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Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

WHOLESALESALES, INVENTORIES, AND CREDITS
JANUARY 1944

Sales of wholesalers, as reported for 2,465 establishments, gained 6 percent in January 1944 over January 1943, according to an announcement released today by J. C. Capt, Director of the Census. On a year-to-year comparison, wholesalers reporting to this survey noted almost no sales change for January 1943, a gain of 37 percent for January 1942, and a gain of 18 percent for January 1941. For the first month of 1944 dollar volume of wholesalers throughout the country was 7 percent short of their December 1943 sales.

Of the 35 trades shown separately in this survey, 8 recorded substantial (18% to 46%) sales gains and 18 showed moderate (4% to 14%) rises for January 1944 compared with January 1943. Noteworthy increases occurred in sales of clothing and furnishings, except shoes, (46%), automotive supplies (25%), metals (22%), and paper and its products (21%). Wholesalers of groceries and foods, except farm products, showed a sales gain of 13 percent; drugs and sundries (liquor excluded), 10 percent; general hardware, 7 percent; and tobacco and its products, 6 percent. Reduced dollar volumes were reported for electrical goods (6%), plumbing and heating supplies (8%), furniture and house furnishings (9%), and shoes and other footwear (11%).

Inventories, in terms of dollars based on cost values, at the close of January 1944 were slightly (2%) higher than those of January a year ago, but inventories at that time were 23 percent short of the January 1942 volume. Compared with the preceding month, January 1944 stocks showed a small (3%) gain.

The stock-sales ratio for wholesalers at the end of this January was 121 as against 124 for January 1943 and 105 for December 1943. Wholesalers of dry goods, with sales up 4 percent and inventories down 8 percent, showed a stock-sales ratio of 129 this January as against 150 last January. Sales were up 14 percent for full-line wholesalers of groceries and foods, except farm products, and inventories were up 17 percent, reflected in a stock-sales ratio of 153 for January 1944 as against 147 for January 1943. Wholesalers of beer noted an 18 percent increase in sales and a substantially decreased (25%) inventory—a stock-sales ratio of 32 for this January, compared with 51 a year ago. In January 1944, jewelry wholesalers reported almost no change in sales, an 11 percent decrease in inventories, with a stock-sales ratio of 267 against 245 last January. Of the 35 trades for which stock-sales ratios are shown, 13 showed increases for January 1944 compared with January 1943.

Collections on accounts receivable were 10 percent higher for January 1944 than for January 1943, but 7 percent less than those of December 1943. The collection percentage for January 1944 was 110; for January 1943, 100; and for December 1943, 118. Accounts receivable were 8 percent less on January 1, 1944 than on January 1, 1943; but at the beginning of this January compared with December 1, 1943, only a small (3%) 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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
JANUARY 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1944 (Add 000)	Number of firms reporting stocks	Percent change		Jan. 31, 1944 (Add 000)	Jan. 1944	Jan. 1943	Dec. 1943
		Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943			Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943				
UNITED STATES	2,465	+ 6	- 7	\$257,183	1,486	+ 2	+ 3	\$186,253	121	124	105
Automotive Supplies.....	182	+25	- 9	3,827	90	- 2	+ 2	3,019	155	193	152
Chemicals (industrial).....	13	+ 7	+15	810	10	+ 1	-10	587	93	101	124
Paints and Varnishes.....	54	+ 3	+ 7	2,965	14	- 7	+ 4	1,072	191	194	185
Clothing and Furnishings, except Shoes.....	31	+46	- 4	2,991	14	- 8	- 2	588	87	113	128
Shoes and Other Footwear.....	23	-11	- 3	14,424	12	-11	+ 1	3,498	52	57	53
Coal.....	12	+ 8	- 4	2,885	6	-16	-24	2,173	139	164	168
Drugs and Sundries (liquor excluded).....	124	+10	- 3	25,188	92	+22	+ 9	32,149	164	149	148
Dry Goods.....	81	+ 4	+12	17,049	43	- 8	- 2	14,074	129	150	144
Electrical Goods.....	300	- 6	-26	18,333	266	-15	- 1	12,414	72	79	53
Dairy and Poultry Products.....	32	+13	b	2,208	17	+36	+36	277	28	25	20
Fresh Fruits and Vegetables.....	75	+14	-21	3,584	50	+14	- 4	641	23	23	19
Farm Supplies.....	10	+20	+ 6	457	5	+48	+12	203	95	74	73
Furniture and House Furnishings.....	46	- 9	-13	2,710	19	-23	+ 8	2,549	156	177	116
Groceries and Foods, except Farm Products.....	505	+13	- 2	52,106	279	+18	+ 3	35,800	142	135	135
Full-line wholesalers.....	241	+14	- 1	21,425	121	+17	+ 3	16,401	153	147	147
Voluntary-group wholesalers.....	120	+10	- 4	19,103	78	+18	+ 4	13,313	153	145	142
Retailer-cooperative warehouses.....	18	+ 7	- 1	4,403	12	+14	- 2	2,794	106	100	106
Specialty lines.....	126	+22	+ 1	7,175	68	+29	- 1	3,292	105	97	99
Confectionery.....	40	+13	-22	1,103	20	+24	+11	323	75	65	45
Meats and Meat Products.....	63	+ 2	+16	28,037	40	+ 4	+ 2	7,407	58	56	57
Beer.....	61	+18	- 8	1,429	42	-25	- b	347	32	51	30
Wines and Liquors.....	41 ^c	+ 7	-19	7,617	29	-17	+ 5	7,714	119	152	92
Liquor Department of Other Trades ^d	37	+ 2	-39	7,007	35	+45	+11	10,458	150	106	83
Total Hardware Group.....	294	+ 4	- 6	29,103	183	- 9	+ 2	31,731	175	205	162
General hardware.....	116	+ 7	- 6	17,795	70	- 9	+ 3	21,319	190	229	176
Industrial supplies.....	94	+ 5	- 2	7,427	63	- 8	- 1	7,464	151	166	144
Plumbing and heating supplies.....	84	- 8	- 8	3,881	50	- 8	+ 5	2,948	156	174	128
Jewelry.....	25	b	-11	985	11	-11	+28	943	267	245	156
Optical Goods.....	13	+20	+ 7	220	7	- 1	+ 6	128	147	184	149
Lumber and Building Materials.....	46	- 1	-11	2,850	29	b	- 3	2,097	108	98	95
Machinery, Equipment and Supplies, except Electrical....	48	+ 9	-10	2,116	31	- 7	- 2	1,851	122	142	109
Surgical, Medical, and Hospital Equipment and Supplies..	27	+13	-21	1,067	18	+ 9	- 1	1,164	141	146	107
Metals.....	27	+22	- 5	2,667	14	+49	+ 2	3,181	222	173	195
Paper and Its Products.....	83	+21	- 3	6,440	40	-14	- 4	3,248	102	153	102
Petroleum.....	10	+13	-10	601	5	+ 6	+17	349	66	72	52
Tobacco and Its Products.....	127	+ 6	-25	13,312	51	-23	- 4	4,128	59	84	47
Leather and Shoe Findings.....	17	+11	- 4	282	6	-27	+ 3	148	172	249	196
Miscellaneous.....	18	+28	- 9	2,810	8	+14	+ 3	1,992	183	209	153

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

^b Less than 0.5 percent.

^c Not affiliated with voluntary or cooperative groups.

^d Chiefly of the wholesale drug trade.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
JANUARY 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		January 1944	January 1943	December 1943	Percent change		As of January 1, 1944 (Add 000)
					January 1944 vs. January 1943	January 1944 vs. December 1943	
UNITED STATES	1,938	110	100	118	- 8	- 3	\$187,789
Automotive Supplies.....	135	95	88	96	+10	- 5	2,579
Chemicals (industrial).....	10	98	86	115	-13	+ 4	570
Paints and Varnishes.....	22	66	59	72	- 8	+ 3	889
Clothing and Furnishings, except Shoes.....	27	98	71	97	-11	-13	3,393
Shoes and Other Footwear.....	19	97	73	95	-21	- 7	6,708
Coal.....	12	111	97	116	-10	+10	2,544
Drugs and Sundries (liquor excluded).....	113	107	94	109	b	- 4	20,345
Dry Goods.....	71	84	71	93	-16	-10	15,770
Electrical Goods.....	269	77	75	87	-19	+ 1	19,848
Dairy and Poultry Products.....	22	181	142	199	- 7	+ 2	869
Fresh Fruits and Vegetables.....	63	169	141	188	- 7	b	1,792
Farm Supplies.....	7	143	128	153	+28	+11	233
Furniture and House Furnishings.....	36	93	74	100	-32	-13	2,576
Groceries and Foods, except Farm Products.....	377	157	133	168	- 8	- 4	24,526
Full-line wholesalers ^c	174	145	126	152	- 2	- 5	10,862
Voluntary-group wholesalers.....	91	166	137	181	-14	- 3	8,653
Retailer-cooperative warehouses.....	14	234	221	265	- 3	- 2	1,318
Specialty lines.....	98	143	116	148	- 8	- 4	3,693
Confectionery.....	17	110	97	155	- 3	+28	459
Meats and Meat Products.....	57	176	187	172	- 2	+12	14,279
Beer.....	21	163	99	150	-12	-11	251
Wines and Liquors.....	34	164	131	222	-24	+ 1	3,809
Total Hardware Group.....	271	91	80	103	-12	- 4	27,651
General hardware.....	104	97	86	114	- 7	- 6	15,433
Industrial supplies.....	84	87	79	90	-12	b	7,297
Plumbing and heating supplies.....	83	76	67	84	-24	- 2	4,921
Jewelry.....	18	99	94	73	-27	-25	1,059
Optical Goods.....	10	88	87	85	- 9	-10	173
Lumber and Building Materials.....	42	102	83	101	-16	-17	2,605
Machinery, Equipment, and Supplies, except Electrical.....	41	90	73	97	- 1	+ 4	2,140
Surgical, Medical, and Hospital Equipment and Supplies.....	26	52	62	53	+57	+13	2,287
Metals.....	25	114	97	112	+ 5	- 1	2,354
Paper and Its Products.....	73	96	83	92	+ 6	-10	6,462
Petroleum.....	7	133	113	146	+ 4	+ 7	393
Tobacco and Its Products.....	85	81	151	90	+88	-12	13,633
Leather and Shoe Findings.....	14	89	72	88	-13	- 7	309
Miscellaneous.....	14	137	91	186	-32	+ 9	6,983

^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.

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JANUARY 1944

Page 4

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1944 (Add 000)	Number of firms reporting stocks	Percent change		Jan. 31, 1944 (Add 000)	Jan. 1944	Jan. 1943	Dec. 1943
		Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943			Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943				
New England.....	162	+ 5	-11	\$14,023	114	- 2	b	\$9,125	92	97	85
Automotive Supplies.....	4	+ 5	-21	23	c	- 2	c	c	c	c	c
Shoes and Other Footwear.....	4	- 7	+13	311	4	+21	+13	535	172	133	171
Drugs and Sundries (liquor excluded).....	12	+11	+ 3	1,909	9	+17	+ 9	2,166	157	149	147
Dry Goods.....	5	+14	+18	92	c	c	c	c	c	c	c
Electrical Goods.....	30	+ 8	-18	1,756	27	-32	-19	775	45	72	45
Fresh Fruits and Vegetables.....	5	+ 8	- 5	99	4	+29	-44	9	10	9	16
Furniture and House Furnishings.....	4	- 1	- 4	198	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	20	+13	-10	2,308	12	+10	+ 6	842	117	119	108
Meats and Meat Products.....	6	- 6	b	2,458	6	- 2	- 4	1,257	51	49	53
Industrial Supplies.....	12	-12	-18	674	8	- 7	- 1	867	169	148	137
Plumbing and Heating Supplies.....	9	-11	-12	71	5	-16	+ 8	174	387	433	329
Optical Goods.....	4	+14	- 3	32	c	c	c	c	c	c	c
Metals.....	4	+37	+ 7	63	c	c	c	c	c	c	c
Paper and Its Products.....	8	- 3	-14	308	5	-21	-10	199	105	133	104
Tobacco and Its Products.....	11	+ 3	-33	1,371	c	c	c	c	c	c	c
Middle Atlantic.....	518	+ 8	-10	54,000	307	- 3	+ 4	33,085	104	116	86
Automotive Supplies.....	23	+28	- 3	521	15	-13	+ 3	687	191	273	177
Shoes and Other Footwear.....	7	-15	+38	629	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	19	+ 3	+10	4,815	15	+20	+ 7	4,912	151	132	128
Dry Goods.....	35	- 7	+14	5,213	18	-22	b	2,025	108	144	128
Electrical Goods.....	58	- 5	-25	4,091	50	-29	- 3	2,074	54	73	41
Dairy and Poultry Products.....	5	+48	+ 3	620	4	+68	+88	175	30	26	16
Fresh Fruits and Vegetables.....	14	+17	-20	422	9	- 5	+ 3	32	10	11	8
Furniture and House Furnishings.....	12	-22	-12	490	5	-38	+22	333	118	140	82
Groceries and Foods, except Farm Products.....	84	+13	b	10,725	36	+21	b	4,613	136	127	124
Confectionery.....	5	+22	-12	45	c	c	c	c	c	c	c
Meats and Meat Products.....	12	+18	+ 1	2,475	10	+ 4	+ 8	1,331	55	63	52
Beer.....	14	+35	- 7	275	10	-40	-12	29	12	26	12
General Hardware.....	31	+ 2	-22	2,318	18	- 8	+ 5	2,779	208	228	202
Industrial Supplies.....	26	- 2	+ 4	2,166	18	- 2	b	1,488	99	90	94
Plumbing and Heating Supplies.....	23	+ 1	-19	1,036	11	- 2	+ 6	970	144	160	101
Jewelry.....	9	b	- 8	345	6	-13	+25	476	225	249	172
Optical Goods.....	5	+18	+10	118	c	c	c	c	c	c	c
Lumber and Building Materials.....	7	+15	-31	314	4	- 6	+ 2	110	120	133	84
Machinery, Eopt., and Supplies, except Electrical... Surgical, Medical, and Hospital Eopt. and Supplies...	6 4	+17 + 9	+31 -11	130 72	c c	c c	c c	c c	c c	c c	c c
Metals.....	8	+17	-10	1,177	c	c	c	c	c	c	c
Paper and Its Products.....	24	+30	+ 3	1,830	15	-18	- 9	666	58	102	73
Petroleum.....	4	+15	- 9	1,522	c	c	c	c	c	c	c
Tobacco and Its Products.....	41	+ 7	-27	5,635	24	-33	- 6	2,770	61	98	47
East North Central.....	475	+ 7	-10	44,858	303	+ 1	+ 2	33,410	113	117	98
Automotive Supplies.....	46	+19	b	1,018	31	+ 1	+ 3	1,114	146	168	141
Paints and Varnishes.....	6	+10	+ 1	272	5	- 4	- 2	388	146	167	149
Clothing and Furnishings, except Shoes.....	7	+23	+14	106	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	23	+12	- 8	4,549	16	+22	+ 8	4,854	144	132	125
Dry Goods.....	8	+19	+36	1,166	5	-27	-16	820	75	122	127
Electrical Goods.....	57	+ 4	-31	3,985	48	-11	+ 2	2,663	74	87	49
Dairy and Poultry Products.....	15	- 6	+ 3	527	9	- 2	- 6	80	27	23	27
Fresh Fruits and Vegetables.....	15	+ 4	-24	738	11	+13	-20	171	34	33	35
Furniture and House Furnishings.....	7	-25	+18	294	5	-41	- 1	331	160	189	159
Groceries and Foods, except Farm Products.....	82	+14	- 4	11,863	53	+21	b	9,898	160	150	153
Confectionery.....	8	+19	-12	139	4	+17	-17	49	84	81	63
Meats and Meat Products.....	16	- 5	- 8	5,629	12	-12	+ 4	2,479	50	53	44
Beer.....	15	+20	- 7	371	11	-17	+ 7	59	27	42	24
Wines and Liquors.....	12	- 2	-30	982	8	-36	- 6	622	103	146	70

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WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JANUARY 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1944 (Add 000)	Number of firms reporting stocks	Percent change		Jan. 31, 1944 (Add 000)	Jan. 1944	Jan. 1943	Dec. 1943
		Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943			Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943				
East North Central (continued)											
General Hardware.....	12	- 1	- 7	\$1,599	8	-16	+10	\$2,611	186	225	157
Industrial Supplies.....	14	- 9	+ 2	914	9	- 3	+ 4	350	35	87	90
Plumbing and Heating Supplies.....	14	- 1	-11	481	10	- 3	+ 5	521	204	226	176
Jewelry.....	7	-20	-16	239	c	c	c	c	c	c	c
Lumber and Building Materials.....	11	+20	+10	466	5	-12	- 5	248	153	142	152
Machinery, Eqt., and Supplies, except Electrical...	11	+28	+12	538	9	-20	- 1	404	78	125	90
Surgical, Medical, and Hospital Eqt. and Supplies...	7	+ 8	-32	638	4	+13	- 4	507	96	91	65
Metals.....	6	+ 8	- 3	666	c	c	c	c	c	c	c
Paper and Its Products.....	23	+30	- 3	2,673	10	-18	+ 1	991	94	163	86
Tobacco and Its Products.....	29	+10	-22	2,739	11	+20	b	804	55	55	49
West North Central.....	239	+ 8	- 6	24,851	162	b	+ 2	30,236	148	162	134
Automotive Supplies.....	21	+17	- 4	419	10	+11	+ 7	195	173	196	183
Chemicals (industrial).....	4	+20	+57	267	4	+13	-12	298	112	118	200
Shoes and Other Footwear.....	4	- 8	+11	1,068	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	14	+ 9	+ 2	3,083	12	+18	+ 7	4,377	187	160	154
Dry Goods.....	5	+ 3	-13	5,940	4	- 7	- 4	8,293	144	161	135
Electrical Goods.....	31	+18	-19	1,193	28	-18	+ 2	992	96	136	75
Groceries and Foods, except Farm Products.....	59	+ 8	- 5	4,569	42	+18	+ 9	5,743	161	150	138
Beer.....	7	+42	+ 5	173	c	c	c	c	c	c	c
General Hardware.....	11	+27	- 8	2,652	10	-10	+ 4	5,092	200	290	180
Industrial Supplies.....	10	- 5	- 3	583	5	-24	- 6	395	129	177	142
Plumbing and Heating Supplies.....	10	+ 3	+ 5	323	6	-17	- 4	234	131	208	158
Lumber and Building Materials.....	6	+19	+11	262	c	c	c	c	c	c	c
Surgical, Medical, and Hospital Eqt. and Supplies..	4	+17	+ 1	82	4	+ 2	b	207	252	290	256
Paper and Its Products.....	6	+18	+11	215	c	c	c	c	c	c	c
Tobacco and Its Products.....	10	+ 4	-21	501	c	c	c	c	c	c	c
South Atlantic.....	358	+ 7	- 4	25,460	213	+ 5	+ 4	16,420	105	104	95
Automotive Supplies.....	17	+18	-13	342	8	- 6	- 3	142	119	174	143
Paints and Vernishes.....	4	-35	-16	145	4	- 7	+ 7	192	132	92	103
Clothing and Furnishings, except Shoes.....	5	+30	+67	200	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	20	+12	+ 2	2,373	11	+22	+12	2,242	178	165	160
Dry Goods.....	7	+26	+63	1,345	4	- 3	+33	700	139	187	204
Electrical Goods.....	49	-24	-23	2,798	48	-10	+ 5	2,053	74	64	54
Fresh Fruits and Vegetables.....	12	+26	-28	673	7	- 2	-11	90	20	25	15
Furniture and House Furnishings.....	6	+ 7	+12	277	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	95	+18	+ 1	6,372	40	+11	- 1	2,823	107	108	108
Confectionery.....	17	+19	- 1	385	10	+18	+33	145	61	55	39
Meats and Meat Products.....	8	+ 3	+20	1,041	6	+44	+ 1	460	45	32	54
Beer.....	9	- 3	-10	303	6	-15	+13	115	45	50	36
General Hardware.....	17	+14	+ 3	1,662	10	b	+ 8	1,267	152	165	153
Plumbing and Heating Supplies.....	16	-13	-11	729	c	c	c	c	c	c	c
Jewelry.....	4	+27	-26	136	c	c	c	c	c	c	c
Lumber and Building Materials.....	4	+28	-11	55	c	c	c	c	c	c	c
Machinery, Eqt., and Supplies, except Electrical...	6	+ 6	- 5	209	4	- 1	+ 5	239	210	210	200
Paper and Its Products.....	12	+ 3	+ 9	713	5	-12	- 6	410	127	153	144
Tobacco and Its Products.....	10	+ 5	-16	1,255	4	+ 7	- 3	208	46	47	41

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JANUARY 1944

Page 6

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a			
	Number of firms reporting sales	Percent change		January 1944 (Add 000)	Number of firms reporting stocks	Percent change		Jan. 31, 1944 (Add 000)	Jan. 1944	Jan. 1943	Dec. 1943	
		Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943			Jan. 1944 vs. Jan. 1943	Jan. 1944 vs. Dec. 1943					
East South Central.....	132	+16	+ 3	\$10,995	68	+10	+ 1	\$7,858	128	130	131	
Automotive Supplies.....	6	+11	- 1	143	c	c	c	c	c	c	c	c
Drugs and Sundries (Liquor excluded).....	11	+11	+ 2	2,036	c	c	c	c	c	c	c	c
Dry Goods.....	5	+ 6	+131	897	c	c	c	238	82	120	53	c
Electrical Goods.....	11	+20	-27	342	8	-19	+ 8	c	c	c	c	c
Fresh Fruits and Vegetables.....	9	+23	- 4	276	c	c	b	1,699	126	121	128	c
Groceries and Foods, except Farm Products.....	33	+22	- 1	2,702	14	+22	c	c	c	c	c	c
Wines and Liquors.....	4	+26	-36	647	c	c	- 2	1,290	131	141	154	c
General Hardware.....	10	+13	+11	1,953	5	- 4	c	c	c	c	c	c
Industrial Supplies.....	5	+35	+ 8	261	c	c	c	c	c	c	c	c
Machinery, Ept., and Supplies, except Electrical.....	4	+27	+27	98	c	c	c	c	c	c	c	c
Paper and Its Products.....	4	+ 4	+ 8	247	c	c	c	c	c	c	c	c
West South Central.....	208	+ 8	- 4	20,359	154	+10	+ 4	20,578	148	143	136	
Automotive Supplies.....	5	+42	+12	145	4	- 6	+ 3	119	86	131	93	c
Drugs and Sundries (Liquor excluded).....	15	+12	- 1	2,487	11	+27	+ 5	4,148	196	173	188	c
Dry Goods.....	4	+24	+137	700	4	+22	+12	817	117	118	249	c
Electrical Goods.....	28	-19	-36	869	22	-11	b	730	92	94	56	c
Groceries and Foods, except Farm Products.....	86	+ 9	+ 2	8,072	53	+12	+ 5	6,589	136	134	159	c
General Hardware.....	17	+ 7	+ 3	2,667	9	b	- 1	2,204	156	167	166	c
Industrial Supplies.....	7	+34	+16	1,711	6	-11	- 1	2,927	220	315	206	c
Machinery, Ept., and Supplies, except Electrical.....	5	+54	b	143	4	- 8	- 6	153	111	191	139	c
Surgical, Medical, and Hospital Ept. and Supplies.....	5	+26	c	86	c	c	c	c	c	c	c	c
Tobacco and Its Products.....	8	+13	-10	315	c	c	c	c	c	c	c	c
Mountain.....	98	+ 4	-10	6,939	64	+17	b	7,935	159	140	146	
Automotive Supplies.....	17	+ 6	-20	267	6	- 2	- 1	211	243	265	248	c
Electrical Goods.....	13	- 5	-27	444	10	-27	- 3	300	85	103	61	c
Fresh Fruits and Vegetables.....	4	+11	-15	99	4	+25	+33	20	20	18	13	c
Groceries and Foods, except Farm Products.....	16	+12	- 4	1,211	13	+25	- 1	1,752	162	148	158	c
Meats and Meat Products.....	4	+ 1	+30	975	c	c	c	c	c	c	c	c
General Hardware.....	5	+ 8	-23	525	c	c	c	968	133	128	112	c
Lumber and Building Materials.....	4	- 4	-17	730	4	- 1	- 2	c	c	c	c	c
Tobacco and Its Products.....	4	+13	-22	222	c	c	c	c	c	c	c	c
Pacific.....	232	+ 5	-14	29,392	120	+ 5	+ 5	28,134	146	146	110	
Automotive Supplies.....	43	+47	-19	919	10	- 5	- 1	338	156	196	137	c
Clothing and Furnishings, except Shoes.....	4	+47	+27	100	c	c	c	c	c	c	c	c
Dry Goods.....	9	- 1	+18	1,432	c	c	c	c	c	c	c	c
Electrical Goods.....	25	-13	-25	2,855	25	+ 5	- 1	2,569	90	74	68	c
Fresh Fruits and Vegetables.....	7	+14	-16	788	6	+46	+35	182	25	19	15	c
Furniture and House Furnishings.....	10	- 5	-23	1,099	5	-10	+ 8	1,514	161	172	110	c
Groceries and Foods, except Farm Products.....	30	+11	- 2	4,234	16	+24	+ 4	1,841	131	116	113	c
Meats and Meat Products.....	4	+27	+19	718	6	c	-12	53	37	70	33	c
Beer.....	9	+12	-21	1,987	c	c	c	c	c	c	c	c
Wines and Liquors.....	4	+28	+ 2	377	c	c	c	c	c	c	c	c
Industrial Supplies.....	5	+42	+ 3	1,009	c	c	c	c	c	c	c	c
Plumbing and Heating Supplies.....	5	-17	-18	684	9	+13	- 7	458	87	46	59	c
Lumber and Building Materials.....	9	-21	- 5	504	4	- 5	-10	199	90	118	127	c
Machinery, Ept., and Supplies, except Electrical.....	9	+16	b	551	c	c	c	c	c	c	c	c
Metals.....	5	+49	-31	1,071	c	c	c	c	c	c	c	c
Tobacco and Its Products.....	11	- 9	-30	69	c	c	c	c	c	c	c	c
Leather and Shoe Findings.....	4	+21	c	c	c	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.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

For release - April 1, 1944

Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

WHOLESALESALES, INVENTORIES, AND CREDITS
FEBRUARY 1944

Sales of wholesalers, as reported by 2,554 establishments, gained 5 percent in February 1944 over February 1943, according to an announcement released today by J. C. Capt, Director of the Census. Sales volumes were virtually the same in January and February this year, but the combined sales of the first 2 months of 1944 were 6 percent over the volume recorded for the same period in 1943.

Of the 35 trades shown separately in this report, 9 recorded substantial (15% to 43%) sales gains and 15 showed moderate (4% to 14%) rises for February 1944 compared with February 1943. Noteworthy increases occurred in sales of farm supplies (43%), beer and automotive supplies (each 25%), surgical, medical, and hospital equipment and supplies (24%), and clothing and furnishings, except shoes (23%). Wholesalers of drugs and sundries shared a sales gain of 11 percent; general hardware and voluntary-group wholesalers of groceries and foods, except farm products, each 9 percent; and dry goods, tobacco and its products, and full-line wholesalers of groceries and foods, each 5 percent. The largest sales decrease was registered by electrical goods wholesalers, whose average was 11 percent below the dollar volume recorded in February 1943.

Inventories, in terms of dollars based on cost values, at the close of February 1944 were 5 percent higher than those of February a year ago. The total dollar value of wholesalers' stocks remained about the same, however, for the first 2 months of 1944, but in February 1944 variations among the 35 trades were from a 25 percent gain, for confectionery, to a 25 percent decrease, for coal.

The stock-sales ratio for wholesalers at the end of this February was 122 as against 120 for February 1943 and 123 for January 1944. Wholesalers of paper and its products, with sales up 16 percent and inventories down 15 percent, showed a stock-sales ratio of 111 this February as against 152 last February. Sales were up 14 percent for wholesalers of paints and varnishes, and inventories were virtually unchanged, reflected in a stock-sales ratio of 196 for February 1944 as against 205 for February 1943. Wholesalers of furniture and house furnishings noted an 8 percent decrease in sales and a 4 percent decrease in inventory—a stock-sales ratio of 148 for this February, compared with 150 a year ago. In February 1944, shoes and other footwear wholesalers reported a 6 percent decline in sales, a minor (2%) decrease in inventories, with a stock-sales ratio of 56 against 58 last February. Of the 35 trades for which stock-sales ratios are shown, 15 showed increases for February 1944 compared with February 1943.

Collections on accounts receivable were 22 percent higher for February 1944 than for February 1943, but only slightly (2%) over those of January 1944. The collection percentage for February 1944 was 118; for February 1943, 97; and for January 1944, 116. Accounts receivable were 12 percent less on February 1, 1944 than on February 1, 1943; but at the beginning of this February compared with January 1, 1944, 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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALES' SALES AND INVENTORIES
FEBRUARY 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		February 1944 (Add 000)	Percent change from 2 mos. 1943	Two months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 29, 1943 (Add 000)	Feb. 1944	Feb. 1943	Jan. 1944
		Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944					Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944				
UNITED STATES	2,554	+ 5	+ 1	\$267,209	+ 6	\$573,089	1,560	+ 5	+ 1	\$195,439	122	120	123
Automotive Supplies.....	165	+25	c	3,763	+23	8,656	89	+ 1	c	3,161	150	192	153
Chemicals (industrial).....	13	+13	- 9	590	+12	2,471	9	c	- 2	406	114	132	98
Paints and Varnishes.....	60	+14	+14	3,461	+ 7	8,995	15	- 1	c	1,250	196	205	222
Clothing and Furnishings, except Shoes.....	28	+23	+16	2,280	+35	5,299	10	-23	- 4	146	86	109	88
Shoes and Other Footwear.....	31	- 6	+ 2	15,829	- 8	30,097	18	- 2	+ 1	4,551	56	58	60
Coal.....	15	+ 2	- 5	2,809	+ 6	8,029	7	+ 4	-25	1,643	113	96	136
Drugs and Sundries (liquor excluded).....	133	+11	- 6	24,610	+10	51,279	101	+20	+ 3	34,313	177	165	162
Dry Goods.....	87	+ 5	- 2	18,688	+ 5	36,904	45	- 2	c	14,468	121	133	121
Electrical Goods.....	294	-11	+11	17,824	- 9	38,241	254	- 8	+ 4	12,429	77	74	83
Dairy and Poultry Products.....	36	+ 4	- 1	3,165	+ 7	5,717	20	+ 8	- 8	304	27	28	30
Fresh Fruits and Vegetables.....	75	+ 5	- 5	3,696	+12	8,780	48	- 4	- 4	406	19	20	19
Farm Supplies.....	12	+43	+49	3,463	+40	3,998	7	+51	+10	468	110	87	98
Furniture and House Furnishings.....	45	- 8	- 3	2,765	- 8	5,767	24	- 4	+ 1	3,073	148	150	143
Groceries and Foods, except Farm Products.....	569	+ 7	+ 1	58,291	+10	132,144	343	+16	c	46,243	142	130	144
Full-line wholesalers ^d	289	+ 5	+ 1	26,130	+ 8	55,258	167	+15	- 1	24,593	147	133	149
Voluntary-group wholesalers.....	131	+ 9	+ 3	20,596	+11	45,240	88	+15	+ 1	14,212	158	146	161
Retailer-cooperative warehouses.....	17	+ 7	+ 1	4,670	+ 7	9,381	12	+13	c	3,324	111	108	114
Specialty lines.....	132	+10	- 5	6,895	+17	22,265	76	+32	+ 3	4,114	112	93	103
Confectionery.....	38	+19	+13	1,187	+16	2,290	16	+49	+25	377	84	70	80
Meats and Meat Products.....	65	+ 2	- 5	27,553	+ 2	56,965	42	+11	+ 7	7,538	57	51	55
Beer.....	57	+25	+ 7	1,414	+19	3,152	38	-37	- 7	246	22	46	26
Wines and Liquors.....	36	- 7	-13	4,488	- 1	14,789	24	-27	-13	3,610	109	144	116
Liquor Department of Other Trades ^e	37	+15	+16	7,944	+ 8	15,065	35	+45	+ 4	10,642	135	107	150
Total Hardware Group.....	304	+ 4	+ 4	30,370	+ 4	64,859	197	- 5	+ 2	32,621	166	161	171
General hardware.....	121	+ 9	+ 9	18,776	+ 7	40,061	75	- 5	+ 1	22,737	176	201	189
Industrial supplies.....	94	- 1	- 6	7,593	+ 2	16,320	62	- 7	+ 3	7,163	153	152	137
Plumbing and heating supplies.....	89	- 4	+ 4	4,001	- 7	8,478	60	- 4	+ 4	2,921	136	137	144
Jewelry.....	23	+10	+13	1,094	+ 5	2,090	9	+28	+22	979	261	206	204
Optical Goods.....	16	+23	+16	273	+22	515	6	+ 3	- 9	71	116	141	159
Lumber and Building Materials.....	55	+ 5	- 7	2,776	+ 2	6,419	36	+ 4	c	2,710	140	134	129
Machinery, Equipment and Supplies, except Electrical	51	+ 7	+ 6	2,134	+ 7	4,641	32	- 4	+ 1	1,939	128	139	135
Surgical, Medical, and Hospital Equip. and Supplies.	24	+24	+14	1,252	+19	2,361	13	+ 6	- 2	857	100	124	123
Metals.....	27	+ 2	c	2,802	+15	7,096	11	+24	+ 1	1,496	258	211	262
Paper and Its Products.....	85	+16	- 4	6,839	+18	14,497	39	-15	c	3,539	111	152	105
Petroleum.....	9	+10	- 6	578	+11	1,179	6	+ 4	+ 2	362	69	81	85
Tobacco and Its Products.....	125	+ 5	+ 6	12,532	+ 6	26,602	47	-31	- 3	3,312	56	87	80
Leather and Shoe Findings.....	19	- 3	+ 6	334	+ 3	636	9	-16	+ 5	228	166	174	161
Miscellaneous.....	20	+10	-12	2,625	+18	5,556	10	+ 5	- 1	1,851	220	186	167

- ^a These stock sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
^b Number does not apply in all cases to the year-to-date figures.
^c Less than 0.5 percent.
^d Not affiliated with voluntary or cooperative groups.
^e Chiefly of the wholesale drug trade.

3-31372

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

FEBRUARY 1944

3-21372

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		February 1944	February 1943	January 1944	Percent change		As of February 1, 1944 (Add 000)
					February 1944 vs. February 1943	February 1944 vs. January 1944	
UNITED STATES	2,062	118	97	116	-12	- 2	\$177,792
Automotive Supplies.....	143	95	90	97	+11	+ 3	3,166
Chemicals (industrial).....	12	109	81	109	-11	+13	526
Paints and Varnishes.....	26	74	65	74	- 5	+ 6	776
Clothing and Furnishings, except Shoes.....	22	97	64	87	-11	-13	1,823
Shoes and Other Footwear.....	26	86	62	96	-30	+ 3	7,132
Coal.....	15	106	101	110	- 2	- 2	2,637
Drugs and Sundries (liquor excluded).....	122	107	91	106	- 3	b	21,432
Dry Goods.....	75	77	65	85	-14	+10	18,096
Electrical Goods.....	266	82	63	75	-28	-15	14,852
Dairy and Poultry Products.....	23	172	157	163	+ 2	-10	1,500
Fresh Fruits and Vegetables.....	60	156	143	156	- 3	- 9	1,582
Farm Supplies.....	6	139	127	151	+11	+ 7	184
Furniture and House Furnishings.....	38	92	73	97	-25	+ 7	2,721
Groceries and Foods, except Farm Products.....	424	156	131	155	- 6	+ 4	29,153
Full-line wholesalers ^c	205	144	123	143	- 6	+ 3	14,110
Voluntary-group wholesalers.....	103	168	136	167	- 8	+ 5	9,557
Retailer-cooperative warehouses.....	14	234	216	239	+ 4	+12	1,558
Specialty lines.....	102	137	117	141	- 1	+ 2	3,928
Confectionery.....	15	132	110	113	-12	-23	351
Meats and Meat Products.....	58	168	173	180	- 3	- 3	13,911
Beer.....	22	171	118	170	- 6	- 5	245
Wines and Liquors.....	28	211	137	174	-28	-20	1,911
Liquor Department of Other Trades ^d	34	199	107	158	-52	-26	3,558
Total Hardware Group.....	280	93	80	92	-12	+ 1	28,308
General hardware.....	110	98	84	98	- 9	+ 3	15,948
Industrial supplies.....	84	90	80	87	-10	- 2	7,517
Plumbing and heating supplies.....	86	81	70	77	-23	- 2	4,843
Jewelry.....	16	65	53	97	- 2	-21	624
Optical Goods.....	12	91	75	94	- 8	+ 2	185
Lumber and Building Materials.....	51	101	82	101	-10	+ 4	2,771
Machinery, Equipment, and Supplies, except Electrical.....	43	99	73	85	-10	- 1	1,969
Surgical, Medical, and Hospital Equipment and Supplies.....	23	63	64	54	+40	-10	2,050
Metals.....	25	121	111	113	+ 4	- 4	2,360
Paper and Its Products.....	72	94	78	93	+ 3	- 3	6,526
Petroleum.....	7	133	109	131	-10	- 9	368
Tobacco and Its Products.....	86	198	153	189	-20	- 8	4,693
Leather and Shoe Findings.....	16	92	76	88	-12	- 6	326
Miscellaneous.....	16	99	80	95	+ 4	- 1	2,058

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1944

Page 4

3-1372

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 ^b	Percent change		February 1944 (Add 000)	Percent change from 2 mos. 1943 (Add 000)	Two months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 29, 1944 (Add 000)	Feb. 1944	Feb. 1943	Jan. 1944
		Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944					Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944				
New England.....	164	c	+ 1	\$14,493	+ 2	\$29,445	107	+ 6	+ 5	\$9,055	97	88	93
Chemicals (Industrial).....	4	+24	c	245	+18	707	d	d	d	d	d	d	d
Coal.....	4	+18	+12	940	+13	1,754	d	d	d	d	d	d	d
Drugs and Sundries (Liquor excluded).....	12	+ 4	-14	1,639	+ 8	3,548	8	+17	c	1,934	182	157	155
Dry Goods.....	5	+13	+ 4	174	+13	355	d	d	d	d	d	d	d
Electrical Goods.....	29	-12	- 4	1,677	- 4	3,609	26	-13	+17	905	55	55	45
Fresh Fruits and Vegetables.....	6	- 1	-11	109	+ 9	230	5	-15	-15	11	11	13	11
Furniture and House Furnishings.....	4	-10	+ 8	196	- 3	445	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	18	- 1	- 6	2,100	+ 6	4,433	9	+11	+ 2	798	149	115	151
Meats and Meat Products.....	7	-12	+16	2,911	- 9	5,369	7	+32	+ 9	1,395	48	32	51
Industrial Supplies.....	12	- 9	- 1	666	-11	1,340	9	- 5	+ 6	1,155	210	192	193
Plumbing and Heating Supplies.....	6	- 7	+21	51	-10	122	4	-22	- 1	180	375	439	475
Optical Goods.....	4	c	- 6	30	+ 7	62	d	d	d	d	d	d	d
Machinery, Eqp., and Supplies, except Electrical....	4	+12	- 3	150	+ 5	322	d	d	d	d	d	d	d
Metals.....	5	-22	+11	266	-15	329	d	d	d	d	d	d	d
Paper and Its Products.....	8	+38	+15	366	+15	674	5	-21	- 3	228	115	188	117
Tobacco and Its Products.....	9	+ 4	+ 8	1,262	+ 4	2,633	d	d	d	d	d	d	d
Middle Atlantic.....	534	+ 7	+ 2	55,145	+ 8	116,621	315	- 3	+ 2	31,615	104	113	102
Automotive Supplies.....	21	+31	- 9	360	+31	897	14	- 5	c	414	195	244	174
Clothing and Furnishings, except Shoes.....	9	+35	+42	1,578	+44	3,830	d	d	d	d	d	d	d
Shoes and Other Footwear.....	8	- 5	- 5	801	-10	1,420	d	d	d	d	d	d	d
Drugs and Sundries (Liquor excluded).....	23	+ 8	- 8	4,713	+ 6	9,657	18	+19	+ 2	5,213	160	148	144
Dry Goods.....	35	c	c	5,260	- 4	10,473	17	-11	- 1	1,870	109	134	116
Electrical Goods.....	54	-19	+10	2,692	-10	6,941	47	-18	+ 7	1,860	77	73	79
Dairy and Poultry Products.....	8	+17	+ 5	1,755	+24	2,376	5	+ 6	-16	156	24	29	30
Fresh Fruits and Vegetables.....	12	+ 8	- 4	321	+12	793	8	+ 9	- 2	50	19	18	18
Furniture and House Furnishings.....	11	-10	c	401	-17	891	5	-36	- 2	250	66	134	93
Groceries and Foods, except Farm Products.....	83	+12	+ 4	11,047	+13	21,892	38	+25	+ 5	4,738	143	124	137
Confectionery.....	4	+12	+12	37	+17	82	d	d	d	d	d	d	d
Meats and Meat Products.....	11	+ 5	+ 2	2,475	+10	5,293	8	+ 4	+13	1,180	53	52	48
Beer.....	12	+33	- 9	211	+34	486	9	-55	- 8	22	12	34	11
Wines and Liquors.....	15	+13	-18	2,257	c	6,914	d	d	d	d	d	d	d
General Hardware.....	29	+10	+17	2,633	+ 6	4,951	17	+ 2	+ 5	2,762	197	212	207
Industrial Supplies.....	29	-12	-10	2,400	- 8	4,873	20	- 8	- 1	1,783	103	92	91
Plumbing and Heating Supplies.....	36	c	+ 9	1,456	+ 2	2,761	25	+ 2	+ 8	1,119	104	103	108
Jewelry.....	9	- 2	+ 8	420	- 1	765	5	+31	+24	861	344	237	299
Optical Goods.....	7	+25	+19	154	+22	282	d	d	d	d	d	d	d
Lumber and Building Materials.....	7	+28	+ 8	256	+21	611	4	- 6	+ 1	111	113	148	120
Machinery, Eqp., and Supplies, except Electrical....	4	+30	- 8	113	+23	243	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqp. and Supplies..	4	- 3	+ 1	145	c	217	d	d	d	d	d	d	d
Paper and Its Products.....	28	+22	-10	2,451	+25	5,429	14	-23	+ 1	1,104	80	126	70
Petroleum.....	4	+ 9	- 7	483	+12	1,005	d	d	d	d	d	d	d
Tobacco and Its Products.....	42	+ 6	+ 5	5,907	+ 6	11,600	22	-38	- 3	2,568	54	94	60
East North Central.....	511	+ 5	+ 2	45,715	+ 6	95,431	325	+ 5	c	35,330	116	115	121
Automotive Supplies.....	51	+35	+ 6	1,127	+29	2,357	32	+ 3	+ 3	1,182	136	183	143
Paints and Varnishes.....	8	+20	+15	342	+17	642	5	+ 3	- 1	451	141	161	159
Clothing and Furnishings, except Shoes.....	6	- 5	-27	184	+ 4	290	d	d	d	d	d	d	d
Coal.....	4	+ 2	- 3	906	+ 5	1,789	d	d	d	d	d	d	d
Drugs and Sundries (Liquor excluded).....	26	+11	- 4	4,667	+12	9,694	20	+20	+ 3	5,679	158	145	147
Dry Goods.....	8	- 1	-10	1,089	+ 9	2,255	5	+ 1	+10	902	90	87	72
Electrical Goods.....	56	+ 1	+24	5,869	c	8,106	45	-12	+ 3	2,370	74	85	90
Dairy and Poultry Products.....	16	- 4	- 3	579	- 3	1,196	9	+ 4	+ 4	101	29	25	27
Fresh Fruits and Vegetables.....	14	+ 7	- 2	633	+ 7	1,553	9	- 7	+18	84	25	29	22
Furniture and House Furnishings.....	8	-16	- 1	410	-19	709	5	+ 1	- 9	323	160	159	147
Groceries and Foods, except Farm Products.....	104	+ 6	+ 1	12,923	+10	26,844	74	+16	- 3	12,295	146	137	152
Confectionery.....	8	+12	+ 2	142	+15	281	d	d	d	d	d	d	d
Meats and Meat Products.....	19	+ 3	+ 3	5,925	- 1	11,633	15	+ 1	+13	2,781	54	53	49
Beer.....	16	+15	+ 1	380	+17	866	13	-36	- 9	79	25	45	27
Wines and Liquors.....	10	-20	- 3	790	-11	1,890	5	-50	- 7	206	70	123	91

(Continued on next page)

3-51372

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1944

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 ^b	Percent change		February 1944 (Add 000)	Percent change from 2 mos. 1943	Two months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 29, 1944 (Add 000)	Feb. 1944	Feb. 1943	Jan. 1944
		Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944					Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944				
East North Central (continued)													
General Hardware.....	17	+12	+19	\$2,393	+ 7	\$4,344	12	- 8	- 3	\$3,363	161	192	196
Industrial Supplies.....	13	- 8	- 5	913	- 2	2,326	8	- 4	+ 3	275	101	100	95
Plumbing and Heating Supplies.....	13	-10	- 2	448	- 5	929	10	c	- 2	522	204	217	208
Jewelry.....	4	+26	+ 6	82	-12	332	d	d	d	d	d	d	d
Lumber and Building Materials.....	12	+21	-17	378	+21	844	6	- 4	- 2	239	174	163	160
Machinery,Eqpt.,and Supplies, except Electrical....	10	+ 1	-18	339	+16	890	6	-23	- 2	313	111	144	92
Surgical,Medical,and Hospital Eqpt. and Supplies...	7	+31	+19	805	+20	1,458	4	+13	- 4	486	73	87	96
Metals.....	6	- 4	- 5	630	+ 3	1,320	d	d	d	d	d	d	d
Paper and Its Products.....	22	+16	c	2,469	+23	5,142	9	-16	- 3	810	97	145	97
Tobacco and Its Products.....	32	+ 7	+ 7	2,024	+ 8	4,886	12	+ 9	- 1	297	66	72	66
Leather and Shoe Findings.....	4	-13	- 1	88	- 2	164	d	d	d	d	d	d	d
West North Central.....	246	+11	+ 8	31,048	+ 9	61,860	168	+ 3	- 1	33,146	143	150	149
Automotive Supplies.....	18	+20	- 3	419	+15	1,098	6	+14	+ 3	162	193	229	205
Shoes and Other Footwear.....	4	+25	- 3	1,039	+ 8	2,105	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	15	+11	- 3	3,163	+10	6,592	13	+20	+ 4	4,851	180	174	168
Dry Goods.....	5	+ 7	+ 9	6,457	+ 7	12,931	4	- 1	+ 1	8,406	135	145	144
Electrical Goods.....	31	+ 4	+11	1,465	+ 5	2,872	27	-20	- 4	956	87	120	101
Dairy and Poultry Products.....	4	-14	- 6	31	- 7	65	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	7	- 1	-10	359	+ 7	876	4	- 1	- 6	91	34	33	32
Furniture and House Furnishings.....	4	+15	-19	273	+13	399	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	86	+ 5	+ 5	6,392	+ 6	14,358	49	+ 7	- 3	8,575	153	150	167
Beer.....	8	+27	+ 2	178	+34	351	4	-13	+42	27	21	35	15
General Hardware.....	10	+14	+13	2,873	+21	6,076	9	- 7	+ 1	4,885	181	225	199
Industrial Supplies.....	8	-15	-12	295	- 7	903	4	- 6	+37	205	167	132	82
Plumbing and Heating Supplies.....	9	c	- 2	365	+ 1	748	5	- 2	+ 5	216	140	140	130
Lumber and Building Materials.....	5	+35	c	220	+ 5	902	d	d	d	d	d	d	d
Machinery,Eqpt., and Supplies, except Electrical....	5	+18	-18	98	+15	157	4	+15	+15	144	150	154	107
Paper and Its Products.....	6	+20	+ 5	225	+19	451	d	d	d	d	d	d	d
Tobacco and Its Products.....	8	+ 8	+ 6	435	+ 6	936	d	d	d	d	d	d	d
South Atlantic.....	355	+ 3	+ 1	26,195	+ 5	54,066	218	+ 9	+ 3	19,304	113	105	112
Automotive Supplies.....	19	+ 9	- 6	575	+ 7	1,082	7	- 7	- 1	131	135	188	129
Paints and Varnishes.....	4	+14	- 7	92	-19	264	4	c	+ 7	226	246	279	214
Clothing and Furnishings, except Shoes.....	4	+12	- 6	172	+21	372	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	- 1	- 1	1,765	+19	3,155	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	21	+11	- 5	2,424	+12	5,094	13	+29	+ 5	2,823	192	167	178
Dry Goods.....	8	+18	+ 4	1,725	+21	3,070	5	-11	- 1	1,093	129	183	136
Electrical Goods.....	44	-23	+ 6	2,796	-23	5,696	43	- 4	+ 8	2,150	78	62	76
Fresh Fruits and Vegetables.....	13	+18	+ 1	710	+22	1,472	7	+ 6	- 6	73	15	16	16
Groceries and Foods, except Farm Products.....	100	+10	- 2	6,798	+14	14,062	49	+26	+ 3	4,418	125	111	120
Confectionery.....	15	+29	+ 6	365	+24	750	8	+29	+10	141	62	80	66
Meats and Meat Products.....	6	+ 8	-17	728	+ 5	1,769	5	+32	c	316	44	36	36
Beer.....	7	+42	+38	324	+14	804	4	-30	-26	57	22	45	43
General Hardware.....	17	+11	+ 6	1,688	+12	3,397	11	+ 7	+ 3	1,392	152	152	154
Industrial Supplies.....	13	+ 8	+13	792	+ 1	1,564	9	- 4	+ 4	750	129	147	132
Lumber and Building Materials.....	7	+ 7	-11	162	+12	217	4	-15	+ 2	236	248	253	197
Machinery,Eqpt.,and Supplies, except Electrical....	8	+11	+ 6	258	+ 8	522	5	- 6	+ 2	268	211	219	205
Paper and Its Products.....	10	- 2	- 8	565	+ 1	1,278	4	- 6	c	392	167	154	142
Tobacco and Its Products.....	10	- 3	+ 8	1,360	+ 2	2,868	4	+10	- 3	202	43	39	46

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1944

Page 6

3-31372

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales ^b	Percent change		February 1944 (Add 000)	Percent change from 2 mos. 1943	Two months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 29, 1944 (Add 000)	Feb. 1944	Feb. 1943	Jan. 1944
		Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944					Feb. 1944 vs. Feb. 1943	Feb. 1944 vs. Jan. 1944				
East South Central.....	137	+12	-3	\$11,832	+12	\$24,817	88	+12	-	\$8,160	128	128	125
Drugs and Sundries (liquor excluded).....	11	+14	-2	1,990	+12	4,093	d	d	d	d	d	d	d
Dry Goods.....	9	+8	-20	1,575	+8	2,686	4	+19	-9	1,032	101	92	93
Electrical Goods.....	14	+8	+18	481	+8	920	11	-2	+10	309	72	78	79
Groceries and Foods, except Farm Products.....	34	+13	+5	2,760	+17	5,575	11	+16	-1	1,471	120	116	123
Beer.....	4	-4	-7	55	+9	113	d	d	d	d	d	d	d
General Hardware.....	11	+7	-	1,992	+10	4,470	5	-1	-1	1,282	127	136	131
Industrial Supplies.....	6	+54	-9	397	+45	548	d	d	d	d	d	d	d
Lumber and Building Materials.....	5	+2	+6	329	+6	838	d	d	d	d	d	d	d
Machinery, Eqt., and Supplies, except Electrical..	5	+36	+2	113	+28	285	d	d	d	d	d	d	d
West South Central.....	229	+6	-	22,421	+7	45,218	146	+10	+3	21,450	142	134	137
Automotive Supplies.....	7	+25	-5	348	+20	749	5	-	+2	354	111	136	108
Drugs and Sundries (liquor excluded).....	15	+12	-6	2,328	+12	4,884	11	+18	+5	4,124	209	200	187
Dry Goods.....	5	+10	-20	1,020	+15	1,720	4	-18	-12	434	65	92	55
Electrical Goods.....	28	+12	+15	1,184	-14	2,180	22	+1	+9	805	78	71	90
Groceries and Foods, except Farm Products.....	101	+4	-	9,582	+8	19,065	67	+18	+2	8,177	138	119	131
General Hardware.....	14	+13	+1	1,850	+18	4,707	8	+3	-	1,816	148	151	145
Industrial Supplies.....	8	+9	-6	1,792	+27	3,703	6	-12	+1	2,493	229	233	205
Surgical, Medical, and Hospital Eqt. and Supplies.	6	+24	+2	115	+27	288	d	d	d	d	d	d	d
Paper and Its Products.....	4	+7	-1	198	+18	394	d	d	d	d	d	d	d
Tobacco and Its Products.....	8	+22	+19	375	+18	690	d	d	d	d	d	d	d
Mountain.....	108	+7	-	7,858	+5	16,175	81	+11	-	8,980	151	146	183
Automotive Supplies.....	14	+40	-1	298	+20	558	11	-7	-8	410	200	302	215
Electrical Goods.....	14	+8	+15	580	-7	1,102	10	-8	+7	370	89	80	94
Fresh Fruits and Vegetables.....	5	+15	-12	99	-3	198	5	+9	-32	17	17	18	22
Groceries and Foods, except Farm Products.....	30	+11	+3	1,918	+12	3,979	26	+9	+4	2,837	170	177	170
Meats and Meat Products.....	4	+8	+8	1,057	+4	2,063	d	d	d	d	d	d	d
General Hardware.....	4	+17	+7	555	+13	1,080	d	d	d	d	d	d	d
Lumber and Building Materials.....	5	-4	-8	671	-4	1,401	4	+4	+4	1,008	150	138	133
Tobacco and Its Products.....	4	-4	+4	230	+4	452	d	d	d	d	d	d	d
Pacific.....	227	+1	-	27,548	+5	75,887	130	+11	+1	26,792	149	138	150
Automotive Supplies.....	29	+21	+14	533	+35	1,616	10	-5	-3	509	156	183	176
Clothing and Furnishings, except Shoes.....	5	-3	-9	107	+18	207	d	d	d	d	d	d	d
Shoes and Other Footwear.....	6	+18	-11	242	-18	321	5	+5	-	397	172	156	145
Dry Goods.....	9	-4	-10	1,134	-3	2,594	d	d	d	d	d	d	d
Electrical Goods.....	24	+11	+11	3,300	+13	6,835	23	+3	-2	2,704	84	73	98
Fresh Fruits and Vegetables.....	9	-3	-15	756	+12	2,535	6	-10	-16	47	12	12	13
Furniture and House Furnishings.....	9	-3	-15	2,345	-7	2,345	7	+6	+2	1,772	155	135	153
Groceries and Foods, except Farm Products.....	11	-9	-2	1,204	-7	21,938	20	+25	-1	2,934	130	103	133
Meats and Meat Products.....	33	+45	+3	4,761	+12	1,835	d	d	d	d	d	d	d
General Hardware.....	4	+22	+25	628	+15	392	d	d	d	d	d	d	d
Industrial Supplies.....	5	+1	+7	168	-1	10,788	10	-9	+2	6,771	197	227	210
Plumbing and Heating Supplies.....	5	+23	-8	4,646	+26	899	d	d	d	d	d	d	d
Lumber and Building Materials.....	5	-4	-4	548	+15	2,300	d	d	d	d	d	d	d
Machinery, Eqt., and Supplies, except Electrical..	12	-6	-9	988	-8	1,682	10	+12	-6	703	110	94	109
Metals.....	8	+16	+1	399	+6	1,077	4	-11	-2	142	97	151	93
Tobacco and Its Products.....	5	+9	+1	556	+25	1,107	d	d	d	d	d	d	d
Leather and Shoe Findings.....	9	+27	+22	743	-2	2,139	d	d	d	d	d	d	d

a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
b Number does not apply in all cases to the year-to-date figures.
c Less than 0.5 percent.
d Insufficient data to show separately.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

Cooperating with the
National Association
of Credit Men

Current
Statistical
Service

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESA'S SALES AND INVENTORIES
MARCH 1944

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 ^b	Percent change		March 1944 (Add 000)	Percent change from 3 mos. 1943	Three months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1944 (Add 000)	Mar. 1944	Mar. 1943	Feb. 1944
		Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944					Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944				
UNITED STATES	2,861	+ 6	+10	\$333,025	+ 6	\$950,483	1,766	+ 6	c	\$219,029	108	107	120
Automotive Supplies.....	216	+23	+ 4	5,358	+24	15,365	124	+ 7	+ 4	4,475	157	181	182
Chemicals (industrial).....	13	+ 6	+ 9	743	+ 8	4,598	8	+ 8	- 3	379	80	81	92
Paints and Varnishes.....	61	+ 4	+ 6	3,792	+ 8	15,546	19	+ 1	c	1,730	187	171	214
Clothing and Furnishings, except Shoes.....	35	c	+13	3,051	+20	8,641	14	- 1	+ 1	530	80	86	78
Shoes and Other Footwear.....	31	+ 7	+18	18,233	- 3	48,336	12	-14	-12	3,192	42	47	50
Coal.....	12	- 6	+ 8	2,805	+ 3	9,323	4	-15	-36	346	34	37	57
Drugs and Sundries (liquor excluded).....	137	+ 8	+14	29,788	+ 9	82,464	107	+15	+ 1	36,041	155	148	176
Dry Goods.....	93	- 1	+ 4	17,990	+ 3	56,209	46	- 3	+ 1	12,380	113	122	119
Electrical Goods.....	317	+ 2	+11	27,853	- 4	69,095	271	- 5	- 1	14,480	59	63	67
Dairy and Poultry Products.....	37	- 5	+15	4,250	+ 2	10,453	18	+22	+ 1	1,343	48	38	60
Fresh Fruits and Vegetables.....	91	- 7	+17	5,804	+ 3	15,460	57	- 4	+ 4	643	18	15	18
Farm Supplies.....	25	- 1	c	7,249	+11	11,247	16	+ 8	-10	3,165	95	80	105
Furniture and House Furnishings.....	51	-14	+14	5,125	-11	11,592	24	- 9	- 9	3,644	100	95	129
Groceries and Foods, except Farm Products.....	637	+16	+10	69,064	+12	217,160	393	+14	- 1	53,279	127	130	142
Full-line wholesalers ^d	363	+17	+10	34,942	+11	93,924	230	+13	- 2	30,662	132	136	148
Voluntary-group wholesalers.....	128	+15	+ 8	19,268	+12	70,291	87	+14	- 1	15,289	150	150	162
Retailer-cooperative warehouses.....	18	+17	+12	5,279	+11	14,700	11	+10	+ 2	3,176	104	113	111
Specialty lines.....	128	+13	+15	9,575	+14	38,245	65	+29	c	4,152	78	69	94
Confectionery.....	43	+20	+14	862	+17	3,193	19	+20	+ 1	294	68	64	77
Meats and Meat Products.....	77	+ 3	- 4	34,209	+ 2	92,543	46	+19	+ 1	6,859	67	56	64
Beer.....	58	+ 6	+ 7	1,733	+15	5,139	34	-28	- 7	219	20	29	23
Wines and Liquors.....	30	+10	+33	4,778	+ 3	21,957	22	- 9	+ 4	3,683	92	119	122
Total Hardware Group.....	315	c	+13	37,539	+ 2	107,269	206	- 2	+ 1	36,943	153	153	170
General hardware.....	130	+ 4	+11	23,036	+ 6	66,197	82	- 4	+ 1	24,072	157	167	173
Industrial supplies.....	94	- 7	+13	9,522	- 2	27,072	63	c	- 1	9,885	152	134	171
Plumbing and heating supplies.....	91	- 5	+22	4,981	- 7	14,000	61	+ 2	+ 3	2,986	132	128	149
Jewelry.....	27	+18	- 2	1,763	+ 6	4,372	12	+ 4	- 3	972	130	147	150
Optical Goods.....	12	+10	+10	191	+18	736	5	- 9	+ 3	40	121	136	150
Lumber and Building Materials.....	57	c	+16	4,096	+ 2	10,860	30	+ 4	+ 5	3,010	128	125	140
Machinery, Equipment and Supplies, except Electrical	59	+ 3	+ 7	3,061	+ 4	8,129	42	- 7	- 2	3,068	124	136	135
Surgical, Medical, and Hospital Eqpt. and Supplies..	23	+28	+ 8	1,202	+23	3,733	13	+ 8	+ 4	852	91	111	94
Metals.....	25	c	+ 7	2,403	+12	10,558	10	+20	- 1	1,871	196	162	208
Paper and Its Products.....	85	+ 8	+10	7,103	+15	22,903	39	-14	+ 1	3,420	102	129	108
Petroleum.....	7	- 4	+ 4	399	+ 7	1,578	4	c	+ 2	229	60	57	61
Tobacco and Its Products.....	218	+ 9	+15	21,881	+ 7	49,888	119	- 8	- 2	8,231	59	72	71
Leather and Shoe Findings.....	18	- 5	+14	421	+ 1	1,117	10	- 8	+ 6	245	119	114	127
Miscellaneous.....	51	+ 5	+11	10,279	+ 8	31,215	42	+46	+12	13,466	147	105	142

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

^b Number does not apply in all cases to the year-to-date figures.

^c Less than 0.5 percent.

^d Not affiliated with voluntary or cooperative groups.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
MARCH 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		March 1944	March 1943	February 1944	Percent change		As of March 1, 1944 (Add 000)
					March 1944 vs. March 1943	March 1944 vs. Feb. 1944	
UNITED STATES	2,301	122	108	119	-11	+ 4	\$210,460
Automotive Supplies.....	169	96	85	94	+ 8	- 1	3,870
Chemicals (industrial).....	12	114	102	115	-11	b	598
Paints and Varnishes.....	27	66	61	65	-13	+ 6	1,247
Clothing and Furnishings, except Shoes.....	31	98	93	95	-10	+20	2,691
Shoes and Other Footwear.....	27	92	72	85	-23	+20	8,883
Coal.....	12	112	113	106	- 2	b	2,471
Drugs and Sundries (liquor excluded).....	128	106	99	105	- 3	- 1	22,511
Dry Goods.....	81	81	74	81	-11	+10	17,816
Electrical Goods.....	289	96	76	85	-20	+ 4	27,044
Dairy and Poultry Products.....	25	173	184	166	- 7	- 3	1,651
Fresh Fruits and Vegetables.....	75	177	175	161	- 9	+ 3	2,370
Farm Supplies.....	16	125	141	145	+32	+57	3,606
Furniture and House Furnishings.....	44	94	85	96	-26	+10	4,463
Groceries and Foods, except Farm Products.....	477	174	148	163	- 9	- 1	28,707
Full-line wholesalers ^c	262	162	142	155	- 6	b	14,766
Voluntary-group wholesalers.....	102	187	156	175	-12	- 2	7,661
Retailer-cooperative warehouses.....	15	263	228	232	+ 1	- 4	1,706
Specialty lines.....	98	160	126	145	-16	- 3	4,574
Confectionery.....	20	136	132	130	+16	+16	373
Meats and Meat Products.....	69	180	193	185	+ 5	b	10,590
Beer.....	23	161	122	166	- 9	+ 2	301
Wines and Liquors.....	21	174	147	230	-14	+40	1,797
Total Hardware Group.....	291	98	89	92	-13	+ 4	31,903
General hardware.....	120	102	90	97	- 9	+ 8	18,743
Industrial supplies.....	85	95	91	88	-18	- 2	8,459
Plumbing and heating supplies.....	86	86	79	84	-20	- 2	4,701
Jewelry.....	19	67	63	71	- 2	+26	1,100
Optical Goods.....	9	85	78	84	b	+10	189
Lumber and Building Materials.....	52	110	90	97	-14	- 9	5,303
Machinery, Equipment, and Supplies, except Electrical.....	49	100	88	97	-11	- 3	2,566
Surgical, Medical, and Hospital Equipment and Supplies.....	22	59	68	63	+37	- 8	1,693
Metals.....	24	128	114	116	-10	- 3	1,860
Paper and Its Products.....	72	92	85	95	+ 1	+ 3	6,268
Petroleum.....	5	146	151	139	+ 9	+ 2	308
Tobacco and Its Products.....	149	189	165	183	- 9	+10	7,784
Leather and Shoe Findings.....	16	98	92	94	-11	- 6	376
Miscellaneous.....	47	185	128	182	-38	+10	4,741

^a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
^b Less than 0.5 percent.
^c Not affiliated with voluntary or cooperative groups.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1944

Page 4

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 ^b	Percent change		March 1944 (Add 000)	Percent change from 3 mos. 1943	Three months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1944 (Add 000)	Mar. 1944	Mar. 1943	Feb. 1944	
		Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944					Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944					
New England.....	184	c	+ 9	\$15,668	+ 1	\$46,054	120	+10	+ 1	\$9,680	101	93	117	
Automotive Supplies.....	4	-25	-25	80	-14	126	d	d	d	d	d	d	d	
Chemicals (industrial).....	4	+ 3	+11	207	+15	1,115	d	d	d	d	d	d	d	
Shoes and Other Footwear.....	4	+20	+26	375	+ 9	984	d	d	d	d	d	d	d	
Drugs and Sundries (liquor excluded).....	13	+ 1	+15	1,939	+ 5	5,487	11	+10	+ 1	2,567	158	146	182	
Dry Goods.....	5	-16	- 1	172	+ 1	537	d	d	d	d	d	d	d	
Electrical Goods.....	30	- 7	+16	1,979	- 6	5,619	27	-12	- 7	884	45	48	57	
Fresh Fruits and Vegetables.....	11	c	+30	740	+ 2	970	9	+ 6	+20	89	15	14	18	
Groceries and Foods, except Farm Products.....	21	+15	+15	2,454	+ 9	6,960	12	+10	+ 3	997	129	122	151	
Meats and Meat Products.....	7	-12	-12	2,567	-10	7,936	d	d	d	d	d	d	d	
Industrial Supplies.....	12	-14	+13	753	-12	2,093	9	- 2	+ 3	1,187	196	160	210	
Plumbing and Heating Supplies.....	8	+ 1	+23	75	- 6	207	5	-15	- 3	170	279	333	357	
Optical Goods.....	4	+12	+23	37	+ 9	99	d	d	d	d	d	d	d	
Lumber and Building Materials.....	4	- 9	+21	156	- 8	260	d	d	d	d	d	d	d	
Machinery, Eqpt., and Supplies, except Electrical....	5	+ 5	+12	185	+ 5	522	4	-18	-18	262	187	236	263	
Machinery, Eqpt., and Supplies, except Electrical....	5	-17	+10	293	-16	622	d	d	d	d	d	d	d	
Metals.....	7	+ 4	c	339	+11	1,020	4	-23	+ 2	141	76	115	81	
Paper and Its Products.....	7	+ 4	c	339	+11	1,020	4	-23	+ 2	141	76	115	81	
Tobacco and Its Products.....	16	+ 4	+18	979	+ 3	3,850	6	+15	+14	299	69	61	75	
Middle Atlantic.....	581	+ 6	+10	73,560	+ 7	194,796	347	- 2	c	36,004	86	95	97	
Automotive Supplies.....	28	+30	+ 8	564	+30	1,482	18	c	+ 3	704	190	235	194	
Paints and Varnishes.....	6	c	+14	82	+ 5	138	d	d	d	d	d	d	d	
Clothing and Furnishings, except Shoes.....	11	- 3	+18	2,090	+23	6,107	d	d	d	d	d	d	d	
Shoes and Other Footwear.....	8	c	+ 8	868	- 6	2,298	d	d	d	d	d	d	d	
Drugs and Sundries (liquor excluded).....	23	+ 3	+13	5,732	+ 5	15,389	18	+11	- 1	5,341	138	133	162	
Dry Goods.....	33	- 8	+ 4	4,810	- 5	15,283	14	- 7	+ 2	1,902	132	139	145	
Electrical Goods.....	65	+ 4	+ 4	8,880	- 3	16,189	52	-18	-13	2,731	38	49	46	
Dairy and Poultry Products.....	9	+ 3	+24	2,188	+15	4,787	5	+31	+ 4	861	42	33	52	
Fresh Fruits and Vegetables.....	18	-13	+ 8	758	- 2	1,684	11	+11	+ 7	110	17	13	17	
Furniture and House Furnishings.....	12	- 5	+17	938	- 7	2,221	7	-46	- 8	463	75	140	100	
Groceries and Foods, except Farm Products.....	95	+14	+ 7	11,354	+13	33,434	41	+21	+ 5	6,328	134	120	138	
Meats and Meat Products.....	21	+ 6	c	10,816	+ 7	16,206	18	+18	+ 5	1,093	60	51	52	
Beer.....	13	+16	+ 9	309	+25	838	7	-47	+14	16	10	21	11	
General Hardware.....	30	+ 4	+11	2,929	+ 4	8,492	17	+ 5	+ 3	2,795	183	183	196	
Industrial Supplies.....	28	- 2	+11	2,508	- 6	7,662	20	- 6	- 1	2,072	112	113	127	
Plumbing and Heating Supplies.....	37	- 1	+17	1,396	+ 1	4,314	26	+ 4	+ 3	1,242	120	119	138	
Jewelry.....	7	+24	+16	386	+ 7	1,175	4	+ 1	- 3	358	143	170	178	
Optical Goods.....	5	+ 7	+ 4	133	+16	434	d	d	d	d	d	d	d	
Lumber and Building Materials.....	9	+13	+ 3	335	+18	1,024	4	-23	+11	114	119	142	124	
Machinery, Eqpt., and Supplies, except Electrical....	4	+ 1	+20	224	+12	481	4	- 8	c	427	191	209	227	
Machinery, Eqpt., and Supplies, except Electrical....	4	-10	+ 3	75	- 2	304	d	d	d	d	d	d	d	
Surgical, Medical, and Hospital Eqpt. and Supplies....	4	+11	+11	2,218	+19	8,289	13	-21	+ 2	1,046	72	103	79	
Paper and Its Products.....	25	+11	+20	7,709	+ 8	19,412	30	-29	- 2	2,709	45	71	55	
Tobacco and Its Products.....	53	+11	+20	7,709	+ 8	19,412	30	-29	- 2	2,709	45	71	55	
East North Central.....	572	+ 8	+ 9	58,018	+ 7	158,820	365	+ 6	- 1	42,567	108	111	120	
Automotive Supplies.....	56	+27	+ 7	1,346	+29	3,883	43	+ 9	+ 2	1,586	146	173	154	
Paints and Varnishes.....	8	- 2	+14	390	+ 9	1,037	5	+ 8	- 2	444	124	109	141	
Clothing and Furnishings, except Shoes.....	9	-23	- 1	231	-10	521	4	-12	- 5	78	130	159	139	
Drugs and Sundries (liquor excluded).....	28	+ 8	+ 9	5,650	+11	15,572	22	+13	- 1	6,614	146	140	163	
Dry Goods.....	10	+ 1	+ 9	1,086	+ 6	3,341	6	+ 7	-10	511	61	57	76	
Electrical Goods.....	63	+19	+14	5,764	+ 8	15,658	48	- 4	+ 4	3,153	64	82	71	
Dairy and Poultry Products.....	11	- 6	+13	435	- 4	1,631	6	+23	+ 1	76	35	26	39	
Fresh Fruits and Vegetables.....	15	- 5	+21	827	+ 3	2,428	8	- 5	+19	95	24	25	25	
Farm Supplies.....	5	+11	- 9	633	+ 7	988	d	d	d	d	d	d	d	
Furniture and House Furnishings.....	9	- 6	+29	571	-14	1,308	5	-17	-33	218	80	131	159	
Groceries and Foods, except Farm Products.....	107	+22	+10	13,354	+14	41,305	76	+18	- 3	12,454	138	145	156	

(Continued on next page)

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1944

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 ^b	Percent change		March 1944 (Add 000)	Percent change from 3 mos. 1943	Three months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1944 (Add 000)	Mar. 1944	Mar. 1943	Feb. 1944
		Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944					Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944				
East North Central (continued)													
Confectionery.....	9	+21	+17	\$180	+17	\$461	d	d	d	d	d	d	d
Meats and Meat Products.....	20	- 3	+ 1	6,315	- 2	17,948	12	+ 7	- 3	2,662	56	49	58
Beer.....	15	+ 8	+12	449	+13	1,419	10	-24	+21	74	23	33	21
Wines and Liquors.....	10	-21	+20	879	-14	2,769	4	- 5	-19	287	101	76	172
General Hardware.....	17	- 2	+ 4	3,914	+ 3	8,497	12	-14	+ 2	5,214	147	164	148
Industrial Supplies.....	15	+ 4	+21	1,280	c	3,791	9	+ 5	+ 6	423	114	114	119
Plumbing and Heating Supplies.....	13	- 2	+14	569	- 4	1,498	9	+ 5	+ 2	457	153	162	158
Jewelry.....	9	+14	-15	611	+ 3	943	4	+ 8	- 3	479	134	146	140
Lumber and Building Materials.....	9	+12	+ 8	415	+18	1,259	4	+ 3	+ 4	195	127	165	127
Machinery, Eqt., and Supplies, except Electrical...	16	- 1	+ 1	771	+ 6	1,800	12	- 4	+ 1	774	114	117	112
Surgical, Medical, and Hospital Eqt. and Supplies...	7	+37	+ 9	827	+25	2,309	5	+13	+ 6	548	73	90	76
Metals.....	6	c	+ 7	1,081	+ 7	3,251	4	+21	- 2	1,435	192	158	208
Paper and Its Products.....	23	+12	+12	2,775	+20	8,178	10	-14	c	840	91	125	96
Tobacco and Its Products.....	58	+10	+12	4,982	+ 9	9,868	31	+ 6	+ 1	2,192	73	79	82
Leather and Shoe Findings.....	4	-16	+10	97	- 8	261	d	d	d	d	d	d	d
West North Central.....	256	+ 5	+ 9	35,979	+ 8	101,995	186	+ 1	- 1	32,600	122	129	135
Automotive Supplies.....	19	+24	+ 2	413	+17	1,736	9	+17	+ 5	183	201	207	203
Shoes and Other Footwear.....	4	+ 3	- 5	988	+ 5	3,093	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	14	+ 7	+10	3,314	+ 9	10,064	12	+14	- 1	4,484	161	155	178
Dry Goods.....	6	+10	+ 8	6,010	+ 8	19,401	5	- 6	c	6,785	116	137	127
Electrical Goods.....	31	+23	+14	1,609	+12	4,761	28	- 9	+ 3	1,088	81	112	89
Fresh Fruits and Vegetables.....	6	- 8	+31	466	+ 2	1,457	4	-13	+ 7	97	28	28	34
Farm Supplies.....	6	- 4	- 2	4,092	+15	6,981	4	+18	-18	213	24	14	25
Furniture and House Furnishings.....	5	-24	+10	1,389	-18	1,798	4	-16	-16	1,171	87	78	114
Groceries and Foods, except Farm Products.....	73	+17	+10	8,219	+10	24,321	56	+ 3	- 3	9,747	136	156	154
Beer.....	9	+10	+14	229	+23	580	5	-31	-23	24	15	24	21
General Hardware.....	12	+ 8	+21	3,401	+16	9,595	11	- 1	c	5,067	158	175	192
Industrial Supplies.....	8	-17	+12	414	- 9	1,460	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	9	- 8	+17	389	- 2	1,152	5	+20	+26	239	185	114	156
Lumber and Building Materials.....	6	- 3	+33	629	+ 2	1,535	d	d	d	d	d	d	d
Machinery, Eqt., and Supplies, except Electrical...	7	+14	+13	299	+15	464	6	+ 4	+ 3	419	142	155	155
Paper and Its Products.....	7	- 5	- 3	228	+10	689	4	-13	- 3	313	166	189	160
Tobacco and Its Products.....	15	+ 1	+ 7	792	+ 2	2,333	8	+10	+ 1	274	63	59	67
South Atlantic.....	432	+ 3	+ 9	33,939	+ 4	90,051	264	+ 8	c	21,164	101	95	111
Automotive Supplies.....	24	+ 1	- 1	711	+ 5	1,793	13	- 2	+ 4	496	152	179	164
Paints and Varnishes.....	6	-19	+25	277	-19	541	6	- 3	c	600	217	180	271
Clothing and Furnishings, except Shoes.....	5	+28	+14	220	+25	613	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	21	+ 7	+14	2,706	+10	7,984	13	+19	- 2	2,530	157	143	190
Dry Goods.....	12	- 6	- 6	1,702	+10	4,772	7	- 7	+ 4	1,062	128	131	114
Electrical Goods.....	49	- 5	+16	2,916	-17	8,910	47	- 7	- 1	2,118	75	77	89
Fresh Fruits and Vegetables.....	19	- 7	+16	1,558	+ 5	3,042	11	+16	-11	133	13	11	17
Furniture and House Furnishings.....	6	-25	-13	368	-11	781	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	121	+14	+10	9,185	+14	23,895	59	+24	+ 2	4,992	116	107	123
Confectionery.....	17	+16	+14	488	+21	1,252	9	+43	- 2	156	56	44	65
Meats and Meat Products.....	6	+ 4	+ 5	699	+ 5	2,468	4	- 6	- 7	217	32	35	36
Beer.....	6	+14	+ 8	400	+14	1,223	5	-34	-29	56	16	27	25
General Hardware.....	25	+10	+ 9	2,345	+11	6,053	15	+ 6	+ 1	1,607	136	133	145
Industrial Supplies.....	11	- 8	+ 5	694	- 3	2,412	7	+ 3	- 1	604	114	106	134
Lumber and Building Materials.....	10	- 3	+23	801	c	1,018	5	+17	+ 3	737	180	150	199
Machinery, Eqt., and Supplies, except Electrical...	8	+ 4	+17	304	+ 7	887	4	- 8	+ 2	184	177	194	208
Paper and Its Products.....	12	- 6	+ 6	685	- 2	1,998	5	- 7	+ 1	414	152	135	152
Tobacco and Its Products.....	30	+ 9	+14	3,165	+ 6	6,033	19	- 1	- 9	940	52	59	66

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1944

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 ^b	Percent change		March 1944 (Add 000)	Percent change from 3 mos. 1943	Three months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1944 (Add 000)	Mar. 1944	Mar. 1943	Feb. 1944
		Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944					Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944				
East South Central.....	152	+14	+ 9	\$14,908	+13	\$41,107	88	- 2	+ 6	\$10,620	118	135	121
Automotive Supplies.....	7	+26	+19	236	+20	527	6	+21	+ 4	296	137	142	160
Drugs and Sundries (liquor excluded).....	11	+14	+12	2,283	+13	6,376	d	d	d	d	d	d	d
Dry Goods.....	9	+ 8	- 3	1,528.	+ 8	4,418	4	+20	- 3	993	103	91	100
Electrical Goods.....	13	+23	+26	607	+12	1,586	10	- 2	+ 2	315	59	74	72
Groceries and Foods, except Farm Products.....	42	+19	+11	3,187	+19	8,869	22	+19	+ 5	1,885	113	118	120
Meats and Meat Products.....	4	+19	+ 6	1,064	+ 7	2,824	d	d	d	d	d	d	d
General Hardware.....	11	+11	+ 6	2,088	+10	6,598	5	- 5	- 3	1,240	113	128	127
Machinery,Eqpt., and Supplies, except Electrical..	5	+20	- 1	175	+25	460	d	d	d	d	d	d	d
Tobacco and Its Products.....	8	+21	+11	1,015	+21	1,413	6	+16	-13	901	111	115	142
West South Central.....	250	+ 7	+ 7	26,242	+ 7	74,358	171	+15	+ 1	24,515	154	124	141
Automotive Supplies.....	12	+28	+ 8	353	+23	1,127	9	+12	+ 5	353	124	143	120
Drugs and Sundries (liquor excluded).....	16	+10	+11	2,821	+11	8,632	13	+21	+ 3	4,645	198	173	213
Electrical Goods.....	25	+ 5	+14	1,247	- 8	3,447	21	+ 7	+ 2	820	69	71	78
Farm Supplies.....	4	- 5	+ 1	1,289	- 5	1,372	4	+57	-11	1,523	118	71	134
Groceries and Foods, except Farm Products.....	111	+ 9	+ 6	10,484	+ 8	30,775	78	+12	- 2	8,767	129	122	140
General Hardware.....	17	- 8	- 2	2,457	+ 2	7,723	10	+11	+ 2	2,256	165	143	156
Industrial Supplies.....	7	+15	+22	1,789	+17	5,492	6	-15	- 1	2,458	197	229	229
Machinery,Eqpt., and Supplies, except Electrical..	5	+57	+38	314	+52	640	d	d	d	d	d	d	d
Paper and Its Products.....	4	+14	+32	258	+ 5	652	d	d	d	d	d	d	d
Tobacco and Its Products.....	14	+ 8	+15	1,277	+12	1,967	7	+22	+ 5	610	86	78	90
Mountain.....	118	c	+ 5	9,297	+ 3	26,252	81	+11	+ 3	9,284	149	133	148
Automotive Supplies.....	17	+16	+ 8	357	+16	1,060	10	+ 3	+ 9	342	230	269	228
Electrical Goods.....	14	-11	+ 8	616	- 9	1,718	11	- 1	+11	455	88	75	87
Fresh Fruits and Vegetables.....	4	+16	+16	103	-18	301	4	-44	- 6	15	15	17	18
Groceries and Foods, except Farm Products.....	31	+13	+10	2,261	+12	6,351	27	+ 3	- 2	3,048	153	169	173
Meats and Meat Products.....	5	-12	-21	853	- 1	2,944	d	d	d	d	d	d	d
Lumber and Building Materials.....	5	- 8	+24	900	- 6	2,301	4	+ 1	+ 2	1,029	120	109	150
Tobacco and Its Products.....	7	-14	+ 5	266	- 4	718	d	d	d	d	d	d	d
Pacific.....	260	+ 1	+15	38,643	+ 4	133,813	143	+16	+ 3	31,348	123	107	140
Automotive Supplies.....	49	+35	+ 4	1,298	+37	3,631	14	+ 3	+ 2	387	147	175	158
Shoes and Other Footwear.....	5	- 8	+20	278	-13	599	4	- 7	-10	274	119	112	149
Dry Goods.....	10	- 9	+14	1,520	- 4	4,310	d	d	d	d	d	d	d
Electrical Goods.....	27	-14	+17	4,235	-13	11,227	27	+14	+ 4	2,916	69	51	77
Dairy and Poultry Products.....	7	-15	+ 4	942	- 7	1,877	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	8	c	+ 7	755	+ 7	3,898	5	-41	- 2	44	10	13	10
Furniture and House Furnishings.....	11	-14	+21	1,459	-10	3,850	6	+21	c	1,739	131	93	157
Groceries and Foods, except Farm Products.....	36	+16	+19	8,566	+11	41,260	22	+21	- 4	5,061	94	96	120
Beer.....	6	-13	-10	197	+ 5	666	d	d	d	d	d	d	d
General Hardware.....	13	+ 6	+17	5,275	+ 2	17,210	8	- 6	c	5,377	166	187	201
Industrial Supplies.....	9	-26	+ 7	1,914	-14	5,207	7	+25	- 4	2,779	164	94	179
Plumbing and Heating Supplies.....	6	- 9	+35	1,695	-15	4,354	d	d	d	d	d	d	d
Lumber and Building Materials.....	11	+ 6	+ 3	789	- 1	2,734	8	c	+ 9	716	120	131	112
Metals.....	5	- 4	- 5	531	+14	1,638	d	d	d	d	d	d	d
Paper and Its Products.....	4	+ 2	+ 2	327	+ 5	1,283	d	d	d	d	d	d	d
Tobacco and Its Products.....	17	+ 2	+ 7	1,696	+ 1	4,294	9	+ 7	+ 1	283	48	47	55
Leather and Shoe Findings.....	5	- 1	+11	160	+12	373	d	d	d	d	d	d	d

^aStock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
^bNumber does not apply in all cases to the year-to-date figures.
 Less than 0.5 percent.
 Insufficient data to show separately.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
MARCH 1944

Page 7

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		March 1944	March 1943	February 1944	Percent change		As of March 1, 1944 (Add 000)
					Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944	
New England.....	159	117	108	112	-14	-2	\$11,541
Drugs and Sundries (liquor excluded).....	13	96	91	92	-4	-6	1,880
Dry Goods.....	5	99	77	95	-20	+4	171
Electrical Goods.....	29	89	74	82	-26	-12	2,127
Fresh Fruits and Vegetables.....	11	255	248	211	b	+8	253
Groceries and Foods, except Farm Products.....	15	142	108	122	-24	-8	1,394
Meats and Meat Products.....	5	174	217	192	+10	+3	1,379
Industrial Supplies.....	10	111	102	104	-19	-6	523
Plumbing and Heating Supplies.....	8	74	62	69	-13	-6	111
Optical Goods.....	4	77	76	87	-7	+3	39
Machinery, Eqpt., and Supplies, except Electrical...	4	88	77	82	-6	+4	177
Metals.....	5	132	160	140	-11	+10	207
Paper and Its Products.....	6	108	98	102	+4	+6	311
Tobacco and Its Products.....	13	167	143	152	-15	+1	501
Middle Atlantic.....	483	130	114	124	-7	+4	47,056
Automotive Supplies.....	22	93	80	86	+7	-8	400
Paints and Varnishes.....	5	80	59	61	-1	+12	92
Clothing and Furnishings, except Shoes.....	10	107	99	98	-17	+25	1,644
Shoes and Other Footwear.....	8	80	78	78	-17	+9	949
Drugs and Sundries (liquor excluded).....	22	91	84	89	-3	-3	4,874
Dry Goods.....	29	90	81	86	-25	+5	3,468
Electrical Goods.....	62	111	80	89	-11	b	6,332
Dairy and Poultry Products.....	7	180	199	175	-2	-3	911
Fresh Fruits and Vegetables.....	14	226	242	194	-9	-5	278
Furniture and House Furnishings.....	11	98	69	99	-38	+19	800
Groceries and Foods, except Farm Products.....	69	184	162	174	-9	-3	4,587
Meats and Meat Products.....	20	184	217	185	+33	+2	5,593
Beer.....	8	126	92	134	-13	-1	150
General Hardware.....	27	93	86	89	-5	+8	2,680
Industrial Supplies.....	25	98	94	92	-10	-3	2,119
Plumbing and Heating Supplies.....	32	75	77	71	+12	b	1,584
Jewelry.....	5	80	53	65	-7	+18	259
Optical Goods.....	4	88	79	81	+2	+13	117
Lumber and Building Materials.....	8	90	81	89	-3	-6	319
Machinery, Eqpt., and Supplies, except Electrical..	4	95	87	81	-26	-1	174
Surgical, Medical, and Hospital Eqpt. and Supplies..	4	65	66	60	+13	+2	89
Paper and Its Products.....	19	92	76	98	-6	+1	1,090
Tobacco and Its Products.....	34	237	198	233	-13	+15	2,549
East North Central.....	450	124	118	122	-5	+4	36,491
Automotive Supplies.....	50	104	100	106	+28	+3	1,087
Paints and Varnishes.....	7	64	53	70	+1	+9	496
Clothing and Furnishings, except Shoes.....	7	95	91	97	-18	-5	225
Drugs and Sundries (liquor excluded).....	26	108	99	108	-5	b	4,042
Dry Goods.....	8	90	82	93	-6	+7	1,070
Electrical Goods.....	53	101	88	97	-13	+6	5,064
Dairy and Poultry Products.....	7	140	140	138	+7	+5	80
Fresh Fruits and Vegetables.....	9	287	285	199	-12	-11	134
Furniture and House Furnishings.....	9	95	99	136	-17	+19	480
Groceries and Foods, except Farm Products.....	72	158	147	151	+4	+1	6,266
Confectionery.....	5	228	232	187	+18	+3	40
Meats and Meat Products.....	18	202	219	206	-7	+4	2,649
Beer.....	4	161	115	173	b	+12	46
General Hardware.....	16	107	95	103	-10	+24	3,475
Industrial Supplies.....	14	92	88	88	-9	-1	1,097
Plumbing and Heating Supplies.....	13	111	101	107	-16	-1	475
Lumber and Building Materials.....	9	97	98	93	+24	-18	361
Machinery, Eqpt., and Supplies, except Electrical..	14	94	89	107	-1	-1	538
Surgical, Medical, and Hospital Eqpt. and Supplies..	6	56	72	63	+51	-13	1,224
Metals.....	5	137	115	129	-19	-6	734
Paper and Its Products.....	22	91	89	97	+11	+8	2,726
Tobacco and Its Products.....	41	181	168	172	-7	+5	1,906
Leather and Shoe Findings.....	4	111	100	94	-16	-1	89
West North Central.....	224	111	100	107	-5	+10	25,813
Automotive Supplies.....	16	97	83	87	+13	-4	350
Shoes and Other Footwear.....	4	91	90	86	+6	+9	1,144
Drugs and Sundries (liquor excluded).....	13	115	104	109	-3	+1	2,648
Dry Goods.....	6	69	65	66	-2	+13	7,795
Electrical Goods.....	28	97	82	93	+4	+6	1,452
Furniture and House Furnishings.....	5	116	107	105	-31	-4	1,199
Groceries and Foods, except Farm Products.....	60	230	189	214	-11	+1	2,407
Beer.....	6	228	223	257	+4	+14	58
General Hardware.....	12	130	99	110	-17	+4	2,308
Industrial Supplies.....	8	91	88	86	-31	-6	397
Plumbing and Heating Supplies.....	9	98	71	87	-35	-13	260
Lumber and Building Materials.....	5	140	99	92	-5	-25	548
Machinery, Eqpt., and Supplies, except Electrical..	5	127	97	115	-10	+4	172
Paper and Its Products.....	5	93	90	101	-1	+7	226
Tobacco and Its Products.....	7	134	168	183	+24	+44	122

(Continued on Next Page)

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
MARCH 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		March 1944	March 1943	February 1944	Percent change		As of March 1, 1944 (Add 000)
					Mar. 1944 vs. Mar. 1943	Mar. 1944 vs. Feb. 1944	
South Atlantic.....	349	120	104	115	-15	+ 4	\$20,107
Automotive Supplies.....	21	94	71	91	-23	- 8	593
Clothing and Furnishings, except Shoes.....	5	90	84	93	b	+12	215
Drugs and Sundries (liquor excluded).....	19	97	97	104	+ 3	+ 8	2,148
Dry Goods.....	9	82	73	86	- 3	+10	1,489
Electrical Goods.....	49	79	72	73	-29	+ 5	3,311
Fresh Fruits and Vegetables.....	17	147	137	142	-18	+ 4	688
Groceries and Foods, except Farm Products.....	88	174	152	160	- 2	- 3	3,479
Confectionery.....	8	122	114	119	+17	+17	264
Meats and Meat Products.....	4	256	223	246	-13	- 5	233
General Hardware.....	25	98	86	94	- 4	+ 6	2,178
Industrial Supplies.....	9	100	86	93	-11	+ 7	667
Lumber and Building Materials.....	9	113	84	109	-24	+13	616
Machinery, Eopt., and Supplies, except Electrical..	7	99	91	89	-10	+ 5	215
Paper and Its Products.....	10	93	80	91	-13	- 8	546
Tobacco and Its Products.....	22	165	133	157	-11	+ 3	1,077
East South Central.....	126	118	104	114	- 2	+ 4	10,366
Automotive Supplies.....	7	85	83	84	+23	+ 8	234
Drugs and Sundries (liquor excluded).....	10	105	105	107	+10	+ 2	1,789
Dry Goods.....	9	88	74	92	-13	+10	1,689
Electrical Goods.....	11	110	76	95	-12	+ 1	573
Groceries and Foods, except Farm Products.....	34	163	142	157	- 2	+ 1	1,632
Meats and Meat Products.....	4	262	193	201	-25	-24	366
General Hardware.....	9	96	94	93	- 4	+ 5	1,363
Machinery, Eopt., and Supplies, except Electrical..	4	82	73	67	+ 7	- 2	213
Tobacco and Its Products.....	7	179	142	174	- 1	+ 7	494
West South Central.....	198	120	114	124	- 8	+ 2	15,111
Automotive Supplies.....	11	98	90	96	+21	b	264
Drugs and Sundries (liquor excluded).....	15	101	93	104	+ 4	+ 2	2,491
Electrical Goods.....	22	95	70	75	-34	+ 4	1,262
Farm Supplies.....	4	184	188	182	- 1	+ 2	582
Groceries and Foods, except Farm Products.....	82	152	136	148	- 7	- 2	4,681
General Hardware.....	15	116	105	112	- 4	+ 1	1,538
Industrial Supplies.....	6	101	87	86	-17	- 4	1,279
Machinery, Eopt., and Supplies, except Electrical..	4	199	138	162	+46	+34	123
Paper and Its Products.....	4	95	87	87	- 5	- 2	219
Mountain.....	97	121	109	126	-23	+ 4	5,339
Automotive Supplies.....	10	91	82	91	+13	+ 6	180
Electrical Goods.....	14	77	75	67	-39	+28	781
Fresh Fruits and Vegetables.....	4	137	165	116	-34	-11	54
Groceries and Foods, except Farm Products.....	27	160	148	170	- 8	+ 4	1,075
Meats and Meat Products.....	4	163	163	206	-29	- 4	514
Lumber and Building Materials.....	5	109	96	94	-25	- 3	629
Tobacco and Its Products.....	5	140	106	143	-12	+ 7	15
Pacific.....	205	114	96	109	-22	+ 2	26,752
Automotive Supplies.....	29	88	85	89	+19	+13	474
Shoes and Other Footwear.....	5	100	87	91	-29	+ 3	243
Dry Goods.....	8	99	94	108	-17	+11	1,141
Electrical Goods.....	21	80	65	78	-31	+12	4,142
Fresh Fruits and Vegetables.....	6	144	127	135	- 7	+ 2	422
Furniture and House Furnishings.....	11	79	74	85	-20	+13	1,619
Groceries and Foods, except Farm Products.....	30	208	135	181	-28	- 3	3,186
General Hardware.....	12	91	83	87	-11	+ 6	5,063
Industrial Supplies.....	9	88	90	80	-28	- 2	2,219
Plumbing and Heating Supplies.....	6	84	79	83	-29	- 4	1,495
Lumber and Building Materials.....	10	104	88	104	- 7	- 7	691
Metals.....	5	111	88	85	-10	-11	556
Tobacco and Its Products.....	14	137	124	133	- 8	+20	922
Leather and Shoe Findings.....	4	87	94	93	+14	-13	163

^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.)

Cooperating with the
National Association
of Credit Men

Current
Statistical
Service

Sales of wholesalers, as reported by 2,939 establishments, were slightly (2%) lower in April 1944 than in April 1943, according to an announcement released today by J. C. Capt, Director of the Census. April sales this year were 8 percent short of the dollar volume recorded for the preceding month this year, but for the year to date (4 months) sales were 4 percent higher than for the corresponding period of 1943.

Of the 34 trades shown separately in this report, only wholesalers of automotive supplies reported a substantial sales increase--15 percent--for April 1944 vs. April 1943. Seven trades registered moderate gains: Paints and varnishes (10%); surgical, medical, and hospital equipment and supplies (7%); jewelry and confectionery (each 6%); and full-line wholesalers, retail-cooperative warehouses, and specialty lines--all of the groceries and foods group (5%). Almost no change occurred in the sales of coal and meats and meat products, while the average for wholesalers of hardware was a drop of 6 percent. Sales of electrical goods were off 6 percent; dry goods, 9 percent; shoes and other footwear, 12 percent; and furniture and house furnishings, 14 percent.

Inventories, in terms of dollars based on cost values, at the close of April 1944 were 11 percent higher than those of April a year ago. The total dollar value of wholesalers' stocks on April 30, 1944 was slightly (2%) above that registered on March 31, 1944. Stocks of drugs and sundries were 12 percent higher in April this year than in April 1943; meats and meat products, 18 percent; and metals, 37 percent. Decreased stocks were noted by wholesalers of jewelry (10%), paper and its products (11%), farm supplies (15%), and beer (24%).

The stock-sales ratio for 1,814 wholesalers at the end of this April was 125 as against 112 for April 1943 and 112 for March 1944. Wholesalers of clothing and furnishings, except shoes, with virtually no change in sales and a 5 percent gain in inventories, showed a stock-sales ratio of 73 this April as against 69 last April. Sales were down 4 percent for wholesalers of paper and its products, and inventories were off 11 percent, reflected in a stock-sales ratio of 112 for April 1944 as against 132 for April 1943. Wholesalers of lumber and building materials noted a 13 percent drop in sales and a 9 percent gain in inventories--a stock-sales ratio of 118 for this April compared with 86 a year ago. In April 1944, wholesalers of machinery, equipment, and supplies, except electrical, reported almost no change in sales, along with a 10 percent increase in inventories, resulting in a stock-sales ratio of 145 against 129 in April 1943. Of the 33 trades for which stock-sales ratios are shown, 25 showed increases for April 1944 compared with April 1943.

Collections on accounts receivable were 6 percent higher for April 1944 than for April 1943, but 4 percent below those of March 1944. The collection percentage for April 1944 was 117; for April 1943, 110; and for March 1944, 122. Accounts receivable were 8 percent less on April 1, 1944 than on April 1, 1943; but at the beginning of this April compared with March 1, 1944, a slight (2%) increase was noted.

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESALES AND INVENTORIES
APRIL 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		April 1944 (Add 000)	Percent change from 4 mos. 1943	Four months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Apr. 30, 1944 (Add 000)	Apr. 1944	Apr. 1943	Mar. 1944
		Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944					Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944				
UNITED STATES	2,939	- 2	- 8	\$327,867	+ 4	\$1,343,350	1,814	+11	+ 2	\$244,110	125	112	112
Automotive Supplies.....	235	+15	- 1	6,510	+21	23,404	135	+13	+ 4	5,910	166	169	155
Chemicals (Industrial).....	17	- 1	- 5	1,101	+ 1	6,687	12	-10	- 6	763	92	100	91
Paints and Varnishes.....	60	+10	+10	4,079	+ 8	22,545	15	- 6	- 3	1,325	180	171	184
Clothing and Furnishings, except Shoes.....	37	+ 1	-17	2,768	+14	11,761	16	+ 5	+ 3	596	73	69	57
Shoes and Other Footwear.....	28	-12	- 8	16,242	- 5	64,848	15	- 2	c	3,738	50	47	45
Coal.....	12	c	-13	2,434	+ 2	12,240	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	142	- 5	-16	25,697	+ 6	110,057	109	+12	c	36,994	166	159	154
Dry Goods.....	100	- 9	-11	17,453	c	74,587	51	+ 5	+ 5	17,823	156	140	132
Electrical Goods.....	305	- 6	- 7	27,731	- 5	99,456	258	c	+ 4	14,162	64	59	57
Dairy and Poultry Products.....	36	- 5	-12	3,891	+ 1	15,140	16	+13	+12	390	36	34	30
Fresh Fruits and Vegetables.....	92	- 9	- 3	5,357	- 1	22,227	58	+ 6	- 2	683	17	15	17
Farm Supplies.....	19	-11	-36	3,907	+ 4	15,373	11	-15	- 6	1,597	106	100	82
Furniture and House Furnishings.....	53	-14	- 8	4,856	-11	18,586	27	- 6	- 8	3,819	104	102	107
Groceries and Foods, except Farm Products.....	676	+ 5	-11	71,744	+11	310,011	433	+12	- 1	66,020	147	137	131
Full-line wholesalers.....	385	+ 5	-12	37,251	+10	141,690	254	+11	- 2	40,603	150	142	135
Voluntary-group wholesalers.....	139	+ 3	-10	21,866	+10	97,230	95	+12	- 1	18,516	170	157	153
Retailer-cooperative warehouses.....	19	+ 5	-16	4,397	+ 9	19,289	13	+13	+ 4	3,485	129	114	106
Specialty lines.....	133	+ 5	-10	8,730	+12	51,802	71	+33	+10	3,416	78	65	65
Confectionery.....	52	+ 6	-12	1,083	+11	4,760	26	+12	- 3	593	90	84	84
Meats and Meat Products.....	80	- 1	c	36,581	+ 1	130,022	53	+18	- 5	7,592	65	58	67
Beer.....	68	- 1	+ 7	1,736	+ 9	7,110	43	-24	- 3	254	20	26	22
Wines and Liquors.....	33	- 4	- 6	5,347	+ 2	28,435	24	+ 4	- 1	4,434	106	98	101
Total Hardware Group.....	339	- 6	- 6	37,337	c	155,533	217	+ 2	c	38,929	164	151	156
General hardware.....	133	- 3	- 5	23,121	+ 3	97,961	84	+ 1	c	27,092	171	165	163
Industrial supplies.....	97	-11	- 5	9,301	- 4	37,835	61	+ 3	+ 1	8,221	144	120	143
Plumbing and heating supplies.....	109	-11	-10	4,915	- 7	19,737	72	+ 4	+ 1	3,616	158	147	141
Jewelry.....	32	+ 6	-14	1,828	+ 6	6,560	12	-10	+ 5	883	177	225	135
Optical Goods.....	16	c	- 9	242	+15	1,058	7	- 4	+ 7	136	155	184	137
Lumber and Building Materials.....	66	-13	c	5,667	- 5	18,065	32	+ 9	+ 3	2,953	118	86	111
Machinery, Equipment and Supplies, except Electrical...	50	+ 1	- 5	2,598	+ 3	11,967	34	+10	+ 1	2,492	145	129	136
Surgical, Medical, and Hospital Eqpt. and Supplies...	22	+ 7	- 5	501	+21	4,407	14	+ 3	c	545	170	176	160
Metals.....	26	- 7	- 6	3,695	+ 8	16,928	10	+37	- 1	3,809	166	111	162
Paper and Its Products.....	88	- 4	-12	6,414	+10	30,243	40	-11	+ 5	3,376	112	132	98
Petroleum.....	7	- 7	- 4	590	+ 2	2,303	4	+16	+ 1	338	69	56	64
Tobacco and Its Products.....	176	+ 2	-10	18,795	+ 6	74,613	89	- 7	+ 1	6,009	57	64	51
Leather and Shoe Findings.....	18	-17	-10	378	- 4	1,520	9	+ 4	+ 5	247	166	132	147
Miscellaneous.....	52	+22	+ 2	11,335	+11	42,906	44	+106	+32	17,900	187	112	145

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

^b Number does not apply in all cases to the year-to-date figures.

^c Less than 0.5 percent.

^d Insufficient data to show separately.

^e Not affiliated with voluntary or cooperative groups.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
APRIL 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		April 1944	April 1943	March 1944	Percent change		As of April 1, 1944 (Add 000)
					April 1944 vs. April 1943	April 1944 vs. March 1944	
UNITED STATES	2,374	117	110	122	- 8	+ 2	\$234,852
Automotive Supplies.....	184	93	89	95	+12	+ 3	4,689
Chemicals (industrial).....	14	102	102	113	- 3	+ 4	857
Paints and Varnishes.....	27	75	73	73	-10	+ 8	1,115
Clothing and Furnishings, except Shoes.....	54	85	73	94	- 7	+ 8	3,477
Shoes and Other Footwear.....	24	85	84	93	-22	+ 1	8,499
Coal.....	10	104	102	105	- 3	+ 4	2,450
Drugs and Sundries (liquor excluded).....	131	99	99	108	+ 2	+ 9	25,222
Dry Goods.....	90	73	73	82	- 9	+ 5	21,784
Electrical Goods.....	290	95	78	95	-17	+ 2	30,510
Dairy and Poultry Products.....	26	155	165	178	+13	+26	1,949
Fresh Fruits and Vegetables.....	76	158	166	178	- 9	+ 8	2,269
Farm Supplies.....	11	110	129	133	+17	+13	3,707
Furniture and House Furnishings.....	45	90	84	96	-21	+ 8	4,948
Groceries and Foods, except Farm Products.....	511	156	149	169	+ 1	+ 1	56,520
Full-line wholesalers ^b	233	150	143	161	+ 1	- 3 ^c	18,951
Voluntary-group wholesalers.....	113	165	160	173	+ 2	- 3	10,783
Retailer-cooperative warehouses.....	16	212	220	263	+12	+13	1,914
Specialty lines.....	99	138	127	155	- 6	+ 9	4,872
Confectionery.....	26	132	132	152	+ 5	+ 4	559
Meats and Meat Products.....	67	243	230	178	- 7	-19	14,370
Beer.....	26	171	140	171	-12	+ 8	335
Wines and Liquors.....	25	174	142	176	-22	- 4	1,974
Total Hardware Group.....	312	93	88	98	-10	+ 7	35,848
General hardware.....	122	99	91	103	- 7	+ 6	20,841
Industrial supplies.....	87	88	88	96	-13	+ 7	9,088
Plumbing and heating supplies.....	103	82	77	83	-14	+10	5,919
Jewelry.....	27	63	59	70	- 7	+ 8	2,245
Optical Goods.....	12	87	92	87	+ 2	- 2	213
Lumber and Building Materials.....	58	101	99	100	- 9	+ 3	4,913
Machinery, Equipment, and Supplies, except Electrical.....	39	98	91	96	+ 1	+ 6	2,173
Surgical, Medical, and Hospital Equipment and Supplies.....	20	65	69	70	+12	+ 2	604
Metals.....	24	131	107	123	- 8	- 5	3,000
Paper and Its Products.....	75	95	87	94	- 2	+ 1	6,316
Petroleum.....	5	143	128	147	-22	+ 1	326
Tobacco and Its Products.....	123	176	163	193	- 7	+ 2	7,677
Leather and Shoe Findings.....	15	96	91	101	-11	+12	325
Miscellaneous.....	47	147	134	167	-22	+ 1	5,978

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1944

Page 4

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 ^b	Percent change		April 1944 (Add 000)	Percent change from 4 mos. 1943	Four months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Apr. 30, 1944 (Add 000)	Apr. 1944	Apr. 1943	Mar. 1944
		Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944					Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944				
New England.....	189	-11	-9	\$15,826	-2	\$65,566	123	+17	+4	\$11,242	132	104	113
Automotive Supplies.....	6	-13	+8	132	-13	261	c	c	c	c	c	c	c
Chemicals (industrial).....	5	-6	-5	405	+7	1,843	c	c	c	c	c	c	c
Shoes and Other Footwear.....	4	-7	-13	326	+4	1,310	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	12	-11	-19	1,518	+1	7,003	10	+12	d	2,448	197	153	158
Dry Goods.....	6	-12	-6	173	-3	723	4	-21	+12	114	81	110	73
Electrical Goods.....	29	-20	-13	1,875	-9	7,312	26	+1	+9	938	57	45	46
Furniture and House Furnishings.....	6	-19	-2	334	-8	1,052	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	25	-5	-2	2,764	+6	10,558	14	+10	-2	1,805	170	163	150
Meats and Meat Products.....	7	-22	-6	2,415	-13	10,351	c	c	c	c	c	c	c
Industrial Supplies.....	12	-18	-7	697	-13	2,841	9	-6	+2	1,209	210	176	196
Plumbing and Heating Supplies.....	8	-10	-15	75	-4	307	4	-11	+3	151	387	370	298
Optical Goods.....	4	-15	-8	34	+2	133	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical...	4	-12	-14	118	+1	770	c	c	c	c	c	c	c
Metals.....	4	-24	-5	251	-18	873	c	c	c	c	c	c	c
Paper and Its Products.....	7	-6	-12	297	+7	1,325	4	-11	+13	159	90	112	78
Tobacco and Its Products.....	14	-5	-10	1,686	+2	7,269	5	+5	+3	189	48	43	47
Middle Atlantic.....	604	d	-11	73,508	+5	278,469	356	+8	+5	40,693	103	96	89
Automotive Supplies.....	27	+24	-6	457	+29	2,009	18	+9	+5	656	229	255	211
Paints and Varnishes.....	6	-9	+5	86	d	224	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	12	+9	-18	1,888	+18	8,242	4	+7	-5	314	74	72	60
Shoes and Other Footwear.....	6	+7	-20	317	-5	2,615	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	23	-8	-18	5,059	+2	21,006	17	+9	-1	5,472	173	148	143
Dry Goods.....	35	-15	-15	3,961	-7	19,419	16	+3	+6	2,403	146	137	120
Electrical Goods.....	68	+3	-10	8,252	-1	24,997	52	-3	+7	2,540	41	46	34
Dairy and Poultry Products.....	10	+9	-19	2,142	+14	7,403	4	+19	+18	266	40	40	30
Fresh Fruits and Vegetables.....	19	-10	d	859	-5	2,714	11	+15	+4	141	19	15	18
Furniture and House Furnishings.....	15	-8	+4	1,036	-11	3,433	8	-45	-19	453	64	123	89
Groceries and Foods, except Farm Products.....	94	+3	-15	11,790	+10	45,610	42	+18	+2	6,311	147	132	120
Meats and Meat Products.....	25	+7	-7	10,866	+7	27,435	21	+15	d	1,642	65	64	63
Beer.....	13	+4	+2	315	+19	1,153	8	-44	+12	28	11	21	10
Wines and Liquors.....	14	-5	-8	3,335	+6	14,072	c	c	c	c	c	c	c
General Hardware.....	33	-2	+1	3,596	+2	12,915	21	+5	+3	3,859	180	167	169
Industrial Supplies.....	29	-21	-12	2,280	-9	9,958	20	+6	+3	1,657	109	78	93
Plumbing and Heating Supplies.....	39	-3	-10	1,301	d	5,765	27	d	-4	1,189	130	131	120
Jewelry.....	6	-3	-23	195	+6	1,385	c	c	c	c	c	c	c
Optical Goods.....	7	-4	-11	131	+10	573	c	c	c	c	c	c	c
Lumber and Building Materials.....	11	-28	-1	987	-15	2,684	6	+16	+2	536	70	42	73
Metals.....	4	-19	-9	1,275	+11	7,634	c	c	c	c	c	c	c
Paper and Its Products.....	27	-3	-15	1,813	+15	10,558	14	-18	+7	849	79	98	63
Tobacco and Its Products.....	46	+6	-9	6,462	+8	26,253	25	-28	-6	2,355	47	69	45
East North Central.....	575	-1	-10	55,246	+5	226,794	374	+5	-2	45,415	118	112	109
Automotive Supplies.....	62	+14	-8	1,605	+24	6,073	44	+8	d	1,744	158	186	148
Paints and Varnishes.....	7	-3	+3	296	+6	1,333	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	8	-18	+4	220	-13	741	4	-1	+3	80	125	137	130
Drugs and Sundries (liquor excluded).....	27	-5	-15	4,424	+7	20,175	22	+3	-3	5,788	161	148	141
Dry Goods.....	12	-9	-15	1,454	+2	5,180	8	-3	-4	1,435	106	100	94
Electrical Goods.....	59	+1	-4	5,093	+6	21,785	50	-4	+2	2,766	59	62	57
Dairy and Poultry Products.....	14	-7	-2	576	-5	2,322	7	+7	+7	90	27	22	28
Fresh Fruits and Vegetables.....	15	-15	-12	672	-2	3,298	8	+4	+3	103	26	22	22
Furniture and House Furnishings.....	8	-21	-22	442	-16	1,784	4	-20	+2	219	112	144	80
Groceries and Foods, except Farm Products.....	121	+5	-15	15,495	+12	60,814	90	+15	-4	17,752	154	143	136
Confectionery.....	7	-11	-19	109	+11	570	c	c	c	c	c	c	c

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1944

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 ^b	Percent change		April 1944 (Add 000)	Percent change from 4 mos. 1943	Four months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Apr. 30, 1944 (Add 000)	Apr. 1944	Apr. 1943	Mar. 1944
		Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944					Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944				
East North Central (continued)													
Meats and Meat Products.....	17	- 7	- 3	\$5,887	- 3	\$23,835	14	+ 4	-12	\$2,387	48	45	56
Beer.....	19	+ 6	+ 4	514	+10	2,074	13	-10	+ 3	107	25	30	27
Wines and Liquors.....	11	-19	- 6	934	-16	3,807	6	-11	- 4	373	96	86	92
General Hardware.....	18	- 4	- 4	3,849	+ 1	13,958	12	-11	+ 1	5,339	155	165	150
Industrial Supplies.....	14	- 9	-12	1,137	- 1	5,245	8	+ 9	d	307	93	77	80
Plumbing and Heating Supplies.....	23	- 4	- 9	728	- 1	2,668	17	+ 7	+ 1	894	203	185	183
Jewelry.....	9	+ 9	-21	474	+ 5	1,453	c	c	c	c	c	c	c
Lumber and Building Materials.....	14	- 4	- 2	874	+ 3	2,543	6	-27	- 2	202	94	123	98
Machinery, Eqt., and Supplies, except Electrical....	10	+11	- 1	523	+ 4	2,687	7	+22	+ 8	443	156	127	151
Surgical, Medical, and Hospital Eqt. and Supplies..	5	- 2	- 3	93	+24	2,419	c	c	c	c	c	c	c
Metals.....	6	+ 2	- 6	675	+ 9	4,492	c	c	c	c	c	c	c
Paper and Its Products.....	22	- 2	-14	2,498	+14	10,729	8	-13	+ 2	856	93	121	81
Tobacco and Its Products.....	45	+ 1	-10	4,073	+ 7	15,714	18	+ 7	+ 2	1,095	64	61	55
West North Central.....	298	- 4	-12	37,134	+ 4	148,501	211	+10	+ 3	44,903	153	135	135
Automotive Supplies.....	26	+22	+ 8	737	+18	2,666	15	+23	+ 9	870	198	192	202
Shoes and Other Footwear.....	4	+ 4	-10	887	+ 5	3,980	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	16	- 4	-15	2,992	+ 6	13,234	14	+13	+ 2	5,040	198	171	166
Dry Goods.....	6	- 6	- 7	6,106	+ 5	25,507	4	+ 3	+ 5	9,734	185	151	145
Electrical Goods.....	31	- 2	- 4	1,679	+ 7	6,724	26	- 1	+ 2	995	80	79	77
Dairy and Poultry Products.....	4	-20	- 6	32	-15	131	c	c	c	c	c	c	c
Fresh Fruits and Vegetables.....	6	+ 2	d	467	+ 2	1,924	4	- 5	-16	81	23	25	28
Furniture and House Furnishings.....	6	-23	-13	1,283	-16	4,757	5	+ 8	+ 5	1,319	108	76	89
Groceries and Foods, except Farm Products.....	82	d	-12	9,086	+ 8	35,773	67	+ 8	d	13,868	169	157	147
Beer.....	12	+ 8	+17	309	+17	889	7	-28	-11	53	14	22	19
General Hardware.....	14	+ 1	- 5	4,412	+ 9	17,954	14	+13	- 3	7,925	180	161	175
Industrial Supplies.....	10	+ 2	+ 3	572	- 5	2,095	4	-10	d	407	197	230	206
Plumbing and Heating Supplies.....	10	+ 6	+11	512	+ 1	1,720	5	+19	+ 8	308	146	128	160
Lumber and Building Materials.....	9	-18	- 3	803	- 6	2,358	c	c	c	c	c	c	c
Machinery, Eqt., and Supplies, except Electrical....	7	-15	-14	241	+ 4	721	6	+14	- 9	368	155	115	147
Tobacco and Its Products.....	10	+ 2	- 5	539	+ 3	3,174	6	+ 5	- 3	177	57	54	55
South Atlantic.....	428	- 2	- 7	32,722	+ 3	126,585	251	+15	+ 3	20,352	110	94	99
Automotive Supplies.....	24	d	+14	815	+ 4	2,743	12	+ 5	+ 3	532	166	185	155
Paints and Varnishes.....	5	-10	+11	258	-17	799	5	- 9	- 2	517	200	198	226
Clothing and Furnishings, except Shoes.....	5	+ 6	-15	167	+20	780	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	23	- 3	-14	2,579	+ 7	10,815	12	+13	- 2	2,248	194	168	156
Dry Goods.....	11	- 4	- 6	1,538	+ 6	6,310	7	+ 3	- 1	959	143	135	131
Electrical Goods.....	46	- 7	- 4	4,820	-13	13,845	42	- 4	+ 7	2,209	87	77	79
Fresh Fruits and Vegetables.....	21	- 8	+ 4	1,803	d	4,919	13	+ 5	+ 6	170	13	12	13
Furniture and House Furnishings.....	5	-37	-23	260	-19	1,041	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	120	+ 7	- 9	8,250	+12	32,820	57	+19	- 3	4,689	118	104	111
Confectionery.....	18	+ 9	-13	354	+12	1,936	10	+21	- 8	183	62	57	58
Meats and Meat Products.....	6	+ 2	+19	830	+ 5	3,387	4	+ 4	+ 9	237	29	28	32
Beer.....	8	- 8	+ 4	207	+10	1,452	4	- 4	-12	23	17	16	19
General Hardware.....	21	+ 5	- 8	1,715	+10	7,974	9	+ 8	+ 3	789	128	130	110
Industrial Supplies.....	14	- 2	- 5	974	- 4	3,717	c	c	c	c	c	c	c
Jewelry.....	5	-14	-27	222	+ 2	563	c	c	c	c	c	c	c
Lumber and Building Materials.....	9	- 6	+ 3	567	- 3	1,592	c	c	c	c	c	c	c
Machinery, Eqt., and Supplies, except Electrical....	9	- 7	-18	257	+ 5	1,290	6	+ 9	+ 2	296	213	175	175
Paper and Its Products.....	12	- 2	- 3	663	- 2	2,707	5	-12	- 4	398	134	157	152
Tobacco and Its Products.....	26	- 5	-15	2,809	+ 3	9,582	18	+ 6	- 4	797	53	50	47

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1944

Page 6

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 ^b	Percent change		-- April 1944 (Add 000)	Percent change from 4 mos. 1943	Four months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Apr. 30, 1944 (Add 000)	Apr. 1944	Apr. 1943	Mar. 1944
		Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944					Apr. 1944 vs. Apr. 1943	Apr. 1944 vs. Mar. 1944				
East South Central.....	157	+ 3	-11	13,693	+11	56,711	91	+10	d	11,123	132	124	116
Automotive Supplies.....	7	+31	+12	229	+29	906	5	+26	+ 1	251	117	122	131
Drugs and Sundries (liquor excluded).....	13	- 7	-18	1,975	+ 8	8,475	10	+10	- 1	2,947	182	152	149
Dry Goods.....	10	+ 1	-20	1,487	+ 6	5,905	4	+30	+ 9	1,066	139	102	97
Electrical Goods.....	7	+19	+ 1	361	+14	1,983	5	+ 3	+ 7	182	59	70	60
Fresh Fruits and Vegetables.....	8	- 1	-11	410	+ 5	1,429	4	d	- 2	47	18	18	16
Groceries and Foods, except Farm Products.....	44	+ 5	-13	3,058	+16	12,614	25	+18	- 2	2,102	128	121	116
Meats and Meat Products.....	4	+21	-14	901	+10	3,725	c	c	c	c	c	c	c
General Hardware.....	11	+ 5	+ 1	2,221	+ 9	8,930	6	- 1	- 1	1,442	114	122	120
Plumbing and Heating Supplies.....	4	- 1	- 8	85	- 7	226	c	c	c	c	c	c	c
Paper and Its Products.....	4	-18	-24	214	+ 1	993	c	c	c	c	c	c	c
Tobacco and Its Products.....	4	+ 4	-13	243	+13	2,048	c	c	c	c	c	c	c
West South Central.....	255	+ 4	- 7	25,894	+ 7	105,576	179	+12	d	26,525	145	134	136
Automotive Supplies.....	12	+12	- 6	554	+21	1,977	10	+26	+ 7	751	142	127	124
Drugs and Sundries (liquor excluded).....	17	+ 4	- 9	2,629	+10	12,069	13	+17	- 1	4,775	215	186	195
Dry Goods.....	7	-18	-21	739	- 2	3,539	6	+22	+13	1,483	300	206	200
Electrical Goods.....	25	-15	+ 4	1,336	-10	4,665	20	+19	- 1	794	65	46	68
Groceries and Foods, except Farm Products.....	119	+ 7	- 5	11,547	+ 8	45,483	67	+ 7	- 3	11,455	142	139	137
General Hardware.....	16	- 2	- 4	2,440	+ 1	10,585	7	+ 4	- 1	1,864	150	149	150
Surgical, Medical, and Hospital Eqpt. and Supplies.....	6	+17	- 7	123	+28	509	4	- 1	d	129	154	163	150
Paper and Its Products.....	4	-12	-24	196	+ 1	848	c	c	c	c	c	c	c
Tobacco and Its Products.....	11	+ 7	- 8	1,474	+10	3,469	6	+24	+22	974	81	68	61
Mountain.....	119	- 3	- 5	9,342	+ 2	36,588	89	+16	+ 2	11,578	160	133	149
Automotive Supplies.....	17	+13	+ 1	526	+15	1,595	11	+ 5	+ 4	436	188	201	179
Dry Goods.....	4	- 6	- 1	622	+ 4	2,321	c	c	c	c	c	c	c
Electrical Goods.....	14	-14	+ 3	641	-10	2,411	11	+ 4	- 1	449	92	66	88
Fresh Fruits and Vegetables.....	4	-31	d	103	-22	404	4	d	+13	17	17	11	15
Groceries and Foods, except Farm Products.....	34	+ 2	-12	2,147	+10	8,700	28	+10	- 1	3,248	178	167	161
General Hardware.....	5	- 2	-12	666	+ 6	2,482	c	c	c	c	c	c	c
Lumber and Building Materials.....	5	-24	-12	795	-11	3,096	4	- 2	- 5	975	127	98	120
Pacific.....	271	- 3	- 7	36,885	+ 3	184,969	139	+20	+ 5	31,214	142	115	126
Automotive Supplies.....	54	+22	- 6	1,455	+31	5,174	17	+ 9	+ 6	493	138	149	118
Shoes and Other Footwear.....	5	-15	-27	203	-14	615	5	- 6	- 2	345	170	154	126
Dry Goods.....	9	-11	- 8	1,373	- 6	5,683	c	c	c	c	c	c	c
Electrical Goods.....	26	-22	-11	3,874	-15	15,534	26	+ 6	+ 3	3,289	85	62	74
Fresh Fruits and Vegetables.....	6	+ 2	d	353	+ 3	5,138	c	c	c	c	c	c	c
Furniture and House Furnishings.....	10	+ 4	- 3	1,349	- 7	5,199	5	+15	-15	1,401	113	105	130
Groceries and Foods, except Farm Products.....	37	+11	-10	7,607	+12	57,659	23	+20	+ 7	5,430	112	104	96
Meats and Meat Products.....	7	- 3	+ 4	1,289	+ 9	4,597	c	c	c	c	c	c	c
Beer.....	7	-21	+ 1	213	- 5	942	5	-51	- 7	26	17	26	19
General Hardware.....	12	-13	-14	4,066	- 2	22,404	7	- 5	+ 3	4,733	210	189	170
Industrial Supplies.....	7	- 9	+21	1,986	-11	5,672	5	+25	- 3	2,388	137	99	174
Plumbing and Heating Supplies.....	6	-23	-12	1,494	-17	5,950	c	c	c	c	c	c	c
Jewelry.....	5	+12	- 2	554	+ 1	1,824	c	c	c	c	c	c	c
Lumber and Building Materials.....	12	- 1	+16	1,174	- 3	4,336	8	+27	d	682	157	105	157
Metals.....	5	-11	+ 4	549	+ 7	2,167	c	c	c	c	c	c	c
Paper and Its Products.....	4	- 6	+ 4	498	+ 1	2,134	c	c	c	c	c	c	c
Tobacco and Its Products.....	17	+ 2	- 8	1,678	+ 2	6,262	7	+37	+ 3	330	80	83	71
Leather and Shoe Findings.....	4	+ 9	-10	93	+11	466	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 Number does not apply in all cases to the year-to-date figures.

^c Insufficient data to show separately.

^d 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.)

Cooperating with the
National Association
of Credit Men

Current
Statistical
Service

MAY 1944

Of the 35 trades shown separately in this report, only 5 showed sales decreases for May 1944 compared with May 1943--plumbing and heating supplies (3%), electrical goods (5%), meats and meat products (6%), furniture and house furnishings (11%), and surgical, medical, and hospital equipment and supplies (17%). Wholesalers of jewelry, dairy and poultry products, and industrial supplies (hardware) reported virtually no change in dollar volumes. The remaining 27 trades registered sales higher this May than in May a year ago. Wholesalers of clothing and furnishings, except shoes, gained 27 percent; automotive supplies, 26 percent; shoes and other footwear and voluntary-group wholesalers of groceries and foods, each 21 percent; full-line wholesalers of groceries and foods, 19 percent; paper and its products, 14 percent; and tobacco and its products, 13 percent.

The stock-sales ratio for 1,718 wholesalers was 121 at the end of May 1944 and also at the end of May 1943 but was 128 for April 1944. Wholesalers of confectionery, with a 12 percent gain in sales and 11 percent larger inventories, showed a stock-sales ratio of 73 this May compared with 74 last May. Sales were up 5 percent for wholesalers of paints and varnishes, and inventories were almost unchanged, reflected in a stock-sales ratio of 118 for May 1944 as against 133 for May 1943. Wholesalers of lumber and building materials noted a slight (3%) rise in sales and a 4 percent gain in inventories—a stock-sales ratio of 126 for this May compared with 118 a year ago. For May 1944, wholesalers of general hardware reported sales up 8 percent and inventories up slightly (3%), resulting in a stock-sales ratio of 167 as against 177 in May 1943. Of the 34 trades for which stock-sales ratios are shown, 12 showed increases for May 1944 compared with May 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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALE SALES AND INVENTORIES
MAY 1944

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 ^b	Percent change		May 1944 (Add 000)	Percent change from 5 mos. 1943	Five months 1944 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1944 (Add 000)	May 1944	May 1943	Apr. 1944
		May 1944 vs. May 1943	May 1944 vs. Apr. 1944					May 1944 vs. May 1943	May 1944 vs. Apr. 1944				
UNITED STATES	2,808	+10	+ 4	\$326,261	+ 5	\$1,718,443	1,718	+12	c	\$235,894	121	121	128
Automotive Supplies.....	211	+26	+ 5	6,717	+22	32,348	122	+10	c	5,078	151	165	158
Chemicals (industrial).....	16	+ 7	+ 3	851	+ 2	7,977	8	- 5	+ 1	377	81	91	83
Paints and Varnishes.....	60	+ 5	- 6	3,918	+ 8	26,827	16	+ 1	c	1,154	118	133	150
Clothing and Furnishings, except Shoes.....	40	+27	+ 5	4,033	+17	15,804	19	+10	+13	863	97	91	84
Shoes and Other Footwear.....	24	+21	- 4	15,486	- 1	80,346	14	- 8	+12	3,898	57	75	47
Coal.....	13	+ 5	+11	2,129	+ 2	14,826	6	+19	+21	1,222	156	175	161
Drugs and Sundries (liquor excluded).....	138	+12	+ 7	26,615	+ 7	138,104	105	+ 8	- 1	35,234	170	177	183
Dry Goods.....	94	+10	+ 8	18,654	+ 2	93,265	48	+10	+ 2	16,816	140	141	148
Electrical Goods.....	308	- 5	- 4	23,578	- 5	124,907	268	+ 2	+ 3	13,795	77	71	73
Dairy and Poultry Products.....	27	+ 1	+15	2,241	+ 1	17,751	13	+14	+ 3	158	24	23	29
Fresh Fruits and Vegetables.....	100	+ 3	+19	7,770	c	31,081	56	+ 9	- 3	628	13	12	16
Farm Supplies.....	19	+15	+16	3,282	+ 6	19,268	12	- 9	-12	1,610	102	120	124
Furniture and House Furnishings.....	50	-11	+ 2	4,728	-12	24,986	25	+16	- 4	3,274	91	72	99
Groceries and Foods, except Farm Products.....	664	+18	+ 9	75,678	+12	403,578	405	+14	- 2	63,636	132	137	149
Full-line wholesalers ^d	394	+19	+10	44,092	+12	192,836	247	+12	- 3	42,779	132	139	149
Voluntary-group wholesalers.....	124	+21	+12	20,512	+12	120,273	84	+14	- 3	14,153	143	151	169
Retailer-cooperative warehouses.....	20	+ 9	- 5	4,272	+ 9	23,656	13	+17	- 2	3,421	114	120	129
Specialty lines.....	126	+13	+ 3	6,802	+13	66,813	61	+38	+ 2	3,283	111	92	113
Confectionery.....	56	+12	+ 5	1,268	+10	6,320	29	+11	- 2	655	73	74	77
Meats and Meat Products.....	76	- 6	- 5	32,450	c	162,741	47	+ 8	- 9	5,526	60	55	68
Beer.....	55	+ 5	+13	1,789	+ 8	9,078	31	-16	c	212	17	23	20
Wines and Liquors.....	22	+26	- 1	2,605	+ 3	31,836	14	+ 1	+11	1,396	98	120	82
Liquor Department of Other Trades ^e	34	+85	+16	9,946	+22	43,066	33	+142	+ 5	16,857	170	130	188
Total Hardware Group.....	299	+ 5	- 2	37,273	c	199,635	185	+ 3	c	39,440	163	166	156
General hardware.....	139	+ 8	- 5	24,395	+ 4	127,172	92	+ 3	c	28,696	167	177	155
Industrial supplies.....	90	- 1	+ 5	9,608	- 4	49,331	56	+ 5	+ 1	9,054	147	135	153
Plumbing and heating supplies.....	70	- 3	c	3,270	- 7	23,132	37	+ 6	c	1,690	184	183	193
Jewelry.....	30	+ 1	- 9	1,726	+ 5	8,286	11	- 4	- 1	1,408	160	178	161
Optical Goods.....	16	+ 2	+10	269	+12	1,337	8	- 5	+ 4	145	128	158	143
Lumber and Building Materials.....	63	+ 3	+11	4,530	+ 3	23,196	35	+ 4	- 3	2,838	126	118	150
Machinery, Equipment, and Supplies, except Electrical..	55	+ 2	- 2	2,547	+ 3	15,192	41	+ 5	+ 3	2,974	162	164	153
Surgical, Medical, and Hospital Eqt. and Supplies..	21	-17	- 9	954	+12	5,471	14	- 1	- 1	935	121	94	109
Metals.....	23	+13	+ 5	3,565	+11	23,671	13	+31	- 1	3,869	166	143	173
Paper and Its Products.....	87	+14	+10	7,320	+10	38,903	40	-10	+ 2	3,572	108	138	110
Petroleum.....	6	+25	+17	304	+ 5	2,622	f	f	f	f	f	f	f
Tobacco and Its Products.....	164	+13	+12	21,086	+ 7	99,781	79	- 8	+ 2	5,842	49	60	54
Leather and Shoe Findings.....	20	+ 7	+ 7	464	- 3	2,042	9	+ 8	c	273	153	163	169
Miscellaneous.....	17	+ 4	+ 2	2,485	+11	12,440	12	+11	+ 1	2,189	213	216	227

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

^b Number does not apply in all cases to the year-to-date figures.

^c Less than 0.5 percent.

^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the wholesale drug trade.

^f Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
MAY 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		May 1944	May 1943	April 1944	Percent change		As of May 1, 1944 (Add 000)
					May 1944 vs. May 1943	May 1944 vs. Apr. 1944	
UNITED STATES	2,265	125	109	119	- 7	- 2	\$216,261
Automotive Supplies.....	161	96	89	93	+ 5	- 1	4,209
Chemicals (industrial).....	13	101	85	98	- 2	+ 5	592
Paints and Varnishes.....	26	85	81	81	-10	+ 3	1,067
Clothing and Furnishings, except Shoes.....	36	93	89	86	+20	+ 3	4,467
Shoes and Other Footwear.....	21	91	76	85	-11	- 2	8,025
Coal.....	13	120	101	109	- 6	-11	1,767
Drugs and Sundries (liquor excluded).....	127	105	96	99	- 5	- 9	21,803
Dry Goods.....	82	81	70	73	- 8	- 2	20,841
Electrical Goods.....	281	96	78	94	-24	- 6	25,163
Dairy and Poultry Products.....	18	211	206	192	- 2	b	760
Fresh Fruits and Vegetables.....	83	199	183	179	-12	+ 6	2,742
Farm Supplies.....	14	191	174	152	+ 2	- 8	1,145
Furniture and House Furnishings.....	42	98	80	90	-24	- 5	4,455
Groceries and Foods, except Farm Products.....	501	168	146	154	+ 2	- 2	35,086
Full-line wholesalers ^c	269	161	140	147	+ 3	- 2	20,440
Voluntary-group wholesalers.....	98	174	151	165	b	b	9,140
Retailer-cooperative warehouses.....	17	252	225	210	+17	- 8	1,802
Specialty lines.....	97	144	130	139	b	- 1	3,684
Confectionery.....	30	151	133	136	- 3	- 7	444
Meats and Meat Products.....	70	210	225	244	+ 8	b	15,160
Beer.....	21	189	149	179	- 8	+16	318
Wines and Liquors.....	15	249	212	239	+ 4	- 1	706
Liquor Department of Other Trades ^d	32	179	143	170	+11	+32	5,291
Total Hardware Group.....	273	99	89	95	-12	- 2	33,514
General hardware.....	128	102	93	98	- 8	- 1	21,617
Industrial supplies.....	80	99	88	94	-18	- 5	8,269
Plumbing and heating supplies.....	65	84	76	83	-20	b	3,628
Jewelry.....	23	75	67	71	+ 6	+ 3	1,772
Optical Goods.....	13	84	83	87	+ 1	- 4	219
Lumber and Building Materials.....	57	107	100	97	-11	- 3	3,740
Machinery, Equipment, and Supplies, except Electrical.....	48	107	85	93	- 6	-14	2,034
Surgical, Medical, and Hospital Equipment and Supplies.....	20	65	66	82	+31	- 9	1,537
Metals.....	22	136	128	132	- 5	- 8	2,535
Paper and Its Products.....	75	96	86	95	- 5	- 4	6,409
Petroleum.....	4	107	97	113	-36	- 3	75
Tobacco and Its Products.....	115	194	163	181	- 8	+ 2	8,166
Leather and Shoe Findings.....	16	102	85	94	-11	- 1	370
Miscellaneous.....	13	98	87	94	+ 4	+ 2	1,869

^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.

WHOLESALESAERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MAY 1944

Page 4

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 ^b	Percent change		May 1944 (Add 000)	Percent change from 5 mos. 1943	Five months 1944 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1944 (Add 000)	May 1944	May 1943	Apr. 1944
		May 1944 vs. May 1943	May 1944 vs. Apr. 1944					May 1944 vs. May 1943	May 1944 vs. Apr. 1944				
New England.....	195	+10	+11	\$17,785	c	\$85,573	129	+16	-1	\$12,128	125	117	138
Automotive Supplies.....	5	+11	+7	120	-6	414	d	d	d	d	d	d	d
Chemicals (industrial).....	4	+9	-5	207	+5	2,140	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	13	+12	+13	1,776	+5	8,838	11	+2	-7	2,400	164	177	198
Dry Goods.....	6	+10	+16	201	-1	924	5	-22	-1	130	68	94	77
Electrical Goods.....	31	-14	c	1,737	-10	9,295	28	-6	-2	1,001	59	54	60
Fresh Fruits and Vegetables.....	13	+19	+37	1,123	+1	2,995	8	+29	+48	31	7	6	6
Furniture and House Furnishings.....	5	-13	+11	293	-8	1,345	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	28	+13	+8	3,135	+7	14,052	14	+6	-5	1,520	132	138	152
Meats and Meat Products.....	6	+19	+18	2,825	-8	13,176	d	d	d	d	d	d	d
General Hardware.....	7	+27	-3	428	+17	1,187	4	+23	-3	711	236	257	241
Industrial Supplies.....	10	-6	+11	705	-12	3,593	8	c	-2	1,155	193	173	216
Plumbing and Heating Supplies.....	9	+35	+20	101	+4	408	5	-6	-3	168	271	381	360
Optical Goods.....	4	+2	+24	42	+2	175	d	d	d	d	d	d	d
Metals.....	5	-7	-5	265	-15	1,165	d	d	d	d	d	d	d
Paper and Its Products.....	8	+15	+6	353	+9	1,685	5	-1	+8	179	99	103	91
Tobacco and Its Products.....	11	+11	+17	2,239	+3	10,133	d	d	d	d	d	d	d
Middle Atlantic.....	559	+7	+6	71,202	+5	357,384	317	+12	+1	35,903	109	107	117
Automotive Supplies.....	26	+30	+10	470	+29	2,491	18	+11	+1	639	212	242	228
Paints and Varnishes.....	6	+16	+31	113	+5	337	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	12	+35	+4	2,848	+22	11,090	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+21	+16	354	-2	2,969	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	24	+14	+13	5,842	+4	26,848	18	+5	-2	5,454	149	161	170
Dry Goods.....	35	+9	+7	4,721	-5	24,140	16	+3	c	2,421	134	156	146
Electrical Goods.....	68	-8	-13	6,683	-3	31,859	57	-3	+1	2,063	79	64	72
Fresh Fruits and Vegetables.....	18	+11	+31	933	-2	3,647	8	+36	+18	132	19	15	21
Furniture and House Furnishings.....	14	-19	-9	834	-13	4,450	6	-26	-22	130	29	32	40
Groceries and Foods, except Farm Products.....	90	+25	+10	12,519	+13	60,367	40	+22	-4	6,413	136	133	156
Confectionery.....	5	+14	+11	72	+15	259	d	d	d	d	d	d	d
Meats and Meat Products.....	21	-16	+6	10,908	-1	38,543	18	+10	-4	1,363	61	53	68
Beer.....	11	+10	+18	336	+17	1,489	5	-13	+5	20	9	12	11
General Hardware.....	31	+3	+4	3,119	+2	16,034	18	+12	+1	3,071	188	174	199
Industrial Supplies.....	28	-12	-1	2,185	-12	12,961	18	+1	+1	1,675	110	90	110
Plumbing and Heating Supplies.....	20	+7	+1	470	+1	6,360	9	+1	+2	431	153	166	161
Jewelry.....	7	+23	c	545	+10	1,930	4	-23	c	627	133	213	130
Optical Goods.....	6	-7	+2	126	+7	699	d	d	d	d	d	d	d
Lumber and Building Materials.....	14	+13	+13	593	-10	3,440	7	-2	-1	337	120	148	133
Machinery, Eqpt., and Supplies, except Electrical....	4	+4	+15	106	+14	1,001	4	c	c	238	225	233	258
Metals.....	4	c	+1	1,267	+13	11,158	d	d	d	d	d	d	d
Paper and Its Products.....	26	+16	+12	2,232	+12	13,888	13	-19	+1	900	70	104	79
Tobacco and Its Products.....	48	+14	+13	7,617	+9	34,023	27	-22	+11	2,848	47	70	48
East North Central.....	554	+8	+5	57,190	+5	290,506	358	+6	-1	44,487	114	116	120
Automotive Supplies.....	47	+27	+7	1,609	+24	7,791	34	+6	+1	1,703	144	166	150
Paints and Varnishes.....	8	+17	+15	457	+7	1,898	4	+13	-4	247	82	85	95
Clothing and Furnishings, except Shoes.....	8	-9	+6	233	-12	974	5	+11	-1	102	101	119	120
Coal.....	4	-3	-4	922	+6	4,740	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	25	+9	+2	4,550	+7	25,293	19	+5	+3	5,840	157	169	162
Dry Goods.....	9	+5	+7	1,281	+2	6,461	5	+4	-7	1,129	97	97	110
Electrical Goods.....	64	+3	-1	4,382	+4	28,956	52	-1	+5	2,889	73	76	69
Dairy and Poultry Products.....	12	+3	+21	637	-3	3,003	7	+3	-4	98	22	22	30
Furniture and House Furnishings.....	8	-21	-2	435	-17	2,262	5	-39	-11	248	82	112	88
Groceries and Foods, except Farm Products.....	121	+20	+9	15,714	+14	76,985	84	+15	-3	16,113	141	148	159
Confectionery.....	11	+5	+5	249	+10	853	5	+15	+1	68	59	52	54

2-52753

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MAY 1944

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 ^b	Percent change		May 1944 (Add 000)	Percent change from 5 mos. 1943	Five months 1944 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1944 (Add 000)	May 1944	May 1943	Apr. 1944
		May 1944 vs. May 1943	May 1944 vs. Apr. 1944					May 1944 vs. May 1943	May 1944 vs. Apr. 1944				
East North Central (continued)													
Meats and Meat Products.....	18	-12	- 5	\$5,493	- 5	\$29,328	13	- 7	-10	\$2,084	49	45	50
Beer.....	13	+12	+17	495	+11	2,708	9	- 8	- 4	94	23	27	27
Wines and Liquors.....	8	+29	+20	708	-13	5,192	5	- 2	+29	247	79	105	80
General Hardware.....	18	+ 9	+ 5	4,192	+ 1	19,216	14	- 6	- 4	5,782	147	169	160
Industrial Supplies.....	15	-13	- 1	1,195	- 4	6,576	9	+ 9	c	447	106	104	109
Plumbing and Heating Supplies.....	19	+ 4	c	562	c	3,230	12	+ 4	+ 1	570	209	206	213
Jewelry.....	10	-16	-10	481	- 1	1,934	d	d	d	d	d	d	d
Lumber and Building Materials.....	11	+17	+16	550	+ 5	3,118	8	-16	- 5	311	96	125	117
Machinery, Eqt., and Supplies, except Electrical....	10	-13	-21	368	+ 2	3,185	8	-14	- 5	526	141	142	117
Surgical, Medical, and Hospital Eqt. and Supplies..	6	-29	-14	627	+ 8	3,126	5	c	- 1	619	103	73	89
Metals.....	7	+10	+10	776	+ 9	6,184	4	+ 7	- 3	785	209	225	231
Paper and Its Products.....	24	+19	+10	2,915	+15	13,685	10	-12	+ 1	1,001	93	134	93
Tobacco and Its Products.....	37	+10	+10	4,853	+ 7	21,517	14	- 5	- 6	689	38	43	44
West North Central.....	287	+15	+ 3	35,163	+ 6	189,868	198	+15	+ 3	40,352	138	141	137
Automotive Supplies.....	25	+31	+ 5	1,047	+22	4,565	11	+18	+ 1	290	161	147	180
Shoes and Other Footwear.....	4	+16	- 6	831	+ 6	4,811	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	15	+ 8	+ 4	2,820	+ 6	16,192	13	+ 6	- 2	4,261	179	190	191
Dry Goods.....	6	+ 8	+ 9	6,500	+ 5	32,007	5	+15	+ 5	9,561	151	142	157
Electrical Goods.....	27	+33	- 2	1,376	+10	8,165	26	+ 9	+ 9	1,121	92	112	83
Fresh Fruits and Vegetables.....	6	+ 6	+11	518	+ 2	2,568	4	- 7	- 9	74	20	21	23
Furniture and House Furnishings.....	5	-15	+ 2	1,231	-19	7,341	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	76	+21	+19	9,832	+10	47,085	58	+11	+ 2	11,933	136	149	159
Beer.....	9	+16	+18	315	+18	1,204	5	-39	-15	17	7	14	10
General Hardware.....	14	+23	-35	3,587	+10	22,600	13	+10	+ 5	6,089	178	203	109
Industrial Supplies.....	8	+10	- 4	376	- 3	2,471	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	9	+11	+ 6	515	+ 3	2,235	5	+40	+ 5	252	181	162	172
Lumber and Building Materials.....	9	+14	+ 6	340	- 4	2,698	4	+24	- 5	291	135	139	159
Machinery, Eqt., and Supplies, except Electrical....	7	+ 1	+ 8	259	+ 3	980	6	+29	+16	427	167	131	155
Paper and Its Products.....	7	+ 6	+ 1	226	+ 5	1,137	4	- 5	+ 1	327	176	192	185
Tobacco and Its Products.....	19	+ 7	+ 8	1,034	+ 4	4,946	9	+ 7	c	381	69	72	74
South Atlantic.....	404	+12	+ 8	32,292	+ 4	160,938	234	+16	c	21,609	111	110	119
Automotive Supplies.....	23	+ 7	- 7	702	+ 5	3,584	12	c	+ 1	434	160	162	161
Paints and Varnishes.....	4	+ 6	+36	225	-12	1,024	4	-10	- 4	188	84	99	118
Clothing and Furnishings, except Shoes.....	7	+13	+13	395	+18	1,175	4	- 4	+21	263	98	104	88
Drugs and Sundries (liquor excluded).....	24	+13	+ 7	2,805	+ 8	13,765	15	+12	- 1	3,111	184	188	196
Dry Goods.....	10	+17	+14	1,804	+ 8	8,114	6	- 7	- 5	1,179	133	170	154
Electrical Goods.....	42	- 8	+ 5	3,068	-12	17,088	39	- 7	- 3	1,942	83	87	86
Fresh Fruits and Vegetables.....	23	+ 6	+21	2,285	+ 2	7,217	11	+20	+16	133	11	10	12
Furniture and House Furnishings.....	6	-19	+16	312	-19	1,353	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	119	+19	+10	8,655	+13	41,776	54	+17	- 4	4,574	109	110	125
Confectionery.....	21	+12	+ 3	549	+12	2,494	14	+15	- 4	269	55	55	60
Beer.....	6	-11	+ 3	195	+ 7	1,647	d	d	d	d	d	d	d
General Hardware.....	23	+12	+ 1	1,849	+10	10,460	15	+ 8	- 2	1,665	138	147	148
Industrial Supplies.....	12	+13	+ 6	793	- 1	4,510	8	+10	- 1	677	113	128	131
Jewelry.....	4	+15	+18	232	+ 6	795	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	- 2	+17	742	- 2	2,334	d	d	d	d	d	d	d
Machinery, Eqt., and Supplies, except Electrical....	9	- 2	+ 2	460	+ 2	1,801	5	+ 9	+ 1	279	184	187	209
Paper and Its Products.....	11	+ 6	+ 7	669	c	3,376	4	-11	+ 3	360	152	160	133
Tobacco and Its Products.....	18	+17	+12	1,992	+ 5	11,890	12	+22	-13	662	41	39	54

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MAY 1944

Page 5

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS			
	Number of firms reporting sales ^b	Percent change		May 1944 (Add 000)	Percent change from 5 mos. 1943	Five months 1944 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1944 (Add 000)	May 1944	May 1943	Apr. 1944	
		May 1944 vs. May 1943	May 1944 vs. Apr. 1944					May 1944 vs. May 1943	May 1944 vs. Apr. 1944					
East South Central.....	158	+14	+ 3	\$14,632	+11	\$73,264	83	+ 5	- 3	\$10,054	115	124	122	
Automotive Supplies.....	7	+31	- 7	213	+30	1,315	5	+36	+ 2	211	112	107	97	
Drugs and Sundries (liquor excluded).....	12	+13	+12	2,111	+ 9	10,586	d	d	d	d	d	d	d	
Dry Goods.....	9	+29	+17	1,495	+10	7,400	d	d	d	d	d	d	d	
Electrical Goods.....	14	+19	-27	553	+13	2,513	10	+19	+ 8	349	73	73	47	
Fresh Fruits and Vegetables.....	10	+15	+10	506	+ 7	2,012	5	+17	- 6	49	14	15	17	
Groceries and Foods, except Farm Products.....	39	+15	+ 7	2,867	+16	15,807	19	+20	- 3	1,761	115	115	129	
Confectionery.....	8	+17	+12	219	+10	642	d	d	d	d	d	d	d	
Meats and Meat Products.....	4	+17	+ 3	926	+11	4,651	d	d	d	d	d	d	d	
General Hardware.....	11	+ 7	- 8	2,042	+ 9	10,972	6	+ 6	+ 1	1,457	126	117	114	
Machinery, Eqpt., and Supplies, except Electrical.....	6	+10	+ 3	286	+18	970	5	c	c	287	107	116	110	
Tobacco and Its Products.....	4	+ 5	+11	637	+ 3	3,805	d	d	d	d	d	d	d	
West South Central.....	248	+14	+ 6	25,988	+ 8	134,481	177	+12	- 2	25,431	138	141	148	
Automotive Supplies.....	16	+15	+15	697	+18	2,985	13	+29	- 1	660	124	109	144	
Drugs and Sundries (liquor excluded).....	14	+15	+ 6	2,317	+10	14,905	10	+11	- 1	3,400	188	163	202	
Dry Goods.....	6	+ 8	+15	761	- 1	4,320	5	+13	+ 6	643	134	137	139	
Electrical Goods.....	24	c	- 3	1,225	- 8	6,100	21	+31	+14	903	78	59	66	
Groceries and Foods, except Farm Products.....	118	+14	+ 5	11,231	+ 9	59,130	87	+ 7	- 4	11,157	125	133	138	
General Hardware.....	17	+ 4	+ 1	2,801	+ 2	13,879	10	+ 5	+ 2	2,467	171	167	162	
Industrial Supplies.....	5	+13	+12	1,879	+12	8,709	d	d	d	d	d	d	d	
Surgical, Medical, and Hospital Eqpt. and Supplies.....	5	+42	+15	105	+29	637	d	d	d	d	d	d	d	
Tobacco and Its Products.....	9	+16	+14	1,124	+11	4,593	d	d	d	d	d	d	d	
Mountain.....	116	+10	+ 7	9,535	+ 3	47,141	85	+15	- 3	10,805	148	141	162	
Automotive Supplies.....	18	+33	+10	541	+19	2,136	13	+ 1	- 4	417	179	226	188	
Electrical Goods.....	14	-22	-11	531	-12	2,942	11	+ 7	+ 1	452	107	71	92	
Groceries and Foods, except Farm Products.....	34	+24	+12	2,889	+12	12,411	27	+12	- 3	3,421	143	159	163	
Meats and Meat Products.....	4	+15	+26	847	c	4,610	d	d	d	d	d	d	d	
General Hardware.....	4	+27	+11	647	+10	3,168	d	d	d	d	d	d	d	
Lumber and Building Materials.....	4	-15	+13	867	-12	3,963	4	- 5	- 4	937	108	96	127	
Tobacco and Its Products.....	4	+26	+11	102	- 1	944	d	d	d	d	d	d	d	
Pacific.....	244	+ 7	+ 5	38,407	+ 4	239,630	131	+17	- 2	33,775	132	123	145	
Automotive Supplies.....	44	+33	+ 2	1,318	+31	7,065	13	+14	+ 2	549	147	163	144	
Clothing and Furnishings, except Shoes.....	6	+ 6	+10	187	+ 1	624	d	d	d	d	d	d	d	
Shoes and Other Footwear.....	5	+14	+35	275	- 9	1,102	4	+13	+ 1	319	146	153	188	
Dry Goods.....	10	+ 1	- 2	1,363	- 5	7,070	d	d	d	d	d	d	d	
Electrical Goods.....	24	-12	+ 8	4,023	-14	19,889	24	+ 6	+ 4	3,075	76	63	79	
Fresh Fruits and Vegetables.....	6	-14	+ 1	1,132	- 2	6,709	5	-16	-36	87	8	6	13	
Furniture and House Furnishings.....	8	+ 6	+ 7	1,386	- 5	6,669	5	+30	- 5	1,265	97	79	110	
Groceries and Foods, except Farm Products.....	39	+11	c	7,856	+12	75,965	22	+22	- 3	6,744	130	125	143	
Meats and Meat Products.....	5	+25	+12	1,071	+12	5,668	d	d	d	d	d	d	d	
Beer.....	8	-14	+11	268	- 8	1,246	d	d	d	d	d	d	d	
General Hardware.....	14	+ 2	+ 9	5,730	- 1	29,656	9	- 1	- 2	7,007	181	188	204	
Industrial Supplies.....	6	- 2	+ 1	1,951	- 9	8,513	d	d	d	d	d	d	d	
Plumbing and Heating Supplies.....	5	-13	- 5	1,352	-16	7,302	d	d	d	d	d	d	d	
Lumber and Building Materials.....	11	+20	+ 6	1,012	+ 2	5,751	6	+14	- 6	213	92	93	116	
Paper and Its Products.....	4	- 5	- 6	435	c	2,753	d	d	d	d	d	d	d	
Tobacco and Its Products.....	14	+20	+ 8	1,488	+ 6	7,930	7	+29	+ 5	208	56	45	60	
Leather and Shoe Findings.....	4	+23	- 1	92	+ 8	616	d	d	d	d	d	d	d	

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

^b Number does not apply in all cases to the year-to-date figures.

^c Less than 0.5 percent.

^d Insufficient data to show separately.

States Comprising Geographic Divisions

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

For release - July 31, 1944

Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Current
Statistical
Service

WHOLESALESALES, INVENTORIES, AND CREDITS

JUNE 1944

Sales of wholesalers, as reported by 2,816 establishments, were slightly (3%) higher in June 1944 than in June 1943, according to an announcement released today by J. C. Capt, Director of the Census. June sales this year were approximately the same as sales for the preceding month this year, and for the year to date (6 months) sales were 5 percent ahead of those for the corresponding period of 1943.

Of the 35 trades shown separately in this report, 19 showed sales increases for June 1944 compared with June 1943. Wholesalers of automotive supplies noted a gain of 23 percent; paints and varnishes, 15 percent; farm supplies and plumbing and heating supplies, each 11 percent; shoes and other footwear and confectionery, each 6 percent; paper and its products, 5 percent; and metals, 4 percent. Groceries and foods, except farm products, showed an average increase of 8 percent, with specialty lines of these products gaining as much as 15 percent and retailer-cooperative warehouses, 11 percent. The largest sales decrease shown was registered for jewelry wholesalers--down 18 percent. Dollar sales of meats and meat products were off 11 percent; lumber building materials and machinery, equipment and supplies, except electrical, each 8 percent; and electrical goods, and furniture and house furnishings, each 7 percent.

Inventories, in terms of dollars based on cost values, at the close of June 1944 were 9 percent higher than those of June 1943. The dollar value of wholesalers' stocks at the close of June 1944 were slightly (2%) less than that recorded on May 30, 1944. Stocks of specialty lines of groceries and foods were up 38 percent, June 1944 vs. June 1943; wines and liquors, and dairy and poultry products, each 36 percent; coal, 18 percent; and drugs and sundries, 15 percent. Decreased stocks were noted by wholesalers of paper and its products (9%), tobacco and its products (10%), and optical goods (13%).

The stock-sales ratio for 1,638 wholesalers was 112 for June 1944, 104 for June 1943, and 115 for May 1944. Wholesalers of confectionery, with a 6 percent gain in sales and 11 percent larger inventories, showed a stock-sales ratio of 82 this June as against 78 last June. Sales were up 15 percent for wholesalers of paints and varnishes, and inventories were up 10 percent, reflected in a stock-sales ratio of 125 for June 1944 as against 127 for June 1943. Wholesalers of tobacco and its products noted a slight (3%) rise in sales and a 10 percent decrease in inventories--a stock-sales ratio of 51 for this June compared with 61 a year ago. For June 1944, wholesalers of general hardware reported a small (3%) sales gain and inventories up 6 percent, resulting in a stock-sales ratio of 170 as against 162 in June 1943. Of the 34 trades for which stock-sales ratios are shown, 24 showed increases for June 1944 compared with June 1943.

Collections on accounts receivable were 8 percent higher for June 1944 than for June 1943, and slightly (2%) below those of May 1944. The collection percentage for June 1944 was 125; for June 1943, 116; and for May 1944, 127. Accounts receivable were 6 percent less on June 1, 1944 than on June 1, 1943; and at the beginning of this June the amount of outstandings was virtually the same as on May 1, 1944.

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
WHOLESALESALES AND INVENTORIES
JUNE 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		June 1944 (Add 000)	Percent change from 6 mos. 1943	Six months 1944 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1944 (Add 000)	June 1944	June 1943	May 1944
		June 1944 vs. June 1943	June 1944 vs. May 1944					June 1944 vs. June 1943	June 1944 vs. May 1944				
UNITED STATES	2,816	+ 3	c	\$330,836	+ 5	\$2,109,861	1,638	+ 9	- 2	\$195,182	112	104	115
Automotive Supplies.....	206	+23	+ 6	6,143	+23	40,424	136	+ 9	c	5,269	138	159	153
Chemicals (industrial).....	17	- 2	c	1,059	+ 3	9,832	11	c	+ 1	644	83	83	82
Paints and Varnishes.....	60	+15	+ 5	4,179	+ 9	31,768	17	+10	+ 5	1,349	125	127	118
Clothing and Furnishings, except Shoes.....	33	- 2	- 5	2,093	+15	17,910	17	- 3	- 3	793	97	85	102
Shoes and Other Footwear.....	28	+ 6	+11	17,940	c	98,350	16	c	- 1	4,280	56	55	60
Coal.....	10	+ 2	- 1	2,021	+ 2	17,740	5	+18	+24	1,426	121	98	92
Drugs and Sundries (liquor excluded).....	145	+ 3	- 1	27,387	+ 6	187,801	49	+15	c	12,909	195	174	192
Dry Goods.....	90	- 3	- 4	16,392	+ 1	110,639	41	+ 8	- 1	13,154	147	129	134
Electrical Goods.....	302	- 7	c	21,725	- 5	150,418	257	+ 3	- 2	13,723	73	65	74
Dairy and Poultry Products.....	34	- 3	+ 5	3,774	c	21,924	16	+36	+ 6	400	27	21	31
Fresh Fruits and Vegetables.....	95	- 6	+ 2	8,814	- 1	40,561	49	+ 4	- 9	641	15	13	17
Farm Supplies.....	20	+11	-11	3,946	+ 7	23,339	9	- 9	c	1,396	111	123	106
Furniture and House Furnishings.....	49	- 7	- 3	3,608	-12	30,673	22	-10	- 9	1,137	92	90	99
Groceries and Foods, except Farm Products.....	664	+ 8	+ 1	77,175	+11	498,841	422	+12	- 6	67,034	127	125	138
Full-line wholesalers ^d	370	+ 8	c	38,633	+11	236,649	237	+10	- 6	35,670	128	128	138
Voluntary-group wholesalers.....	144	+ 6	+ 4	24,973	+11	151,126	99	+12	- 7	23,899	143	139	161
Retailer-cooperative warehouses.....	19	+11	- 3	4,689	+10	28,530	13	+15	- 1	3,056	110	108	116
Specialty lines.....	131	+15	- 1	8,830	+14	82,536	73	+38	- 6	4,409	82	74	80
Confectionery.....	61	+ 6	- 7	1,310	+10	7,768	31	+11	- 6	728	82	78	83
Meats and Meat Products.....	77	-11	- 9	30,325	- 2	194,613	51	+28	- 4	7,026	64	46	61
Beer.....	62	- 1	- 1	1,900	+ 7	11,259	35	+ 9	-18	203	17	16	19
Wines and Liquors.....	27	+44	+ 4	6,104	+10	45,406	14	+36	+ 4	1,939	101	102	101
Liquor Department of Other Trades ^e	37	+91	- 1	10,105	+31	53,749	f	f	f	f	f	f	f
Total Hardware Group.....	293	+ 3	+ 2	38,913	+ 1	249,238	173 ^g	+ 6	+ 1	36,142	165	156	163
General hardware.....	125	+ 3	+ 1	23,520	+ 4	155,494	78	+ 6	+ 2	26,418	170	162	165
Industrial supplies.....	86	- 2	- 2	8,546	- 4	60,804	52 ^h	+ 7	c	7,758	149	134	149
Plumbing and heating supplies.....	82	+11	+10	6,847	- 1	32,940	43	+ 3	- 3	1,966	166	185	190
Jewelry.....	36	-18	-15	1,366	c	9,837	17	- 4	- 4	1,331	186	158	162
Optical Goods.....	14	- 3	- 3	256	+ 9	1,617	7	-13	- 2	132	125	146	121
Lumber and Building Materials.....	70	- 8	+ 5	5,729	- 4	31,277	39	+ 2	- 2	3,210	86	72	93
Machinery, Equipment, and Supplies, except Electrical..	60	- 8	+ 6	2,978	+ 1	18,667	43	+12	- 1	3,253	146	126	158
Surgical, Medical, and Hospital Eqt. and Supplies..	19	-14	+ 9	1,044	+ 6	6,884	12	+23	+20	1,040	126	82	117
Metals.....	25	+ 4	+ 2	3,276	+10	27,994	13	+23	c	4,012	178	152	185
Paper and Its Products.....	81	+ 5	- 4	6,974	+ 9	46,339	39	- 9	+ 1	3,764	109	129	107
Petroleum.....	6	+22	+12	339	+ 6	2,961	f	f	f	f	f	f	f
Tobacco and Its Products.....	163	+ 3	c	21,552	+ 6	124,484	74	-10	- 1	6,189	51	61	53
Leather and Shoe Findings.....	20	-12	-10	416	- 4	2,535	10	+20	+11	304	197	141	148
Miscellaneous.....	12	+ 6	-10	1,993	+11	14,613	13	+60	- 3	1,734	140	94	151

- ^a These stock sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
^b Number does not apply in all cases to the year-to-date figures.
^c Less than 0.5 percent.
^d Not affiliated with voluntary or cooperative groups.
^e Not affiliated with the wholesale drug trade.
^f Chiefly of the wholesale drug trade.
^g Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
JUNE 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		June 1944	June 1943	May 1944	Percent change		As of June 1, 1944 (Add 000)
					June 1944 vs. June 1943	June 1944 vs. May 1944	
UNITED STATES	2,113	125	116	127	- 6	- 1	\$188,942
Automotive Supplies.....	172	96	92	98	+14	+ 3	4,011
Chemicals (industrial).....	15	111	108	114	- 3	- 1	872
Paints and Varnishes.....	26	88	77	85	^b	+ 9	1,208
Clothing and Furnishings, except Shoes.....	30	93	85	93	-21	- 5	2,353
Shoes and Other Footwear.....	25	96	97	92	- 2	- 8	7,857
Coal.....	9	122	124	130	- 6	- 3	1,422
Drugs and Sundries (liquor excluded).....	73	109	103	111	+ 1	^b	9,650
Dry Goods.....	80	78	76	83	- 6	+ 1	18,431
Electrical Goods.....	203	85	78	92	-21	- 1	17,550
Dairy and Poultry Products.....	22	215	205	209	^b	+ 5	973
Fresh Fruits and Vegetables.....	72	197	197	225	- 8	+10	2,583
Farm Supplies.....	14	180	184	188	+ 5	- 6	1,110
Furniture and House Furnishings.....	39	90	77	91	-25	- 2	3,525
Groceries and Foods, except Farm Products.....	507	169	163	169	+ 7	^b	35,927
Full-line wholesalers ^c	278	157	149	158	+ 5	- 1	19,880
Voluntary-group wholesalers.....	115	183	183	183	+ 9	+ 5	9,879
Retailer-cooperative warehouses.....	17	272	272	256	+12	- 7	1,637
Specialty lines.....	97	158	150	156	+ 9	- 3	4,531
Confectionery.....	34	143	140	145	+ 4	- 4	630
Meats and Meat Products.....	71	214	202	209	- 8	- 9	14,141
Beer.....	21	163	141	157	- 5	+ 7	303
Wines and Liquors.....	21	194	186	187	+24	- 9	2,286
Total Hardware Group.....	266	97	89	97	- 6	^b	35,239
General hardware.....	113	103	94	102	- 5	- 1	20,276
Industrial supplies.....	77	96	87	99	-14	+ 2	7,691
Plumbing and heating supplies.....	76	81	75	81	- 2	+ 2	7,272
Jewelry.....	29	67	65	72	-11	- 2	1,758
Optical Goods.....	11	86	85	82	+ 4	+ 6	228
Lumber and Building Materials.....	63	106	98	112	-11	+ 8	4,656
Machinery, Equipment, and Supplies, except Electrical.....	50	98	85	105	-24	^b	2,125
Surgical, Medical, and Hospital Equipment and Supplies.....	18	65	71	65	- 5	- 6	1,377
Metals.....	24	127	125	144	- 2	+ 9	2,400
Paper and Its Products.....	68	96	85	96	- 4	+ 2	6,343
Petroleum.....	4	102	103	107	+ 1	+28	96
Tobacco and Its Products.....	114	204	184	189	- 7	- 3	7,486
Leather and Shoe Findings.....	17	99	92	102	- 9	- 5	358
Miscellaneous.....	15	120	98	134	- 8	- 8	2,044

^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.

June 1944

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1944

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 ^b	Percent change		June 1944 (Add 000)	Percent change from 6 mos. 1943	Six months 1944 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1944 (Add 000)	June 1944	June 1943	May 1944
		June 1944 vs. June 1943	June 1944 vs. May 1944					June 1944 vs. June 1943	June 1944 vs. May 1944				
East North Central (continued)													
Groceries and Foods, except Farm Products.....	123	+ 8	+ 5	\$16,737	+13	\$95,732	87	+10	- 6	\$14,817	124	123	139
Confectionery.....	11	+ 5	+ 3	253	+ 9	1,106	5	+ 2	- 4	64	54	56	57
Meats and Meat Products.....	17	-10	- 3	4,815	- 6	34,143	14	+23	+13	2,299	58	39	48
Beer.....	16	- 5	- 5 ^c	523	+ 9	3,432	10	+31	+ 2	94	22	16	21
Wines and Liquors.....	9	+14	- 5	779	- 8	6,380	6	+48	+ 5	599	105	81	94
General Hardware.....	18	+ 3	- 2	4,028	+ 2	24,408	14	- 2	+ 1	5,592	150	156	144
Industrial Supplies.....	12	-11	- 8	899	- 4	7,668	7	+17	+ 2	414	116	99	104
Plumbing and Heating Supplies.....	26	+15	+ 8	831	+ 3	4,181	21	+ 9	- 1	985	178	200	192
Jewelry.....	5	-12	+ 4	142	- 2	2,099	d	d	d	d	d	d	d
Machinery,Eqpt.,and Supplies, except Electrical....	15	-12	+23	846	- 1	4,112	11	+ 1	- 5	551	89	95	111
Surgical,Medical, and Hospital Eqpt. and Supplies...	7	-20	+13	788	+ 1	3,983	5	+ 8	+ 4	642	93	67	103
Metals.....	8	+ 8	- 2	1,318	+10	8,491	5	-16	- 4	1,112	118	151	123
Paper and Its Products.....	22	+ 8	- 4	2,591	+14	16,276	9	- 8	+ 4	894	95	133	99
Tobacco and Its Products.....	40	+ 2	+ 7	4,544	+ 6	26,418	15	- 7	-11	603	34	38	42
Leather and Shoe Findings.....	4	- 8	-13	103	- 5	537	d	d	d	d	d	d	d
West North Central.....	272	+ 7	- 1	32,718	+ 6	232,117	176	+13	- 1	33,576	143	135	142
Automotive Supplies.....	23	+23	+ 8	898	+24	6,123	13	+19	- 1 ^c	276	150	152	182
Shoes and Other Footwear.....	4	- 5	+ 4	864	+ 4	5,675	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	15	+ 1	+ 2	2,884	+ 5	19,230	4	+15	+ 1	1,193	223	197	217
Dry Goods.....	4	- 9	-14	4,633	+ 3	37,123	d	d	d	d	d	d	d
Electrical Goods.....	30	+17	- 8	1,347	+11	9,838	27	+11	+ 5	1,194	105	110	93
Groceries and Foods, except Farm Products.....	80	+11	+ 5	10,322	+11	59,711	62	+17	- 4	12,664	138	135	149
Beer.....	9	+ 3	+ 1	170	+16	1,374	4	-18	-18	9	12	13	14
General Hardware.....	15	+16	+ 3	4,030	+10	28,031	14	+10	- 1 ^c	6,909	179	191	184
Plumbing and Heating Supplies.....	7	-10	-11	383	+ 1	2,618	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	-11	+ 6	200	- 5	3,427	d	d	d	d	d	d	d
Machinery,Eqpt.,and Supplies, except Electrical....	7	- 6	- 1 ^c	258	+ 1	1,238	6	+28	+ 1	431	170	125	167
Paper and Its Products.....	4	+10	+10	152	+ 6	1,289	d	d	d	d	d	d	d
Tobacco and Its Products.....	14	+ 5	- 2	1,428	+ 5	7,063	7	+ 2	- 3	947	91	97	92
South Atlantic.....	410	+ 6	- 3	34,585	+ 5	201,731	214	+ 7	- 3	16,785	111	105	108
Automotive Supplies.....	25	+11	+ 1	778	+ 6	4,455	14	+ 6	- 1 ^c	514	149	168	153
Paints and Varnishes.....	5	+ 5	-12	236	-10	1,260	5	- 3	+ 1	277	117	128	102
Clothing and Furnishings, except Shoes.....	6	- 7	-11	325	+11	1,500	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	28	+ 8	- 5 ^c	3,450	+ 8	17,427	8	+ 7	- 4	1,763	186	186	199
Dry Goods.....	10	- 5	-20	1,355	+ 6	9,535	5	+ 5	+ 3	1,071	193	152	155
Electrical Goods.....	46	- 5	+ 2	3,253	-11	20,861	43	-10	- 4	1,945	87	94	84
Fresh Fruits and Vegetables.....	19	- 5	+ 4	1,847	- 1 ^c	9,064	7	-15	-47	57	8	9	16
Furniture and House Furnishings.....	6	+11	-12	318	-15	1,679	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	119	+ 8	- 1	8,095	+13	51,118	56	+22	- 5	4,129	113	100	117
Confectionery.....	22	+ 4	-11	447	+12	3,038	13	+32	- 9	310	80	62	79
Meats and Meat Products.....	6	+ 1	- 9	850	+ 6	5,360	d	d	d	d	d	d	d
Beer.....	7	- 3	-22	326	+ 5	2,014	d	d	d	d	d	d	d
General Hardware.....	17	+ 1	- 9	1,551	+ 8	12,384	10	+15	+ 1	1,223	161	130	134
Industrial Supplies.....	12	+10	- 1	918	+ 1	5,746	8	+ 6	- 1	709	121	137	120
Jewelry.....	4	-28	-21	183	- 3	1,006	d	d	d	d	d	d	d
Lumber and Building Materials.....	11	- 5	-10	830	- 3	3,164	6	+18	- 3	708	175	148	173
Machinery,Eqpt.,and Supplies, except Electrical....	8	- 5	-10	443	- 1 ^c	2,284	d	d	d	d	d	d	d
Metals.....	4	+ 4	- 4	200	+10	944	d	d	d	d	d	d	d
Paper and Its Products.....	11	+ 1	- 2	655	- 1 ^c	4,031	5	- 7	- 1 ^c	404	125	139	134
Tobacco and Its Products.....	18	- 8	-13	2,159	+ 3	14,609	10	+ 4	- 9	418	46	38	42

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1944

Page 6

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 1944 (Add 000)	Percent change from 6 mos. 1943	Six months 1944 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1944 (Add 000)	June 1944	June 1943	May 1944
		June 1944 vs. June 1943	June 1944 vs. May 1944					June 1944 vs. June 1943	June 1944 vs. May 1944				
East South Central.....	152	+11	- ^c	\$14,082	+11	\$88,886	72	+ 5	- 5	\$6,242	99	102	102
Automotive Supplies.....	6	+27	+ 9	211	+29	1,569	5	+23	+ 1	269	133	138	145
Drugs and Sundries (liquor excluded).....	13	+ 7	- 1	2,198	+ 8	12,784	d	d	d	d	d	d	d
Dry Goods.....	9	+10	- 8	1,412	+10	9,008	d	d	d	d	d	d	d
Electrical Goods.....	11	+28	+ 4	496	+15	3,109	8	+11	- 5	318	73	89	79
Groceries and Foods, except Farm Products.....	37	+ 9	- 2	2,612	+15	19,309	17	+ 7	- 2	1,134	109	111	112
Confectionery.....	8	+24	+ 7	234	+13	876	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+21	+ 4	1,120	+13	5,771	d	d	d	d	d	d	d
Wines and Liquors.....	4	+44	-18	865	+26	3,050	d	d	d	d	d	d	d
General Hardware.....	11	+ 3	+ 9	2,108	+ 8	13,078	5	+11	+ 5	1,302	130	108	119
Industrial Supplies.....	4	+29	- ^c	272	+35	1,907	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical....	8	+ 4	- 5	241	+15	1,211	4	- 6	+ 2	251	113	123	105
Paper and Its Products.....	4	- 8	- 4	241	+ 1	1,500	d	d	d	d	d	d	d
Tobacco and Its Products.....	4	- 8	-11	525	+ 1	4,829	d	d	d	d	d	d	d
West South Central.....	255	+ 3	- 4	\$6,885	+ 7	\$65,444	172	+10	- 4	\$2,797	133	121	135
Automotive Supplies.....	18	+26	+ 9	718	+20	3,781	13	+21	- 1	690	104	109	116
Drugs and Sundries (liquor excluded).....	17	+ 6	- 1	2,895	+10	18,543	d	d	d	d	d	d	d
Dry Goods.....	7	-10	- 5	1,034	- 3	5,354	5	+28	+ 4	668	139	103	134
Electrical Goods.....	25	- 5	- 5	1,213	- 8	7,352	21	+30	+ 2	939	83	60	77
Groceries and Foods, except Farm Products.....	114	+ 3	- 4	11,390	+ 8	71,807	85	+ 2	- 7	9,989	121	124	127
Confectionery.....	5	+ 9	-12	76	+20	296	d	d	d	d	d	d	d
General Hardware.....	16	- 2	- 4	2,689	+ 1	16,858	9	+ 8	+ 2	2,557	190	175	178
Industrial Supplies.....	5	- 2	- 4	1,504	+10	10,213	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqpt. and Supplies.	4	+31	- 3	64	+29	701	d	d	d	d	d	d	d
Tobacco and Its Products.....	10	+ 1	- 5	1,304	+ 9	6,164	4	+24	- 5	854	83	67	83
Mountain.....	122	+ 3	+ 3	\$10,301	+ 3	\$59,101	85	+18	- 2	\$10,152	147	122	151
Automotive Supplies.....	13	+21	- ^c	341	+19	2,477	12	+ 1	+ 1	550	167	197	164
Dry Goods.....	4	+ 6	+11	612	+ 4	3,441	d	d	d	d	d	d	d
Electrical Goods.....	14	- 4	+11	587	-10	3,599	11	+ 3	- 2	443	92	83	107
Fresh Fruits and Vegetables.....	4	-20	+ 2	126	-22	664	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	43	+ 8	+ 7	3,535	+11	16,834	37	+24	- 3	5,196	163	144	179
General Hardware.....	5	+14	+ 4	766	+11	4,159	d	d	d	d	d	d	d
Lumber and Building Materials.....	5	-23	- 1	908	-14	4,871	4	-10	- 5	891	102	88	108
Tobacco and Its Products.....	4	-15	-11	41	- 6	1,169	d	d	d	d	d	d	d
Pacific.....	237	+ 5	+ 1	\$43,024	+ 5	\$299,698	129	+16	+ 2	\$21,519	105	91	105
Automotive Supplies.....	30	+14	+ 5	668	+29	8,478	12	+ 4	- 1	424	126	147	141
Clothing and Furnishings, except Shoes.....	5	- 1	- 8	137	+ 1	761	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+18	- 1	282	- 4	1,396	5	+38	+11	465	165	144	147
Dry Goods.....	8	- 1	+ 8	1,307	- 4	8,377	d	d	d	d	d	d	d
Electrical Goods.....	22	-15	- ^c	3,661	-14	24,060	22	+15	+ 3	2,794	76	56	74
Dairy and Poultry Products.....	4	-20	+ 3	980	-14	4,024	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	8	-18	+ 8	1,358	- 5	8,534	6	+21	+13	116	9	6	9
Furniture and House Furnishings.....	8	-11	- 7	1,308	- 6	8,026	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	35	+18	- ^c	10,006	+13	94,823	22	+21	- 1	6,619	98	98	99
Meats and Meat Products.....	6	+ 7	- 5	906	+11	6,574	d	d	d	d	d	d	d
Beer.....	8	- 4	+ 9	300	- 7	1,546	4	+10	-24	22	21	20	31
General Hardware.....	12	- 8	- 4	4,691	- 2	35,203	6	+ 6	+ 5	5,231	186	155	175
Industrial Supplies.....	7	+ 2	- 5	1,891	- 7	11,478	5	+23	- 1	2,400	143	118	136
Plumbing and Heating Supplies.....	7	- 4	+17	1,766	-14	9,164	d	d	d	d	d	d	d
Lumber and Building Materials.....	13	- 5	+27	1,376	+ 2	7,905	9	+ 7	- 5	413	41	35	57
Machinery, Eqpt., and Supplies, except Electrical....	9	-19	+ 8	479	- 4	3,384	8	+22	- 1	576	149	103	161
Tobacco and Its Products.....	14	- 3	- 7	1,348	+ 4	9,617	6	+31	- 1	213	65	46	64
Leather and Shoe Findings.....	4	+21	+13	104	+12	797	d	d	d	d	d	d	d

^a These stock ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
^b Number does not apply in all cases to the year-to-date figures.
^c Less than 0.5 percent.
^d Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
JUNE 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		June 1944	June 1943	May 1944	Percent change		As of June 1, 1944 (Add 000)
					June 1944 vs. June 1943	June 1944 vs. May 1944	
New England.....	158	125	118	128	- 6	- 2	\$10,725
Automotive Supplies.....	6	92	73	84	+ 4	+ 4	165
Drugs and Sundries (liquor excluded).....	9	109	104	112	+ 3	+ 5	780
Dry Goods.....	5	88	87	95	-10	+ 5	191
Electrical Goods.....	20	84	83	92	-29	-14	1,018
Fresh Fruits and Vegetables.....	10	236	290	280	+23	+24	353
Groceries and Foods, except Farm Products.....	19	154	151	149	+ 6	+ 3	1,129
Meats and Meat Products.....	6	161	191	186	+14	+ 1	1,398
General Hardware.....	5	87	70	78	- 3	-13	365
Industrial Supplies.....	10	104	106	103	-15	b	535
Plumbing and Heating Supplies.....	8	76	63	69	+16	+13	152
Jewelry.....	4	76	83	95	+ 7	+15	147
Machinery, Eopt., and Supplies, except Electrical.....	4	97	73	92	-20	- 2	159
Metals.....	5	123	141	163	- 7	+24	210
Paper and Its Products.....	6	105	98	110	+ 1	+ 7	308
Tobacco and Its Products.....	12	229	177	195	-22	- 7	1,009
Middle Atlantic.....	432	136	125	139	-10	- 1	38,926
Automotive Supplies.....	19	81	86	84	+18	+ 8	291
Paints and Varnishes.....	5	76	57	75	- 7	+ 4	106
Clothing and Furnishings, except Shoes.....	9	104	96	106	-25	- 4	1,121
Shoes and Other Footwear.....	7	92	93	98	+22	+ 9	891
Drugs and Sundries (liquor excluded).....	12	96	90	98	- 2	b	2,633
Dry Goods.....	33	87	85	91	- 9	+ 4	4,132
Electrical Goods.....	45	99	81	111	-41	b	3,050
Dairy and Poultry Products.....	5	318	269	254	+ 7	- 2	229
Fresh Fruits and Vegetables.....	17	204	227	226	- 1	+15	436
Farm Supplies.....	4	256	326	258	+50	-18	315
Furniture and House Furnishings.....	10	96	73	99	-43	- 3	562
Groceries and Foods, except Farm Products.....	63	156	164	159	+11	+ 1	6,387
Meats and Meat Products.....	22	227	218	228	-12	-12	4,413
Beer.....	6	158	123	137	-16	+ 8	134
General Hardware.....	22	100	93	94	- 7	- 3	2,694
Industrial Supplies.....	23	97	84	95	-27	- 5	1,456
Plumbing and Heating Supplies.....	20	74	66	80	- 2	+ 9	911
Jewelry.....	13	76	77	85	-13	- 5	751
Optical Goods.....	5	81	82	82	- 1	- 3	119
Lumber and Building Materials.....	11	111	103	117	-18	+ 6	1,074
Paper and Its Products.....	20	99	79	96	-10	b	1,974
Tobacco and Its Products.....	30	251	240	240	+ 5	+ 1	2,500
East North Central.....	433	133	124	132	- 2	- 1	31,421
Automotive Supplies.....	52	105	104	113	+31	+10	1,250
Paints and Varnishes.....	7	99	92	97	+ 4	- 2	406
Clothing and Furnishings, except Shoes.....	5	105	100	97	-25	- 7	178
Drugs and Sundries (liquor excluded).....	15	111	104	106	b	b	1,599
Dry Goods.....	4	92	84	91	-13	- 1	632
Electrical Goods.....	40	95	85	101	- 3	+ 4	3,954
Dairy and Poultry Products.....	9	224	216	211	+ 4	+ 9	118
Fresh Fruits and Vegetables.....	10	235	249	238	+ 3	+13	222
Furniture and House Furnishings.....	8	143	122	142	-22	+ 3	345
Groceries and Foods, except Farm Products.....	66	173	165	165	+ 7	- 1	6,595
Confectionery.....	8	227	180	224	-13	- 4	52
Meats and Meat Products.....	16	227	205	219	- 6	-12	1,939
Beer.....	4	182	131	152	- 4	+ 9	50
Wines and Liquors.....	8	321	262	390	-11	+21	232
General Hardware.....	17	105	102	106	- 1	+ 1	3,817
Industrial Supplies.....	10	97	95	94	-10	-12	830
Plumbing and Heating Supplies.....	25	97	92	98	+ 9	+ 2	798
Machinery, Eopt., and Supplies, except Electrical.....	13	96	83	104	-39	- 3	563
Surgical, Medical, and Hospital Eopt. and Supplies.....	6	65	74	65	- 8	-10	1,034
Metals.....	7	139	128	142	b	+ 4	922
Paper and Its Products.....	22	98	91	100	+ 3	+ 5	2,689
Tobacco and Its Products.....	28	176	159	168	-12	- 3	1,727
Leather and Shoe Findings.....	4	101	103	118	- 9	+ 1	96
West North Central.....	203	114	110	116	- 2	- 2	21,857
Automotive Supplies.....	19	92	99	95	+26	+16	244
Shoes and Other Footwear.....	4	101	105	96	b	-15	869
Drugs and Sundries (liquor excluded).....	5	130	127	129	- 3	b	737
Dry Goods.....	4	63	67	69	b	- 1	7,730
Electrical Goods.....	18	88	84	91	+ 5	+ 2	962
Groceries and Foods, except Farm Products.....	67	201	189	196	- 1	- 4	4,531
Beer.....	7	160	205	169	+51	+ 5	85
General Hardware.....	15	121	108	124	- 2	- 3	3,233
Plumbing and Heating Supplies.....	7	84	76	90	-20	+ 8	301
Lumber and Building Materials.....	7	112	146	175	-12	+14	121
Machinery, Eopt., and Supplies, except Electrical.....	5	80	78	85	-15	+ 8	231
Tobacco and Its Products.....	5	225	188	150	- 9	-13	284

(Continued on next page)

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
JUNE 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		June 1944	June 1943	May 1944	Percent change		As of June 1, 1944 (Add 000)
					June 1944 vs. June 1943	June 1944 vs. May 1944	
South Atlantic.....	288	106	100	115	- 5	+ 3	\$20,931
Automotive Supplies.....	21	92	81	91	- 8	- 6	573
Paints and Varnishes.....	5	86	75	86	- 1	+18	250
Clothing and Furnishings, except Shoes.....	6	76	78	83	- 5	b	403
Drugs and Sundries (liquor excluded).....	16	111	101	112	- 2	- 1	1,574
Dry Goods.....	8	75	69	81	- 4	+13	1,499
Electrical Goods.....	31	59	71	80	-18	+ 8	3,439
Groceries and Foods, except Farm Products.....	80	166	161	178	+ 3	+ 2	3,211
Confectionery.....	12	118	109	124	- 3	- 4	282
Meats and Meat Products.....	5	222	199	247	- 1	- 2	357
General Hardware.....	17	94	89	99	- 4	- 2	1,658
Industrial Supplies.....	10	105	89	117	- 4	+12	833
Lumber and Building Materials.....	10	120	105	119	-13	b	689
Machinery, Eqpt., and Supplies, except Electrical..	6	93	71	84	-22	- 5	262
Metals.....	4	97	111	111	+23	+ 2	187
Paper and Its Products.....	9	95	83	94	-11	+ 1	492
Tobacco and Its Products.....	14	164	153	169	-20	- 4	689
East South Central.....	116	119	108	117	- 1	- 4	8,731
Automotive Supplies.....	6	82	92	83	+32	- 6	225
Drugs and Sundries (liquor excluded).....	5	103	98	101	+12	+ 5	473
Dry Goods.....	9	92	79	92	- 4	- 6	1,535
Electrical Goods.....	9	97	90	86	+43	-16	496
Groceries and Foods, except Farm Products.....	31	139	137	153	+ 5	+ 1	1,608
Meats and Meat Products.....	4	210	227	227	+33	+19	512
General Hardware.....	9	101	81	96	-19	-11	1,227
Industrial Supplies.....	4	92	89	88	+24	+10	292
Machinery, Eqpt., and Supplies, except Electrical..	5	91	80	92	- 3	+ 2	285
West South Central.....	191	132	120	138	- 4	- 1	14,440
Automotive Supplies.....	14	103	109	108	+11	+ 6	482
Drugs and Sundries (liquor excluded).....	9	112	106	121	+ 5	- 1	1,409
Dry Goods.....	7	91	73	109	-28	+12	1,055
Electrical Goods.....	16	88	64	90	-23	-12	877
Groceries and Foods, except Farm Products.....	91	156	149	157	+ 5	- 1	5,952
General Hardware.....	14	114	99	108	- 6	- 2	1,816
Industrial Supplies.....	4	106	86	121	-19	+ 4	1,019
Surgical, Medical, and Hospital Eqpt. and Supplies...	4	73	68	78	+24	- 4	78
Tobacco and Its Products.....	6	148	180	153	+44	-10	248
Mountain.....	96	129	115	130	- 8	- 1	6,248
Automotive Supplies.....	8	96	72	92	+ 2	- 2	269
Dry Goods.....	4	89	84	87	- 3	-11	639
Electrical Goods.....	11	86	60	82	-27	-16	521
Fresh Fruits and Vegetables.....	4	121	109	144	-41	+11	71
Groceries and Foods, except Farm Products.....	40	156	154	158	+ 8	+ 4	1,870
Lumber and Building Materials.....	5	106	109	111	-22	+ 5	674
Pacific.....	196	114	103	114	- 6	+ 1	26,894
Automotive Supplies.....	27	91	86	90	+ 9	- 3	512
Clothing and Furnishings, except Shoes.....	4	72	62	73	-12	+11	183
Shoes and Other Footwear.....	5	101	115	113	+ 4	+20	260
Dry Goods.....	6	104	97	106	-13	- 7	1,018
Electrical Goods.....	13	81	76	81	-25	- 2	3,233
Fresh Fruits and Vegetables.....	5	212	193	200	-31	- 3	453
Furniture and House Furnishings.....	8	86	84	87	-14	- 3	1,578
Groceries and Foods, except Farm Products.....	30	191	169	183	+14	+ 1	4,644
Meats and Meat Products.....	5	246	282	235	+28	- 4	334
General Hardware.....	11	92	87	91	- 5	+ 4	5,249
Industrial Supplies.....	7	87	80	89	- 8	+ 8	2,211
Plumbing and Heating Supplies.....	6	76	76	82	-18	- 2	1,712
Lumber and Building Materials.....	12	79	70	85	b	+13	1,323
Machinery, Eqpt., and Supplies, except Electrical..	7	113	109	130	-17	+ 5	213
Tobacco and Its Products.....	13	134	134	133	+ 9	- 4	818

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

BUREAU OF THE CENSUS

WASHINGTON

Current
Statistical
Service

JULY 1944

Of the 35 trades shown separately in this report, 3 showed outstanding sales gains for July 1944 compared with July 1943—liquor departments of other trades, up 94 percent; wines and liquors, up 35 percent; and automotive supplies, up 17 percent. Moderate increases were revealed for wholesalers of metals (9%), petroleum (7%), beer, clothing and furnishings, except shoes, and paints and varnishes (each 6%), and specialty lines of groceries and foods, except farm products (5%). Wholesalers of fresh fruits and vegetables, farm supplies, confectionery, and general hardware showed virtually no change from July a year ago. Jewelry wholesalers reported dollar sales down 19 percent, the largest decrease recorded for July on a year-to-year comparison. Sales of surgical, medical, and hospital equipment and supplies dropped back 14 percent; dairy and poultry products, 11 percent; tobacco and its products, 10 percent; electrical goods, 9 percent; and dry goods and shoes and other footwear, each 8 percent.

The stock-sales ratio for 1,565 wholesalers was 116 for July 1944, 103 for July 1943, and 108 for June 1944. Wholesalers of drugs and sundries with a slight (3%) decrease in sales and 16 percent larger inventories, showed a stock-sales ratio of 206 this July as against 176 last July. Sales were down 8 percent for wholesalers of dry goods, and inventories were up 7 percent, reflected in a stock-sales ratio of 150 for July 1944 as against 131 for July 1943. Wholesalers of chemicals noted a slight (2%) drop in sales and a 4 percent increase in inventories--a stock-sales ratio of 88 for this July compared with 84 a year ago. For July 1944, wholesalers of industrial supplies of hardware reported a 10 percent sales decrease and inventories up slightly (3%), resulting in a stock-sales ratio of 159 as against 133 in July 1943. Of the 34 trades for which stock-sales ratios are shown, only 7 showed decreases for July 1944 compared with July 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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALE'S SALES AND INVENTORIES
JULY 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		July 1944 (Add 000)	Percent change from 7 mos. 1943	Seven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1944 (Add 000)	July 1944	July 1943	June 1944
		July 1944 vs. July 1943	July 1944 vs. June 1944					July 1944 vs. July 1943	July 1944 vs. June 1944				
UNITED STATES	2,752	-1	-8	\$285,224	+4	\$2,459,765	1,565	+10	-1	\$181,614	116	103	108
Automotive Supplies.....	222	+17	-4	6,712	+22	50,637	130	+12	+1	5,567	158	158	147
Chemicals (industrial).....	14	-2	-2	708	+2	10,984	9	+4	+7	434	88	84	86
Paints and Varnishes.....	58	+6	-10	4,219	+9	36,875	12	+19	-3	1,808	131	112	112
Clothing and Furnishings, except Shoes.....	33	+6	-15	3,444	+13	21,646	10	-2	-7	880	85	77	91
Shoes and Other Footwear.....	27	-8	-15	15,250	-1	113,927	10	-10	-11	2,987	47	48	47
Coal.....	13	-3	-8	2,511	+2	20,574	7	+39	+26	1,820	114	75	86
Drugs and Sundries (liquor excluded).....	140	-3	-9	23,679	+5	193,678	45	+16	+1	12,102	206	176	195
Dry Goods.....	92	-8	-11	14,722	+5 ^c	128,488	48	+7	-4	13,365	150	131	147
Electrical Goods.....	314	-9	-9	21,638	-5	174,171	275	+8	-1	14,574	73	61	66
Dairy and Poultry Products.....	33	-11	-15	3,157	-1	26,900	11	+5	+1	139	26	26	22
Fresh Fruits and Vegetables.....	91	+1	+3	7,946	-1	48,988	47	+13	-13	687	15	13	17
Farm Supplies.....	20	+1	+7	3,677	+6	27,732	10	+1	+7	1,012	122	128	106
Furniture and House Furnishings.....	43	-6	-13	2,972	-13	36,644	18	+22	-2	2,002	100	76	86
Groceries and Foods, except Farm Products.....	675	-2	-9	71,771	+10	590,474	419	+12	-2	82,309	132	116	120
Full-line wholesalers.....	377	-4	-9	36,470	+9	277,768	244	+9	-3	35,257	132	116	122
Voluntary-group wholesalers.....	142	-3	-11	21,833	+9	179,153	96	+18	+5 ^c	19,784	149	125	133
Retailer-cooperative warehouses.....	21	+3	-6	4,694	+8	34,116	12	+10	-4	2,704	107	98	102
Specialty lines.....	135	+5	-9	8,774	+14	99,437	67	+16	+2	4,564	96	95	83
Confectionery.....	57	-1	-8	967	+9	8,859	28	+11	+5 ^c	801	99	79	81
Meats and Meat Products.....	65	+3	+1	22,466	-2	217,445	50	+4	-9	6,551	53	54	61
Beer.....	60	+6	+4	2,047	+7	13,517	29	+5	-1	164	14	14	14
Wines and Liquors.....	16	+35	+5 ^c	4,383	+14	53,455	9	+25	+45	4,827	132	150	92
Liquor Department of Other Trades.....	35	+94	-1	9,974	+38	63,942	f	f	f	f	f	f	f
Total Hardware Group.....	284	-3	-10	29,157	+1	290,583	170	+10	-1	30,984	174	154	157
General hardware.....	127	-1	-11	17,071	+3	181,282	75	+12	-2	20,615	183	164	164
Industrial supplies.....	76	-10	-8	7,977	-5	71,924	47	+3	+5 ^c	8,028	159	133	144
Plumbing and heating supplies.....	81	+3	-9	4,109	-1	37,377	48	+12	+1	2,241	159	158	146
Jewelry.....	36	-19	-14	951	-3	11,106	16	-4	-1	896	241	201	213
Optical Goods.....	12	-5	-6	223	+7	1,854	8	-16	-4	122	124	167	134
Lumber and Building Materials.....	52	-3	-4	3,627	-4	35,911	26	-2	-4	2,227	123	112	123
Machinery, Equipment, and Supplies, except Electrical.....	55	-6	-11	2,229	+1	22,348	38	+10	+1	2,536	184	137	140
Surgical, Medical, and Hospital Eqt. and Supplies.....	21	-14	-25	785	+4	7,592	12	+14	+3	927	158	112	109
Metals.....	25	+9	-8	3,415	+10	31,889	12	+13	-7	3,203	144	145	148
Paper and Its Products.....	79	-7	-14	5,554	+7	54,071	36	-8	+5 ^c	3,327	129	129	108
Petroleum.....	6	+7	-18	516	+8	3,825	4	-5	-9	305	61	68	55
Tobacco and Its Products.....	141	-10	-9	13,708	+4	141,440	55	-8	-4	2,656	49	47	46
Leather and Shoe Findings.....	19	-5	-8	379	-4	2,964	10	+25	-1	300	203	163	197
Miscellaneous.....	14	+4	+2	2,189	+11	17,336	13	+26	+1	2,822	221	233	190

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

b Number does not apply in all cases to the year-to-date figures.

c Less than 0.5 percent.

d Not affiliated with voluntary or cooperative groups.

e Chiefly of the wholesale drug trade.

f Insufficient data to show separately.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
JULY 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		July 1944	July 1943	June 1944	Percent change		As of July 1, 1944 (Add 000)
					July 1944 vs. July 1943	July 1944 vs. June 1944	
UNITED STATES	2,017	117	112	123	- 6	b	\$176,696
Automotive Supplies.....	168	97	91	97	+ 9	+ 3	4,053
Chemicals (industrial).....	12	108	93	106	-14	- 3	600
Paints and Varnishes.....	24	82	78	88	+ 5	+ 5	1,011
Clothing and Furnishings, except Shoes.....	29	84	88	98	+ 7	- 5	4,195
Shoes and Other Footwear.....	23	89	84	100	- 5	- 2	7,400
Coal.....	13	110	111	114	+20	+ 8	2,425
Drugs and Sundries (liquor excluded).....	68	111	106	113	- 1	- 1	8,242
Dry Goods.....	82	75	73	78	- 7	- 2	18,287
Electrical Goods.....	215	86	75	93	-22	+ 1	25,020
Dairy and Poultry Products.....	22	180	194	204	- 5	+ 2	1,047
Fresh Fruits and Vegetables.....	69	189	180	195	-12	+ 5	2,840
Farm Supplies.....	13	203	214	147	+ 1	-45	807
Furniture and House Furnishings.....	29	83	72	87	-20	- 3	3,087
Groceries and Foods, except Farm Products.....	538	158	157	167	+ 4	b	36,995
Full-line wholesalers.....	286	147	145	156	+ 2	+ 1	20,967
Voluntary-group wholesalers.....	114	171	175	182	+ 5	- 1	9,858
Retailer-cooperative warehouses.....	16	241	248	269	+ 9	+ 4	1,451
Specialty lines.....	102	151	142	159	+ 7	- 3	4,719
Confectionery.....	27	146	139	149	- 7	b	394
Meats and Meat Products.....	58	211	205	217	-11	+ 1	9,797
Beer.....	19	195	189	187	- 5	+ 2	328
Wines and Liquors.....	10	148	180	167	+57	+18	1,972
Total Hardware Group.....	254	94	91	98	- 7	+ 1	29,472
General hardware.....	115	99	94	102	- 5	b	17,021
Industrial supplies.....	68	93	89	98	-13	- 2	7,808
Plumbing and heating supplies.....	71	81	82	82	- 5	+ 9	4,643
Jewelry.....	28	68	67	82	-23	-11	1,003
Optical Goods.....	9	88	87	84	- 1	- 4	200
Lumber and Building Materials.....	46	106	99	114	- 9	+10	3,152
Machinery, Equipment, and Supplies, except Electrical.....	43	90	85	94	-10	+ 3	1,877
Surgical, Medical, and Hospital Equipment and Supplies.....	19	64	52	67	- 8	+ 4	1,432
Metals.....	22	120	120	125	+ 7	b	2,758
Paper and Its Products.....	68	94	86	96	- 7	- 4	5,933
Petroleum.....	4	141	147	154	+27	+13	327
Tobacco and Its Products.....	94	168	161	175	-13	- 5	5,408
Leather and Shoe Findings.....	16	90	88	99	- 7	+ 4	368
Miscellaneous.....	15	109	97	112	-10	- 3	1,738

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1944

Page 4

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 ^b	Percent change		July 1944 (Add 000)	Percent change from 7 mos. 1943	Seven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1944 ^c (Add 000)	July 1944	July 1943	June 1944
		July 1944 vs. July 1943	July 1944 vs. June 1944					July 1944 vs. July 1943	July 1944 vs. June 1944				
New England.....	187	- 2	- 9	\$14,081	- 1	\$121,091	116	+ 6	+ 1	\$2,096	26	79	85
Chemicals (industrial).....	4	+ 2	- 9	182	+ 7	3,214	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	13	- 5	- 5	1,609	+ 2	12,154	7	+ 8	+ 2	1,011	167	171	172
Dry Goods.....	6	-21	-17	-144	- 5	1,242	5	- 7	+ 2	138	100	84	80
Electrical Goods.....	29	-37	-23	1,303	-16	12,149	26	- 5	+ 3	942	74	49	55
Fresh Fruits and Vegetables.....	12	- 1	+ 8	1,203	d	5,254	9	+47	-14	44	6	4	7
Furniture and House Furnishings.....	5	-14	-15	252	-11	1,966	4	- 1	+12	334	135	119	104
Groceries and Foods, except Farm Products.....	29	- 5	-14	1,960	+ 6	20,329	17	+ 8	- 3	1,478	129	112	112
Meats and Meat Products.....	6	- 4	- 2	2,176	- 7	17,580	6	+31	- 4	1,124	52	38	53
General Hardware.....	6	- 4	-13	245	+12	1,805	c	c	c	1,108	219	179	190
Industrial Supplies.....	10	-17	-14	571	-12	4,971	8	d	- 1	c	c	c	c
Plumbing and Heating Supplies.....	5	+22	- 6	60	+ 3	571	c	c	c	c	c	c	c
Jewelry.....	4	-36	-36	90	+ 4	1,272	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical....	4	- 8	-26	121	d	1,670	c	c	c	c	c	c	c
Paper and Its Products.....	8	- 4	- 8	301	+ 6	2,314	5	- 1	+ 1	174	101	101	101
Tobacco and Its Products.....	14	-12	-10	1,854	d	15,147	c	c	c	c	c	c	c
Middle Atlantic.....	506	- 3	-10	57,567	+ 4	508,796	259	+ 7	- 5	23,492	101	88	94
Automotive Supplies.....	21	+23	+ 1	345	+29	3,640	13	+ 6	d	287	173	190	183
Paints and Varnishes.....	6	+ 9	-12	97	+ 7	544	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	12	+13	-19	2,607	+20	14,951	c	c	c	c	c	c	c
Shoes and Other Footwear.....	8	-13	-22	593	- 7	4,210	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	22	- 4	- 8	4,460	+ 3	38,009	8	+10	- 4	1,978	152	135	148
Dry Goods.....	35	-15	-25	3,787	- 5	33,275	17	+ 2	- 4	2,330	151	140	139
Electrical Goods.....	66	-16	-11	6,163	- 7	42,816	56	+ 3	-12	2,689	48	36	48
Dairy and Poultry Products.....	6	-26	-36	754	+ 8	11,857	c	c	c	c	c	c	c
Fresh Fruits and Vegetables.....	17	- 5	- 6	1,011	- 4	5,812	8	- 7	-13	91	13	13	13
Furniture and House Furnishings.....	14	-22	-26	521	-13	6,438	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	85	- 3	- 8	10,736	+10	85,175	33	+ 8	- 6	4,728	117	106	116
Meats and Meat Products.....	22	+ 5	d	10,370	- 2	59,745	19	+12	- 4	1,350	59	62	57
Beer.....	9	+ 2	- 1	295	+12	2,231	4	+25	-12	15	7	6	7
General Hardware.....	30	- 7	-18	2,218	+ 2	23,348	17	+19	- 3	2,689	215	166	180
Industrial Supplies.....	23	-15	- 9	2,058	-14	19,618	14	- 2	+ 1	1,420	108	87	96
Plumbing and Heating Supplies.....	23	d	-16	720	+ 4	8,322	9	- 3	- 1	366	138	149	120
Jewelry.....	11	-17	-25	268	+ 1	2,982	5	- 2	- 1	389	245	237	193
Optical Goods.....	5	-17	-11	111	+ 1	974	c	c	c	c	c	c	c
Lumber and Building Materials.....	6	+ 8	- 1	409	-10	6,193	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical....	7	- 3	+ 5	154	+ 6	1,685	4	+ 7	d	244	260	224	260
Surgical, Medical, and Hospital Eqpt. and Supplies.	4	- 1	- 5	73	- 7	702	c	c	c	c	c	c	c
Metals.....	4	+ 4	-13	1,184	+12	13,731	c	c	c	c	c	c	c
Paper and Its Products.....	22	-11	-20	1,428	+10	19,478	13	-10	+ 1	881	105	95	77
Tobacco and Its Products.....	22	- 8	- 8	1,679	+ 9	43,646	7	- 5	- 1	339	59	52	52
East North Central.....	552	- 1	- 8	49,997	+ 5	416,253	342	+ 6	- 3	34,651	111	101	105
Automotive Supplies.....	56	+14	- 6	1,817	+23	12,045	40	+11	d	1,741	135	137	126
Paints and Varnishes.....	7	+ 1	- 9	400	+ 8	2,761	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	7	-21	-17	166	-14	1,378	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	25	+ 1	- 6	4,280	+ 6	35,183	10	+16	+ 4	2,370	208	177	189
Dry Goods.....	56	-18	-19	881	- 1	8,798	5	+26	+ 3	991	189	78	95
Electrical Goods.....	7	+ 1	- 8	3,363	+ 5	38,594	46	+ 9	+ 4	2,552	84	78	75
Dairy and Poultry Products.....	13	- 5	-11	567	- 3	4,499	6	-13	- 8	72	21	24	20
Fresh Fruits and Vegetables.....	17	- 4	- 8	1,043	- 5	7,217	10	+ 2	- 2	174	30	27	28
Farm Supplies.....	6	+14	d	746	+14	3,687	c	c	c	c	c	c	c
Furniture and House Furnishings.....	5	- 4	-17	236	-14	3,072	c	c	c	c	c	c	c

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2-31161

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1944

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 ^b	Percent change		July 1944 (Add 000)	Percent change from 7 mos. 1943	Seven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1944 (Add 000)	July 1944	July 1943	June 1944
		July 1944 vs. July 1943	July 1944 vs. June 1944					July 1944 vs. July 1943	July 1944 vs. June 1944				
East North Central (continued)													
Groceries and Foods, except Farm Products.....	124	- 2	- 8	\$14,735	+10	\$112,155	91	+ 8	- 5	\$14,322	128	117	123
Confectionery.....	10	- 5	- 9	204	+ 6	1,310	4	+ 6	- 7	57	66	61	64
Meats and Meat Products.....	16	+ 1	+ 5	5,052	- 5	39,362	13	-12	-17	1,921	43	52	57
Beer.....	18	+ 7	+11	660	+ 8	4,092	8	d	- 2	47	16	17	17
Wines and Liquors.....	7	+26	- 5	637	- 4	7,566	4	+12	-16	197	74	73	84
General Hardware.....	17	- 5	-11	2,428	+ 2	28,268	12	+ 7	+ 2	3,707	177	153	156
Industrial Supplies.....	12	- 3	+ 5	1,059	- 3	9,141	7	+14	- 5	407	127	106	121
Plumbing and Heating Supplies.....	23	+10	- 3	787	+ 4	5,025	19	+13	+ 2	933	173	182	166
Jewelry.....	8	-30	+10	150	- 6	2,314	c	c	c	c	c	c	c
Machinery,Eqpt.,and Supplies,except Electrical....	14	-14	-17	524	- 3	4,730	10	+ 4	d	531	117	96	93
Surgical,Medical,and Hospital Eqpt.and Supplies....	6	-22	-34	469	- 2	4,460	4	+22	+ 3	631	146	91	91
Metals.....	6	+ 1	- 2	699	+ 9	9,190	c	c	c	c	c	c	c
Paper and Its Products.....	22	- 5	-14	2,305	+11	18,808	10	- 9	- 1	1,010	108	117	91
Tobacco and Its Products.....	39	-10	-14	3,893	+ 4	31,244	13	- 9	- 2	575	40	39	33
Leather and Shoe Findings.....	4	- 7	- 8	95	- 5	632	c	c	c	c	c	c	c
West North Central.....	277	d	- 6	31,807	+ 5	278,679	174	+20	+ 4	31,780	146	123	131
Automotive Supplies.....	18	+27	- 2	876	+26	7,768	6	+12	- 3	190	218	211	217
Shoes and Other Footwear.....	4	-19	-11	771	+ 1	6,446	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	16	- 2	-10	2,923	+ 4	22,510	5	+15	+ 3	1,923	230	207	215
Electrical Goods.....	32	+25	+ 2	1,568	+12	11,648	28	+13	d	1,195	101	111	101
Farm Supplies.....	5	- 1	+19	1,573	+ 4	12,968	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	83	- 1	-12	9,613	+ 9	71,801	64	+26	+ 6	14,080	170	136	139
Beer.....	9	+ 4	+ 4	324	+13	1,851	5	+18	+ 5	20	8	8	9
General Hardware.....	13	+10	-12	1,843	+10	33,309	12	+33	+ 1	3,173	192	157	165
Industrial Supplies.....	8	+18	-10	417	+ 1	3,548	c	c	c	c	c	c	c
Plumbing and Heating Supplies.....	12	+10	- 9	579	+ 1	3,275	8	+32	- 4	417	125	114	120
Machinery,Eqpt.,and Supplies, except Electrical....	6	- 6	+ 2	255	d	1,493	5	+39	- 2	415	164	112	170
Paper and Its Products.....	5	-10	-20	125	+ 3	1,489	c	c	c	c	c	c	c
Tobacco and Its Products.....	13	-19	-11	645	+ 2	7,765	6	-16	- 7	168	55	55	52
South Atlantic.....	423	+ 1	- 6	31,027	+ 4	256,169	221	+ 3	- 5	15,730	101	94	99
Automotive Supplies.....	27	+11	d	866	+ 7	5,350	15	+ 4	+ 1	481	139	151	130
Paints and Varnishes.....	4	+ 6	-22	116	- 6	1,376	4	- 3	+ 1	206	178	195	137
Clothing and Furnishings, except Shoes.....	5	- 7	-12	252	+ 9	1,776	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	25	- 2	- 8	2,597	+ 7	20,069	5	+19	- 8	971	178	142	200
Dry Goods.....	13	- 8	d	1,627	+ 4	11,266	8	-11	-20	1,153	127	134	180
Electrical Goods.....	53	- 8	-10	3,294	-10	24,488	52	+12	+ 7	2,500	77	63	64
Fresh Fruits and Vegetables.....	19	+ 2	- 3	1,731	+ 1	10,855	6	+10	-14	54	13	10	11
Furniture and House Furnishings.....	5	- 1	- 7	235	-14	1,914	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	125	- 1	- 9	8,583	+10	61,318	53	+ 7	- 5	4,229	106	100	101
Confectionery.....	21	- 5	- 8	333	+10	3,454	12	+30	+ 2	197	100	53	64
Meats and Meat Products.....	6	+15	+19	1,008	+ 8	6,449	c	c	c	c	c	c	c
Beer.....	8	+12	+ 1	338	+ 6	2,352	4	+41	+14	41	18	15	16
General Hardware.....	21	- 1	-10	1,867	+ 7	14,397	13	+10	- 5	1,611	176	158	173
Industrial Supplies.....	9	- 2	-20	499	+ 1	6,376	6	+ 8	- 1	515	145	128	114
Jewelry.....	4	-23	-24	106	- 6	1,158	c	c	c	c	c	c	c
Lumber and Building Materials.....	11	+ 8	- 2	809	- 1	3,973	5	+ 6	- 6	581	202	191	216
Machinery,Eqpt.,and Supplies,except Electrical....	8	-10	- 7	431	- 2	2,754	4	- 1	+ 7	465	304	274	252
Metals.....	4	+ 1	-14	172	+ 9	1,116	c	c	c	c	c	c	c
Paper and Its Products.....	10	- 9	-11	530	- 1	4,628	c	c	c	c	c	c	c
Tobacco and Its Products.....	19	-11	-12	1,852	+ 2	16,947	12	-11	- 1	422	44	45	41

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1944

Page 9

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 ^b	Percent change		July 1944 (Add 000)	Percent change from 7 mos. 1943	Seven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1944 (Add 000)	July 1944	July 1943	June 1944
		July 1944 vs. July 1943	July 1944 vs. 1944					July 1944 vs. July 1943	July 1944 vs. 1944				
East South Central.....	141	+ 5	- 6	\$12,572	+10	\$103,068	68	+ 9	- 1	\$7,720	114	112	108
Drugs and Sundries (liquor excluded).....	12	- 5	- 7	1,928	+ 6	14,712	c	c	c	c	c	c	c
Dry Goods.....	9	+ 1	-15	1,209	+ 9	10,391	c	c	c	c	c	c	c
Electrical Goods.....	12	+12	- 6	516	+13	3,702	10	+22	+ 3	341	73	68	87
Fresh Fruits and Vegetables.....	7	+14	-12	196	+ 9	2,498	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	37	+ 2	- 7	3,076	+13	22,888	19	+14	+ 5	2,451	130	112	110
Confectionery.....	8	+17	- 4	227	+14	1,103	c	c	c	c	c	c	c
General Hardware.....	9	+10	-10	1,600	+ 8	14,830	4	- 1	-10	1,576	119	137	115
Industrial Supplies.....	5	+39	+ 5	333	+36	2,240	c	c	c	c	c	c	c
Plumbing and Heating Supplies.....	4	+16	- 3	95	+ 5	481	c	c	c	c	c	c	c
Machinery, Expt., and Supplies, except Electrical.....	7	+ 3	- 9	243	+13	1,481	5	- 4	- 2	277	125	130	114
Tobacco and Its Products.....	5	- 7	+ 3	834	d	5,751	c	c	c	c	c	c	c
West South Central.....	245	- 1	- 6	24,188	+ 6	192,164	160	+ 9	- 1	22,404	138	121	129
Automotive Supplies.....	16	+11	- 3	427	+19	4,334	12	+22	- 1	593	141	128	130
Drugs and Sundries (liquor excluded).....	17	- 2	- 5	2,588	+ 8	21,708	8	+21	+ 4	3,635	258	207	241
Dry Goods.....	7	+ 4	d	1,032	- 2	6,586	5	+25	- 7	1,076	189	145	169
Electrical Goods.....	28	+11	+ 3	1,321	- 5	8,725	22	+31	- 6	863	75	66	83
Groceries and Foods, except Farm Products.....	112	- 7	- 7	10,694	+ 6	82,844	82	+ 3	- 3	9,426	121	108	115
Confectionery.....	5	+ 3	-16	61	+17	357	c	c	c	c	c	c	c
General Hardware.....	12	+ 8	- 4	1,637	+ 2	19,009	6	+20	+ 6	1,692	183	145	151
Industrial Supplies.....	4	+20	-16	1,432	+ 5	12,142	c	c	c	c	c	c	c
Surgical, Medical, and Hospital Expt. and Supplies..	4	+18	-12	89	+27	831	c	c	c	c	c	c	c
Tobacco and Its Products.....	8	- 7	- 2	1,071	+ 6	7,406	c	c	c	c	c	c	c
Mountain.....	125	- 6	-12	9,345	+ 2	69,794	85	+13	- 6	9,653	160	127	145
Automotive Supplies.....	15	+15	- 5	316	+18	2,987	9	+16	+ 9	323	234	228	199
Electrical Goods.....	13	+ 3	+ 6	574	- 9	4,173	10	+ 3	+ 3	390	90	86	82
Groceries and Foods, except Farm Products.....	43	- 6	-18	3,324	+ 8	20,244	38	+20	- 8	5,180	170	133	153
General Hardware.....	6	+ 3	-15	728	+ 9	5,128	c	c	c	c	c	c	c
Lumber and Building Materials.....	5	+26	-10	814	-16	5,685	4	- 9	- 1	886	115	92	102
Tobacco and Its Products.....	5	+28	-11	229	-12	1,623	c	c	c	c	c	c	c
Pacific.....	282	+ 4	- 7	40,364	+ 5	356,682	139	+14	+ 4	26,898	118	110	107
Automotive Supplies.....	62	+19	- 4	1,869	+26	11,820	30	+16	+ 3	1,737	188	181	175
Clothing and Furnishings, except Shoes.....	6	- 5	-10	132	d	903	c	c	c	c	c	c	c
Shoes and Other Footwear.....	4	- 3	-21	199	- 4	1,608	c	c	c	c	c	c	c
Dry Goods.....	9	+14	-18	1,195	- 8	9,731	c	c	c	c	c	c	c
Electrical Goods.....	25	- 9	-13	3,584	-13	27,876	25	+ 4	- 2	3,082	86	78	77
Dairy and Poultry Products.....	4	- 6	- 3	970	-13	5,003	c	c	c	c	c	c	c
Fresh Fruits and Vegetables.....	8	+ 3	+12	1,827	- 3	10,641	6	+37	-21	256	15	12	22
Furniture and House Furnishings.....	5	+ 4	- 8	1,069	- 5	9,221	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	37	+ 5	-10	9,050	+14	113,720	22	+11	- 1	6,437	106	106	98
Meats and Meat Products.....	5	+28	+ 3	784	+13	7,338	c	c	c	c	c	c	c
Beer.....	7	+10	d	267	- 5	1,831	c	c	c	c	c	c	c
General Hardware.....	13	- 8	-10	4,505	- 2	41,188	7	+ 7	- 3	5,606	197	188	185
Industrial Supplies.....	5	+11	- 4	1,608	- 8	13,640	5	+15	+ 2	2,453	153	118	143
Plumbing and Heating Supplies.....	5	+ 1	- 5	1,601	-12	10,765	c	c	c	c	c	c	c
Lumber and Building Materials.....	10	- 8	d	653	+ 1	9,127	6	+24	+ 5	240	112	88	119
Machinery, Expt., and Supplies, except Electrical....	6	- 3	-12	359	- 4	3,878	4	+21	- 2	134	91	60	75
Metals.....	4	- 1	- 6	458	+ 7	3,531	c	c	c	c	c	c	c
Paper and Its Products.....	4	+ 8	- 1	426	+ 1	4,041	c	c	c	c	c	c	c
Tobacco and Its Products.....	16	- 3	- 2	1,651	+ 4	11,911	7	+14	- 7	247	53	38	52
Leather and Shoe Findings.....	4	+15	-13	91	+ 8	938	c	c	c	c	c	c	c

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

b Number does not apply in all cases to the year-to-date figures.

c Insufficient data to show separately.

d 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., Ge., 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.)

BUREAU OF THE CENSUS

Current
Statistical
Service

AUGUST 1944

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
WHOLESALESALES AND INVENTORIES
AUGUST 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		August 1944 (Add 000)	Percent change from 8 mos. 1943	Eight months 1944 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1944 (Add 000)	August 1944	August 1943	July 1944
		Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944					Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944				
UNITED STATES	2,772	+ 6	+ 8	\$318,447	+ 4	\$2,838,441	1,690	+ 7	- 1	\$212,047	109	109	122
Automotive Supplies.....	253	+22	+11	7,935	+22	60,404	157	+15	+ 2	5,809	143	158	154
Chemicals (industrial).....	15	+10	+ 9	887	c	12,781	9	+ 4	+13	546	90	94	84
Paints and Varnishes.....	61	+ 7	+ 5	4,574	+ 9	41,551	15	+18	+ 1	1,799	123	115	130
Clothing and Furnishings, except Shoes.....	35	+ 1	+16	3,577	+11	25,331	13	+10	- 6	608	87	76	118
Shoes and Other Footwear.....	25	+ 1	+ 5	15,939	- 1	129,881	14	-10	- 5	3,507	44	49	54
Coal.....	12	+ 9	+13	2,601	+ 2	23,424	5	+ 9	+11	1,636	132	135	143
Drugs and Sundries (liquor excluded).....	154	+ 9	+17	26,199	+ 5	222,109	101	+11	c	33,338	186	165	197
Dry Goods.....	84	+ 2	+24	18,600	c	149,346	45	+ 2	- 6	14,046	115	114	150
Electrical Goods.....	296	- 2	+ 8	23,815	- 5	200,406	254	+ 8	- 1	15,158	70	62	75
Dairy and Poultry Products.....	33	- 5	+ 6	3,262	- 2	30,732	16	- 6	-23	283	27	28	35
Fresh Fruits and Vegetables.....	82	+ 8	- 3	5,823	c	55,288	42	- 3	- 3	414	11	13	11
Farm Supplies.....	20	- 7	-11	3,014	+ 4	30,746	12	c	+ 4	1,757	150	153	142
Furniture and House Furnishings.....	45	+ 2	+26	4,524	-12	42,614	20	+ 5	+ 1	2,008	86	89	115
Groceries and Foods, except Farm Products.....	661	+ 9	+ 9	74,436	+10	677,469	415	+ 2	- 2	51,347	111	120	125
Full-line wholesalers.....	370	+11	+11	38,126	+ 9	320,164	240	c	- 1	29,840	115	124	127
Voluntary-group wholesalers.....	139	+ 5	+ 7	22,343	+ 8	207,892	92	+ 3	- 3	13,965	117	124	136
Retailer-cooperative warehouses.....	18	+12	+12	5,195	+ 8	39,787	13	+ 4	- 1	3,135	96	102	112
Specialty lines.....	134	+10	+ 7	3,772	+14	109,628	70	+12	- 2	4,407	88	93	97
Confectionery.....	55	+ 6	+10	1,144	+ 8	10,193	26	+10	+ 3	630	83	82	91
Meats and Meat Products.....	65	- 4	-10	27,479	- 1	256,525	50	+ 6	- 7	4,613	43	41	46
Beer.....	60	+19	+ 8	2,175	+ 8	16,008	35	+ 8	+13	205	15	16	14
Wines and Liquors.....	17	+19	- 1	2,632	+16	58,974	11	+13	+ 2	1,829	102	107	104
Total Hardware Group.....	316	+ 5	+ 9	38,919	+ 1	341,359	175	+12	- 1	36,818	164	152	183
General hardware.....	136	+ 8	+12	23,182	+ 4	210,868	83	+12	- 2	26,230	171	166	194
Industrial supplies.....	82	- 4	+ 9	9,199	- 5	83,829	49	+11	+ 4	8,537	152	127	162
Plumbing and heating supplies.....	98	+ 6	+ 2	6,538	+ 1	46,662	43	+12	- 1	2,001	133	126	152
Jewelry.....	38	- 9	+21	1,342	- 2	13,098	20	- 3	- 6	1,254	153	144	181
Optical Goods.....	14	- 7	+ 6	252	+ 5	2,130	6	- 9	+ 2	125	123	130	124
Lumber and Building Materials.....	57	- 1	+10	4,902	- 4	42,137	33	c	+ 1	2,710	118	110	125
Machinery, Equipment, and Supplies, except Electrical.....	54	+ 2	+10	2,476	c	26,309	40	+ 4	- 2	3,005	147	145	165
Surgical, Medical, and Hospital Eqpt. and Supplies.....	21	+ 4	+18	1,047	+ 4	8,837	12	+11	- 1	985	126	114	157
Metals.....	23	+12	+ 9	3,278	+11	36,076	13	+12	- 1	3,605	137	142	157
Paper and Its Products.....	76	- 3	+23	6,420	+ 6	62,126	65	- 9	- 1	3,263	105	107	129
Petroleum.....	6	- 3	+10	269	+ 7	4,094	e	e	e	e	e	e	e
Tobacco and Its Products.....	147	+ 7	+12	19,439	+ 4	162,365	63	-28	+ 6	4,964	45	71	49
Leather and Shoe Findings.....	19	- 2	+15	431	- 4	3,454	9	+17	- 6	282	167	155	206
Miscellaneous.....	48	+52	- 2	11,056	+34	92,644	44	+43	+ 3	15,503	155	178	148

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

^b Number does not apply in all cases to the year-to-date figures.

^c Less than 0.5 percent.

^d Not affiliated with voluntary or cooperative groups.

^e Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

AUGUST 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		August 1944	August 1943	July 1944	Percent change		As of August 1, 1944 (Add 000)
					August 1944 vs. August 1943	August 1944 vs. July 1944	
UNITED STATES	2,152	124	113	118	- 4	- 2	\$198,997
Automotive Supplies.....	205	94	91	96	+16	+ 3	4,930
Chemicals (industrial).....	14	100	81	90	- 8	- 6	872
Paints and Varnishes.....	27	87	78	80	-11	- 5	1,118
Clothing and Furnishings, except Shoes.....	31	83	79	76	+14	b	4,028
Shoes and Other Footwear.....	22	94	81	91	-13	- 1	6,881
Coal.....	12	117	104	109	- 1	- 4	2,167
Drugs and Sundries (liquor excluded).....	122	108	103	100	- 3	- 7	19,350
Dry Goods.....	72	76	74	75	- 8	b	18,926
Electrical Goods.....	204	90	77	88	-18	- 5	19,216
Dairy and Poultry Products.....	20	211	203	195	- 9	- 5	793
Fresh Fruits and Vegetables.....	64	195	184	196	+ 3	+ 4	2,263
Farm Supplies.....	15	163	179	168	+ 4	- 8	1,224
Furniture and House Furnishings.....	39	91	76	87	-22	- 2	4,191
Groceries and Foods, except Farm Products.....	504	169	152	155	- 1	- 3	33,880
Full-line wholesalers ^c	279	161	142	147	- 3	- 5	18,633
Voluntary-group wholesalers.....	109	178	160	160	- 4	- 2	9,048
Retailer-cooperative warehouses.....	15	239	239	241	+ 9	+ 9	1,767
Specialty lines.....	101	157	150	147	+ 9	- 3	4,432
Confectionery.....	27	150	137	140	- 7	- 1	470
Meats and Meat Products.....	58	224	207	217	- 5	- 5	12,723
Beer.....	18	200	164	195	- 2	- 1	334
Wines and Liquors.....	12	238	293	266	+43	+20	577
Total Hardware Group.....	283	98	90	94	- 5	- 4	33,854
General hardware.....	123	103	97	99	- 1	- 4	18,584
Industrial supplies.....	71	98	86	92	-14	- 3	7,796
Plumbing and heating supplies.....	89	85	77	81	-3	- 4	7,474
Jewelry.....	28	71	74	72	- 5	+11	1,224
Optical Goods.....	11	89	86	89	- 9	-10	192
Lumber and Building Materials.....	51	107	108	105	- 6	+ 5	3,641
Machinery, Equipment, and Supplies, except Electrical.....	43	95	85	89	- 9	+ 2	2,323
Surgical, Medical, and Hospital Equipment and Supplies.....	19	65	90	63	+22	-15	1,329
Metals.....	23	126	120	126	+11	+ 7	2,525
Paper and Its Products.....	66	89	83	94	-10	b	5,707
Petroleum.....	4	93	99	91	b	- 7	84
Tobacco and Its Products.....	100	211	192	198	- 6	+ 1	6,562
Leather and Shoe Findings.....	15	94	91	90	- 3	- 1	358
Miscellaneous.....	43	147	149	147	+52	+13	7,255

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1944

Page 4

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 1944 (Add 000)	Percent change from 8 mos. 1943	Eight months 1944 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1944 (Add 000)	August 1944	August 1943	July 1944
		Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944					Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944				
New England.....	180	- 3	+10	\$15,464	- 1	\$138,973	112	+ 7	- 1	\$10,272	104	94	118
Automotive Supplies.....	5	+15	+17	62	+11	908	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	12	+ 4	+14	1,736	+ 2	13,890	10	+ 2	- 2	2,303	161	165	189
Dry Goods.....	6	- 6	+25	180	- 5	1,422	5	-16	+ 5	145	85	93	100
Electrical Goods.....	26	-32	+ 8	1,341	-18	13,514	23	- 8	- 4	843	64	48	73
Fresh Fruits and Vegetables.....	7	+17	+ 5	331	+ 1	5,585	c	c	c	c	c	c	c
Furniture and House Furnishings.....	4	- 9	+18	234	-11	2,200	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	27	d	+ 3	2,895	+ 4	24,740	14	+ 3	+ 3	1,336	130	136	137
Confectionery.....	4	-15	+ 9	74	-10	588	c	c	c	c	c	c	c
Meats and Meat Products.....	8	- 2	+23	2,684	- 6	20,264	5	+24	- 2	892	37	29	47
General Hardware.....	8	+12	- 6	350	+13	2,284	c	c	c	c	c	c	c
Industrial Supplies.....	11	-13	+ 3	540	-12	5,635	7	+ 1	d	892	222	194	236
Plumbing and Heating Supplies.....	6	+37	+37	86	+ 6	695	c	c	c	c	c	c	c
Machinery,Eqpt.,and Supplies,except Electrical....	6	+ 6	+21	221	- 1	2,007	5	+12	+ 3	504	274	261	337
Metals.....	4	-16	+21	247	-14	1,779	c	c	c	c	c	c	c
Paper and Its Products.....	8	- 3	+11	334	+ 5	2,648	5	- 7	- 4	167	88	98	101
Tobacco and Its Products.....	11	- 4	+15	1,848	- 1	17,115	c	c	c	c	c	c	c
Middle Atlantic.....	523	+ 2	+ 7	63,552	+ 4	581,445	306	+ 4	d	30,927	92	94	100
Automotive Supplies.....	37	+30	+15	648	+29	4,481	30	+21	+ 4	728	184	170	180
Paints and Varnishes.....	5	+16	- 5	59	+ 7	603	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	10	+ 9	+15	2,377	+18	17,378	c	c	c	c	c	c	c
Shoes and Other Footwear.....	7	+23	+30	541	- 4	4,751	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	21	+ 6	+15	5,001	+ 3	43,464	15	+ 9	+ 1	4,415	150	149	173
Dry Goods.....	29	+ 2	+24	4,528	- 4	37,916	15	- 4	- 5	1,778	113	113	143
Electrical Goods.....	61	- 6	+ 2	5,464	- 7	48,424	52	+ 4	- 2	2,518	52	46	53
Dairy and Poultry Products.....	8	-24	- 3	771	+ 5	12,770	4	- 8	-32	154	30	29	47
Fresh Fruits and Vegetables.....	17	+19	+ 1	789	- 2	6,618	8	-15	-15	47	8	12	11
Furniture and House Furnishings.....	12	+21	+21	602	-11	7,191	5	-21	-15	154	35	59	52
Groceries and Foods, except Farm Products.....	87	+ 2	+ 4	10,985	+ 9	96,469	37	+ 7	- 2	4,790	109	107	118
Confectionery.....	4	+ 3	+ 5	64	+10	445	c	c	c	c	c	c	c
Meats and Meat Products.....	21	- 7	- 5	8,553	- 3	68,298	19	- 5	-10	472	37	46	45
Beer.....	11	+22	+20	412	+13	2,769	6	+13	+20	18	6	6	6
General Hardware.....	26	+ 4	+23	3,003	+ 2	26,659	16	+19	- 1	3,073	182	162	215
Industrial Supplies.....	21	-12	+ 6	1,933	-13	22,876	12	+11	+ 2	1,182	100	74	104
Plumbing and Heating Supplies.....	25	+ 8	+19	988	+ 4	9,485	12	+ 7	d	522	109	97	125
Jewelry.....	12	- 1	+35	393	+ 1	3,375	4	-10	- 2	248	132	149	164
Optical Goods.....	6	-12	+ 7	126	d	1,107	c	c	c	c	c	c	c
Lumber and Building Materials.....	8	+ 6	+10	485	-11	7,334	4	+ 3	- 6	222	100	109	107
Machinery,Eqpt.,and Supplies,except Electrical....	4	-11	+23	297	+ 2	2,138	c	c	c	c	c	c	c
Paper and Its Products.....	22	- 8	+26	2,123	+ 7	22,652	13	-13	d	1,195	80	79	98
Tobacco and Its Products.....	42	+17	+12	7,959	+10	52,064	26	-38	+11	3,070	45	87	46
East North Central.....	545	+ 9	+11	55,269	+ 5	479,697	344	+ 4	= 2	37,268	100	105	113
Automotive Supplies.....	64	+20	+ 6	1,733	+22	13,949	43	+10	+ 2	1,378	130	142	142
Paints and Varnishes.....	8	- 5	d	410	+ 6	3,178	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes.....	9	+ 7	+23	270	-11	1,648	4	+32	+10	75	160	106	158
Drugs and Sundries (liquor excluded).....	23	+11	+17	4,669	+ 6	40,253	17	+10	- 2	5,203	148	148	179
Dry Goods.....	8	+ 2	+28	1,088	- 1	10,028	4	+12	-16	783	81	74	123
Electrical Goods.....	61	+13	+11	5,283	+ 6	45,594	46	+13	+ 1	3,242	73	71	79
Dairy and Poultry Products.....	12	- 4	- 5	601	- 3	5,201	7	-20	-10	78	19	22	19
Fresh Fruits and Vegetables.....	15	+ 9	- 1	967	- 4	8,184	9	+10	- 1	155	27	29	28
Farm Supplies.....	6	+17	- 1	737	+15	4,424	c	c	c	c	c	c	c
Furniture and House Furnishings.....	7	d	+35	460	-12	3,581	4	-25	- 7	243	72	107	124

(Continued on next page)

WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1944

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 ^b	Percent change		August 1944 (Add 000)	Percent change from 8 mos. 1943	Eight months 1944 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1944 (Add 000)	August 1944	August 1943	July 1944
		Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944					Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944				
East North Central (continued)													
Groceries and Foods, except Farm Products.....	112	+13	+12	\$15,746	+11	\$129,661	84	- 2	- 1	\$13,457	117	133	133
Confectionery.....	10	d	+ 5	204	+ 5	1,538	5	d	+ 7	73	60	61	60
Meats and Meat Products.....	19	- 4	-10	4,740	- 5	44,409	15	+10	- 2	2,001	49	41	43
Beer.....	17	+17	+ 9	684	+ 9	4,948	10	+13	- 2	52	15	16	16
Wines and Liquors.....	8	+13	- 4	927	- 2	8,403	5	-15	- 9	355	83	109	87
General Hardware.....	16	+14	+17	3,045	+ 2	33,026	11	+ 9	- 5	3,831	144	148	179
Industrial Supplies.....	13	- 4	+ 1	1,112	- 3	10,451	8	+11	- 2	436	112	96	124
Plumbing and Heating Supplies.....	19	+ 5	+12	749	+ 4	5,804	14	+ 5	- 3	694	144	180	178
Jewelry.....	9	-22	+39	199	- 7	2,513	4	-17	-12	163	139	111	215
Machinery,Eqpt.,and Supplies,except Electrical....	13	- 5	+ 4	497	- 3	5,334	10	+ 2	d	531	111	104	117
Surgical,Medical,and Hospital Eqpt. and Supplies...	7	- 3	+24	668	- 2	5,198	4	+19	d	629	113	89	146
Metals.....	6	+ 1	- 2	692	+10	10,750	4	-15	- 8	641	170	198	196
Paper and Its Products.....	22	d	+22	2,331	+ 9	21,277	8	- 6	- 1	635	104	116	126
Tobacco and Its Products.....	35	+ 3	+13	4,041	+ 4	35,293	9	-10	+ 6	469	31	37	36
Leather and Shoe Findings.....	4	- 1	+12	106	- 5	738	c	c	c	c	c	c	c
West North Central.....	278	+10	+16	36,304	+ 5	325,134	189	+ 7	- 2	33,420	122	125	145
Automotive Supplies.....	21	+16	+10	1,086	+25	9,437	10	+21	- 1	268	205	211	227
Chemicals (industrial).....	4	+15	+ 6	268	+14	1,878	c	c	c	c	c	c	c
Shoes and Other Footwear.....	4	+20	+49	1,146	+ 3	7,592	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	15	+11	+19	3,137	+ 5	25,598	13	+10	d	4,352	165	168	201
Dry Goods.....	4	+ 1	+24	7,153	+ 2	52,435	c	c	c	c	c	c	c
Electrical Goods.....	29	+12	d	1,344	+11	13,132	26	+13	- 1	1,189	104	103	105
Farm Supplies.....	4	-22	-24	743	+ 3	13,711	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	73	+18	+16	8,304	+ 9	81,950	53	- 4	- 6	5,435	103	119	119
General Hardware.....	14	+11	+16	3,707	+ 8	39,583	13	+13	- 1	6,199	176	174	210
Industrial Supplies.....	9	+17	+12	513	+ 2	3,903	c	c	c	c	c	c	c
Plumbing and Heating Supplies.....	14	+ 7	+ 3	646	+ 2	3,969	9	+21	+ 1	509	141	125	141
Lumber and Building Materials.....	7	+20	+24	837	- 2	4,806	c	c	c	c	c	c	c
Paper and Its Products.....	5	d	+25	147	+ 3	1,699	c	c	c	c	c	c	c
Tobacco and Its Products.....	14	- 7	+ 4	687	+ 2	9,147	5	-18	- 8	145	57	69	66
South Atlantic.....	428	+ 8	+ 9	35,680	+ 5	276,006	239	+ 7	- 2	20,807	101	101	109
Automotive Supplies.....	27	+35	+27	1,011	+11	6,481	15	+ 3	- 2	362	109	143	133
Paints and Varnishes.....	5	-16	+ 8	205	-10	1,581	5	- 2	- 1	277	135	116	148
Clothing and Furnishings, except Shoes.....	4	- 6	+14	259	+ 6	2,035	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded).....	25	+ 8	+14	2,950	+ 7	23,168	15	+11	d	3,072	181	176	204
Dry Goods.....	13	+ 6	+25	2,026	+ 4	13,292	8	- 2	-11	1,199	113	120	149
Electrical Goods.....	47	+11	+20	3,974	- 8	28,462	46	+ 5	- 7	2,342	60	62	77
Fresh Fruits and Vegetables.....	16	- 1	- 5	1,133	d	11,988	6	- 7	-18	51	12	12	13
Furniture and House Furnishings.....	4	-11	+28	268	-13	2,182	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	124	+ 9	+12	9,140	+10	70,795	60	+ 6	+ 3	4,737	101	105	109
Confectionery.....	20	+12	+12	426	+10	4,022	10	+16	- 5	178	63	61	76
Meats and Meat Products.....	6	+17	-12	888	+ 9	7,417	4	+ 4	-19	343	39	44	42
Beer.....	7	+22	+22	401	+ 8	2,757	c	c	c	c	c	c	c
General Hardware.....	24	+15	+12	2,512	+ 8	16,969	14	+15	+ 1	1,782	148	149	161
Industrial Supplies.....	11	+ 7	+ 9	638	+ 2	7,600	7	+14	- 3	568	109	113	141
Lumber and Building Materials.....	12	+ 6	+ 5	880	d	4,886	6	+ 6	+ 6	690	211	210	203
Machinery,Eqpt.,and Supplies,except Electrical....	6	+ 1	+13	267	- 1	3,041	4	d	d	466	269	284	304
Metals.....	4	+ 6	- 2	169	+ 8	1,285	c	c	c	c	c	c	c
Paper and Its Products.....	9	- 1	+16	496	- 1	5,124	4	-18	- 6	317	129	153	152
Tobacco and Its Products.....	16	+ 6	+21	1,882	+ 2	18,955	9	-16	+ 1	294	36	47	43

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1944

Page 5

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales ^b	Percent change		August 1944 (Add 000)	Percent change from 8 mos. 1943	Eight months 1944 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1944 (Add 000)	August 1944	August 1943	July 1944
		Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944					Aug. 1944 vs. Aug. 1943	Aug. 1944 vs. July 1944				
East South Central.....	143	+12	+ 8	518,228	+10	5,116,964	78	+10	d	39,895	118	121	128
Automotive Supplies.....	6	+27	+12	188	+30	2,094	5	+29	+ 7	211	125	122	130
Drugs and Sundries (liquor excluded).....	13	+12	+17	2,378	+ 7	17,201	9	+15	+ 1	2,904	154	150	178
Dry Goods.....	8	+13	+21	1,346	+10	11,907	c	c	c	c	c	c	c
Electrical Goods.....	11	d	+14	584	+11	4,298	7	+37	- 6	280	59	44	70
Fresh Fruits and Vegetables.....	2	+ 2	+ 1	233	+ 9	2,800	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products.....	33	+16	+10	2,539	+13	25,599	18	- 2	+ 2	1,505	95	118	108
Confectionery.....	7	+17	+ 7	232	+15	1,341	c	c	c	c	c	c	c
Meats and Meat Products.....	4	+23	- 4	970	+16	7,423	c	c	c	c	c	c	c
Beer.....	5	- 3	-17	63	- 2	427	c	c	c	c	c	c	c
General Hardware.....	10	+ 6	+ 2	1,780	+ 8	16,610	4	+22	- 3	1,145	134	134	146
Industrial Supplies.....	5	+30	- 4	393	+25	2,632	c	c	c	c	c	c	c
Machinery, Expt., and Supplies, except Electrical.....	6	+24	+19	265	+14	1,746	4	- 5	- 2	250	105	136	128
Tobacco and Its Products.....	4	+13	+16	543	+ 1	6,294	c	c	c	c	c	c	c
West South Central.....	255	+ 8	+10	26,779	+ 6	222,922	173	+ 9	d	24,678	129	129	143
Automotive Supplies.....	16	+21	-15	589	+19	5,176	11	+11	d	624	117	127	97
Drugs and Sundries (liquor excluded).....	14	+15	+16	2,197	+ 6	24,290	11	+18	+ 2	3,541	188	186	219
Dry Goods.....	6	- 5	+15	873	- 2	7,259	4	+ 3	-13	449	94	89	119
Electrical Goods.....	24	+ 9	+11	1,391	- 4	10,116	20	+38	+ 2	924	71	57	77
Groceries and Foods, except Farm Products.....	120	+ 6	+ 9	12,318	+ 6	97,713	93	- 2	- 4	10,050	110	118	128
Confectionery.....	4	+15	+21	63	+17	420	c	c	c	c	c	c	c
General Hardware.....	17	+ 5	+11	2,780	+ 3	22,085	9	+13	- 3	2,137	195	183	217
Surgical, Medical, and Hospital Expt. and Supplies..	5	+36	+ 7	133	+27	1,009	c	c	c	c	c	c	c
Tobacco and Its Products.....	6	+ 5	+ 5	593	+ 6	7,999	c	c	c	c	c	c	c
Mountain.....	122	+ 2	+11	8,824	+ 2	80,156	94	+10	- 2	9,977	147	135	167
Automotive Supplies.....	15	+25	+17	431	+19	3,510	10	+19	+ 7	456	180	197	129
Electrical Goods.....	12	-15	- 2	531	- 9	4,720	9	+ 3	- 2	384	91	71	90
Groceries and Foods, except Farm Products.....	43	+ 4	+11	3,302	+ 6	23,641	38	+14	- 1	4,734	157	145	175
General Hardware.....	7	+ 5	+14	1,017	+ 8	6,254	4	-10	- 6	530	129	120	154
Lumber and Building Materials.....	5	-25	+ 8	583	-13	6,568	4	-10	- 1	879	106	88	115
Pacific.....	263	+ 6	+ 7	40,636	+ 5	408,582	149	+12	d	33,520	126	120	135
Automotive Supplies.....	62	+20	+14	2,189	+25	14,370	30	+17	+ 1	1,727	156	151	164
Clothing and Furnishings, except Shoes.....	5	- 9	+14	143	- 1	1,046	c	c	c	c	c	c	c
Dry Goods.....	7	d	+17	1,070	- 5	10,821	c	c	c	c	c	c	c
Electrical Goods.....	25	-16	+ 2	3,923	-13	32,146	25	+ 4	+ 2	3,436	88	71	88
Fresh Fruits and Vegetables.....	7	+ 3	-10	1,610	- 2	12,467	5	+ 9	+13	93	7	7	5
Furniture and House Furnishings.....	2	- 5	+21	1,440	- 5	10,718	4	- 2	+10	145	201	164	197
Groceries and Foods, except Farm Products.....	36	+12	+ 6	9,157	+13	126,901	18	+10	- 3	5,303	94	100	103
Meats and Meat Products.....	5	- 1	+ 2	631	+10	8,421	c	c	c	c	c	c	c
Beer.....	6	+27	+ 3	212	- 3	2,058	c	c	c	c	c	c	c
General Hardware.....	14	+ 3	+ 6	4,988	- 1	47,378	9	+10	- 2	7,172	191	175	197
Industrial Supplies.....	6	-21	d	1,734	-10	15,932	5	+17	+ 2	2,510	155	104	153
Plumbing and Heating Supplies.....	6	+ 2	-10	1,459	-10	12,292	c	c	c	c	c	c	c
Lumber and Building Materials.....	13	- 1	+ 3	1,127	d	10,447	8	+29	+ 5	341	109	96	109
Machinery, Expt., and Supplies, except Electrical...	9	- 3	- 7	433	- 3	4,509	7	+16	- 1	496	159	118	149
Tobacco and Its Products.....	16	- 1	+ 3	1,854	+ 3	13,843	7	+ 6	-13	366	49	44	63
Leather and Shoe Findings.....	4	- 3	+ 5	96	+ 7	1,093	c	c	c	c	c	c	c

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

^b Number does not apply in all cases to the year-to-date figures.

^c Insufficient data to show separately.

^d 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.)

WASHINGTON

October 31, 1944

Current
Statistical
Service

SEPTEMBER 1944

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 division.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
SEPTEMBER 1944

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 ^b	Percent change		September 1944 (Add 000)	Percent change from 9 mos. 1943	Nine months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1944 (Add 000)	Sept. 1944	Sept. 1943	Aug. 1944
		Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944					Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944				
UNITED STATES	2,887	c	- 3	\$330,371	+ 4	\$3,228,937	1,767	+ 8	- 1	\$236,798	119	111	114
Automotive Supplies.....	266	+15	- 4	8,144	+21	70,481	162	+14	c	6,566	149	149	142
Chemicals (industrial).....	19	c	- 9	1,023	- 1	14,913	12	+ 7	+ 6	771	105	97	85
Paints and Varnishes.....	62	+ 4	- 6	4,233	+ 8	45,939	46	c	- 1	8,959	231	237	220
Clothing and Furnishings, except Shoes.....	37	- 2	+ 4	4,688	+ 9	30,019	16	+ 4	- 4	623	65	59	69
Shoes and Other Footwear.....	30	+ 3	+12	18,288	c	148,279	14	+ 4	- 5	3,233	43	40	44
Coal.....	13	- 6	-14	2,578	+ 2	26,489	6	+20	+23	2,629	220	181	151
Drugs and Sundries (liquor excluded).....	143	+ 2	+ 1	29,708	+ 5	256,488	107	+10	- 1	36,910	159	148	163
Dry Goods.....	90	- 5	- 9	17,296	c	167,698	46	- 6	-10	13,563	116	117	118
Electrical Goods.....	319	- 3	- 2	23,360	- 5	225,981	269	+11	+ 1	15,107	72	62	70
Dairy and Poultry Products.....	29	- 7	-11	2,011	- 2	33,259	14	-13	-10	217	24	26	25
Fresh Fruits and Vegetables.....	79	+ 1	- 9	5,291	c	61,308	43	- 5	+ 1	553	16	17	14
Farm Supplies.....	21	+ 2	+ 3	7,790	+ 4	38,536	12	- 8	- 8	1,762	154	157	148
Furniture and House Furnishings.....	51	- 9	-16	3,953	-11	48,575	18	+23	+ 6	1,975	113	83	97
Groceries and Foods, except Farm Products.....	652	+ 2	- 2	73,453	+ 9	765,436	405	+ 6	+ 1	56,918	121	116	117
Full-line wholesalers.....	355	+ 3	- 1	38,094	+ 8	364,382	230	+ 4	+ 1	34,831	122	121	120
Voluntary-group wholesalers.....	138	+ 1	- 2	21,722	+ 8	235,841	91	+ 6	+ 2	15,689	123	117	115
Retailer-cooperative warehouses.....	19	- 3	- 4	4,517	+ 7	44,360	12	+ 7	- 1	2,842	114	102	109
Specialty Lines.....	140	+ 1	- 4	9,120	+12	121,053	72	+17	- 3	3,556	102	90	105
Confectionery.....	55	c	+ 1	1,030	+ 7	11,254	27	+ 3	- 1	524	81	77	82
Meats and Meat Products.....	81	-11	-10	28,987	- 2	286,535	54	- 4	-10	5,788	49	49	49
Beer.....	59	+13	- 7	2,017	+ 9	18,184	34	- 5	+ 7	209	18	20	15
Wines and Liquors.....	28	+ 7	- 6	4,473	+18	71,016	21	+42	+27	4,872	178	121	146
Liquor Department of Other Trades.....	36	+22	- 6	9,121	+40	82,952	f	f	f	f	f	f	f
Total Hardware Group.....	319	+ 8	- 2	40,509	+ 2	390,380	180	+ 8	- 3	39,982	162	163	162
General hardware.....	137	+ 9	- 3	26,847	+ 4	242,997	88	+10	- 3	32,201	167	168	166
Industrial supplies.....	87	+ 2	- 1	7,384	- 4	93,884	53	+ 2	- 1	5,839	150	150	150
Plumbing and heating supplies.....	95	+11	+ 4	6,278	+ 2	53,499	39	+ 6	- 2	1,942	130	128	135
Jewelry.....	46	- 3	- 1	2,092	- 3	15,718	20	+ 3	- 9	1,408	151	140	171
Optical Goods.....	15	- 4	+ 1	266	+ 4	2,405	7	- 6	- 5	124	114	117	117
Lumber and Building Materials.....	56	-12	- 6	4,682	- 5	48,218	30	+ 8	- 1	2,949	103	81	96
Machinery, Equipment, and Supplies, except Electrical..	57	- 1	- 7	2,446	+ 1	29,848	38	+10	+ 3	2,760	162	144	149
Surgical, Medical, and Hospital Eqpt. and Supplies....	23	- 2	- 3	1,108	+ 4	10,189	14	+ 4	- 4	964	118	107	128
Metals.....	22	- 2	-11	2,930	+11	42,204	13	+ 9	+ 2	3,133	150	140	126
Paper and Its Products.....	80	-12	- 9	6,408	+ 4	70,567	32	- 7	- 1	3,131	112	112	106
Petroleum.....	7	- 1	- 4	288	+ 8	4,767	f	f	f	f	f	f	f
Tobacco and Its Products.....	158	- 1	- 6	19,569	+ 4	185,433	73	-17	+ 6	4,174	52	61	45
Leather and Shoe Findings.....	19	- 1	- 4	422	- 3	3,960	8	+12	- 5	253	172	153	169
Miscellaneous.....	15	+ 1	- 1	2,227	+ 9	22,106	46	+39	+ 1	16,741	166	144	154

- a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
b Number does not apply in all cases to the year-to-date figures.
c Less than 0.5 percent.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
SEPTEMBER 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		September 1944	September 1943	August 1944	Percent change		As of September 1, 1944 (Add 000)
					September 1944 vs. September 1943	September 1944 vs. August 1944	
UNITED STATES	2,340	117	112	124	- 4	+ 3	\$221,093
Automotive Supplies.....	218	96	92	95	+14	+ 5	5,828
Chemicals (industrial).....	16	110	105	115	- 4	+ 2	884
Paints and Varnishes.....	28	76	68	78	- 5	- 5	1,081
Clothing and Furnishings, except Shoes.....	34	90	92	92	- 1	+ 9	4,729
Shoes and Other Footwear.....	27	87	78	94	- 8	+18	8,526
Coal.....	13	109	110	122	+ 1	+ 7	2,515
Drugs and Sundries (liquor excluded).....	129	103	103	107	+ 4	+10	23,196
Dry Goods.....	78	73	72	77	- 4	+10	20,912
Electrical Goods.....	300	83	78	91	-18	b	24,732
Dairy and Poultry Products.....	19	184	173	189	- 5	- 1	728
Fresh Fruits and Vegetables.....	62	198	200	203	+ 1	-10	2,006
Farm Supplies.....	14	141	145	133	- 7	-12	958
Furniture and House Furnishings.....	47	87	77	91	-19	+ 2	4,394
Groceries and Foods, except Farm Products.....	495	160	158	171	+ 1	+ 3	35,295
Full-line wholesalers ^c	261	150	145	160	+ 1	+ 6	19,889
Voluntary-group wholesalers.....	111	182	173	187	- 4	- 5	8,740
Retailer-cooperative warehouses.....	15	231	258	253	+12	+ 4	1,831
Specialty lines.....	108	140	149	154	+10	+ 4	5,035
Confectionery.....	27	141	138	148	- 1	+ 5	449
Meats and Meat Products.....	75	217	213	228	-14	- 9	12,516
Beer.....	21	168	167	177	+22	- 3	395
Wines and Liquors.....	23	172	166	231	+ 5	- 3	2,011
Total Hardware Group.....	287	96	91	98	b	+ 3	36,634
General hardware.....	123	101	96	103	+ 2	+ 5	23,465
Industrial supplies.....	76	92	87	96	-12	+ 3	6,280
Plumbing and heating supplies.....	88	83	77	84	+ 3	- 2	6,889
Jewelry.....	34	72	70	74	+ 5	+29	2,194
Optical Goods.....	12	87	86	89	- 6	+ 9	222
Lumber and Building Materials.....	49	113	101	109	-16	- 2	3,835
Machinery, Equipment, and Supplies, except Electrical.....	46	101	83	95	-10	- 7	2,085
Surgical, Medical, and Hospital Equipment and Supplies.....	21	60	59	67	-12	+ 5	1,502
Metals.....	22	123	118	124	+ 7	- 2	2,506
Paper and Its Products.....	67	95	82	89	-15	+ 5	6,306
Petroleum.....	5	100	109	89	+ 1	- 5	105
Tobacco and Its Products.....	111	196	184	213	-10	+ 2	6,991
Leather and Shoe Findings.....	17	93	89	94	- 4	+ 5	387
Miscellaneous.....	47	136	152	145	+37	- 9	7,171

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

^b Less than 0.5 percent.

^c Not affiliated with voluntary or cooperative groups.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1944

Page 4

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales ^b	Percent change		September 1944 (Add 000)	Percent change from 9 mos. 1943	Nine months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1944 (Add 000)	Sept. 1944	Sept. 1943	Aug. 1944
		Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944					Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944				
New England.....	194	- 5	- 6	\$14,477	- 1	\$155,184	130	+ 4	- c	\$10,241	107	97	99
Automotive Supplies.....	9	+11	- 4	270	+13	1,272	6	-15	- 6	234	140	175	145
Chemicals (Industrial).....	5	+ 5	- 5	415	+ 6	4,456	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	12	- 2	c	1,659	+ 2	15,641	18	+ 2	+ 1	2,428	158	150	159
Dry Goods.....	6	-11	+ 9	196	- 6	1,618	d	d	d	d	d	d	d
Electrical Goods.....	28	-21	+ 2	1,420	-18	15,045	26	-11	- 2	860	62	55	64
Fresh Fruits and Vegetables.....	9	- 9	-31	429	c	6,014	4	+20	-20	12	6	5	5
Furniture and House Furnishings.....	4	-12	-11	209	-11	2,409	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	30	+ 4	+ 3	2,173	+ 4	27,429	15	+ 1	+ 3	1,450	140	145	134
Meats and Meat Products.....	6	- 8	-16	2,260	- 6	22,524	6	+10	-10	953	42	35	40
General Hardware.....	5	+18	+ 7	192	+13	2,476	d	d	d	d	d	d	d
Industrial Supplies.....	12	- 3	+ 2	702	-11	6,484	9	- 5	- 3	1,091	186	193	196
Plumbing and Heating Supplies.....	6	+15	- 5	61	+ 8	775	4	+17	- 1	109	248	238	234
Jewelry.....	5	- 8	+15	243	+ 2	1,541	d	d	d	d	d	d	d
Machinery, Expt., and Supplies, except Electrical....	5	c	- 5	159	- 1	2,293	4	+ 6	- 1	363	313	283	279
Metals.....	4	+ 3	- 1	271	-12	2,083	d	d	d	d	d	d	d
Paper and Its Products.....	8	+ 1	+ 1	339	+ 5	2,987	5	- 3	- 3	182	78	90	88
Tobacco and Its Products.....	12	- 8	- 6	1,611	- 2	18,937	d	d	d	d	d	d	d
Middle Atlantic.....	574	- 2	- 4	73,445	+ 3	673,497	328	+13	+ 4	37,428	114	98	105
Automotive Supplies.....	34	+14	- 6	586	+27	5,117	26	+17	+ 3	706	174	169	164
Chemicals (Industrial).....	4	c	- 7	99	-18	3,012	d	d	d	d	d	d	d
Paints and Varnishes.....	6	-13	-12	84	+ 4	687	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	12	- 1	+ 4	3,395	+14	20,771	4	+10	- 4	160	62	54	57
Shoes and Other Footwear.....	8	- 4	-24	658	- 4	5,409	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	25	+ 4	+ 5	6,547	+ 3	51,258	18	+ 6	c	6,378	143	140	152
Dry Goods.....	35	- 3	-11	4,186	- 4	42,371	17	+ 4	- 7	2,135	114	107	117
Electrical Goods.....	72	-11	- 8	5,172	- 8	54,031	57	+ 7	+ 5	2,707	61	48	52
Dairy and Poultry Products.....	7	-13	-15	704	+ 4	13,669	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	16	- 2	-11	686	- 2	7,321	d	d	d	d	d	d	d
Farm Supplies.....	4	+15	+11	5,720	+12	10,433	d	d	d	d	d	d	d
Furniture and House Furnishings.....	12	- 2	- 6	564	-10	7,979	4	- 6	c	118	34	36	32
Groceries and Foods, except Farm Products.....	85	- 3	- 2	10,593	+ 8	107,519	39	+10	+ 1	4,806	111	97	106
Meats and Meat Products.....	24	-10	- 8	9,439	- 4	78,088	21	- 1	- 5	1,405	60	66	55
Beer.....	13	+44	+11	498	+18	3,358	8	+22	+33	28	9	9	6
Wines and Liquors.....	15	+ 4	- 7	2,666	+21	35,811	d	d	d	d	d	d	d
General Hardware.....	27	+ 3	- 2	2,967	+ 2	30,251	17	+ 7	- 6	2,443	176	171	183
Industrial Supplies.....	25	- 9	- 2	1,747	-12	26,234	16	+ 4	c	1,407	143	126	140
Plumbing and Heating Supplies.....	23	+12	- 3	823	+ 5	10,569	7	+ 1	+ 2	358	144	160	140
Jewelry.....	14	-10	-11	616	- 1	4,030	5	- 3	- 6	372	171	161	211
Optical Goods.....	6	- 3	+ 6	136	- 1	1,243	d	d	d	d	d	d	d
Lumber and Building Materials.....	9	-22	- 8	942	-13	8,921	4	+ 4	+ 5	543	78	57	68
Machinery, Expt., and Supplies, except Electrical....	4	-26	-19	100	c	2,263	d	d	d	d	d	d	d
Paper and Its Products.....	24	-12	- 8	2,190	+ 4	25,840	10	- 9	c	907	93	97	83
Tobacco and Its Products.....	43	+ 5	-10	7,398	+ 9	59,840	26	-22	+15	1,836	64	83	48
East North Central.....	576	+ 1	- 4	57,748	+ 5	546,817	368	+ 4	- 2	41,774	103	102	102
Automotive Supplies.....	68	+15	- 2	2,217	+21	16,607	46	+15	+ 1	1,997	141	138	136
Paints and Varnishes.....	8	-12	-12	360	+ 4	3,538	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	8	- 3	-11	230	-10	1,878	4	+ 2	-16	63	115	117	160
Coal.....	4	c	-10	981	+ 5	7,776	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	24	+ 3	+ 5	5,073	+ 6	46,279	18	+ 6	- 2	5,291	135	131	147
Dry Goods.....	7	-15	- 4	1,021	- 2	11,244	5	+ 8	-13	688	73	57	79
Electrical Goods.....	60	+ 2	- 1	4,985	+ 6	51,272	45	+17	- 1	3,113	72	64	75
Dairy and Poultry Products.....	13	-12	-13	533	- 4	5,768	8	- 4	+11	89	25	23	19
Fresh Fruits and Vegetables.....	14	+ 3	-18	608	- 3	8,792	10	-10	-15	141	29	34	28
Farm Supplies.....	5	-25	-22	570	+ 8	4,994	d	d	d	d	d	d	d
Furniture and House Furnishings.....	9	+ 2	- 2	476	-11	4,112	5	-22	-16	204	58	73	70
Groceries and Foods, except Farm Products.....	121	+ 1	- 4	15,972	+ 9	148,218	90	- 2	c	13,641	116	118	109

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1944

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 ^b	Percent change		September 1944 (Add 000)	Percent change from 9 mos. 1943	Nine months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1944 (Add 000)	Sept. 1944	Sept. 1943	Aug. 1944
		Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944					Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944				
East North Central (continued)													
Confectionery.....	9	-10	- 5	\$168	+ 3	\$1,706	4	- 8	-10	\$57	64	65	67
Meats and Meat Products.....	20	- 3	- 8	4,783	- 5	49,192	14	+ 2	-20	1,565	42	39	49
Beer.....	16	+18	-17	543	+10	5,500	10	+20	+12	55	20	19	15
Wines and Liquors.....	6	+ 4	- 7	640	- 1	9,117	5	+ 9	- 2	451	93	83	87
General Hardware.....	19	+12	- 1	5,375	+ 4	39,940	13	+ 6	- 3	6,971	147	157	150
Industrial Supplies.....	14	- 7	- 5	1,113	- 4	11,703	7	+ 1	- 1	354	107	102	119
Plumbing and Heating Supplies.....	22	+ 4	- 2	845	+ 5	6,814	17	+13	- 3	839	153	139	145
Jewelry.....	13	+ 5	+ 1	590	- 4	3,179	d	d	d	d	d	d	d
Lumber and Building Materials.....	9	+10	-15	352	+ 6	5,504	8	- 1	- 5	298	92	101	83
Machinery, Eqpt., and Supplies, except Electrical....	16	- 2	+ 2	715	- 2	6,401	12	+ 5	+ 1	626	105	96	104
Surgical, Medical, and Hospital Eqpt. and Supplies..	8	- 6	c	770	- 2	6,129	5	+ 5	- 8	609	99	86	116
Metals.....	5	- 8	- 2	558	+11	11,935	d	d	d	d	d	d	d
Paper and Its Products.....	22	-16	-15	2,238	+ 6	24,145	9	- 2	c	843	105	96	91
Tobacco and Its Products.....	37	- 2	- 3	3,907	+ 3	39,486	12	-27	- 8	548	31	43	33
Leather and Shoe Findings.....	4	- 1	- 4	102	- 4	840	d	d	d	d	d	d	d
West North Central.....	286	+ 3	- 6	38,996	+ 5	373,168	186	+ 8	- 1	42,246	138	135	130
Automotive Supplies.....	25	+12	-11	1,093	+25	11,353	13	+21	- 1	360	139	131	129
Shoes and Other Footwear.....	4	- 8	-24	869	+ 2	8,461	d	d	d	d	d	d	d
Drugs and Sundries (Liquor excluded).....	15	- 2	c	3,123	+ 4	28,684	13	+ 6	- 1	4,321	164	155	165
Dry Goods.....	5	- 3	-11	6,487	+ 2	59,032	4	-14	-10	7,637	120	137	120
Electrical Goods.....	30	+ 7	+ 3	1,573	+11	15,073	24	+21	+ 1	1,057	99	88	104
Dairy and Poultry Products.....	7	+23	- 9	768	+ 9	5,923	4	-16	+ 3	166	27	43	26
Farm Supplies.....	4	-36	- 5	706	c	14,417	d	d	d	d	d	d	d
Furniture and House Furnishings.....	5	-15	-31	882	-17	16,600	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	78	+13	c	9,270	+10	94,178	57	+16	+ 2	10,598	140	136	133
Beer.....	8	+20	-13	232	+14	2,382	d	d	d	d	d	d	d
General Hardware.....	15	+15	- 5	6,088	+10	46,996	13	+10	- 4	10,271	178	184	174
Industrial Supplies.....	10	+ 9	+ 4	595	+ 3	4,498	4	-23	- 1	153	104	133	111
Plumbing and Heating Supplies.....	10	+12	+14	540	+ 4	4,509	4	+ 5	- 1	199	116	147	134
Lumber and Building Materials.....	7	+ 9	+ 7	317	- 1	5,123	d	d	d	d	d	d	d
Paper and Its Products.....	5	- 1	+ 1	148	+ 3	1,929	d	d	d	d	d	d	d
Tobacco and Its Products.....	15	- 7	+ 1	825	+ 1	10,939	7	-19	c	219	53	64	53
South Atlantic.....	430	+ 1	c	34,647	+ 5	313,503	236	+ 7	- 2	19,331	98	91	100
Automotive Supplies.....	28	+26	- 2	701	+13	7,350	18	+ 9	+ 3	421	121	145	115
Paints and Varnishes.....	4	-12	- 6	112	-10	1,693	4	- 4	- 4	194	173	160	170
Clothing and Furnishings, except Shoes.....	6	-14	-10	344	+ 3	2,379	d	d	d	d	d	d	d
Drugs and Sundries (Liquor excluded).....	25	+ 1	+ 6	3,066	+ 6	26,397	15	+15	c	2,981	165	145	181
Dry Goods.....	10	- 4	c	1,444	+ 3	14,736	5	+ 5	- 9	610	117	105	116
Electrical Goods.....	51	+ 3	- 1	3,841	- 7	32,339	49	+12	+ 3	2,269	60	55	58
Fresh Fruits and Vegetables.....	17	- 6	+ 7	1,111	c	13,327	8	- 3	+ 9	95	15	14	15
Furniture and House Furnishings.....	5	- 7	-13	261	-13	2,475	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	121	+ 1	- 1	8,994	+ 9	80,767	54	+ 1	- 2	4,300	97	98	101
Confectionery.....	20	+ 2	+ 4	358	+ 9	4,402	10	- 2	+ 8	93	52	49	49
Meats and Meat Products.....	7	+ 9	+ 1	977	+ 9	8,394	5	-17	-11	323	33	45	38
Beer.....	6	-23	-16	310	+ 3	3,110	d	d	d	d	d	d	d
General Hardware.....	24	+13	- 1	2,485	+ 9	19,607	16	+14	c	2,246	156	151	153
Industrial Supplies.....	11	+19	- 1	751	+ 3	8,540	8	+11	- 1	718	122	135	119
Jewelry.....	4	- 4	+ 2	173	- 4	1,681	d	d	d	d	d	d	d
Lumber and Building Materials.....	9	-20	- 8	552	- 3	5,438	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical....	7	+ 5	- 5	283	- 1	3,371	4	+ 1	+ 1	470	270	290	269
Metals.....	4	- 5	+ 2	173	+ 7	1,458	d	d	d	d	d	d	d
Paper and Its Products.....	10	-15	- 9	502	- 2	5,684	d	d	d	d	d	d	d
Tobacco and Its Products.....	19	-10	- 6	2,444	+ 1	22,062	11	-12	c	476	40	43	38

(Continued on next page)

SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1944

Page 6

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 ^b	Percent change		September 1944 (Add 000)	Percent change from 9 mos. 1943	Nine months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1944 (Add 000)	Sept. 1944	Sept. 1943	Aug. 1943
		Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944					Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944				
East South Central.....	143	+ 3	- 1	\$14,674	+ 9	\$133,477	80	+ 3	- 5	\$10,827	112	111	116
Automotive Supplies.....	7	+28	- 9	211	+31	2,364	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	12	+ 2	c	2,249	+ 6	19,450	d	d	d	d	d	d	d
Dry Goods.....	8	- 6	- 1	1,365	+ 8	13,455	4	+ 3	-21	754	86	76	111
Electrical Goods.....	9	+31	- 4	454	+13	4,818	7	+19	- 4	231	59	66	59
Groceries and Foods, except Farm Products.....	34	+ 1	- 1	2,930	+ 9	29,301	19	+ 1	- 6	1,982	98	98	105
Confectionery.....	8	+ 8	- 5	228	+14	1,569	d	d	d	d	d	d	d
Beer.....	4	- 6	- 4	48	- 3	475	d	d	d	d	d	d	d
General Hardware.....	11	+13	+ 7	2,162	+ 8	18,772	6	+ 6	- 8	1,331	115	123	132
Industrial Supplies.....	6	+ 8	c	426	+30	3,092	4	+13	+ 1	540	160	163	154
Plumbing and Heating Supplies.....	4	+ 5	- 7	100	+ 7	689	d	d	d	d	d	d	d
Machinery, Eqp., and Supplies, except Electrical....	5	+ 7	- 3	244	+13	1,990	d	d	d	d	d	d	d
Tobacco and Its Products.....	5	- 1	- 9	883	+ 1	7,605	d	d	d	d	d	d	d
West South Central.....	258	+ 5	- 2	27,947	+ 6	254,826	178	+11	c	26,075	127	120	125
Automotive Supplies.....	20	+16	- 5	692	+19	5,891	14	+ 9	- 4	665	109	114	107
Drugs and Sundries (liquor excluded).....	18	+ 7	-13	3,084	+ 9	28,876	12	+15	- 4	4,257	191	175	165
Dry Goods.....	6	- 6	-15	972	- 3	8,231	4	+18	- 6	873	137	116	123
Electrical Goods.....	25	+10	- 1	1,352	- 2	11,546	21	+25	+ 2	886	72	64	71
Groceries and Foods, except Farm Products.....	114	+ 3	+ 3	12,826	+ 5	112,025	84	+ 5	+ 3	11,105	114	112	115
Confectionery.....	4	+ 8	+ 4	78	+15	498	d	d	d	d	d	d	d
General Hardware.....	18	+ 7	- 7	2,785	+ 4	25,084	11	+21	- 3	2,611	163	152	164
Industrial Supplies.....	5	+14	- 2	1,660	+ 7	15,855	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqp. and Supplies..	6	+20	- 5	134	+26	1,151	4	+ 4	+ 7	140	157	174	138
Tobacco and Its Products.....	7	+ 1	+ 2	789	+ 6	9,041	d	d	d	d	d	d	d
Mountain.....	119	c	- 3	10,088	+ 2	92,276	88	+10	- 2	11,159	144	130	143
Automotive Supplies.....	13	+ 6	- 6	395	+17	3,933	9	+19	c	515	215	203	199
Electrical Goods.....	15	+ 5	+ 4	645	- 7	5,454	11	+ 6	- 2	446	96	87	102
Fresh Fruits and Vegetables.....	4	+ 4	-25	113	-16	1,000	d	d	d	d	d	d	d
Furniture and House Furnishings.....	4	- 2	+13	206	- 8	1,163	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	34	- 4	- 4	2,975	+ 6	26,746	30	+11	- 2	4,505	164	142	159
General Hardware.....	6	+ 3	- 6	927	+ 8	7,357	d	d	d	d	d	d	d
Lumber and Building Materials.....	5	-21	- 3	869	-18	7,427	4	+ 4	+ 3	904	112	85	108
Pacific.....	264	- 1	- 9	34,250	+ 4	451,528	147	+11	- 2	29,050	136	122	128
Automotive Supplies.....	62	+16	- 3	1,979	+24	16,394	29	+19	+ 1	1,540	176	168	167
Clothing and Furnishings.....	5	-10	+ 6	152	- 3	1,196	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	c	-17	259	- 2	2,116	d	d	d	d	d	d	d
Dry Goods.....	10	-12	-17	1,264	- 6	12,326	d	d	d	d	d	d	d
Electrical Goods.....	29	- 8	- 1	3,918	-13	36,403	29	+ 9	+ 1	3,538	90	76	88
Fresh Fruits and Vegetables.....	6	+ 3	- 3	1,381	- 2	14,116	4	- 1	c	79	8	8	7
Furniture and House Furnishings.....	8	-14	-19	1,162	- 6	11,911	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	35	- 1	-10	7,720	+12	139,453	17	+12	+ 3	4,551	127	113	115
Meats and Meat Products.....	6	+ 2	- 8	794	+ 9	9,215	4	+23	+ 7	238	43	36	36
Beer.....	7	+20	- 1	264	- 1	2,332	4	-33	c	18	17	28	17
General Hardware.....	12	- 2	- 9	3,866	- 2	52,514	7	+11	- 2	5,704	205	181	192
Industrial Supplies.....	4	+ 5	+14	390	-10	16,874	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	5	-20	-16	962	-11	13,299	d	d	d	d	d	d	d
Lumber and Building Materials.....	12	-11	-10	1,147	c	12,252	9	+24	- 7	866	104	75	97
Machinery, Eqp., and Supplies, except Electrical....	9	- 5	-12	509	- 3	5,072	6	+31	+16	573	193	140	159
Tobacco and Its Products.....	17	- 4	- 2	1,682	+ 2	15,802	7	+11	+ 1	242	51	43	51

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

b Number does not apply in all cases to the year-to-date figures.

c Less than 0.5 percent.

d Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Sept. 1944	Sept. 1943	Aug. 1944	Percent change		As of September 1, 1944 (Add 000)
					Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944	
New England.....	168	119	110	121	-13	b	111,131
Automotive Supplies.....	8	87	85	87	+17	+8	288
Chemicals (industrial).....	4	105	109	112	+9	+7	360
Drugs and Sundries (liquor excluded).....	12	89	88	95	b	+8	1,735
Dry Goods.....	6	95	81	96	-17	+20	189
Electrical Goods.....	28	90	73	88	-40	+5	1,580
Fresh Fruits and Vegetables.....	8	192	187	212	-2	-26	171
Furniture and House Furnishings.....	4	48	38	47	-36	-1	480
Groceries and Foods, except Farm Products.....	20	155	145	160	-4	+4	1,064
Meats and Meat Products.....	6	222	162	175	-32	-26	1,015
General Hardware.....	5	96	107	109	+18	+11	198
Industrial Supplies.....	9	105	112	96	-7	+3	503
Plumbing and Heating Supplies.....	6	85	81	71	+4	-13	73
Machinery, Eqpt., and Supplies, except Electrical.....	4	87	77	88	-9	+10	166
Metals.....	4	138	180	133	+12	+2	194
Paper and Its Products.....	7	114	102	116	-13	-4	284
Tobacco and Its Products.....	10	208	195	214	-18	+4	731
Middle Atlantic.....	476	123	114	133	-7	b	47,226
Automotive Supplies.....	30	88	81	88	+14	+7	425
Chemicals (industrial).....	4	112	120	116	+7	+18	90
Paints and Varnishes.....	5	74	89	69	+11	-2	99
Clothing and Furnishings, except Shoes.....	12	96	100	100	+3	+7	3,187
Shoes and Other Footwear.....	8	77	72	84	-3	+30	985
Drugs and Sundries (liquor excluded).....	23	90	88	94	-1	+9	5,466
Dry Goods.....	31	80	78	87	-6	+3	4,082
Electrical Goods.....	69	90	76	98	-24	+1	5,804
Dairy and Poultry Products.....	5	226	240	234	-1	-3	195
Fresh Fruits and Vegetables.....	13	257	315	284	+15	-6	187
Furniture and House Furnishings.....	10	91	74	98	-32	+7	561
Groceries and Foods, except Farm Products.....	60	155	162	162	+1	-5	5,258
Meats and Meat Products.....	23	223	227	222	-13	-13	4,055
Beer.....	8	152	159	144	+31	-9	196
Wines and Liquors.....	14	151	141	225	+3	+1	1,646
General Hardware.....	23	92	93	94	+1	+10	2,824
Industrial Supplies.....	22	89	87	93	-20	+2	1,557
Plumbing and Heating Supplies.....	18	82	74	72	+7	-2	948
Optical Goods.....	5	82	80	82	-11	+12	124
Lumber and Building Materials.....	7	113	94	115	-31	-3	857
Paper and Its Products.....	16	93	76	87	-25	-5	1,773
Tobacco and Its Products.....	30	240	220	270	-7	b	2,535
East North Central.....	459	121	115	126	-2	+4	36,900
Automotive Supplies.....	59	112	101	109	+9	+6	1,634
Paints and Varnishes.....	8	72	65	76	-17	-9	492
Clothing and Furnishings, except Shoes.....	6	95	92	97	-5	+28	231
Coal.....	4	108	108	119	+12	+5	988
Drugs and Sundries (liquor excluded).....	22	104	102	107	+5	+11	3,588
Dry Goods.....	6	81	82	93	-10	+9	1,124
Electrical Goods.....	52	96	91	101	-6	+1	4,722
Dairy and Poultry Products.....	8	231	210	236	+1	-9	97
Fresh Fruits and Vegetables.....	8	215	203	252	-2	-5	169
Furniture and House Furnishings.....	8	103	101	112	-1	+10	414
Groceries and Foods, except Farm Products.....	81	166	161	175	+1	+3	6,269
Confectionery.....	6	230	194	223	-23	-10	27
Meats and Meat Products.....	18	229	256	214	+12	-13	1,538
Beer.....	5	141	112	184	-6	-5	61
Wines and Liquors.....	5	264	323	290	+26	-9	122
General Hardware.....	18	103	97	103	+3	+3	5,109
Industrial Supplies.....	13	87	88	96	-10	-1	1,147
Plumbing and Heating Supplies.....	21	102	90	96	+1	-1	777
Jewelry.....	8	71	82	83	+5	+23	575
Lumber and Building Materials.....	9	120	119	123	+18	+4	315
Machinery, Eqpt., and Supplies, except Electrical.....	14	91	75	95	-21	b	612
Surgical, Medical, and Hospital Eqpt. and Supplies.....	6	59	57	67	-22	+5	1,005
Metals.....	5	136	120	138	-15	-17	381
Paper and Its Products.....	22	103	88	92	-11	+5	2,561
Tobacco and Its Products.....	26	169	163	177	-11	+3	1,589
Leather and Shoe Findings.....	4	98	100	103	+2	+5	102
West North Central.....	233	107	104	117	+3	+11	31,922
Automotive Supplies.....	20	102	104	97	+11	-2	464
Shoes and Other Footwear.....	4	91	87	107	+5	+39	1,099
Drugs and Sundries (liquor excluded).....	14	111	109	117	+3	+15	2,633
Dry Goods.....	4	62	62	64	+1	+14	10,187
Electrical Goods.....	28	88	85	94	+12	+2	1,507
Fresh Fruits and Vegetables.....	5	215	185	210	+5	-15	296
Furniture and House Furnishings.....	5	105	99	127	-11	+11	1,010
Groceries and Foods, except Farm Products.....	65	185	176	211	+7	+11	4,416
Beer.....	6	211	231	223	+41	-2	96
General Hardware.....	15	112	104	119	+4	+10	5,461
Industrial Supplies.....	9	88	89	94	+11	+7	524
Plumbing and Heating Supplies.....	9	85	78	81	-4	+2	402
Lumber and Building Materials.....	5	197	158	176	-18	-20	123
Tobacco and Its Products.....	5	230	225	225	-11	-1	67

(Continued on next page)

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Sept. 1944	Sept. 1943	Aug. 1944	Percent change		As of September 1, 1944 (Add 000)
					Sept. 1944 vs. Sept. 1943	Sept. 1944 vs. Aug. 1944	
South Atlantic.....	344	109	108	114	- 2	+ 3	\$23,243
Automotive Supplies.....	23	89	74	86	+ 7	+ 6	490
Paints and Varnishes.....	4	91	88	95	- 3	- 5	108
Clothing and Furnishings, except Shoes.....	5	78	81	88	-13	+ 5	415
Drugs and Sundries (liquor excluded).....	23	102	118	105	+14	+ 5	2,379
Dry Goods.....	7	80	81	93	b	+21	1,170
Electrical Goods.....	51	81	74	79	- 6	+ 8	4,654
Fresh Fruits and Vegetables.....	14	185	191	177	- 9	- 9	402
Groceries and Foods, except Farm Products.....	88	162	156	167	- 1	+ 3	3,872
Meats and Meat Products.....	6	239	223	227	+ 7	- 8	342
General Hardware.....	22	99	89	94	b	- 1	1,896
Industrial Supplies.....	9	104	79	104	-10	+ 8	692
Lumber and Building Materials.....	8	124	133	130	- 4	b	431
Machinery,Eqpt.,and Supplies, except Electrical...	6	86	84	100	-10	+12	231
Metals.....	4	101	109	98	+10	- 8	183
Paper and Its Products.....	9	93	84	93	-12	+11	516
Tobacco and Its Products.....	15	171	156	195	-23	+ 7	776
East South Central.....	119	114	111	116	+ 3	+ 4	10,898
Automotive Supplies.....	6	85	101	91	+46	+20	213
Drugs and Sundries (liquor excluded).....	11	101	106	106	+12	+13	1,951
Dry Goods.....	8	81	80	84	- 7	+ 9	1,536
Electrical Goods.....	9	93	73	108	- 4	+ 5	464
Groceries and Foods, except Farm Products.....	28	143	138	157	- 3	+12	1,752
General Hardware.....	10	96	86	88	+ 6	+ 2	1,428
Industrial Supplies.....	6	95	84	95	+15	- 7	420
Plumbing and Heating Supplies.....	4	112	110	115	+11	+ 4	88
Machinery,Eqpt.,and Supplies, except Electrical...	4	99	76	84	- 4	- 8	237
Tobacco and Its Products.....	4	210	189	196	-13	- 6	338
West South Central.....	212	125	117	128	- 3	+ 5	17,601
Automotive Supplies.....	16	92	97	91	+26	- 6	632
Drugs and Sundries (liquor excluded).....	14	102	100	102	+ 9	+14	2,539
Dry Goods.....	6	80	76	89	-12	+ 6	1,244
Electrical Goods.....	24	94	70	92	-14	+ 6	1,389
Groceries and Foods, except Farm Products.....	91	149	142	154	- 3	+ 4	6,650
General Hardware.....	16	108	106	114	+ 7	+ 6	1,872
Industrial Supplies.....	4	97	86	107	-24	+13	1,002
Surgical,Medical,and Hospital Eqpt. and Supplies..	6	66	66	74	+31	+ 6	189
Mountain.....	101	122	118	127	- 9	+ 2	5,904
Automotive Supplies.....	12	84	82	83	+15	+ 7	407
Electrical Goods.....	15	86	78	91	-27	- 1	762
Groceries and Foods, except Farm Products.....	31	158	152	155	- 4	- 3	1,641
Lumber and Building Materials.....	5	103	97	105	-27	- 5	706
Pacific.....	218	109	105	114	- 4	- 2	27,315
Automotive Supplies.....	44	90	88	90	+15	+ 6	1,285
Clothing and Furnishings, except Shoes.....	5	77	64	62	- 4	b	201
Shoes and Other Footwear.....	5	98	92	101	- 1	+21	297
Dry Goods.....	8	106	92	97	-18	- 8	1,132
Electrical Goods.....	24	79	75	80	-29	-14	3,870
Fresh Fruits and Vegetables.....	5	185	190	183	+ 2	-10	608
Furniture and House Furnishings.....	8	81	73	78	-16	- 6	1,561
Groceries and Foods, except Farm Products.....	31	157	171	180	+10	+ 1	4,373
Meats and Meat Products.....	5	238	269	283	+14	+ 7	291
General Hardware.....	11	90	88	94	- 2	+ 4	4,405
Industrial Supplies.....	4	70	70	76	- 7	- 5	435
Plumbing and Heating Supplies.....	5	73	73	81	- 5	-19	1,319
Lumber and Building Materials.....	11	96	82	77	-10	- 2	1,083
Machinery,Eqpt.,and Supplies, except Electrical...	7	120	89	91	- 8	-25	428
Tobacco and Its Products.....	15	132	135	139	+ 3	+ 2	939

^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.)

For release - December 1, 1944

Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Current
Statistical
Service

WHOLESALESALES, INVENTORIES, AND CREDITS

OCTOBER 1944

Sales of wholesalers, as reported by 2,808 establishments, were slightly (3%) higher for October 1944 than for October 1943, according to an announcement released today by J. C. Capt, Director of the Census. Sales for October this year were 4 percent ahead of the dollar volume for the preceding month, and sales for the year-to-date also stood 4 percent ahead of those for the first 10 months of 1943.

Of the 35 wholesale trades shown separately in this report, 3 showed substantial sales gains for October 1944 compared with October 1943--wines and liquors, up 24 percent; liquor departments of other trades, up 23 percent; and clothing and furnishings, except shoes, up 21 percent. Moderate increases were revealed for wholesalers of automotive supplies (12%), groceries and foods retailer-cooperative warehouses (11%), confectionery, fresh fruits and vegetables, and metals (each 10%), and drugs and sundries, dairy and poultry products, general hardware, and plumbing and heating supplies (each 9%). The largest decreases (15% and 25%) were noted for meats and meat products and farm supplies, respectively. October 1944 sales compared with September 1944 sales revealed increases for most of the wholesale trades in this survey, highest of which was for petroleum (16%).

Inventories, in terms of dollars based on cost values, at the close of October 1944 were 7 percent higher than those of October 1943. October stocks of liquor departments of other trades were up 45 percent; wines and liquors, 34 percent; specialty lines of groceries and foods, 18 percent; and automotive supplies, 14 percent. Substantially reduced stocks were noted by tobacco and its products (15%), dairy and poultry products (17%), farm supplies (20%), and shoes and other footwear (21%). Although the average dollar value of stocks of the 34 wholesale trades was almost the same for both September and October this year, wholesalers of beer and fresh fruits and vegetables scored substantial increases of 22 percent.

The stock-sales ratios for 1,650 wholesalers were 114 for October 1944, 111 for October 1943, and 118 for September 1944. Wholesalers of shoes and other footwear, with an 8 percent sales gain from year-to-year and a 21 percent decrease in stocks, showed a stock-sales ratio of 26 this October as against 35 last October. Sales of groceries and foods, except farm products, were up 5 percent, and inventories were also up 5 percent; reflected in a stock-sales ratio of 121 for October 1944 as against 120 for October 1943. Wholesalers of paper and its products noted a slight (3%) sales decrease and a small (2%) increase in inventories--a stock-sales ratio of 100 for this October compared with 97 a year ago. For October 1944, wholesalers of tobacco and its products reported a 6 percent decrease in sales and a 15 percent decrease in inventories, resulting in a stock-sales ratio of 45 as against 48 in October 1943.

Collections on accounts receivable were 8 percent higher for October 1944 than for October 1943, and 4 percent over those for September 1944. The collection percentage for October 1944 was 123; for October 1943, 114; and for September 1944, 118. Accounts receivable were 6 percent less on October 1, 1944 than on October 1, 1943; and at the beginning of this October the amount of outstandings was virtually the same as the outstandings recorded on September 1, 1944.

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALE'S SALES AND INVENTORIES
OCTOBER 1944

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 ^b	Percent change		October 1944 (Add 000)	Percent change from 10 mos. 1943	Ten months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1944 (Add 000)	Oct. 1944	Oct. 1943	Sept. 1944
		Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944					Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944				
UNITED STATES	2,808	+ 3	+ 4	\$323,485	+ 4	\$3,595,353	1,650	+ 7	+ 1	\$221,117	114	111	118
Automotive Supplies.....	251	+12	+ 4	7,437	+20	78,750	157	+14	c	5,780	147	145	153
Chemicals (industrial).....	15	+ 4	+ 7	805	- 2	16,539	8	- 6	- 7	408	89	106	102
Paints and Varnishes.....	61	+ 2	- 1	4,397	+ 8	50,401	15	+ 6	- 1	1,740	121	121	127
Clothing and Furnishings, except Shoes.....	36	+21	+14	5,279	+11	35,379	15	- 6	-16	511	64	75	86
Shoes and Other Footwear.....	26	+ 8	- 6	16,998	c	165,463	8	-21	-28	1,817	26	35	38
Coal.....	10	- 4	+ 6	1,969	+ 1	28,748	4	- 2	+ 4	2,109	196	188	195
Drugs and Sundries (liquor excluded).....	142	+ 9	+ 8	32,219	+ 6	291,087	108	+ 8	- 1	36,768	150	150	162
Dry Goods.....	89	- 3	+ 2	18,366	- 1	184,543	42	-12	- 5	10,189	107	111	111
Electrical Goods.....	300	- 1	+ 2	23,891	- 4	252,174	256	+13	+ 2	15,265	71	62	71
Dairy and Poultry Products.....	27	+ 9	+ 7	1,521	- 1	36,392	11	-17	- 9	118	28	33	31
Fresh Fruits and Vegetables.....	86	+10	c	6,308	+ 1	68,063	41	+ 3	+22	607	21	22	16
Farm Supplies.....	19	-25	+ 1	3,075	+ 1	41,713	12	-20	- 8	1,666	84	88	91
Furniture and House Furnishings.....	50	+ 2	+ 3	4,228	-10	54,880	22	+18	+ 6	2,625	132	114	119
Groceries and Foods, except Farm Products.....	665	+ 5	+ 5	76,943	+ 8	853,612	410	+ 5	+ 4	58,053	121	120	120
Full-line wholesalers.....	371	+ 3	+ 3	40,723	+ 8	409,793	235	+ 3	+ 6	33,391	121	120	118
Voluntary-group wholesalers.....	143	+ 8	+ 5	23,552	+ 8	265,407	101	+ 7	+ 2	19,121	129	130	131
Retailer-cooperative warehouses.....	17	+11	+ 3	3,902	+ 7	48,262	10	+13	+ 4	1,962	104	99	107
Specialty lines.....	134	+ 6	+10	8,766	+12	130,150	64	+18	+ 1	3,579	94	86	102
Confectionery.....	54	+10	+ 8	1,363	+ 7	12,821	28	+ 3	+ 2	602	73	74	77
Meats and Meat Products.....	65	-15	+ 4	18,338	- 3	305,384	49	-12	+ 3	4,419	51	55	52
Beer.....	55	+ 6	- 7	1,789	+ 8	20,128	32	+ 1	+22	214	24	24	17
Wines and Liquors.....	36	+24	+14	8,731	+19	82,468	24	+34	c	9,520	140	124	161
Liquor Department of Other Trades.....	36	+23	+ 6	9,691	+38	93,029	34	+45	+ 9	15,927	165	141	162
Total Hardware Group.....	305	+ 7	+ 2	40,259	+ 2	438,007	167	+ 6	- 2	36,128	151	153	157
General hardware.....	140	+ 9	+ 4	26,406	+ 5	271,983	86	+ 7	- 3	28,052	151	157	161
Industrial supplies.....	84	- 1	- 2	7,819	- 4	106,103	54	+ 1	c	6,949	154	142	145
Plumbing and heating supplies.....	81	+ 9	+ 1	6,034	+ 3	59,921	27	+11	+ 1	1,127	137	139	141
Jewelry.....	42	- 5	+ 9	1,914	- 3	18,209	14	- 7	- 2	675	121	130	132
Optical Goods.....	14	- 9	- 8	248	+ 2	2,653	5	- 2	+ 3	119	137	134	120
Lumber and Building Materials.....	62	- 7	+ 6	4,594	- 6	53,980	33	+ 5	- 2	2,753	102	91	111
Machinery, Equipment, and Supplies, except Electrical..	52	+ 5	+ 6	2,474	+ 1	33,006	32	+ 3	+ 1	2,304	147	141	152
Surgical, Medical, and Hospital Dept. and Supplies....	18	+ 3	+ 4	464	+ 4	10,912	11	+ 6	+ 1	412	188	183	194
Metals.....	22	+10	+10	3,568	+11	46,719	10	- 4	- 6	2,997	125	146	150
Paper and Its Products.....	79	- 3	+ 8	6,781	+ 3	78,802	32	+ 2	+ 1	2,684	100	97	109
Petroleum.....	6	+13	+16	323	+ 8	5,421	f	f	f	f	f	f	f
Tobacco and Its Products.....	148	- 6	- 1	18,782	+ 3	207,199	49	-15	+ 3	2,391	45	48	43
Leather and Shoe Findings.....	19	- 3	+ 9	416	- 3	4,432	6	+10	+11	155	194	172	212
Miscellaneous.....	18	+ 4	c	2,314	+ 8	24,439	15	- 3	- 1	2,161	184	203	191

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

b Number does not apply in all cases to the year-to-date figures.

c Less than 0.5 percent.

d Not affiliated with voluntary or cooperative groups.

e Chiefly of the wholesale drug trade.

f Insufficient data to show separately.

8-32714

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
OCTOBER 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		October 1944	October 1943	September 1944	Percent change		As of October 1, 1944 (Add 000)
					October 1944 vs. October 1943	October 1944 vs. September 1944	
UNITED STATES	2,276	123	114	118	- 6	+ 1	\$211,274
Automotive Supplies.....	206	93	92	94	+ 9	- 1	5,124
Chemicals (industrial).....	12	111	101	112	-10	+ 2	636
Paints and Varnishes.....	26	78	71	78	-14	- 2	1,109
Clothing and Furnishings, except Shoes.....	33	109	88	89	- 3	+ 6	5,027
Shoes and Other Footwear.....	24	109	89	88	-17	- 7	7,758
Coal.....	10	123	122	118	- 7	- 8	1,524
Drugs and Sundries (liquor excluded).....	129	107	101	104	b	+ 4	24,682
Dry Goods.....	78	80	77	73	- 3	+ 2	18,840
Electrical Goods.....	279	90	80	88	-16	+ 4	25,677
Dairy and Poultry Products.....	19	215	213	202	+14	+ 9	479
Fresh Fruits and Vegetables.....	68	187	183	197	+ 5	+ 8	2,593
Farm Supplies.....	12	191	220	179	+ 2	b	806
Furniture and House Furnishings.....	42	99	91	91	-12	- 5	4,125
Groceries and Foods, except Farm Products.....	507	170	159	163	+ 1	+ 3	35,440
Full-line wholesalers.....	276	161	151	155	- 2	+ 1	20,331
Voluntary-group wholesalers.....	117	194	176	183	+ 2	+ 1	9,035
Retailer-cooperative warehouses.....	15	218	219	228	+10	+12	1,696
Specialty lines.....	99	144	144	138	+12	+13	4,378
Confectionery.....	26	146	142	142	- 1	b	488
Meats and Meat Products.....	59	245	238	231	-16	+ 4	7,416
Beer.....	22	180	168	177	+10	-11	366
Wines and Liquors.....	29	176	129	155	- 4	- 6	3,771
Total Hardware Group.....	278	101	92	98	- 4	- 1	34,834
General hardware.....	126	107	98	104	+ 1	- 1	21,329
Industrial supplies.....	75	98	87	94	-13	- 1	6,717
Plumbing and heating supplies.....	77	87	76	81	- 6	- 1	6,788
Jewelry.....	31	82	79	80	b	+ 5	1,594
Optical Goods.....	11	88	88	87	- 2	b	212
Lumber and Building Materials.....	54	114	109	111	-14	- 2	3,579
Machinery, Equipment, and Supplies, except Electrical.....	43	100	92	101	- 9	- 1	2,022
Surgical, Medical, and Hospital Equipment and Supplies.....	17	66	67	63	+10	- 3	603
Metals.....	22	129	123	122	- 5	- 5	2,655
Paper and Its Products.....	67	97	85	95	-17	- 2	5,873
Tobacco and Its Products.....	103	213	180	196	-18	- 5	6,240
Leather and Shoe Findings.....	16	95	93	93	- 1	+ 2	358
Miscellaneous.....	53	151	146	138	+20	+ 2	7,443

^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.

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1944

Page 4

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 ^b	Percent change		October 1944 (Add 000)	Percent change from 10 mos. 1943	Ten months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1944 (Add 000)	Oct. 1944	Oct. 1943	Sept. 1944	
		Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944					Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944					
New England.....	185	- 1	+ 4	\$14,221	- 1	\$171,978	120	+ 9	- c	\$10,739	110	105	120	
Automotive Supplies.....	8	+13	+ 3	196	+12	1,506	d	d	d	d	d	d	d	
Chemicals (Industrial).....	4	- 4	- 3	194	+ 5	4,772	d	d	d	d	d	d	d	
Drugs and Sundries (liquor excluded).....	11	+ 6	+11	1,749	+ 2	17,584	10	+ 1	- 1	2,315	144	151	161	
Dry Goods.....	6	- 5	- c	196	- 6	1,814	5	+28	- 3	108	59	44	59	
Electrical Goods.....	28	-23	- 1	1,424	-19	16,540	25	-13	+ 3	882	64	55	62	
Fresh Fruits and Vegetables.....	10	- 3	- 1	488	- c	6,502	6	+37	-10	28	12	11	13	
Groceries and Foods, except Farm Products.....	27	+ 8	+ 5	2,492	+ 4	31,370	15	- c	- c	1,912	128	150	140	
Meats and Meat Products.....	6	- 3	- 8	1,103	- 6	23,627	6	- 1	+ 3	718	65	64	58	
General Hardware.....	7	- 2	-10	272	+11	2,948	d	d	d	d	d	d	d	
Industrial Supplies.....	10	-10	- 5	612	-11	7,096	7	- c	- 2	932	207	178	199	
Plumbing and Heating Supplies.....	4	+13	+ 8	43	+ 8	818	d	d	d	d	d	d	d	
Jewelry.....	4	- 7	-10	129	+ 1	1,670	d	d	d	d	d	d	d	
Optical Goods.....	4	- 2	- 5	39	- 2	345	d	d	d	d	d	d	d	
Machinery, Ept., and Supplies, except Electrical.....	5	+ 6	+18	187	- c	2,603	4	+ 7	- c	364	262	256	313	
Metals.....	4	- 7	- 8	233	-11	2,323	d	d	d	d	d	d	d	
Paper and Its Products.....	8	- 3	- 2	333	+ 4	3,320	5	- 5	- 2	159	86	83	78	
Tobacco and Its Products.....	12	- 7	+ 3	2,010	- 2	21,314	d	d	d	d	d	d	d	
Middle Atlantic.....	572	- c	+ 9	75,461	+ 3	754,557	307	+17	+ 1	35,000	109	94	118	
Automotive Supplies.....	45	+13	+13	856	+25	6,039	34	- 2	-13	732	134	158	171	
Paints and Varnishes.....	5	- c	+13	78	+ 4	765	d	d	d	d	d	d	d	
Clothing and Furnishings, except Shoes.....	11	+28	+16	3,889	+16	24,860	5	- 6	-19	215	58	74	76	
Shoes and Other Footwear.....	6	+31	+ 4	628	- 1	6,037	d	d	d	d	d	d	d	
Drugs and Sundries (liquor excluded).....	24	+10	+15	6,826	+ 4	58,084	18	+ 3	- 3	5,385	124	132	143	
Dry Goods.....	32	+ 5	+ 6	4,831	- 3	46,902	14	- 5	- 5	1,711	105	109	118	
Electrical Goods.....	64	-10	+ 9	6,024	- 8	60,555	52	+17	+ 9	2,744	53	39	55	
Dairy and Poultry Products.....	6	+16	+10	589	+ 5	15,754	d	d	d	d	d	d	d	
Fresh Fruits and Vegetables.....	16	+ 2	- 6	779	- 2	8,145	5	+33	+23	16	8	6	6	
Farm Supplies.....	4	-29	- 2	812	+ 7	11,245	d	d	d	d	d	d	d	
Furniture and House Furnishings.....	13	+13	+17	909	- 8	9,240	4	- 2	-13	212	36	46	48	
Groceries and Foods, except Farm Products.....	90	+13	+16	13,094	+ 8	120,629	39	+23	+12	5,710	113	103	115	
Confectionery.....	5	+25	+ 2	208	+13	714	d	d	d	d	d	d	d	
Meats and Meat Products.....	22	-25	+ 4	8,686	- 6	86,774	19	+10	+ 2	702	55	51	55	
Beer.....	13	+10	-19	353	+17	3,748	9	+34	+34	43	14	12	9	
Wines and Liquors.....	14	-10	+17	2,310	+18	38,121	d	d	d	d	d	d	d	
General Hardware.....	31	+ 6	+ 9	3,078	+ 3	33,800	17	+ 2	- 3	2,368	157	167	174	
Industrial Supplies.....	25	- 8	+ 4	2,169	-11	30,127	18	+ 6	- 1	1,790	111	92	117	
Plumbing and Heating Supplies.....	19	+21	+ 5	665	+ 6	11,564	d	d	d	d	d	d	d	
Jewelry.....	13	- 6	+18	691	- 2	4,721	d	d	d	d	d	d	d	
Optical Goods.....	6	-11	- 6	132	- 2	1,375	d	d	d	d	d	d	d	
Lumber and Building Materials.....	14	- 7	+13	1,240	-12	10,421	7	- c	- 5	605	70	64	82	
Machinery, Ept., and Supplies, except Electrical.....	8	+ 7	+10	630	+ 4	5,331	4	- 4	+ 1	522	127	133	134	
Paper and Its Products.....	22	-10	+ 3	1,834	+ 3	28,278	9	+ 9	+ 3	530	76	76	88	
Tobacco and Its Products.....	39	- 1	- c	8,985	+ 8	66,900	11	- 3	+ 7	399	41	36	39	
East North Central.....	543	+ 5	+ 4	55,346	+ 5	607,570	334	+ 2	+ 1	36,771	100	102	102	
Automotive Supplies.....	56	+15	+ 2	1,634	+20	16,274	36	+14	+ 3	1,236	141	147	141	
Paints and Varnishes.....	8	+ 2	+ 6	382	+ 4	3,929	d	d	d	d	d	d	d	
Clothing and Furnishings, except Shoes.....	9	+ 6	+ 3	278	- 8	2,197	4	- 5	+ 2	58	62	70	68	
Drugs and Sundries (liquor excluded).....	25	+10	+ 6	5,688	+ 6	52,706	19	+ 1	- c	5,670	127	137	135	
Dry Goods.....	6	-16	- 1	870	- 3	12,085	4	-10	- 9	497	78	74	85	
Electrical Goods.....	59	+ 8	- 1	5,044	+ 6	57,483	45	+11	- c	3,016	72	69	68	
Dairy and Poultry Products.....	12	- 3	- c	484	- 4	6,304	5	- 6	-11	59	24	24	27	
Fresh Fruits and Vegetables.....	15	+12	+ 7	678	- 2	9,480	10	+14	+15	161	32	32	29	
Farm Supplies.....	4	-24	+39	241	+ 6	5,337	d	d	d	d	d	d	d	
Furniture and House Furnishings.....	8	+18	+ 7	348	- 9	4,503	d	d	d	d	d	d	d	
Groceries and Foods, except Farm Products.....	120	+ 7	+ 6	15,866	+ 9	165,243	88	+ 1	+ 4	32,386	116	119	120	

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		October 1944 (Add 000)	Percent change from 10 mos. 1943	Ten months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1944 (Add 000)	Oct. 1944	Oct. 1943	Sept. 1944
		Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944					Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944				
East North Central (continued)													
Confectionery.....	9	+ 1	+11	\$185	+ 3	\$1,891	4	- 5	+ 2	\$58	64	64	65
Meats and Meat Products.....	18	- 6	+ 5	4,684	- 5	53,876	14	-10	+ 7	1,494	42	43	40
Beer.....	16	+13	- 5	544	+10	6,044	8	- 6	- 2	47	22	27	21
Wines and Liquors.....	9	+10	- 2	821	c	9,938	5	+18	+ 7	526	106	113	103
General Hardware.....	16	+10	+ 5	4,487	+ 4	44,844	12	c	- 4	5,399	129	143	142
Industrial Supplies.....	13	- 9	+ 5	1,123	- 4	12,973	8	- 7	- 3	410	95	92	99
Plumbing and Heating Supplies.....	17	+ 4	+ 1	758	+ 5	7,601	15	+13	+ 1	793	142	132	142
Jewelry.....	9	- 3	+ 7	387	- 4	3,598	d	d	d	d	d	d	d
Lumber and Building Materials.....	9	+13	+17	412	+ 6	5,971	5	-10	-10	182	66	80	83
Machinery, Eqpt., and Supplies, except Electrical....	15	+ 9	+14	683	- 1	7,148	9	+ 6	+ 1	547	121	117	132
Surgical, Medical, and Hospital Eqpt. and Supplies..	6	- 1	+ 6	203	- 1	6,493	4	+12	+ 2	145	191	179	218
Metals.....	5	- 6	+ 5	672	+ 9	13,280	d	d	d	d	d	d	d
Paper and Its Products.....	24	- 7	+12	2,750	+ 5	27,037	9	+ 2	c	921	95	83	107
Tobacco and Its Products.....	34	- 5	+ 1	3,900	+ 3	43,408	10	-11	+16	532	34	36	30
Leather and Shoe Findings.....	4	+ 4	+ 3	105	- 3	945	d	d	d	d	d	d	d
West North Central.....	287	+ 5	- 1	38,092	+ 5	416,365	193	+ 3	c	40,805	135	138	133
Automotive Supplies.....	23	+10	+ 7	1,081	+23	12,707	14	+15	+ 4	330	127	99	134
Shoes and Other Footwear.....	4	+18	+21	1,055	+ 4	9,516	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	16	+ 8	+ 4	3,613	+ 5	32,665	14	+ 5	c	4,996	164	170	169
Dry Goods.....	5	-10	- 1	5,204	+ 1	64,236	4	-20	- 3	5,324	112	123	114
Electrical Goods.....	30	+15	c	1,375	+12	16,531	26	+24	+ 3	1,119	104	96	99
Furniture and House Furnishings.....	6	-14	-20	784	-15	19,019	5	+26	+18	1,712	230	157	154
Groceries and Foods, except Farm Products.....	79	+11	- 3	9,546	+10	105,026	57	+ 2	+ 4	11,640	145	159	139
Beer.....	8	+13	- 6	241	+14	2,623	5	+40	+56	14	21	15	12
General Hardware.....	17	+24	+ 2	6,293	+11	53,324	15	+11	- 5	8,723	148	164	160
Industrial Supplies.....	8	- 1	-16	474	+ 3	4,972	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	10	+ 8	+ 3	523	+ 4	5,194	d	d	d	d	d	d	d
Jewelry.....	5	-17	+ 4	103	-14	909	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	- 3	- 7	285	- 5	5,918	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical....	7	- 6	+ 4	305	c	2,444	5	+24	c	352	149	107	144
Surgical, Medical, and Hospital Eqpt. and Supplies..	4	+ 4	+ 5	80	+ 8	775	d	d	d	d	d	d	d
Paper and Its Products.....	5	- 1	+ 1	191	+ 3	2,194	d	d	d	d	d	d	d
Tobacco and Its Products.....	14	-20	- 3	856	- 1	12,438	5	-20	+ 3	133	46	50	44
South Atlantic.....	410	+ 4	+ 3	35,490	+ 4	350,918	209	+ 8	+ 2	17,851	99	94	99
Automotive Supplies.....	24	+17	c	619	+13	8,022	14	+ 8	- 1	515	145	150	145
Paints and Varnishes.....	4	+ 7	+15	196	- 8	1,889	4	-12	- 4	221	113	137	136
Clothing and Furnishings, except Shoes.....	5	+ 5	+30	429	+ 3	2,834	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	26	+ 6	+ 2	3,578	+ 6	30,146	16	+13	+ 3	3,888	173	159	168
Dry Goods.....	10	+ 1	+ 3	1,630	+ 3	16,532	5	+ 6	- 5	674	108	98	108
Electrical Goods.....	43	+ 9	- 1	3,454	- 5	35,793	41	+13	+ 5	2,173	66	83	62
Fresh Fruits and Vegetables.....	17	+ 2	+ 2	1,239	c	14,566	5	-18	+ 5	61	16	18	16
Furniture and House Furnishings.....	4	- 2	+10	254	-12	2,729	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	118	- 2	+ 3	8,784	+ 8	89,825	49	- 3	+ 3	3,704	100	103	99
Confectionery.....	21	+11	+10	541	+ 9	5,147	13	+ 7	+ 4	197	53	53	58
Meats and Meat Products.....	6	+ 5	+15	1,024	+ 8	9,418	d	d	d	d	d	d	d
Beer.....	6	-13	+ 4	361	+ 1	3,565	d	d	d	d	d	d	d
General Hardware.....	23	+ 8	+10	2,537	+ 9	22,377	13	+ 8	- 2	1,411	119	122	136
Industrial Supplies.....	13	+18	+ 5	1,034	+ 5	9,895	9	+13	- 1	760	127	125	122
Lumber and Building Materials.....	9	-10	+ 2	562	- 3	6,170	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical....	6	+ 2	+12	200	- 1	3,571	d	d	d	d	d	d	d
Metals.....	4	+11	+ 8	186	+ 7	1,644	d	d	d	d	d	d	d
Paper and Its Products.....	8	+ 6	+12	387	- 2	6,071	d	d	d	d	d	d	d
Tobacco and Its Products.....	18	-10	- 5	2,203	- 1	24,440	10	-32	- 7	338	37	45	36

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1944

Page 5

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 ^b	Percent change		October 1944 (Add 000)	Percent change from 10 mos. 1943	Ten months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1944 (Add 000)	Oct. 1944	Oct. 1943	Sept. 1944
		Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944					Oct. 1944 vs. Oct. 1943	Oct. 1944 vs. Sept. 1944				
East South Central.....	140	+ 8	+ 1	\$14,359	+ 9	\$149,183	73	+ 2	c	\$9,118	118	123	117
Drugs and Sundries (Liquor excluded).....	11	+ 7	+ 3	2,258	+ 6	21,708	d	d	d	d	d	d	d
Dry Goods.....	10	- 5	-10	1,445	+ 6	15,003	4	- 2	-11	858	86	81	86
Electrical Goods.....	11	+61	+ 8	590	+17	5,540	9	+13	- 4	272	51	77	58
Fresh Fruits and Vegetables.....	8	+16	+11	297	+ 8	3,373	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	34	+ 1	- 1	2,822	-10	32,950	19	+ 2	+ 2	2,009	105	100	98
Confectionery.....	8	+12	+ 5	239	+13	1,808	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+ 4	+ 2	938	+13	9,404	d	d	d	d	d	d	d
Beer.....	4	+ 9	c	49	- 1	543	d	d	d	d	d	d	d
General Hardware.....	9	+ 5	- 4	1,877	+ 8	20,690	d	d	d	d	d	d	d
Industrial Supplies.....	6	+15	+ 2	431	+28	3,523	d	d	d	d	d	d	d
West South Central.....	252	+ 4	+ 3	28,756	+ 6	286,831	182	+ 7	+ 3	27,358	128	123	127
Automotive Supplies.....	17	+ 9	+ 2	713	+18	8,615	15	+24	+ 7	751	114	100	110
Drugs and Sundries (Liquor excluded).....	17	+ 9	+ 5	3,123	+ 9	32,479	12	+11	+ 2	4,521	183	180	189
Dry Goods.....	7	+ 4	- 2	1,006	- 2	9,237	d	d	d	d	d	d	d
Electrical Goods.....	25	- 5	-10	1,274	- 2	12,878	21	+34	+ 7	994	88	61	73
Farm Supplies.....	4	+ 9	+16	428	c	3,952	4	-38	-14	368	86	151	116
Groceries and Foods, except Farm Products.....	120	+ 1	+ 4	13,013	+ 5	126,426	89	+ 6	+ 7	10,879	113	107	108
General Hardware.....	16	+11	+ 5	2,688	+ 4	27,958	11	+12	- 2	2,558	155	165	163
Industrial Supplies.....	5	+ 7	-10	1,625	+ 7	17,955	4	+ 1	+ 4	2,440	241	225	190
Machinery, Expt., and Supplies, except Electrical...	4	+28	+ 6	151	+25	3,535	d	d	d	d	d	d	d
Tobacco and Its Products.....	8	- 1	- 6	772	+ 4	10,039	d	d	d	d	d	d	d
Mountain.....	124	- 1	- 2	9,798	+ 1	102,805	90	+ 1	- 1	10,263	143	137	144
Automotive Supplies.....	16	+ 5	+13	481	+16	4,563	9	+15	+ 4	368	200	184	209
Dry Goods.....	4	+ 1	- 3	588	+ 4	5,112	d	d	d	d	d	d	d
Electrical Goods.....	13	- 6	+ 1	584	- 7	6,018	10	+26	+12	412	92	66	83
Fresh Fruits and Vegetables.....	4	+ 2	-13	101	-15	1,101	d	d	d	d	d	d	d
Furniture and House Furnishings.....	4	-10	-11	184	- 8	1,383	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	37	- 2	- 2	3,240	+ 5	30,228	32	+ 6	- 1	4,503	153	140	151
General Hardware.....	8	+ 4	+ 7	1,093	+ 8	8,608	5	-20	- 9	602	125	176	160
Lumber and Building Materials.....	4	-13	+ 5	853	-17	8,280	4	+ 2	+ 2	926	109	93	112
Tobacco and Its Products.....	4	-14	+ 9	72	-12	1,829	d	d	d	d	d	d	d
Pacific.....	261	+ 5	+ 4	38,548	+ 4	505,091	141	+11	+ 1	32,355	130	125	136
Automotive Supplies.....	59	+12	c	1,773	+23	18,576	29	+21	+ 1	1,625	181	167	181
Clothing and Furnishings, except shoes.....	6	+ 2	+14	182	- 2	1,360	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+15	+ 1	228	c	2,360	d	d	d	d	d	d	d
Dry Goods.....	9	+ 1	+19	1,296	- 6	13,622	d	d	d	d	d	d	d
Electrical Goods.....	27	c	+ 2	4,142	-12	40,856	27	+ 9	- 3	3,653	88	81	93
Fresh Fruits and Vegetables.....	7	+16	+ 5	1,934	c	16,302	d	d	d	d	d	d	d
Furniture and House Furnishings.....	9	+ 3	+ 9	1,262	- 5	13,204	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	40	+ 3	+ 3	8,086	+11	151,915	22	+12	+ 1	5,310	114	103	120
Meats and Meat Products.....	4	+ 6	c	541	+ 7	10,267	d	d	d	d	d	d	d
Beer.....	4	+15	+ 3	154	c	2,486	d	d	d	d	d	d	d
General Hardware.....	13	- 2	+ 1	4,081	- 2	57,434	7	+12	+ 2	5,894	202	176	201
Industrial Supplies.....	4	- 5	-10	351	-11	18,872	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	6	-13	+ 7	1,224	-11	14,586	d	d	d	d	d	d	d
Lumber and Building Materials.....	12	- 9	+ 6	787	- 1	13,212	8	+17	+ 2	329	108	102	115
Machinery, Expt., and Supplies, except Electrical...	5	+ 3	-14	188	- 3	5,260	d	d	d	d	d	d	d
Paper and Its Products.....	5	+13	+13	810	+ 2	7,100	d	d	d	d	d	d	d
Tobacco and Its Products.....	16	-20	- 4	1,521	+ 1	18,783	6	- 3	+ 3	218	45	44	46
Leather and Shoe Findings.....	4	- 1	+ 2	100	+ 8	1,421	d	d	d	d	d	d	d

a The stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
b Number does not apply in all cases to the year-to-date figures.

c Less than 0.5 percent.
d Insufficient data to show separately.

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
WASHINGTON

Current
Statistical
Service

WHOLESALESALES, INVENTORIES, AND CREDITS

NOVEMBER 1944

A slight (3%) sales increase was reported by wholesalers for November 1944 over November 1943, according to an announcement released today by J. C. Capt, Director of the Census. For November compared with October this year, wholesalers sales dropped back slightly (2%), but for the year-to-date (11 months) the dollar volume was 4 percent ahead of that for the corresponding period of 1943. These data are based upon reports covering 2,630 wholesale establishments.

Three of the 35 trades shown separately in this report showed substantial sales gains for November 1944 over November 1943: Surgical, medical, and hospital equipment and supplies, up 26 percent; and liquor departments of other trades and automotive supplies, each up 19 percent. Moderate increases were revealed for wholesalers of shoes and other footwear (12%), groceries and foods retailer-cooperative warehouses (10%), voluntary-group wholesalers of groceries and foods and dairy and poultry products wholesalers (each 9%). Sales dropped off for wholesalers of dry goods (4%), chemicals and farm supplies (each 5%), wines and liquors and paper and its products (each 7%), and optical goods (8%). November 1944 sales were up substantially over sales of October 1944 for only surgical, medical, and hospital equipment and supplies (24%).

Inventories, in terms of dollars based on cost values, at the close of November 1944 were 4 percent higher than those of November 1943. November 1944 stocks of automotive supplies were up 17 percent; wines and liquors, 16 percent; beer, 13 percent; plumbing and heating supplies, 12 percent; leather and shoe findings, 10 percent; and drugs and sundries and general hardware, each 5 percent. Stocks of optical goods and of jewelry were off slightly (2% and 3%, respectively). Inventories were down substantially for wholesalers of shoes and other footwear (15%), furniture and house furnishings (16%), metals and dry goods (each 19%), and dairy and poultry products (26%).

The stock-sales ratio for 1,592 wholesalers was 119 for November 1944, 121 for November 1943, and 117 for October 1944. Wholesalers of paints and varnishes, with a slight (2%) sales decrease, on a year-to-year comparison, and almost no change in stocks, showed a stock-sales ratio of 153 this November as against 150 for November 1943. Sales of confectionery wholesalers were virtually unchanged, and inventories were up 5 percent, reflected in a stock-sales ratio of 76 for November 1944 as against 72 for November 1943. Wholesalers of electrical goods noted a 5 percent sales increase and a 13 percent increase in inventories—a stock-sales ratio of 80 for this November compared with 74 a year ago. For November 1944, wholesalers of tobacco and its products reported a small (3%) decrease in sales and a 7 percent decrease in inventories, resulting in a stock-sales ratio of 44 as against 46 in November 1943.

Collections on accounts receivable were 4 percent higher for November 1944 than for November 1943, and 2 percent short of those for October 1944. The collection percentage for November 1944 was 124; for November 1943, 119; and for October 1944, 126. Accounts receivable were 4 percent less on November 1, 1944 than on November 1, 1943, and at the beginning of this November the amount of outstandings was virtually the same as the outstandings recorded on October 1, 1944.

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
WHOLESALESALES AND INVENTORIES
NOVEMBER 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		November 1944 (Add 000)	Percent change from 11 mos. 1943	Eleven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1944 (Add 000)	Nov. 1944	Nov. 1943	Oct. 1944
		Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944					Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944				
UNITED STATES	2,630	+ 3	- 2	\$291,616	+ 4	\$3,949,762	1,592	+ 4	c	\$208,269	119	121	117
Automotive Supplies.....	203	+19	- 1	6,635	+20	87,168	124	+17	c	5,417	152	151	152
Chemicals (industrial).....	12	- 5	- 5	855	- 3	18,441	6	+ 4	+ 1	702	133	114	120
Paints and Varnishes.....	58	- 2	- 1	3,464	+ 7	53,946	14	- 1	- 1	962	153	150	146
Clothing and Furnishings, except Shoes.....	30	+ 3	-11	4,234	+10	39,625	14	-14	- 5	420	64	69	60
Shoes and Other Footwear.....	23	+12	-13	7,568	+ 1	173,051	11	-15	+ 5	2,352	37	48	31
Coal.....	9	+ 5	+ 3	2,114	+ 2	31,347	5	+15	+ 6	3,944	262	235	262
Drugs and Sundries (liquor excluded).....	127	+ 7	- 9	27,400	+ 6	322,675	98	+ 5	- 1	34,031	156	157	142
Dry Goods.....	83	- 4	-11	15,185	- 1	200,686	46	-19	- 8	11,990	116	133	109
Electrical Goods.....	267	+ 5	+ 7	19,286	- 4	273,600	233	+13	+ 1	13,806	80	74	85
Dairy and Poultry Products.....	28	+ 9	+ 5	2,392	c	39,730	15	-26	c	235	20	30	22
Fresh Fruits and Vegetables.....	83	- 1	- 5	5,402	+ 1	73,738	49	c	+ 1	785	20	20	19
Farm Supplies.....	19	- 5	+ 2	2,138	c	44,258	12	-11	+ 4	1,531	157	189	146
Furniture and House Furnishings.....	41	- 1	- 7	2,068	-10	57,329	14	-16	- 2	746	81	91	82
Groceries and Foods, except Farm Products.....	628	+ 7	+ 1	74,435	+ 8	947,749	396	+ 3	+ 4	59,383	126	132	123
Full-line wholesalers.....	348	+ 8	+ 3	40,541	+ 8	453,387	221	+ 3	+ 4	33,882	124	129	123
Voluntary-group wholesalers.....	136	+ 9	+ 1	21,694	+ 8	294,635	98	+ 3	+ 4	18,871	137	146	133
Retailer-cooperative warehouses.....	17	+10	+ 3	4,578	+ 8	53,669	10	+ 6	+ 7	2,824	116	124	110
Specialty lines.....	125	c	- 4	7,622	+10	146,058	67	+ 5	+ 9	3,808	105	103	93
Confectionery.....	53	+ 1	- 6	1,215	+ 7	14,036	25	+ 5	+ 3	539	76	72	71
Meats and Meat Products.....	66	- 3	+ 3	27,285	- 4	343,062	40	-14	+ 9	2,803	43	47	42
Beer.....	57	+ 5	- 6	1,621	+ 8	21,995	36	+13	+15	336	35	33	29
Wines and Liquors.....	31	- 7	+ 5	5,250	+17	88,663	21	+16	- 4	1,760	104	111	109
Liquor Department of Other Trades.....	35	+19	+ 9	10,423	+35	103,957	f	f	f	f	f	f	f
Total Hardware Group.....	281	+ 3	- 5	33,764	+ 2	477,907	176	+ 5	- 1	34,190	156	156	149
General hardware.....	134	+ 5	- 6	22,567	+ 5	298,254	84	+ 5	- 3	24,011	155	159	148
Industrial supplies.....	81	c	- 1	7,762	- 4	115,759	54	+ 4	+ 5	8,521	161	151	156
Plumbing and heating supplies.....	66	+ 1	- 3	3,435	+ 3	63,894	38	+12	- 1	1,658	150	146	139
Jewelry.....	46	c	+ 3	2,050	- 3	20,811	18	- 3	- 7	1,044	146	159	162
Optical Goods.....	14	- 8	- 2	209	+ 1	2,896	6	- 2	- 3	65	123	97	105
Lumber and Building Materials.....	59	+ 2	- 3	4,028	- 5	59,752	31	+ 1	+ 4	2,683	131	126	120
Machinery, Equipment, and Supplies, except Electrical..	54	+ 4	- 5	2,776	+ 2	37,710	35	+10	+ 1	2,804	136	127	132
Surgical, Medical, and Hospital Eqpt. and Supplies..	18	+26	+24	1,147	+ 6	12,829	12	- 9	c	763	75	106	95
Metals.....	21	c	- 7	2,434	+10	49,764	11	-19	-11	3,112	155	190	163
Paper and Its Products.....	76	- 7	- 6	6,048	+ 2	86,371	34	- 5	- 3	2,881	102	103	96
Petroleum.....	7	-13	- 5	327	+ 6	6,105	f	f	f	f	f	f	f
Tobacco and Its Products.....	144	- 3	+ 2	17,154	+ 2	228,562	45	- 7	- 1	1,651	44	46	48
Leather and Shoe Findings.....	39	- 1	- 6	686	- 2	5,232	19	+10	- 4	513	181	177	183
Miscellaneous.....	16	+ 2	c	2,005	+ 8	26,547	47	+37	- 4	16,821	149	127	166

a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
b Number does not apply in all cases to the year-to-date figures.
c Less than 0.5 percent.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		November 1944	November 1943	October 1944	Percent change		As of November 1, 1944 (Add 000)
					November 1944 vs. November 1943	November 1944 vs. October 1944	
UNITED STATES	2,131	124	119	126	- 4	+ 1	\$196,786
Automotive Supplies.....	173	95	95	94	+12	+ 1	4,902
Chemicals (industrial).....	11	116	112	110	- 6	- 3	764
Paints and Varnishes.....	25	86	75	77	-19	-14	937
Clothing and Furnishings, except Shoes.....	28	106	96	114	b	- 2	4,312
Shoes and Other Footwear.....	20	92	94	110	- 5	+ 1	7,216
Coal.....	9	132	122	123	b	+ 5	1,681
Drugs and Sundries (liquor excluded).....	115	104	101	106	+ 3	+ 6	23,598
Dry Goods.....	72	81	79	80	- 7	- 6	18,754
Electrical Goods.....	252	87	80	87	-10	- 1	19,524
Dairy and Poultry Products.....	18	216	192	200	- 3	- 2	713
Fresh Fruits and Vegetables.....	62	201	188	197	- 2	- 5	1,920
Farm Supplies.....	14	223	223	202	-11	- 4	818
Furniture and House Furnishings.....	33	99	87	99	-16	- 2	1,837
Groceries and Foods, except Farm Products.....	475	159	159	169	+ 3	+ 3	35,501
Full-line wholesalers ^c	260	149	151	161	+ 3	+ 4	21,141
Voluntary-group wholesalers.....	110	174	168	185	+ 3	+ 5	8,874
Retailer-cooperative warehouses.....	14	246	242	220	+ 4	- 9	1,556
Specialty lines.....	91	145	152	156	+ 2	+ 1	3,930
Confectionery.....	24	142	158	142	+ 2	+ 4	407
Meats and Meat Products.....	62	252	235	272	-12	+ 6	9,922
Beer.....	22	160	152	175	+ 4	- 5	354
Wines and Liquors.....	26	171	182	205	- 7	+22	2,326
Total Hardware Group.....	257	100	94	102	- 4	+ 2	30,960
General hardware.....	122	105	101	107	+ 2	+ 2	19,811
Industrial supplies.....	73	95	84	98	-19	b	7,420
Plumbing and heating supplies.....	62	83	85	85	- 3	- 3	3,729
Jewelry.....	36	72	72	69	- 4	+18	1,771
Optical Goods.....	11	90	92	88	-11	- 7	198
Lumber and Building Materials.....	55	109	113	110	+ 2	+ 3	3,675
Machinery, Equipment, and Supplies, except Electrical.....	44	93	87	96	- 8	- 1	2,517
Surgical, Medical, and Hospital Equipment and Supplies.....	17	69	52	68	-26	+ 4	1,228
Metals.....	21	145	138	139	b	- 2	1,797
Paper and Its Products.....	65	95	89	95	-12	+ 3	6,086 ^a
Tobacco and Its Products.....	101	227	198	218	-20	- 5	5,293 ^a
Leather and Shoe Findings.....	32	100	98	97	- 2	- 2	581 ^a
Miscellaneous.....	46	114	114	117	+ 2	b	1,996 ^a

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
NOVEMBER 1944

Page 4

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		November 1944 (Add 000)	Percent change from 11 mos. 1943	Eleven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1944 (Add 000)	Nov. 1944	Nov. 1943	Oct. 1944
		Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944					Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944				
New England.....	167	c	-3	\$13,051	-1	\$187,481	104	+6	c	\$8,772	111	111	115
Automotive Supplies.....	8	+3	-1	229	+9	1,818	4	-15	-1	167	156	161	158
Drugs and Sundries (liquor excluded).....	8	+3	-7	1,340	+2	19,233	8	+1	+5	2,156	161	164	143
Dry Goods.....	6	-5	-3	191	-6	2,005	5	+16	-6	101	56	45	59
Electrical Goods.....	18	-9	+6	800	-18	17,393	15	-8	+5	604	80	77	80
Fresh Fruits and Vegetables.....	12	+10	+17	778	+1	7,299	8	-17	-15	96	17	22	24
Groceries and Foods, except Farm Products.....	27	+7	c	2,094	+4	34,713	15	+1	+1	1,453	128	143	129
Meats and Meat Products.....	4	-11	-25	1,555	-7	25,182	d	d	d	d	d	d	d
General Hardware.....	7	+7	+3	281	+10	3,229	d	d	d	d	d	d	d
Industrial Supplies.....	9	-8	+1	513	-10	7,657	8	-4	-1	835	184	177	188
Plumbing and Heating Supplies.....	5	c	-18	77	+7	897	4	-4	c	125	184	186	154
Jewelry.....	5	-4	-3	305	c	1,975	d	d	d	d	d	d	d
Optical Goods.....	5	c	+5	43	-2	388	d	d	d	d	d	d	d
Metals.....	4	-3	-3	225	-11	2,548	d	d	d	d	d	d	d
Paper and Its Products.....	7	-11	-8	286	+3	3,606	4	-16	+2	113	72	78	66
Tobacco and Its Products.....	12	-13	-4	1,771	-3	23,307	d	d	d	d	d	d	d
Middle Atlantic.....	515	+2	c	65,141	+3	829,495	282	+7	-3	26,893	106	104	105
Automotive Supplies.....	20	+11	-3	388	+23	6,552	12	+8	-1	258	162	151	150
Paints and Varnishes.....	5	-10	-18	64	+3	829	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	10	+3	-11	3,355	+14	28,015	4	+6	+18	153	65	61	48
Shoes and Other Footwear.....	7	+24	-7	445	c	6,482	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	20	+5	-9	5,415	+4	64,223	14	-1	+1	4,278	133	140	118
Dry Goods.....	28	+3	-2	3,517	-3	50,802	14	-13	-12	1,237	90	108	93
Electrical Goods.....	59	+8	+7	3,304	-7	64,116	50	+11	+2	2,233	75	72	78
Dairy and Poultry Products.....	8	+13	+14	1,303	+5	17,307	4	-33	-2	169	21	35	24
Fresh Fruits and Vegetables.....	17	+9	-8	687	-1	8,850	9	+25	+10	55	11	10	10
Farm Supplies.....	4	-16	+11	901	+5	12,146	d	d	d	d	d	d	d
Furniture and House Furnishings.....	9	-3	-8	452	-8	9,875	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	84	+6	-1	12,218	+8	135,516	42	+4	+6	6,143	118	121	112
Confectionery.....	4	+7	-2	62	+12	776	d	d	d	d	d	d	d
Meats and Meat Products.....	19	-1	+14	9,093	-6	96,956	17	-2	+5	405	40	50	46
Beer.....	13	+8	-7	327	+16	4,075	9	+41	-5	41	15	11	14
Wines and Liquors.....	14	-16	+14	2,626	+15	41,372	d	d	d	d	d	d	d
General Hardware.....	26	-10	-4	3,011	+2	37,321	15	+7	-2	2,344	166	154	147
Industrial Supplies.....	25	-9	-8	1,677	-10	32,975	16	+2	+1	1,266	129	105	118
Plumbing and Heating Supplies.....	18	+22	+4	620	+7	12,279	6	-5	+1	129	222	278	160
Jewelry.....	14	-5	+5	517	-2	5,347	d	d	d	d	d	d	d
Optical Goods.....	6	-2	+2	130	-2	1,527	d	d	d	d	d	d	d
Lumber and Building Materials.....	13	-1	+5	777	-11	11,480	5	+20	+7	372	181	108	150
Machinery, Eqp., and Supplies, except Electrical... Paper and Its Products.....	4	-15	-25	77	+8	3,995	d	d	d	d	d	d	d
Tobacco and Its Products.....	22	-9	-4	1,724	+2	31,050	13	-7	-4	728	66	66	64
Leather and Shoe Findings.....	38	+3	+1	7,268	+7	74,612	9	-23	-17	354	34	40	43
East North Central.....	532	+5	c	51,871	+5	667,875	329	+1	+2	37,825	112	115	111
Automotive Supplies.....	51	+14	-5	1,574	+19	20,207	32	+16	+1	1,463	150	146	145
Paints and Varnishes.....	7	+4	-9	339	+4	4,276	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	7	-8	-17	170	-8	2,367	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	+4	-7	4,537	+6	57,776	16	-2	c	4,502	134	137	122
Dry Goods.....	8	-1	+1	1,080	-3	13,740	4	-4	-18	504	52	55	64
Electrical Goods.....	51	+4	+12	3,601	+6	61,624	42	+15	c	2,506	79	71	89
Dairy and Poultry Products.....	12	+4	+1	479	-3	6,863	7	+6	+8	56	21	19	17
Fresh Fruits and Vegetables.....	16	+2	+4	851	-2	10,331	10	+4	+4	167	31	33	32
Farm Supplies.....	4	-13	-24	182	+5	5,533	d	d	d	d	d	d	d
Furniture and House Furnishings.....	9	+11	-19	393	-7	4,948	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	115	+8	+1	16,597	+9	183,776	84	+1	+6	12,652	126	132	120
Confectionery.....	9	-3	+2	190	+3	2,081	4	-10	-3	56	62	63	64

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
NOVEMBER 1944

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 ^b	Percent change		November 1944 (Add 000)	Percent change from 11 mos. 1943	Eleven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1944 (Add 000)	Nov. 1944	Nov. 1943	Oct. 1944
		Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944					Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944				
East North Central (continued)													
Meats and Meat Products.....	15	-12	+15	\$3,809	- 5	\$57,685	9	-11	+20	\$1,483	48	46	48
Beer.....	16	+13	- 4	494	+11	6,735	10	+10	+ 6	57	23	26	21
Wines and Liquors.....	7	+23	+ 6	532	+ 1	10,578	5	+22	+ 3	305	104	97	107
General Hardware.....	19	+ 9	- 6	4,056	+ 5	50,251	13	- 7	- 2	5,225	146	171	139
Industrial Supplies.....	13	+ 1	c	1,048	- 3	14,062	8	-10	- 4	327	91	111	99
Plumbing and Heating Supplies.....	20	+13	+ 1	880	+ 6	8,526	17	+13	- 1	996	184	162	159
Jewelry.....	14	+10	- 1	616	- 2	4,232	4	+13	- 5	455	169	186	186
Lumber and Building Materials.....	12	+18	-15	621	+ 7	6,687	5	-18	- 2	178	81	109	66
Machinery, Eqpt., and Supplies, except Electrical..	14	+ 3	- 9	728	c	8,307	10	+ 1	+ 2	676	119	126	109
Surgical, Medical, and Hospital Eqpt. and Supplies.	6	+35	+33	868	+ 3	8,038	5	-14	+ 1	496	58	91	76
Metals.....	5	c	- 2	903	+ 9	14,768	4	-20	+10	1,165	132	165	118
Paper and Its Products.....	22	- 7	- 2	2,472	+ 4	29,509	7	+ 5	- 3	730	99	96	99
Tobacco and Its Products.....	35	- 7	- 1	2,419	- 2	46,083	12	+ 2	- 1	164	42	38	44
Leather and Shoe Findings.....	9	+ 1	- 8	148	- 3	1,093	d	d	d	d	d	d	d
West North Central.....	274	+ 4	- 4	34,577	+ 5	454,988	188	+ 1	- 2	38,546	146	148	141
Automotive Supplies.....	20	+19	- 4	967	+23	14,107	11	+38	+ 1	332	154	121	141
Shoes and Other Footwear.....	4	-10	-26	785	+ 3	10,301	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	15	+ 5	- 6	3,082	+ 5	35,914	13	+ 4	- 1	4,249	166	172	159
Dry Goods.....	4	-13	-15	5,632	- 1	89,868	4	-28	-11	6,999	124	149	119
Electrical Goods.....	29	+26	+10	1,512	+12	18,291	28	+30	c	1,276	96	91	105
Fresh Fruits and Vegetables.....	7	+17	-15	544	+11	7,168	4	-14	+ 9	106	33	41	25
Furniture and House Furnishings.....	5	- 3	- 2	357	-15	19,376	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	76	+15	+ 4	10,300	+10	116,212	57	+12	+ 3	13,718	153	158	154
Beer.....	10	+ 8	-12	240	+14	2,863	6	+37	+13	26	35	29	29
General Hardware.....	15	+ 5	- 9	4,959	+11	58,283	13	+ 7	- 5	7,065	152	147	144
Industrial Supplies.....	8	- 2	- 8	452	+ 2	5,486	4	-23	- 9	257	133	186	147
Plumbing and Heating Supplies.....	10	- 1	-11	465	+ 3	5,855	5	+24	- 2	210	112	88	93
Jewelry.....	5	- 2	+ 5	161	-12	1,091	4	-19	- 1	90	122	142	117
Lumber and Building Materials.....	6	+10	+17	218	- 3	6,726	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical..	8	- 4	-15	279	c	2,723	6	+18	+ 2	419	183	146	158
Paper and Its Products.....	6	-10	- 4	210	+ 1	2,404	d	d	d	d	d	d	d
Tobacco and Its Products.....	14	-11	+ 1	714	c	14,179	5	-19	+ 3	143	50	56	49
Leather and Shoe Findings.....	8	- 1	- 3	93	- 2	750	4	+36	- 2	105	233	171	228
South Atlantic.....	377	+ 5	- 1	31,359	+ 5	385,531	211	+ 6	+ 2	18,984	103	104	101
Automotive Supplies.....	23	+27	+10	978	+14	9,439	12	+20	+ 4	451	150	136	152
Paints and Varnishes.....	5	- 8	- 2	214	- 8	2,103	5	-14	- 7	237	111	119	117
Clothing and Furnishings, except Shoes.....	6	- 6	-14	377	+ 2	3,211	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	+10	- 3	3,071	+ 7	33,407	15	+13	+ 3	3,942	176	172	172
Dry Goods.....	10	+ 8	-17	1,560	+ 3	18,092	6	- 3	- 4	912	117	139	104
Electrical Goods.....	37	c	- 3	3,184	- 5	39,349	34	+11	+ 1	1,923	80	75	78
Fresh Fruits and Vegetables.....	17	- 1	c	1,173	c	15,825	9	- 4	- 3	136	18	18	18
Furniture and House Furnishings.....	4	- 2	- 4	256	-11	2,985	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	114	+ 6	+ 1	8,774	+ 8	99,558	50	- 5	+ 4	4,182	96	109	94
Confectionery.....	21	+ 2	- 2	401	+ 9	5,548	12	+10	+ 8	206	62	58	55
Meats and Meat Products.....	6	+ 8	-12	946	+ 8	10,364	d	d	d	d	d	d	d
Beer.....	6	- 6	- 2	291	+ 1	3,889	4	+12	+32	146	66	53	48
General Hardware.....	22	+11	- 5	2,271	+ 9	24,904	15	+19	+ 1	1,835	146	147	136
Industrial Supplies.....	12	+30	+ 2	1,026	+ 7	10,991	8	+10	- 3	643	100	123	115
Lumber and Building Materials.....	11	c	- 4	624	- 2	6,999	6	- 1	c	348	176	170	157
Machinery, Eqpt., and Supplies, except Electrical..	6	+ 5	c	200	c	3,881	d	d	d	d	d	d	d
Metals.....	4	+ 8	+14	212	+ 7	1,856	d	d	d	d	d	d	d
Paper and Its Products.....	8	- 6	-10	428	- 2	6,687	d	d	d	d	d	d	d
Tobacco and Its Products.....	17	c	+ 5	1,929	- 1	26,705	7	+11	- 5	180	35	34	42

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS NOVEMBER 1944

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 ^b	Percent change		November 1944 (Add 000)	Percent change from 11 mos. 1943	Eleven months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Nov. 30, 1944 (Add 000)	Nov. 1944	Nov. 1943	Oct. 1944
		Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944					Nov. 1944 vs. Nov. 1943	Nov. 1944 vs. Oct. 1944				
East South Central.....	135	+ 8	- 4	\$13,454	+ 9	\$164,005	79	c	+ 3	\$10,221	117	127	112
Automotive Supplies.....	4	+23	+ 2	127	+30	2,591	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	13	+ 8	- 4	2,363	+ 7	24,202	d	d	d	d	d	d	d
Dry Goods.....	9	+ 2	-24	1,025	+ 6	16,028	d	d	d	d	d	d	d
Electrical Goods.....	10	+28	+10	530	+18	6,140	8	+19	+ 2	252	54	59	58
Fresh Fruits and Vegetables.....	5	+23	- 8	135	+ 9	3,508	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	33	+10	+ 1	2,876	+10	36,424	19	-11	+10	2,205	108	134	100
Confectionery.....	8	- 3	-14	205	+11	2,013	d	d	d	d	d	d	d
Meats and Meat Products.....	4	- 8	- 8	863	+11	10,287	d	d	d	d	d	d	d
Beer.....	4	-21	-13	46	- 5	608	4	- 5	+20	53	115	97	83
General Hardware.....	11	+11	- 2	1,959	+ 8	22,649	4	+12	- 2	1,029	124	135	129
Industrial Supplies.....	4	+23	- 5	342	+28	3,865	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical..	4	+12	+ 9	173	+11	2,375	d	d	d	d	d	d	d
Tobacco and Its Products.....	4	+10	+17	927	+ 1	9,353	d	d	d	d	d	d	d
West South Central.....	233	+ 6	- 3	24,917	+ 6	314,941	166	+ 7	+ 1	25,202	131	130	126
Automotive Supplies.....	12	+25	+ 8	593	+18	7,272	9	+29	+ 1	523	102	100	111
Drugs and Sundries (liquor excluded).....	15	+ 9	-27	2,531	+ 9	35,676	11	+ 6	- 5	3,870	179	181	131
Dry Goods.....	6	- 3	-17	619	- 2	9,856	6	+ 2	+ 9	972	157	149	120
Electrical Goods.....	24	- 2	+11	1,314	- 2	14,253	20	+23	- 5	919	75	60	88
Groceries and Foods, except Farm Products.....	112	+ 5	c	11,887	+ 5	140,050	81	+ 4	+ 5	10,683	118	120	113
General Hardware.....	16	+11	- 3	2,808	+ 5	30,871	10	+ 3	- 3	2,428	149	172	156
Industrial Supplies.....	4	- 1	+19	1,209	+ 7	19,164	4	+ 3	- 2	2,392	198	189	241
Tobacco and Its Products.....	9	- 9	- 6	859	+ 3	11,059	d	d	d	d	d	d	d
Mountain.....	126	+ 1	- 3	9,969	+ 2	115,395	96	+ 4	+ 1	11,283	141	140	139
Automotive Supplies.....	17	+19	- 3	468	+16	5,085	12	+19	+ 1	470	200	228	191
Drugs and Sundries (liquor excluded).....	6	+26	c	1,419	+15	12,267	6	+26	- 2	1,990	140	141	144
Electrical Goods.....	13	c	c	565	- 6	6,661	10	+23	+ 3	426	97	73	92
Furniture and House Furnishings.....	4	-15	+ 1	185	- 9	1,564	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	35	c	+ 4	2,964	+ 5	34,100	31	- 5	+ 2	4,253	154	165	158
General Hardware.....	8	- 3	-15	921	+ 6	9,529	5	-13	- 1	539	129	148	116
Lumber and Building Materials.....	4	- 6	+ 5	895	-16	9,175	4	+ 4	+ 4	963	108	97	109
Pacific.....	229	+ 4	+ 1	32,260	+ 4	558,548	136	+ 8	c	28,429	132	128	131
Automotive Supplies.....	48	+21	- 2	1,311	+22	20,117	29	+16	- 4	1,597	167	176	172
Shoes and Other Footwear.....	5	+10	- 7	251	c	2,611	4	- 6	-11	269	118	147	123
Dry Goods.....	9	+ 7	+ 9	1,354	- 4	14,976	d	d	d	d	d	d	d
Electrical Goods.....	26	+ 5	+ 9	4,476	-10	45,773	26	+11	+ 1	3,667	82	77	89
Fresh Fruits and Vegetables.....	6	-22	-21	1,060	- 2	17,512	4	+ 2	- 6	129	14	11	11
Furniture and House Furnishings.....	6	-10	- 1	105	- 5	13,403	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	32	+ 6	+ 5	6,725	+10	169,400	17	+ 8	+ 1	4,094	115	113	116
Meats and Meat Products.....	5	+23	+13	1,335	+ 8	12,297	4	-15	+ 7	262	39	49	39
Beer.....	4	+ 2	-13	130	c	2,633	d	d	d	d	d	d	d
General Hardware.....	10	+ 2	- 9	2,501	- 2	61,217	6	+15	- 4	3,168	204	179	192
Industrial Supplies.....	6	- 5	- 6	1,495	-10	20,788	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	5	-18	- 3	1,103	-12	15,691	d	d	d	d	d	d	d
Lumber and Building Materials.....	10	+ 3	-13	778	- 1	14,562	7	- 5	+ 5	643	163	200	142
Machinery, Eqpt., and Supplies, except Electrical..	8	+14	c	516	- 2	5,787	5	+13	+ 6	414	127	129	125
Tobacco and Its Products.....	12	-13	+13	1,235	c	21,403	d	d	d	d	d	d	d
Leather and Shoe Findings.....	6	+ 7	- 1	180	+ 9	1,679	d	d	d	d	d	d	d

a The stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
 b Number does not apply in all cases to the year-to-date figures.

c Less than 0.5 percent.
 d Insufficient data to show separately.

States Comprising Geographic Divisions: New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
 Middle Atlantic - (N. J., N. Y., Pa.)
 East North Central - (Ill., Ind., Mich., Ohio, Wis.)
 West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
 East South Central - (Ala., Ky., Miss., Tenn.)
 West South Central - (Ark., La., Okla., Tex.)
 Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
 Pacific - (Calif., Oreg., Wash.)

Cooperating with the
National Association
of Credit Men

Current
Statistical
Service

DECEMBER 1944

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALE'S SALES AND INVENTORIES
DECEMBER 1944

Page 2

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		December 1944 (Add 000)	Percent change from 12 mos. 1943	Twelve months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1944 (Add 000)	Dec. 1944	Dec. 1943	Nov. 1944
		Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944					Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944				
UNITED STATES	2,402	+ 1	- 2	\$255,588	+ 4	\$4,297,777	1,345	- 1	- 1	\$134,521	113	114	111
Automotive Supplies.....	215	+11	- 6	5,640	+19	95,966	146	+19	+ 3	6,211	186	176	166
Chemicals (industrial).....	15	+ 6	- 7	738	- 3	19,656	9	- 3	- 2	478	104	106	99
Paints and Varnishes.....	52	+ 8	-10	2,802	+ 7	60,230	10	+ 9	+ 8	702	226	193	172
Clothing and Furnishings, except Shoes.....	26	+ 4	-20	2,177	+ 9	42,023	12	- 9	+32	465	135	134	68
Shoes and Other Footwear.....	16	+14	- 6	11,110	+ 2	203,662	7	-31	+28	1,146	62	107	50
Coal.....	9	- 6	+ 5	2,171	+ 1	33,864	6	+12	-20	3,197	193	166	249
Drugs and Sundries (liquor excluded).....	133	- 8	-11	25,304	+ 5	353,745	37	+10	- 3	9,401	177	149	165
Dry Goods.....	51	-12	- 1	8,100	- 1	209,381	26	-21	- 3	6,668	123	130	130
Electrical Goods.....	256	+ 2	+ 8	18,045	- 3	297,915	219	+15	+ 1	11,955	71	63	77
Dairy and Poultry Products.....	23	+ 9	-10	2,414	- 3	42,331	11	+ 6	-10	132	24	24	26
Fresh Fruits and Vegetables.....	76	+ 5	+ 5	6,126	+ 1	80,391	42	+10	- 1	561	21	19	23
Farm Supplies.....	20	- 4	-14	3,004	- 3	47,262	12	-13	- 6	1,404	148	148	151
Furniture and House Furnishings.....	26	- 7	-10	1,161	- 9	60,514	11	- 7	- 6	533	89	87	86
Groceries and Foods, except Farm Products.....	580	+ 5	- 4	61,378	+ 8	1,029,797	357	- 7	+ 1	44,387	121	137	115
Full-line wholesalers ^d	324	+ 5	- 5	31,012	+ 7	489,338	201	- 8	+ 3	26,324	125	143	116
Voluntary-group wholesalers.....	126	+ 5	- 3	20,026	+ 7	324,672	85	- 6	- 3	13,813	125	141	126
Retailer-cooperative warehouses.....	18	+ 5	- 8	4,231	+ 7	58,344	8	- 7	- 7	1,935	110	118	108
Specialty lines.....	112	+ 9	- 3	6,109	+10	157,443	63	+ 4	+ 5	2,315	86	88	78
Confectionery.....	55	+ 1	- 2	1,198	+ 6	15,363	28	+ 2	- 2	560	71	72	70
Meats and Meat Products.....	69	+ 3	+13	30,905	- 3	378,713	42	- 8	+14	3,848	47	44	40
Beer.....	52	+ 3	- 2	1,252	+ 8	23,580	30	+30	+ 9	276	41	34	38
Wines and Liquors.....	21	+19	+15	6,851	+18	99,605	15	+22	- 2	5,681	97	98	113
Liquor Department of Other Trades.....	35	+11	+18	12,259	+33	117,054	f	f	f	f	f	f	f
Total Hardware Group.....	237	- 2	- 9	22,730	+ 2	508,657	135	+ 2	+ 2	22,397	168	163	147
General hardware.....	110	- 6	- 9	16,147	+ 4	319,601	66	+ 2	+ 4	18,265	175	171	150
Industrial supplies.....	64	- 9	- 7	3,614	- 4	121,619	40	- 2	- 2	2,898	140	122	136
Plumbing and heating supplies.....	63	- 2	-11	2,969	+ 3	67,437	29	+ 3	- 2	1,234	158	171	142
Jewelry.....	44	- 3	- 1	1,787	- 2	23,213	15	-10	-13	1,499	186	193	226
Optical Goods.....	16	- 9	-17	211	+ 1	3,155	6	+22	+ 6	133	168	128	147
Lumber and Building Materials.....	52	- 1	-14	2,757	- 5	64,275	27	- 4	- 3	2,057	168	165	147
Machinery, Equipment, and Supplies, except Electrical... Surgical, Medical, and Hospital Eqpt. and Supplies... Metals.....	40 18 23	+ 2 - 4 -18	- 4 - 7 -11	1,471 1,095 2,046	+ 2 + 4 + 9	40,835 12,935 53,083	26 10 11	+14 + 5 -28	+ 3 +13 - 4	1,725 742 2,121	173 86 191	156 76 202	158 69 165
Paper and Its Products.....	71	-11	- 8	4,934	+ 2	92,804	30	- 9	- 6	2,512	112	113	115
Petroleum.....	7	- 8	- 9	298	+ 5	6,719	f	f	f	f	f	f	f
Tobacco and Its Products.....	122	-15	- 3	12,864	+ 1	245,718	35	-23	- 1	1,308	36	40	34
Leather and Shoe Findings.....	29	- 1	-16	442	- 2	6,028	16	+24	- 3	381	204	160	145
Miscellaneous.....	13	- 9	+14	2,318	+ 6	29,303	14	+12	- 8	2,041	108	96	162

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

b Number does not apply in all cases to the year-to-date figures.

c Less than 0.5 percent.

d Not affiliated with voluntary or cooperative groups.

e Chiefly of the wholesale drug trade.

f Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
DECEMBER 1944

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		December 1944	December 1943	November 1944	Percent change		As of December 1, 1944 (Add 000)
					December 1944 vs. December 1943	December 1944 vs. November 1944	
UNITED STATES	1,839	133	125	128	- 6	- 3	\$135,488
Automotive Supplies.....	189	36	93	97	+10	- 2	4,407
Chemicals (industrial).....	14	118	125	127	+ 7	+ 2	622
Paints and Varnishes.....	19	87	89	81	+21	- 7	555
Clothing and Furnishings, except Shoes.....	24	117	103	118	- 5	-16	2,279
Shoes and Other Footwear.....	13	99	87	89	- 9	-16	1,418
Coal.....	9	126	117	135	-14	- 7	1,510
Drugs and Sundries (liquor excluded).....	59	114	114	108	b	- 6	8,335
Dry Goods.....	40	84	84	74	-12	-15	8,887
Electrical Goods.....	240	94	85	92	-13	+ 4	17,010
Dairy and Poultry Products.....	15	186	202	180	+ 4	- 5	601
Fresh Fruits and Vegetables.....	60	202	197	207	- 2	+ 9	2,080
Farm Supplies.....	13	155	174	168	+ 2	+12	957
Furniture and House Furnishings.....	20	104	98	97	- 5	- 6	1,014
Groceries and Foods, except Farm Products.....	437	172	174	169	+ 5	- 1	27,958
Full-line wholesalers ^c	241	162	159	158	+ 2	- 2	15,641
Voluntary-group wholesalers.....	99	187	195	185	+6	b	7,685
Retailer-cooperative warehouses.....	14	237	234	248	+25	+ 6	1,609
Specialty lines.....	65	146	150	147	+ 8	b	3,022
Confectionery.....	27	156	165	151	- 6	- 7	407
Meats and Meat Products.....	61	241	176	238	-24	+ 8	11,237
Beer.....	20	142	134	137	+ 5	- 5	260
Wines and Liquors.....	13	167	202	137	+49	+ 3	2,780
Total Hardware Group.....	217	103	101	99	- 2	- 6	22,123
General hardware.....	98	109	107	104	+ 1	- 6	14,981
Industrial supplies.....	60	93	92	94	-11	- 6	3,805
Plumbing and heating supplies.....	59	90	87	82	- 4	- 8	3,337
Jewelry.....	34	84	77	71	-10	+ 1	1,888
Optical Goods.....	12	94	90	98	-10	- 6	190
Lumber and Building Materials.....	47	111	110	109	+ 3	-10	2,659
Machinery, Equipment, and Supplies, except Electrical.....	32	95	89	95	+ 2	-10	1,513
Surgical, Medical, and Hospital Equipment and Supplies.....	18	82	49	67	- 6	+20	1,513
Metals.....	22	132	111	140	-20	- 6	1,610
Paper and Its Products.....	63	100	90	95	-18	-10	5,018
Petroleum.....	5	103	101	100	b	-11	110
Tobacco and Its Products.....	80	180	175	177	-19	+ 1	4,412
Leather and Shoe Findings.....	22	90	90	99	- 4	- 4	427
Miscellaneous.....	14	118	117	108	+ 1	+ 2	1,930

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
DECEMBER 1944

Page 4

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales ^b	Percent change		December 1944 (Add 000)	Percent change from 12 mos. 1943	Twelve months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1944 (Add 000)	Dec. 1944	Dec. 1943	Nov. 1944
		Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944					Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944				
New England.....	168	- 6	c	\$13,285	- 2	\$204,757	96	- 6	- 3	\$5,798	79	77	83
Automotive Supplies.....	8	+11	- 9	172	+ 9	2,070	d	d	d	d	d	d	d
Chemicals (industrial).....	4	+13	- 6	202	+ 5	5,824	d	d	d	d	d	d	d
Drugs and Sundries (liquor-excluded).....	11	-13	-12	1,557	+ 1	20,866	5	+ 7	- 3	724	169	142	167
Dry Goods.....	5	+18	-10	162	- 4	2,167	d	d	d	d	d	d	d
Electrical Goods.....	27	-25	+ 9	1,480	-19	19,141	23	+ 8	+13	962	67	46	65
Fresh Fruits and Vegetables.....	9	+11	- 5	621	+ 1	7,920	7	c	-36	39	16	15	23
Furniture and House Furnishings.....	4	+ 7	-10	195	- 7	3,161	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	21	+13	+ 7	1,641	+ 3	38,120	12	-10	+ 2	1,327	130	171	133
Meats and Meat Products.....	6	-18	- 6	1,503	- 7	27,491	4	-32	-10	344	24	29	25
General Hardware.....	6	+ 3	c	249	+10	3,478	d	d	d	d	d	d	d
Industrial Supplies.....	8	- 8	+15	514	-10	8,321	6	-11	- 7	517	115	121	146
Plumbing and Heating Supplies.....	6	+28	-16	91	+ 9	989	d	d	d	d	d	d	d
Jewelry.....	5	+17	-16	119	+ 1	2,094	d	d	d	d	d	d	d
Optical Goods.....	5	-13	-19	35	- 3	423	d	d	d	d	d	d	d
Metals.....	4	- 5	+ 9	254	-10	2,802	d	d	d	d	d	d	d
Paper and Its Products.....	6	-17	- 4	265	+ 1	3,891	d	d	d	d	d	d	d
Tobacco and Its Products.....	12	- 7	+11	2,163	- 3	25,696	d	d	d	d	d	d	d
Middle Atlantic.....	465	+ 2	+ 1	52,802	+ 3	895,061	244	- 4	- 2	16,848	102	100	99
Automotive Supplies.....	35	+19	-12	589	+23	7,325	27	+14	- 4	748	186	197	172
Chemicals (industrial).....	4	+13	-13	119	-22	3,809	d	d	d	d	d	d	d
Paints and Varnishes.....	4	-10	-10	27	+ 2	656	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	8	+ 3	-21	1,521	+14	29,655	4	- 7	+33	200	117	113	64
Shoes and Other Footwear.....	6	+ 9	-13	368	+ 1	6,850	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	23	-11	-12	5,183	+ 3	70,833	6	+ 7	c	1,255	133	107	117
Dry Goods.....	28	- 8	- 2	2,783	- 3	54,025	13	-27	-12	1,137	123	151	164
Electrical Goods.....	52	- 7	+ 4	3,156	- 8	69,836	41	+14	+ 4	1,708	62	50	65
Dairy and Poultry Products.....	5	c	- 1	804	+ 5	17,911	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	16	+ 1	c	800	- 1	9,662	8	+17	- 9	42	10	8	10
Furniture and House Furnishings.....	5	-33	-25	219	- 8	10,493	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	81	+ 7	- 2	11,280	+ 8	145,444	35	+ 2	+ 1	4,232	104	108	102
Confectionery.....	5	+24	-14	193	+14	969	d	d	d	d	d	d	d
Meats and Meat Products.....	20	+25	+29	11,983	- 3	111,056	18	-10	+ 1	434	41	48	35
Beer.....	12	+ 6	- 2	277	+15	4,361	8	+48	- 6	34	15	11	15
General Hardware.....	24	+ 2	- 4	2,844	+ 2	40,520	13	+ 3	+ 6	2,280	185	193	159
Industrial Supplies.....	20	-19	- 8	981	-10	35,145	13	+ 4	+ 1	988	133	100	121
Plumbing and Heating Supplies.....	17	+17	-21	481	+ 7	12,921	7	- 3	- 8	176	196	245	171
Jewelry.....	11	- 4	-13	302	- 2	5,743	d	d	d	d	d	d	d
Optical Goods.....	6	- 8	-23	105	- 2	1,641	d	d	d	d	d	d	d
Lumber and Building Materials.....	9	-11	-14	348	-11	12,488	4	- 6	+ 5	180	115	124	89
Paper and Its Products.....	20	-15	-11	1,099	+ 2	33,097	12	- 9	-11	594	93	95	96
Tobacco and Its Products.....	20	-15	- 4	1,914	+ 6	76,729	6	-34	-10	176	26	31	27
Leather and Shoe Findings.....	9	-17	-25	38	-14	272	5	- 9	+13	72	313	282	206
East North Central.....	489	- 1	- 4	48,979	+ 4	729,287	286	- 6	+ 1	32,472	107	112	102
Automotive Supplies.....	50	+ 8	- 9	1,248	+18	21,950	34	+17	- 1	1,256	162	155	150
Paints and Varnishes.....	7	- 3	- 8	250	+ 3	4,533	4	+21	+27	329	141	111	102
Clothing and Furnishings, except Shoes.....	4	c	- 7	53	- 8	2,443	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	-10	-13	4,092	+ 5	63,169	6	+ 2	- 6	908	162	148	155
Electrical Goods.....	43	+ 5	+ 9	3,250	+ 5	67,138	36	+12	- 5	1,995	66	62	77
Dairy and Poultry Products.....	11	c	-10	390	- 3	7,515	5	+ 5	-11	68	36	35	39
Fresh Fruits and Vegetables.....	13	+ 7	+ 2	1,185	- 1	11,516	8	+ 5	+ 8	183	31	31	33
Farm Supplies.....	4	- 1	-12	161	+ 5	5,694	d	d	d	d	d	d	d
Furniture and House Furnishings.....	4	+18	-16	191	- 6	5,186	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	107	+ 5	- 3	15,757	+ 9	201,862	77	-12	+ 3	13,583	123	147	115
Confectionery.....	9	- 3	- 1	188	+ 2	2,269	4	c	+23	69	66	65	62

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
DECEMBER 1944

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 ^b	Percent change		December 1944 (Add 000)	Percent change from 12 mos. 1943	Twelve months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1944 (Add 000)	Dec. 1944	Dec. 1943	Nov. 1944
		Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944					Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944				
East North Central (continued)													
Meats and Meat Products.....	17	- 9	+ 3	\$5,081	- 5	\$63,630	13	-17	+ 2	\$1,809	44	45	44
Beer.....	17	+ 2	- 5	496	+10	7,436	10	+25	+14	66	26	24	23
Wines and Liquors.....	7	+18	+ 8	879	+ 4	11,976	5	+15	- 7	526	75	85	87
General Hardware.....	13	- 4	-13	2,979	+ 4	54,108	11	- 5	+ 5	4,951	169	171	139
Industrial Supplies.....	10	- 6	- 9	783	- 4	15,039	5	+20	- 2	200	129	94	112
Plumbing and Heating Supplies.....	21	+ 4	-12	831	+ 6	9,456	14	+ 2	- 1	734	144	144	129
Jewelry.....	12	+ 6	-13	348	c	4,676	d	d	d	d	d	d	d
Lumber and Building Materials.....	10	- 3	-19	322	+ 6	7,058	4	- 4	+14	163	154	139	116
Machinery, Eqpt., and Supplies, except Electrical...	14	c	- 4	549	+ 1	9,053	10	+ 7	+ 1	537	115	110	107
Surgical, Medical, and Hospital Eqpt. and Supplies..	7	- 8	-10	848	+ 2	8,989	5	+ 2	+17	578	76	68	58
Metals.....	7	c	+ 1	707	+ 9	16,270	4	-21	+11	640	178	218	163
Paper and Its Products.....	21	-12	-10	2,119	+ 2	31,678	8	- 1	+ 1	775	104	94	95
Tobacco and Its Products.....	36	-14	- 3	3,704	c	51,465	12	-27	+ 6	560	40	46	34
Leather and Shoe Findings.....	4	- 1	-19	82	- 2	1,306	d	d	d	d	d	d	d
West North Central.....	243	- 5	- 3	24,683	+ 4	498,969	158	- 4	- 2	20,935	137	134	142
Automotive Supplies.....	28	+14	- 2	1,231	+23	16,048	21	+28	+ 8	1,089	226	203	202
Drugs and Sundries (liquor excluded).....	14	- 8	-11	2,571	+ 4	38,650	d	d	d	d	d	d	d
Electrical Goods.....	30	+19	+14	1,708	+13	20,311	29	+21	- 1	1,240	81	79	95
Fresh Fruits and Vegetables.....	6	+ 8	+10	377	+11	7,695	4	-11	- 9	62	31	35	36
Farm Supplies.....	4	+ 2	-17	1,681	- 4	17,644	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	67	+ 3	- 8	5,582	+10	123,897	50	- 7	+ 1	5,756	132	147	125
Beer.....	8	+13	+ 4	137	+14	3,000	d	d	d	d	d	d	d
General Hardware.....	11	- 2	-12	2,422	+ 9	61,579	10	+ 3	c	4,261	189	177	170
Industrial Supplies.....	8	- 6	- 1	358	+ 2	5,848	4	- 9	- 3	139	110	110	114
Plumbing and Heating Supplies.....	7	+15	- 7	317	+ 5	6,408	d	d	d	d	d	d	d
Jewelry.....	5	+26	+ 4	83	-10	1,181	d	d	d	d	d	d	d
Lumber and Building Materials.....	4	-11	-37	85	- 2	7,370	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical...	4	+21	+ 3	202	+ 1	2,925	d	d	d	d	d	d	d
Paper and Its Products.....	5	+ 3	- 4	126	+ 1	2,532	d	d	d	d	d	d	d
Tobacco and Its Products.....	12	-19	- 5	761	- 1	15,794	4	-32	- 8	109	46	57	49
South Atlantic.....	353	+ 1	- 5	26,503	+ 4	415,809	186	+ 1	+ 1	13,809	101	107	96
Automotive Supplies.....	22	+ 7	- 6	513	+14	10,247	14	+20	+ 3	451	153	148	137
Clothing and Furnishings, except Shoes.....	6	+ 8	-36	231	+ 3	3,442	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	24	- 8	- 9	2,953	+ 5	36,913	7	+17	c	1,929	191	149	185
Dry Goods.....	4	- 7	-21	558	+ 3	18,650	d	d	d	d	d	d	d
Electrical Goods.....	45	+ 7	+ 9	3,106	- 4	42,844	41	+17	- 2	2,115	71	65	80
Fresh Fruits and Vegetables.....	15	- 1	+ 9	1,070	c	18,895	4	+33	+10	32	19	13	20
Furniture and House Furnishings.....	4	- 4	+ 4	270	-10	3,255	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	107	- 2	-12	6,907	+ 7	107,430	51	- 6	- 5	3,705	108	117	100
Confectionery.....	21	c	+ 3	413	+ 8	6,058	11	- 3	- 3	108	52	55	52
Meats and Meat Products.....	5	+ 6	-12	739	+ 8	11,175	d	d	d	d	d	d	d
Beer.....	4	- 5	- 9	124	c	4,092	d	d	d	d	d	d	d
General Hardware.....	20	+14	- 6	2,007	+ 9	27,060	14	+10	+ 2	1,604	143	149	127
Industrial Supplies.....	10	c	-13	581	+ 7	11,649	7	- 6	- 2	516	136	151	123
Lumber and Building Materials.....	7	+16	-16	391	- 2	7,390	4	+19	+11	343	266	255	183
Machinery, Eqpt., and Supplies, except Electrical...	6	+ 8	+ 3	205	c	4,086	d	d	d	d	d	d	d
Metals.....	4	- 4	-18	173	+ 6	2,029	d	d	d	d	d	d	d
Paper and Its Products.....	9	-13	-14	401	- 2	7,184	d	d	d	d	d	d	d
Tobacco and Its Products.....	17	-22	-15	1,870	- 2	28,845	6	-10	- 9	194	32	34	34

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
DECEMBER 1944

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 ^b	Percent change		December 1944 (Add 000)	Percent change from 12 mos. 1943	Twelve months 1944 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1944 (Add 000)	Dec. 1944	Dec. 1943	Nov. 1944
		Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944					Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944				
East South Central.....	125	+ 3	- 6	\$11,110	+ 9	\$176,479	66	- 1	+ 7	\$6,183	120	127	107
Drugs and Sundries (liquor excluded).....	12	- 4	-12	1,963	+ 6	26,165	d	d	d	d	d	d	d
Electrical Goods.....	11	+47	+27	705	+20	6,985	8	+18	- 1	293	45	59	58
Fresh Fruits and Vegetables.....	6	+ 7	+ 5	244	+ 9	3,852	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	35	+ 5	-10	2,797	+10	39,742	22	- 4	+ 6	2,425	131	148	109
Confectionery.....	9	-10	- 6	205	+ 9	2,218	4	- 6	- 7	186	119	109	123
Beer.....	4	-25	+ 7	49	- 7	657	d	d	d	d	d	d	d
Wines and Liquors.....	4	+ 4	+20	1,057	+21	7,042	d	d	d	d	d	d	d
General Hardware.....	8	+ 4	- 9	1,386	+ 8	24,055	d	d	d	d	d	d	d
Industrial Supplies.....	5	+13	-23	236	+26	4,171	d	d	d	d	d	d	d
Tobacco and Its Products.....	4	-14	- 5	608	c	9,990	d	d	d	d	d	d	d
West South Central.....	216	+ 4	- 2	21,166	+ 6	340,682	131	+ 6	- c	15,578	128	124	125
Automotive Supplies.....	16	+ 9	- 2	428	+18	7,732	11	+16	- c	295	126	106	110
Drugs and Sundries (liquor excluded).....	15	- 7	-15	2,269	+ 8	38,769	d	d	d	d	d	d	d
Electrical Goods.....	24	- 1	+ 6	1,397	- 2	15,746	20	+36	+10	1,008	77	58	75
Farm Supplies.....	4	- 9	-14	386	c	4,741	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	100	+ 8	- 3	9,675	+ 5	152,638	66	- 2	- 1	6,525	115	124	111
General Hardware.....	14	+ 5	-16	1,560	+ 5	32,647	8	+ 9	+ 8	1,696	163	162	128
Machinery, Eqpt., and Supplies, except Electrical...	4	+ 6	-10	172	+25	4,383	d	d	d	d	d	d	d
Tobacco and Its Products.....	7	-17	- 7	526	+ 2	11,815	d	d	d	d	d	d	d
Mountain.....	103	- 1	+ 3	8,352	+ 2	124,793	71	+ 2	+ 1	7,678	147	146	143
Automotive Supplies.....	9	+21	- 3	283	+16	5,504	7	+20	+ 8	459	207	225	187
Drugs and Sundries (liquor excluded).....	6	- 2	- 5	1,353	+13	13,805	d	d	d	d	d	d	d
Electrical Goods.....	10	+13	+27	572	- 5	7,291	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	34	c	- 1	2,841	+ 5	37,183	31	- 6	+ 3	4,245	155	164	149
General Hardware.....	5	-11	+26	692	+ 5	10,334	d	d	d	d	d	d	d
Lumber and Building Materials.....	4	-19	-11	343	-16	9,518	d	d	d	d	d	d	d
Pacific.....	196	+ 3	- 1	28,695	+ 4	606,268	95	+ 6	- 1	15,220	115	118	122
Automotive Supplies.....	44	+ 9	- 5	1,086	+22	22,359	26	+16	+ 7	1,625	205	191	180
Clothing and Furnishings, except Shoes.....	5	+ 9	- 3	126	- 2	1,622	d	d	d	d	d	d	d
Electrical Goods.....	14	+ 4	c	2,671	- 9	48,623	14	+ 9	+ 3	2,338	88	84	85
Fresh Fruits and Vegetables.....	6	+ 9	+11	1,626	- 1	19,403	d	d	d	d	d	d	d
Furniture and House Furnishings.....	6	- 4	-15	115	- 5	13,645	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	28	+ 9	- 3	4,898	+10	185,481	13	- 8	- 6	2,599	107	131	119
Meats and Meat Products.....	5	- 6	+ 8	764	+ 7	15,239	d	d	d	d	d	d	d
Beer.....	4	+21	+10	143	+ 1	2,793	d	d	d	d	d	d	d
General Hardware.....	9	- 6	- 9	2,008	- 2	65,820	4	+ 3	c	2,072	177	160	172
Plumbing and Heating Supplies.....	6	-18	- 5	1,119	-12	16,867	d	d	d	d	d	d	d
Jewelry.....	5	- 9	+12	606	- 3	5,525	d	d	d	d	d	d	d
Lumber and Building Materials.....	14	- 3	-11	899	- 1	15,670	9	-19	-16	623	144	166	159
Machinery, Eqpt., and Supplies, except Electrical...	4	-10	- 5	146	- 3	6,203	d	d	d	d	d	d	d
Tobacco and Its Products.....	11	-16	+ 1	1,284	- 1	25,453	d	d	d	d	d	d	d

The stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
 Number does not apply in all cases to the year-to-date figures.

c Less than 0.5 percent.
 d Insufficient data to show separately.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
DECEMBER 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Dec. 1944	Dec. 1943	Nov. 1944	Percent change		As of December 1, 1944 (Add 000)
					Dec. 1944 vs.	Dec. 1944 vs.	
					Dec. 1943	Nov. 1944	
New England.....	134	132	124	132	-16	-2	\$7,102
Automotive Supplies.....	6	91	77	89	+5	-6	150
Drugs and Sundries (liquor excluded).....	7	127	134	123	+9	-1	626
Dry Goods.....	5	98	99	106	-4	+2	181
Electrical Goods.....	25	91	84	92	-42	b	1,449
Fresh Fruits and Vegetables.....	8	274	236	277	-10	+3	186
Groceries and Foods, except Farm Products.....	15	166	156	152	+2	+1	797
Meats and Meat Products.....	5	253	244	269	-23	-1	556
General Hardware.....	6	88	80	87	-4	-1	286
Industrial Supplies.....	7	98	108	101	-2	+6	317
Plumbing and Heating Supplies.....	6	76	79	74	+9	-14	139
Jewelry.....	4	97	88	85	-12	-8	164
Metals.....	4	145	142	179	+2	+14	159
Paper and Its Products.....	5	108	97	114	-10	-1	253
Tobacco and Its Products.....	9	198	185	178	-16	+2	369
Middle Atlantic.....	363	146	124	135	-7	-4	28,439
Automotive Supplies.....	31	91	85	90	+19	-2	480
Clothing and Furnishings, except Shoes.....	8	127	104	135	-9	-21	1,332
Shoes and Other Footwear.....	6	126	93	94	-20	-37	314
Drugs and Sundries (liquor excluded).....	12	98	98	95	-1	-6	2,633
Dry Goods.....	21	92	101	84	b	-5	1,611
Electrical Goods.....	49	98	83	98	-13	+1	3,037
Dairy and Poultry Products.....	4	240	325	230	+19	-9	186
Fresh Fruits and Vegetables.....	13	184	209	217	-2	+6	314
Furniture and House Furnishings.....	4	97	101	98	-10	-10	253
Groceries and Foods, except Farm Products.....	57	162	174	172	+12	+3	5,464
Meats and Meat Products.....	19	373	172	272	-29	-3	3,018
Beer.....	7	132	133	144	+6	-3	127
General Hardware.....	21	97	101	93	+4	b	2,876
Industrial Supplies.....	19	86	81	89	-24	-8	1,143
Plumbing and Heating Supplies.....	15	100	93	68	+20	-20	610
Jewelry.....	8	88	89	71	-9	-6	300
Optical Goods.....	5	91	87	101	-4	-2	114
Lumber and Building Materials.....	7	107	99	101	b	-1	350
Paper and Its Products.....	17	97	85	92	-22	-13	1,172
Tobacco and Its Products.....	10	216	219	215	-13	-4	772
Leather and Shoe Findings.....	5	91	100	115	-21	-15	22
East North Central.....	371	137	131	132	-5	-2	26,319
Automotive Supplies.....	44	108	104	114	+7	-1	970
Paints and Varnishes.....	7	92	96	83	+43	+7	300
Drugs and Sundries (liquor excluded).....	11	126	126	111	b	-8	1,189
Electrical Goods.....	36	98	95	100	-4	+7	2,573
Dairy and Poultry Products.....	7	184	170	168	-4	-8	73
Fresh Fruits and Vegetables.....	9	270	270	367	+14	+51	284
Furniture and House Furnishings.....	4	130	134	108	+27	-3	201
Groceries and Foods, except Farm Products.....	70	173	166	160	+1	-3	6,518
Confectionery.....	5	308	215	256	-29	-4	24
Meats and Meat Products.....	14	248	212	242	-23	-2	1,493
Beer.....	5	133	119	138	+5	+10	87
Wines and Liquors.....	5	387	428	299	+9	-8	119
General Hardware.....	12	113	109	111	-1	-9	3,004
Industrial Supplies.....	10	85	93	94	-3	+1	933
Plumbing and Heating Supplies.....	20	97	97	99	+6	-2	912
Jewelry.....	7	91	94	84	+19	+8	295
Lumber and Building Materials.....	10	126	115	112	-8	-19	303
Machinery, Eqpt., and Supplies, except Electrical..	12	83	82	85	+12	-1	586
Surgical, Medical, and Hospital Eqpt. and Supplies..	7	62	46	69	-12	+24	1,168
Metals.....	6	135	125	140	-12	-2	469
Paper and Its Products.....	21	110	97	102	-24	-10	2,078
Tobacco and Its Products.....	25	179	171	168	-23	-7	1,401
Leather and Shoe Findings.....	4	97	96	103	+3	-2	94
West North Central.....	190	120	117	108	-5	-9	15,923
Automotive Supplies.....	26	97	94	98	+6	-6	663
Drugs and Sundries (liquor excluded).....	4	126	134	123	+2	-4	710
Electrical Goods.....	29	96	92	86	+18	+6	1,586
Fresh Fruits and Vegetables.....	4	156	163	139	+24	+7	179
Groceries and Foods, except Farm Products.....	55	218	241	216	+11	+3	2,364
Beer.....	6	153	173	167	+30	-4	43
General Hardware.....	11	131	125	117	-1	-14	2,138
Industrial Supplies.....	8	116	105	97	-14	-20	338
Plumbing and Heating Supplies.....	7	82	77	80	-1	-6	285
Jewelry.....	5	93	90	77	b	-3	99

(Continued on next page)

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
DECEMBER 1944

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Dec. 1944	Dec. 1943	Nov. 1944	Percent change		As of December 1, 1944 (Add 000)
					Dec. 1944 vs. Dec. 1943	Dec. 1944 vs. Nov. 1944	
South Atlantic.....	271	123	120	123	- 3	- 2	\$14,894
Automotive Supplies.....	18	95	85	89	b	- 4	346
Clothing and Furnishings, except Shoes.....	6	98	98	78	+ 6	+ 4	479
Drugs and Sundries (liquor excluded).....	13	122	118	125	- 3	- 3	1,448
Dry Goods.....	4	95	89	83	- 4	-13	814
Electrical Goods.....	45	88	81	87	- 9	- 1	3,208
Fresh Fruits and Vegetables.....	12	177	157	167	- 5	+ 7	375
Groceries and Foods, except Farm Products.....	79	170	171	173	- 2	- 4	2,997
Confectionery.....	10	122	118	125	- 8	- 4	203
Meats and Meat Products.....	4	217	215	249	+10	+11	307
General Hardware.....	20	107	102	110	+ 3	- 1	1,908
Industrial Supplies.....	8	106	108	103	+ 7	- 5	569
Lumber and Building Materials.....	6	112	115	125	+ 6	- 6	339
Machinery, Eqpt., and Supplies, except Electrical...	5	95	95	106	- 4	- 5	119
Metals.....	4	111	91	118	+ 5	+ 3	178
Paper and Its Products.....	8	89	89	92	-11	b	459
Tobacco and Its Products.....	13	158	175	178	-22	+ 3	641
East South Central.....	93	132	131	125	+ 1	- 5	6,111
Drugs and Sundries (liquor excluded).....	4	102	103	98	+ 4	-12	370
Electrical Goods.....	10	106	91	104	- 4	+ 6	545
Fresh Fruits and Vegetables.....	5	225	214	249	+ 4	+ 6	103
Groceries and Foods, except Farm Products.....	32	154	163	148	+10	- 5	1,801
Confectionery.....	4	197	256	182	- 2	-18	106
General Hardware.....	5	108	105	96	+ 6	-13	758
Industrial Supplies.....	5	86	85	90	- 4	- 5	328
West South Central.....	160	138	131	130	- 3	- 3	11,138
Automotive Supplies.....	11	92	88	99	+ 5	+ 2	237
Drugs and Sundries (liquor excluded).....	7	115	111	104	+ 1	- 7	1,317
Electrical Goods.....	22	99	88	94	-17	+ 6	1,300
Groceries and Foods, except Farm Products.....	74	180	151	155	b	- 2	4,473
General Hardware.....	12	120	120	109	+15	+ 1	1,561
Mountain.....	83	144	138	123	- 8	-10	4,015
Automotive Supplies.....	9	92	91	88	+19	- 8	292
Electrical Goods.....	10	102	91	84	b	+ 9	561
Fresh Fruits and Vegetables.....	4	189	127	119	-30	- 6	59
Groceries and Foods, except Farm Products.....	32	181	185	157	b	- 1	1,505
Lumber and Building Materials.....	4	105	105	98	-11	-20	366
Pacific.....	185	117	118	113	- 1	b	16,741
Automotive Supplies.....	42	89	91	91	+12	- 2	1,161
Clothing and Furnishings, except Shoes.....	4	93	113	84	- 1	-14	134
Electrical Goods.....	14	87	80	86	-14	+ 7	2,751
Fresh Fruits and Vegetables.....	4	182	187	175	- 7	+ 5	519
Furniture and House Furnishings.....	6	128	107	117	-17	-14	104
Groceries and Foods, except Farm Products.....	23	178	193	195	+14	+ 8	2,039
Meats and Meat Products.....	4	281	420	329	+11	+18	497
General Hardware.....	8	98	95	91	- 6	- 8	2,229
Plumbing and Heating Supplies.....	6	81	80	78	-21	- 7	1,325
Jewelry.....	5	85	58	56	-20	+ 3	759
Lumber and Building Materials.....	13	100	111	99	+20	-14	928
Machinery, Eqpt., and Supplies, except Electrical...	4	83	81	118	-10	- 4	178
Tobacco and Its Products.....	10	136	124	136	-18	+15	857

^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.)