
Metals	31	+21	+13	5,764	+ 9	22,370	16	+12	- 4	4,671	106	117	124
Paper and Its Products	88	+ 4	- 1	6,547	-11	27,236	45	- 8	b	4,763	135	145	132
Petroleum	8	-15	- 9	627	- 4	61,857	4	-10	+ 3	236	59	70	58
Tobacco and Its Products	138	+16	- 2	17,088	+17	65,033	56	+20	- 6	5,466	64	61	69
Leather and Shoe Findings	17	+10	- 9	486	+18	1,974	c	c	c	c	c	c	c
Miscellaneous	20	+ 5	+ 4	2,275	+ 5	9,368	24	-21	- 1	2,660	137	172	115

[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.

3-32773

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		April 1943	April 1942	March 1943	April 1943 vs. April 1942	April 1943 vs. March 1943	April 1, 1943 (Add 000)
UNITED STATES	2,250	109	84	106	-17	- 1	$239,689
Automotive Supplies	152	87	73	86	-13	+ 5	3,208
Chemicals (industrial)	16	94	76	90	-13	- 2	1,227
Paints and Varnishes	28	62	53	59	-16	+11	1,471
Clothing and Furnishings, except Shoes	41	82	66	99	-19	+ 8	4,962
Shoes and Other Footwear	26	85	61	73	-27	- 1	11,306
Coal	7	96	77	93	+28	+ 7	1,572
Drugs and Sundries (liquor excluded)	116	98	74	100	- 9	+ 4	22,904
Dry Goods	86	74	57	74	- 7	+ 1	24,618
Electrical Goods	283	78	76	76	-19	b	31,824
Dairy and Poultry Products	21	188	155	217	+ 1	- 3	968
Fresh Fruits and Vegetables	72	175	142	184	+14	+ 4	1,764
Farm Supplies	5	112	98	126	+21	+34	2,381
Furniture and House Furnishings	43	85	62	86	-42	- 1	5,806
Groceries and Foods, except Farm Products	453	146	104	136	-18	- 9	30,543
Full-line Wholesalers[c]	213	138	97	125	-15	-11	14,129
Voluntary-group Wholesalers	117	156	107	145	-24	-10	11,013
Retailer-cooperative Warehouses	15	206	167	213	- 9	- 2	1,623
Specialty Lines	108	126	94	122	- 9	b	3,778
Confectionery	20	112	76	114	-11	+ 9	469
Meats and Meat Products	75	233	183	192	- 5	-10	15,467
Beer	32	142	109	130	- 4	+ 7	385
Wines and Liquors	18	151	98	139	-14	-13	2,091
Liquor Department of Other Trades[d]	33	144	74	133	-14	-10	6,156
Total Hardware Group	323	88	72	88	-26	+ 4	39,294
General Hardware	123	91	69	91	-33	+ 3	22,034
Industrial Supplies	95	88	82	89	- 4	+ 4	9,950
Plumbing and Heating Supplies	105	80	71	79	-25	+ 4	7,310
Jewelry	24	63	32	65	-37	+ 7	1,627
Optical Goods	13	93	68	81	-13	+ 4	228
Lumber and Building Materials	52	91	72	91	-19	+ 7	4,064
Machinery, Equipment, and Supplies, except Electrical	59	83	71	81	-20	- 3	3,472
Surgical Equipment and Supplies	17	66	52	60	-19	+ 5	512
Metals	29	108	111	122	+ 9	+10	5,002
Paper and Its Products	76	87	80	84	-18	+ 3	6,449
Petroleum	6	127	108	136	-24	+14	436
Tobacco and Its Products	94	167	131	165	- 8	- 2	7,576
Leather and Shoe Findings	15	92	59	86	-24	+ 3	407
Miscellaneous	15	87	83	90	-12	-16	1,500

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.

3-32773

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1943

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. 1943 vs. Apr. 1942	Percent change: Apr. 1943 vs. Mar. 1943	April 1943 (Add 000)	Percent change from 4 mos. 1942	Four months 1943 (Add 000)	Number of firms reporting stocks	Percent change: Apr. 1943 vs. Apr. 1942	Percent change: Apr. 1943 vs. Mar. 1943	Apr.30, 1943 (Add 000)	Apr. 1943	Apr. 1942	Mar. 1943
New England	168	+ 2	+ 2	$15,217	- 4	$60,805	118	-27	- 4	$8,684	82	111	86
Chemicals (industrial)	4	- 3	+ 1	306	-10	1,644	b	b	b	b	b	b	b
Dry Goods	5	+ 6	- 9	117	+11	677	4	-41	c	119	108	192	101
Electrical Goods	32	-17	- 1	2,128	-20	8,524	28	-58	- 5	961	46	91	48
Fresh Fruits and Vegetables	6	+36	- 3	421	+35	1,444	6	+28	-30	37	9	9	12
Groceries and Foods, except Farm Products	22	+23	+19	2,696	+ 4	9,559	12	-26	+ 2	797	101	167	114
Meats and Meat Products	7	+ 5	+ 8	2,925	- 1	11,883	7	-21	- 8	771	26	35	31
Industrial Supplies	11	-10	- 3	845	- 8	3,119	8	-13	+ 1	1,187	164	168	157
Plumbing and Heating Supplies	11	-39	- 6	110	-41	455	7	-32	- 6	233	324	289	293
Optical Goods	4	+10	+29	44	-12	141	b	b	b	b	b	b	b
Metals	5	- 8	+ 1	356	-12	1,355	b	b	b	b	b	b	b
Paper and Its Products	9	- 7	- 3	373	-21	1,409	6	- 9	- 1	281	131	122	131
Tobacco and Its Products	10	+13	c	1,487	+ 9	5,955	b	b	b	b	b	b	b
Middle Atlantic	595	+ 4	- 4	68,829	+ 6	309,539	364	-18	- 1	36,117	94	120	91
Automotive Supplies	21	- 1	- 2	375	-22	1,872	13	-31	+ 1	574	257	379	243
Chemicals (industrial)	4	-26	-32	113	- 3	2,510	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	15	-10	-21	2,709	-13	10,893	6	-33	- 4	406	94	139	70
Shoes and Other Footwear	8	- 9	-33	580	+16	3,226	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	25	+13	- 8	4,933	+ 8	19,489	19	+ 7	+ 2	4,996	146	158	133
Dry Goods	40	- 3	-11	5,804	+12	27,015	19	-29	- 1	2,334	128	178	112
Electrical Goods	61	-10	-10	7,423	- 4	28,200	54	-55	- 6	2,803	39	81	38
Dairy and Poultry Products	9	+ 8	-24	939	+16	6,688	6	-32	-11	233	34	55	29
Fresh Fruits and Vegetables	19	+25	- 9	645	+33	2,425	14	+ 3	-16	71	13	16	14
Furniture and House Furnishings	17	-26	+ 3	1,050	-31	4,769	10	-57	-15	760	92	159	113
Groceries and Foods, except Farm Products	92	+12	+ 5	9,747	+ 4	44,923	42	-12	+ 1	5,331	144	182	143
Confectionery	6	+11	- 6	49	+ 1	180	b	b	b	b	b	b	b
Meats and Meat Products	22	+ 8	- 6	8,707	+15	38,665	19	-18	+ 9	393	46	45	39
Beer	13	+24	+13	294	+14	1,116	10	+15	+ 1	82	30	33	34
General Hardware	32	- 2	+ 5	3,178	- 8	12,974	17	-25	- 2	2,673	178	231	187
Industrial Supplies	33	+12	+ 1	3,249	+13	15,645	23	- 6	+ 3	2,258	88	107	87
Plumbing and Heating Supplies	44	-33	-10	1,598	-22	7,149	29	-36	+ 1	1,334	101	106	89
Jewelry	11	+59	+ 5	901	+39	2,933	9	+10	+26	1,513	182	276	155
Optical Goods	6	+10	- 4	139	+ 4	599	b	b	b	b	b	b	b
Lumber and Building Materials	8	-14	+ 7	348	- 8	3,181	4	-15	c	119	104	135	108
Machinery, Eqpt., and Supplies, except Electrical	7	+ 7	-19	209	+11	1,091	b	b	b	b	b	b	b
Metals	7	+29	+24	3,302	+13	10,030	b	b	b	b	b	b	b
Paper and Its Products	27	c	- 2	2,456	-19	10,613	15	- 8	c	1,449	102	105	97
Petroleum	4	-17	-11	553	-20	2,088	b	b	b	b	b	b	b
Tobacco and Its Products	42	+ 9	- 4	6,192	+12	23,614	25	+41	-10	3,343	66	52	72
East North Central	509	c	c	46,787	- 2	196,047	341	-26	- 3	33,673	106	135	109
Automotive Supplies	56	+ 8	- 5	1,089	- 5	4,143	36	-27	c	1,501	166	243	166
Paints and Varnishes	9	c	+ 6	425	+ 9	1,576	6	-14	+ 4	472	120	139	120
Clothing and Furnishings, except Shoes	10	+32	- 1	576	+29	1,833	6	-46	-19	255	85	195	95
Drugs and Sundries (liquor excluded)	22	+23	- 2	4,238	+17	17,565	16	+16	+ 5	4,710	146	155	135
Dry Goods	8	+19	- 3	1,380	+21	4,273	6	-51	-10	986	76	183	82
Electrical Goods	55	-38	+19	4,206	-41	17,080	45	-57	- 5	2,443	65	93	83
Dairy and Poultry Products	6	+ 5	-17	276	+27	1,094	4	+50	+42	27	20	14	15
Fresh Fruits and Vegetables	15	+40	+10	900	+41	3,008	10	+11	- 5	105	23	28	23
Furniture and House Furnishings	8	-33	- 8	611	-15	2,312	6	-45	c	525	111	114	107
Groceries and Foods, except Farm Products	102	+11	c	10,393	+ 8	46,694	77	-12	- 4	8,140	138	173	139
Confectionery	6	+37	+ 7	140	+31	567	4	+16	+ 5	59	64	78	82
Meats and Meat Products	17	+ 5	+ 4	5,607	+11	24,681	15	-33	- 8	2,158	44	68	48
Beer	18	+31	+ 6	441	+37	1,607	14	+22	+ 1	126	34	37	35
Wines and Liquors	6	+46	c	445	+30	1,712	b	b	b	b	b	b	b
General Hardware	18	-25	- 6	3,533	-25	14,983	12	-41	- 5	5,573	176	226	175
Industrial Supplies	19	+ 8	+ 2	1,613	+ 5	5,864	12	-26	- 1	538	103	139	110

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1943

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		April 1943 (Add 000)	Percent change from 4 mos. 1942	Four months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Apr. 30, 1943 (Add 000)	Apr. 1943	Apr. 1942	Mar. 1943
		Apr. 1943 vs. Apr. 1942	Apr. 1943 vs. Mar. 1943					Apr. 1943 vs. Apr. 1942	Apr. 1943 vs. Mar. 1943				
East North Central (continued)													
Plumbing and Heating Supplies	12	- 3	- 2	$545	- 9	$2,097	8	-32	- 5	$424	158	180	184
Jewelry	9	-10	- 9	443	+ 3	1,925	b	b	b	b	b	b	b
Lumber and Building Materials	11	-37	+12	527	-30	1,567	7	-20	- 5	441	143	101	166
Machinery, Eqpt., and Supplies, except Electrical	12	+11	+10	704	+ 3	3,483	10	-13	+ 1	501	73	94	79
Surgical Equipment and Supplies	5	+10	- 1	132	+27	1,871	b	b	b	b	b	b	b
Metals	7	+ 2	- 7	710	- 3	5,246	4	+18	+ 4	713	182	166	159
Paper and Its Products	22	+ 6	c	1,945	- 8	7,382	10	-12	- 1	1,123	126	136	128
Tobacco and Its Products	34	+14	+ 1	3,441	+11	12,457	14	-12	-10	729	47	62	56
West North Central	285	+ 2	- 5	36,055	+ 1	148,543	197	-28	- 3	35,228	125	177	127
Automotive Supplies	23	+12	+ 3	545	+ 9	2,782	8	-23	+ 1	168	187	299	210
Clothing and Furnishings, except Shoes	4	+22	+ 4	190	+20	688	b	b	b	b	b	b	b
Shoes and Other Footwear	4	-26	-11	853	-16	3,812	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	15	+21	- 6	3,069	+17	12,303	14	+ 3	+ 3	4,455	171	206	158
Dry Goods	6	+22	- 6	6,236	+26	21,769	5	-26	+ 1	7,907	131	214	121
Electrical Goods	33	-38	+25	1,463	-46	6,748	30	-61	- 6	1,085	82	135	112
Fresh Fruits and Vegetables	8	+26	-10	539	+30	2,322	5	+ 6	-33	75	26	34	36
Furniture and House Furnishings	5	-43	-14	1,561	-10	11,725	4	-66	-20	1,121	74	122	78
Groceries and Foods, except Farm Products	76	+15	+ 5	8,143	+10	30,779	58	-19	- 5	10,398	150	216	162
Beer	9	+44	+17	248	+35	765	6	+10	- 8	34	19	24	24
General Hardware	13	-20	- 3	3,361	-23	14,515	12	-34	- 7	5,177	163	200	171
Industrial Supplies	11	+ 1	. c	789	- 6	3,254	5	-17	- 2	503	118	161	142
Plumbing and Heating Supplies	11	-13	- 1	623	-18	2,140	5	-34	-11	226	93	160	101
Lumber and Building Materials	7	- 8	+ 6	740	- 1	2,706	4	-18	- 5	187	78	95	85
Paper and Its Products	7	+17	+ 1	266	+ 1	1,160	4	- 7	- 4	517	241	288	254
Tobacco and Its Products	12	+12	- 4	1,185	+17	4,029	4	+ 3	c	827	103	108	100
Leather and Shoe Findings	4	+28	+ 2	96	+31	356	b	b	b	b	b	b	b
South Atlantic	386	+ 3	- 4	29,759	+ 4	122,549	232	-28	- 4	17,422	90	125	90
Automotive Supplies	17	-16	+27	604	-20	2,192	6	-25	c	123	162	222	176
Paints and Varnishes	4	- 1	+10	219	+10	879	4	+ 8	+ 3	318	145	133	155
Clothing and Furnishings, except Shoes	7	+30	- 4	217	+34	812	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+17	-11	1,966	+ 8	7,514	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	+25	- 9	2,528	+21	11,138	12	+ 3	+ 1	2,413	166	210	146
Dry Goods	9	+23	- 4	1,626	+33	6,432	5	-40	- 2	1,172	155	293	155
Electrical Goods	44	-26	+ 2	4,150	-25	16,204	41	-48	+ 1	2,251	55	79	57
Dairy and Poultry Products	4	+46	- 6	137	+47	381	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	17	+39	+ 4	983	+41	3,013	10	+ 9	+12	86	12	15	11
Furniture and House Furnishings	7	-20	-20	459	+ 1	1,836	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	112	+14	- 3	7,204	+14	29,570	54	-15	+ 1	3,831	106	138	102
Confectionery	14	+15	- 7	314	+13	1,439	11	-12	+ 5	100	50	66	42
Meats and Meat Products	8	+29	+17	982	+12	3,804	6	-26	+ 3	337	35	62	40
Beer	11	+28	- 1	405	+40	1,398	7	-40	-16	84	26	53	30
General Hardware	17	- 8	+ 1	1,447	-11	7,235	12	-42	- 6	1,348	113	187	125
Industrial Supplies	12	-12	-19	770	- 6	3,806	7	-31	- 3	560	146	168	104
Plumbing and Heating Supplies	17	-50	-13	867	-40	3,473	15	-37	- 5	951	127	104	116
Machinery, Eqpt., and Supplies, except Electrical	9	+10	- 3	249	- 2	1,209	6	-33	- 8	222	173	259	194
Metals	4	-12	-16	163	-11	663	b	b	b	b	b	b	b
Paper and Its Products	10	- 9	-11	498	-12	2,395	4	- 4	+ 2	408	171	164	142
Tobacco and Its Products	11	+37	- 3	2,123	+42	6,818	4	- 5	+ 1	193	35	47	37

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1943

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. 1943 vs. Apr. 1942	Percent change Apr. 1943 vs. Mar. 1943	April 1943 (Add 000)	Percent change from 4 mos. 1942	Four months 1943 (Add 000)	Number of firms reporting stocks	Percent change Apr. 1943 vs. Apr. 1942	Percent change Apr. 1943 vs. Mar. 1943	Apr. 30, 1943 (Add 000)	Apr. 1943	Apr. 1942	Mar. 1943
East South Central	158	+ 3	c	$12,607	+ 1	$52,495	91	-22	+ 5	$9,383	121	153	115
Automotive Supplies	5	+ 7	+10	143	- 3	516	4	-24	+ 8	171	128	176	131
Drugs and Sundries (liquor excluded)	12	+27	+ 1	2,151	+20	8,016	b	b	b	b	b	b	b
Dry Goods	10	+37	- 7	1,367	+45	6,436	5	-50	+ 1	911	105	270	94
Electrical Goods	11	-38	+13	429	-47	2,019	8	-66	-11	241	64	111	84
Fresh Fruits and Vegetables	9	+33	-15	272	+43	1,115	4	+ 6	-22	18	19	26	18
Groceries and Foods, except Farm Products	43	+14	- 1	3,026	+10	11,549	22	-18	c	1,916	121	162	123
Meats and Meat Products	4	-22	- 2	748	- 4	3,425	b	b	b	b	b	b	b
Wines and Liquors	4	+21	- 5	518	+28	2,209	b	b	b	b	b	b	b
General Hardware	12	-25	+ 6	2,072	-24	8,428	6	-24	+ 2	1,619	141	125	145
Industrial Supplies	6	-17	+ 5	325	-19	1,209	b	b	b	b	b	b	b
Lumber and Building Materials	5	+ 9	+ 2	369	+ 9	1,080	b	b	b	b	b	b	b
Paper and Its Products	4	+ 4	c	262	- 3	1,016	b	b	b	b	b	b	b
West South Central	238	+ 5	- 1	22,318	+ 4	97,555	159	-21	+ 1	21,746	137	183	135
Automotive Supplies	8	+46	+11	224	+49	1,235	7	-17	- 2	258	118	210	133
Drugs and Sundries (liquor excluded)	18	+27	- 4	2,907	+24	11,836	14	+ 8	+ 3	5,083	198	234	183
Electrical Goods	32	-22	+15	2,051	-32	7,452	27	-63	- 8	903	47	104	60
Groceries and Foods, except Farm Products	99	+17	- 3	8,385	+16	37,133	63	-15	+ 1	6,404	130	182	124
Liquor Department of Other Trades [d]	10	+30	-30	882	+50	4,194	9	-37	- 6	1,013	116	242	89
General Hardware	19	- 8	- 3	2,275	- 4	11,891	12	-33	c	2,644	164	238	153
Industrial Supplies	8	-11	+25	2,001	-23	7,159	6	-17	c	2,936	221	244	283
Machinery, Eqpt., and Supplies, except Electrical	8	-26	+ 7	556	-42	1,987	5	-39	- 5	1,042	235	258	266
Surgical Equipment and Supplies	4	+ 4	+ 8	57	+ 3	248	b	b	b	b	b	b	b
Tobacco and Its Products	9	+13	+ 6	348	+16	1,462	b	b	b	b	b	b	b
Mountain	116	+ 6	+ 1	8,600	+ 6	32,851	88	-23	- 3	8,561	130	172	136
Automotive Supplies	18	+16	+ 7	385	+ 8	1,476	11	-33	- 3	424	197	368	220
Electrical Goods	12	-21	+18	565	-32	2,343	9	-58	- 6	312	66	116	82
Groceries and Foods, except Farm Products	31	+ 9	c	1,946	+ 2	7,350	27	-26	- 5	2,952	182	237	172
Meats and Meat Products	5	- 2	- 8	903	+18	2,269	b	b	b	b	b	b	b
General Hardware	5	- 2	+ 6	676	- 8	2,275	b	b	b	b	b	b	b
Lumber and Building Materials	4	-16	+ 9	1,016	- 7	3,415	4	-21	- 2	998	98	105	109
Tobacco and Its Products	4	+82	- 9	258	+96	1,101	b	b	b	b	b	b	b
Pacific	262	+ 9	- 2	35,524	+14	193,920	142	-16	c	28,362	128	164	127
Automotive Supplies	47	+10	+ 9	973	+ 2	4,017	15	-21	+ 1	503	153	202	167
Paints and Varnishes	4	+26	- 5	54	- 1	332	b	b	b	b	b	b	b
Shoes and Other Footwear	6	+26	-20	208	+39	957	4	-40	+18	193	107	224	70
Dry Goods	10	+14	- 7	1,564	+24	6,028	b	b	b	b	b	b	b
Electrical Goods	22	-22	- 1	3,812	-15	16,126	22	-51	+ 5	2,199	58	92	54
Fresh Fruits and Vegetables	7	+39	+17	430	+44	4,591	4	-18	+ 8	27	11	18	13
Furniture and House Furnishings	9	+ 2	-20	1,262	+10	5,576	5	-42	- 6	1,160	104	182	85
Groceries and Foods, except Farm Products	33	+11	- 8	4,751	+20	51,284	22	-21	- 2	2,964	114	160	117
Meats and Meat Products	6	- 1	+10	984	+ 6	4,725	4	-32	+ 5	90	23	43	22
General Hardware	15	+ 3	+ 2	5,725	- 1	25,160	7	-18	+ 1	6,574	191	231	191
Industrial Supplies	7	+32	+ 3	667	+21	9,809	4	+31	+ 8	515	130	173	133
Plumbing and Heating Supplies	6	- 3	+ 5	1,859	+11	7,475	b	b	b	b	b	b	b
Lumber and Building Materials	11	+11	- 3	544	+ 9	3,324	9	-24	- 7	399	56	119	58
Machinery, Eqpt., and Supplies, except Electrical	13	-19	- 2	628	- 5	2,285	7	-35	- 6	549	156	194	174
Metals	5	+68	+12	617	+49	3,156	b	b	b	b	b	b	b
Paper and Its Products	4	+47	+12	508	+29	2,197	b	b	b	b	b	b	b
Tobacco and Its Products	13	+24	+ 1	1,852	+26	6,700	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.

3-32773

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 - June 30, 1943

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
MAY 1943

Sales of 2,782 wholesalers representing most kinds of business were 5 percent higher in May 1943 than in May 1942, according to an announcement released today by J.C.Capt, Director of the Census. For the first 5 months of this year sales were up 4 percent over those for the like period of 1942, but dollar volume was 8 percent less in May than in April this year.

On a year-to-year comparison, wholesalers' sales in May 1943 showed gains for 25 of the 35 trades presented separately in this survey, and declines for 8 trades. Two (hardware industrial supplies and machinery, equipment, and supplies) showed sales at approximately the same levels as last year. Substantial increases in dollar volumes were experienced by wholesalers of dairy and poultry products, 31 percent; fresh fruits and vegetables and clothing and furnishings, except shoes, each 30 percent; confectionery and full-line wholesalers of groceries and foods, each 27 percent; wines and liquors, 26 percent; dry goods, 24 percent; jewelry, 23 percent; beer, 21 percent; specialty lines of groceries and foods, 20 percent; and automotive supplies, drugs and sundries, and voluntary-group wholesalers of groceries and foods, each 18 percent. Moderate sales gains were recorded by wholesalers of metals (8%), leather and shoe findings and meats and meat products (each 5%), and paper and its products (4%). Sales of paints and varnishes and of chemicals were slightly higher than last year, 3 percent and 2 percent, respectively. Among those trades reflecting downward trends, wholesalers of general hardware recorded a drop of 5 percent; furniture and house furnishings, 15 percent; and electrical goods, 24 percent.

Inventories, in terms of dollars based on cost values, at the close of May 1943 were 22 percent lower than in May 1942, but showed little change from the level of the preceding month.

The stock-sales ratio for wholesalers at the end of this May was 112 as against 149 for last May and 105 for April 1943. Of the 32 trades for which stock-sales ratios are shown, 3 registered increases, May 1943 compared with May 1942. Wholesalers of lumber and building materials, with sales 17 percent less and inventories 15 percent less, showed a stock-sales ratio of 83 for this May as against 79 last May. With sales up 11 percent and inventories up 31 percent, wholesalers of tobacco and its products revealed a ratio of 61 for May 1943 and 54 for May 1942. Wholesalers of shoes and other footwear disclosed a 5 percent decrease in sales and a 31 percent decrease in inventories, showing a stock-sales ratio of 73 for May 1943 and 107 for last May. Dealers in plumbing and heating supplies recorded sales down 19 percent, inventories down 31 percent, and a May 1943 stock-sales ratio of 113 vs. a May 1942 ratio of 144.

Collections on accounts receivable were higher by almost 28 percent this May compared with May 1942, but slightly lower when compared with the preceding month. The collection ratio for May 1943 was 106; for May 1942, 83; and for April 1943, 109. Accounts receivable were 20 percent less as of May 1, 1943 than as of May 1, 1942; and at the beginning of this May were 4 percent less than as of April 1, 1943.

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.

3-33291

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
MAY 1943

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales	SALES—CURRENT MONTH: Percent change May 1943 vs. May 1942	SALES—CURRENT MONTH: Percent change May 1943 vs. Apr. 1943	SALES—CURRENT MONTH: May 1943 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 5 mos. 1942	SALES—YEAR-TO-DATE: Five months 1943 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change May 1943 vs. May 1942	INVENTORY—END-OF-MONTH (At Cost): Percent change May 1943 vs. Apr. 1943	INVENTORY—END-OF-MONTH (At Cost): May 31, 1943 (Add 000)	STOCK-SALES RATIOS [a]: May 1943	STOCK-SALES RATIOS [a]: May 1942	STOCK-SALES RATIOS [a]: Apr. 1943
UNITED STATES	2,782	+ 5	- 8	$286,424	+ 4	$1,744,007	1,747	-22	b	$199,265	112	149	105
Automotive Supplies	196	+18	- 3	4,379	+ 1	23,763	98	-21	b	3,717	169	260	174
Chemicals (industrial)	16	+ 2	- 4	929	+ 3	9,806	12	-17	- 2	838	121	145	120
Paints and Varnishes	60	+ 3	- 3	3,620	+ 3	17,489	14	-19	- 1	1,223	150	205	149
Clothing and Furnishings, except Shoes	48	+30	- 8	3,794	+ 3	19,877	23	-38	+ 1	915	93	222	86
Shoes and Other Footwear	29	- 5	-30	13,268	b	83,586	16	-31	+22	4,388	73	107	42
Coal	7	+65	+14	1,460	+43	7,043	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	122	+18	- 9	22,105	+17	128,367	95	+12	+ 2	32,030	181	192	160
Dry Goods	95	+24	-10	17,694	+24	97,400	51	-31	b	15,577	135	243	125
Electrical Goods	328	-24	- 9	26,166	-25	134,561	285	-53	- 1	14,335	58	95	53
Dairy and Poultry Products	30	+31	+12	1,578	+25	13,575	17	-50	-21	103	16	41	22
Fresh Fruits and Vegetables	83	+30	+ 2	5,022	+34	26,931	57	- 6	- 9	584	17	23	19
Farm Supplies	8	- 5	-66	645	+31	8,915	c	c	c	c	c	c	c
Furniture and House Furnishings	55	-15	- 1	5,832	-12	38,058	33	-55	-17	3,812	82	155	98
Groceries and Foods, except Farm Products	606	+21	- 6	54,284	+13	339,179	372	-18	- 3	40,619	133	193	129
Full-line Wholesalers [d]	305	+27	- 2	23,623	+16	136,451	184	-19	- 4	18,005	132	205	133
Voluntary-group Wholesalers	140	+18	- 6	19,073	+ 6	113,941	96	-14	- 3	16,037	163	217	158
Retailer-cooperative Warehouses	20	+12	- 9	3,965	+ 4	21,269	13	-23	- 5	2,932	120	167	114
Specialty Lines	141	+20	-11	7,623	+22	67,518	79	-22	- 1	3,645	81	122	71
Confectionery	40	+27	- 9	715	+46	5,565	25	-23	- 4	248	52	84	47
Meats and Meat Products	87	+ 5	b	35,847	+ 8	182,063	64	-25	+ 2	5,560	43	54	40
Beer	61	+21	b	1,736	+33	8,569	47	-29	-12	373	26	44	29
Wines and Liquors	28	+26	-11	4,309	+45	42,292	21	- 2	- 6	5,391	135	181	131
Liquor Department of Other Trades [e]	34	+15	-22	5,405	+31	37,610	33	-23	+ 5	7,155	134	200	99
Total Hardware Group	355	- 6	- 6	37,494	- 9	220,798	221	-28	- 1	38,409	156	204	151
General Hardware	142	- 5	- 7	22,823	-12	127,098	88	-32	- 2	26,508	172	233	163
Industrial Supplies	106	b	- 4	9,815	+ 2	64,484	67	-15	b	8,683	136	161	132
Plumbing and Heating Supplies	107	-19	- 8	4,856	-17	29,216	66	-31	- 2	3,218	113	144	118
Jewelry	33	+23	- 7	1,971	+18	11,152	18	b	- 2	2,228	211	255	204
Optical Goods	17	+32	+ 4	335	+12	1,598	7	- 4	- 1	106	97	129	101
Lumber and Building Materials	57	-17	- 5	5,105	- 9	22,851	39	-15	b	3,094	83	79	78
Machinery, Eqpt., and Supplies, except Electrical	63	b	- 6	2,722	- 7	17,216	40	-18	+ 4	2,455	128	146	110
Surgical Equipment and Supplies	21	+72	+21	1,286	+23	6,568	13	+34	+ 4	1,092	99	142	121
Metals	30	+ 8	-15	4,009	+ 9	27,235	17	+ 3	+ 3	3,697	124	141	102
Paper and Its Products	93	+ 4	- 4	5,844	- 8	34,302	45	-12	+ 1	3,977	142	164	143
Petroleum	8	-25	- 8	574	+ 1	84,432	5	- 7	+ 8	342	69	63	58
Tobacco and Its Products	138	+11	- 1	15,735	+16	79,215	57	+31	+ 4	5,176	61	54	59
Leather and Shoe Findings	17	+ 5	-14	429	+15	2,403	c	c	c	c	c	c	c
Miscellaneous	17	+22	+ 7	2,132	+ 8	11,538	22	-27	- 2	1,821	109	163	114

[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
MAY 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		May 1943	May 1942	April 1943	May 1943 vs. May 1942	May 1943 vs. Apr. 1943	May 1, 1943 (Add 000)
UNITED STATES	2,278	106	83	109	-20	- 4	$235,903
Automotive Supplies	149	88	77	87	- 7	+ 4	3,430
Chemicals (industrial)	14	77	81	97	- 7	+ 5	933
Paints and Varnishes	27	68	53	63	-17	+ 2	1,472
Clothing and Furnishings, except Shoes	46	86	59	82	-18	- 2	4,909
Shoes and Other Footwear	25	75	57	83	-26	-16	9,873
Coal	7	97	81	87	+19	-13	1,373
Drugs and Sundries (liquor excluded)	111	95	74	97	- 9	- 2	21,664
Dry Goods	86	73	55	75	- 8	- 4	23,745
Electrical Goods	305	78	73	78	-26	- 2	34,137
Dairy and Poultry Products	19	253	170	206	-15	-10	376
Fresh Fruits and Vegetables	66	167	144	162	+14	- 1	1,935
Farm Supplies	5	90	84	112	b	-38	1,483
Furniture and House Furnishings	44	82	61	86	-41	b	6,365
Groceries and Foods, except Farm Products	461	144	104	148	-17	- 3	31,157
Full-line Wholesalers[c]	218	137	97	139	-15	- 4	13,648
Voluntary-group Wholesalers	114	149	109	157	-20	+ 2	10,821
Retailer-cooperative Warehouses	18	214	172	210	-13	-12	1,722
Specialty Lines	111	131	91	133	-19	-10	4,966
Confectionery	24	116	78	113	- 9	- 5	469
Meats and Meat Products	80	223	173	238	-25	-10	13,980
Beer	26	161	129	159	- 3	+10	320
Wines and Liquors	23	150	100	148	-19	-13	2,324
Liquor Department of Other Trades[d]	32	144	72	144	-31	-21	4,794
Total Hardware Group	328	88	72	87	-26	- 1	40,250
General Hardware	130	93	70	91	-32	b	23,399
Industrial Supplies	95	85	81	84	- 3	- 2	10,430
Plumbing and Heating Supplies	103	77	68	80	-31	- 2	6,421
Jewelry	24	61	36	60	-26	+ 5	1,976
Optical Goods	14	101	75	104	-10	- 3	253
Lumber and Building Materials	54	96	83	95	-22	+ 5	5,444
Machinery, Equipment, and Supplies, except Electrical	53	88	83	90	-15	- 2	2,618
Surgical Equipment and Supplies	20	69	60	72	+ 6	+ 2	1,333
Metals	28	129	102	102	- 2	-18	3,388
Paper and Its Products	79	87	76	86	-10	- 1	5,922
Petroleum	6	133	115	127	-32	- 6	407
Tobacco and Its Products	93	162	133	167	- 9	+ 1	7,470
Leather and Shoe Findings	15	82	55	91	-20	+ 4	433
Miscellaneous	14	88	80	87	+ 5	+13	1,670

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1943

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 1943 vs. May 1942	Percent change: May 1943 vs. Apr. 1943	May 1943 (Add 000)	Percent change from 5 mos. 1942	Five months 1943 (Add 000)	Number of firms reporting stocks	Percent change: May 1943 vs. May 1942	Percent change: May 1943 vs. Apr. 1943	May 31, 1943 (Add 000)	May 1943	May 1942	Apr. 1943
New England	174	- 9	-11	$14,385	- 5	$76,485	119	-29	- 2	$8,914	91	109	82
Dry Goods	5	+ 5	- 9	107	+10	784	4	-47	-13	104	102	200	108
Electrical Goods	34	-20	- 8	2,109	-20	10,905	29	-54	+ 3	1,077	52	90	46
Fresh Fruits and Vegetables	6	+29	+10	544	+34	1,988	5	+ 8	-39	14	7	9	13
Groceries and Foods, except Farm Products	20	+21	-10	2,370	+ 7	11,951	10	-25	- 5	640	97	163	93
Meats and Meat Products	8	-38	-23	2,453	-10	14,550	8	-31	- 4	798	33	29	26
General Hardware	6	- 3	- 4	337	- 1	1,309	b	b	b	b	b	b	b
Industrial Supplies	11	- 8	- 6	798	- 8	3,917	7	-16	- 4	1,072	170	193	167
Plumbing and Heating Supplies	10	-23	-20	81	-39	536	6	-31	- 2	198	360	404	322
Optical Goods	4	+33	c	44	- 4	185	b	b	b	b	b	b	b
Metals	5	- 4	-19	287	-10	1,642	b	b	b	b	b	b	b
Paper and Its Products	10	+ 3	- 2	381	-17	1,790	7	- 8	- 5	303	122	145	138
Tobacco and Its Products	11	+ 3	- 4	1,600	+ 8	7,801	b	b	b	b	b	b	b
Middle Atlantic	586	+ 8	c	67,295	+ 6	388,680	360	-18	- 1	33,849	95	120	92
Automotive Supplies	22	+ 1	+ 3	400	-16	2,517	13	-31	- 2	589	244	356	261
Chemicals (industrial)	4	+ 1	+28	100	- 2	3,260	4	+ 4	-11	183	183	178	263
Clothing and Furnishings, except Shoes	13	+25	- 2	2,507	- 8	13,400	5	-40	c	339	105	247	113
Shoes and Other Footwear	7	-16	- 4	513	+10	3,739	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	22	+12	- 9	4,436	+ 9	24,450	18	+ 9	+ 1	4,988	162	172	147
Dry Goods	37	+14	-14	4,578	+12	31,642	17	-31	- 1	1,982	136	220	135
Electrical Goods	70	-11	- 3	7,682	- 6	36,314	61	-55	- 7	2,855	39	82	42
Dairy and Poultry Products	8	+48	+13	544	+18	7,249	4	-70	-40	34	16	104	27
Fresh Fruits and Vegetables	15	+11	- 5	504	+29	2,929	10	-16	+ 2	63	15	20	14
Furniture and House Furnishings	16	-10	c	1,020	-30	6,279	10	-60	-15	641	75	182	93
Groceries and Foods, except Farm Products	91	+16	-10	9,129	+ 5	55,800	44	-11	- 2	4,815	141	181	131
Confectionery	4	+19	+11	50	+ 4	230	b	b	b	b	b	b	b
Meats and Meat Products	24	+21	+31	12,283	+17	51,938	21	-16	+ 3	752	46	47	47
Beer	10	+16	+12	256	+14	1,431	7	-20	-16	36	16	23	21
General Hardware	30	- 1	- 3	3,038	- 7	16,254	17	-27	- 5	2,570	176	227	180
Industrial Supplies	32	+ 5	- 5	2,884	+11	19,955	22	-13	c	2,024	91	110	86
Plumbing and Heating Supplies	42	-14	+ 2	1,600	-20	9,109	28	-30	c	1,287	94	113	99
Jewelry	12	+41	+ 4	992	+39	3,925	10	+ 5	-10	1,463	172	230	184
Optical Goods	6	+20	+ 3	137	+ 6	737	b	b	b	b	b	b	b
Lumber and Building Materials	9	-10	- 3	1,253	- 9	5,384	5	+ 4	+18	411	41	38	33
Machinery, Eqpt., and Supplies, except Electrical	6	+27	+ 5	123	+13	1,290	b	b	b	b	b	b	b
Surgical Equipment and Supplies	5	+46	+ 1	199	+32	903	4	+35	+ 8	346	207	242	199
Metals	5	+19	-19	1,146	+14	11,176	b	b	b	b	b	b	b
Paper and Its Products	28	- 5	- 4	2,096	-16	13,429	15	-15	+ 4	1,279	109	115	109
Petroleum	4	-26	- 9	504	-21	2,597	b	b	b	b	b	b	b
Tobacco and Its Products	43	+ 9	+ 4	6,472	+11	30,161	24	+58	+ 8	3,615	69	49	66
East North Central	527	+ 2	- 4	48,516	- 1	251,745	347	-25	- 3	36,065	107	139	105
Automotive Supplies	51	+10	- 2	981	- 2	5,165	32	-22	c	1,251	167	241	168
Paints and Varnishes	7	+ 6	- 8	382	+ 8	1,958	4	-20	+ 2	441	125	165	113
Clothing and Furnishings, except Shoes	11	+28	-22	460	+29	2,312	6	-49	- 9	241	103	234	88
Drugs and Sundries (liquor excluded)	23	+18	-11	3,834	+17	21,794	17	+16	c	4,851	165	171	147
Dry Goods	8	+26	- 9	1,186	+22	5,467	5	-16	-10	1,088	98	145	98
Electrical Goods	66	-32	- 9	5,369	-39	23,232	55	-52	- 1	3,136	65	93	59
Dairy and Poultry Products	9	+ 3	+ 7	454	+19	1,608	5	+21	+17	35	14	11	13
Fresh Fruits and Vegetables	15	+27	- 5	855	+38	4,052	10	- 5	-12	92	22	28	22
Furniture and House Furnishings	7	-27	- 1	506	-17	2,861	5	-45	-15	404	111	128	127
Groceries and Foods, except Farm Products	106	+19	- 3	10,597	+10	58,270	75	-10	- 4	8,257	140	160	140
Confectionery	8	+33	- 5	142	+32	709	5	+ 2	-12	52	57	74	63
Meats and Meat Products	20	+10	+ 2	6,563	+10	32,079	17	-30	- 2	2,383	40	64	43
Beer	18	+15	+ 6	461	+32	2,129	14	-16	+ 1	119	30	41	32
Wines and Liquors	8	+11	-26	517	+27	2,499	6	-43	-19	346	101	202	85
General Hardware	21	-20	- 6	4,078	-24	20,744	16	-42	- 6	6,337	168	234	168

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MAY 1943

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 1943 (Add 000)	Percent change from 5 mos. 1942	Five months 1943 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1943 (Add 000)	May 1943	May 1942	Apr. 1943
		May 1943 vs. May 1942	May 1943 vs. Apr.1943					May 1943 vs. May 1942	May 1943 vs. Apr.1943				
East North Central (continued)													
Industrial Supplies	15	- 6	- 3	$1,211	+ 2	$7,126	9	-30	- 1	$371	109	143	105
Plumbing and Heating Supplies	13	+ 9	-20	443	- 6	2,540	9	-30	- 2	433	197	287	161
Jewelry	9	-15	-17	366	c	2,317	b	b	b	b	b	b	b
Lumber and Building Materials	11	-35	- 8	450	-31	2,017	7	-19	- 4	378	147	104	138
Machinery, Eqpt., and Supplies, except Electrical	13	- 7	-16	618	+ 4	4,292	9	-24	- 5	382	81	99	69
Surgical Equipment and Supplies	5	+109	+36	885	+45	3,304	b	b	b	b	b	b	b
Metals	7	+12	+ 9	1,059	+ 3	7,150	4	+ 6	+ 2	1,261	186	203	191
Paper and Its Products	21	+ 6	- 5	1,484	- 6	8,900	9	-19	+ 3	786	149	190	151
Tobacco and Its Products	33	+ 7	- 2	3,278	+10	15,740	12	-18	-10	639	44	61	47
West North Central	283	+ 4	-11	31,857	+ 2	185,557	198	-26	+ 1	35,969	141	197	126
Automotive Supplies	22	+11	- 7	514	+10	3,552	8	-20	+ 1	167	209	271	183
Clothing and Furnishings, except Shoes	4	+ 4	-32	130	+17	831	b	b	b	b	b	b	b
Shoes and Other Footwear	4	-26	-16	717	-18	4,529	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	15	+18	- 7	2,844	+17	15,294	14	+12	+ 4	4,640	195	205	172
Dry Goods	8	+24	- 6	6,420	+26	28,652	7	-26	+ 1	9,181	147	244	137
Electrical Goods	33	-42	-22	1,230	-45	8,442	29	-59	- 1	1,098	104	142	77
Fresh Fruits and Vegetables	9	+22	+ 2	694	+27	3,159	7	+11	- 6	211	37	39	40
Furniture and House Furnishings	5	-39	- 7	1,466	-12	15,184	4	-67	-26	885	62	114	77
Groceries and Foods, except Farm Products	72	+27	- 6	7,185	+13	38,318	55	-20	- 1	10,101	167	258	155
Beer	8	+42	+13	264	+37	1,029	6	+ 3	- 3	33	15	21	19
General Hardware	14	-15	-15	3,071	-20	18,676	13	-29	+ 8	5,793	201	243	158
Industrial Supplies	11	- 5	-19	651	- 6	3,972	6	- 4	c	651	180	173	133
Plumbing and Heating Supplies	11	- 6	+ 6	663	-15	2,803	5	-34	-10	204	68	140	93
Lumber and Building Materials	7	-29	-20	590	- 7	3,303	4	-10	- 3	181	91	60	78
Tobacco and Its Products	14	+17	- 2	856	+17	4,885	7	+ 5	+ 1	254	48	52	46
South Atlantic	398	+ 3	- 9	27,780	+ 4	152,940	239	-25	+ 1	18,136	100	133	89
Automotive Supplies	19	+21	-14	576	-14	2,768	8	-17	- 3	248	158	244	180
Paints and Varnishes	4	+17	+11	215	+11	1,094	4	- 5	- 7	210	98	121	117
Clothing and Furnishings, except Shoes	7	+45	- 3	218	+36	1,030	b	b	b	b	b	b	b
Shoes and Other Footwear	5	- 1	-29	1,392	+ 6	8,906	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	20	+24	- 8	2,189	+21	13,327	12	+ 7	+ 4	2,513	191	225	166
Dry Goods	9	+28	- 7	1,515	+32	7,985	5	-43	- 6	1,098	151	324	155
Electrical Goods	53	-33	-14	3,796	-28	20,266	49	-45	- 1	2,401	65	79	56
Dairy and Poultry Products	4	+46	- 3	133	+46	514	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	15	+46	+ 1	910	+42	3,923	8	- 4	-19	51	8	13	10
Furniture and House Furnishings	7	-17	+ 2	466	- 3	2,302	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	108	+21	- 4	6,787	+15	36,601	52	-15	- 5	3,440	103	144	105
Confectionery	16	+33	+ 2	352	+17	1,819	11	- 2	- 6	115	51	68	55
Meats and Meat Products	8	+ 3	-11	921	+10	4,790	6	-21	+ 2	358	39	52	34
Beer	10	+ 9	- 8	346	+33	1,782	8	-61	-22	63	23	60	26
Wines and Liquors	4	+56	-21	622	+65	4,885	b	b	b	b	b	b	b
General Hardware	19	-11	- 9	1,563	-10	9,491	11	-40	+ 2	1,232	121	180	104
Industrial Supplies	14	-19	+ 2	899	- 8	4,795	8	-24	- 4	607	125	130	134
Plumbing and Heating Supplies	16	-31	- 6	806	-38	4,293	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	10	+ 9	- 2	343	- 1	1,637	7	-14	+ 2	417	194	234	179
Metals	4	-15	- 9	150	-12	813	b	b	b	b	b	b	b
Paper and Its Products	13	+ 6	+ 3	706	- 8	3,229	5	-12	- 1	448	151	176	157
Tobacco and Its Products	10	+34	- 7	1,454	+40	8,341	4	- 4	- 1	191	37	49	35

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1943

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 1943 vs. May 1942	Percent change: May 1943 vs. Apr. 1943	May 1943 (Add 000)	Percent change from 5 mos. 1942	Five months 1943 (Add 000)	Number of firms reporting stocks	Percent change: May 1943 vs. May 1942	Percent change: May 1943 vs. Apr. 1943	May 31, 1943 (Add 000)	May 1943	May 1942	Apr. 1943
East South Central	156	+12	- 6	$12,021	+ 3	$65,778	89	-24	- 2	$8,913	121	172	116
Drugs and Sundries (liquor excluded)	10	+23	- 8	1,781	+21	9,797	b	b	b	b	b	b	b
Dry Goods	10	+40	-12	1,206	+45	7,798	5	-48	+ 2	929	120	310	106
Electrical Goods	14	-38	-14	491	-46	2,695	11	-56	+ 7	311	69	95	56
Fresh Fruits and Vegetables	8	+39	+ 6	204	+42	1,319	4	+ 9	-29	12	11	14	18
Groceries and Foods, except Farm Products	42	+22	- 4	2,779	+12	14,328	21	-16	- 4	1,747	124	174	120
Meats and Meat Products	4	+24	+ 6	793	+ 1	4,218	b	b	b	b	b	b	b
Wines and Liquors	4	+28	-11	463	+28	2,672	b	b	b	b	b	b	b
General Hardware	14	-10	- 9	2,044	-21	10,701	7	-34	- 6	1,519	122	153	127
Lumber and Building Materials	4	+34	+17	406	+15	1,486	b	b	b	b	b	b	b
Paper and Its Products	4	+11	-11	233	c	1,277	b	b	b	b	b	b	b
West South Central	240	+17	- 4	21,715	+ 7	122,701	160	-19	c	20,336	136	197	129
Automotive Supplies	9	+24	c	245	+42	1,852	8	+11	+ 8	438	105	168	113
Drugs and Sundries (liquor excluded)	16	+19	- 7	2,399	+23	14,383	12	+12	+ 4	4,411	213	226	190
Dry Goods	6	+75	-15	1,128	+61	5,256	5	-47	+ 8	730	89	286	67
Electrical Goods	26	-25	-18	1,248	-31	8,847	21	-62	+ 2	661	58	126	46
Groceries and Foods, except Farm Products	106	+29	- 3	8,800	+18	47,961	71	-17	- 6	6,918	121	187	125
Liquor Department of Other Trades[d]	8	+40	- 5	704	+49	4,971	7	-21	+19	955	147	247	110
General Hardware	19	+ 2	- 2	2,879	- 3	15,048	12	-31	- 1	2,617	166	268	164
Industrial Supplies	9	+ 8	+ 4	2,303	-16	9,682	7	-13	+ 1	3,025	177	219	194
Machinery, Eqpt., and Supplies, except Electrical	6	+23	- 8	200	-39	2,187	b	b	b	b	b	b	b
Surgical Equipment and Supplies	5	- 1	- 9	75	c	348	b	b	b	b	b	b	b
Paper and Its Products	5	+ 8	- 5	305	+ 8	1,311	b	b	b	b	b	b	b
Tobacco and Its Products	8	+13	+ 4	344	+15	1,806	b	b	b	b	b	b	b
Mountain	113	+ 5	- 5	7,280	+ 6	41,448	88	-19	c	7,849	129	169	123
Automotive Supplies	20	+14	- 5	381	+10	1,887	13	-27	- 1	440	208	325	193
Electrical Goods	10	-15	- 7	467	-31	2,966	8	-62	c	272	63	143	59
Groceries and Foods, except Farm Products	28	+13	- 5	1,755	+ 4	9,202	24	-23	- 3	2,520	167	244	162
General Hardware	5	- 8	-17	560	- 9	2,927	b	b	b	b	b	b	b
Lumber and Building Materials	4	-17	+ 1	1,025	-10	4,440	4	-13	- 1	986	96	92	98
Tobacco and Its Products	4	+42	- 9	78	+94	1,231	b	b	b	b	b	b	b
Pacific	262	+ 6	- 8	33,540	+13	248,784	146	-18	c	27,468	123	159	113
Automotive Supplies	46	+22	- 2	960	+ 6	5,237	12	-17	- 1	426	200	294	200
Shoes and Other Footwear	5	+20	-13	174	+36	1,131	4	-52	-18	158	98	246	107
Dry Goods	9	+16	-13	1,329	+22	7,357	b	b	b	b	b	b	b
Electrical Goods	22	-17	- 9	3,774	-14	20,894	22	-49	c	2,524	67	108	61
Fresh Fruits and Vegetables	7	+45	+ 9	639	+46	6,759	5	+ 8	-17	53	12	18	15
Furniture and House Furnishings	9	+21	+ 8	1,446	+11	7,182	6	-51	-15	1,033	81	216	104
Groceries and Foods, except Farm Products	33	+18	- 7	4,882	+21	66,748	20	-38	+ 1	2,181	87	161	76
Meats and Meat Products	8	+ 1	- 8	1,237	+ 6	6,317	6	-10	+26	229	30	40	35
Beer	6	+60	-12	190	+83	971	5	-53	-41	24	18	59	25
Wines and Liquors	5	+17	- 5	1,982	+30	9,261	4	+16	- 5	3,313	168	170	171
General Hardware	14	+15	- 3	5,253	+ 1	31,948	6	-20	- 3	5,548	180	260	182
Industrial Supplies	7	+16	-12	668	+21	13,170	4	+ 1	+ 1	605	142	171	122
Plumbing and Heating Supplies	7	-32	-26	1,011	+ 4	8,775	b	b	b	b	b	b	b
Lumber and Building Materials	13	-14	-14	1,108	+ 2	4,992	11	-28	- 1	698	69	85	59
Machinery, Eqpt., and Supplies, except Electrical	10	- 1	+17	621	- 4	2,914	6	-27	+ 7	505	146	163	151
Metals	6	+ 4	-26	881	+36	4,037	4	+ 6	+12	325	51	60	36
Paper and Its Products	4	+43	- 3	405	+31	2,902	b	b	b	b	b	b	b
Tobacco and Its Products	12	+11	-11	1,475	+23	8,175	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.

3-33291

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
JUNE 1943

Sales of 2,676 wholesalers representing most kinds of business throughout the country were up 9 percent in June 1943 over June 1942, according to an announcement released today by J. C. Capt, Director of the Census. The first half of 1943 revealed sales 5 percent higher than those for the first 6 months of 1942, and dollar volume gained 6 percent in June compared with the preceding month this year.

Wholesalers reported sales gains this June over June 1942 for 24 of the 35 trades shown separately in this survey. Among the noteworthy increases registered, wholesalers of clothing and furnishings, except shoes, recorded a gain of 55 percent; jewelry, 51 percent; dry goods, 41 percent; wines and liquors, 38 percent; fresh fruits and vegetables, 37 percent; dairy and poultry products, 36 percent; optical goods, 34 percent; chemicals, 33 percent; and confectionery, 28 percent. More moderate advances were noted for wholesalers of specialty lines of groceries and foods, 25 percent; full-line wholesalers of groceries and foods, 24 percent; beer and voluntary-group wholesalers of groceries and foods, each 23 percent; leather and shoe findings, 17 percent; shoes and other footwear, 13 percent; and metals and tobacco and its products, each 12 percent. Sales remained virtually unchanged from last year's levels for general hardware, meats and meat products, and hardware industrial supplies. Decreases were reported for wholesalers of paints and varnishes, 3 percent; furniture and house furnishings, 4 percent; machinery, equipment, and supplies (except electrical), 9 percent; plumbing and heating supplies, 17 percent; and electrical goods, 23 percent.

Inventories, in terms of dollars based on cost values, at the close of June 1943 were 25 percent lower than in June 1942, but only slightly (3%) below the level of May this year.

The stock-sales ratio for wholesalers at the end of this June was 99 as against 139 for last June and 108 for May 1943. Of the 32 trades for which stock-sales ratios are shown, 1 (petroleum) showed an increase, June 1943 compared with June 1942. Wholesalers of automotive supplies, with sales up 22 percent and inventories down 18 percent, disclosed a stock-sales ratio of 163 for this June as against 243 last June. With sales up 19 percent and inventories up 6 percent, wholesalers of drugs and sundries revealed a ratio of 184 for June 1943 and 222 for June 1942. Wholesalers of lumber and building materials noted a 5 percent decrease in sales and an 18 percent decrease in inventories, with a stock-sales ratio of 100 for June 1943 and 112 for last June. Paper and its products, with 17 percent more dollar volume and 12 percent less inventory, had a June 1943 stock-sales ratio of 127 and a June 1942 ratio of 169.

Collections on accounts receivable were 24 percent higher for this June than for June 1942. Compared with May, June 1943 collections were 3 percent larger. The collection ratio for June 1943 was 107; for June 1942, 86; and for May 1943, 104. Accounts receivable were 17 percent less as of June 1, 1943 than as of June 1, 1942; and at the beginning of this June were slightly (2%) less than as of May 1, 1943.

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.

3-33920

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
JUNE 1943

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 1943 (Add 000)	Percent change from 6 mos. 1942	Six months 1943 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1943 (Add 000)	June 1943	June 1942	May 1943
		June 1943 vs. June 1942	June 1943 vs. May 1943					June 1943 vs. June 1942	June 1943 vs. May 1943				
UNITED STATES	2,676	+ 9	+ 6	$288,833	+ 5	$2,108,835	1,582	-25	- 3	$162,146	99	139	108
Automotive Supplies	201	+22	+ 9	4,884	+ 4	29,448	105	-16	- 1	4,038	163	243	179
Chemicals (industrial)	19	+33	+17	2,329	+ 7	13,516	16	-12	+ 4	1,152	55	85	62
Paints and Varnishes	62	- 3	- 4	3,534	+ 2	21,145	16	-12	- 3	1,301	151	198	154
Clothing and Furnishings, except Shoes	46	+55	- 3	3,645	+ 9	25,661	22	-41	- 4	928	80	253	96
Shoes and Other Footwear	29	+13	+29	16,749	+ 2	100,375	16	-40	- 1	4,259	56	115	75
Coal	6	+12	-30	1,009	+38	8,052	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	119	+19	+ 6	23,040	+17	155,524	51	+ 6	- 1	8,081	184	222	205
Dry Goods	92	+41	+11	19,003	+26	117,732	49	-37	- 3	15,966	118	249	133
Electrical Goods	323	-23	- 1	24,443	-25	161,561	281	-49	c	14,459	63	94	62
Dairy and Poultry Products	28	+36	+11	1,823	+27	16,819	16	+ 4	+21	173	29	32	26
Fresh Fruits and Vegetables	82	+37	+ 7	5,379	+35	34,063	56	-24	-15	405	11	19	13
Farm Supplies	8	+31	-35	419	+31	9,348	b	b	b	b	b	b	b
Furniture and House Furnishings	55	- 4	+ 4	5,559	-11	45,723	28	-57	-11	2,744	66	145	81
Groceries and Foods, except Farm Products	553	+23	+10	56,171	+15	408,218	340	-12	- 2	37,484	111	154	122
Full-line Wholesalers[d]	268	+24	+ 8	22,339	+18	162,326	163	-16	c	15,662	117	175	127
Voluntary-group Wholesalers	125	+23	+18	19,611	+ 8	137,155	87	-11	- 4	14,057	128	176	158
Retailer-cooperative Warehouses	16	+18	+19	4,358	+ 6	25,789	10	-18	- 2	2,521	103	137	123
Specialty Lines	144	+25	- 1	9,863	+23	82,948	80	+ 2	c	5,244	75	89	70
Confectionery	44	+28	+ 4	786	+45	6,767	27	-29	- 6	244	46	82	51
Meats and Meat Products	84	c	- 1	30,165	+ 7	214,846	52	-20	-14	5,858	40	50	47
Beer	62	+23	-10	2,016	+31	10,970	45	-39	-30	233	14	29	22
Wines and Liquors[e]	22	+38	+ 8	5,161	+47	32,387	16	c	- 2	6,998	144	202	182
Liquor Department of Other Trades	35	- 3	- 9	4,992	+26	43,221	6	-58	-48	324	58	336	218
Total Hardware Group	346	- 3	+ 5	41,766	- 8	273,886	222	-27	- 3	39,797	145	188	155
General Hardware	137	c	+ 6	25,907	-10	158,798	89	-31	- 3	28,021	155	217	167
Industrial Supplies	107	- 1	+ 4	10,205	+ 3	79,120	69	-12	- 3	8,814	132	142	138
Plumbing and Heating Supplies	102	-17	+ 4	5,654	-16	35,968	64	-29	- 1	2,962	113	121	114
Jewelry	28	+51	- 4	1,514	+20	13,075	17	-16	-14	1,406	143	284	155
Optical Goods	17	+34	+ 6	334	+15	1,974	8	+ 7	+ 4	117	89	111	94
Lumber and Building Materials	51	- 5	+10	3,755	- 8	26,974	36	-18	+ 1	2,514	100	112	113
Machinery, Eqpt., and Supplies, except Electrical	64	- 9	+ 7	3,590	- 7	21,828	44	-23	- 3	3,247	127	154	141
Surgical Equipment and Supplies	19	+52	+ 6	1,211	+24	8,199	11	+20	- 4	795	78	106	87
Metals	26	+12	+ 2	3,284	+10	32,762	10	+ 5	+ 1	3,152	165	174	162
Paper and Its Products	86	+17	+ 6	6,050	- 5	42,014	43	-12	- 1	3,920	127	169	138
Petroleum	8	-21	c	576	+ 4	106,292	5	+ 3	+ 4	355	74	60	69
Tobacco and Its Products	125	+12	+11	13,120	+15	93,718	40	- 6	- 2	1,751	40	50	45
Leather and Shoe Findings	17	+17	+10	456	+15	2,868	b	b	b	b	b	b	b
Miscellaneous	19	c	-11	2,072	+ 6	13,869	24	-14	- 2	2,485	150	155	133

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

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		June 1943	June 1942	May 1943	June 1943 vs. June 1942	June 1943 vs. May 1943	As of June 1, 1943 (Add 000)
UNITED STATES	2,087	107	86	104	-17	- 2	$210,191
Automotive Supplies	157	89	77	89	- 3	- 3	3,476
Chemicals (industrial)	18	84	83	68	+21	+10	2,378
Paints and Varnishes	29	64	53	69	-14	+ 1	1,522
Clothing and Furnishings, except Shoes	44	88	59	87	-10	b	4,867
Shoes and Other Footwear	26	96	64	75	-25	-16	8,010
Coal	6	89	83	93	+19	- 1	1,331
Drugs and Sundries (liquor excluded)	47	104	86	101	- 3	- 3	6,406
Dry Goods	82	78	56	71	- 8	- 4	22,277
Electrical Goods	296	74	72	77	-27	- 4	32,087
Dairy and Poultry Products	16	229	156	221	- 2	+ 5	413
Fresh Fruits and Vegetables	63	189	156	169	+12	- 3	1,679
Farm Supplies	5	102	88	90	-16	-51	728
Furniture and House Furnishings	43	88	60	78	-40	- 2	5,763
Groceries and Foods, except Farm Products	418	156	116	144	-10	- 2	28,676
Full-line Wholesalers[c]	194	144	107	138	- 9	- 1	12,331
Voluntary-group Wholesalers	99	176	124	153	-17	- 4	8,539
Retailer-cooperative Warehouses	14	259	199	208	- 5	- 4	1,488
Specialty Lines	111	128	102	128	- 2	- 2	6,318
Confectionery	25	119	82	118	-15	-11	427
Meats and Meat Products	78	161	147	181	-14	+10	19,870
Beer	25	154	113	141	- 8	+ 8	389
Wines and Liquors	19	167	102	146	-13	-11	2,975
Total Hardware Group	324	92	74	90	-25	- 4	40,449
General Hardware	126	97	72	94	-30	- 4	23,723
Industrial Supplies	99	88	82	89	- 9	- 1	10,082
Plumbing and Heating Supplies	99	78	74	78	-27	- 6	6,644
Jewelry	22	66	40	67	-13	+ 2	1,434
Optical Goods	14	105	81	101	- 2	+ 4	248
Lumber and Building Materials	48	100	85	96	-32	- 7	3,218
Machinery, Equipment, and Supplies, except Electrical	51	79	63	77	-19	+ 6	3,231
Surgical Equipment and Supplies	18	72	57	65	+19	+22	1,461
Metals	24	119	119	126	+12	+ 4	2,735
Paper and Its Products	73	86	74	87	- 8	+ 3	5,871
Petroleum	6	134	113	133	-37	-11	362
Tobacco and Its Products	78	159	128	149	- 7	+ 2	5,783
Leather and Shoe Findings	15	91	63	82	-22	- 6	384
Miscellaneous	17	93	80	93	b	- 3	1,741

[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

JUNE 1943

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 1943 vs. June 1942	Percent change: June 1943 vs. May 1943	June 1943 (Add 000)	Percent change from 6 mos. 1942	Six months 1943 (Add 000)	Number of firms reporting stocks	Percent change: June 1943 vs. June 1942	Percent change: June 1943 vs. May 1943	June 30, 1943 (Add 000)	June 1943	June 1942	May 1943
New England	168	- 2	+ 7	$13,354	- 5	$90,584	111	-31	- 2	$6,536	75	102	80
Dry Goods	5	+ 2	- 6	101	+10	965	4	-47	- 3	101	105	200	102
Electrical Goods	34	b	+ 9	2,166	-18	13,166	29	-51	+ 2	1,047	49	100	53
Fresh Fruits and Vegetables	5	+46	+21	230	+34	2,254	5	-21	+ 7	15	7	12	7
Groceries and Foods, except Farm Products	18	+23	+21	1,443	+ 8	13,418	10	-23	- 2	591	83	139	94
Meats and Meat Products	8	-27	- 4	2,345	-13	16,934	7	-26	- 5	762	33	32	33
General Hardware	6	+ 8	+ 2	344	b	1,653	4	-20	- 8	371	153	216	180
Industrial Supplies	10	- 2	+ 2	777	- 7	4,703	5	-20	- 2	995	171	210	173
Plumbing and Heating Supplies	10	- 3	+33	108	-35	644	6	-26	- 1	197	256	363	360
Optical Goods	4	+26	- 2	43	b	228	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	4	- 5	+ 3	106	-10	842	c	c	c	c	c	c	c
Metals	4	- 7	+22	322	-10	1,964	c	c	c	c	c	c	c
Paper and Its Products	9	+12	+ 5	382	-13	2,172	6	- 8	+ 3	282	117	154	118
Tobacco and Its Products	12	+15	+21	2,052	+ 9	10,021	4	- 6	- 4	147	34	42	40
Middle Atlantic	561	+16	+ 4	67,248	+ 8	469,374	315	-22	- 3	28,154	90	127	98
Automotive Supplies	24	+14	+ 5	521	-11	3,180	16	-10	+ 1	960	248	314	258
Chemicals (industrial)	5	+30	+11	886	+ 6	4,841	5	- 9	+ 1	265	30	43	33
Clothing and Furnishings, except Shoes	14	+38	-14	2,229	- 3	15,752	6	-38	+ 5	435	104	222	104
Shoes and Other Footwear	8	+90	+54	843	+18	4,615	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	20	+15	+ 5	4,449	+10	28,947	8	- 4	+ 2	1,621	135	167	142
Dry Goods	38	+55	+22	6,039	+17	37,914	18	-35	- 5	2,143	108	233	139
Electrical Goods	61	-19	- 4	5,646	- 8	42,205	54	-54	+ 1	2,490	48	85	45
Fresh Fruits and Vegetables	15	+20	+38	689	+27	3,693	10	-40	-43	28	5	10	13
Furniture and House Furnishings	17	+ 1	- 4	1,008	-26	7,518	9	-46	- 5	549	99	176	94
Groceries and Foods, except Farm Products	88	+19	+14	9,399	+ 7	65,559	41	- 5	- 4	3,723	120	142	134
Confectionery	5	+12	+ 6	55	+ 6	287	c	c	c	c	c	c	c
Meats and Meat Products	23	+15	- 9	12,378	+17	65,829	11	-13	-12	1,264	41	56	48
Beer	14	+14	+20	399	+14	1,879	10	-48	-47	29	9	19	20
General Hardware	33	+10	+ 9	4,032	- 5	20,871	20	-28	- 3	3,528	156	220	167
Industrial Supplies	33	+ 3	+ 7	3,326	+10	24,783	23	- 2	- 1	2,478	96	102	102
Plumbing and Heating Supplies	40	-10	+ 6	1,782	-18	11,170	27	-31	- 4	1,040	79	97	88
Jewelry	10	+72	- 8	871	+44	4,796	8	-16	-19	1,018	137	296	157
Optical Goods	6	+24	+ 8	138	+ 8	888	c	c	c	c	c	c	c
Lumber and Building Materials	6	+44	+30	348	- 7	5,750	4	-15	b	117	62	157	97
Machinery, Eqpt., and Supplies, except Electrical	5	+32	+24	147	+14	1,608	c	c	c	c	c	c	c
Paper and Its Products	28	+19	+ 8	2,455	-11	16,791	16	-11	- 1	1,508	95	128	104
Petroleum	4	-23	b	502	-22	3,107	c	c	c	c	c	c	c
Tobacco and Its Products	29	+ 4	+ 3	2,427	+11	32,638	8	-18	-10	318	35	44	40
East North Central	532	+ 4	+ 3	51,483	b	308,650	343	-26	- 3	31,341	93	126	100
Automotive Supplies	55	+29	+15	1,219	+ 3	6,487	35	-20	- 2	1,254	145	236	167
Chemicals (industrial)	4	+61	+29	732	+29	3,139	c	c	c	c	c	c	c
Paints and Varnishes	8	+13	- 2	382	+ 9	2,361	4	-15	- 4	422	123	164	125
Clothing and Furnishings, except Shoes	12	+88	+12	535	+38	2,865	6	-54	- 5	228	84	347	102
Drugs and Sundries (liquor excluded)	22	+17	+ 4	3,979	+17	26,123	7	+10	- 2	1,398	169	211	200
Dry Goods	9	+48	+ 3	1,298	+26	6,835	6	-50	+ 5	1,194	98	285	96
Electrical Goods	65	-31	- 9	4,876	-37	28,862	53	-46	+ 2	3,113	72	90	63
Dairy and Poultry Products	9	+ 4	+16	673	+15	2,387	5	+15	+ 7	94	27	24	28
Fresh Fruits and Vegetables	16	+44	+ 6	1,249	+39	5,324	11	-14	-18	103	15	26	21
Furniture and House Furnishings	9	-16	- 8	521	-17	3,437	6	-50	- 6	401	102	170	112
Groceries and Foods, except Farm Products	105	+18	+11	11,928	+11	70,784	79	- 5	- 2	8,827	119	145	138
Confectionery	9	+41	+ 3	157	+34	887	6	- 2	b	57	58	78	56
Meats and Meat Products	20	- 2	- 3	6,351	+ 8	38,430	17	-29	-16	2,046	36	50	41
Beer	14	+34	+15	454	+32	2,739	10	-41	-42	58	14	32	27
Wines and Liquors	9	+ 9	- 4	543	+26	3,195	6	-42	- 4	358	117	213	120
General Hardware	18	-16	+ 5	4,110	-24	25,758	13	-40	- 4	5,613	149	206	162
Industrial Supplies	17	- 1	- 4	1,327	+ 1	8,700	11	-28	- 5	469	93	133	101

Continued on next page

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1943

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 1943 vs. June 1942	Percent change: June 1943 vs. May 1943	June 1943 (Add 000)	Percent change from 6 mos. 1942	Six months 1943 (Add 000)	Number of firms reporting stocks	Percent change: June 1943 vs. June 1942	Percent change: June 1943 vs. May 1943	June 30, 1943 (Add 000)	June 1943	June 1942	May 1943
East North Central (continued)													
Plumbing and Heating Supplies	14	- 1	+13	$510	- 6	$3,050	9	-31	- 2	$434	193	229	209
Jewelry	6	+ 2	+11	196	+ 3	2,636	c	c	c	c	c	c	c
Lumber and Building Materials	9	-20	+25	469	-29	2,524	6	-34	- 4	334	111	111	138
Machinery, Eqpt., and Supplies, except Electrical	14	-24	+ 5	940	- 1	5,490	11	-22	- 1	408	72	85	75
Surgical Equipment and Supplies	6	+72	+ 5	962	+51	4,266	4	+34	- 5	581	65	85	72
Metals	8	+21	- 4	1,035	+ 6	8,830	5	+17	+ 3	1,340	196	219	186
Paper and Its Products	19	+17	+ 3	1,480	- 3	10,767	8	-21	- 5	709	140	185	152
Tobacco and Its Products	35	+12	+15	3,941	+10	19,753	13	-13	+ 2	610	36	49	41
West North Central	267	+ 6	+ 9	30,188	+ 2	221,766	170	-28	- 1	28,245	128	184	140
Automotive Supplies	23	+14	+13	629	+11	4,434	9	-15	- 1	187	156	228	174
Clothing and Furnishings, except Shoes	4	+13	+51	196	+16	1,027	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	14	+21	+10	2,816	+18	18,244	4	+ 4	- 2	1,016	202	238	224
Dry Goods	6	+28	+ 8	6,330	+27	35,071	5	-30	- 4	7,872	128	232	143
Electrical Goods	33	-38	+ 2	1,135	-44	9,946	29	-56	+ 2	1,080	114	159	117
Fresh Fruits and Vegetables	8	+23	- 4	403	+26	3,566	5	+ 9	+ 1	75	27	31	25
Furniture and House Furnishings	4	-21	+28	1,603	-12	18,465	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	66	+25	+20	6,672	+14	45,525	48	-18	- 3	7,253	135	203	168
Confectionery	4	+ 7	b	45	+19	148	c	c	c	c	c	c	c
General Hardware	14	-17	+ 4	4,279	-18	24,630	13	-29	+ 2	7,039	172	204	174
Industrial Supplies	12	-10	+15	791	- 7	4,799	6	- 6	+ 2	663	162	149	180
Plumbing and Heating Supplies	11	-11	- 5	621	-15	3,424	5	-22	+ 5	215	107	119	68
Jewelry	4	+ 5	-22	61	+23	775	4	-21	+ 3	171	280	374	213
Lumber and Building Materials	8	- 2	+29	768	- 7	4,076	5	- 9	+ 8	246	98	91	112
Paper and Its Products	6	+19	+ 7	152	+ 5	1,576	c	c	c	c	c	c	c
Tobacco and Its Products	10	+11	+ 9	587	+17	6,064	4	+ 2	b	144	60	59	67
South Atlantic	392	+ 4	+ 2	27,655	+ 4	182,089	222	-26	b	15,435	95	124	98
Automotive Supplies	19	+26	-12	516	- 9	3,284	8	-15	- 2	242	150	237	145
Paints and Varnishes	5	+ 5	-10	228	+11	1,361	5	+ 5	- 6	286	125	125	119
Clothing and Furnishings, except Shoes	5	+68	- 6	155	+40	1,185	c	c	c	c	c	c	c
Shoes and Other Footwear	5	+27	+19	1,656	+ 9	10,562	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	22	+22	b	2,516	+22	16,002	c	c	c	c	c	c	c
Dry Goods	9	+34	- 4	1,458	+33	9,443	5	-46	b	1,095	152	358	151
Electrical Goods	52	-33	b	3,708	-29	23,978	49	-43	- 3	2,352	64	75	66
Dairy and Poultry Products	4	+54	- 6	125	+49	664	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	14	+66	- 3	823	+46	4,817	7	-10	+ 2	43	9	18	8
Furniture and House Furnishings	7	-14	-23	361	- 5	2,692	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	110	+22	+ 9	7,484	+16	44,276	51	-11	- 1	3,470	95	127	106
Confectionery	17	+27	b	353	+18	2,172	11	-18	-16	97	43	68	53
Meats and Meat Products	8	- 1	+ 2	935	+ 8	5,725	6	-20	- 8	331	36	44	39
Beer	10	- 6	+ 5	387	+23	2,231	8	-66	-32	41	13	34	20
General Hardware	16	+ 4	- 4	1,450	- 8	11,280	12	-41	- 1	1,295	124	219	123
Industrial Supplies	14	- 6	+ 1	822	- 8	5,701	10	-14	b	819	135	142	138
Plumbing and Heating Supplies	16	-42	- 3	781	-39	5,074	c	c	c	c	c	c	c
Jewelry	4	+ 4	- 1	141	+ 7	888	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	9	+26	+11	298	+ 3	1,942	5	-20	+ 4	268	189	256	186
Metals	4	+ 8	+30	193	- 9	1,006	c	c	c	c	c	c	c
Paper and Its Products	10	+ 3	+ 1	611	- 7	3,840	c	c	c	c	c	c	c
Tobacco and Its Products	10	+29	+ 5	1,440	+38	9,781	4	+10	+ 7	204	37	44	37

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1943

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 1943 vs. June 1942	Percent change: June 1943 vs. May 1943	June 1943 (Add 000)	Percent change from 6 mos. 1942	Six months 1943 (Add 000)	Number of firms reporting stocks	Percent change: June 1943 vs. June 1942	Percent change: June 1943 vs. May 1943	June 30, 1943 (Add 000)	June 1943	June 1942	May 1943
East South Central	149	+10	+ 4	$11,103	+ 4	$77,633	74	-31	- 4	$5,338	106	154	115
Automotive Supplies	5	-23	+ 4	138	- 3	801	4	-19	- 1	157	120	115	125
Drugs and Sundries (liquor excluded)	11	+32	+ 4	1,860	+22	11,654	c	c	c	c	c	c	c
Dry Goods	10	+50	+11	1,333	+47	9,308	5	-50	- 8	855	97	275	120
Electrical Goods	13	-42	+ 8	483	-46	3,189	10	-52	- 8	272	63	72	73
Fresh Fruits and Vegetables	9	+63	+12	320	+45	1,721	4	b	-15	11	10	15	12
Groceries and Foods, except Farm Products	41	+22	+ 5	2,679	+14	17,007	18	-12	b	1,785	113	154	124
General Hardware	12	- 2	+13	2,102	-19	12,909	5	-33	- 5	1,158	106	158	114
Industrial Supplies	6	-25	- 9	313	-18	1,829	c	c	c	c	c	c	c
Lumber and Building Materials	5	- 1	-29	306	+12	1,818	c	c	c	c	c	c	c
Paper and Its Products	5	+14	+11	269	+ 3	1,555	c	c	c	c	c	c	c
West South Central	206	+16	+ 5	20,741	+ 8	146,513	142	-19	- 5	17,691	124	180	141
Automotive Supplies	8	+32	+13	221	+41	2,101	5	-20	- 7	215	100	169	121
Drugs and Sundries (liquor excluded)	14	+21	+ 3	2,194	+23	17,026	7	+ 9	- 2	3,027	234	288	273
Dry Goods	4	+94	+ 5	740	+67	6,355	c	c	c	c	c	c	c
Electrical Goods	26	-23	b	1,251	-30	10,212	21	-58	+ 3	679	60	112	58
Groceries and Foods, except Farm Products	78	+31	+ 6	6,765	+20	55,144	63	-11	b	5,953	117	172	125
Liquor Department of Other Trades[d]	9	+34	-10	723	+48	5,857	5	-58	-48	317	58	338	222
General Hardware	18	+ 9	+ 4	2,959	- 2	18,218	11	-30	- 1	2,384	167	265	170
Industrial Supplies	9	- 1	+ 4	2,391	-14	12,073	7	-14	- 7	2,827	171	176	182
Machinery, Eqpt., and Supplies, except Electrical	7	b	+ 9	637	-33	3,108	5	-34	- 8	984	180	259	220
Surgical Equipment and Supplies	5	- 7	- 5	71	- 1	419	c	c	c	c	c	c	c
Paper and Its Products	5	+35	+ 5	321	+12	1,632	c	c	c	c	c	c	c
Tobacco and Its Products	8	+15	+ 7	358	+16	2,253	c	c	c	c	c	c	c
Mountain	95	+ 5	+ 6	7,237	+ 6	51,012	64	-23	- 3	5,645	111	144	124
Automotive Supplies	17	+17	+11	386	+11	2,302	11	-27	+ 2	426	200	326	215
Electrical Goods	13	-26	-11	548	-30	3,749	10	-54	+ 3	402	88	133	73
Groceries and Foods, except Farm Products	13	+21	+19	1,095	+ 6	10,668	11	-18	+ 4	1,170	121	178	139
Meats and Meat Products	5	+ 7	+14	947	+14	4,045	c	c	c	c	c	c	c
General Hardware	5	+12	*20	674	- 6	3,682	c	c	c	c	c	c	c
Lumber and Building Materials	4	- 4	+10	1,129	- 8	5,569	4	-12	+ 1	992	88	96	96
Tobacco and Its Products	5	+56	+ 4	280	+88	1,751	c	c	c	c	c	c	c
Pacific	263	+14	+ 6	39,327	+14	309,610	140	-23	- 3	22,152	97	146	104
Automotive Supplies	49	+31	+12	1,239	+10	6,708	15	-21	- 2	560	149	245	167
Paints and Varnishes	4	+45	+16	80	+ 6	571	c	c	c	c	c	c	c
Shoes and Other Footwear	5	- 4	- 5	184	+28	1,322	4	-45	+ 8	170	94	169	85
Dry Goods	8	+25	+18	1,471	+23	8,856	c	c	c	c	c	c	c
Electrical Goods	26	- 9	+ 6	4,630	-13	26,254	26	-43	b	3,004	65	103	69
Fresh Fruits and Vegetables	8	+27	+ 7	1,032	+44	9,219	7	-10	+ 4	77	9	13	9
Furniture and House Furnishings	10	+25	+ 6	1,497	+14	8,766	5	-62	-22	755	59	200	79
Groceries and Foods, except Farm Products	34	+31	+ 1	8,706	+23	85,837	19	-19	b	4,712	79	126	75
Meats and Meat Products	6	+20	- 1	664	+ 7	6,981	5	+50	+47	239	38	31	25
Beer	9	+31	b	300	+68	1,321	7	-40	-16	27	14	29	16
General Hardware	15	+18	+ 6	5,957	+ 3	39,797	8	-22	- 7	6,171	157	249	185
Industrial Supplies	6	+26	+ 5	458	+24	16,181	4	+11	+ 8	297	122	135	112
Plumbing and Heating Supplies	5	-13	+ 6	1,649	+ 2	11,153	c	c	c	c	c	c	c
Lumber and Building Materials	10	-16	- 5	417	b	5,684	8	-27	+ 4	376	116	132	108
Machinery, Eqpt., and Supplies, except Electrical	11	b	+12	728	- 5	3,810	7	-28	-10	529	117	167	157
Metals	4	+28	+16	427	+36	4,464	c	c	c	c	c	c	c
Tobacco and Its Products	13	+ 5	+11	1,826	+19	10,173	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.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		June 1943	June 1942	May 1943	June 1943 vs. June 1942	June 1943 vs. May 1943	June 1, 1943 (Add 000)
New England	144	116	98	112	-20	- 2	$9,636
Dry Goods	5	95	69	84	-25	-11	115
Electrical Goods	32	85	72	79	-20	- 9	2,582
Fresh Fruits and Vegetables	5	186	128	151	+ 2	+ 7	103
Groceries and Foods, except Farm Products	12	171	118	138	-19	- 8	617
Meats and Meat Products	7	191	182	209	-30	+ 7	1,233
General Hardware	6	80	65	75	-23	- 2	406
Industrial Supplies	9	108	87	100	-24	-12	630
Plumbing and Heating Supplies	10	55	48	56	-38	-10	162
Optical Goods	4	88	70	93	- 4	+12	48
Metals	4	142	150	165	+ 3	+14	208
Paper and Its Products	8	93	80	94	-15	+ 2	390
Tobacco and Its Products	11	185	163	195	- 3	+16	950
Middle Atlantic	457	111	87	111	-14	+ 2	50,781
Automotive Supplies	21	82	64	77	-18	- 8	429
Chemicals (industrial)	5	82	99	67	+72	+20	1,155
Clothing and Furnishings, except Shoes	13	96	58	93	-20	+ 1	3,095
Shoes and Other Footwear	8	93	61	79	-31	- 4	796
Drugs and Sundries (liquor excluded)	11	94	78	88	- 6	- 5	2,048
Dry Goods	35	89	63	78	-16	- 6	5,410
Electrical Goods	58	73	73	85	-16	+ 6	8,104
Fresh Fruits and Vegetables	12	282	238	208	- 2	+13	189
Furniture and House Furnishings	13	74	51	66	-40	+ 2	1,380
Groceries and Foods, except Farm Products	65	151	107	131	-17	- 7	4,726
Meats and Meat Products	22	217	174	277	-13	+24	5,139
Beer	9	120	87	98	-18	+ 6	205
General Hardware	29	91	72	98	-19	b	3,778
Industrial Supplies	30	88	83	90	- 2	+ 1	3,251
Plumbing and Heating Supplies	37	74	67	78	-28	+ 3	2,115
Jewelry	7	68	32	65	-18	- 3	590
Optical Goods	5	82	66	82	- 1	- 2	123
Lumber and Building Materials	5	76	69	77	-17	+18	343
Machinery, Eqpt., and Supplies, except Electrical	5	92	87	96	+37	+34	151
Paper and Its Products	21	79	74	88	- 8	+12	2,259
Tobacco and Its Products	15	160	121	154	-15	+ 5	1,258
East North Central	423	118	97	115	-21	- 2	33,883
Automotive Supplies	48	103	93	103	+ 3	+ 3	809
Paints and Varnishes	8	55	47	60	-12	+ 1	668
Clothing and Furnishings, except Shoes	11	95	69	88	+ 1	-19	533
Drugs and Sundries (liquor excluded)	11	105	79	99	- 7	- 3	1,184
Dry Goods	7	84	65	75	- 2	- 5	1,649
Electrical Goods	59	83	83	85	-36	- 8	5,694
Fresh Fruits and Vegetables	9	211	188	194	+16	b	149
Furniture and House Furnishings	8	111	75	113	-46	- 3	449
Groceries and Foods, except Farm Products	75	162	120	146	-14	- 1	6,014
Confectionery	7	213	147	215	- 7	b	40
Meats and Meat Products	19	215	191	269	-21	+ 3	2,368
Wines and Liquors	9	274	124	258	-44	-14	202
General Hardware	18	104	76	95	-42	- 8	3,960
Industrial Supplies	16	89	88	98	- 9	b	1,365
Plumbing and Heating Supplies	14	98	82	97	-22	-11	472
Jewelry	5	84	59	79	-16	+ 6	210
Lumber and Building Materials	9	97	89	100	-45	- 1	372
Machinery, Eqpt., and Supplies, except Electrical	11	83	92	77	+18	+ 6	659
Surgical Equipment and Supplies	5	74	60	65	+39	+34	1,150
Metals	7	112	108	114	+14	+11	916
Paper and Its Products	19	96	81	87	- 6	- 2	1,581
Tobacco and Its Products	23	156	135	146	- 2	+ 3	1,766
West North Central	213	100	71	90	-25	- 5	26,055
Automotive Supplies	19	92	87	87	+ 6	+ 5	555
Clothing and Furnishings, except Shoes	4	53	34	43	- 9	- 2	359
Drugs and Sundries (liquor excluded)	5	119	98	122	- 2	- 1	800
Dry Goods	6	68	50	62	- 3	- 2	9,478
Electrical Goods	30	81	72	81	-52	-10	1,263
Fresh Fruits and Vegetables	6	217	179	231	+ 5	+ 5	156
Furniture and House Furnishings	4	105	69	89	-56	- 5	1,383
Groceries and Foods, except Farm Products	54	211	139	188	-17	+ 6	2,769
General Hardware	14	115	65	104	-51	- 9	3,892
Industrial Supplies	12	91	82	59	- 8	- 3	917
Plumbing and Heating Supplies	11	73	62	68	-14	+ 5	723
Jewelry	4	78	46	75	-42	-16	100
Lumber and Building Materials	7	108	104	92	-14	-13	642
Paper and Its Products	4	96	75	92	-13	-10	137

Continued on next page

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages* [a]			Accounts Receivable		
					Percent change		As of
		June 1943	June 1942	May 1943	June 1943 vs. June 1942	June 1943 vs. May 1943	June 1, 1943 (Add 000)
South Atlantic	292	99	79	95	-21	- 5	$19,635
Automotive Supplies	16	81	75	87	+10	-16	516
Paints and Varnishes	5	74	66	87	-19	- 5	258
Clothing and Furnishings, except Shoes	5	80	58	83	+ 4	- 5	193
Drugs and Sundries (liquor excluded)	10	104	90	102	+ 1	- 5	1,057
Dry Goods	6	71	51	70	- 7	- 2	1,606
Electrical Goods	50	70	62	68	-33	- 4	5,727
Fresh Fruits and Vegetables	11	159	146	149	+40	- 5	350
Groceries and Foods, except Farm Products	76	159	122	150	- 4	+ 3	3,122
Confectionery	9	106	83	109	+ 2	b	242
Meats and Meat Products	7	202	188	218	- 8	+ 9	398
General Hardware	16	91	65	84	-34	- 7	1,626
Industrial Supplies	12	79	75	86	-23	-10	964
Plumbing and Heating Supplies	16	77	84	78	-43	-14	1,039
Metals	4	124	98	97	-14	+ 4	153
Paper and Its Products	8	79	69	80	-15	- 4	548
Tobacco and Its Products	5	177	111	146	+ 1	- 9	373
East South Central	115	99	78	101	-18	- 4	7,916
Automotive Supplies	5	84	45	76	-35	- 2	177
Dry Goods	10	79	49	76	-10	- 8	1,648
Electrical Goods	11	97	84	90	-44	-11	510
Groceries and Foods, except Farm Products	32	138	110	139	- 4	- 5	1,531
General Hardware	10	82	78	94	-28	b	1,569
Industrial Supplies	6	90	86	90	- 8	+ 4	373
Lumber and Building Materials	5	122	103	161	- 4	- 1	276
Paper and Its Products	5	91	68	97	-21	- 1	266
West South Central	161	107	83	107	-14	b	13,791
Drugs and Sundries (liquor excluded)	5	104	94	110	+ 2	b	824
Dry Goods	4	83	48	79	+10	- 4	918
Electrical Goods	23	65	74	72	-11	- 7	1,737
Groceries and Foods, except Farm Products	68	144	103	134	- 8	- 5	3,797
General Hardware	16	103	76	102	-25	- 4	1,883
Industrial Supplies	8	84	82	96	- 3	+10	2,149
Machinery, Eqpt., and Supplies, except Electrical	6	69	42	64	-46	+ 7	771
Surgical Equipment and Supplies	5	78	55	77	-31	- 7	88
Paper and Its Products	5	94	74	85	- 3	- 7	344
Tobacco and Its Products	4	139	104	146	-29	+ 5	84
Mountain	69	104	90	97	-14	- 4	4,697
Automotive Supplies	10	84	70	79	-13	- 7	235
Electrical Goods	12	63	62	81	-23	-10	882
Groceries and Foods, except Farm Products	10	180	122	152	-22	- 2	451
Meats and Meat Products	4	143	208	131	+69	+10	627
Lumber and Building Materials	4	108	78	100	-43	- 8	851
Pacific	203	100	81	97	-11	- 5	29,758
Automotive Supplies	31	85	74	90	- 3	b	568
Paints and Varnishes	4	69	57	87	+15	+ 6	83
Shoes and Other Footwear	5	116	61	86	-33	-13	200
Dry Goods	6	99	68	92	-15	b	1,223
Electrical Goods	21	69	66	65	-19	- 4	5,588
Furniture and House Furnishings	10	85	52	71	-25	- 4	1,859
Groceries and Foods, except Farm Products	26	136	112	139	+ 3	- 2	5,649
Meats and Meat Products	5	295	164	268	-32	-10	190
General Hardware	14	88	76	87	- 3	- 3	6,414
Industrial Supplies	6	93	70	81	-14	-25	433
Plumbing and Heating Supplies	5	78	77	81	-19	-12	1,921
Lumber and Building Materials	10	88	80	80	-24	-16	477
Metals	4	77	82	105	+11	+ 5	506
Tobacco and Its Products	12	137	103	121	- 8	- 9	1,178

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

States Comprising Geographic Divisions:

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

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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
JULY 1943

Sales of 2,765 wholesalers representing most kinds of business throughout the country were at approximately the same level in July 1943 as in July 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 7 months of this year, dollar volume was 5 percent over that of the corresponding period of 1942, but sales dropped back 4 percent in July of this year from the preceding month.

Of the 35 trades shown separately in this survey, 11 recorded substantial sales gains for July 1943 over July 1942. Wholesalers of coal showed an increase of 53 percent; dairy and poultry products and clothing and furnishings, except shoes, each 35 percent; paper and its products, 21 percent; wines and liquors, 18 percent; and specialty lines of groceries and foods, except farm products, 16 percent. Moderate sales increases were recorded for wholesalers of drugs and sundries and of beer, each 14 percent; dry goods and tobacco and its products, each 12 percent; full-line wholesalers of groceries and foods, 11 percent; and voluntary-group wholesalers of groceries and foods, 9 percent. Sales remained virtually unchanged from last year's levels for hardware industrial supplies and leather and shoe findings; while decreases were reported for wholesalers of general hardware and paints and varnishes, each 3 percent; shoes and other footwear, 7 percent; lumber and building materials, 15 percent; meats and meat products, 20 percent; and electrical goods, 25 percent.

Inventories, in terms of dollars based on cost values, at the close of July 1943 were 22 percent lower than those of July 31, 1942, but the change from the end of June to the end of July this year was negligible.

The stock-sales ratio for wholesalers at the end of this July was 104 as against 131 for last July and 102 for June 1943. Of the 35 trades for which stock-sales ratios are shown, 6 showed increases, July 1943 compared with July 1942. Wholesalers of plumbing and heating supplies, with sales off 20 percent and inventories down 23 percent, disclosed a stock-sales ratio of 122 for this July as against 117 last July. With sales down 15 percent and inventories off 9 percent, wholesalers of lumber and building material revealed a stock-sales ratio of 102 for July 1943 and 93 for July 1942. Wholesalers of metals noted a 7 percent increase in sales and a 22 percent increase in inventories, with a stock-sales ratio of 147 for July 1943 and 132 for last July. Petroleum, with 7 percent less dollar volume and 3 percent more inventory, had a July 1943 stock-sales ratio of 71 and a July 1942 ratio of 69.

Collections on accounts receivable were almost 21 percent higher for this July than for July 1942. For June and July this year collection percentages were the same. The collection percentage for July 1943 was 111; for July 1942, 92; and for June 1943, 111. Accounts receivable were 15 percent less as of July 1, 1943 than as of July 1, 1942; but at the beginning of this July there was virtually no change from June 1, 1943.

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.

3-34414

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JULY 1943

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 1943 (Add 000)	Percent change from 7 mos. 1942	Seven months 1943 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1943 (Add 000)	July 1943	July 1942	June 1943
		July 1943 vs. July 1942	July 1943 vs. June 1943					July 1943 vs. July 1942	July 1943 vs. June 1943				
UNITED STATES	2,765	b	- 4	$296,622	+ 5	$2,485,180	1,596	-22	- 1	$167,540	104	131	102
Automotive Supplies	191	+19	+ 1	4,723	+ 6	34,923	92	-15	+ 1	3,524	161	213	166
Chemicals (industrial)	17	+ 8	-19	1,058	+ 7	15,002	13	- 8	+ 3	731	87	106	68
Paints and Varnishes	63	- 3	b	3,566	+ 1	24,985	17	-13	+ 1	1,417	156	239	152
Clothing and Furnishings, except Shoes	36	+35	- 6	2,772	+11	26,484	20	-37	+ 4	926	109	240	102
Shoes and Other Footwear	29	- 7	- 1	16,522	+ 1	116,916	17	-41	- 8	4,063	55	94	57
Coal	10	+53	+28	1,425	+40	9,493	4	-54	+13	360	51	177	54
Drugs and Sundries (liquor excluded)	124	+14	- 3	23,354	+17	179,771	36	+ 8	b	9,136	183	200	182
Dry Goods	94	+12	- 9	17,572	+25	136,960	49	-37	b	14,285	128	219	119
Electrical Goods	320	-25	- 5	22,853	-25	185,880	270	-46	- 3	13,563	64	89	63
Dairy and Poultry Products	38	+35	- 1	4,885	+29	23,202	16	-38	-13	247	20	45	24
Fresh Fruits and Vegetables	82	+32	- 4	5,066	+35	40,895	48	- 8	+ 3	415	13	19	12
Farm Supplies	9	+34	+ 5	457	+31	9,821	4	+17	+18	161	159	194	132
Furniture and House Furnishings	55	+ 7	-16	3,744	- 9	52,015	31	-56	- 9	2,645	96	226	86
Groceries and Foods, except Farm Products	609	+11	+ 1	61,503	+14	485,677	367	-12	- 3	37,470	110	134	114
Full-line Wholesalers[c]	310	+11	+ 3	27,590	+17	196,347	184	-13	- 4	18,689	112	142	120
Voluntary-group Wholesalers	137	+ 9	- 1	20,986	+ 9	163,991	92	-10	- 5	12,193	119	135	121
Retailer-cooperative Warehouses	19	+ 5	- 1	4,713	+ 6	30,876	10	-18	- 1	2,582	97	120	101
Specialty Lines	143	+16	b	8,214	+22	94,463	81	-10	+ 9	4,006	91	112	82
Confectionery	40	+ 4	-11	656	+42	7,874	22	-29	- 4	232	51	74	46
Meats and Meat Products	82	-20	-10	32,327	+ 3	247,804	46	- 4	+12	6,380	52	43	41
Beer	61	+14	b	1,970	+28	15,572	41	-34	-20	175	12	22	15
Wines and Liquors	24	+18	- 1	5,883	+46	62,234	17	- 6	- 3	6,887	134	164	137
Liquor Department of Other Trades[d]	37	-17	- 2	5,204	+21	48,952	6	-19	-12	622	198	226	55
Total Hardware Group	363	- 5	- 5	40,886	- 7	322,527	230	-24	- 2	40,000	151	187	147
General Hardware	144	- 3	- 7	23,654	- 9	185,522	90	-28	- 2	26,138	168	228	163
Industrial Supplies	111	- 1	- 1	11,862	+ 3	95,302	72	-10	b	10,655	127	141	127
Plumbing and Heating Supplies	108	-20	- 9	5,370	-17	41,703	68	-23	- 2	3,207	122	117	113
Jewelry	37	+ 7	-23	1,914	+18	15,531	20	-19	-10	1,719	170	294	159
Optical Goods	16	+27	- 3	325	+17	2,343	7	+10	+ 2	113	100	110	92
Lumber and Building Materials	48	-15	- 4	3,092	- 9	32,070	32	- 9	b	2,218	102	93	95
Machinery, Eqpt., and Supplies, except Electrical	62	+ 2	- 1	3,230	- 6	25,686	43	-20	- 2	3,321	123	156	128
Surgical Equipment and Supplies	20	+19	+ 6	407	+21	9,336	11	- 5	+ 2	293	160	208	163
Metals	32	+ 7	- 2	4,051	+11	39,870	16	+22	+ 4	3,867	147	152	139
Paper and Its Products	89	+21	- 4	6,311	- 2	49,787	44	-10	- 1	4,582	131	176	125
Petroleum	9	- 7	+ 3	604	+ 7	129,369	6	+ 3	+ 2	365	71	69	73
Tobacco and Its Products	132	+12	+ 3	17,528	+15	116,456	54	+18	- 4	5,337	56	55	63
Leather and Shoe Findings	18	+ 1	-13	413	+13	3,280	8	-36	- 6	220	164	298	146
Miscellaneous	18	b	+ 4	2,321	+ 6	16,465	9	-11	+ 6	2,266	247	195	218

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.

3-34414

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JULY 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		July 1943	July 1942	June 1943	July 1943 vs. July 1942	July 1943 vs. June 1943	July 1, 1943 (Add 000)
UNITED STATES	2,133	111	92	111	-15	b	$207,359
Automotive Supplies	141	89	79	87	+ 2	+ 1	3,295
Chemicals (industrial)	15	85	84	88	- 3	- 1	1,039
Paints and Varnishes	30	69	55	64	-11	- 2	1,517
Clothing and Furnishings, except Shoes	30	95	64	99	+ 6	- 1	3,139
Shoes and Other Footwear	24	85	58	101	-19	- 2	7,243
Coal	10	90	80	91	+ 3	-14	1,238
Drugs and Sundries (liquor excluded)	55	105	88	104	- 2	+ 1	7,588
Dry Goods	82	73	53	76	- 7	- 1	22,415
Electrical Goods	296	76	71	75	-28	- 3	30,298
Dairy and Poultry Products	23	192	158	210	+21	+ 7	1,962
Fresh Fruits and Vegetables	65	185	158	184	+13	- 1	1,803
Farm Supplies	6	117	84	101	- 2	-42	435
Furniture and House Furnishings	45	74	57	86	-26	b	4,982
Groceries and Foods, except Farm Products	452	151	120	158	-10	+ 4	30,200
Full-line Wholesalers[c]	221	141	113	146	- 8	+ 5	14,254
Voluntary-group Wholesalers	106	157	129	166	-10	+ 4	10,029
Retailer-cooperative Warehouses	14	234	188	246	- 9	+ 8	1,521
Specialty Lines	111	143	103	147	-19	- 2	4,396
Confectionery	20	113	88	125	-11	+ 4	417
Meats and Meat Products	75	205	193	201	-17	+ 5	16,509
Beer	23	175	142	166	+ 3	+ 3	403
Wines and Liquors	17	186	105	162	-28	-16	2,653
Total Hardware Group	335	89	76	89	-17	b	41,620
General Hardware	131	93	74	95	-22	b	21,945
Industrial Supplies	101	86	84	84	- 1	- 1	12,723
Plumbing and Heating Supplies	103	80	71	77	-25	+ 3	6,952
Jewelry	26	72	45	65	-20	+ 5	2,055
Optical Goods	13	104	87	104	+ 8	+ 5	254
Lumber and Building Materials	42	99	82	100	-27	+ 4	2,821
Machinery, Equipment, and Supplies, except Electrical	54	87	66	80	-17	b	3,362
Surgical Equipment and Supplies	19	71	55	68	-18	+ 7	477
Metals	29	125	114	124	+ 1	- 1	3,152
Paper and Its Products	77	86	76	86	+ 1	+ 1	6,491
Petroleum	7	143	112	133	-43	- 9	338
Tobacco and Its Products	90	177	146	183	-13	+ 5	7,348
Leather and Shoe Findings	16	87	62	90	-17	+ 1	414
Miscellaneous	16	94	85	95	+ 2	- 3	1,891

[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] Not affiliated with voluntary or cooperative groups.

3-34414

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1943

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 1943 (Add 000)	Percent change from 7 mos. 1942	Seven months 1943 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1943 (Add 000)	July 1943	July 1942	June 1943
		July 1943 vs. July 1942	July 1943 vs. June 1943					July 1943 vs. July 1942	July 1943 vs. June 1943				
New England	170	- 2	- 1	$14,647	- 4	$108,474	112	-28	- 3	$7,045	80	103	81
Drugs and Sundries (liquor excluded)	7	+11	+ 3	1,323	+13	8,727	b	b	b	b	b	b	b
Dry Goods	5	- 4	-10	91	+12	1,159	4	-49	- 6	96	110	207	106
Electrical Goods	32	+ 3	- 4	2,065	-16	15,422	28	-50	- 4	977	48	99	48
Fresh Fruits and Vegetables	7	+38	- 7	309	+55	2,601	6	-29	-47	10	4	7	7
Groceries and Foods, except Farm Products	17	+18	+ 3	2,407	+10	17,027	7	-25	- 7	526	123	151	124
Meats and Meat Products	7	-32	- 2	2,277	-15	19,211	7	-28	- 2	741	33	31	33
Wines and Liquors	4	+41	+30	568	+29	3,396	4	-19	- 7	480	85	145	118
General Hardware	5	+32	-10	282	+ 4	1,955	b	b	b	b	b	b	b
Industrial Supplies	12	-15	- 7	761	- 8	5,540	8	-20	- 2	1,092	171	181	165
Plumbing and Heating Supplies	10	- 9	+13	122	-32	766	5	-20	- 2	181	215	305	259
Optical Goods	4	+ 3	-23	33	+ 1	281	b	b	b	b	b	b	b
Metals	5	-14	+ 1	351	-10	2,341	b	b	b	b	b	b	b
Paper and Its Products	9	+21	- 6	359	-10	2,531	6	-13	- 5	268	122	180	117
Tobacco and Its Products	12	+12	- 3	2,019	+10	12,125	4	- 6	+ 1	150	32	48	33
Middle Atlantic	588	+ 5	- 6	69,512	+ 8	553,600	324	-20	+ 3	30,963	92	119	91
Automotive Supplies	24	+10	+ 5	539	- 8	3,838	16	- 9	- 4	763	208	256	251
Chemicals (industrial)	4	- 4	+13	108	+ 6	4,949	4	+ 7	+ 6	206	191	171	202
Paints and Varnishes	4	+ 5	-28	45	c	299	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	11	+31	- 5	1,973	c	17,725	5	-44	- 6	402	95	227	102
Shoes and Other Footwear	8	+22	-19	680	+19	5,295	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	19	+ 9	- 1	4,385	+10	33,506	7	- 8	- 4	1,540	132	164	137
Dry Goods	39	+18	-19	4,886	+17	42,836	18	-39	- 4	2,056	126	222	109
Electrical Goods	65	-21	c	5,820	-10	48,347	54	-50	c	2,623	50	79	50
Fresh Fruits and Vegetables	16	- 2	-15	616	+23	4,415	9	+25	+ 2	64	20	19	17
Furniture and House Furnishings	16	+25	-19	962	-21	8,927	10	-68	-15	573	70	287	87
Groceries and Foods, except Farm Products	94	+12	+ 2	10,925	+ 8	77,344	42	- 8	- 6	4,154	121	141	133
Meats and Meat Products	23	- 4	-19	9,868	+13	75,753	10	- 2	+10	1,272	59	46	41
Beer	10	+11	+ 6	516	+14	2,247	7	-48	-25	15	5	11	7
General Hardware	55	+ 2	-14	3,515	- 4	24,462	20	-30	- 5	3,226	165	226	155
Industrial Supplies	31	- 5	- 8	2,734	+ 9	28,736	20	- 7	c	2,025	98	105	92
Plumbing and Heating Supplies	45	-12	-12	1,705	-17	15,152	29	-25	- 2	1,254	102	119	87
Jewelry	13	+ 3	-26	725	+37	5,565	9	- 6	- 4	1,004	218	258	179
Lumber and Building Materials	6	+14	+ 5	368	- 6	7,125	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	5	+42	+ 8	78	+16	1,774	b	b	b	b	b	b	b
Surgical Equipment and Supplies	4	+17	-12	75	+30	1,069	b	b	b	b	b	b	b
Metals	5	- 5	- 9	1,153	+12	16,869	b	b	b	b	b	b	b
Paper and Its Products	27	+28	+ 2	2,361	- 7	19,846	15	-11	- 3	1,435	95	133	95
Tobacco and Its Products	43	+14	+12	7,530	+11	44,459	23	+32	- 7	3,391	56	51	70
East North Central	528	- 1	- 3	48,767	c	382,125	331	-21	- 2	30,340	97	118	96
Automotive Supplies	44	+26	+ 2	957	+ 5	7,451	23	-21	- 1	961	149	238	156
Chemicals (industrial)	4	+13	-29	517	+27	5,656	b	b	b	b	b	b	b
Paints and Varnishes	8	+50	+ 7	409	+14	2,770	4	-13	+ 9	458	121	214	123
Clothing and Furnishings, except Shoes	11	+44	-16	412	+39	3,277	6	-34	+25	298	129	264	88
Drugs and Sundries (liquor excluded)	24	+10	- 2	4,10[illegible]	+16	30,[illegible]33	10	+16	+ 2	1,679	169	174	159
Dry Goods	7	+28	- 6	994	+26	7,829	4	-57	- 7	746	80	237	82
Electrical Goods	64	-29	- 1	4,790	-36	34,010	52	-42	- 5	2,913	67	81	71
Dairy and Poultry Products	12	+14	+ 1	818	+15	3,309	6	+31	- 4	97	20	18	23
Fresh Fruits and Vegetables	17	+42	+ 7	1,302	+40	6,843	9	+ 1	- 2	87	14	18	15
Furniture and House Furnishings	9	-11	-30	376	-17	3,872	7	-46	+ 3	482	164	249	107
Groceries and Foods, except Farm Products	108	+10	+ 1	12,054	+11	83,372	80	- 5	[illegible]	8,114	111	125	118
Confectionery	8	+11	-17	101	+31	988	5	- 7	- 2	55	69	83	58
Meats and Meat Products	18	-23	-12	5,32[illegible]	+ 3	43,[illegible]50	13	+ 8	+17	2,219	52	38	40
Beer	16	+20	+ 6	471	+32	3,545	11	-39	-26	49	13	25	18
Wines and Liquors	5	+19	+ 3	457	+24	3,672	b	b	b	b	b	b	b
General Hardware	20	- 8	+ 1	4,205	-22	31,164	15	-37	- 6	5,549	147	218	161
Industrial Supplies	17	- 9	c	1,253	+ 1	10,119	11	-26	- 1	465	96	124	93

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1943

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 1943 vs. July 1942	Percent change: July 1943 vs. June 1943	July 1943 (Add 000)	Percent change from 7 mos. 1942	Seven months 1943 (Add 000)	Number of firms reporting stocks	Percent change: July 1943 vs. July 1942	Percent change: July 1943 vs. June 1943	July 31, 1943 (Add 000)	July 1943	July 1942	June 1943
East North Central (continued)													
Plumbing and Heating Supplies	14	-16	- 1	507	- 7	3,557	10	-14	+ 1	482	198	166	190
Jewelry	10	+37	-19	560	+ 8	3,210	5	-41	-26	412	108	389	126
Lumber and Building Materials	10	-31	-13	405	-28	3,096	6	-31	- 6	241	106	100	105
Machinery, Eqpt., and Supplies, except Electrical	12	+ 6	+ 6	608	- 2	6,197	10	-25	- 7	376	63	90	72
Surgical Equipment and Supplies	4	+24	+ 7	108	+50	4,374	b	b	b	b	b	b	b
Metals	9	- 2	- 7	1,040	+ 6	10,500	6	+46	c	1,332	187	125	175
Paper and Its Products	24	+28	- 6	1,928	c	12,957	11	-13	- 3	1,153	117	172	117
Tobacco and Its Products	32	+ 8	- 3	3,508	+10	23,341	11	-11	c	586	39	49	37
West North Central	278	+ 1	- 3	29,960	+ 3	258,966	176	-24	c	27,954	131	174	130
Automotive Supplies	24	+16	+ 2	664	+12	5,342	11	- 9	- 4	161	113	138	118
Drugs and Sundries (liquor excluded)	15	+13	- 7	2,893	+17	21,581	5	+15	+ 3	1,679	219	214	205
Dry Goods	6	+ 7	- 3	6,162	+24	41,675	5	-30	+ 2	8,054	135	204	128
Electrical Goods	36	-34	- 4	1,482	-43	11,709	30	-51	- 1	1,140	99	142	100
Dairy and Poultry Products	5	+13	- 2	59	+37	258	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	6	+65	+42	561	+30	4,262	4	+11	- 1	70	19	28	27
Groceries and Foods, except Farm Products	67	+ 4	- 5	6,665	+14	54,346	49	-21	- 4	6,777	126	167	123
Beer	8	+45	+ 3	314	+43	1,656	6	-35	-37	17	7	17	12
General Hardware	13	-12	+ 2	3,082	-17	27,712	12	-23	- 1	5,607	193	225	200
Industrial Supplies	12	- 8	- 5	752	- 7	5,551	6	- 7	- 1	655	169	165	162
Plumbing and Heating Supplies	10	-31	-19	490	-17	3,914	5	-26	-11	192	108	85	107
Jewelry	5	+15	- 8	142	+22	917	b	b	b	b	b	b	b
Lumber and Building Materials	6	-21	- 7	256	- 7	4,332	4	+21	+24	252	111	71	84
Machinery, Eqpt., and Supplies, except Electrical	7	+12	- 9	127	+25	906	5	-10	- 1	145	123	159	112
Paper and Its Products	8	+13	- 2	257	+ 6	1,940	5	-13	c	643	251	304	245
Tobacco and Its Products	11	+ 9	- 2	1,217	+17	7,964	5	+ 4	+ 1	859	102	100	98
Leather and Shoe Findings	4	+17	- 5	84	+26	594	b	b	b	b	b	b	b
South Atlantic	390	+ 3	c	28,231	+ 4	212,518	210	-26	- 5	14,288	90	118	95
Automotive Supplies	16	+51	+16	547	- 3	3,942	6	-24	- 5	108	120	203	152
Paints and Varnishes	5	+36	+19	273	+14	1,634	5	+ 7	+ 1	288	105	134	125
Clothing and Furnishings, except Shoes	6	+56	+26	219	+41	1,427	b	b	b	b	b	b	b
Shoes and Other Footwear	4	+10	+19	1,846	+ 9	12,408	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	+16	c	2,387	+21	18,389	b	b	b	b	b	b	b
Dry Goods	10	+19	+ 5	1,575	+30	11,018	5	-47	- 7	1,022	139	282	152
Electrical Goods	45	-27	- 5	3,225	-28	27,228	42	-42	-10	1,984	62	79	66
Fresh Fruits and Vegetables	14	+57	-16	733	+46	5,617	7	- 7	-19	43	9	16	9
Furniture and House Furnishings	7	+27	- 5	344	- 2	3,036	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	110	+13	c	7,594	+16	52,323	49	- 9	- 4	3,284	91	114	94
Confectionery	17	+ 8	- 8	354	+17	2,526	10	-15	- 7	105	46	57	43
Meats and Meat Products	8	+ 4	+ 5	980	+ 7	6,705	6	+ 3	+12	371	38	39	36
Beer	11	- 8	-12	393	+17	2,739	5	-42	+ 4	26	16	24	12
General Hardware	19	+ 4	+ 2	1,791	- 6	13,425	12	-39	- 1	1,295	120	205	126
Industrial Supplies	14	- 7	- 3	945	- 8	6,820	9	-17	- 2	705	118	127	123
Plumbing and Heating Supplies	16	-40	+ 4	811	-39	5,885	14	-22	- 5	911	128	97	142
Jewelry	4	- 7	- 1	140	+ 8	1,173	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	9	+ 8	- 8	328	+ 4	2,270	5	- 4	- 3	340	213	230	185
Metals	4	- 1	-13	170	- 8	1,176	b	b	b	b	b	b	b
Paper and Its Products	11	+ 2	- 8	616	- 4	4,556	4	-13	+ 3	405	173	213	145
Tobacco and Its Products	10	+14	- 6	1,355	+35	11,136	4	+27	+ 7	218	44	37	37

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1943

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 1943 vs. July 1942	Percent change: July 1943 vs. June 1943	July 1943 (Add 000)	Percent change from 7 mos. 1942	Seven months 1943 (Add 000)	Number of firms reporting stocks	Percent change: July 1943 vs. July 1942	Percent change: July 1943 vs. June 1943	July 31, 1943 (Add 000)	July 1943	July 1942	June 1943
East South Central	150	+ 1	- 2	$12,259	+ 4	$91,421	75	-28	+ 3	$6,556	111	144	104
Drugs and Sundries (liquor excluded)	11	+20	+ 3	2,014	+22	13,759	b	b	b	b	b	b	b
Dry Goods	11	+19	- 4	1,412	+42	10,861	6	-50	+ 6	1,019	110	342	94
Electrical Goods	15	-46	- 7	507	-46	3,747	12	-47	+ 1	308	67	65	62
Fresh Fruits and Vegetables	9	+30	-26	236	+43	1,993	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	40	+ 8	+ 5	2,947	+13	20,412	17	-12	+ 1	1,582	98	124	106
Meats and Meat Products	4	- 5	- 7	744	- 1	5,246	b	b	b	b	b	b	b
General Hardware	11	- 6	-11	1,879	-17	14,788	5	-29	- 1	1,146	122	162	106
Lumber and Building Materials	4	-13	+ 7	305	+ 7	2,123	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	4	+ 4	+ 9	81	- 4	1,283	b	b	b	b	b	b	b
Paper and Its Products	4	+ 2	c	263	+ 2	1,818	b	b	b	b	b	b	b
West South Central	241	+ 7	- 2	23,605	+ 8	173,548	145	-13	+ 2	18,957	133	160	127
Automotive Supplies	8	+21	+ 6	250	+35	2,405	6	+28	+29	409	182	172	149
Drugs and Sundries (liquor excluded)	17	+22	+ 3	2,741	+23	20,308	7	+13	+ 1	2,800	221	248	231
Electrical Goods	28	-33	-13	1,131	-30	11,460	21	-56	- 6	652	68	182	61
Groceries and Foods, except Farm Products	107	+15	+ 5	9,995	+19	66,987	71	-10	- 2	6,735	106	133	115
Liquor Department of Other Trades [d]	10	+ 2	-30	689	+43	6,648	b	b	b	b	b	b	b
General Hardware	20	- 3	- 7	2,877	- 2	21,320	11	-22	- 1	2,225	181	250	179
Industrial Supplies	8	+15	+ 7	2,493	-10	14,566	6	-14	- 3	2,677	163	197	172
Machinery, Eqpt., and Supplies, except Electrical	7	+28	c	636	-27	3,749	5	-28	+ 2	1,003	171	312	180
Surgical Equipment and Supplies	5	+13	+25	89	+ 1	508	b	b	b	b	b	b	b
Tobacco and Its Products	8	+11	- 8	329	+15	2,608	b	b	b	b	b	b	b
Mountain	115	- 2	- 1	8,964	+ 5	62,842	80	-19	- 5	7,407	121	136	124
Automotive Supplies	19	c	- 4	378	+ 9	2,727	11	-32	- 3	381	194	275	201
Electrical Goods	13	-43	-13	460	-31	4,317	9	-53	- 5	304	93	108	81
Groceries and Foods, except Farm Products	33	+ 4	+ 1	2,437	+ 6	14,487	30	-14	- 8	2,923	126	133	140
General Hardware	4	- 4	- 9	545	- 5	4,227	b	b	b	b	b	b	b
Lumber and Building Materials	4	-17	- 6	1,060	-10	6,629	4	- 7	- 1	978	92	83	88
Tobacco and Its Products	4	+51	+ 5	276	+82	2,072	b	b	b	b	b	b	b
Pacific	262	+ 1	- 6	35,921	+12	362,858	141	-21	+ 2	22,559	115	140	104
Automotive Supplies	51	+25	- 5	1,265	+12	8,130	15	-18	c	581	146	227	149
Paints and Varnishes	4	- 6	-28	76	+ 2	900	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	4	+58	-15	93	+64	1,299	b	b	b	b	b	b	b
Shoes and Other Footwear	6	- 6	+ 2	257	+21	1,598	5	-37	-10	288	117	173	137
Dry Goods	9	- 5	- 8	1,415	+17	10,345	b	b	b	b	b	b	b
Electrical Goods	22	-24	-14	3,373	-15	29,640	22	-38	+ 4	2,662	79	97	66
Fresh Fruits and Vegetables	7	+20	+ 3	835	+42	11,152	5	c	+ 8	56	10	12	10
Furniture and House Furnishings	9	- 2	-17	1,215	+11	10,082	6	-62	-16	688	62	161	62
Groceries and Foods, except Farm Products	33	+ 8	c	6,479	+22	99,379	22	-15	+17	3,375	94	110	79
Meats and Meat Products	7	+ 1	- 3	825	+ 4	8,381	4	-19	+ 5	207	32	39	30
Beer	8	+15	- 3	276	+56	1,597	6	-43	-14	25	15	28	16
Wines and Liquors	4	+ 4	+ 2	2,050	+25	13,769	b	b	b	b	b	b	b
General Hardware	17	+ 1	-12	5,478	+ 3	46,489	9	-23	- 2	6,329	191	244	160
Industrial Supplies	10	+14	+ 4	2,529	+21	21,333	8	+ 5	+ 7	2,672	115	126	113
Plumbing and Heating Supplies	7	-10	- 9	1,605	c	12,856	b	b	b	b	b	b	b
Lumber and Building Materials	10	-15	- 7	443	c	6,957	8	- 3	- 3	339	98	85	91
Machinery, Eqpt., and Supplies, Except Electrical	12	+ 2	-17	671	- 3	4,639	8	-20	- 2	564	122	153	109
Metals	5	+49	+19	623	+36	5,183	b	b	b	b	b	b	b
Tobacco and Its Products	10	- 1	- 2	1,135	+16	11,308	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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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
AUGUST 1943

Sales of 2,616 wholesalers representing most kinds of business throughout the country were slightly (3%) higher in August 1943 than in August 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 8 months of this year, dollar volume was 5 percent over that of the corresponding period of 1942. Sales in August this year were at approximately the same level as in the preceding month.

Of the 35 trades shown separately in this survey, 11 recorded substantial sales gains for August 1943 over August 1942. Wholesalers of coal showed an increase of 45 percent; clothing and furnishings, except shoes, 43 percent; paper and its products, 41 percent; and specialty lines of groceries and foods, except farm products, 23 percent. A 20 percent gain was reported by wholesalers of metals; 17 percent, drugs and sundries; 14 percent each, wines and liquors and furniture and house furnishings; 11 percent, voluntary-group wholesalers of groceries and foods, and 10 percent each, dry goods and tobacco and its products. Sales remained virtually unchanged from last August's volume for jewelry; but were down slightly for wholesalers of general hardware and lumber and building materials (each 3%), and decreased moderately for shoes and other footwear (6%) and meats and meat products (7%). Electrical goods wholesalers dropped back 23 percent from August a year ago.

Inventories, in terms of dollars based on cost values, at the close of August 1943 were 16 percent lower than those of August 31, 1942, the thirteenth consecutive month that inventories have been smaller, on a year-to-year comparison. They were approximately the same at the end of August as they were at the close of the preceding month this year.

The stock-sales ratio for wholesalers at the end of this August was 108 as against 130 for last August and 111 for July 1943. Of the 33 trades for which stock-sales ratios are shown, 3 showed increases, August 1943 compared with August 1942--meats and meat products, liquor departments of other trades, and metals. Full-line wholesalers of groceries and foods, with sales up 7 percent and inventories down 10 percent, disclosed a stock-sales ratio of 120 for this August as against 140 last August. With sales up 23 percent and inventories off 15 percent, wholesalers of automotive supplies revealed a stock-sales ratio of 148 for August 1943 and 209 for August 1942. Wholesalers of surgical, medical, and hospital equipment and supplies noted a 38 percent increase in sales and a 19 percent increase in inventories, with a stock-sales ratio of 97 for August 1943 and 106 for last August. Paints and varnishes, with 4 percent less dollar volume and 8 percent less inventory, had an August 1943 stock-sales ratio of 175 and an August 1942 ratio of 221.

Collections on accounts receivable were almost 27 percent higher for this August than for August 1942, but approximately the same in August as in July this year. The collection percentage for August 1943 was 109; for August 1942, 86; and for July 1943, 110. Accounts receivable were 19 percent less on August 1, 1943, than on August 1, 1942; but at the beginning of this August the difference from July 1, 1943 was slight.

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

AUGUST 1943

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. 1943 vs. Aug. 1942	Percent change Aug. 1943 vs. July 1943	August 1943 (Add 000)	Percent change from 8 mos. 1942	Eight months 1943 (Add 000)	Number of firms reporting stocks	Percent change Aug. 1943 vs. Aug. 1942	Percent change Aug. 1943 vs. July 1943	August 31, 1943 (Add 000)	August 1943	August 1942	July 1943
UNITED STATES	2,616	+ 3	+ 1	$278,956	+ 5	$2,827,639	1,577	-16	+ 1	$178,810	108	130	111
Automotive Supplies	187	+23	+ 8	4,902	+ 8	40,647	94	-15	b	3,409	148	209	149
Chemicals (industrial)	16	+ 6	- 2	1,110	+ 7	17,339	12	- 1	+ 1	891	99	111	96
Paints and Varnishes	62	- 4	+ 3	3,541	+ 1	28,682	15	- 8	- 5	1,116	175	221	184
Clothing and Furnishings, except Shoes	43	+43	+22	3,856	+15	30,486	23	-32	- 3	965	77	146	91
Shoes and Other Footwear	26	- 6	- 3	16,166	b	133,082	16	-31	+ 2	4,123	49	71	52
Coal	8	+45	+ 3	1,372	+40	11,012	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	117	+17	+ 3	23,926	+17	204,970	90	+14	b	31,020	163	169	168
Dry Goods	90	+10	+10	19,928	+23	157,793	48	-37	- 2	15,130	112	192	128
Electrical Goods	298	-23	+ 4	22,287	-25	210,213	258	-42	- 3	13,029	62	83	67
Dairy and Poultry Products	34	+10	-16	3,482	+26	27,025	17	-10	+15	192	31	38	24
Fresh Fruits and Vegetables	78	+32	-13	3,856	+35	45,967	44	- 7	- 5	447	19	28	18
Farm Supplies	8	+29	+ 7	557	+31	10,378	c	c	c	c	c	c	c
Furniture and House Furnishings	54	+14	+14	4,775	- 7	58,747	23	-54	-10	2,064	100	244	123
Groceries and Foods, except Farm Products	596	+10	- 2	59,760	+14	559,356	352	- 9	+ 3	37,636	117	140	112
Full-line Wholesalers[d]	296	+ 7	- 5	24,799	+16	223,993	166	-10	+ 2	16,064	120	140	112
Voluntary-group Wholesalers	141	+11	- 3	21,623	+ 9	191,362	94	- 7	+ 2	14,309	132	159	128
Retailer-cooperative Warehouses	19	+ 7	+ 1	4,811	+ 6	35,820	11	-10	+ 6	2,839	102	115	97
Specialty Lines	140	+23	+ 4	8,527	+22	108,181	81	- 8	+ 7	4,424	86	110	86
Confectionery	38	+ 9	+ 3	592	+41	8,876	20	+ 2	+12	207	58	59	52
Meats and Meat Products	79	- 7	- 7	30,151	+ 1	278,098	46	- 9	- 7	5,408	44	42	49
Beer	60	+ 5	- 8	1,812	+25	15,767	45	-39	+12	236	15	27	13
Wines and Liquors	24	+14	+15	3,348	+42	68,504	16	-29	+ 8	2,187	87	133	96
Liquor Department of Other Trades[e]	34	- 3	+ 5	5,391	+18	54,493	34	+ 9	+21	9,388	174	156	151
Total Hardware Group	339	- 4	+ 2	35,740	- 7	363,070	212	-23	- 1	33,630	147	182	152
General Hardware	136	- 3	+ 4	22,312	- 8	211,362	85	-25	- 1	23,243	157	203	164
Industrial Supplies	102	- 2	b	8,771	+ 2	105,029	64	-14	- 2	7,677	136	151	135
Plumbing and Heating Supplies	101	-15	- 1	4,657	-17	46,679	63	-22	- 1	2,710	117	125	117
Jewelry	32	- 1	+ 8	1,867	+15	17,876	18	-18	- 8	1,631	162	188	183
Optical Goods	15	+30	+10	280	+19	2,705	7	+ 3	b	94	129	149	145
Lumber and Building Materials	46	- 3	+ 5	2,742	- 8	36,933	31	-11	b	1,941	106	114	112
Machinery, Eqpt., and Supplies, except Electrical	52	+ 7	b	2,431	- 5	28,798	36	-16	b	2,295	116	147	113
Surgical, Medical, and Hospital Eqpt. and Supplies	17	+38	+ 5	989	+23	10,926	8	+19	+ 2	613	97	108	97
Metals	26	+20	+ 2	3,317	+11	45,248	14	+28	+ 5	3,792	157	154	158
Paper and Its Products	76	+41	+13	5,497	+ 2	56,274	36	-12	- 2	2,511	97	157	112
Petroleum	6	-17	+ 3	563	+ 8	152,481	4	-10	- 5	296	59	59	68
Tobacco and Its Products	119	+10	+ 1	11,764	+14	129,036	36	+ 2	+ 4	1,540	42	46	42
Leather and Shoe Findings	17	+12	+12	448	+13	3,728	7	-28	b	208	154	290	173
Miscellaneous	18	+23	+12	2,506	+ 7	19,129	15	- 5	+ 6	2,811	209	250	230

[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.

3-34813.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

AUGUST 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		August 1943	August 1942	July 1943	August 1943 vs. August 1942	August 1943 vs. July 1943	As of August 1, 1943 (Add 000)
UNITED STATES	2,104	109	86	110	-19	- 2	$204,329
Automotive Supplies	139	93	85	94	+12	+ 1	3,107
Chemicals (industrial)	12	101	95	98	+ 1	- 4	861
Paints and Varnishes	29	67	49	69	-12	- 1	1,196
Clothing and Furnishings, except Shoes	38	82	56	86	b	+ 9	3,418
Shoes and Other Footwear	23	76	49	81	-24	+ 8	8,778
Coal	8	92	79	91	+24	+25	1,430
Drugs and Sundries (liquor excluded)	106	102	82	101	- 6	- 1	19,935
Dry Goods	82	75	50	73	-13	- 1	22,869
Electrical Goods	279	77	71	75	-30	- 4	27,712
Dairy and Poultry Products	20	169	151	194	+14	+ 9	1,645
Fresh Fruits and Vegetables	61	156	141	162	+22	- 2	1,696
Farm Supplies	6	125	96	118	- 7	-20	337
Furniture and House Furnishings	44	83	61	82	-35	- 8	5,043
Groceries and Foods, except Farm Products	445	157	117	156	-15	+ 2	28,848
Full-line Wholesalers[c]	208	138	107	142	-13	+ 3	13,557
Voluntary-group Wholesalers	113	169	126	165	-16	b	9,351
Retailer-cooperative Warehouses	16	231	196	247	- 8	+12	1,768
Specialty Lines	108	156	100	144	-20	- 2	4,172
Confectionery	19	113	85	108	- 7	- 7	303
Meats and Meat Products	73	204	175	203	-25	-16	14,069
Beer	19	173	148	179	- 3	- 3	308
Wines and Liquors	16	199	128	208	-23	+13	856
Liquor Department of Other Trades[d]	32	179	79	165	-56	- 8	3,168
Total Hardware Group	316	91	74	90	-24	- 4	35,247
General Hardware	127	96	72	94	-28	- 3	20,533
Industrial Supplies	91	86	82	88	-10	- 3	9,004
Plumbing and Heating Supplies	98	79	70	79	-28	- 8	5,710
Jewelry	23	65	41	71	-10	- 5	1,692
Optical Goods	12	84	66	83	+ 5	- 2	225
Lumber and Building Materials	43	104	81	99	-23	- 1	2,500
Machinery, Equipment, and Supplies, except Electrical	45	96	79	93	-17	- 9	2,280
Surgical, Medical, and Hospital Equipment and Supplies	15	58	59	52	+57	+ 8	1,676
Metals	25	114	115	119	+10	+ 2	2,822
Paper and Its Products	66	95	77	87	b	- 9	4,481
Petroleum	4	147	121	148	-46	- 3	299
Tobacco and Its Products	74	163	131	159	-15	- 5	4,958
Leather and Shoe Findings	15	91	62	87	-18	- 5	378
Miscellaneous	15	86	78	88	+11	+16	2,182

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.

3-34813

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1943

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. 1943 vs. Aug. 1942	Percent change: Aug. 1943 vs. July 1943	August 1943 (Add 000)	Percent change from 8 mos. 1942	Eight months 1943 (Add 000)	Number of firms reporting stocks	Percent change: Aug. 1943 vs. Aug. 1942	Percent change: Aug. 1943 vs. July 1943	August 31, 1943 (Add 000)	August 1943	August 1942	July 1943
New England	161	- 1	+ 6	$15,033	- 4	$124,390	110	-20	+ 1	$8,775	84	101	90
Drugs and Sundries (liquor excluded)	7	+14	+ 3	1,368	+13	10,095	b	b	b	b	b	b	b
Dry Goods	5	+22	+ 6	183	+16	1,436	4	-41	+19	165	94	194	83
Electrical Goods	31	+ 4	c	2,060	-14	17,555	27	-47	- 2	955	47	93	48
Fresh Fruits and Vegetables	6	+49	-16	222	+36	2,823	5	c	+67	15	9	14	4
Groceries and Foods, except Farm Products	18	+12	- 2	2,529	+10	19,740	9	-22	+ 7	599	86	132	90
Meats and Meat Products	7	-25	+26	2,865	-17	22,076	7	-15	+11	819	29	26	32
General Hardware	5	+29	c	286	+ 7	2,247	b	b	b	b	b	b	b
Industrial Supplies	12	-11	- 2	746	- 8	6,286	8	-22	- 2	1,076	179	193	172
Plumbing and Heating Supplies	9	- 4	- 5	112	-29	878	5	-17	- 1	179	227	316	210
Optical Goods	4	+24	+21	41	+ 3	302	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	4	+ 9	+ 3	121	- 8	1,228	b	b	b	b	b	b	b
Metals	4	-15	- 3	56	-11	2,397	b	b	b	b	b	b	b
Paper and Its Products	8	+48	+12	392	- 5	2,923	5	- 9	+ 2	264	116	193	123
Tobacco and Its Products	10	+19	+ 3	1,833	+11	14,022	b	b	b	b	b	b	b
Middle Atlantic	540	+11	- 1	60,816	+ 8	623,663	302	-16	c	27,002	97	120	102
Automotive Supplies	22	+19	+ 6	536	- 5	4,400	15	c	- 1	726	195	240	208
Chemicals (industrial)	4	+22	+ 3	111	+ 7	5,668	4	+32	- 1	204	184	169	191
Clothing and Furnishings, except Shoes	12	+49	+23	2,359	+ 4	20,084	5	-49	-18	293	71	170	108
Shoes and Other Footwear	7	+ 2	+ 8	654	+17	5,949	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	+12	+ 2	5,210	+10	38,982	17	+10	+ 2	5,546	148	155	148
Dry Goods	35	+14	+ 6	4,987	+17	47,823	16	-44	- 9	1,720	99	184	123
Electrical Goods	60	-22	+ 1	5,781	-11	54,406	52	-47	- 4	2,453	46	70	49
Fresh Fruits and Vegetables	16	+24	- 7	576	+24	5,154	6	+31	-11	51	25	26	27
Furniture and House Furnishings	13	+ 4	- 7	710	-19	9,866	4	-49	- 7	260	72	172	70
Groceries and Foods, except Farm Products	92	+19	- 1	10,418	+ 9	89,061	42	- 2	+ 5	3,611	108	129	105
Confectionery	4	+11	+ 5	59	+ 7	402	b	b	b	b	b	b	b
Meats and Meat Products	22	+13	-14	9,347	+13	85,108	9	c	+ 1	610	47	49	50
Beer	11	+ 3	+ 1	308	+12	2,688	8	-38	+ 5	21	8	12	7
General Hardware	29	+ 6	+ 4	2,865	- 3	27,405	15	-20	- 1	2,123	153	201	182
Industrial Supplies	29	- 2	+ 2	2,609	+ 8	31,827	19	- 7	+ 1	1,905	98	102	99
Plumbing and Heating Supplies	42	-12	- 6	1,456	-17	14,714	27	-26	- 3	1,020	102	111	97
Jewelry	12	+ 2	+10	778	+31	6,343	9	- 4	- 9	1,032	191	182	260
Optical Goods	6	+25	+ 1	143	+12	1,179	b	b	b	b	b	b	b
Lumber and Building Materials	5	+13	+ 4	278	- 6	8,193	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	5	+35	- 5	73	+17	1,847	b	b	b	b	b	b	b
Metals	4	+25	+11	1,024	+11	19,553	b	b	b	b	b	b	b
Paper and Its Products	23	+54	+15	2,135	- 3	22,657	14	- 6	c	873	64	110	76
Tobacco and Its Products	28	+ 2	c	2,407	+11	46,866	8	- 1	+ 4	317	35	35	34
East North Central	528	+ 2	c	48,510	c	415,269	331	-20	c	33,085	102	125	103
Automotive Supplies	54	+27	+ 5	1,307	+ 8	9,027	32	-17	+ 2	1,188	137	208	139
Chemicals (industrial)	4	+ 9	- 7	482	+24	4,138	b	b	b	b	b	b	b
Paints and Varnishes	8	+30	+20	224	+15	2,994	4	- 8	-14	293	153	219	221
Clothing and Furnishings, except Shoes	11	+35	+ 8	443	+38	3,720	7	-32	+ 2	304	115	213	121
Drugs and Sundries (liquor excluded)	21	+18	+ 3	4,136	+16	34,970	16	+12	+ 2	4,674	148	157	149
Dry Goods	9	+16	+ 5	1,288	+25	9,323	6	-54	-10	1,014	84	207	98
Electrical Goods	62	-31	- 1	3,838	-35	38,377	50	-45	- 7	2,455	73	90	78
Dairy and Poultry Products	11	+11	-10	636	+14	3,945	6	+32	+ 7	96	29	22	23
Fresh Fruits and Vegetables	15	+38	-22	833	+40	7,814	8	-16	-10	75	20	32	19
Furniture and House Furnishings	9	c	+24	429	-15	4,316	6	-54	-15	357	108	214	163
Groceries and Foods, except Farm Products	106	+ 7	- 3	11,687	+11	95,731	69	- 2	+ 4	7,313	125	136	120
Confectionery	9	+21	+15	144	+30	1,132	5	+ 9	+15	60	63	71	66
Meats and Meat Products	18	-10	- 2	5,375	+ 1	49,125	14	-15	-17	1,930	41	44	49
Beer	18	+ 7	-12	551	+29	4,288	12	-40	-12	64	13	24	14
Wines and Liquors	8	+11	+17	1,149	+21	4,944	5	-43	-16	362	42	82	65
General Hardware	20	-12	- 8	3,941	-20	36,165	15	-36	+ 3	5,813	161	219	145
Industrial Supplies	19	- 5	+ 2	1,440	c	11,651	11	-30	- 3	442	89	136	94

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1943

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. 1943 vs. Aug. 1942	Percent change: Aug. 1943 vs. July 1943	August 1943 (Add 000)	Percent change from 8 mos. 1942	Eight months 1943 (Add 000)	Number of firms reporting stocks	Percent change: Aug. 1943 vs. Aug. 1942	Percent change: Aug. 1943 vs. July 1943	August 31, 1943 (Add 000)	August 1943	August 1942	July 1943
East North Central (continued)													
Plumbing and Heating Supplies	15	c	+13	$621	- 6	$4,178	11	-13	- 2	$512	155	164	182
Jewelry	7	+ 5	-14	433	+ 7	3,643	b	b	b	b	b	b	b
Lumber and Building Materials	10	-14	+ 9	520	-25	3,784	6	-40	- 5	276	109	124	119
Machinery, Eqpt., and Supplies, except Electrical	9	+ 5	- 5	398	- 1	6,595	7	- 6	+2	237	62	70	57
Surgical, Medical, and Hospital Eqpt. and Supplies	6	+32	+ 4	670	+47	5,578	b	b	b	b	b	b	b
Metals	7	+24	c	975	+ 8	11,874	5	+32	+ 6	1,462	219	210	204
Paper and Its Products	20	+48	+15	1,642	+ 4	14,599	7	-17	- 3	630	115	191	133
Tobacco and Its Products	35	+11	+ 2	3,605	+10	26,966	12	+ 1	+ 5	651	39	47	40
West North Central	250	+ 7	+ 5	30,652	+ 3	295,523	176	-23	+ 1	32,707	129	178	135
Automotive Supplies	16	- 3	+ 1	312	+11	5,873	6	- 9	+ 1	94	165	181	155
Shoes and Other Footwear	4	+ 1	c	958	-10	6,509	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	13	+17	+ 6	2,756	+17	24,478	12	+15	+ 1	3,855	167	173	179
Dry Goods	6	+13	+12	7,289	+22	48,964	5	-30	+ 1	8,744	124	201	138
Electrical Goods	30	-29	+ 4	1,126	-42	12,859	28	-48	- 2	1,053	104	144	112
Fresh Fruits and Vegetables	6	+41	-11	482	+31	5,109	4	+13	+ 1	69	23	28	19
Furniture and House Furnishings	4	+17	+17	972	- 9	23,001	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	70	+ 5	- 3	7,563	+13	63,576	54	-16	+ 2	9,002	139	177	135
Beer	6	+27	-28	151	+42	1,807	6	+ 9	+56	25	17	19	8
General Hardware	13	+ 1	+12	3,452	-15	32,375	12	-17	- 1	5,557	169	209	193
Industrial Supplies	10	- 2	+ 6	565	- 7	6,116	5	-11	- 3	487	185	212	217
Plumbing and Heating Supplies	10	-31	+ 5	513	-19	4,442	5	-25	+ 8	208	99	101	108
Jewelry	5	+10	+42	201	+19	1,118	b	b	b	b	b	b	b
Lumber and Building Materials	5	+34	+14	203	- 8	4,979	b	b	b	b	b	b	b
Paper and Its Products	5	+39	- 2	140	+ 7	2,080	b	b	b	b	b	b	b
Tobacco and Its Products	11	+16	- 4	829	+17	8,793	4	- 2	+ 1	147	63	63	58
Leather and Shoe Findings	4	+30	+ 4	87	+26	681	b	b	b	b	b	b	b
South Atlantic	368	+ 2	+ 2	27,833	+ 4	242,502	220	-16	+ 4	17,369	97	113	96
Automotive Supplies	17	+24	+ 5	596	c	4,704	9	-16	c	249	141	208	143
Paints and Varnishes	5	+ 8	- 8	250	+13	1,884	5	+ 8	- 1	286	114	115	105
Clothing and Furnishings, except Shoes	6	+21	+10	235	+38	1,677	b	b	b	b	b	b	b
Shoes and Other Footwear	4	+ 4	+12	2,069	+ 9	14,477	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	20	+23	+ 6	2,393	+21	21,283	12	+11	+ 1	2,525	181	204	189
Dry Goods	8	- 2	+ 7	1,620	+25	12,638	4	-43	- 2	992	130	217	140
Electrical Goods	44	-31	+ 3	3,359	-29	30,891	43	-37	- 2	2,043	61	67	65
Fresh Fruits and Vegetables	13	+50	- 4	677	+47	6,294	8	+49	+34	67	14	15	10
Furniture and House Furnishings	7	+39	+29	442	+ 2	3,478	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	109	+14	- 1	7,514	+16	60,292	51	c	+11	3,790	101	117	92
Confectionery	15	+ 6	- 2	312	+15	2,838	8	+ 7	+13	102	55	51	46
Meats and Meat Products	7	+ 2	-16	776	+ 7	7,481	5	+ 9	+ 1	334	44	41	37
General Hardware	18	- 5	- 3	1,719	- 6	15,259	11	-38	- 6	1,083	111	168	112
Industrial Supplies	12	- 2	+12	756	- 7	7,626	8	-22	- 4	598	113	137	125
Plumbing and Heating Supplies	15	-21	- 1	722	-37	6,627	b	b	b	b	b	b	b
Jewelry	4	c	+17	164	+ 8	1,456	b	b	b	b	b	b	b
Lumber and Building Materials	5	+13	-11	155	c	1,325	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	9	+28	+14	375	+ 6	2,652	5	+ 1	+ 1	343	176	231	210
Metals	4	+ 2	- 4	161	- 7	1,337	b	b	b	b	b	b	b
Paper and Its Products	10	+13	+10	610	- 2	5,194	4	-11	- 3	392	154	172	173
Tobacco and Its Products	9	+15	c	1,361	+32	12,842	4	+ 8	+ 3	217	44	44	42

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[a]		
	Number of firms reporting sales	Percent change		August 1943 (Add 000)	Percent change from 8 mos. 1942	Eight months 1943 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1943 (Add 000)	August 1943	August 1942	July 1943
		Aug. 1943 vs. Aug. 1942	Aug. 1943 vs. July 1943					Aug. 1943 vs. Aug. 1942	Aug. 1943 vs. July 1943				
East South Central	154	+ 2	+ 7	$13,029	+ 3	$104,904	83	-14	+ 3	$8,723	114	129	117
Drugs and Sundries (liquor excluded)	10	+17	c	1,918	+22	15,677	b	b	b	b	b	b	b
Dry Goods	11	+ 1	+20	1,697	+35	12,558	5	-43	+ 2	989	92	151	111
Electrical Goods	13	-35	+18	577	-45	4,359	10	-44	-10	308	59	65	78
Fresh Fruits and Vegetables	9	+28	+ 4	244	+41	2,237	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	41	+12	c	2,975	+13	23,502	17	- 7	+ 3	1,612	110	128	100
Beer	5	+38	+ 4	76	+56	597	4	-10	-16	26	35	58	44
General Hardware	12	-12	+ 9	2,085	-17	16,873	6	-17	c	1,337	121	127	128
Lumber and Building Materials	4	- 1	+ 1	307	+ 6	2,450	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	4	+21	+ 9	88	- 4	1,469	b	b	b	b	b	b	b
Paper and Its Products	5	+18	+ 7	287	+ 4	2,109	b	b	b	b	b	b	b
West South Central	227	+ 5	c	22,258	+ 8	197,132	147	-13	c	19,313	126	151	127
Automotive Supplies	8	+47	- 1	328	+36	2,790	6	- 5	+ 4	254	89	141	84
Drugs and Sundries (liquor excluded)	15	+19	+ 1	2,434	+23	22,906	11	+12	+ 2	3,814	186	200	185
Dry Goods	6	+ 4	+ 8	1,207	+50	9,192	5	-45	- 3	769	87	159	99
Electrical Goods	27	-28	+15	1,304	-29	12,845	20	-54	- 3	821	56	84	67
Groceries and Foods, except Farm Products	98	+ 9	- 7	8,480	+18	75,639	64	- 9	- 1	6,022	115	139	108
General Hardware	18	- 1	+ 7	2,800	- 2	24,293	10	-28	- 3	2,038	145	209	167
Industrial Supplies	7	c	-11	1,786	- 9	16,352	6	-14	- 3	2,589	182	193	163
Machinery, Eqpt., and Supplies, except Electrical	5	+17	- 4	255	-24	4,279	b	b	b	b	b	b	b
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+23	- 6	58	+ 3	566	b	b	b	b	b	b	b
Tobacco and Its Products	8	+23	+ 4	347	+16	2,955	b	b	b	b	b	b	b
Mountain	111	- 3	- 1	7,377	+ 4	70,987	82	-12	+ 2	8,446	141	150	139
Automotive Supplies	16	+ 1	+ 9	398	+ 8	3,164	11	-23	+ 1	417	210	258	217
Dry Goods	4	+11	+16	607	+21	4,464	b	b	b	b	b	b	b
Electrical Goods	12	-27	+24	571	-31	5,019	9	-35	- 3	421	89	92	115
Groceries and Foods, except Farm Products	30	+ 3	- 3	2,118	+ 6	16,665	26	- 4	+ 4	2,562	141	150	131
Meats and Meat Products	4	-22	-21	667	+ 5	5,555	b	b	b	b	b	b	b
General Hardware	5	-17	- 3	270	- 6	4,497	5	-30	- 5	696	258	307	282
Tobacco and Its Products	5	+19	- 3	88	+80	2,203	b	b	b	b	b	b	b
Pacific	234	+ 3	+ 6	30,734	+12	409,198	125	- 4	+ 1	21,706	122	125	127
Automotive Supplies	47	+36	+18	1,319	+15	9,474	12	-28	- 4	337	132	222	134
Paints and Varnishes	4	- 6	-18	131	+ 4	1,187	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	5	+17	+16	119	+57	1,486	b	b	b	b	b	b	b
Shoes and Other Footwear	4	+10	+30	223	+19	1,821	4	-44	+ 7	147	66	129	80
Dry Goods	6	+ 5	+13	1,050	+16	11,395	b	b	b	b	b	b	b
Electrical Goods	19	-13	+ 9	3,671	-14	33,922	19	-29	+ 2	2,710	74	91	79
Fresh Fruits and Vegetables	7	+19	- 6	497	+40	12,199	5	- 5	-20	99	25	31	32
Furniture and House Furnishings	11	+15	+24	1,585	+12	11,780	5	-25	+ 4	150	156	207	107
Groceries and Foods, except Farm Products	32	+ 9	c	6,476	+20	115,150	20	-17	- 2	3,125	89	111	91
Meats and Meat Products	6	+ 4	c	762	+ 4	9,143	5	-19	-26	212	28	36	38
Beer	7	- 9	-20	207	+43	1,820	5	-30	+28	23	19	23	12
General Hardware	16	+ 3	+ 8	4,894	+ 2	52,248	8	-16	- 4	4,247	165	204	188
Industrial Supplies	6	+28	+12	469	+20	22,334	b	b	b	b	b	b	b
Plumbing and Heating Supplies	5	-15	- 4	1,088	- 2	14,102	b	b	b	b	b	b	b
Lumber and Building Materials	11	-14	+ 6	716	c	8,372	9	-11	c	366	61	61	64
Machinery, Eqpt., and Supplies, except Electrical	8	- 6	-14	378	- 2	5,260	5	-23	+14	354	130	183	99
Metals	4	+30	- 5	441	+36	5,624	b	b	b	b	b	b	b
Tobacco and Its Products	10	c	+ 3	1,094	+15	12,746	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.

S-34813

States Comprising Geographic Divisions:

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

Immediate release - November 1, 1943.

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
SEPTEMBER 1943

Reports from 2,674 wholesalers representing most kinds of business throughout the country showed sales for September 1943 virtually unchanged from those of September 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 9 months of this year, dollar volume was 5 percent over that of the corresponding period of 1942, and for this September over the preceding month sales gained slightly (2%).

For September 1943 over September 1942, of the 35 trades shown separately in this survey, 21 recorded sales gains, from a slight (2%) increase for dry goods wholesalers to an outstanding rise (55%) for wholesalers of farm supplies. Wholesalers of coal showed an increase of 34 percent; paper and its products, 33 percent; surgical, medical, and hospital equipment and supplies, 30 percent; and fresh fruits and vegetables, 28 percent. A 22 percent gain was reported by wholesalers of specialty lines of groceries and foods; 20 percent by wholesalers of automotive supplies; 18 percent, beer; 13 percent, metals; and 10 percent each, tobacco and its products and full-line wholesalers of groceries and foods. Sales were virtually unchanged from last September's volume for dealers in wholesale industrial chemicals, were down slightly (2%) for wholesalers of wines and liquors, and were off 7 percent each for furniture and house furnishings, meat and meat products, and lumber and building materials. Wholesalers of the three types of hardware (general hardware, industrial supplies, and plumbing and heating supplies) reported sales decreases of 6 to 18 percent.

Inventories, in terms of dollars based on cost values, at the close of September 1943 were 11 percent lower than those of September 30, 1942, the fourteenth consecutive month that inventories have been smaller, on a year-to-year comparison. Virtually no change in inventories was indicated at the end of this September compared with stocks held at the close of the preceding month.

The stock-sales ratio for wholesalers at the end of this September was 109 as against 122 for the last September and 112 for August 1943. Wholesalers of clothing and furnishings, except shoes, with sales up 4 percent and inventories down 43 percent, showed a stock-sales ratio of 61 this September as against 140 last September. With sales up 11 percent and inventories 16 percent, wholesalers of drugs and sundries revealed a stock-sales ratio of 153 for September 1943 and 148 for September 1942. Wholesalers of jewelry noted a 16 percent decrease in sales and a 5 percent decrease in inventories, with a stock-sales ratio of 176 for September 1943 and 155 for last September. Paints and varnishes, with 8 percent more dollar volume and 16 percent less inventory, had a September 1943 stock-sales ratio of 259 and a September 1942 ratio of 329. Of the 34 trades for which stock-sales ratios are shown, 9 showed increases, September 1943 compared with September 1942.

Collections on accounts receivable were 22 percent higher for this September than for September 1942, but approximately the same in September as in August this year. The collection percentage for September 1943 was 110; for September 1942, 90; and for August 1943, 111. Accounts receivable were 17 percent less on September 1, 1943, than on September 1, 1942; but at the beginning of this September compared with August 1, 1943, a slight (2%) gain was noted.

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.

3-35276

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
SEPTEMBER 1943

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.1943 vs. Sept.1942	Percent change Sept.1943 vs. Aug. 1943	September 1943 (Add 000)	Percent change from 9 mos.1942	Nine months 1943 (Add 000)	Number of firms reporting stocks	Percent change Sept.1943 vs. Sept.1942	Percent change Sept.1943 vs. Aug. 1943	Sept. 30, 1943 (Add 000)	Sept. 1943	Sept. 1942	Aug. 1943
UNITED STATES	2,674	b	+ 2	$303,597	+ .5	$3,219,994	1,695	-11	b	$206,876	109	122	112
Automotive Supplies	165	+20	+ 2	4,075	+ 9	46,020	92	-15	- 2	3,202	140	200	151
Chemicals (industrial)	19	- 1	- 2	1,343	+ 7	19,787	15	- 2	- 4	1,143	103	106	102
Paints and Varnishes	58	+ 8	- 1	3,489	+ 1	35,052	45	-16	+ 1	8,571	259	329	253
Clothing and Furnishings, except Shoes	42	+ 4	+11	4,884	+13	35,525	22	-43	-19	707	61	140	74
Shoes and Other Footwear	28	- 6	+12	13,199	- 1	146,559	17	-30	-12	2,363	64	84	67
Coal	7	+34	+ 3	1,395	+39	12,407	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	135	+11	+ 9	27,318	+16	234,908	105	+16	+ 1	33,580	153	148	167
Dry Goods	92	+ 2	- 3	19,015	+20	177,814	47	-28	+ 1	14,811	118	171	116
Electrical Goods	303	-25	+ 2	22,171	-25	234,604	261	-36	- 2	12,242	60	71	62
Dairy and Poultry Products	37	+ 5	- 6	3,789	+23	31,682	19	-11	b	839	43	53	44
Fresh Fruits and Vegetables	83	+28	+ 3	4,707	+34	52,808	56	- 7	+ 7	518	16	22	15
Farm Supplies	12	+55	+29	848	+33	11,396	6	+29	+ 2	275	129	141	171
Furniture and House Furnishings	60	- 7	- 8	4,889	- 7	66,101	33	-54	- 7	2,352	88	169	90
Groceries and Foods, except Farm Products	604	+10	+ 6	66,793	+13	641,101	368	- 6	b	41,321	106	125	112
Full-line Wholesalers[d]	303	+10	+ 7	26,966	+15	255,538	179	- 9	b	17,352	110	133	118
Voluntary-group Wholesalers	143	+ 4	+ 3	22,572	+ 8	218,343	98	- 7	+ 1	15,472	134	153	135
Retailer-cooperative Warehouses	19	+ 9	+11	5,062	+ 7	40,922	13	- 8	+ 1	2,943	96	110	104
Specialty Lines	139	+22	+ 6	12,193	+22	126,298	78	-13	- 2	5,554	65	72	71
Confectionery	40	+ 4	+10	778	+39	10,280	24	-14	+11	284	53	63	55
Meats and Meat Products	81	- 7	- 1	31,037	b	309,471	49	-10	+ 1	5,400	47	43	42
Beer	60	+18	b	1,762	+24	17,969	43	-32	+15	287	20	36	18
Wines and Liquors	27	- 2	- 6	7,032	+36	80,387	22	-23	+ 2	7,456	112	143	104
Liquor Department of Other Trades[e]	36	- 1	+36	7,367	+15	62,273	34	+ 9	+ 8	10,055	136	125	173
Total Hardware Group	316	- 9	- 3	36,913	- 7	412,049	191	-19	- 3	36,172	153	170	151
General Hardware	138	- 6	- 4	23,832	- 8	242,562	87	-23	- 4	26,350	160	193	160
Industrial Supplies	102	-12	- 5	8,723	+ 1	117,998	65	- 8	b	7,969	143	128	134
Plumbing and Heating Supplies	76	-18	+ 6	4,358	-17	51,489	39	- 9	- 2	1,853	116	107	122
Jewelry	35	-16	+ 4	2,289	+10	20,816	20	- 5	- 7	2,258	176	155	195
Optical Goods	16	+18	- 1	342	+19	3,090	7	- 1	- 3	109	89	104	88
Lumber and Building Materials	52	- 7	- 1	4,282	- 8	43,914	35	- 6	+ 1	2,738	84	81	82
Machinery, Eqpt., and Supplies, except Electrical	55	- 5	- 7	2,520	- 4	32,419	39	-19	- 2	2,447	120	157	120
Surgical, Medical, and Hospital Eqpt. and Supplies	20	+30	- 9	1,010	+24	12,064	11	+22	+ 5	784	100	111	106
Metals	27	+13	+ 3	3,836	+11	51,754	14	-56	b	4,068	141	103	145
Paper and Its Products	86	+33	+ 1	6,420	+ 5	64,973	40	-15	- 4	3,091	102	166	103
Petroleum	8	-11	+ 5	620	+ 8	174,407	5	- 6	- 1	316	56	68	61
Tobacco and Its Products	132	+10	+ 1	16,598	+14	152,313	51	+43	+ 5	6,506	75	60	72
Leather and Shoe Findings	18	+20	- 4	392	+14	4,146	9	-28	b	241	143	232	150
Miscellaneous	20	+11	- 7	2,484	+ 6	21,905	15	- 8	- 2	2,740	156	175	151

[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

SEPTEMBER 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		September 1943	September 1942	August 1943	September 1943 vs. September 1942	September 1943 vs. August 1943	As of September 1, 1943 (Add 000)
UNITED STATES	2,222	110	90	111	-17	+ 2	$224,185
Automotive Supplies	144	92	85	92	+13	+ 7	3,329
Chemicals (industrial)	16	90	91	88	+ 3	- 6	1,297
Paints and Varnishes	57	80	65	81	-20	- 2	4,289
Clothing and Furnishings, except Shoes	39	90	67	83	- 5	+16	5,050
Shoes and Other Footwear	25	70	55	69	-24	+ 8	4,316
Coal	7	94	83	92	+22	+ 4	1,475
Drugs and Sundries (liquor excluded)	124	103	85	102	- 5	+ 2	21,526
Dry Goods	83	72	51	75	-19	+ 4	23,399
Electrical Goods	276	76	70	77	-31	- 2	26,863
Dairy and Poultry Products	24	170	148	171	- 3	-13	1,818
Fresh Fruits and Vegetables	67	168	158	164	+20	- 7	1,904
Farm Supplies	7	158	115	123	- 4	+ 1	356
Furniture and House Furnishings	49	84	60	84	-28	- 3	5,385
Groceries and Foods, except Farm Products	456	151	121	149	-11	+ 2	33,972
Full-line Wholesalers[b]	214	147	115	140	-15	c	13,366
Voluntary-group Wholesalers	116	161	130	159	-14	- 2	11,100
Retailer-cooperative Warehouses	16	245	206	235	-10	+ 4	1,698
Specialty Lines	110	122	101	131	+ 3	+11	7,808
Confectionery	23	131	98	120	-20	+ 6	396
Meats and Meat Products	74	202	170	209	-21	+ 3	14,529
Beer	24	168	124	163	-15	-14	322
Wines and Liquors	21	147	104	182	-25	+11	3,381
Liquor Department of Other Trades[d]	33	194	85	183	-55	c	3,147
Total Hardware Group	291	90	78	91	-22	c	37,031
General Hardware	128	94	75	95	-25	+ 1	23,223
Industrial Supplies	90	86	86	87	- 5	c	8,999
Plumbing and Heating Supplies	73	78	75	80	-31	- 3	4,809
Jewelry	26	59	39	61	-26	c	2,209
Optical Goods	13	111	89	100	c	- 2	241
Lumber and Building Materials	49	94	94	103	- 6	+ 2	4,362
Machinery, Equipment, and Supplies, except Electrical	47	92	85	96	- 8	+ 3	2,387
Surgical, Medical, and Hospital Equipment and Supplies	19	59	53	59	+27	- 7	1,543
Metals	25	115	118	116	+15	+ 3	3,107
Paper and Its Products	74	84	75	85	+20	+ 9	6,485
Petroleum	6	160	128	146	-38	c	317
Tobacco and Its Products	90	178	149	185	-12	+ 2	7,013
Leather and Shoe Findings	17	91	66	91	-14	+ 4	414
Miscellaneous	16	86	81	85	+10	+ 5	2,322

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
[b] Not affiliated with voluntary or cooperative groups.
[c] Less than 0.5 percent.
[d] Chiefly of the wholesale drug trade.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[a]		
	Number of firms reporting sales	Percent change		September 1943 (Add 000)	Percent change from 9 mos. 1942	Nine months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1943 (Add 000)	Sept. 1943	Sept. 1942	Aug. 1943
		Sept.1943 vs. Sept.1942	Sept.1943 vs. Aug. 1943					Sept.1943 vs. Sept.1942	Sept.1943 vs. Aug. 1943				
New England	168	- 9	- 3	$14,991	- 4	$140,546	118	-17	+ 1	$9,168	89	95	85
Chemicals (industrial)	4	+ 4	+ 8	285	-11	4,089	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	11	+ 6	+ 8	1,748	+12	11,843	9	+16	+ 1	2,124	147	136	161
Electrical Goods	30	-20	-11	1,786	-15	19,400	26	-36	+ 2	933	53	66	46
Groceries and Foods, except Farm Products	20	- 6	- 1	2,583	+ 8	22,363	11	-24	c	690	98	124	88
Meats and Meat Products	6	-24	-14	2,424	-17	24,500	6	-23	+ 7	866	36	35	29
General Hardware	5	+17	+ 8	308	+ 8	2,555	b	b	b	b	b	b	b
Industrial Supplies	12	- 9	- 3	726	- 8	7,012	8	-19	c	1,091	187	198	182
Plumbing and Heating Supplies	9	-16	+11	124	-28	1,002	5	-16	c	178	191	275	225
Optical Goods	4	+11	c	40	+ 4	342	b	b	b	b	b	b	b
Metals	5	-43	-15	275	-16	2,672	b	b	b	b	b	b	b
Paper and Its Products	9	+37	c	399	- 1	3,351	6	-15	- 4	261	105	178	116
Tobacco and Its Products	12	+11	- 1	2,076	+11	16,436	4	+30	+ 1	153	30	26	32
Middle Atlantic	567	+ 4	+ 1	72,761	+ 8	712,307	331	- 7	+ 1	38,073	95	107	96
Automotive Supplies	23	+22	+ 8	575	- 3	5,046	16	- 5	- 2	738	176	231	195
Chemicals (industrial)	4	+10	-10	100	+ 9	6,331	4	+15	c	205	205	197	184
Paints and Varnishes	4	+31	+ 5	46	+ 5	389	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	13	- 2	+18	3,510	+ 3	23,675	5	-56	-19	237	61	162	71
Shoes and Other Footwear	7	- 8	- 7	601	+14	6,550	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	+ 4	+ 5	4,777	+ 9	43,836	17	+12	+ 2	4,558	134	131	144
Dry Goods	37	- 5	- 7	4,823	+15	52,679	18	-43	- 7	1,616	94	161	101
Electrical Goods	64	-13	+ 6	6,258	-11	60,981	55	-40	+ 1	2,629	45	67	48
Dairy and Poultry Products	10	+ 2	- 3	2,057	+20	16,144	5	-13	c	741	51	63	53
Fresh Fruits and Vegetables	15	+25	+ 8	580	+24	5,779	9	+ 6	+ 2	56	12	15	15
Furniture and House Furnishings	17	-18	- 5	943	-18	11,259	11	-72	- 8	479	61	175	61
Groceries and Foods, except Farm Products	95	+ 8	+ 4	11,605	+ 8	101,225	42	- 2	- 2	4,456	110	121	118
Confectionery	4	+10	- 8	54	+ 7	456	b	b	b	b	b	b	b
Meats and Meat Products	23	+ 3	- 2	10,141	+12	95,286	11	+15	+20	1,366	70	48	49
Beer	13	+20	- 6	343	+12	3,127	10	-39	+20	30	9	18	8
General Hardware	31	- 2	- 4	3,325	- 3	31,878	18	-22	- 3	2,831	152	185	146
Industrial Supplies	29	-10	- 6	2,656	+ 4	35,399	19	+12	+ 2	2,248	110	91	102
Plumbing and Heating Supplies	27	-14	+ 3	1,088	-16	18,049	14	c	+ 1	693	106	84	105
Jewelry	12	-11	+22	944	+24	7,302	10	+20	- 8	1,522	189	141	249
Optical Goods	6	+15	+ 1	150	+13	1,372	b	b	b	b	b	b	b
Lumber and Building Materials	8	-19	- 3	1,139	- 7	10,259	4	c	+ 4	454	53	41	49
Machinery, Eqpt., and Supplies, except Electrical	4	+43	-20	114	+18	2,049	b	b	b	b	b	b	b
Metals	4	+36	+ 1	1,043	+13	22,629	b	b	b	b	b	b	b
Paper and Its Products	27	+37	- 2	2,689	+ 1	26,304	14	-13	- 5	1,203	81	127	75
Petroleum	4	-14	+ 6	548	-19	4,696	b	b	b	b	b	b	b
Tobacco and Its Products	44	+12	+ 1	6,976	+11	58,342	25	+56	+ 5	5,151	91	68	87
East North Central	528	- 2	+ 4	49,496	c	470,224	349	-18	- 3	33,173	98	113	102
Automotive Supplies	52	+26	+ 7	1,272	+10	10,386	33	-17	- 3	1,122	122	186	136
Chemicals (industrial)	4	-15	- 4	465	+19	4,603	b	b	b	b	b	b	b
Paints and Varnishes	7	+19	- 8	380	+17	3,589	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	10	+22	+ 1	441	+36	4,161	7	-39	-14	279	99	194	123
Drugs and Sundries (liquor excluded)	24	+15	+13	4,785	+16	40,152	18	+12	+ 2	4,865	133	138	149
Dry Goods	8	+17	+13	1,368	+24	10,691	5	-53	-10	895	70	172	88
Electrical Goods	59	-31	+ 5	4,009	-35	42,750	49	-40	- 4	2,366	67	76	73
Dairy and Poultry Products	15	+15	- 3	717	+15	4,734	7	+ 3	- 5	75	20	22	21
Fresh Fruits and Vegetables	16	+32	- 2	836	+39	8,674	12	-17	+ 5	109	20	30	18
Furniture and House Furnishings	10	-12	- 2	484	-15	4,836	7	-61	-22	289	75	171	110
Groceries and Foods, except Farm Products	106	+ 7	+ 9	12,720	+10	109,666	75	- 3	- 1	8,312	117	131	126
Confectionery	8	+12	+ 4	141	+27	1,273	4	+12	+ 2	58	67	69	66
Meats and Meat Products	20	-21	- 9	4,461	- 1	53,784	17	-28	-13	1,574	42	45	42
Beer	17	+13	- 8	492	+28	4,919	13	-45	+ 7	77	18	37	15
Wines and Liquors	8	-36	-25	785	+ 8	5,789	6	-54	+11	330	54	68	34
General Hardware	19	-10	+ 4	4,063	-19	41,362	15	-33	- 4	5,500	147	196	160

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [a]		
	Number of firms reporting sales	Percent change		September 1943 (Add 000)	Percent change from 9 mos. 1942	Nine months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1943 (Add 000)	Sept. 1943	Sept. 1942	Aug. 1943
		Sept.1943 vs. Sept.1942	Sept.1943 vs. Aug. 1943					Sept.1943 vs. Sept.1942	Sept.1943 vs. Aug. 1943				
East North Central (continued)													
Industrial Supplies	16	-11	- 5	$942	- 1	$12,593	11	-25	- 5	$310	75	85	76
Plumbing and Heating Supplies	13	- 6	c	558	- 6	4,736	9	-10	- 4	439	147	157	170
Jewelry	9	- 7	- 3	577	+ 5	4,247	b	b	b	b	b	b	b
Lumber and Building Materials	10	-18	- 2	510	-25	4,305	7	-13	- 4	328	107	77	100
Surgical, Medical, and Hospital Eqpt. and Supplies	6	+42	+11	745	+46	6,323	b	b	b	b	b	b	b
Metals	8	+10	+12	1,261	+ 8	13,691	5	- 3	- 1	1,395	166	86	181
Paper and Its Products	21	+40	+ 6	1,814	+ 8	16,992	9	-16	- 6	696	100	186	116
Tobacco and Its Products	31	+ 6	+ 1	3,365	+10	30,386	11	- 6	c	623	40	45	41
West North Central	267	c	c	32,900	+ 3	336,634	180	-12	+ 2	34,667	133	154	128
Automotive Supplies	20	+17	+ 6	592	+13	7,140	6	+ 2	+ 4	119	147	195	184
Clothing and Furnishings, except Shoes	4	c	-10	235	+13	1,583	b	b	b	b	b	b	b
Shoes and Other Footwear	4	- 4	- 2	940	- 9	7,449	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	15	+12	+12	3,478	+16	28,136	14	+18	+ 3	4,723	161	153	173
Dry Goods	6	+ 5	- 7	6,493	+20	56,018	5	-15	+ 7	9,375	149	184	128
Electrical Goods	32	-20	+ 7	1,440	-40	14,545	27	-40	- 5	944	92	128	102
Fresh Fruits and Vegetables	8	+25	-13	578	+30	6,011	6	+11	+ 1	117	28	30	24
Furniture and House Furnishings	5	-10	-11	1,011	- 8	25,746	4	-43	- 3	861	89	138	81
Groceries and Foods, except Farm Products	66	+ 5	c	6,615	+12	70,778	49	-11	+ 1	7,759	142	168	138
Beer	9	+15	-15	215	+38	2,143	6	- 9	+28	32	21	27	14
General Hardware	12	-13	-12	3,488	-14	37,741	11	-15	- 3	6,647	194	200	177
Industrial Supplies	11	-32	- 4	668	-12	6,984	5	-16	- 2	489	174	110	162
Plumbing and Heating Supplies	10	-17	+13	590	-19	5,046	4	-18	-12	173	74	87	97
Jewelry	4	-32	-19	72	+14	1,190	4	-25	+ 3	155	215	195	169
Paper and Its Products	6	+31	+ 2	224	+ 9	2,382	b	b	b	b	b	b	b
Tobacco and Its Products	11	+ 7	+ 2	650	+16	10,074	b	b	b	b	b	b	b
Leather and Shoe Findings	4	+42	+ 1	88	+28	769	b	b	b	b	b	b	b
South Atlantic	358	+ 1	+ 5	28,571	+ 4	273,321	215	-13	- 1	16,975	91	102	98
Automotive Supplies	17	+15	- 8	541	+ 1	5,345	9	-15	- 3	253	144	196	150
Paints and Varnishes	4	+12	+ 9	247	+13	2,131	4	+ 2	- 5	249	101	111	115
Clothing and Furnishings, except Shoes	5	+ 1	+18	150	+34	1,827	b	b	b	b	b	b	b
Shoes and Other Footwear	4	- 7	- 8	1,913	+ 7	16,390	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	24	+17	+ 9	2,929	+20	24,339	14	+11	+ 1	2,746	162	176	178
Dry Goods	8	- 1	+11	1,794	+21	14,432	5	-45	-17	821	90	159	127
Electrical Goods	44	-28	+ 2	3,372	-29	34,522	42	-36	- 6	1,849	56	63	61
Fresh Fruits and Vegetables	14	+52	+14	896	+47	7,321	9	+43	+30	99	15	16	13
Furniture and House Furnishings	7	- 1	-19	360	+ 2	3,838	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	107	+15	+ 7	7,614	+16	68,257	52	+ 1	+ 4	4,023	98	112	102
Confectionery	16	+ 7	+15	380	+14	3,243	11	+10	+19	138	54	51	56
Meats and Meat Products	7	+10	+ 9	849	+ 7	8,405	5	+31	+ 9	364	44	37	44
Beer	6	+47	+33	385	+18	3,541	4	-44	+30	60	19	52	21
General Hardware	20	- 9	+ 1	1,825	- 6	17,228	12	-30	c	1,240	121	158	121
Industrial Supplies	11	-18	- 7	649	- 8	8,472	7	-18	- 1	547	118	119	117
Plumbing and Heating Supplies	4	-28	+ 2	241	-37	6,868	b	b	b	b	b	b	b
Jewelry	4	-29	-18	216	+ 1	1,803	b	b	b	b	b	b	b
Lumber and Building Materials	5	-15	c	143	- 2	1,468	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	8	+10	-10	298	+ 7	2,959	5	+ 5	- 1	336	179	209	175
Paper and Its Products	10	+24	+ 8	593	c	5,812	4	- 9	+ 3	403	134	187	154
Tobacco and Its Products	9	+15	+ 6	1,348	+31	14,540	b	b	b	b	b	b	b

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1943

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.1943 vs. Sept.1942	Percent change Sept.1943 vs. Aug. 1943	September 1943 (Add 000)	Percent change from 9 mos. 1942	Nine months 1943 (Add 000)	Number of firms reporting stocks	Percent change Sept.1943 vs. Sept.1942	Percent change Sept.1943 vs. Aug. 1943	Sept. 30, 1943 (Add 000)	Sept. 1943	Sept. 1942	Aug. 1943
East South Central	154	+10	+ 7	$14,411	+ 4	$119,731	84	-16	- 2	$9,157	106	132	116
Drugs and Sundries (liquor excluded)	12	+12	+ 8	2,225	+20	17,902	b	b	b	b	b	b	b
Dry Goods	11	+16	+ 9	1,842	+32	14,400	5	-45	-16	834	68	140	92
Electrical Goods	15	-39	-17	498	-44	4,857	12	-39	+ 1	325	73	69	60
Fresh Fruits and Vegetables	9	+64	+20	293	+44	2,530	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	41	+20	+10	3,359	+14	26,861	18	-14	- 2	1,702	101	138	110
Meats and Meat Products	4	c	+11	1,022	- 2	7,062	b	b	b	b	b	b	b
General Hardware	12	-11	- 7	1,894	-16	18,877	5	-14	- 5	1,096	115	118	115
Lumber and Building Materials	4	+ 3	+ 5	321	+ 6	2,794	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	5	+32	+12	155	- 3	1,747	4	-21	- 4	130	90	154	103
Paper and Its Products	4	+21	+ 6	301	+ 6	2,410	b	b	b	b	b	b	b
West South Central	244	+ 1	+ 1	24,172	+ 7	225,355	159	-14	c	21,680	128	146	131
Automotive Supplies	5	+13	- 8	154	+31	3,023	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	18	+11	+ 6	3,252	+21	26,730	14	+11	- 2	5,298	184	185	200
Dry Goods	6	- 8	- 7	1,035	+41	10,227	5	-40	- 4	756	107	155	101
Electrical Goods	27	-31	- 1	1,271	-29	14,198	21	-36	+12	697	63	66	56
Groceries and Foods, except Farm Products	106	+10	+ 6	9,736	+17	87,513	72	-14	- 2	6,756	104	135	114
General Hardware	19	- 1	- 3	2,760	- 2	27,362	11	-22	+ 2	2,166	150	188	147
Industrial Supplies	9	-15	- 7	2,081	-10	18,433	7	-12	- 2	2,615	203	155	179
Machinery, Eqpt., and Supplies, except Electrical	7	+27	-19	233	-23	4,878	b	b	b	b	b	b	b
Surgical, Medical, and Hospital Eqpt. and Supplies	6	+13	+ 7	116	+ 4	703	b	b	b	b	b	b	b
Paper and Its Products	5	+ 8	-16	308	+14	2,608	b	b	b	b	b	b	b
Tobacco and Its Products	8	+17	- 9	335	+16	3,290	b	b	b	b	b	b	b
Mountain	104	- 5	c	7,061	+ 3	80,445	80	- 8	- 1	6,863	134	137	137
Automotive Supplies	12	+ 7	+ 4	220	+ 8	3,447	9	-26	- 4	303	163	235	177
Electrical Goods	12	-42	-16	440	-32	5,581	9	-39	- 2	299	84	87	71
Fresh Fruits and Vegetables	5	+31	- 3	123	+69	1,532	5	+21	+42	17	14	15	9
Groceries and Foods, except Farm Products	30	+ 2	+ 3	2,184	+ 6	18,981	26	- 1	+ 1	2,589	137	144	141
General Hardware	5	+ 8	+ 1	680	- 3	5,658	b	b	b	b	b	b	b
Pacific	242	- 1	+ 2	39,323	+10	473,575	148	+ 2	- 1	29,620	110	109	117
Automotive Supplies	32	+17	- 5	651	+16	10,320	13	-21	+ 4	434	146	216	138
Clothing and Furnishings, except Shoes	6	+23	+ 7	167	+53	1,727	b	b	b	b	b	b	b
Shoes and Other Footwear	6	- 7	- 6	280	+13	2,176	5	-24	- 9	315	119	144	123
Dry Goods	9	- 6	- 7	1,407	+13	13,202	b	b	b	b	b	b	b
Electrical Goods	20	-29	+ 2	3,097	-15	37,770	20	-23	- 4	2,200	71	66	75
Fresh Fruits and Vegetables	10	+15	+11	1,098	+36	14,796	7	-10	+ 4	57	9	12	8
Furniture and House Furnishings	12	+ 2	- 9	1,492	+10	13,323	6	-29	- 4	253	153	260	180
Groceries and Foods, except Farm Products	33	+18	+ 7	10,377	+19	135,457	23	+ 9	- 1	5,034	68	77	75
Meats and Meat Products	5	- 2	c	730	+ 4	9,899	4	- 4	+ 5	215	31	31	29
Beer	8	- 5	c	221	+34	2,060	5	-41	-17	19	15	26	20
Wines and Liquors	4	-17	+ 4	2,279	+14	18,781	4	+ 4	- 3	2,846	125	100	134
General Hardware	15	c	- 8	5,389	+ 2	59,901	9	-20	- 5	6,109	172	217	173
Industrial Supplies	7	+11	- 3	537	+22	25,604	4	+21	+ 4	302	111	131	104
Plumbing and Heating Supplies	6	-18	+11	1,606	- 4	15,877	b	b	b	b	b	b	b
Lumber and Building Materials	14	+13	+ 5	1,408	+ 3	10,346	12	+ 8	+12	919	70	75	67
Machinery, Eqpt., and Supplies, except Electrical	10	+ 8	-14	492	- 2	6,029	7	-20	+ 3	483	146	207	146
Metals	4	+28	- 7	426	+35	6,050	b	b	b	b	b	b	b
Tobacco and Its Products	11	+ 1	c	1,606	+14	14,890	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.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		Sept. 1943	Sept. 1942	Aug. 1943	Sept.1943 vs. Sept.1942	Sept.1943 vs. Aug. 1943	September 1, 1943 (Add 000)
New England	148	109	95	111	-15	b	$12,694
Drugs and Sundries (liquor excluded)	11	95	82	94	- 3	+ 1	1,683
Electrical Goods	27	73	68	78	- 8	+ 2	2,557
Groceries and Foods, except Farm Products	14	131	105	129	-14	- 5	1,715
Meats and Meat Products	5	160	168	188	-17	+ 2	1,484
General Hardware	5	82	68	90	- 3	+ 5	330
Industrial Supplies	10	114	98	111	-28	- 7	544
Plumbing and Heating Supplies	9	69	51	59	-29	+ 5	172
Optical Goods	4	91	77	83	- 8	+ 5	44
Metals	5	173	144	120	-45	-21	187
Paper and Its Products	8	94	75	97	+11	b	407
Tobacco and Its Products	11	191	176	178	+ 3	- 3	978
Middle Atlantic	475	115	96	118	-10	b	54,659
Automotive Supplies	19	84	82	85	+15	+ 6	419
Chemicals (industrial)	4	122	150	137	+43	+22	83
Clothing and Furnishings, except Shoes	12	100	76	96	-10	+22	3,146
Shoes and Other Footwear	7	69	51	74	-20	+14	927
Drugs and Sundries (liquor excluded)	19	87	75	88	- 4	+ 2	4,123
Dry Goods	34	80	63	87	-16	- 3	5,008
Electrical Goods	61	75	73	79	-19	- 3	7,569
Dairy and Poultry Products	8	178	152	167	- 4	-18	1,091
Fresh Fruits and Vegetables	11	310	268	264	+ 1	-15	146
Furniture and House Furnishings	14	78	54	75	-31	-10	1,241
Groceries and Foods, except Farm Products	71	152	122	153	-12	- 4	5,794
Meats and Meat Products	22	224	182	214	-10	- 7	4,567
Beer	8	158	99	147	-28	-13	153
General Hardware	27	88	72	87	-15	+ 1	3,505
Industrial Supplies	26	84	89	86	+ 1	+ 2	2,849
Plumbing and Heating Supplies	25	71	60	72	-32	- 2	1,455
Jewelry	8	60	35	69	-31	- 7	564
Optical Goods	5	92	66	83	- 1	- 3	132
Lumber and Building Materials	7	84	89	90	+ 3	+ 3	1,355
Machinery, Eqpt., and Supplies, except Electrical	4	120	116	78	+27	-25	100
Paper and Its Products	21	76	73	76	+31	+ 8	2,638
Tobacco and Its Products	30	218	178	231	-17	+ 2	2,721
East North Central	431	115	97	114	-17	b	34,324
Automotive Supplies	47	105	98	102	+16	+ 3	891
Paints and Varnishes	7	64	51	70	+ 5	- 2	575
Clothing and Furnishings, except Shoes	9	89	70	86	+ 2	+ 4	488
Drugs and Sundries, (liquor excluded)	22	102	84	100	- 7	+ 4	3,303
Dry Goods	6	80	62	79	- 7	b	1,438
Electrical Goods	53	86	72	81	-44	+ 1	4,164
Dairy and Poultry Products	8	162	139	165	-14	- 4	109
Fresh Fruits and Vegetables	11	220	200	213	+23	-16	193
Furniture and House Furnishings	9	101	74	105	-34	+10	412
Groceries and Foods, except Farm Products	77	153	124	147	-12	+ 1	6,260
Meats and Meat Products	19	215	217	232	-19	- 6	1,945
Beer	5	118	119	143	+15	+ 1	68
Wines and Liquors	7	196	167	274	-39	+13	169
General Hardware	19	101	77	99	-35	- 6	3,841
Industrial Supplies	14	91	98	87	+ 3	- 2	921
Plumbing and Heating Supplies	13	97	87	99	-17	+ 8	534
Jewelry	7	67	46	66	-11	+ 1	637
Lumber and Building Materials	10	123	95	114	-39	- 3	406
Surgical, Medical, and Hospital Eqpt. and Supplies	5	56	50	55	+44	- 9	1,195
Metals	7	119	108	119	+ 7	- 4	901
Paper and Its Products	21	92	82	92	+28	+12	1,830
Tobacco and Its Products	20	150	137	158	- 5	+ 3	1,590
West North Central	230	98	73	101	-23	+ 5	29,243
Automotive Supplies	18	85	79	92	+13	+12	570
Shoes and Other Footwear	4	87	77	92	-22	+ 8	1,046
Drugs and Sundries (liquor excluded)	15	109	88	108	- 9	+ 4	2,818
Dry Goods	6	62	40	66	-20	+ 8	10,154
Electrical Goods	31	84	72	92	-48	- 1	1,425
Furniture and House Furnishings	5	98	71	102	-30	- 5	1,135
Groceries and Foods, except Farm Products	54	200	154	197	-20	+ 1	2,998
General Hardware	12	106	74	112	-39	+ 9	3,565
Industrial Supplies	11	90	86	88	-26	- 2	711
Plumbing and Heating Supplies	10	89	73	70	-30	+ 1	574
Jewelry	4	81	54	71	-36	+ 5	108
Paper and Its Products	4	87	68	79	+ 8	+ 2	260
Tobacco and Its Products	4	191	197	231	- 9	+ 3	64
Leather and Shoe Findings	4	102	71	103	-18	+ 6	83

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		Sept. 1943	Sept. 1942	Aug. 1943	Sept. 1943 vs. Sept. 1942	Sept. 1943 vs. Aug. 1943	September 1, 1943 (Add 000)
South Atlantic	281	103	80	102	-24	b	$19,813
Automotive Supplies	13	87	80	91	+15	+ 3	456
Paints and Varnishes	4	83	70	90	-20	- 6	231
Clothing and Furnishings, except Shoes	5	76	59	59	+ 4	+18	193
Drugs and Sundries (liquor excluded)	22	103	80	100	- 5	+ 3	2,282
Dry Goods	6	71	53	65	-17	+ 3	1,763
Electrical Goods	43	74	67	72	-39	- 5	4,519
Fresh Fruits and Vegetables	12	132	117	129	+37	- 3	447
Groceries and Foods, except Farm Products	75	157	130	151	- 4	+ 2	3,228
Confectionery	9	109	82	105	-15	+ 4	221
Meats and Meat Products	6	216	174	199	-16	-14	315
General Hardware	20	88	69	90	-33	- 3	2,029
Industrial Supplies	9	79	75	88	-12	+15	792
Plumbing and Heating Supplies	4	89	78	91	-48	+ 3	254
Machinery, Eqpt., and Supplies, except Electrical	7	91	86	105	+ 5	+12	258
Paper and Its Products	9	82	68	83	- 4	+ 5	607
Tobacco and Its Products	5	151	129	166	b	+10	313
East South Central	127	106	84	104	-19	+ 4	10,668
Drugs and Sundries (liquor excluded)	11	107	98	108	+ 4	b	1,741
Dry Goods	11	81	49	75	-23	+ 8	2,106
Electrical Goods	12	78	74	96	-38	+13	618
Fresh Fruits and Vegetables	7	180	138	174	+ 7	+ 7	109
Groceries and Foods, except Farm Products	32	137	112	134	- 8	+ 7	1,954
Meats and Meat Products	4	249	174	186	-38	-24	355
General Hardware	10	90	78	95	-31	- 2	1,284
Lumber and Building Materials	4	128	120	137	- 7	- 2	232
Paper and Its Products	4	92	75	98	- 6	+19	307
West South Central	192	111	86	109	-16	+ 1	17,041
Drugs and Sundries (liquor excluded)	14	99	79	102	- 3	+ 3	2,691
Dry Goods	5	76	49	75	-23	+11	1,345
Electrical Goods	23	71	91	75	-29	- 1	1,653
Groceries and Foods, except Farm Products	80	142	106	133	-14	- 2	4,948
General Hardware	17	105	77	110	-27	+ 4	1,910
Industrial Supplies	7	86	84	84	b	- 4	2,115
Surgical, Medical, and Hospital Eqpt. and Supplies	6	65	61	70	- 4	+ 1	149
Paper and Its Products	5	83	73	88	+ 7	+ 7	389
Tobacco and Its Products	5	109	92	119	-20	+ 4	117
Mountain	90	116	95	117	-24	+ 3	5,102
Automotive Supplies	11	86	72	86	-12	+ 8	223
Electrical Goods	11	77	66	67	-43	+10	814
Fresh Fruits and Vegetables	5	143	117	111	+ 9	-32	70
Groceries and Foods, except Farm Products	27	171	128	172	-24	+ 2	1,123
Pacific	207	104	87	106	-16	+ 2	32,558
Automotive Supplies	29	89	84	88	+18	+13	586
Shoes and Other Footwear	6	95	67	84	-36	+ 1	311
Dry Goods	8	93	71	95	-28	- 6	1,340
Electrical Goods	15	72	69	69	-25	- 6	3,544
Fresh Fruits and Vegetables	9	145	153	144	+16	+ 2	575
Furniture and House Furnishings	12	75	52	73	-27	- 3	1,969
Groceries and Foods, except Farm Products	26	133	113	145	+ 2	+13	5,954
Meats and Meat Products	4	256	187	279	-32	+ 5	246
General Hardware	15	88	79	87	- 6	+ 2	6,555
Industrial Supplies	6	76	70	77	+19	+ 8	601
Plumbing and Heating Supplies	5	75	87	79	-27	- 7	1,678
Lumber and Building Materials	14	86	94	103	+14	+ 3	1,580
Machinery, Eqpt., and Supplies, except Electrical	8	95	72	108	-13	+10	346
Metals	4	99	89	98	+52	- 3	494
Tobacco and Its Products	10	130	91	133	-23	+ 6	1,106

[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.)

Immediate release - December 2, 1943

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
OCTOBER 1943

Reports from 2,776 wholesalers representing most kinds of business throughout the country showed sales for October 1943 down 6 percent from those of October 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 10 months of this year, dollar volume was 4 percent over that of the corresponding period of 1942, and for this October compared with the preceding month, sales remained almost unchanged.

For October 1943 over October 1942, of the 35 trades shown separately in this survey, 17 recorded sales gains, from a slight (2%) increase for voluntary-group wholesalers of groceries and foods to a substantial rise of 23 percent for wholesalers of automotive supplies. Beer wholesalers reported a 22 percent sales gain; paper and its products, leather and shoe findings, and farm supplies, each 21 percent; coal, 15 percent; metals, 13 percent; and specialty lines of groceries and foods, 12 percent. A 9 percent gain was reported by wholesalers of clothing and furnishings, except shoes; 8 percent, full-line wholesalers of groceries and foods; 6 percent, tobacco and its products; and 5 percent each, paints and varnishes, and drugs and sundries. Sales remained practically unchanged from last October's volume for dealers in wholesale general hardware, were down 9 percent for wholesalers of meats and meat products, 16 percent for lumber and building materials, 25 percent each for shoes and other footwear and for electrical goods wholesalers, and 32 percent for wholesalers of wines and liquors.

Inventories, in terms of dollars based on cost values, at the close of October 1943 were 6 percent lower than those of October 31, 1942, the fifteenth consecutive month that inventories have been smaller, on a year-to-year comparison. Compared with stocks held on September 30 this year, almost no change was noted at the end of October.

The stock-sales ratio for wholesalers at the end of this October was 105 as against 104 for last October and 104 for September 1943. Wholesalers of confectionery, with sales down 7 percent and inventories down 15 percent, showed a stock-sales ratio of 56 this October as against 58 last October. With sales up 7 percent and inventories up 28 percent, wholesalers of surgical, medical, and hospital equipment and supplies revealed a stock-sales ratio of 133 for October 1943 and 110 for October 1942. Wholesalers of jewelry noted an 8 percent decrease in sales and virtually no change in inventories, with a stock-sales ratio of 151 for October 1943 and 138 for last October. Plumbing and heating supplies, with 25 percent less dollar volume and 12 percent less inventory, had an October 1943 stock-sales ratio of 117 and an October 1942 ratio of 98. Sales were up 15 percent for optical goods wholesalers and inventories were down 18 percent, reflected in a stock-sales ratio of 72, as against 103 for October a year ago. Of the 35 trades for which stock-sales ratios are shown, 13 showed increases, October 1943 compared with October 1942.

Collections on accounts receivable were 21 percent higher for this October than for October 1942, and almost 6 percent over those of September this year. The collection percentage for October 1943 was 115; for October 1942, 95; and for September 1943, 109. Accounts receivable were 19 percent less on October 1, 1943, than on October 1, 1942; but at the beginning of this October compared with September 1, 1943, virtually no change was noted.

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
OCTOBER 1943

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 1943 (Add 000)	Percent change from 10 mos. 1942	Ten months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1943 (Add 000)	Oct. 1943	Oct. 1942	Sept. 1943
		Oct. 1943 vs. Oct. 1942	Oct. 1943 vs. Sept. 1943					Oct. 1943 vs. Oct. 1942	Oct. 1943 vs. Sept. 1943				
UNITED STATES	2,776	- 6	+ 1	$311,746	+ 4	$3,610,255	1,718	- 6	+ 1	$202,147	105	104	104
Automotive Supplies	188	+23	+ 6	5,039	+11	52,992	89	-12	- 1	3,036	139	188	142
Chemicals (industrial)	18	-10	+ 2	927	+ 6	21,503	14	+ 8	+ 2	657	92	76	92
Paints and Varnishes	61	+ 5	- 1	3,590	+ 1	38,896	15	- 3	- 3	1,264	169	186	156
Clothing and Furnishings, except Shoes	46	+ 9	-11	4,619	+13	40,628	22	-36	- 7	727	78	108	71
Shoes and Other Footwear	28	-25	-14	16,019	- 3	167,295	17	-25	- 7	3,296	42	50	43
Coal	10	+15	- 3	2,043	+35	14,614	5	-12	+18	1,171	86	112	74
Drugs and Sundries (liquor excluded)	137	- 5	+ 1	27,595	+15	265,877	105	+15	+ 1	33,456	153	140	152
Dry Goods	93	- 7	[b]	19,046	+17	198,348	48	-24	- 3	14,551	115	145	120
Electrical Goods	311	-25	- 3	22,740	-25	259,854	265	-28	+ 2	13,378	64	67	60
Dairy and Poultry Products	40	- 2	- 5	3,580	+19	35,740	23	+ 8	+ 5	962	42	41	39
Fresh Fruits and Vegetables	87	+16	- 3	4,643	+32	58,814	58	- 9	+ 8	831	24	29	21
Farm Supplies	14	+21	-13	840	+32	12,300	7	+19	+12	337	114	153	99
Furniture and House Furnishings	52	-26	-10	3,928	- 8	71,911	26	-49	+30	2,301	125	158	81
Groceries and Foods, except Farm Products	602	+ 6	+ 2	64,755	+12	716,341	366	- 1	+ 5	41,147	114	122	110
Full-line Wholesalers[c]	305	+ 8	+ 1	27,644	+14	286,748	178	- 1	+ 7	17,798	113	124	107
Voluntary-group Wholesalers	141	+ 2	+ 1	22,757	+ 8	244,118	95	+ 1	+ 4	16,218	141	145	134
Retailer-cooperative Warehouses	21	[b]	- 8	5,008	+ 6	46,512	14	- 4	+ 4	3,213	100	99	92
Specialty Lines	135	+12	+11	9,346	+20	158,963	79	- 6	- 1	3,918	69	81	77
Confectionery	42	- 7	+ 4	822	+36	11,639	22	-15	+10	292	56	58	53
Meats and Meat Products	81	- 9	+10	34,080	- 1	346,053	50	+ 1	+16	6,854	54	40	46
Beer	68	+22	- 2	1,976	+24	20,442	50	-32	+18	389	24	43	20
Wines and Liquors	27	-32	+14	5,350	+27	88,787	20	-22	+ 3	4,654	100	85	111
Liquor Department of Other Trades[d]	36	-31	+ 6	7,717	+ 7	70,499	35	+45	+10	10,879	141	68	136
Total Hardware Group	350	- 8	+ 1	38,027	- 7	459,599	223	-15	- 3	36,643	146	158	150
General Hardware	140	- 1	+ 1	23,833	- 7	270,926	89	-16	- 4	25,862	155	183	160
Industrial Supplies	102	-12	+ 1	8,953	[b]	130,501	68	-10	- 2	7,846	131	126	136
Plumbing and Heating Supplies	108	-25	- 4	5,241	-17	58,172	66	-12	+ 1	2,935	117	98	113
Jewelry	38	- 8	+ 9	2,593	+ 7	23,532	21	+ 1	- 5	2,128	151	138	174
Optical Goods	17	+15	- 3	338	+19	3,462	7	-18	- 4	76	72	103	76
Lumber and Building Materials	56	-16	- 7	4,967	- 8	50,764	37	- 6	+ 1	2,787	84	72	79
Machinery, Eqpt., and Supplies, except Electrical	55	- 8	- 5	2,357	- 5	35,922	40	-12	+ 3	2,304	113	120	108
Surgical, Medical, and Hospital Eqpt. and Supplies	22	+ 7	- 3	1,035	+22	13,214	14	+28	+ 1	1,132	133	110	127
Metals	31	+13	- 1	4,001	+11	58,386	16	+47	+ 5	4,408	157	128	152
Paper and Its Products	87	+21	- 1	7,129	+ 7	73,979	43	-13	- 4	3,727	97	138	102
Petroleum	10	- 9	+ 6	667	+10	197,683	5	- 6	- 2	310	52	60	56
Tobacco and Its Products	131	+ 6	+ 7	18,484	+13	172,132	54	+ 8	-17	6,084	61	61	79
Leather and Shoe Findings	18	+21	+11	355	+14	4,501	10	-23	- 4	237	127	196	143
Miscellaneous	20	- 6	- 2	2,484	+ 5	24,548	11	+ 7	- 3	2,169	222	231	228

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.

3-35662

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
OCTOBER 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		October 1943	October 1942	September 1943	October 1943 vs. October 1942	October 1943 vs. September 1943	As of October 1, 1943 (Add 000)
UNITED STATES	**2,250**	**115**	**95**	**109**	**-19**	**+ 1**	**$232,068**
Automotive Supplies	148	95	83	93	+ 6	+ 3	3,415
Chemicals (industrial)	16	106	104	98	+ 6	- 2	770
Paints and Varnishes	28	71	62	67	- 4	+ 1	1,386
Clothing and Furnishings, except Shoes	42	88	65	90	-15	+ 6	5,584
Shoes and Other Footwear	25	86	75	75	-22	+ 2	10,060
Coal	10	101	99	101	+10	- 1	2,068
Drugs and Sundries (liquor excluded)	126	102	87	104	- 7	+ 9	23,415
Dry Goods	83	77	63	73	-24	+ 1	23,573
Electrical Goods	274	81	72	77	-30	+ 1	28,744
Dairy and Poultry Products	27	162	144	169	-15	- 6	1,701
Fresh Fruits and Vegetables	70	168	151	180	+11	+ 8	1,928
Farm Supplies	10	150	133	161	+44	+14	447
Furniture and House Furnishings	43	94	67	84	-36	-10	4,275
Groceries and Foods, except Farm Products	452	158	128	160	-16	+ 4	31,798
Full-line Wholesalers[b]	218	147	123	148	-12	+ 4	14,243
Voluntary-group Wholesalers	112	163	132	165	-19	+ 1	10,954
Retailer-cooperative Warehouses	18	216	208	251	- 2	+13	2,044
Specialty Lines	104	151	105	145	-24	+ 6	4,557
Confectionery	23	133	108	130	-26	+ 3	396
Meats and Meat Products	75	259	207	194	-25	-11	13,966
Beer	23	165	119	162	-14	- 4	349
Wines and Liquors	21	152	98	158	-39	+22	2,830
Total Hardware Group	327	91	80	87	-22	- 5	37,853
General Hardware	129	96	81	90	-24	- 8	22,323
Industrial Supplies	92	88	84	86	-14	- 4	8,942
Plumbing and Heating Supplies	106	80	74	79	-23	+ 6	6,588
Jewelry	29	60	43	57	-29	+ 8	2,445
Optical Goods	14	113	90	114	- 5	- 1	234
Lumber and Building Materials	51	93	95	96	- 8	+ 7	5,061
Machinery, Equipment, and Supplies, except Electrical	47	95	78	88	- 3	- 1	2,438
Surgical, Medical, and Hospital Equipment and Supplies	20	51	64	60	+33	+ 5	1,707
Metals	29	121	123	115	+15	+ 4	3,496
Paper and Its Products	75	83	76	81	+18	+ 3	7,459
Petroleum	7	160	132	159	-39	+ 2	335
Tobacco and Its Products	90	180	143	181	-14	+ 5	7,631
Leather and Shoe Findings	17	96	71	96	-16	+ 6	322
Miscellaneous	48	141	92	147	-36	+17	6,382

a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
b Not affiliated with voluntary or cooperative groups.

3-35662

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1943

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: Oct. 1943 vs. Oct. 1942	Percent change: Oct. 1943 vs. Sept. 1943	October 1943 (Add 000)	Percent change from 10 mos. 1942	Ten months 1943 (Add 000)	Number of firms reporting stocks	Percent change: Oct. 1943 vs. Oct. 1942	Percent change: Oct. 1943 vs. Sept. 1943	Oct. 31, 1943 (Add 000)	Oct. 1943	Oct. 1942	Sept. 1943
New England	174	-16	b	$16,106	- 6	$157,712	119	-12	b	$9,699	90	81	87
Coal	4	+16	+10	787	+11	943	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	11	+ 4	+ 3	1,748	+11	13,744	8	+19	+ 2	1,976	155	137	157
Electrical Goods	30	-15	+ 3	1,845	-15	21,508	26	-24	+ 5	980	54	61	53
Groceries and Foods, except Farm Products	19	- 9	+ 6	2,541	+ 6	24,939	10	-30	- 4	406	84	107	82
Meats and Meat Products	7	-38	-15	2,756	-20	27,256	7	-18	+10	1,519	55	42	43
General Hardware	5	+ 7	- 8	283	+ 8	2,838	c	c	c	c	c	c	c
Industrial Supplies	12	-15	+ 3	749	- 9	7,761	8	-19	- 1	1,070	176	176	186
Plumbing and Heating Supplies	9	- 4	- 2	121	-26	1,128	5	-18	- 1	177	201	265	191
Optical Goods	4	-16	- 5	37	+ 2	379	c	c	c	c	c	c	c
Metals	5	-34	+ 2	280	-18	2,952	c	c	c	c	c	c	c
Paper and Its Products	9	+26	+ 1	401	+ 2	3,772	6	-11	b	260	101	157	105
Tobacco and Its Products	11	+ 7	+ 4	1,932	+10	18,433	c	c	c	c	c	c	c
Middle Atlantic	579	- 4	+ 4	74,357	+ 7	802,133	341	- 5	- 2	35,795	89	84	93
Automotive Supplies	25	+17	+ 4	684	b	5,867	17	- 3	- 3	733	164	195	173
Chemicals (industrial)	4	- 9	- 8	92	+ 9	6,918	4	+15	b	204	222	175	205
Clothing and Furnishings, except Shoes	13	+ 7	-13	3,122	+ 3	26,972	6	-45	- 1	283	67	99	56
Shoes and Other Footwear	8	-20	-16	579	+10	7,214	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	22	+ 2	+ 7	5,305	+ 9	49,334	18	+12	b	4,856	132	121	136
Dry Goods	36	-14	b	4,568	+12	57,380	16	-39	+ 2	1,452	102	147	100
Electrical Goods	63	-23	- 1	6,024	-12	67,475	54	-36	- 1	2,586	45	55	45
Dairy and Poultry Products	9	- 1	- 3	1,945	+17	18,231	6	+10	+ 5	865	49	47	45
Fresh Fruits and Vegetables	17	+ 1	-19	559	+21	6,431	9	-39	+14	66	17	27	12
Furniture and House Furnishings	13	-36	- 5	622	-19	12,028	7	-73	+36	251	53	116	37
Groceries and Foods, except Farm Products	92	+ 5	+ 2	11,468	+ 8	112,943	41	+ 1	+ 2	4,391	113	110	110
Confectionery	5	+10	- 7	53	+ 7	509	c	c	c	c	c	c	c
Meats and Meat Products	21	+11	+20	11,281	+12	106,894	9	+24	+ 4	602	52	27	48
Beer	12	+12	-10	300	+11	3,479	9	- 8	+25	35	15	16	9
Wines and Liquors	4	-30	-23	2,763	+43	41,203	4	-10	+ 6	2,915	105	82	123
General Hardware	29	b	+ 4	2,855	- 3	35,298	16	- 8	+ 2	2,131	160	166	160
Industrial Supplies	28	-14	+ 2	2,527	+ 1	38,823	19	- 3	- 1	1,716	88	79	91
Plumbing and Heating Supplies	43	-23	- 1	1,601	-16	18,426	28	- 8	+ 1	1,085	99	77	94
Jewelry	12	- 2	+ 5	954	+20	8,277	9	+28	- 6	1,355	167	129	188
Optical Goods	7	+10	- 3	154	+12	1,526	c	c	c	c	c	c	c
Lumber and Building Materials	6	-28	- 2	1,015	- 9	11,293	4	+ 1	+ 3	467	55	38	53
Machinery, Eqpt., and Supplies, except Electrical	5	- 3	-22	94	+17	2,171	c	c	c	c	c	c	c
Paper and Its Products	28	+19	- 2	2,750	+ 3	29,996	16	-19	- 8	1,188	70	104	80
Petroleum	4	-11	+ 6	581	-18	5,277	c	c	c	c	c	c	c
Tobacco and Its Products	43	+ 9	+ 9	7,523	+11	65,865	25	+ 9	-21	4,078	67	69	92
East North Central	546	- 6	+ 1	52,926	- 1	523,023	354	-10	+ 3	36,808	101	104	97
Automotive Supplies	51	+26	- 1	1,250	+12	11,741	30	-12	+ 2	1,134	155	188	125
Chemicals	4	-14	+ 4	481	+15	5,084	c	c	c	c	c	c	c
Paints and Varnishes	7	+18	- 8	366	+18	3,994	4	+ 1	- 8	444	129	155	129
Clothing and Furnishings, except Shoes	11	-19	-10	413	+28	4,582	6	-38	- 8	240	115	139	102
Drugs and Sundries (liquor excluded)	26	+ 1	+ 1	5,146	+14	45,794	20	+18	+ 4	5,546	136	116	133
Dry Goods	8	+ 7	+ 1	1,376	+22	12,147	5	-48	-13	776	80	123	69
Electrical Goods	59	-21	- 3	4,737	-34	47,723	44	-29	+ 5	2,749	69	81	64
Dairy and Poultry Products	16	- 4	-14	635	+12	5,470	9	+10	+ 3	78	21	19	18
Fresh Fruits and Vegetables	15	+27	+ 2	694	+38	9,368	11	- 5	- 1	104	26	32	27
Furniture and House Furnishings	9	-30	-20	373	-16	5,247	6	-50	+23	337	126	182	75
Groceries and Foods, except Farm Products	109	+ 4	+ 1	13,754	+ 9	124,037	77	+ 2	+ 6	9,663	123	126	114
Confectionery	9	+11	+ 9	164	+25	1,437	5	+ 8	- 2	54	69	76	73
Meats and Meat Products	20	-27	+ 5	5,415	- 4	59,925	17	- 3	+25	2,115	46	54	37
Beer	19	+20	- 1	529	+27	5,630	15	-37	+10	96	22	41	19
Wines and Liquors	9	-41	- 7	823	- 2	6,672	7	-18	+19	650	105	67	77
General Hardware	20	- 8	b	4,000	-18	46,319	16	-28	- 4	5,481	144	184	150
Industrial Supplies	16	-14	+ 3	1,119	- 2	13,712	12	-20	+10	504	93	104	89

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1943

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: Oct. 1943 vs. Oct. 1942	Percent change: Oct. 1943 vs. Sept. 1943	October 1943 (Add 000)	Percent change from 10 mos. 1942	Ten months 1943 (Add 000)	Number of firms reporting stocks	Percent change: Oct. 1943 vs. Oct. 1942	Percent change: Oct. 1943 vs. Sept. 1943	Oct. 31, 1943 (Add 000)	Oct. 1943	Oct. 1942	Sept. 1943
East North Central (continued)													
Plumbing and Heating Supplies	14	-11	b	$571	- 7	$5,319	10	- 4	+ 4	$474	143	151	146
Jewelry	10	- 5	+ 8	630	+ 4	4,898	4	-31	+ 9	369	122	170	158
Lumber and Building Materials	13	-10	+ 3	660	-22	5,081	7	-29	+ 3	292	101	102	113
Surgical, Medical, and Hospital Eqpt. and Supplies	5	- 3	-19	555	+40	6,878	c	c	c	c	c	c	c
Metals	8	+ 5	+ 2	1,053	+ 8	15,029	5	+44	+ 1	1,435	209	151	232
Paper and Its Products	21	+34	+ 3	2,020	+11	19,249	9	-12	- 2	810	88	138	95
Tobacco and Its Products	32	+ 7	+ 7	3,749	+ 9	34,271	11	- 2	- 6	585	35	39	40
Leather and Shoe Findings	4	- 1	b	104	+ 7	986	c	c	c	c	c	c	c
West North Central	276	- 3	- 3	32,405	+ 2	376,263	188	- 8	- 1	35,685	134	143	133
Automotive Supplies	20	+18	- 3	621	+14	8,148	6	- 8	- 4	90	125	185	125
Clothing and Furnishings, except Shoes	4	+35	-15	200	+15	1,783	c	c	c	c	c	c	c
Shoes and Other Footwear	4	- 6	- 5	895	- 9	8,344	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	16	+ 4	- 5	3,324	+15	31,629	14	+20	+ 1	4,770	171	150	162
Dry Goods	6	- 1	+ 5	6,815	+18	66,389	5	-13	- 4	9,044	135	156	149
Electrical Goods	31	-21	- 4	1,212	-39	15,806	26	-36	- 2	913	97	113	91
Furniture and House Furnishings	6	-38	-18	892	-10	28,108	5	-45	+41	1,361	180	178	92
Groceries and Foods, except Farm Products	67	+ 4	- 2	6,347	+11	78,777	49	- 3	+ 6	7,939	152	161	143
Beer	9	+33	+ 1	232	+38	2,375	7	+13	- 5	35	20	24	22
General Hardware	14	+ 6	- 4	4,075	-12	42,768	13	-11	-14	6,270	180	192	179
Industrial Supplies	11	-20	- 5	634	-12	7,682	5	-21	- 6	462	174	153	174
Plumbing and Heating Supplies	11	-23	+ 2	610	-20	5,663	5	- 1	+ 5	193	76	70	76
Jewelry	5	+ 4	+ 5	174	+13	1,364	4	-39	-20	123	154	227	214
Lumber and Building Materials	8	- 5	-27	783	- 6	7,258	4	- 3	- 4	256	116	147	116
Paper and Its Products	6	+36	+11	247	+12	2,629	c	c	c	c	c	c	c
Tobacco and Its Products	11	- 9	+ 8	1,388	+12	12,191	5	+ 7	- 1	865	88	68	94
Leather and Shoe Findings	4	+53	+25	110	+31	879	c	c	c	c	c	c	c
South Atlantic	395	- 5	b	30,191	+ 3	307,312	241	- 8	- 1	17,802	93	93	91
Automotive Supplies	21	+ 5	+23	713	+ 1	6,158	10	-14	- 2	260	134	183	141
Paints and Varnishes	5	-22	-23	204	+ 9	2,353	5	+ 3	+ 1	278	136	104	103
Clothing and Furnishings, except Shoes	7	+14	+ 3	271	+32	2,366	c	c	c	c	c	c	c
Shoes and Other Footwear	4	-15	-19	1,548	+ 4	17,938	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	25	+ 6	- 1	3,044	+18	28,080	14	+12	+ 4	2,822	171	165	160
Dry Goods	9	- 8	- 4	1,748	+17	16,180	5	-42	- 6	772	97	158	90
Electrical Goods	51	-29	- 9	3,353	-29	38,235	50	-29	+ 4	2,097	83	83	55
Fresh Fruits and Vegetables	15	+38	+ 4	960	+46	8,305	9	+26	+ 5	108	15	17	16
Furniture and House Furnishings	7	-12	+ 4	375	b	4,213	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	106	+15	+ 5	7,968	+15	76,785	50	+ 5	+ 2	3,864	93	103	97
Confectionery	16	+ 1	+ 6	400	+13	3,643	11	- 8	+ 4	142	52	57	54
Meats and Meat Products	6	+ 1	+20	931	+ 6	9,403	c	c	c	c	c	c	c
Beer	9	+29	- 6	460	+18	4,164	6	-34	+41	133	33	66	22
General Hardware	20	- 5	+11	2,037	- 6	19,371	12	-18	b	1,246	115	127	120
Industrial Supplies	14	-16	+ 4	966	-10	9,666	9	- 5	- 1	680	114	107	117
Plumbing and Heating Supplies	16	-34	- 6	750	-36	8,177	c	c	c	c	c	c	c
Jewelry	5	-24	+14	277	- 3	2,107	c	c	c	c	c	c	c
Lumber and Building Materials	6	-15	-17	141	- 3	1,636	4	-10	- 5	251	241	205	197
Machinery, Eqpt., and Supplies, except Electrical	8	+ 9	- 7	233	+ 7	3,242	6	+ 6	b	351	201	205	179
Metals	4	+11	- 8	169	- 4	1,689	c	c	c	c	c	c	c
Paper and Its Products	11	+ 4	-11	649	+ 1	6,634	4	-16	- 7	375	139	170	134

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1943

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: Oct. 1943 vs. Oct. 1942	Percent change: Oct. 1943 vs. Sept. 1943	October 1943 (Add 000)	Percent change from 10 mos. 1942	Ten months 1943 (Add 000)	Number of firms reporting stocks	Percent change: Oct. 1943 vs. Oct. 1942	Percent change: Oct. 1943 vs. Sept. 1943	Oct. 31, 1943 (Add 000)	Oct. 1943	Oct. 1942	Sept. 1943
East South Central	149	[b]	- 2	$13,497	+ 4	$134,192	81	- 6	+ 3	$8,978	114	120	109
Automotive Supplies	4	-11	- 3	104	-11	1,263	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	12	+ 6	- 3	2,168	+19	20,070	c	c	c	c	c	c	c
Dry Goods	9	- 9	-10	1,376	+27	15,776	4	-39	- 7	685	81	113	76
Electrical Goods	11	-42	-12	330	-44	5,187	8	-35	+ 4	227	85	67	68
Fresh Fruits and Vegetables	9	+23	-10	265	+41	2,795	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	39	+12	+ 1	3,472	+14	30,423	16	- 3	+ 8	1,808	101	118	96
Meats and Meat Products	4	+ 2	[b]	878	- 1	7,940	c	c	c	c	c	c	c
Beer	5	+42	+12	84	+49	762	4	+14	+24	56	72	91	63
General Hardware	12	- 9	+ 2	2,120	-15	21,307	6	-10	[b]	1,445	119	125	122
Paper and Its Products	4	+ 5	-12	265	+ 6	2,679	c	c	c	c	c	c	c
West South Central	242	+ 1	+ 3	24,130	+ 6	251,686	161	- 5	+ 5	22,078	127	131	125
Drugs and Sundries (liquor excluded)	15	+12	+ 2	2,662	+20	29,887	12	+18	+ 6	4,660	185	178	180
Dry Goods	6	-20	-18	976	+32	11,441	5	-17	+10	839	118	116	88
Electrical Goods	27	-26	+ 3	1,389	-29	15,634	21	-36	- 1	692	61	68	63
Groceries and Foods, except Farm Products	107	+10	+ 3	10,336	+16	98,139	73	- 7	+ 5	7,115	108	125	104
Liquor Department of Other Trades[d]	10	-12	+24	1,216	+28	9,825	c	c	c	c	c	c	c
General Hardware	19	+ 6	+ 1	2,171	- 2	29,741	12	-14	+ 4	2,601	173	210	161
Surgical, Medical, and Hospital Eqpt. and Supplies	6	+18	[b]	116	+ 6	819	c	c	c	c	c	c	c
Paper and Its Products	5	+16	+ 9	338	+14	2,946	c	c	c	c	c	c	c
Tobacco and Its Products	8	+ 6	- 2	306	+15	3,645	c	c	c	c	c	c	c
Mountain	122	-10	- 3	9,214	+ 2	92,186	91	- 2	+ 4	9,148	132	118	123
Automotive Supplies	15	+12	+ 5	331	+ 7	3,963	8	-35	- 5	205	155	259	164
Dry Goods	4	+ 9	+ 8	552	+18	5,716	c	c	c	c	c	c	c
Electrical Goods	15	-39	+ 9	599	-33	6,333	12	-32	-11	455	91	77	112
Groceries and Foods, except Farm Products	32	- 1	- 6	2,183	+ 5	21,318	29	+ 5	+ 6	2,934	148	145	136
Meats and Meat Products	5	-28	-18	761	- 2	7,169	c	c	c	c	c	c	c
General Hardware	5	+ 1	- 1	673	- 3	6,331	c	c	c	c	c	c	c
Lumber and Building Materials	4	-17	- 4	977	- 9	9,761	4	- 2	+ 4	908	93	78	86
Tobacco and Its Products	4	+15	+11	285	+63	3,054	c	c	c	c	c	c	c
Pacific	250	- 4	[b]	34,215	+ 9	325,966	141	+ 6	+ 2	24,861	115	104	114
Automotive Supplies	44	+36	+11	1,142	+18	12,180	10	-15	+ 2	303	132	187	165
Clothing and Furnishings, except Shoes	6	+30	+ 3	216	+51	1,976	c	c	c	c	c	c	c
Shoes and Other Footwear	4	-27	-15	159	+ 9	2,335	4	-20	+ 1	141	89	81	75
Dry Goods	10	-14	- 1	1,426	+10	14,655	c	c	c	c	c	c	c
Electrical Goods	24	-28	- 8	3,311	-16	41,953	24	- 8	+ 4	2,679	81	63	72
Fresh Fruits and Vegetables	9	+ 4	+ 6	1,083	+32	16,962	7	-29	- 2	246	24	35	27
Furniture and House Furnishings	10	-16	-11	1,268	+ 8	14,591	5	- 2	+15	182	160	185	136
Groceries and Foods, except Farm Products	31	+ 2	- 1	6,686	+17	148,980	21	- 2	+ 4	3,027	74	79	76
Meats and Meat Products	6	+14	+ 6	845	+ 4	11,461	5	+11	+28	287	35	37	30
Beer	7	+18	+ 9	228	+32	2,288	5	-68	- 6	17	12	42	15
General Hardware	16	+ 2	+ 2	5,619	+ 2	66,953	8	-13	+ 2	5,942	174	206	171
Industrial Supplies	7	+12	+ 5	564	+22	28,529	4	+18	[b]	301	122	147	111
Plumbing and Heating Supplies	7	-25	-10	1,422	- 6	17,382	c	c	c	c	c	c	c
Lumber and Building Materials	12	-15	- 9	889	+ 1	11,543	10	+ 4	- 1	495	63	54	57
Machinery, Eqpt., and Supplies, except Electrical	11	-15	-18	437	- 4	6,608	8	- 2	+22	614	175	160	135
Metals	5	+39	- 1	519	+35	6,683	c	c	c	c	c	c	c
Tobacco and Its Products	11	+ 7	+19	1,838	+13	16,823	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 - January 5, 1944

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS NOVEMBER 1943

Reports from 2,428 wholesalers representing most kinds of business throughout the country showed sales for November 1943 up 10 percent over those of November 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 11 months of this year, dollar volume was 4 percent higher than that of the corresponding period of 1942, but for this November compared with the preceding month, sales dropped back slightly (2%).

For November 1943 over November 1942, of the 35 trades shown separately in this survey, 28 recorded sales gains, from a slight (2%) increase for wholesalers of dairy and poultry products to a 63 percent rise for liquor departments of other trades. Wholesalers of clothing and furnishings, except shoes, reported sales up 42 percent; fresh fruits and vegetables, 31 percent; paper and its products, 30 percent; jewelry, 26 percent; automotive supplies, 24 percent; groceries and foods, except farm products, 20 percent; coal, 6 percent; and shoes and other footwear, 5 percent. Only 6 kinds of business registered lower dollar volumes on a year-to-year comparison, namely, wholesalers of meats and meat products and of paints and varnishes, each off slightly (3%); dry goods, 6 percent; plumbing and heating supplies, 10 percent; electrical goods, 14 percent; and furniture and house furnishings, 27 percent.

Inventories, in terms of dollars based on cost values, at the close of November 1943 were approximately the same as those of November 30, 1942, halting the steady decline noted for the preceding fifteen consecutive months, on a similar comparison. Stocks held on November 30, 1943 were 4 percent higher than those of October 31 this year.

The stock-sales ratio for wholesalers at the end of this November was 112 as against 124 for November 1942, and 107 for October 1943. Wholesalers of wines and liquors, with sales up 56 percent and inventories down 18 percent, showed a stock-sales ratio of 92 this November as against 175 last November. Sales were up 16 percent for metal wholesalers and inventories were 64 percent higher, reflecting a stock-sales ratio of 213, as against 153 for November a year ago. Wholesalers of confectionery noted a 12 percent increase in sales and a 15 percent increase in inventories, with a stock-sales ratio of 65 for November 1943 and 61 for November 1942. This November general hardware wholesalers reported a gain of 16 percent in dollar volume and a decrease of 15 percent in inventories, the ratio of stocks to sales being 157 as against 216 in November 1942. Of the 34 trades for which stock-sales ratios are shown, 4 showed increases for November 1943 compared with November 1942.

Collections on accounts receivable were 27 percent higher for this November than for November 1942, and slightly (2%) over those of October this year. The collection percentage for November 1943 was 117; for November 1942, 92; and for October 1943, 115. Accounts receivable were 19 percent less on November 1, 1943 than on November 1, 1942; but at the beginning of this November compared with October 1, 1943, only a small (2%) reduction was noted.

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.

3-30013

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
NOVEMBER 1943

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 1943 (Add 000)	Percent change from 11 mos. 1942	Eleven months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1943 (Add 000)	Nov. 1943	Nov. 1942	Oct. 1943
		Nov. 1943 vs. Nov. 1942	Nov. 1943 vs. Oct. 1943					Nov. 1943 vs. Nov. 1942	Nov. 1943 vs. Oct. 1943				
UNITED STATES	2,428	+10	- 2	$265,935	+ 4	$3,952,329	1,514	b	+ 4	$187,223	112	124	107
Automotive Supplies	155	+24	- 4	3,844	+12	57,855	88	- 8	- 1	3,195	146	193	142
Chemicals (industrial)	14	+17	+ 1	745	+ 6	23,538	10	+11	+ 4	519	101	115	98
Paints and Varnishes	56	- 3	b	3,457	+ 1	45,049	12	b	+ 3	1,205	184	200	170
Clothing and Furnishings, except Shoes	37	+42	+ 3	4,121	+15	44,914	18	-40	- 5	446	79	152	79
Shoes and Other Footwear	27	+ 5	-18	7,056	- 3	174,428	18	-22	+10	3,779	59	80	44
Coal	11	+ 6	-12	1,741	+31	16,376	4	- 8	- 4	1,016	94	103	84
Drugs and Sundries (liquor excluded)	124	+18	- 4	25,234	+15	292,531	96	+18	+ 1	33,158	163	165	156
Dry Goods	81	- 6	-10	15,500	+15	215,030	43	- 8	+ 5	13,908	134	143	114
Electrical Goods	290	-14	+ 4	21,676	-24	283,837	255	-23	b	12,383	60	66	62
Dairy and Poultry Products	30	+ 2	+ 9	1,888	+18	38,096	16	-24	-22	195	20	28	25
Fresh Fruits and Vegetables	70	+31	- 5	3,490	+32	63,521	46	- 1	+ 9	610	25	32	22
Farm Supplies	10	+25	- 9	356	+31	12,779	7	+19	+ 3	464	168	173	149
Furniture and House Furnishings	47	-27	-17	3,190	-10	77,121	25	-33	+16	2,770	169	181	126
Groceries and Foods, except Farm Products	529	+20	+ 1	56,761	+13	787,545	324	+10	+10	40,635	128	141	118
Full-line wholesalers[c]	263	+26	b	26,712	+15	317,755	160	+ 8	+ 9	20,448	129	150	119
Voluntary-group wholesalers	129	+14	b	18,464	+ 8	265,631	88	+10	+ 9	14,107	144	151	133
Retailer-cooperative warehouses	19	+19	+ 8	4,791	+ 7	51,585	12	- 1	+ 7	2,784	100	119	100
Specialty lines	118	+18	+ 4	6,794	+21	152,574	64	+40	+32	3,296	97	86	77
Confectionery	36	+12	+14	843	+35	12,975	20	+15	+28	370	65	61	60
Meats and Meat Products	77	- 3	- 7	31,145	- 1	379,025	45	- 1	+12	5,318	47	43	46
Beer	56	+22	- 5	1,757	+24	22,468	39	-37	- 3	308	22	41	21
Wines and Liquors	24	+56	+17	5,766	+24	100,361	19	-18	+ 6	4,864	92	175	102
Liquor Department of Other Trades[d]	35	+63	+15	8,796	+11	79,397	33	+39	- 3	10,688	122	145	142
Total Hardware Group	283	+ 9	- 1	32,788	- 6	500,650	166	-14	b	31,382	151	196	149
General hardware	121	+16	- 1	21,997	- 6	297,443	77	-15	b	23,546	157	216	154
Industrial supplies	91	b	- 5	7,695	+ 1	141,626	59	- 9	- 2	6,797	135	151	136
Plumbing and heating supplies	71	-10	- 1	3,096	-17	61,581	30	-14	- 4	1,039	141	169	144
Jewelry	34	+26	+17	2,693	+ 8	26,668	17	-23	- 6	1,277	110	168	142
Optical Goods	15	+18	- 7	316	+19	3,838	7	- 4	- 4	102	88	110	84
Lumber and Building Materials	50	+ 6	- 1	3,380	- 7	54,955	33	+ 3	+ 3	2,716	102	106	100
Machinery, Eqpt., and Supplies, except Electrical	50	+13	- 4	2,202	- 5	39,181	37	-16	+ 1	2,078	110	147	107
Surgical, Medical, and Hospital Eqpt. and Supplies	27	+19	- 2	591	+22	15,938	19	b	b	882	217	257	213
Metals	24	+16	- 4	2,790	+10	63,536	10	+64	+ 8	3,143	213	153	173
Paper and Its Products	80	+30	- 2	6,499	+ 9	82,677	38	-12	- 4	2,787	102	146	96
Petroleum	6	+ 8	+ 5	630	+10	221,346	e	e	e	e	e	e	e
Tobacco and Its Products	119	+20	- 3	14,340	+13	187,059	50	+45	+ 9	5,154	70	58	61
Leather and Shoe Findings	17	+ 5	- 2	422	+13	5,071	7	-21	- 5	145	132	222	151
Miscellaneous	14	+21	b	1,918	+ 6	26,564	11	+ 2	+ 3	1,636	136	157	131

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.
[e] Insufficient data to show separately.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		November 1943	November 1942	October 1943	November 1943 vs. November 1942	November 1943 vs. October 1943	As of November 1, 1943 (Add 000)
UNITED STATES	1,989	117	92	115	-19	- 2	$200,410
Automotive Supplies	131	92	85	95			
Chemicals (industrial)	11	124	97	108	+14	+ 3	3,163
Paints and Varnishes	23	72	61	68	-10	-11	564
Clothing and Furnishings, except Shoes	33	101	69	90	- 7	- 8	1,147
Shoes and Other Footwear	25	94	73	86	-20	- 7	4,315
Coal	11	106	77	101	-24	-14	8,589
					- 5	- 6	1,893
Drugs and Sundries (liquor excluded)	114	101	82	100			
Dry Goods	72	81	64	76	- 8	+ 3	23,016
Electrical Goods	269	80	71	80	-25	- 6	20,413
Dairy and Poultry Products	21	221	172	194	-32	- 5	25,200
Fresh Fruits and Vegetables	57	159	145	167	-22	- 4	547
Farm Supplies	6	116	97	121	+12	- 7	1,501
Furniture and House Furnishings	39	101	70	92	+21	+ 6	117
					-45	-17	3,646
Groceries and Foods, except Farm Products	401	161	123	159			
Full-line wholesalers[b]	194	148	110	147	-12	+ 1	28,123
Voluntary-group wholesalers	102	172	132	170	-12	+ 2	14,341
Retailer-cooperative warehouses	17	246	206	216	-15	+ 1	8,417
Specialty lines	88	152	113	146	- 2	- 5	1,878
Confectionery	19	145	97	132	- 4	+ 3	3,487
Meats and Meat Products	71	221	197	276	-35	c	375
					- 8	+ 2	12,622
Beer	18	164	120	163			
Wines and Liquors	20	187	141	143	-3	c	296
Liquor Department of Other Trades[d]	32	193	78	175	-26	- 2	2,563
					-61	+ 7	4,244
Total Hardware Group	264	95	82	93			
General hardware	113	100	83	98	-16	c	32,453
Industrial supplies	84	87	83	86	-16	+ 2	20,653
Plumbing and heating supplies	67	84	73	81	-10	- 3	8,296
					-26	- 7	3,504
Jewelry	24	67	45	63			
Optical Goods	12	107	91	108	-23	+ 9	2,052
Lumber and Building Materials	46	103	84	91	+ 1	c	246
Machinery, Equipment, and Supplies, except Electrical	43	93	81	93	-14	- 6	3,297
Surgical, Medical, and Hospital Equipment and Supplies	25	68	59	64	-13	- 2	2,168
Metals	23	120	117	126	c	c	731
					+11	- 2	2,339
Paper and Its Products	71	89	72	85			
Tobacco and Its Products	78	208	147	190	+ 9	- 3	6,915
Leather and Shoe Findings	15	99	68	93	-15	- 6	5,318
Miscellaneous	15	94	91	95	-11	- 3	340
					- 2	- 6	2,217

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
[b] Not affiliated with voluntary or cooperative groups.
[c] Less than 0.5 percent.
[d] Chiefly of the wholesale drug trade.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
NOVEMBER 1943

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. 1943 vs. Nov. 1942	Percent change Nov. 1943 vs. Oct. 1943	November 1943 (Add 000)	Percent change from 11 mos. 1942	Eleven months 1943 (Add 000)	Number of firms reporting stocks	Percent change Nov. 1943 vs. Nov. 1942	Percent change Nov. 1943 vs. Oct. 1943	Nov. 30, 1943 (Add 000)	Nov. 1943	Nov. 1942	Oct. 1943
New England	156	+ 4	+ 4	$14,305	- 5	$173,606	106	-10	+ 3	$9,350	87	99	90
Drugs and Sundries (liquor excluded)	9	+12	- 7	1,488	+11	15,400	8	+17	+ 2	2,131	163	159	149
Dry Goods	5	-13	-11	97	+ 9	1,860	b	b	b	b	b	b	b
Electrical Goods	30	+11	+20	2,159	-14	23,733	26	-26	- 6	931	44	66	56
Fresh Fruits and Vegetables	5	+40	+ 7	137	+34	3,292	5	+36	+36	19	14	14	11
Groceries and Foods, except Farm Products	17	+ 9	- 4	1,332	+ 6	26,556	10	- 9	+13	753	110	125	99
Meats and Meat Products	6	-22	+22	2,460	-20	29,731	6	-10	+30	1,232	50	43	47
Industrial Supplies	11	- 2	c	705	- 8	8,486	7	-19	- 1	1,000	177	202	179
Plumbing and Heating Supplies	8	+28	- 5	101	-23	1,229	4	-27	-13	102	152	298	158
Optical Goods	4	+ 3	c	35	+ 2	414	b	b	b	b	b	b	b
Metals	4	-24	- 8	232	-18	3,184	b	b	b	b	b	b	b
Paper and Its Products	8	+24	- 4	378	+ 4	4,150	5	- 7	+ 1	255	112	161	101
Tobacco and Its Products	11	+21	+ 1	2,108	+11	20,855	b	b	b	b	b	b	b
Middle Atlantic	508	+14	- 1	65,987	+ 7	873,641	292	+ 4	+ 6	32,405	94	103	89
Automotive Supplies	22	+17	- 6	561	+ 1	6,445	14	c	- 2	682	181	205	171
Paints and Varnishes	4	+16	-14	37	+ 6	471	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	12	+48	+10	3,294	+ 7	30,286	5	-47	+ 4	240	78	172	74
Shoes and Other Footwear	7	- 7	-12	430	+ 9	7,644	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	18	+12	- 4	4,496	+ 9	53,830	14	+21	+ 6	4,034	138	134	124
Dry Goods	31	-13	- 7	3,722	+10	61,500	15	-33	+10	1,463	136	188	104
Electrical Goods	57	-16	- 4	5,600	-13	73,301	50	-29	+ 1	2,410	45	53	42
Dairy and Poultry Products	7	+18	+10	673	+17	19,128	5	-35	-38	97	16	31	28
Fresh Fruits and Vegetables	15	+ 6	- 4	483	+20	6,960	11	+ 2	+12	83	20	20	17
Furniture and House Furnishings	13	-19	+ 2	825	-20	13,220	7	-62	- 3	346	53	115	56
Groceries and Foods, except Farm Products	82	+14	+ 5	10,445	+ 8	123,571	33	+38	+28	4,925	145	121	121
Confectionery	4	+ 2	- 8	45	+ 7	554	b	b	b	b	b	b	b
Meats and Meat Products	21	+11	-14	9,495	+11	117,415	10	+40	-14	467	39	30	57
Beer	10	+23	- 2	241	+12	3,755	7	-48	-12	23	10	24	12
General Hardware	30	+31	+13	3,698	c	39,418	17	-19	- 2	2,386	138	203	141
Industrial Supplies	25	- 8	- 7	2,042	+ 1	41,403	17	- 5	- 3	1,539	98	94	95
Plumbing and Heating Supplies	25	+25	- 4	620	-15	19,166	10	-15	- 3	203	144	221	157
Jewelry	12	+41	+36	1,324	+23	9,627	8	-24	-12	684	97	154	144
Optical Goods	5	+11	- 9	124	+12	1,671	b	b	b	b	b	b	b
Lumber and Building Materials	6	+32	+ 2	355	- 9	11,795	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	4	+19	-20	70	+19	2,514	b	b	b	b	b	b	b
Metals	4	+30	- 9	1,154	+11	29,446	b	b	b	b	b	b	b
Paper and Its Products	23	+31	- 5	1,953	+ 6	32,858	13	-19	- 8	695	62	94	61
Tobacco and Its Products	42	+20	- 5	7,106	+12	73,024	25	+51	+10	4,499	78	62	67
East North Central	477	+11	+ 1	46,452	c	579,565	310	- 6	+ 2	31,946	105	120	104
Automotive Supplies	44	+36	- 2	1,063	+13	15,005	30	-12	- 3	1,099	126	193	131
Paints and Varnishes	7	+19	-13	319	+18	4,321	4	+ 7	+ 5	466	154	173	128
Clothing and Furnishings, except Shoes	9	+ 2	- 6	223	+27	4,805	6	-43	- 4	87	89	172	91
Drugs and Sundries (liquor excluded)	22	+25	- 2	4,610	+15	50,644	16	+19	+ 1	5,142	145	154	141
Dry Goods	7	+14	-13	1,044	+21	13,286	4	-50	- 3	527	55	123	49
Electrical Goods	55	-12	+ 6	3,677	-32	52,326	45	-25	- 4	2,228	67	77	74
Dairy and Poultry Products	11	- 5	- 9	497	+11	6,037	7	- 9	+ 1	72	24	24	21
Fresh Fruits and Vegetables	14	+43	+ 7	839	+37	10,284	9	+19	+18	94	26	32	24
Furniture and House Furnishings	9	-17	- 7	346	-16	5,662	5	-24	+10	315	201	265	180
Groceries and Foods, except Farm Products	99	+20	+ 1	12,152	+10	136,408	67	+ 8	+ 7	9,048	141	150	132
Confectionery	6	+16	+12	133	+24	1,570	b	b	b	b	b	b	b
Meats and Meat Products	19	- 6	+13	6,083	- 4	66,008	16	- 2	+11	2,317	44	41	45
Beer	17	+26	c	623	+27	6,389	13	-40	-13	90	17	35	19
Wines and Liquors	9	+26	+14	852	- 3	8,114	6	-23	- 2	480	99	143	115
General Hardware	16	+ 3	- 6	3,426	-17	50,835	13	-22	c	4,811	147	193	139
Industrial Supplies	14	- 3	- 7	1,132	- 2	15,023	9	-16	- 4	407	96	116	92
Plumbing and Heating Supplies	12	+ 3	+ 1	516	- 6	5,835	8	- 4	c	389	150	170	141
Jewelry	9	+10	- 4	563	+ 5	5,541	b	b	b	b	b	b	b

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1943

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 1943 (Add 000)	Percent change from 11 mos. 1942	Eleven months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1943 (Add 000)	Nov. 1943	Nov. 1942	Oct. 1943
		Nov. 1943 vs. Nov. 1942	Nov. 1943 vs. Oct. 1943					Nov. 1943 vs. Nov. 1942	Nov. 1943 vs. Oct. 1943				
East North Central (continued)													
Lumber and Building Materials	10	-10	-18	$436	-22	$5,517	5	+13	+18	$251	124	83	87
Machinery, Eqpt., and Supplies, except Electrical	10	+13	-12	544	+ 1	8,597	9	-26	c	316	61	92	52
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+11	c	88	+40	7,031	b	b	b	b	b	b	b
Metals	5	+17	- 5	584	+ 8	15,613	b	b	b	b	b	b	b
Paper and Its Products	21	+39	+ 1	2,466	+14	22,716	8	-23	- 7	607	99	180	97
Tobacco and Its Products	27	+24	- 2	2,041	+10	36,312	9	-15	+ 4	144	40	55	36
West North Central	253	+17	- 1	29,930	+ 3	411,979	174	- 2	+ 3	33,629	138	164	133
Automotive Supplies	21	+40	- 4	648	+17	9,100	8	+ 3	- 6	155	163	166	150
Shoes and Other Footwear	4	+37	-22	694	- 7	9,038	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	15	+20	- 4	3,170	+15	54,957	13	+21	c	4,670	177	178	170
Dry Goods	5	+ 3	- 5	6,348	+16	70,327	5	+ 4	+ 2	9,167	144	143	134
Electrical Goods	29	- 1	+ 5	1,174	-37	17,439	27	-33	- 3	924	89	131	96
Dairy and Poultry Products	4	+ 5	+ 3	40	+23	401	b	b	b	b	b	b	b
Fresh Fruits and Vegetables	5	+31	- 6	307	+29	7,074	b	b	b	b	b	b	b
Furniture and House Furnishings	5	-51	-40	492	-12	29,788	4	-28	+29	1,664	371	240	166
Groceries and Foods, except Farm Products	65	+24	+10	6,987	+11	87,658	48	- 5	+ 6	7,616	128	168	134
Beer	7	+36	- 3	195	+37	2,570	5	-12	-21	22	15	23	18
General Hardware	12	+39	+ 4	3,969	- 9	47,434	12	- 8	- 1	5,996	151	227	159
Plumbing and Heating Supplies	8	-13	- 1	408	-19	6,071	b	b	b	b	b	b	b
Jewelry	5	+ 4	+ 7	184	+12	1,548	4	-25	-11	136	140	215	195
Lumber and Building Materials	6	+17	+ 5	255	- 5	7,513	b	b	b	b	b	b	b
Surgical, Medical, and Hospital Eqpt. and Supplies	5	+20	- 6	91	- 3	1,771	4	- 1	c	211	289	344	272
Paper and Its Products	6	+48	- 4	235	+14	2,864	b	b	b	b	b	b	b
Tobacco and Its Products	11	+10	- 5	711	+12	12,944	4	+ 7	- 5	165	56	55	56
South Atlantic	336	+ 6	- 3	25,067	+ 3	333,972	194	c	+ 6	15,454	100	103	92
Automotive Supplies	15	+10	- 4	618	+ 1	6,881	6	-10	+ 2	206	143	192	137
Paints and Varnishes	4	-10	+16	222	+ 7	2,575	4	- 7	c	267	120	116	140
Clothing and Furnishings, except Shoes	5	+18	-18	181	+29	2,679	b	b	b	b	b	b	b
Shoes and Other Footwear	4	-18	-16	1,295	+ 2	19,233	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	22	+17	- 5	2,431	+18	30,511	13	+16	+ 1	2,586	177	183	170
Dry Goods	9	-15	-21	1,373	+14	17,553	5	-29	+ 8	822	137	164	96
Electrical Goods	42	-20	+ 7	3,263	-28	41,498	41	-28	+ 3	1,888	59	65	61
Fresh Fruits and Vegetables	12	+58	+ 2	574	+47	8,879	5	+38	+15	47	16	19	14
Furniture and House Furnishings	6	-15	- 7	309	- 1	4,522	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	97	+24	- 4	6,346	+16	83,738	46	+14	+ 7	3,203	105	116	94
Confectionery	15	+ 3	- 1	368	+12	4,011	10	+ 5	c	138	57	53	57
Meats and Meat Products	5	+10	-19	623	+ 6	10,170	b	b	b	b	b	b	b
Beer	8	+ 5	-13	301	+17	4,534	4	-46	- 7	82	33	60	31
General Hardware	17	+17	- 7	1,691	- 4	21,195	10	-12	+ 9	1,206	137	170	115
Industrial Supplies	14	- 4	- 6	904	- 9	10,570	9	- 3	c	678	122	146	115
Plumbing and Heating Supplies	4	-23	- 5	211	-36	3,388	b	b	b	b	b	b	b
Lumber and Building Materials	5	-24	- 9	108	- 4	1,744	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	7	+ 6	- 7	210	+ 8	3,571	4	-12	- 3	179	206	205	202
Paper and Its Products	10	+ 1	+ 4	449	+ 1	7,110	4	-15	- 4	132	85	80	86
Tobacco and Its Products	10	+18	c	1,435	+28	17,261	b	b	b	b	b	b	b

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1943

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. 1943 vs. Nov. 1942	Percent change Nov. 1943 vs. Oct. 1943	November 1943 (Add 000)	Percent change from 11 mos. 1942	Eleven months 1943 (Add 000)	Number of firms reporting stocks	Percent change Nov. 1943 vs. Nov. 1942	Percent change Nov. 1943 vs. Oct. 1943	Nov. 30, 1943 (Add 000)	Nov. 1943	Nov. 1942	Oct. 1943
East South Central	132	+11	- 6	$10,386	+ 4	$145,006	70	- 2	+ 7	$7,444	122	136	108
Drugs and Sundries (liquor excluded)	11	+21	- 4	2,034	+19	22,104	b	b	b	b	b	b	b
Dry Goods	8	-19	-26	956	+23	16,732	4	-12	+15	786	130	114	81
Electrical Goods	13	-25	+25	490	-43	5,766	10	-27	- 7	244	57	55	79
Fresh Fruits and Vegetables	8	+56	+ 4	179	+42	2,974	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products	32	+28	- 8	2,570	+15	33,048	14	+ 8	+18	1,785	117	140	98
Beer	4	+29	-16	58	+45	828	b	b	b	b	b	b	b
General Hardware	9	c	- 1	1,511	-14	22,818	b	b	b	b	b	b	b
Industrial Supplies	5	+34	- 7	314	- 9	3,528	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	4	+29	-10	94	- 1	2,118	b	b	b	b	b	b	b
Paper and Its Products	4	+10	+ 3	271	+ 7	2,955	b	b	b	b	b	b	b
West South Central	207	+17	- 2	22,711	+ 7	277,036	147	+ 1	+ 3	22,637	137	160	131
Automotive Supplies	7	+23	- 7	204	+33	3,657	6	+ 1	c	231	116	141	108
Drugs and Sundries (liquor excluded)	17	+22	- 4	2,957	+20	33,698	14	+18	c	5,527	198	205	191
Electrical Goods	26	- 7	+ 5	1,349	-28	17,073	21	-23	+ 4	718	59	71	61
Groceries and Foods, except Farm Products	80	+21	- 4	9,612	+17	107,928	62	+ 6	+ 9	7,841	123	140	108
General Hardware	17	+12	- 7	2,376	- 1	33,064	9	-13	+ 3	1,940	175	255	185
Industrial Supplies	7	+14	+12	1,729	- 8	22,148	6	- 9	- 4	2,438	174	210	197
Surgical, Medical, and Hospital Eqpt. and Supplies	7	+32	+ 5	140	+ 9	959	4	+ 5	+ 1	137	188	238	205
Paper and Its Products	5	+18	+ 4	351	+15	3,297	b	b	b	b	b	b	b
Tobacco and Its Products	7	+24	- 1	276	+16	3,976	b	b	b	b	b	b	b
Mountain	104	+ 2	+ 1	6,766	+ 2	99,159	84	+ 6	+ 6	8,125	137	133	131
Automotive Supplies	13	+ 6	-16	199	+ 7	4,253	10	-17	+ 6	378	221	278	175
Electrical Goods	14	-36	- 8	519	-34	6,898	11	-25	+10	358	85	66	70
Fresh Fruits and Vegetables	5	+27	+28	138	+60	1,779	5	+24	+53	26	19	19	16
Groceries and Foods, except Farm Products	29	+17	+ 4	2,101	+ 6	23,432	26	+17	+10	2,930	161	182	151
Meats and Meat Products	4	-28	+ 9	268	- 3	7,437	b	b	b	b	b	b	b
Plumbing and Heating Supplies	4	-60	-31	83	-29	1,204	b	b	b	b	b	b	b
Lumber and Building Materials	4	- 1	- 2	953	- 9	10,714	4	- 4	+ 2	926	97	99	93
Pacific	214	+ 7	- 1	29,801	+ 9	578,414	135	+11	+ 1	24,804	126	127	125
Automotive Supplies	27	+20	+ 1	436	+18	12,869	10	-19	- 9	260	112	165	124
Clothing and Furnishings, except Shoes	5	+22	- 4	121	+48	2,130	b	b	b	b	b	b	b
Shoes and Other Footwear	5	- 6	+ 3	228	+ 6	2,640	5	-17	c	290	127	145	131
Dry Goods	10	-11	- 2	1,397	+ 7	16,052	b	b	b	b	b	b	b
Electrical Goods	24	-19	+ 4	3,445	-16	45,803	24	+ 2	+ 2	2,682	78	82	79
Fresh Fruits and Vegetables	6	+18	-17	833	+31	18,749	5	-31	- 6	201	26	42	22
Furniture and House Furnishings	8	-30	-29	822	+ 4	15,479	4	- 2	-20	91	128	194	200
Groceries and Foods, except Farm Products	28	+24	+ 5	5,216	+18	165,206	18	+37	+12	2,534	101	100	90
Meats and Meat Products	7	+ 4	-18	1,211	+ 4	13,314	5	+63	+17	338	46	33	36
Beer	7	+15	- 8	207	+31	2,536	4	-45	+37	26	21	44	14
General Hardware	14	+10	- 5	4,994	+ 3	73,178	8	-14	+ 1	5,871	184	247	179
Industrial Supplies	6	- 4	- 9	451	+23	31,637	4	+10	+ 8	308	119	116	111
Plumbing and Heating Supplies	5	-18	+ 5	1,061	- 7	18,636	b	b	b	b	b	b	b
Lumber and Building Materials	13	+23	+10	1,154	+ 2	13,334	11	+14	+ 5	913	86	95	93
Machinery Eqpt., and Supplies, except Electrical	8	+17	+ 3	325	- 5	7,004	6	-20	- 1	306	124	180	132
Metals	5	+16	+ 3	539	+33	7,222	b	b	b	b	b	b	b
Tobacco and Its Products	5	+10	+ 4	431	+12	17,335	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.

States Comprising Geographic Divisions:

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
DECEMBER 1943

Reports from 2,348 wholesalers representing most kinds of business throughout the country showed sales for December 1943 up 4 percent over those of December 1942, but for December 1943 compared with the preceding month, virtually no change was noted, according to an announcement released today by J. C. Capt, Director of the Census. For the full 12 months of 1943, dollar volume was 4 percent higher than that of 1942. This 4 percent increase may be compared with a gain of 14 percent for 1942 over 1941 and a rise of 31 percent for 1941 over 1940.

For December 1943 over December 1942, of the 35 trades shown separately in this survey, 10 recorded substantial (15 to 28%) sales gains and 13 showed moderate (4 to 15%) rises. Noteworthy changes occurred in sales of drugs and sundries and of general hardware, each up 14 percent; full-line wholesalers of groceries and foods, except farm products up 11 percent; wholesale dry goods up 10 percent; tobacco and its products, up 4 percent; electrical goods, down 12 percent; and shoes and other footwear, down 17 percent. Three kinds of business registered dollar volumes almost unchanged from a year earlier--meats and meat products, furniture and house furnishings, and dairy and poultry products.

Inventories, in terms of dollars based on cost values, at the close of December 1943 were slightly (2%) below those of December 31, 1942. A year ago December (1942) inventories were 23 percent short of inventories for December 1941. Stocks held on December 31, 1943 were almost equal to those held at the close of the preceding month.

The stock-sales ratio for wholesalers at the end of this December was 108 as against 115 for December 1942 and 108 for November 1943. Wholesalers of paper and its products, with sales up 18 percent and inventories down 15 percent, showed a stock-sales ratio of 106 this December (1943) as against 153 last December. Sales were up 15 percent for metal wholesalers and inventories were 54 percent higher, reflected in a stock-sales ratio of 188, as against 157 for December 1942. Wholesalers of confectionery noted a 10 percent increase in sales and a slight (3%) decrease in inventories, with a stock-sales ratio of 50 for December 1943 and 56 for December 1942. In December 1943 wholesalers of clothing and furnishings, except shoes, reported a gain of 20 percent in dollar volume and a decrease of 9 percent in inventories, the ratio of stocks to sales being 133 as against 152 in December 1942. Of the 33 trades for which stock-sales ratios are shown, 8 showed increases for December 1943 compared with December 1942.

Collections on accounts receivable were 19 percent higher for December 1943 than for December 1942, and 4 percent over those of November 1943. The collection percentage for December 1943 was 125; for December 1942, 105; and for November 1943, 120. Accounts receivable were 15 percent less on December 1, 1943 than on December 1, 1942; but at the beginning of this December compared with November 1, 1943, only a small (2%) reduction was noted.

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.

3-30425

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

DECEMBER 1943

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. 1943 vs. Dec. 1942	Percent change Dec. 1943 vs. Nov. 1943	December 1943 (Add 000)	Percent change from 12 mos. 1942	Twelve months 1943 (Add 000)	Number of firms reporting stocks	Percent change Dec. 1943 vs. Dec. 1942	Percent change Dec. 1943 vs. Nov. 1943	Dec. 31, 1943 (Add 000)	Dec. 1943	Dec. 1942	Nov. 1943
UNITED STATES	2,348	+ 4	+ 1	$263,089	+ 4	$4,305,983	1,337	- 2	b	$141,826	108	115	108
Automotive Supplies	144	+12	- 6	3,430	+12	62,845	88	- 8	+ 2	2,881	147	183	136
Chemicals (industrial)	13	-11	-10	473	+ 4	24,764	8	b	- 1	400	156	156	144
Paints and Varnishes	55	+12	-19	2,663	+ 1	50,408	44	-10	- 1	9,107	366	461	297
Clothing and Furnishings, except Shoes	36	+20	-26	3,153	+15	48,238	17	- 9	+31	684	133	152	69
Shoes and Other Footwear	22	-17	+ 2	14,341	- 5	196,333	12	-12	+22	3,801	61	62	53
Coal	13	+10	+15	2,464	+28	19,085	5	- 5	-21	2,466	231	261	303
Drugs and Sundries (liquor excluded)	124	+14	+12	25,150	+15	318,810	34	+16	- 2	8,101	170	179	180
Dry Goods	74	+10	- 7	13,305	+15	229,590	31	- 8	+ 4	12,335	153	202	138
Electrical Goods	278	-12	+11	19,178	-23	304,638	241	-16	- 2	10,910	61	63	69
Dairy and Poultry Products	29	+ 1	- 2	2,150	+17	41,129	14	+ 4	+ 1	185	20	20	20
Fresh Fruits and Vegetables	74	+15	+10	4,340	+30	69,409	45	- 3	-25	468	16	18	23
Farm Supplies	9	+ 3	+23	1,013	+31	14,279	4	+33	+15	108	87	72	82
Furniture and House Furnishings	43	+ 1	- 2	3,047	-10	81,721	20	-27	- 2	2,298	116	161	121
Groceries and Foods, except Farm Products	523	+ 7	- 4	55,941	+13	863,522	307	+16	+ 2	39,603	127	118	119
Full-line wholesalers[c]	260	+11	- 4	21,471	+15	343,125	146	+13	+ 3	17,548	143	140	133
Voluntary-group wholesalers	128	+ 4	- 1	19,211	+ 8	291,219	86	+14	+ 2	13,059	145	136	143
Retailer-cooperative warehouses	18	- 2	- 7	4,818	+ 6	57,062	11	+11	+ 6	3,279	115	101	100
Specialty lines	117	+ 9	- 7	10,441	+20	172,116	64	+37	- 1	5,717	79	65	76
Confectionery	34	+10	+ 3	584	+34	14,068	15	- 3	-15	171	50	56	62
Meats and Meat Products	79	- 1	+ 4	34,316	- 1	416,249	42	- 3	+ 3	6,433	51	49	50
Beer	54	+21	- 3	1,480	+23	24,073	40	-36	+ 6	276	23	43	21
Wines and Liquors	22	- 4	+18	3,349	+23	109,313	13	-32	- 3	1,544	71	101	89
Liquor Department of Other Trades[d]	36	+28	+18	10,532	+13	90,110	e	e	e	e	e	e	e
Total Hardware Group	262	+ 5	- 5	26,534	- 5	535,171	151	- 9	+ 4	23,890	159	190	146
General hardware	116	+14	- 6	17,608	- 5	319,476	69	- 8	- 6	18,046	170	211	152
Industrial supplies	79	- 3	b	6,003	+ 1	149,248	50	-11	- 1	4,806	128	139	129
Plumbing and heating supplies	67	-18	- 7	2,923	-17	66,447	32	-18	+ 1	1,038	161	194	138
Jewelry	28	- 4	-16	1,582	+ 8	28,910	11	+ 4	+ 4	994	186	150	114
Optical Goods	15	+27	- 7	260	+19	4,111	6	-24	- 2	58	67	121	65
Lumber and Building Materials	46	+ 5	- 8	3,086	- 7	59,600	28	+ 2	+ 7	1,790	103	119	89
Machinery, Eqpt., and Supplies, except Electrical	49	+20	- 3	1,561	- 4	41,123	29	-12	+ 4	1,024	98	149	86
Surgical, Medical, and Hospital Eqpt. and Supplies	22	+28	+10	557	+22	15,250	15	b	- 1	616	219	262	229
Metals	22	+15	+ 6	2,460	+11	66,990	8	+54	- 4	2,781	188	157	234
Paper and Its Products	79	+18	- 6	5,915	+ 9	89,673	39	-15	- 2	3,363	106	153	109
Petroleum	7	+15	-15	296	+10	244,974	e	e	e	e	e	e	e
Tobacco and Its Products	125	+ 4	+ 6	18,048	+13	207,798	48	- 5	-27	3,972	44	50	64
Leather and Shoe Findings	18	+ 7	-12	371	+13	5,485	10	-22	b	247	150	219	121
Miscellaneous	13	+28	+46	1,510	+ 7	28,314	12	-19	-19	1,320	90	133	122

[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] Not affiliated with voluntary or cooperative groups.
[d] Chiefly of the wholesale drug trade.
[e] Insufficient data to show separately.

3-30425

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER 1943

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		
		December 1943	December 1942	November 1943	December 1943 vs. December 1942	December 1943 vs. November 1943	As of December 1, 1943 (Add 000)
UNITED STATES	1,784	125	105	120	-15	- 2	$158,372
Automotive Supplies	123	96	85	90	+ 4	- 6	2,936
Chemicals (industrial)	11	128	110	127	-15	- 7	335
Paints and Varnishes	20	74	66	72	-15	- 8	610
Clothing and Furnishings, except Shoes	33	100	76	102	- 9	- 6	4,025
Shoes and Other Footwear	19	95	83	87	-15	-11	6,690
Coal	13	118	95	109	- 5	- 7	1,862
Drugs and Sundries (liquor excluded)	50	112	96	103	- 4	- 3	6,911
Dry Goods	63	91	74	79	-25	-11	16,171
Electrical Goods	250	85	69	80	-31	b	20,378
Dairy and Poultry Products	20	208	167	195	-17	- 1	814
Fresh Fruits and Vegetables	60	178	160	164	+ 2	+ 4	1,717
Farm Supplies	5	134	137	139	+16	+16	131
Furniture and House Furnishings	34	83	67	93	-35	+ 5	3,293
Groceries and Foods, except Farm Products	377	177	142	164	-11	- 5	26,957
Full-line wholesalers [c]	176	169	138	161	- 8	- 5	10,075
Voluntary-group wholesalers	99	180	143	167	-14	- 2	8,985
Retailer-cooperative warehouses	15	257	245	240	b	- 5	1,829
Specialty lines	87	161	123	142	-15	-10	6,068
Confectionery	17	130	115	127	- 9	- 2	279
Meats and Meat Products	71	170	180	216	- 7	+23	16,843
Beer	21	165	122	162	- 7	- 2	282
Wines and Liquors	14	324	196	291	-32	+19	729
Total Hardware Group	234	98	83	93	-14	- 6	24,323
General hardware	103	105	87	98	-12	- 6	15,359
Industrial supplies	69	88	80	86	-12	- 6	5,570
Plumbing and heating supplies	62	84	72	81	-24	- 5	3,394
Jewelry	20	78	64	64	-24	- 3	1,398
Optical Goods	12	106	89	109	- 9	- 5	192
Lumber and Building Materials	42	97	97	103	- 4	- 2	3,212
Machinery, Equipment, and Supplies, except Electrical	41	89	87	91	+ 8	+ 1	1,527
Surgical, Medical, and Hospital Equipment and Supplies	21	65	70	77	+12	+ 7	707
Metals	20	126	122	136	+ 8	+ 4	1,789
Paper and Its Products	70	92	79	89	+ 8	- 6	6,323
Petroleum	5	99	68	103	-23	+27	100
Tobacco and Its Products	86	212	162	194	-19	- 2	6,461
Leather and Shoe Findings	17	90	72	93	-10	- 7	419
Miscellaneous	15	150	110	135	- 8	+ 8	958

[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] Not affiliated with voluntary or cooperative groups.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1943

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 1943 (Add 000)	Percent change from 12 mos. 1942	Twelve months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1943 (Add 000)	Dec. 1943	Dec. 1942	Nov. 1943
		Dec. 1943 vs. Dec. 1942	Dec. 1943 vs. Nov. 1943					Dec. 1943 vs. Dec. 1942	Dec. 1943 vs. Nov. 1943				
New England	156	+ 1	+ 1	$15,076	- 4	$190,764	98	-13	+ 1	$6,701	79	88	79
Drugs and Sundries (liquor excluded)	10	+18	+ 8	1,678	+12	17,146	5	+ 2	- 2	675	141	166	167
Dry Goods	6	-18	-27	146	+ 7	2,112	4	-40	+20	91	81	119	49
Electrical Goods	29	b	- 4	1,988	-13	25,816	25	-23	- 1	884	45	59	44
Groceries and Foods, except Farm Products	16	+ 2	- 3	2,412	+ 7	30,449	8	+ 2	- 5	622	137	147	146
Meats and Meat Products	5	-15	b	2,446	-20	32,177	5	-13	+ 7	1,307	53	52	50
Industrial Supplies	11	- 7	+11	688	- 8	9,196	7	-22	- 4	795	143	164	172
Plumbing and Heating Supplies	8	-23	-23	80	-23	1,319	5	-22	+ 1	160	327	277	211
Optical Goods	4	+22	- 6	33	+ 3	447	c	c	c	c	c	c	c
Metals	5	-15	+12	284	-18	3,468	c	c	c	c	c	c	c
Paper and Its Products	8	+20	- 3	357	+ 5	4,507	4	- 9	- 2	213	105	143	102
Tobacco and Its Products	12	+ 5	+ 7	2,322	+11	23,241	4	-11	-17	108	18	21	23
Middle Atlantic	496	+ 9	b	59,674	+ 7	944,242	248	- 3	- 7	20,752	86	93	93
Automotive Supplies	22	+ 4	- 8	399	+ 1	6,896	15	- 7	- 1	436	178	185	172
Paints and Varnishes	4	+36	- 6	34	+ 9	505	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes	12	+26	-23	2,611	+ 8	32,967	4	-21	+55	364	157	202	78
Shoes and Other Footwear	7	- 3	- 6	402	+ 8	8,046	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	17	+14	+ 8	4,851	+ 9	58,940	5	+12	- 1	1,038	109	114	118
Dry Goods	30	- 7	- 3	3,749	+ 9	65,275	12	-38	+15	1,127	179	239	112
Electrical Goods	49	-19	+23	3,313	-13	76,884	40	-27	- 1	1,473	49	54	62
Dairy and Poultry Products	5	+ 8	+ 1	638	+17	20,020	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	15	+ 5	+ 9	497	+19	7,480	8	+ 2	-15	57	16	15	19
Furniture and House Furnishings	13	+23	-17	634	-18	14,006	5	-69	+13	87	30	118	22
Groceries and Foods, except Farm Products	86	+ 4	- 4	10,769	+ 8	135,837	37	+31	- 1	4,485	124	109	129
Confectionery	5	+ 2	+11	51	+ 7	605	c	c	c	c	c	c	c
Meats and Meat Products	23	+28	+ 2	11,054	+12	130,099	11	- 1	- 7	1,265	52	61	54
Beer	11	+25	+ 2	256	+13	4,030	8	-49	+ 4	27	12	28	11
General Hardware	28	+ 7	-15	2,860	b	42,373	15	- 8	+ 5	2,112	183	197	144
Industrial Supplies	23	- 3	+ 1	1,699	+ 1	43,686	15	- 8	- 1	1,192	99	97	100
Plumbing and Heating Supplies	23	+ 9	-19	323	-14	20,277	9	-12	+ 3	190	174	261	136
Jewelry	9	- 5	-26	515	+21	10,142	5	+14	+ 2	517	184	139	111
Optical Goods	6	+20	- 8	121	+13	1,802	c	c	c	c	c	c	c
Lumber and Building Materials	6	+14	+ 5	322	- 9	12,863	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	6	+32	+13	99	+19	2,634	c	c	c	c	c	c	c
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+46	+30	215	+32	2,008	c	c	c	c	c	c	c
Metals	5	+37	+ 9	1,299	+12	30,759	c	c	c	c	c	c	c
Paper and Its Products	23	+18	- 6	2,038	+ 6	35,376	13	-23	- 5	980	81	119	84
Tobacco and Its Products	41	+ 6	+ 8	7,597	+11	80,692	22	-12	-36	2,792	46	57	77
East North Central	461	+ 4	b	42,951	b	630,861	279	- 2	+ 2	27,659	108	114	107
Automotive Supplies	43	+24	- 8	978	+14	14,129	29	- 8	+ 2	1,057	138	185	125
Paints and Varnishes	6	- 1	-28	81	+17	4,402	4	-11	-15	291	393	442	340
Clothing and Furnishings, except Shoes	8	-38	-46	110	+24	4,936	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	24	+20	b	4,679	+16	55,811	8	+11	- 9	1,442	150	170	172
Dry Goods	6	+ 5	-22	546	+21	13,911	c	c	c	c	c	c	c
Electrical Goods	52	- 5	+11	3,426	-31	56,224	42	-20	- 3	1,950	64	77	74
Dairy and Poultry Products	12	- 8	- 2	449	+ 9	6,603	6	+ 3	- 8	69	28	24	31
Fresh Fruits and Vegetables	14	+16	+17	815	+36	11,163	8	+ 7	b	90	22	22	26
Furniture and House Furnishings	8	-25	-23	247	-16	5,972	5	-10	+18	372	392	337	203
Groceries and Foods, except Farm Products	96	+ 3	b	10,229	+10	147,633	70	+16	+ 5	10,136	151	133	140
Confectionery	6	+21	+ 6	94	+24	1,664	c	c	c	c	c	c	c
Meats and Meat Products	17	-10	+ 3	5,569	- 5	71,577	14	+ 2	+ 9	2,269	46	41	45
Beer	16	+18	- 2	438	+26	6,833	13	-42	b	84	23	45	22
Wines and Liquors	8	- 5	+21	809	- 3	9,563	4	-46	- 7	180	63	123	88
General Hardware	16	+15	- 3	3,172	-15	55,286	11	-23	b	4,492	155	232	154
Industrial Supplies	12	- 9	+ 3	931	- 3	16,084	7	+ 2	+ 5	387	113	115	125

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1943

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 1943 (Add 000)	Percent change from 12 mos. 1942	Twelve months 1943 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1943 (Add 000)	Dec. 1943	Dec. 1942	Nov. 1943
		Dec. 1943 vs. Dec. 1942	Dec. 1943 vs. Nov. 1943					Dec. 1943 vs. Dec. 1942	Dec. 1943 vs. Nov. 1943				
East North Central (continued)													
Plumbing and Heating Supplies	12	- 4	- 2	$390	- 6	$6,232	8	-12	+ 3	$207	160	217	143
Jewelry	8	- 7	-13	450	+ 4	6,013	c	c	c	c	c	c	c
Lumber and Building Materials	7	- 8	-12	309	-21	5,826	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	11	+53	b	531	+ 3	9,144	8	-18	+ 9	321	65	121	60
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+ 5	+ 1	69	+38	7,733	c	c	c	c	c	c	c
Metals	5	+ 4	+ 2	596	+ 9	17,142	c	c	c	c	c	c	c
Paper and Its Products	20	+26	- 9	1,793	+15	24,749	8	-23	+ 1	709	90	178	87
Tobacco and Its Products	27	+ 1	+ 1	3,572	+10	41,580	9	+21	+20	659	44	37	35
West North Central	230	+15	+ 1	28,808	+ 4	444,669	139	b	- 1	24,921	141	166	138
Automotive Supplies	17	+18	- 5	415	+16	9,677	6	+ 2	+ 1	92	151	191	132
Drugs and Sundries (liquor excluded)	15	+14	+ 2	3,373	+15	38,488	c	c	c	c	c	c	c
Dry Goods	5	+36	+ 2	6,588	+18	77,504	4	- 4	- 4	8,618	135	189	143
Electrical Goods	27	+22	+19	1,314	-34	18,992	26	-23	+ 6	907	77	124	87
Dairy and Poultry Products	4	- 8	+13	34	+20	435	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	6	+21	+15	517	+28	7,737	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	54	+ 3	- 6	4,713	+11	92,687	38	+11	+ 3	5,354	141	131	128
Beer	8	+18	-13	180	+36	2,753	5	-21	b	22	18	26	15
General Hardware	12	+30	-12	3,000	- 8	50,605	11	+10	+ 7	5,068	178	208	147
Industrial Supplies	8	-17	+ 8	479	-12	8,569	4	-19	- 6	322	142	188	178
Plumbing and Heating Supplies	8	-12	-27	337	-18	6,559	5	-13	+ 3	216	164	189	100
Jewelry	4	-15	-20	122	+ 9	1,670	c	c	c	c	c	c	c
Lumber and Building Materials	7	- 4	- 2	776	- 4	8,875	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	4	+24	-23	92	+22	1,582	c	c	c	c	c	c	c
Paper and Its Products	5	+ 4	-16	187	+14	3,108	c	c	c	c	c	c	c
Tobacco and Its Products	10	+ 5	+ 5	698	+11	13,642	4	+11	+ 1	175	56	52	58
South Atlantic	337	+ 5	+ 1	24,751	+ 3	361,934	184	- 2	+ 6	13,212	106	104	98
Automotive Supplies	18	- 5	- 2	677	+ 1	7,665	9	- 8	+ 4	342	145	157	130
Paints and Varnishes	4	-12	- 9	173	+ 6	2,748	4	- 9	- 4	183	106	103	99
Clothing and Furnishings, except Shoes	5	- 7	-37	114	+27	2,793	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	21	+21	+ 6	2,550	+18	33,217	4	+15	+ 1	696	164	175	177
Dry Goods	7	- 6	-32	815	+13	18,368	c	c	c	c	c	c	c
Electrical Goods	44	-19	+ 6	2,777	-28	44,557	43	-23	- 6	1,768	65	68	73
Fresh Fruits and Vegetables	13	+40	+21	1,006	+46	10,053	7	- 9	-36	67	12	18	22
Furniture and House Furnishings	6	- 2	- 3	299	- 1	4,861	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	93	+12	- 4	6,168	+16	91,097	44	+17	b	3,210	116	107	108
Confectionery	14	+ 7	- 1	356	+11	4,367	8	- 8	-32	87	38	43	57
Meats and Meat Products	7	-13	- 8	721	+ 4	10,971	5	+37	- 3	335	47	30	45
Beer	7	+18	- 9	288	+17	4,862	5	-11	+12	93	41	52	33
General Hardware	18	+17	-14	1,523	- 3	22,997	12	- 2	+11	1,499	176	207	133
Industrial Supplies	11	+23	- 5	477	- 8	11,047	8	- 7	b	642	156	198	143
Plumbing and Heating Supplies	4	-16	+27	267	-36	9,134	c	c	c	c	c	c	c
Lumber and Building Materials	4	+13	-23	62	- 4	1,806	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	9	- 3	b	257	+ 7	3,834	4	-13	- 3	172	181	185	202
Paper and Its Products	10	+12	- 5	535	+ 2	7,763	4	-11	+ 7	386	135	179	132
Tobacco and Its Products	10	+ 3	+ 3	1,490	+24	18,751	c	c	c	c	c	c	c

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
DECEMBER 1943

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: Dec. 1943 vs. Dec. 1942	Percent change: Dec. 1943 vs. Nov. 1943	December 1943 (Add 000)	Percent change from 12 mos. 1942	Twelve months 1943 (Add 000)	Number of firms reporting stocks	Percent change: Dec. 1943 vs. Dec. 1942	Percent change: Dec. 1943 vs. Nov. 1943	Dec. 31, 1943 (Add 000)	Dec. 1943	Dec. 1942	Nov. 1943
East South Central	128	+ 6	- 4	$9,785	+ 4	$156,442	86	+ 7	+12	$4,834	118	110	107
Automotive Supplies	5	+16	-17	79	- 8	1,465	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	11	+21	- 2	1,983	+19	24,087	c	c	c	c	c	c	c
Dry Goods	8	-25	-38	528	+21	17,313	c	c	c	c	c	c	c
Electrical Goods	12	-20	+13	475	-42	6,283	8	-18	+ 4	220	53	50	59
Fresh Fruits and Vegetables	9	+24	+10	289	+40	3,263	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	28	+15	- 3	1,812	+15	35,259	11	+ 5	- 2	1,044	121	127	120
General Hardware	10	+ 7	+ 1	1,693	-13	24,796	4	- 1	+ 7	1,064	134	132	134
Lumber and Building Materials	5	- 6	-19	263	+ 3	3,566	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	5	+ 8	-18	85	- 1	2,203	4	+15	+18	125	156	143	105
Paper and Its Products	5	+ 6	-11	244	+ 7	3,203	c	c	c	c	c	c	c
West South Central	209	+10	b	20,762	+ 7	299,745	129	- 3	b	15,188	125	135	121
Automotive Supplies	6	+ 9	+ 1	190	+31	3,866	5	- 7	- 4	213	115	134	119
Drugs and Sundries (liquor excluded)	16	+21	- 1	2,683	+20	36,381	7	+26	+ 1	2,979	224	219	213
Electrical Goods	27	-17	+ 5	1,452	-27	18,574	22	- 9	- 1	745	56	51	60
Groceries and Foods, except Farm Products	93	+13	- 4	8,548	+17	117,741	60	+ 6	+ 4	6,737	138	143	126
General Hardware	14	+24	b	2,123	b	35,666	7	-18	+ 8	1,252	135	221	117
Industrial Supplies	5	- 6	-10	1,039	- 8	23,187	4	-13	b	1,119	172	172	139
Surgical, Medical, and Hospital Eqpt. and Supplies	5	+32	- 3	86	+11	1,045	c	c	c	c	c	c	c
Paper and Its Products	5	- 4	-16	294	+13	3,591	c	c	c	c	c	c	c
Tobacco and Its Products	6	+ 8	+ 1	277	+15	4,253	c	c	c	c	c	c	c
Mountain	96	+ 2	+ 1	7,156	+ 2	108,691	60	+ 7	+ 1	5,128	145	151	146
Automotive Supplies	10	+14	b	201	+ 7	4,631	6	-10	+ 9	275	218	272	192
Electrical Goods	14	-10	+19	619	-32	7,568	11	-12	- 2	352	68	66	85
Fresh Fruits and Vegetables	4	+12	- 9	123	+56	1,902	4	b	-25	18	15	16	18
Groceries and Foods, except Farm Products	27	+17	+ 3	2,244	+ 7	25,722	22	+17	b	2,843	145	149	153
Meats and Meat Products	5	-39	- 8	783	-10	8,800	c	c	c	c	c	c	c
General Hardware	5	+17	+13	682	- 1	7,608	c	c	c	c	c	c	c
Tobacco and Its Products	5	+ 4	- 1	329	+53	3,759	c	c	c	c	c	c	c
Pacific	192	- 1	- 2	30,461	+ 9	631,176	111	+ 6	b	13,900	85	83	88
Automotive Supplies	20	+18	- 8	474	+19	14,223	13	-15	+ 1	347	130	196	126
Clothing and Furnishings, except Shoes	6	+13	-20	140	+42	2,325	c	c	c	c	c	c	c
Dry Goods	7	-13	- 7	630	+ 6	16,682	c	c	c	c	c	c	c
Electrical Goods	24	-17	+11	3,814	-16	49,740	24	+10	- 4	2,611	68	52	79
Fresh Fruits and Vegetables	6	- 1	b	858	+29	20,749	6	-25	-38	125	15	19	24
Furniture and House Furnishings	7	- 1	+22	1,348	+ 4	16,880	4	-24	-10	1,376	109	147	148
Groceries and Foods, except Farm Products	30	+ 8	- 6	9,046	+18	187,097	17	+28	+ 4	5,172	83	72	75
Meats and Meat Products	6	+26	+ 9	880	+ 5	14,194	c	c	c	c	c	c	c
Beer	6	+33	+12	190	+30	2,737	5	-60	- 4	25	17	59	20
General Hardware	10	- 2	- 1	2,388	+ 3	76,978	5	- 2	+11	1,900	206	212	236
Industrial Supplies	5	+ 8	+ 6	472	+23	32,972	c	c	c	c	c	c	c
Plumbing and Heating Supplies	6	-28	- 3	1,413	- 9	20,557	c	c	c	c	c	c	c
Lumber and Building Materials	11	+19	- 7	909	+ 3	14,445	9	+12	+14	477	57	65	48
Machinery, Eqpt., and Supplies, except Electrical	8	+14	- 1	342	- 5	7,555	4	-19	+ 5	162	117	335	90
Tobacco and Its Products	11	+ 1	+ 6	1,543	+11	19,447	c	c	c	c	c	c	c
Leather and Shoe Findings	4	+ 4	- 3	147	+20	1,075	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.

3-30425

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		Dec. 1943	Dec. 1942	Nov. 1943	Dec. 1943 vs. Dec. 1942	Dec. 1943 vs. Nov. 1943	December 1, 1943 (Add 000)
New England	129	127	103	117	-18	- 1	$10,452
Drugs and Sundries (liquor excluded)	6	140	136	122	b	- 6	474
Dry Goods	5	105	90	99	-23	- 7	187
Electrical Goods	26	85	64	81	-18	+ 9	2,504
Groceries and Foods, except Farm Products	10	142	100	130	-20	+ 6	1,687
Meats and Meat Products	5	161	176	151	-11	+ 1	1,543
Industrial Supplies	9	113	96	107	-22	- 6	393
Plumbing and Heating Supplies	8	84	54	66	- 7	-15	170
Optical Goods	4	87	88	89	-10	+ 3	38
Metals	5	143	134	156	-33	- 7	168
Paper and Its Products	6	91	87	91	+ 1	- 7	353
Tobacco and Its Products	11	278	200	210	-20	-15	769
Middle Atlantic	390	128	108	134	-16	+ 1	36,236
Automotive Supplies	17	83	75	81	+ 7	- 6	288
Clothing and Furnishings, except Shoes	11	96	71	103	- 9	+ 1	3,261
Shoes and Other Footwear	7	81	76	98	-32	-10	547
Drugs and Sundries (liquor excluded)	8	102	89	94	- 7	- 2	1,777
Dry Goods	28	93	73	99	-29	- 1	3,302
Electrical Goods	45	83	73	80	-38	-10	3,369
Dairy and Poultry Products	4	337	194	249	-36	- 7	165
Fresh Fruits and Vegetables	11	315	258	272	-21	- 7	124
Furniture and House Furnishings	11	93	61	88	-49	- 5	805
Groceries and Foods, except Farm Products	60	162	138	166	-12	+ 2	5,448
Meats and Meat Products	22	178	184	253	- 2	+23	4,772
Beer	7	126	83	130	-15	- 3	128
General Hardware	24	99	94	101	- 5	+ 5	2,858
Industrial Supplies	20	83	76	81	-12	- 4	1,758
Plumbing and Heating Supplies	19	74	63	76	-12	-11	407
Jewelry	7	87	69	58	-32	-15	330
Optical Goods	5	83	69	92	-14	-12	115
Lumber and Building Materials	5	85	76	83	+ 2	+ 7	366
Machinery, Eqpt., and Supplies, except Electrical	6	112	108	135	+18	b	84
Surgical, Medical, and Hospital Eqpt. and Supplies	4	63	77	96	+34	+24	247
Metals	4	125	143	141	+50	+13	972
Paper and Its Products	19	89	72	85	+ 7	-11	2,064
Tobacco and Its Products	28	267	180	243	-27	- 4	2,487
East North Central	355	134	115	128	-14	b	25,301
Automotive Supplies	40	105	93	99	+17	- 6	844
Paints and Varnishes	5	51	34	44	-17	- 2	86
Clothing and Furnishings, except Shoes	7	110	106	96	-21	-16	185
Drugs and Sundries (liquor excluded)	13	119	98	103	- 3	- 3	1,361
Dry Goods	5	95	77	86	-19	-12	803
Electrical Goods	46	95	82	89	-29	+ 8	3,014
Dairy and Poultry Products	7	170	149	164	-12	-11	76
Fresh Fruits and Vegetables	8	218	229	180	+16	+ 1	128
Furniture and House Furnishings	7	165	108	131	-47	-31	203
Groceries and Foods, except Farm Products	65	184	148	172	-11	- 5	4,602
Confectionery	4	246	192	243	b	+ 4	24
Meats and Meat Products	15	210	196	262	-23	+50	2,410
Beer	5	123	126	121	+25	+ 5	66
Wines and Liquors	7	455	256	320	-44	-13	167
General Hardware	15	105	84	99	-21	- 8	3,117
Industrial Supplies	10	93	87	92	-16	- 9	783
Plumbing and Heating Supplies	12	121	90	104	-19	- 8	343
Jewelry	8	75	59	64	-22	- 1	622
Lumber and Building Materials	6	139	97	118	-43	-33	248
Machinery, Eqpt., and Supplies, except Electrical	9	70	78	82	+36	+ 6	625
Metals	4	131	98	133	-10	- 2	414
Paper and Its Products	20	103	89	100	+21	+ 1	1,966
Tobacco and Its Products	19	170	158	157	- 4	b	1,499
West North Central	176	115	94	98	-16	- 8	19,757
Automotive Supplies	16	97	92	88	+16	+ 1	389
Drugs and Sundries (liquor excluded)	4	121	108	114	- 6	- 3	854
Dry Goods	4	89	73	69	-18	-10	8,860
Electrical Goods	26	92	78	95	-25	- 3	1,245
Fresh Fruits and Vegetables	5	200	165	193	b	+20	218
Groceries and Foods, except Farm Products	43	255	215	215	-10	- 8	1,814
Beer	6	289	205	279	b	- 2	55
General Hardware	11	127	93	115	-19	- 5	2,238
Industrial Supplies	8	79	63	78	-23	b	496
Plumbing and Heating Supplies	8	75	63	73	-21	-13	473
Lumber and Building Materials	6	124	99	105	-10	- 1	706
Paper and Its Products	4	99	82	91	+11	- 8	238

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1943

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		Dec. 1943	Dec. 1942	Nov. 1943	Dec. 1943 vs. Dec. 1942	Dec. 1943 vs. Nov. 1943	December 1, 1943 (Add 000)
South Atlantic	249	116	92	108	-20	- 6	$14,188
Automotive Supplies	14	97	87	83	- 9	-12	552
Paints and Varnishes	4	87	84	84	-21	- 1	216
Clothing and Furnishings, except Shoes	5	104	90	93	- 8	-19	188
Drugs and Sundries (liquor excluded)	8	109	95	102	- 2	- 5	735
Dry Goods	5	84	68	75	-33	-22	1,189
Electrical Goods	43	81	63	75	-35	+ 3	3,400
Fresh Fruits and Vegetables	11	149	123	126	+16	+14	415
Groceries and Foods, except Farm Products	65	177	143	163	- 6	- 7	2,520
Confectionery	8	117	109	118	-10	- 4	220
Meats and Meat Products	6	250	200	249	-26	-13	281
General Hardware	18	97	83	93	-11	- 9	1,738
Industrial Supplies	9	89	91	95	- 9	- 1	510
Plumbing and Heating Supplies	4	74	62	73	-28	+ 9	255
Machinery, Eqpt., and Supplies, except Electrical	8	92	83	94	-13	-10	201
Paper and Its Products	9	90	75	86	-16	b	573
Tobacco and Its Products	6	160	122	158	-18	+ 2	419
East South Central	97	125	101	111	-18	-12	6,118
Dry Goods	8	112	84	86	-44	-31	879
Electrical Goods	9	89	79	82	- 7	+14	553
Fresh Fruits and Vegetables	8	209	156	209	- 1	+ 2	116
Groceries and Foods, except Farm Products	22	167	133	155	- 8	-12	991
General Hardware	8	103	101	86	- 9	-13	958
Lumber and Building Materials	5	102	119	128	-17	-18	252
Machinery, Eqpt., and Supplies, except Electrical	4	87	66	87	-14	- 5	115
Paper and Its Products	5	93	80	93	- 7	b	296
West South Central	150	130	107	121	-11	- 3	11,282
Automotive Supplies	5	99	89	107	+ 2	-10	138
Drugs and Sundries (liquor excluded)	7	108	88	104	- 3	- 3	1,345
Electrical Goods	23	89	75	81	-30	+ 1	1,605
Groceries and Foods, except Farm Products	64	157	129	146	- 7	- 7	3,921
General Hardware	12	122	95	109	+ 2	b	1,285
Industrial Supplies	4	89	78	86	-15	-11	764
Surgical, Medical, and Hospital Eqpt. and Supplies	5	75	75	80	+16	- 8	113
Paper and Its Products	5	78	80	87	+ 8	+ 5	396
Tobacco and Its Products	4	140	126	198	- 8	+50	87
Mountain	76	132	118	125	-19	- 1	3,948
Automotive Supplies	9	92	76	84	- 6	- 7	214
Electrical Goods	13	86	82	77	-52	- 4	696
Fresh Fruits and Vegetables	4	130	130	147	+13	+18	86
Groceries and Foods, except Farm Products	23	191	168	184	- 2	+ 5	1,055
Pacific	152	116	95	111	-17	- 5	20,469
Automotive Supplies	17	91	92	94	+17	+ 1	398
Clothing and Furnishings, except Shoes	5	104	75	71	- 1	-24	183
Dry Goods	5	105	80	102	-37	- 3	515
Electrical Goods	19	79	61	73	-29	- 4	3,992
Fresh Fruits and Vegetables	6	150	150	150	+ 2	- 1	513
Furniture and House Furnishings	6	77	76	115	-26	+28	1,324
Groceries and Foods, except Farm Products	25	184	139	158	-15	-13	4,919
Meats and Meat Products	5	346	309	272	-11	-19	218
General Hardware	9	92	76	84	-12	-12	2,801
Industrial Supplies	5	93	85	84	+ 6	-13	515
Plumbing and Heating Supplies	5	81	73	83	-29	- 2	1,635
Lumber and Building Materials	11	74	91	101	+31	+12	1,096
Machinery, Eqpt., and Supplies, except Electrical	6	99	112	78	+11	+ 6	283
Tobacco and Its Products	10	125	110	123	-15	+ 8	1,037
Leather and Shoe Findings	4	84	80	88	+ 2	- 4	171

[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.)