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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

JANUARY 1945

Sales of wholesalers for January 1945 were 9 percent ahead of the dollar volume recorded for January 1944, according to an announcement released today by J. C. Capt, Director of the Census. Almost no change in sales was noted for the first month of 1945 compared with the last month of 1944. These data are based upon reports covering 2,580 wholesale establishments.

Of the 35 trades shown separately in this report, the wholesalers of clothing and furnishings, except shoes, showed the highest sales increase (31%) for January 1945 vs. January 1944. Wholesalers' sales were up substantially for automotive supplies and wines and liquors (each 29%), paints and varnishes and liquor departments of other trades (each 19%), leather and shoe findings (18%), and groceries and foods, except farm products (17%). A few moderate decreases occurred: Dry goods and meats and meat products (each 6%), farm supplies (7%), and jewelry (9%). Although seasonally sales were almost unchanged, 7 trades reported substantial increases for January 1945 over December 1944, ranging from 15 percent for coal wholesalers to 45 percent for wholesalers of clothing and furnishings, except shoes.

Inventories, in terms of dollars based on cost values, at the close of January 1945 were down slightly (2%) from those of January 1944. Percentage changes varied, however, among the trades from a gain of 31 percent for wines and liquors to a decrease of 34 percent for wholesalers of clothing and furnishings, except shoes. Substantial increases in stocks were reported for automotive supplies (18%) and for leather and shoe findings (17%). Hardware wholesalers noted a slight (2%) increase, while stocks of groceries and foods were off 7 percent.

The stock-sales ratio for 1,561 wholesalers was 115 for January 1945, 128 for January 1944, and 115 for December 1944. Wholesalers of shoes and other footwear, with a 9 percent sales increase for January 1945 vs. January 1944 and a 19 percent drop in stocks, showed a stock-sales ratio of 41 this January as against 57 for January 1944. Sales of confectionery wholesalers were virtually unchanged, and inventories were off 12 percent, reflected in a stock-sales ratio of 77 for January 1945 vs. 87 for January 1944. Wholesalers of furniture and house furnishings noted a 12 percent sales increase and an 8 percent decrease in inventories--a stock-sales ratio of 123 for this January compared with 157 a year ago. For January 1945, wholesalers of paper and its products reported a 4 percent gain in dollar volume, but an 8 percent decrease in inventories, resulting in a stock-sales ratio of 88 as against 95 in January 1944.

Collections on accounts receivable were 8 percent higher for January 1945 than for January 1944, and slightly (2%) under those for December 1944. The collection percentage for January 1945 was 128; for January 1944, 119; and for December 1944, 130. Accounts receivable were slightly (2%) less on January 1, 1945 than on January 1, 1944, and at the beginning of this January the amount of outstandings was down 4 percent from the amount of outstandings recorded on December 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. No adjustments have been made for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
JANUARY 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [a]		
	Number of firms reporting sales	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	January 1945 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	Jan. 31, 1945 (Add 000)	Jan. 1945	Jan. 1944	Dec. 1944
UNITED STATES	2,580	+ 9	b	$278,040	1,561	- 2	- 1	$188,551	115	128	115
Automotive Supplies	238	+29	+ 5	7,237	149	+18	+ 2	6,375	159	168	169
Chemicals (industrial)	14	+ 4	+ 7	758	7	+ 4	- 5	368	88	86	98
Paints and Varnishes	54	+19	+18	3,391	11	+ 4	- 6	632	145	157	183
Clothing and Furnishings, except Shoes	32	+31	+45	3,769	14	-34	-32	329	56	91	132
Shoes and Other Footwear	24	+ 9	- 5	14,860	13	-19	+ 3	2,915	41	57	43
Coal	11	+ 8	+15	2,304	5	+13	-25	1,629	231	203	370
Drugs and Sundries (liquor excluded)	131	+ 8	+14	28,915	95	- 3	+ 1	31,994	146	162	163
Dry Goods	83	- 6	+31	16,592	45	-25	- 9	10,768	105	126	141
El trical Goods	278	+13	-13	18,501	246	+13	- 2	13,612	83	83	72
Dairy and Poultry Products	30	- 3	+ 2	2,204	16	- 5	- 3	159	24	27	25
Fresh Fruits and Vegetables	79	+10	-10	5,885	39	+ 9	+ 4	657	21	20	19
Farm Supplies	21	- 7	+28	4,695	15	-18	- 1	1,929	66	86	91
Furniture and House Furnishings	32	+12	-14	2,310	10	- 8	- 8	1,579	123	157	99
Groceries and Foods, except Farm Products	612	+17	+ 5	74,130	371	- 7	- 3	51,826	120	148	127
Full-line wholesalers [c]	334	+16	+ 6	35,482	201	- 7	- 2	28,675	120	150	128
Voluntary-group wholesalers	135	+18	+ 5	23,286	94	- 9	- 5	16,942	130	166	136
Retailer-cooperative warehouses	18	+20	+13	4,834	10	- 4	- 5	2,256	96	115	111
Specialty lines	125	+18	+ 2	10,528	66	+ 4	+ 3	3,953	95	105	100
Confectionery	52	+ 1	-13	1,047	26	-12	- 6	573	77	87	70
Meats and Meat Products	61	- 6	-13	19,446	40	-22	- 2	3,050	46	54	48
Beer	59	+ 3	- 6	1,373	35	+10	-12	319	40	36	42
Wines and Liquors	25	+29	-20	3,994	15	+31	+ 3	2,563	112	107	81
Liquor Department of Other Trades [d]	34	+19	-34	8,046	e	e	e	e	e	e	e
Total Hardware Group	236	+11	+ 1	25,699	147	+ 2	+ 2	26,963	170	182	160
General hardware	109	+13	+ 3	16,755	68	+ 3	+ 5	18,775	176	193	167
Industrial Supplies	65	+ 5	- 6	6,240	45	- 1	- 5	6,604	154	155	143
Plumbing and heating supplies	62	+ 8	+ 1	2,704	34	+ 4	+ 3	1,584	168	192	165
Jewelry	45	- 9	-41	1,078	19	- 6	+17	959	284	249	126
Optical Goods	14	- 2	+17	208	5	+27	- 5	94	157	115	187
Lumber and Building Materials	62	+ 5	+ 3	3,619	36	+ 6	- 1	2,801	126	122	132
Machinery, Equipment, and Supplies, except Electrical	39	+13	+ 5	1,542	28	+ 5	b	1,817	168	174	169
Surgical, Medical, and Hospital Eqpt. and Supplies	22	+ 6	+ 3	553	15	+ 8	- 2	701	199	195	213
Metals	18	+ 5	+ 5	1,502	7	- 7	+ 3	1,133	195	285	196
Paper and Its Products	69	+ 4	+14	5,081	29	- 8	- 3	2,109	88	95	104
Petroleum	6	- 1	b	279	e	e	e	e	e	e	e
Tobacco and Its Products	138	+ 5	-11	15,752	55	-24	+ 5	3,470	44	62	37
Leather and Shoe Findings	43	+18	+29	782	22	+17	- 3	726	157	168	241
Miscellaneous	18	- 1	+ 1	2,688	46	+36	+ 6	16,495	184	154	119

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

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JANUARY 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		January 1945	January 1944	December 1944	January 1945 vs. January 1944	January 1945 vs. December 1944	As of January 1, 1945 (Add 000)
UNITED STATES	2,036	128	119	130	- 2	- 4	$165,502
Automotive Supplies	194	93	96	93	+23	- 2	4,759
Chemicals (industrial)	13	114	114	120	+ 7	+ 4	597
Paints and Varnishes	21	87	79	81	- 8	-14	591
Clothing and Furnishings, except Shoes	28	134	101	103	- 9	-20	2,640
Shoes and Other Footwear	20	103	99	101	- 2	- 7	5,905
Coal	10	116	114	120	+ 1	+20	1,687
Drugs and Sundries (liquor excluded)	119	109	106	109	- 5	-11	20,439
Dry Goods	74	96	85	92	-11	-17	13,920
Electrical Goods	262	90	77	88	- 7	+ 6	165,502
Dairy and Poultry Products	21	188	182	188	+ 2	b	693
Fresh Fruits and Vegetables	62	181	183	195	+16	+14	2,372
Farm Supplies	15	175	210	187	+20	+30	1,414
Furniture and House Furnishings	25	113	92	95	-10	-14	1,924
Groceries and Foods, except Farm Products	446	171	159	168	+ 7	- 4	30,848
Full-line wholesalers[c]	240	166	151	160	+ 4	- 5	16,140
Voluntary-group wholesalers	104	179	172	181	+13	- 6	8,211
Retailer-cooperative warehouses	11	249	222	224	+18	- 2	1,370
Specialty lines	91	153	149	156	+ 9	- 1	5,127
Confectionery	27	144	158	152	b	- 2	479
Meats and Meat Products	55	223	207	309	-12	+27	8,454
Beer	21	184	161	173	- 8	-13	257
Wines and Liquors	18	206	234	260	+24	+ 4	954
Total Hardware Group	207	98	93	103	- 2	- 5	20,553
General hardware	95	104	99	108	+ 3	-10	12,412
Industrial supplies	56	92	84	94	-13	+ 8	5,381
Plumbing and heating supplies	56	88	91	94	+ 5	- 2	2,760
Jewelry	33	107	105	88	+ 2	-27	1,106
Optical Goods	11	79	87	89	- 7	- 6	152
Lumber and Building Materials	52	99	100	110	- 6	-12	2,843
Machinery, Equipment, and Supplies, except Electrical	29	103	96	97	+15	b	970
Surgical, Medical, and Hospital Equipment and Supplies	19	63	62	65	+ 8	- 3	608
Metals	17	126	118	124	-14	- 3	1,099
Paper and Its Products	61	106	99	105	-14	- 2	4,132
Petroleum	4	108	98	102	-12	+ 8	106
Tobacco and Its Products	93	209	176	215	-18	- 7	5,084
Leather and Shoe Findings	32	98	97	98	+10	- 2	581
Miscellaneous	47	136	141	164	+17	b	7,718

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.

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JANUARY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[a]		
	Number of firms reporting sales	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	January 1945 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	Jan. 31, 1945 (Add 000)	Jan. 1945	Jan. 1944	Dec. 1944
New England	157	b	- 3	$11,836	98	+ 3	b	$7,645	126	118	121
Automotive Supplies	7	-13	- 6	170	c	c	c	c	c	c	c
Chemicals (industrial)	4	+15	+ 1	205	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	11	- 1	+15	1,793	8	- 9	+ 5	1,905	151	163	165
Dry Goods	6	b	+ 7	181	4	-13	b	66	88	90	90
Electrical Goods	26	-21	-12	1,337	24	+24	- 6	936	72	45	66
Fresh Fruits and Vegetables	9	+ 7	b	587	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	25	+16	+ 5	2,059	14	- 6	- 5	1,479	125	158	142
General Hardware	5	+ 9	- 6	127	c	c	c	c	c	c	c
Industrial Supplies	6	- 8	- 3	173	c	c	c	c	c	c	c
Optical Goods	4	b	+29	36	c	c	c	c	c	c	c
Metals	4	+ 8	- 9	224	c	c	c	c	c	b	c
Paper and Its Products	8	+ 7	+ 5	308	5	- 5	- 1	144	85	90	83
Tobacco and Its Products	8	+16	-13	1,195	c	c	c	c	c	c	c
Leather and Shoe Findings	4	+ 4	+20	79	c	c	c	c	c	c	c
Middle Atlantic	525	+ 7	- 1	61,989	302	+ 2	+ 2	27,965	101	106	95
Automotive Supplies	36	+27	+ 5	602	27	+15	b	655	170	183	173
Paints and Varnishes	5	b	- 3	58	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes	10	+40	+41	2,627	4	-36	-36	127	46	85	117
Shoes and Other Footwear	6	+39	+32	471	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	20	+ 7	+17	5,631	13	- 7	b	3,898	123	141	144
Dry Goods	35	- 8	+18	4,965	18	-25	- 9	1,875	108	133	130
Electrical Goods	57	+ 7	-10	3,420	49	+17	- 3	2,085	75	69	65
Dairy and Poultry Products	6	- 6	+ 7	932	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	18	+16	- 7	1,175	8	+29	- 3	66	16	15	18
Farm Supplies	4	-17	+15	853	c	c	c	c	c	c	c
Furniture and House Furnishings	9	+ 5	+20	466	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	89	+22	+12	13,581	39	+ 1	- 3	5,499	112	132	121
Confectionery	4	+ 6	- 3	56	c	c	c	c	c	c	c
Meats and Meat Products	21	- 4	-22	10,104	18	-24	- 9	911	45	53	49
Beer	12	- 4	-15	224	c	c	c	c	c	c	c
General Hardware	25	+15	- 3	2,149	17	+ 5	+11	3,246	213	224	184
Industrial Supplies	21	-11	+10	1,205	16	+ 5	+ 1	1,098	106	88	115
Plumbing and Heating Supplies	20	+30	+14	629	10	+10	+ 6	356	227	237	265
Jewelry	11	-25	-32	277	5	-16	+22	290	204	182	110
Optical Goods	7	- 3	+14	123	c	c	c	c	c	c	c
Lumber and Building Materials	14	+ 1	-20	701	8	- 5	- 2	634	118	126	95
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+ 5	- 4	77	c	c	c	c	c	c	c
Paper and Its Products	19	-12	+ 8	1,213	9	- 8	b	506	64	60	73
Tobacco and Its Products	36	+10	-14	6,001	21	-26	+17	1,861	40	60	29
Leather and Shoe Findings	10	-15	+16	51	5	+ 3	+ 3	79	282	275	335
East North Central	528	+12	b	47,772	339	- 4	b	35,769	111	129	112
Automotive Supplies	55	+18	+ 7	1,491	42	+18	+ 2	1,676	150	152	157
Paints and Varnishes	7	+22	+15	288	4	+11	-14	284	103	112	141
Clothing and Furnishings, except Shoes	6	+40	+43	119	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	21	+ 9	+14	4,864	14	- 5	+ 2	4,278	128	144	140
Dry Goods	6	-12	+65	991	4	-33	-23	523	55	73	118
Electrical Goods	50	+24	-14	3,284	40	+ 6	+ 3	2,281	80	95	66
Dairy and Poultry Products	14	+ 2	+ 8	536	8	- 6	- 4	88	27	31	31
Fresh Fruits and Vegetables	14	+ 6	-16	778	7	+12	-12	181	42	42	40
Farm Supplies	4	+29	+14	184	c	c	c	c	c	c	c
Furniture and House Furnishings	5	+ 2	-27	119	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	114	+16	+ 3	15,897	83	-10	- 2	13,608	121	152	126
Confectionery	10	- 5	-19	187	5	- 2	-17	62	60	58	51
Meats and Meat Products	17	- 2	- 2	3,587	12	-18	+ 2	1,144	46	52	47

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JANUARY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[a]		
	Number of firms reporting sales	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	January 1945 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	Jan. 31, 1945 (Add 000)	Jan. 1945	Jan. 1944	Dec. 1944
East North Central (continued)											
Beer	19	+10	- 4	$469	13	- 9	- 5	$96	28	34	27
Wines and Liquors	13	+42	-18	1,547	9	+16	- 5	952	102	122	78
General Hardware	15	+15	+ 9	2,500	10	+ 5	+11	4,046	192	208	184
Industrial Supplies	9	+ 2	+ 9	835	5	+10	+ 2	212	120	113	126
Plumbing and Heating Supplies	20	+10	-10	726	15	+ 1	+ 1	839	184	203	169
Jewelry	16	-17	-53	285	c	c	c	c	c	c	c
Lumber and Building Materials	11	- 7	+12	492	6	-10	- 6	281	140	121	177
Machinery, Eqpt., and Supplies, except Electrical	10	- 4	+ 1	295	8	+10	+ 5	377	141	120	137
Surgical, Medical, and Hospital Eqpt. and Supplies	8	- 1	+ 2	249	5	+ 8	- 1	290	209	192	220
Metals	4	+16	+ 8	517	c	c	c	c	c	c	c
Paper and Its Products	21	+ 9	+14	2,412	9	- 7	- 4	876	84	94	96
Tobacco and Its Products	35	+ 2	-12	3,246	11	-37	-21	449	34	53	43
Leather and Shoe Findings	10	+ 6	+25	171	c	c	c	c	c	c	c
West North Central	257	+ 6	+ 1	31,996	175	- 5	- 3	32,126	134	151	137
Automotive Supplies	22	+34	+ 3	1,024	10	+30	+ 6	286	173	173	196
Clothing and Furnishings, except Shoes	4	+29	+43	274	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	15	+ 6	+16	3,178	13	- 3	+ 2	3,968	146	163	172
Dry Goods	4	- 9	+ 5	5,482	c	c	c	c	c	c	c
Electrical Goods	30	+31	-11	1,575	29	+ 7	-11	1,167	82	101	82
Fresh Fruits and Vegetables	6	+23	-15	460	c	c	c	c	c	c	c
Farm Supplies	5	- 9	+36	2,601	4	+13	+ 6	433	28	28	39
Groceries and Foods, except Farm Products	77	+22	b	9,612	57	b	- 2	12,111	150	183	149
Beer	11	+ 9	- 7	226	5	+ 8	b	27	56	50	46
General Hardware	7	+ 1	-16	1,855	6	+ 2	+ 1	3,430	201	195	167
Industrial Supplies	5	- 5	+22	190	c	c	c	c	c	c	c
Plumbing and Heating Supplies	7	+43	+13	172	4	- 1	+ 5	198	177	268	174
Jewelry	4	-17	-30	30	c	c	c	c	c	c	c
Lumber and Building Materials	4	-10	+ 9	71	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	4	+ 9	+ 1	181	c	c	c	c	c	c	c
Paper and Its Products	5	+16	+33	170	c	c	c	c	c	c	c
Tobacco and Its Products	14	- 7	-13	730	4	-33	- 4	128	52	77	47
Leather and Shoe Findings	5	+42	+19	51	c	c	c	c	c	c	c
South Atlantic	375	+ 9	+ 5	30,690	218	- 2	- 2	19,057	100	111	105
Automotive Supplies	22	+45	+18	796	13	+21	- 1	553	123	144	149
Clothing and Furnishings, except Shoes	5	+14	+78	362	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	25	+11	+11	3,488	16	+ 2	- 5	3,842	168	183	188
Dry Goods	12	- 6	+106	1,900	8	-16	- 9	1,204	91	98	258
Electrical Goods	42	+11	-17	2,940	40	+13	b	2,084	91	90	74
Dairy and Poultry Products	4	+ 2	-19	197	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	14	+17	- 9	1,003	6	+15	+ 3	69	14	14	14
Groceries and Foods, except Farm Products	120	+11	+14	8,848	60	- 7	- 2	4,173	92	117	107
Confectionery	21	+10	- 8	473	12	- 8	+ 5	278	69	83	60
Meats and Meat Products	7	- 8	+ 5	936	c	c	c	c	c	c	c
Beer	7	- 6	+ 9	188	c	c	c	c	c	c	c
General Hardware	17	+18	+ 5	1,995	11	- 2	- 6	1,247	110	137	131
Industrial Supplies	9	+ 9	+17	477	6	+ 4	+ 9	537	131	136	142
Lumber and Building Materials	10	+16	+24	608	4	+ 8	- 4	320	200	204	374
Machinery, Eqpt., and Supplies, except Electrical	6	+11	- 3	199	c	c	c	c	c	c	c
Paper and Its Products	6	+10	+29	382	c	c	c	c	c	c	c
Tobacco and Its Products	16	+ 3	+ 3	1,875	7	-30	+ 6	283	37	56	35

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	January 1945 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1945 vs. Jan. 1944	Percent change: Jan. 1945 vs. Dec. 1944	Jan. 31, 1945 (Add 000)	Jan. 1945	Jan. 1944	Dec. 1944
East South Central	130	+ 9	+10	$12,010	67	- 6	- 4	$8,217	119	136	142
Automotive Supplies	5	+43	+29	164	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	13	+10	+18	2,436	c	c	c	c	c	c	c
Dry Goods	5	- 8	+143	891	c	c	c	c	c	c	c
Electrical Goods	9	+15	-45	360	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	7	+12	+ 3	277	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	29	+12	+ 7	2,043	14	-13	- 6	1,174	97	126	117
Confectionery	7	-17	-17	173	c	c	c	c	c	c	c
General Hardware	10	+23	+18	2,154	4	+ 5	- 4	1,090	105	125	129
Industrial Supplies	5	- 3	+ 7	254	c	c	c	c	c	c	c
Tobacco and Its Products	4	- 9	-14	620	c	c	c	c	c	c	c
West South Central	224	+12	+ 2	25,905	152	- 3	- 2	22,881	126	143	129
Automotive Supplies	11	+10	+10	394	7	-13	- 6	285	78	97	90
Drugs and Sundries (liquor excluded)	15	+11	+18	2,608	11	- 2	- 1	3,854	170	193	205
Dry Goods	4	+15	+90	521	4	-14	-11	616	118	157	252
Electrical Goods	25	+32	-14	1,229	21	+20	-11	921	82	90	78
Groceries and Foods, except Farm Products	99	+14	+ 6	11,685	67	-11	- 4	8,809	112	139	124
General Hardware	17	+13	+14	2,886	11	+ 4	+ 2	2,379	150	167	161
Industrial Supplies	5	+18	- 1	1,643	4	+13	- 2	1,984	198	171	192
Tobacco and Its Products	7	-10	b	744	c	c	c	c	c	c	c
Mountain	118	+12	b	9,650	83	b	+ 1	8,869	134	156	133
Automotive Supplies	20	+50	+ 3	637	13	+11	b	534	196	240	226
Electrical Goods	13	+17	-19	580	10	+13	- 4	393	86	85	70
Groceries and Foods, except Farm Products	31	+13	- 1	2,979	27	-16	- 4	3,120	116	157	117
Meats and Meat Products	4	-21	+ 4	778	c	c	c	c	c	c	c
General Hardware	6	+17	- 2	738	c	c	c	c	c	c	c
Lumber and Building Materials	4	+11	+15	721	c	c	c	c	c	c	c
Pacific	231	+14	- 5	31,584	126	+ 4	+ 1	24,980	135	146	119
Automotive Supplies	60	+36	b	1,959	30	+29	+ 8	1,987	203	214	199
Clothing and Furnishings, except Shoes	4	- 7	+12	87	c	c	c	c	c	c	c
Shoes and Other Footwear	6	-11	+37	229	c	c	c	c	c	c	c
Dry Goods	8	+15	+95	1,399	c	c	c	c	c	c	c
Electrical Goods	26	+14	- 8	3,776	26	+14	+ 1	3,542	94	94	85
Fresh Fruits and Vegetables	7	- 1	-17	1,246	4	+ 9	+19	207	22	19	17
Furniture and House Furnishings	7	+15	-28	1,153	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	28	+25	- 1	7,426	10	- 6	- 4	1,853	115	135	117
Meats and Meat Products	4	- 9	- 2	583	c	c	c	c	c	c	c
Beer	4	+17	- 9	176	c	c	c	c	c	c	c
General Hardware	7	+ 8	b	2,351	4	b	+ 6	2,762	201	230	163
Plumbing and Heating Supplies	4	-13	- 1	815	c	c	c	c	c	c	c
Lumber and Building Materials	14	+ 4	+ 2	913	9	+15	+ 1	374	74	67	82
Machinery, Eqpt., and Supplies, except Electrical	6	+17	+ 7	370	4	+21	+15	464	275	252	213
Metals	4	-16	+ 1	388	c	c	c	c	c	c	c
Tobacco and Its Products	14	+10	-10	1,314	6	- 7	+17	146	51	61	34
Lumber and Shoe Findings	6	+36	+23	191	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 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.)

3-3/39

For release - March 30, 1945

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

FEBRUARY 1945

Sales of wholesalers were approximately the same for February 1945 as for February 1944, according to an announcement released today by J. C. Capt, Director of the Census. A 6 percent decrease in sales was noted for February 1945 compared with the first month of 1945, and a 5 percent increase was shown for the first 2 months of 1945 vs. the corresponding period of 1944. These data are based upon reports covering 2,700 wholesale establishments.

Of the 35 trades shown separately in this report, the wholesalers of automotive supplies showed the highest sales increase (21%) for February 1945 vs. February 1944. Wholesalers' sales were up 16 percent for both shoes and other footwear and coal; 12 percent, both liquor departments of other trades and paints and varnishes; and 11 percent, both fresh fruits and vegetables and specialty lines of groceries and foods, except farm products. Sixteen trades showed sales off on a year-to-year comparison. Decreases were registered for beer wholesalers (8%), dairy and poultry products (9%), jewelry (11%), dry goods (12%), and meats and meat products (13%). Although the average seasonal sales change was a decrease of 6 percent, increases occurred for wholesalers of shoes and other footwear (17%), liquor departments of other trades (9%), farm supplies (8%), electrical goods (7%), and paints and varnishes and jewelry (each 3%). Wholesalers of clothing and furnishings, except shoes, wholesalers of dry goods, and retailer-cooperative warehouses of groceries and foods registered the largest decreases--each 19 percent.

Inventories, in terms of dollars based on cost values, at the close of February 1945 were down 4 percent from those of February 1944. Percentage changes varied, however, among the trades from a gain of 35 percent for wines and liquors to a decrease of 45 percent for wholesalers of meats and meat products. Substantial increases in stocks were reported for beer (20%) and automotive supplies (17%). Virtually no stock change was revealed, on the average, from January to February this year.

The stock-sales ratio for 1,643 wholesalers was 121 for February 1945, 126 for February 1944, and 113 for January 1945. Wholesalers of drugs and sundries, with a slight (2%) sales increase for February 1945 vs. February 1944 and a 4 percent drop in stocks, showed a stock-sales ratio of 166 this February as against 176 for February 1944. Sales of confectionery wholesalers were down 8 percent and inventories were off 24 percent, reflected in a stock-sales ratio of 65 for this February compared with 82 a year earlier. For February 1945, wholesalers of tobacco and its products reported a 9 percent decrease in dollar volume and a 13 percent decrease in inventories, resulting in a stock-sales ratio of 54 as against 58 in February 1944.

Collections on accounts receivable were slightly (3%) higher for February 1945 than for February 1944, and 5 percent under those for January 1945. The collection percentage for February 1945 was 123; for February 1944, 120; and for January 1945, 130. Accounts receivable were virtually the same on February 1, 1945 as on February 1, 1944, and at the beginning of this February the amount of outstandings was up slightly (2%) over the amount of outstandings recorded on January 1, 1945.

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 [illegible] summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

3-3489L

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
FEBRUARY 1945

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 1945 (Add 000)	Percent change from 2 mos. 1944	Two months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1945 (Add 000)	Feb. 1945	Feb. 1944	Jan. 1945
		Feb. 1945 vs. Feb. 1944	Feb. 1945 vs. Jan. 1945					Feb. 1945 vs. Feb. 1944	Feb. 1945 vs. Jan. 1945				
UNITED STATES	2,700	+ 1	- 6	$276,690	+ 5	$629,099	1,645	- 4	c	$199,976	121	126	113
Automotive Supplies	219	+21	- 3	7,220	+26	15,813	131	+17	+ 1	6,302	168	166	154
Chemicals (industrial)	16	c	- 7	977	+ 6	2,493	10	+ 1	+ 4	615	89	86	79
Paints and Varnishes	58	+12	+ 3	3,929	+17	8,140	14	+11	+ 1	1,060	143	158	141
Clothing and Furnishings, except Shoes	36	- 3	-19	4,110	+11	8,036	16	-24	+ 6	423	79	89	56
Shoes and Other Footwear	28	+16	+17	18,190	+15	33,050	14	-20	- 2	2,933	39	48	38
Coal	8	+16	- 3	1,375	+ 9	5,235	4	+ 5	-34	1,148	164	250	231
Drugs and Sundries (liquor excluded)	134	+ 2	-10	26,383	+ 5	57,069	98	- 4	+ 3	33,510	166	176	145
Dry Goods	81	-12	-19	11,756	- 7	29,697	45	-27	- 6	7,539	111	136	97
Electrical Goods	297	+ 6	+ 7	20,970	+ 9	43,255	261	+12	+ 6	14,944	78	73	79
Dairy and Poultry Products	28	- 9	-14	1,396	- 5	3,691	15	-17	+ 2	209	26	27	23
Fresh Fruits and Vegetables	83	+11	- 8	5,551	+10	12,041	51	+13	- 3	1,176	28	28	27
Farm Supplies	25	-18	+ 8	6,025	-14	10,720	13	-21	- 1	1,517	107	125	99
Furniture and House Furnishings	46	+ 5	- 4	3,199	+ 5	6,133	22	-31	-20	2,169	96	140	115
Groceries and Foods, except Farm Products	606	+ 2	-13	64,323	+11	158,900	371	-11	- 3	50,948	153	151	120
Full-line wholesalers[d]	336	- 1	-14	31,122	+ 8	74,935	213	-12	- 4	29,761	134	151	121
Voluntary-group wholesalers	124	+ 3	-10	19,941	+12	51,792	82	-13	- 3	14,826	137	167	133
Retailer-cooperative warehouses	15	c	-19	3,248	+11	8,500	8	-13	- 2	1,825	118	128	99
Specialty lines	131	+11	-11	10,012	+15	23,673	68	+10	+10	4,736	117	115	96
Confectionery	54	- 8	- 6	1,132	- 3	2,239	26	-24	- 5	533	65	82	65
Meats and Meat Products	62	-13	- 1	18,853	-11	51,238	44	-45	-10	3,767	47	68	51
Beer	53	- 8	- 4	1,320	- 1	2,801	33	+20	+ 8	350	38	29	34
Wines and Liquors	38	+ 4	-14	5,258	+11	14,785	28	+35	- 6	6,022	151	111	137
Liquor Department of Other Trades[e]	35	+12	+ 9	8,795	+15	17,105	f	f	f	f	f	f	f
Total Hardware Group	301	c	- 5	30,528	+ 6	67,807	173	+ 2	+ 2	31,771	175	177	166
General hardware	133	+ 1	- 5	19,368	+ 8	42,490	83	+ 1	+ 2	23,756	175	179	166
Industrial supplies	72	+ 2	- 2	6,022	+ 4	14,124	44	+ 3	+ 4	5,798	172	164	164
Plumbing and heating supplies	96	- 5	-12	5,138	+ 1	11,193	46	+ 8	+ 1	2,217	179	199	168
Jewelry	43	-11	+ 3	1,570	- 9	3,008	19	-16	+ 2	1,545	195	229	177
Optical Goods	13	- 6	+ 1	165	- 1	411	f	f	f	f	f	f	f
Lumber and Building Materials	56	- 3	-11	3,027	+ 3	8,050	29	- 2	- 2	2,005	136	126	115
Machinery, Equipment, and Supplies, except Electrical	46	+ 6	- 6	2,401	+11	5,903	30	+11	+ 4	2,057	146	139	137
Surgical, Medical, and Hospital Eqpt. and Supplies	21	c	- 1	1,052	+ 7	2,336	15	- 2	- 1	1,080	122	119	120
Metals	20	+ 3	+ 1	3,218	c	5,789	8	-16	- 1	1,220	173	240	185
Paper and Its Products	75	- 3	-10	5,822	+ 1	12,333	33	-11	- 3	2,658	108	116	97
Petroleum	8	-10	-12	505	- 7	1,064	5	-14	-10	305	66	70	65
Tobacco and Its Products	138	- 9	- 9	14,968	- 2	33,727	59	-13	+ 8	4,395	54	58	45
Leather and Shoe Findings	53	- 6	-16	755	+ 5	1,575	26	+13	- 2	900	231	190	184
Miscellaneous	19	- 9	-16	1,917	- 4	4,655	50	+36	+ 3	16,875	179	144	186

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.

4-34794

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
FEBRUARY 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		February 1945	February 1944	January 1945	February 1945 vs. February 1944	February 1945 vs. January 1945	February 1, 1945 (Add 000)
UNITED STATES	2,135	123	120	130	+ 1	+ 2	$177,061
Automotive Supplies	168	93	98	97	+24	+ 3	4,720
Chemicals (industrial)	14	108	108	110	- 2	+ 2	831
Paints and Varnishes	23	73	69	83	+10	+21	1,066
Clothing and Furnishings, except Shoes	30	110	97	130	+17	+ 4	3,692
Shoes and Other Footwear	22	86	88	106	+12	+19	7,069
Coal	8	127	116	134	+ 1	+10	1,069
Drugs and Sundries (liquor excluded)	121	105	106	108	+ 5	+11	23,063
Dry Goods	67	95	87	114	-11	+19	9,857
Electrical Goods	280	92	81	93	- 8	-12	20,854
Dairy and Poultry Products	17	211	223	209	- 9	-11	321
Fresh Fruits and Vegetables	63	189	172	197	b	-10	2,065
Farm Supplies	18	167	152	168	-18	+19	1,922
Furniture and House Furnishings	38	94	85	109	- 7	+ 7	3,002
Groceries and Foods, except Farm Products	450	159	159	171	+ 8	+ 4	55,225
Full-line wholesalers[c]	249	158	155	167	+ 3	b	16,978
Voluntary-group wholesalers	94	165	167	178	+15	+15	8,985
Retailer-cooperative warehouses	11	225	219	252	+ 2	- 6	1,232
Specialty lines	96	139	147	153	+20	+ 8	6,030
Confectionery	24	147	161	140	- 1	-11	322
Meats and Meat Products	56	226	212	217	-15	- 6	8,157
Beer	21	177	171	196	- 3	+ 4	258
Wines and Liquors	30	177	205	216	+ 2	- 9	2,021
Total Hardware Group	269	99	95	99	+ 1	+ 5	25,242
General hardware	116	104	100	103	+ 3	+ 7	16,068
Industrial supplies	65	90	87	95	- 4	+ 7	5,741
Plumbing and heating supplies	88	89	85	86	b	- 1	3,433
Jewelry	33	78	82	112	- 7	-15	1,205
Optical Goods	8	81	81	78	b	+14	148
Lumber and Building Materials	49	108	105	109	- 2	+ 1	2,817
Machinery, Equipment, and Supplies, except Electrical	31	107	110	110	+15	+ 2	1,474
Surgical, Medical, and Hospital Equipment and Supplies	20	60	63	62	- 4	+ 2	1,730
Metals	20	113	119	130	+ 8	+23	2,800
Paper and Its Products	65	96	92	100	- 2	+ 9	5,742
Petroleum	5	126	136	138	- 2	+ 1	335
Tobacco and Its Products	95	201	189	212	-13	- 7	4,896
Leather and Shoe Findings	39	88	99	97	+16	+11	711
Miscellaneous	51	140	165	136	+18	-17	6,467

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1945

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: Feb. 1945 vs. Feb. 1944	Percent change: Feb. 1945 vs. Jan. 1945	February 1945 (Add 000)	Percent change from 2 mos. 1944	Two months 1945 (Add 000)	Number of firms reporting stocks	Percent change: Feb. 1945 vs. Feb. 1944	Percent change: Feb. 1945 vs. Jan. 1945	Feb. 28, 1945 (Add 000)	Feb. 1945	Feb. 1944	Jan. 1945
New England	169	- 7	- 7	$10,121	- 2	$26,002	105	c	+ 1	$8,779	131	121	122
Automotive Supplies	5	-15	-29	146	-14	316	d	d	d	d	d	d	d
Chemicals (industrial)	5	- 6	- 6	365	+ 1	883	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	10	- 1	-15	1,460	- 1	3,253	7	- 8	+ 2	1,830	178	194	152
Dry Goods	5	-14	-14	150	- 7	331	4	-22	+ 3	80	58	63	47
Electrical Goods	27	-15	+ 3	1,382	-17	2,847	24	+13	+ 5	984	75	55	72
Fresh Fruits and Vegetables	8	+10	- 6	494	+ 8	1,061	6	+28	+10	74	20	17	18
Furniture and House Furnishings	4	-15	- 4	167	- 7	258	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	25	+ 3	-15	1,746	+13	5,659	16	-11	- 4	1,541	130	160	119
Meats and Meat Products	5	-26	+ 2	312	-22	1,988	4	-57	+ 2	92	32	53	32
General Hardware	6	- 9	+10	160	- 1	407	d	d	d	d	d	d	d
Industrial Supplies	10	- 3	- 6	489	- 3	971	8	- 1	+ 8	885	207	209	181
Plumbing and Heating Supplies	6	+33	- 9	85	+33	148	d	d	d	d	d	d	d
Optical Goods	5	+ 3	- 9	39	+ 1	75	d	d	d	d	d	d	d
Paper and Its Products	7	-21	-12	266	- 8	574	5	-10	+ 2	235	122	112	102
Tobacco and Its Products	8	- 6	-11	1,167	+ 3	2,737	d	d	d	d	d	d	d
Leather and Shoe Findings	6	-35	-23	74	-19	153	d	d	d	d	d	d	d
Middle Atlantic	538	- 4	- 8	62,846	+ 1	132,639	308	+ 3	+ 1	32,865	109	103	101
Automotive Supplies	23	+18	- 8	463	+23	1,159	15	+ 8	+ 1	455	156	174	147
Paints and Varnishes	6	+17	+25	84	+ 9	142	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	11	- 3	-17	3,067	+12	5,788	5	-25	- 2	188	66	72	53
Shoes and Other Footwear	8	- 8	-28	740	+ 6	1,211	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	24	+ 3	-12	5,564	+ 5	11,434	17	-11	+ 1	4,789	138	162	124
Dry Goods	29	-22	-16	3,322	-13	8,570	15	-29	-10	1,255	104	129	112
Electrical Goods	63	-12	- 2	3,924	- 4	7,556	54	+ 6	+ 2	2,332	68	55	64
Dairy and Poultry Products	7	-13	-17	780	-10	1,724	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	17	+ 9	- 6	785	+13	1,960	11	+15	- 9	118	18	17	18
Furniture and House Furnishings	13	- 3	- 7	634	+ 3	1,157	5	-14	-15	276	86	91	113
Groceries and Foods, except Farm Products	91	+ 5	-13	12,351	+12	26,299	40	- 2	+ 2	6,232	125	140	114
Confectionery	5	+22	-13	166	+17	222	d	d	d	d	d	d	d
Meats and Meat Products	21	- 9	c	10,179	- 6	20,283	17	-32	- 5	923	48	80	54
Beer	10	- 4	-13	155	- 2	453	d	d	d	d	d	d	d
Wines and Liquors	14	-12	-21	1,924	-10	4,437	d	d	d	d	d	d	d
General Hardware	27	- 2	+ 2	2,644	+ 6	5,133	16	+ 1	+ 1	2,949	197	199	194
Industrial Supplies	17	- 8	+ 2	1,372	- 9	2,830	11	+ 3	- 1	963	113	97	111
Plumbing and Heating Supplies	24	+21	- 9	642	+19	1,545	10	+19	c	405	229	223	205
Jewelry	9	-23	+ 4	209	-24	597	d	d	d	d	d	d	d
Optical Goods	6	-11	+ 5	118	- 6	251	d	d	d	d	d	d	d
Lumber and Building Materials	11	- 5	-21	364	+ 2	1,365	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+15	- 2	341	+19	1,135	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+11	+ 4	80	+ 5	180	d	d	d	d	d	d	d
Paper and Its Products	23	-13	-15	1,469	- 8	3,578	12	-17	- 4	581	80	89	72
Petroleum	4	-14	-12	416	-11	890	d	d	d	d	d	d	d
Tobacco and Its Products	34	- 3	- 7	5,593	+ 3	11,713	21	-15	+12	2,169	48	55	40
Leather and Shoe Findings	12	-29	-27	46	-22	97	5	+ 5	c	80	364	271	296
East North Central	537	- 1	- 8	46,855	+ 6	108,229	347	-10	- 3	35,671	113	124	107
Automotive Supplies	55	+ 8	- 8	1,431	+15	3,487	43	+13	+ 3	1,722	151	151	138
Paints and Varnishes	7	+15	+ 2	381	+18	669	4	+ 7	- 4	259	94	103	101
Clothing and Furnishings, except Shoes	7	+ 5	-27	213	+16	332	4	-26	- 9	40	73	89	61
Drugs and Sundries (liquor excluded)	21	+ 4	- 8	4,451	+ 7	9,836	14	- 6	+ 1	4,328	139	152	128
Dry Goods	7	-19	-18	879	-13	2,116	5	-46	-12	476	80	89	55
Electrical Goods	51	+ 3	+ 5	3,208	+ 9	8,815	44	+ 9	+ 8	2,506	85	79	83
Dairy and Poultry Products	13	- 3	- 9	462	- 2	1,025	7	- 5	+ 4	84	33	35	28
Fresh Fruits and Vegetables	15	+ 2	- 4	816	+ 5	1,623	10	+ 3	- 4	189	37	37	36
Farm Supplies	7	-21	- 6	660	-14	844	d	d	d	d	d	d	d
Furniture and House Furnishings	8	+ 4	-11	456	+ 4	607	4	-22	-13	288	102	116	105
Groceries and Foods, except Farm Products	114	+ 2	-12	14,354	+10	32,552	83	-17	- 4	13,155	132	157	120
Confectionery	10	-11	- 4	179	- 8	366	4	-19	- 7	52	70	71	72
Meats and Meat Products	16	-22	- 6	3,498	-13	7,113	11	-48	-22	1,236	45	65	54

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1945

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: Feb. 1945 vs. Feb. 1944	Percent change: Feb. 1945 vs. Jan. 1945	February 1945 (Add 000)	Percent change from 2 mos. 1944	Two months 1945 (Add 000)	Number of firms reporting stocks	Percent change: Feb. 1945 vs. Feb. 1944	Percent change: Feb. 1945 vs. Jan. 1945	Feb 28, 1945 (Add 000)	Feb. 1945	Feb. 1944	Jan. 1945
East North Central (continued)													
Beer	17	+ 2	- 2	391	+ 6	860	11	+13	- 7	69	24	22	25
Wines and Liquors	11	+32	-16	969	+36	2,734	7	+ 9	- 7	693	124	154	119
General Hardware	14	c	- 5	2,328	+12	6,847	8	+ 6	+ 2	3,411	187	179	174
Industrial Supplies	12	- 4	- 3	906	- 1	1,907	7	+ 6	+ 6	341	148	106	127
Plumbing and Heating Supplies	25	+12	- 1	911	+13	1,787	19	+ 7	+ 3	1,125	182	196	175
Jewelry	15	-15	- 1	529	-16	817	5	c	+ 3	276	97	95	86
Lumber and Building Materials	9	- 7	-15	345	- 7	837	5	- 1	+ 1	199	131	110	129
Machinery, Eqpt., and Supplies, except Electrical	11	+22	-10	470	+20	1,136	9	+21	+ 5	612	150	151	127
Surgical, Medical, and Hospital Eqpt. and Supplies	6	- 6	- 3	694	+ 4	1,515	6	- 7	- 2	610	88	88	87
Metals	4	+26	+ 1	634	+18	1,548	d	d	d	d	d	d	d
Paper and Its Products	21	- 2	- 9	2,574	+ 3	5,269	8	- 5	- 4	804	92	94	90
Tobacco and Its Products	38	-14	-12	3,242	- 7	6,670	12	-17	+18	589	46	46	32
Leather and Shoe Findings	12	- 3	-11	202	+ 1	374	4	+43	+ 1	147	263	145	179
West North Central	276	+ 4	- 2	32,900	+ 6	73,096	187	- 3	- 4	30,666	139	154	138
Automotive Supplies	21	+34	+ 3	1,080	+32	2,290	14	+26	+ 1	688	184	168	177
Clothing and Furnishings, except Shoes	4	+ 8	+11	224	+19	498	d	d	d	d	d	d	d
Shoes and Other Footwear	4	-22	-27	811	-21	1,178	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	15	- 1	- 9	2,884	+ 3	6,231	13	- 4	+ 4	4,115	170	176	146
Dry Goods	4	+ 1	- 9	2,522	- 4	8,743	4	-25	- 4	3,057	121	162	115
Electrical Goods	32	+24	+ 6	1,880	+28	3,854	27	+27	+12	1,232	92	89	86
Fresh Fruits and Vegetables	9	+27	- 9	622	+26	1,245	5	-29	+ 2	163	33	60	30
Farm Supplies	6	-24	+17	3,371	-18	5,972	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+20	-22	326	c	754	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	67	+16	- 6	8,169	+19	20,168	47	- 3	-10	9,837	144	175	157
Confectionery	5	-11	- 4	161	- 7	271	d	d	d	d	d	d	d
Beer	10	- 2	- 8	200	+ 3	426	5	-16	c	16	12	15	12
General Hardware	16	+ 9	+ 4	3,961	+ 9	6,636	15	+ 2	+ 4	6,769	178	191	179
Industrial Supplies	8	- 3	+ 1	345	-10	725	d	d	d	d	d	d	d
Plumbing and Heating Supplies	9	+10	-22	246	+33	663	6	+ 6	+ 3	320	155	169	122
Jewelry	4	c	+13	34	-11	81	d	d	d	d	d	d	d
Lumber and Building Materials	6	-13	-13	214	+ 2	909	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	- 6	- 1	183	c	371	d	d	d	d	d	d	d
Paper and Its Products	5	+13	- 1	169	+15	418	d	d	d	d	d	d	d
Tobacco and Its Products	10	-22	- 5	526	- 4	1,959	d	d	d	d	d	d	d
Leather and Shoe Findings	8	-11	-26	95	+ 2	146	4	+20	+ 2	161	264	189	200
South Atlantic	411	- 2	- 9	31,080	+ 4	68,109	235	- 3	+ 2	20,081	107	110	96
Automotive Supplies	24	+43	+ 9	1,064	+43	1,934	12	+27	+ 7	433	156	143	117
Paints and Varnishes	4	+ 6	-24	134	+ 1	254	4	- 8	+ 2	184	137	158	102
Clothing and Furnishings, except Shoes	6	- 8	-37	301	+ 4	685	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	26	+ 2	- 9	3,298	+ 7	7,330	17	- 4	+ 3	4,203	188	193	167
Dry Goods	9	-10	-13	1,335	- 8	3,235	6	-21	- 7	632	78	85	70
Electrical Goods	50	+14	+ 9	3,614	+12	6,895	49	+12	+ 7	2,653	75	75	76
Fresh Fruits and Vegetables	14	+11	-11	1,003	+13	2,177	6	+44	+ 9	104	20	15	17
Groceries and Foods, except Farm Products	115	- 6	-17	6,979	+ 4	17,167	58	-11	+ 1	4,045	114	122	91
Confectionery	19	-11	- 7	333	c	806	11	-19	+ 1	174	61	68	57
Meats and Meat Products	5	-16	-20	631	-11	1,567	d	d	d	d	d	d	d
Beer	6	-29	- 8	273	-21	461	4	+32	+17	165	84	43	69
General Hardware	22	c	- 9	2,278	+10	4,643	16	- 3	- 2	1,857	131	132	116
Industrial Supplies	11	- 1	c	574	+ 6	1,302	7	+13	- 1	645	173	155	165
Lumber and Building Materials	10	+ 7	- 8	560	+12	1,168	4	+ 7	- 1	317	223	254	200
Machinery, Eqpt., and Supplies, except Electrical	8	- 4	-18	387	+ 3	742	d	d	d	d	d	d	d
Metals	4	+18	+ 9	211	+22	320	d	d	d	d	d	d	d
Paper and Its Products	8	+10	-20	478	+10	860	d	d	d	d	d	d	d
Tobacco and Its Products	16	-13	-10	1,729	- 5	3,779	8	-32	+ 3	335	38	50	33

(Continued on next Page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales [b]	SALES—CURRENT MONTH: Percent change Feb. 1945 vs. Feb. 1944	SALES—CURRENT MONTH: Percent change Feb. 1945 vs. Jan. 1945	SALES—CURRENT MONTH: February 1945 (Add 000)	SALES—YEAR-TO-DATE: Percent change from 2 mos. 1944	SALES—YEAR-TO-DATE: Two months 1945 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Feb. 1945 vs. Feb. 1944	INVENTORY—END-OF-MONTH (At Cost): Percent change Feb. 1945 vs. Jan. 1945	INVENTORY—END-OF-MONTH (At Cost): Feb. 28, 1945 (Add 000)	STOCK-SALES RATIOS [a]: Feb. 1945	STOCK-SALES RATIOS [a]: Feb. 1944	STOCK-SALES RATIOS [a]: Jan. 1945
East South Central	131	- 3	-11	$11,944	+ 3	$25,933	67	- 8	+ 1	$9,356	131	135	115
Automotive Supplies	4	+ 2	-12	84	+26	248	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	12	+ 4	- 7	2,138	+ 7	4,574	d	d	d	d	d	d	d
Dry Goods	8	-18	-35	1,069	-14	1,960	d	d	d	d	d	d	d
Electrical Goods	9	+56	+57	570	+37	957	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	7	+ 6	-13	240	+ 9	539	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	30	- 7	-11	2,112	+ 2	5,196	17	- 6	+ 5	2,095	138	134	118
Confectionery	8	-22	- 4	191	-20	364	d	d	d	d	d	d	d
Meats and Meat Products	4	-20	-10	687	-17	1,454	d	d	d	d	d	d	d
Wines and Liquors	4	+ 2	-11	739	+15	1,572	d	d	d	d	d	d	d
General Hardware	12	+ 2	-17	1,997	+12	4,151	5	+ 1	- 2	1,293	129	127	108
Industrial Supplies	4	+ 9	-23	272	+ 3	526	d	d	d	d	d	d	d
Tobacco and Its Products	5	-15	- 8	432	-13	1,164	d	d	d	d	d	d	d
West South Central	224	+ 1	-10	22,899	+ 7	53,277	153	- 6	+ 2	23,900	143	151	127
Automotive Supplies	10	+14	-14	483	+15	1,043	7	- 1	+ 1	398	103	115	90
Drugs and Sundries (liquor excluded)	14	+ 6	- 6	2,193	+ 9	4,990	d	d	d	d	d	d	d
Dry Goods	6	-10	-43	807	- 2	1,328	4	-27	+ 8	749	206	216	85
Electrical Goods	26	+37	+29	1,597	+33	2,869	21	+22	+15	1,011	71	79	81
Groceries and Foods, except Farm Products	99	- 4	-14	9,596	+ 6	24,139	69	-13	c	8,825	138	147	117
General Hardware	17	c	-10	2,122	+ 7	5,340	10	+ 1	- 3	2,517	163	167	162
Industrial Supplies	5	+18	+ 1	1,458	+17	3,101	4	+ 1	+ 6	2,443	231	264	221
Machinery, Eqpt., and Supplies, except Electrical	5	- 1	-15	235	+ 4	990	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+46	+ 6	99	+36	192	d	d	d	d	d	d	d
Tobacco and Its Products	7	-13	- 6	699	-12	1,603	d	d	d	d	d	d	d
Mountain	115	- 2	- 7	8,439	+ 5	18,718	87	- 8	+ 4	9,811	143	151	126
Automotive Supplies	15	+43	+ 4	493	+50	1,200	10	+23	+ 3	571	196	226	187
Drugs and Sundries (liquor excluded)	6	c	- 9	1,231	+10	2,586	6	+17	+ 5	2,079	169	144	146
Electrical Goods	14	+18	+ 7	706	+23	1,391	10	+ 4	- 1	388	77	83	86
Groceries and Foods, except Farm Products	31	- 1	-11	2,623	+ 6	5,614	26	-15	+ 5	3,285	139	163	117
General Hardware	7	+12	+ 2	902	+10	1,861	4	-23	+ 1	490	142	213	131
Pacific	265	+ 6	- 6	32,391	+11	81,402	151	+ 1	- 2	27,623	135	143	132
Automotive Supplies	62	+18	- 1	1,976	+27	4,136	27	+23	- 3	1,794	204	202	200
Clothing and Furnishings, except Shoes	5	- 4	-20	103	+ 3	231	d	d	d	d	d	d	d
Shoes and Other Footwear	6	-17	-15	201	-14	430	4	-17	- 5	274	225	239	197
Dry Goods	10	+ 6	-17	1,411	+10	2,810	d	d	d	d	d	d	d
Electrical Goods	25	+11	+ 8	4,089	+13	8,271	25	+11	c	3,577	87	88	94
Fresh Fruits and Vegetables	9	+13	-10	1,432	+ 4	3,098	7	+28	- 7	448	33	29	32
Furniture and House Furnishings	8	+ 7	c	1,194	+ 8	2,507	5	-41	-26	989	90	160	122
Groceries and Foods, except Farm Products	34	+ 9	-16	6,393	+17	22,106	15	-10	c	1,933	117	135	103
Meats and Meat Products	5	-17	- 2	666	-12	1,380	4	-33	-25	123	19	24	25
Beer	4	+16	+10	193	+21	403	d	d	d	d	d	d	d
General Hardware	12	- 6	- 6	2,976	+ 1	7,472	7	+ 2	+ 4	4,284	206	202	195
Industrial Supplies	5	+13	- 1	606	+14	2,677	d	d	d	d	d	d	d
Plumbing and Heating Supplies	5	-13	+ 3	1,034	-11	1,945	d	d	d	d	d	d	d
Jewelry	5	+ 3	- 7	450	+ 6	839	d	d	d	d	d	d	d
Lumber and Building Materials	14	c	+ 1	1,002	c	2,087	10	-17	- 7	602	112	110	97
Machinery, Eqpt., and Supplies, except Electrical	7	+ 4	+ 9	632	+ 8	1,002	5	+16	+ 4	447	105	95	113
Metals	4	- 4	+29	457	- 6	966	d	d	d	d	d	d	d
Tobacco and Its Products	17	- 7	- 8	1,556	c	4,051	7	+ 6	-16	421	65	68	71
Leather and Shoe Findings	7	+17	- 2	205	+23	415	4	+ 5	- 5	278	273	287	245

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
May 3, 1945

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

March 1945

Sales of wholesalers were approximately the same for March 1945 as for March 1944, but compared with February this year, March sales increased 11 percent. A 4 percent increase was shown for the first 3 months of 1945 vs. the corresponding period of 1944. These data are based upon reports covering 2,761 wholesale establishments.

Of the 35 trades shown separately in this report, the wholesalers of automotive supplies showed the highest sales increase (22%) for March 1945 vs. March 1944. Sales were up 12 percent for wholesalers of lumber and building materials; 11 percent, specialty lines of groceries and foods; 11 percent, metals; 10 percent, leather and shoe findings; and 6 percent, hardware. Electrical goods wholesalers noted a small (3%) gain; full-line wholesalers of groceries and foods reported virtually no change, as did wholesalers of clothing and furnishings, shoes and other footwear, and paper and its products. The largest decrease occurred for jewelry, which trade showed sales off 19 percent from March a year ago. Seasonal increases ranged from a slight (3%) increase for coal wholesalers to a 34 percent rise for leather and shoe findings. Decreases were shown for only 3 wholesale trades for March compared with February 1945: Shoes and other footwear (2%), meats and meat products (8%), and jewelry (10%).

Inventories, in terms of dollars based on cost values, at the close of March 1945 were down 5 percent from those of March 1944. Percentage changes varied, however, among the trades, from a gain of 32 percent for wines and liquors to a decrease of 40 percent for wholesalers of meats and meat products. Stocks held by wholesalers at the close of March 1945 were up from a year ago for liquor departments of other trades (28%), electrical goods (27%), machinery, equipment, and supplies, except electrical (12%), and plumbing and heating supplies (10%).

The stock-sales ratio for 1,726 wholesalers was 106 for March 1945, 114 for March 1944, and 119 for February 1945. Wholesalers of drugs and sundries, with a 4 percent sales increase for March 1945 vs. March 1944 and stocks almost unchanged, showed a stock-sales ratio of 149 this March as against 155 for March 1944. Sales of wholesalers of furniture and house furnishings were down 6 percent and inventories were off 29 percent, reflected in a stock-sales ratio of 80 for this March compared with 103 a year earlier. For March 1945, wholesalers of dry goods reported a 12 percent decrease in dollar volume and a 31 percent decrease in inventories, resulting in a stock-sales ratio of 101 as against 123 in March 1944.

Collections on accounts receivable were 4 percent higher for March 1945 than for March 1944, and 4 percent ahead of those for February 1945. The collection percentage for March 1945 was 126; for March 1944, 121; and for February 1945, 121. Accounts receivable on March 1, 1945 were 5 percent below those of March 1, 1944, while almost no change was noted from the first of February to the first of March this year.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
MARCH 1945

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 1945 (Add 000)	Percent change from 3 mos. 1944	Three months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1945 (Add 000)	Mar. 1945	Mar. 1944	Feb. 1945
		Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945					Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945				
UNITED STATES	2,761	+ 1	+11	$324,263	+ 4	$1,004,207	1,728	- 5	c	$218,599	106	114	119
Automotive Supplies	232	+22	+ 9	7,472	+24	24,832	144	+16	+ 2	6,032	153	162	168
Chemicals (industrial)	15	+11	+21	821	+ 5	4,459	8	-12	- 5	308	60	78	78
Paints and Varnishes	56	+ 8	+10	4,388	+13	15,970	14	-13	- 3	1,861	106	132	140
Clothing and Furnishings, except Shoes	34	+ 1	+14	4,820	+ 7	15,073	12	-29	-10	333	45	62	62
Shoes and Other Footwear	19	+ 1	- 2	17,222	+10	50,284	10	-10	- 4	2,564	34	39	39
Coal	11	+ 5	+ 5	2,310	+ 8	8,123	5	- 7	-35	766	112	137	163
Drugs and Sundries (liquor excluded)	158	+ 4	+15	30,877	+ 5	90,186	107	- 1	+ 4	36,980	148	155	167
Dry Goods	92	-12	+ 4	17,544	- 9	48,500	54	-31	- 1	11,583	101	123	105
Electrical Goods	300	+ 3	+16	28,600	+ 7	71,865	267	+27	+ 5	18,990	71	57	77
Dairy and Poultry Products	28	- 3	+19	2,051	- 8	6,315	13	- 4	- 3	140	31	32	34
Fresh Fruits and Vegetables	82	+ 8	+21	6,701	+ 9	19,619	51	+ 2	- 2	950	22	25	27
Farm Supplies	23	c	+25	7,080	- 9	17,800	14	-27	- 8	1,527	65	85	77
Furniture and House Furnishings	44	- 6	+ 8	4,356	c	10,872	22	-29	- 2	2,697	80	103	87
Groceries and Foods, except Farm Products	623	+ 2	+10	71,515	+ 7	245,700	391	-12	- 2	54,877	118	137	131
Full-line wholesalers[d]	352	c	+11	36,784	+ 5	118,923	226	-15	- 4	30,999	115	135	134
Voluntary-group wholesalers	122	+ 3	+ 6	21,016	+ 9	76,201	84	-10	+ 4	18,826	133	155	134
Retailer-cooperative warehouses	19	- 7	+ 6	4,422	+ 4	15,458	11	-21	-10	2,460	110	123	125
Specialty lines	130	+11	+11	9,293	+13	35,118	70	+ 1	- 2	4,592	99	107	111
Confectionery	51	+ 1	+20	1,597	- 1	3,940	25	-20	- 5	733	65	81	84
Meats and Meat Products	65	-16	- 6	18,681	-11	72,091	50	-40	c	4,247	52	69	47
Beer	57	+ 2	+15	1,836	c	4,904	37	+11	- 7	388	29	26	36
Wines and Liquors	26	+ 7	+ 5	4,010	+12	22,613	19	+32	+ 8	3,168	104	81	102
Liquor Department of Other Trades[e]	35	+13	+12	9,839	+14	27,010	34	+28	+ 3	15,609	160	142	174
Total Hardware Group	315	- 6	+15	41,085	+ 5	118,459	188	- 1	c	37,699	148	160	168
General hardware	137	+ 8	+18	25,536	+ 7	73,567	88	- 1	c	27,321	148	161	172
Industrial supplies	83	+ 8	+11	9,674	+ 7	27,268	52	- 3	- 2	7,969	139	155	158
Plumbing and heating supplies	95	- 6	+ 9	5,875	- 1	17,714	48	+10	+ 3	2,409	150	163	165
Jewelry	50	-19	-10	1,579	-13	4,971	20	- 3	c	1,234	170	138	151
Optical Goods	14	- 5	+ 9	223	- 5	696	5	+17	- 3	96	160	150	171
Lumber and Building Materials	48	+12	+21	3,945	+ 4	12,625	25	+ 6	- 1	1,766	111	109	145
Machinery, Equipment, and Supplies, except Electrical	53	+ 7	+17	3,309	+ 9	11,077	35	+12	- 3	3,052	122	117	146
Surgical, Medical, and Hospital Eqpt. and Supplies	25	+16	+16	1,535	+11	4,188	16	c	- 5	1,025	85	102	109
Metals	23	+11	+14	3,731	+ 6	10,786	11	-20	- 2	1,680	84	139	99
Paper and Its Products	72	- 1	+14	6,144	+ 1	19,879	35	-13	- 2	2,734	92	106	108
Petroleum	7	+ 7	+30	325	- 4	1,389	4	+21	+45	211	85	74	71
Tobacco and Its Products	147	- 8	+18	18,507	- 4	55,642	66	-23	-14	4,013	38	47	52
Leather and Shoe Findings	56	+10	+34	1,109	+ 8	2,851	30	+12	+ 3	1,064	173	159	211
Miscellaneous	22	+ 1	+12	2,454	- 5	7,398	14	- 8	-23	2,274	216	214	307

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.

J-1550

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
MARCH 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		March 1945	March 1944	February 1945	March 1945 vs. March 1944	March 1945 vs. February 1945	As of March 1, 1945 (Add 000)
UNITED STATES	2,214	126	121	121	- 5	+ 1	$194,845
Automotive Supplies	181	94	96	90	+21	- 2	5,115
Chemicals (industrial)	11	107	112	116	+12	+14	628
Paints and Varnishes	21	81	77	76	+15	+10	926
Clothing and Furnishings, except Shoes	28	116	99	113	-20	+ 1	3,028
Shoes and Other Footwear	16	107	99	88	+ 4	+10	7,499
Coal	11	127	113	112	+ 5	- 3	1,993
Drugs and Sundries (liquor excluded)	126	111	108	105	+ 1	- 6	22,146
Dry Goods	83	90	81	87	-17	+ 6	17,567
Electrical Goods	287	101	95	98	-12	+ 3	22,951
Dairy and Poultry Products	21	206	183	177	- 5	+ 1	611
Fresh Fruits and Vegetables	61	210	204	181	+ 8	- 6	1,859
Farm Supplies	16	164	133	174	-22	+53	2,715
Furniture and House Furnishings	36	105	95	98	-11	- 2	3,640
Groceries and Foods, except Farm Products	466	172	169	160	+ 1	- 5	31,910
Full-line wholesalers[b]	258	167	164	155	- 2	- 5	17,370
Voluntary-group wholesalers	93	181	174	171	+ 1	- 4	8,212
Retailer-cooperative warehouses	15	249	262	216	c	-11	1,496
Specialty lines	100	152	149	138	+13	- 3	4,832
Confectionery	23	150	154	154	- 3	-10	530
Meats and Meat Products	57	220	192	227	-27	- 4	7,876
Beer	22	188	175	180	+ 5	+11	287
Wines and Liquors	16	241	262	218	- 4	-13	689
Total Hardware Group	288	101	98	101	- 3	+ 4	32,600
General hardware	125	107	103	105	- 2	+ 5	19,102
Industrial supplies	75	99	97	94	c	+ 5	7,724
Plumbing and heating supplies	88	87	87	98	-11	+ 3	5,774
Jewelry	34	70	69	76	-11	+56	1,194
Optical Goods	10	87	85	84	- 6	+ 6	168
Lumber and Building Materials	43	120	115	109	c	- 2	2,861
Machinery, Equipment, and Supplies, except Electrical	43	105	103	95	+ 6	c	2,465
Surgical, Medical, and Hospital Equipment and Supplies	23	68	59	61	+ 5	+ 1	1,939
Metals	23	129	125	114	+ 5	c	2,841
Paper and Its Products	66	101	94	99	- 8	- 1	5,380
Petroleum	5	116	104	98	+ 5	-15	97
Tobacco and Its Products	103	207	194	203	-19	+ 7	5,416
Leather and Shoe Findings	42	101	104	91	+11	c	811
Miscellaneous	52	148	169	139	+22	+ 9	7,103

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.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1945

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 Mar. 1945 vs. Mar. 1944	Percent change Mar. 1945 vs. Feb. 1945	March 1945 (Add 000)	Percent change from 3 mos. 1944	Three months 1945 (Add 000)	Number of firms reporting stocks	Percent change Mar. 1945 vs. Mar. 1944	Percent change Mar. 1945 vs. Feb. 1945	Mar. 31, 1945 (Add 000)	Mar. 1945	Mar. 1944	Feb. 1945
New England	180	- 5	+14	$14,761	- 3	$44,197	117	- 7	+ 1	$9,459	105	108	104
Automotive Supplies	5	+19	+ 7	151	- 6	497	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	11	+ 1	+17	1,790	d	5,199	9	- 8	+ 1	2,167	150	164	171
Dry Goods	5	- 5	+21	92	- 7	430	4	-12	-10	64	79	82	111
Electrical Goods	28	-17	+10	1,586	-16	4,477	25	+25	+ 6	1,078	70	46	74
Fresh Fruits and Vegetables	11	+19	+28	896	+13	2,147	9	- 2	- 9	83	11	13	15
Furniture and House Furnishings	4	- 3	+ 3	234	+ 1	598	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	25	+ 5	+14	1,800	+11	8,903	16	-12	- 1	1,522	116	143	132
Meats and Meat Products	7	-20	- 6	2,061	-21	4,049	6	-58	- 3	455	54	96	62
General Hardware	6	+ 8	+41	226	+ 1	742	c	c	c	c	c	c	c
Industrial Supplies	9	+ 2	+21	476	d	1,625	7	+ 2	+ 4	838	212	215	242
Plumbing and Heating Supplies	8	+27	+15	117	+34	282	4	+ 9	+10	153	232	264	240
Jewelry	6	-32	-10	240	-18	520	c	c	c	c	c	c	c
Optical Goods	5	d	+13	44	+ 1	119	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	4	+ 4	+17	173	+ 6	684	c	c	c	c	c	c	c
Metals	4	+14	+17	301	+11	845	c	c	c	c	c	c	c
Paper and Its Products	5	- 8	+19	275	- 8	849	4	-15	- 2	195	101	112	125
Tobacco and Its Products	10	- 8	+17	1,434	- 3	4,897	c	c	c	c	c	c	c
Middle Atlantic	551	d	+13	73,761	d	214,187	324	+ 3	d	32,541	89	87	102
Automotive Supplies	39	+36	+19	743	+29	2,166	31	+19	+ 2	811	154	189	182
Paints and Varnishes	4	+33	+27	76	+17	218	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes	9	- 1	+17	3,651	+ 7	9,558	c	c	c	c	c	c	c
Shoes and Other Footwear	6	+12	+29	804	+ 8	2,015	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	24	+ 3	+13	6,163	+ 4	17,816	19	- 2	+ 8	5,609	136	142	141
Dry Goods	32	+ 1	+14	4,558	- 9	14,001	17	-38	+ 2	1,300	76	119	87
Electrical Goods	67	-12	+23	7,580	- 8	15,277	55	+42	- 5	3,349	57	33	71
Dairy and Poultry Products	6	-11	+21	884	-13	2,689	c	c	c	c	c	c	c
Fresh Fruits and Vegetables	15	+ 8	+11	853	+12	2,849	8	+16	d	36	9	8	9
Furniture and House Furnishings	10	d	+11	457	- 1	1,785	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	87	+ 6	+ 8	13,142	+10	39,671	38	- 6	+ 1	5,729	116	129	119
Meats and Meat Products	23	-12	- 5	10,172	- 8	31,022	21	-28	+ 5	1,200	52	61	43
Beer	13	+ 9	+ 8	322	+ 2	854	7	+21	-30	23	12	10	16
General Hardware	26	+16	+34	3,528	+10	8,767	15	d	d	2,968	149	177	194
Industrial Supplies	26	- 7	+13	2,201	- 6	6,277	19	+18	+ 5	1,846	118	91	132
Plumbing and Heating Supplies	22	+22	+23	862	+17	2,524	10	+ 3	- 5	527	145	164	206
Jewelry	12	-16	+ 9	371	-20	1,057	4	-15	- 6	269	154	147	185
Optical Goods	6	- 4	+14	134	- 5	385	c	c	c	c	c	c	c
Lumber and Building Materials	11	+16	+28	496	+ 1	2,359	5	+ 5	+ 9	282	152	155	169
Machinery, Eqpt., and Supplies, except Electrical	8	+22	+23	824	+15	2,449	5	+17	- 1	822	109	114	136
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+17	+10	88	+ 4	352	c	c	c	c	c	c	c
Paper and Its Products	22	- 5	+21	1,610	- 5	6,144	13	+11	d	576	66	70	82
Tobacco and Its Products	37	- 1	+24	7,045	+ 2	19,000	23	-31	-21	1,761	30	45	48
East North Central	552	+ 3	+11	55,948	+ 5	171,534	368	- 5	+ 1	40,508	104	112	113
Automotive Supplies	54	+15	+11	1,565	+15	5,510	43	+16	+ 4	1,787	144	145	152
Paints and Varnishes	5	+12	+ 7	381	+16	1,055	c	c	c	c	c	c	c
Clothing and Furnishings, except Shoes	9	+37	+13	314	+25	666	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	22	+ 8	+14	5,088	+ 7	15,688	16	+ 2	+ 5	4,973	130	135	141
Dry Goods	7	-21	+ 2	1,048	-16	3,164	5	-47	-11	408	56	82	60
Electrical Goods	56	+ 9	+15	4,385	+ 9	14,138	49	+25	+11	3,189	79	68	82
Dairy and Poultry Products	13	- 2	+16	478	- 2	1,503	7	- 7	+ 3	77	33	34	37
Fresh Fruits and Vegetables	15	+12	+24	842	+ 7	2,488	11	- 6	+ 9	208	32	38	37
Farm Supplies	6	+ 9	+34	742	- 5	1,586	c	c	c	c	c	c	c
Furniture and House Furnishings	9	-13	+ 7	512	- 3	1,159	5	-17	-20	241	79	69	103
Groceries and Foods, except Farm Products	118	d	+ 7	16,734	+ 6	51,364	87	-12	+ 2	14,423	118	134	125
Confectionery	8	- 2	+27	185	- 6	551	c	c	c	c	c	c	c
Meats and Meat Products	15	-21	-15	2,665	-14	10,711	9	-32	- 5	919	49	53	39

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1945

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 1945 (Add 000)	Percent change from 3 mos. 1944	Three months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1945 (Add 000)	Mar. 1945	Mar. 1944	Feb. 1945
		Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945					Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945				
East North Central (continued)													
Beer	16	+ 4	+18	$481	+ 7	$1,515	12	- 9	-16	$83	20	23	29
Wines and Liquors	9	+14	+ 5	834	+27	3,699	8	+51	+15	782	110	87	105
General Hardware	18	+14	+19	4,990	+13	13,181	12	- 4	- 5	5,842	132	159	161
Industrial Supplies	12	- 7	+13	1,116	- 3	3,172	7	+ 9	+ 8	391	133	114	156
Plumbing and Heating Supplies	23	+ 6	+ 9	888	+10	2,705	19	+10	+ 5	1,087	161	175	181
Jewelry	15	-17	+ 2	431	-17	1,351	5	+20	+ 4	467	203	133	210
Lumber and Building Materials	8	+ 4	- 2	660	- 3	1,527	5	-15	-12	209	98	111	130
Machinery, Eqpt., and Supplies, except Electrical	13	+29	+21	730	+21	2,042	10	+10	- 3	584	101	122	123
Surgical, Medical, and Hospital Eqpt. and Supplies	10	+17	+20	1,162	+10	2,839	7	- 8	+ 2	647	65	84	79
Metals	5	+32	+19	902	+24	3,675	c	c	c	c	c	c	c
Paper and Its Products	22	+ 1	+16	2,791	+ 2	8,121	10	- 4	+ 3	913	79	84	88
Tobacco and Its Products	37	- 6	+23	3,900	- 7	10,648	12	-18	-18	470	31	34	47
Leather and Shoe Findings	13	+ 5	+26	245	+ 2	648	5	+41	+ 5	197	207	135	275
West North Central	272	+ 2	+12	39,829	+ 5	118,575	191	- 9	- 2	35,302	116	128	128
Automotive Supplies	22	+26	+11	1,196	+29	3,912	13	+24	+ 4	397	158	158	178
Drugs and Sundries (liquor excluded)	15	+ 3	+14	3,290	+ 3	9,521	13	d	+ 4	4,273	155	160	170
Dry Goods	5	-20	+ 4	6,075	-11	14,818	5	-29	- 2	6,360	105	118	110
Electrical Goods	29	+25	+19	1,841	+28	5,783	28	+28	+ 6	1,346	81	80	92
Fresh Fruits and Vegetables	7	+28	+28	612	+27	1,866	5	- 4	+ 4	98	21	28	26
Farm Supplies	5	+ 1	+32	4,115	-11	10,087	c	c	c	c	c	c	c
Furniture and House Furnishings	5	- 6	+12	1,334	- 4	2,088	4	-40	-24	693	53	83	79
Groceries and Foods, except Farm Products	65	+ 7	+ 1	8,517	+14	30,509	49	- 5	- 3	10,639	142	160	146
Confectionery	5	- 8	+17	187	- 7	458	c	c	c	c	c	c	c
Beer	9	+ 8	+27	254	+ 5	680	5	d	+20	24	13	14	13
General Hardware	13	+12	+11	3,664	+ 8	11,214	12	d	d	5,348	155	174	170
Industrial Supplies	8	+ 4	+34	450	- 4	1,226	c	c	c	c	c	c	c
Plumbing and Heating Supplies	8	+23	+30	479	+26	1,418	6	+20	+10	331	155	160	142
Jewelry	7	+ 7	-33	92	- 2	174	4	-12	+ 4	98	140	173	104
Lumber and Building Materials	9	+29	+25	941	+14	1,850	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	4	+ 4	+28	235	+ 2	660	c	c	c	c	c	c	c
Paper and Its Products	6	+12	d	242	+12	734	c	c	c	c	c	c	c
Tobacco and Its Products	11	-19	+10	598	- 3	3,343	4	-36	- 6	91	59	73	70
Leather and Shoe Findings	9	+ 6	+27	126	+ 4	272	4	+12	+ 3	163	214	201	261
South Atlantic	409	d	+ 8	34,729	+ 2	106,081	237	- 5	- 1	20,875	96	103	105
Automotive Supplies	22	+32	+11	683	+40	2,645	11	+24	d	338	134	139	165
Paints and Varnishes	5	- 2	+18	186	d	464	5	-13	- 7	261	140	158	178
Clothing and Furnishings, except Shoes	6	- 5	+10	331	+ 1	1,040	c	c	c	c	d	c	c
Drugs and Sundries (liquor excluded)	26	+ 3	+13	3,625	+ 5	11,289	17	d	+ 2	4,113	165	168	187
Dry Goods	12	- 2	- 9	1,667	- 5	5,058	9	-33	d	1,077	96	139	83
Electrical Goods	48	+21	+19	4,231	+15	11,170	46	+17	+ 4	2,621	63	65	73
Fresh Fruits and Vegetables	15	+13	+21	1,019	+13	3,212	7	+26	+10	88	17	16	18
Furniture and House Furnishings	4	+24	+ 3	389	+18	708	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	116	- 3	+12	8,020	+ 1	26,281	57	-14	- 4	4,055	96	115	114
Confectionery	19	+ 1	+18	506	+ 1	1,405	11	-28	-14	234	54	75	73
Meats and Meat Products	4	- 8	+ 8	625	-10	2,280	c	c	c	c	c	c	c
Beer	8	-13	+15	415	-17	890	5	+11	- 6	163	59	40	73
Wines and Liquors	4	-13	-12	764	+ 3	2,477	c	c	c	c	c	c	c
General Hardware	22	+ 3	+13	2,541	+ 7	7,362	16	- 7	- 4	1,729	106	121	130
Industrial Supplies	11	+ 9	+14	789	+ 7	2,091	6	+12	- 2	612	141	141	172
Jewelry	4	-23	-43	211	-11	476	c	c	c	c	c	c	c
Lumber and Building Materials	4	+ 9	+23	387	+11	1,555	c	c	c	c	c	c	c
Machinery, Eqpt., and Supplies, except Electrical	6	-12	+14	204	d	1,020	c	c	c	c	c	c	c
Metals	4	+12	+ 7	226	+17	546	c	c	c	c	c	c	c
Paper and Its Products	6	+10	+17	389	+10	1,269	c	c	c	c	c	c	c
Tobacco and Its Products	19	-20	+ 8	2,196	-12	6,461	11	-35	- 1	458	34	43	58

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1945

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 1945 (Add 000)	Percent change from 3 mos. 1944	Three months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1945 (Add 000)	Mar. 1945	Mar. 1944	Feb. 1945
		Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945					Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945				
East South Central	144	- 4	+ 8	$14,376	d	$41,845	77	-10	- 3	$9,625	107	111	120
Automotive Supplies	4	+13	+ 7	105	+27	450	c	c	c	c	c	c	c
Drugs and Sundries (liquor excluded)	11	+ 4	+12	2,314	+ 6	6,888	c	c	c	c	c	c	c
Dry Goods	10	-24	- 6	1,412	-18	3,557	4	-25	+ 3	853	113	108	113
Electrical Goods	13	+25	+ 3	773	+32	1,913	10	+46	+15	482	68	60	60
Fresh Fruits and Vegetables	7	+ 3	+20	280	+ 7	833	c	c	c	c	c	c	c
Groceries and Foods, except Farm Products	32	- 4	+13	2,809	- 1	8,588	17	-20	-10	1,905	98	116	124
Confectionery	9	-23	+ 5	202	-21	566	c	c	c	c	c	c	c
Meats and Meat Products	4	-34	-12	698	-24	2,152	c	c	c	c	c	c	c
General Hardware	11	+14	+20	2,337	+13	6,488	5	+ 6	+ 2	1,317	114	113	129
Industrial Supplies	5	+16	+14	377	+ 8	903	c	c	c	c	c	c	c
Tobacco and Its Products	6	-15	+ 4	807	-14	2,312	c	c	c	c	c	c	c
West South Central	237	+ 3	+11	28,184	+ 5	85,270	166	- 9	- 2	26,557	125	142	142
Automotive Supplies	8	+17	+12	390	+16	1,520	6	-13	+10	349	98	131	98
Drugs and Sundries (liquor excluded)	17	+ 8	+13	3,151	+ 8	8,908	13	- 4	+ 2	4,929	177	196	198
Dry Goods	7	- 8	- 3	865	- 4	2,193	6	-30	+ 6	923	167	200	171
Electrical Goods	23	+36	+15	1,602	+34	4,471	20	+35	+10	1,061	68	68	71
Groceries and Foods, except Farm Products	110	- 1	+12	11,038	+ 3	36,452	77	-16	- 6	9,316	113	131	134
General Hardware	18	+10	+11	2,620	+ 7	8,328	11	- 1	+ 1	2,951	151	172	165
Industrial Supplies	6	+27	+12	2,423	+21	5,524	4	-12	-14	2,100	171	259	243
Machinery, Eqpt., and Supplies, except Electrical	6	+ 2	+ 7	525	+10	2,204	4	+16	- 8	566	140	112	151
Surgical, Medical, and Hospital Eqpt., and Supplies	4	+23	+ 1	100	+32	292	c	c	c	c	c	c	c
Tobacco and Its Products	8	-10	+17	849	-12	2,600	c	c	c	c	c	c	c
Mountain	125	+ 4	+13	10,834	+ 5	30,598	96	-13	d	11,283	128	155	148
Automotive Supplies	15	+36	+ 2	511	+45	1,748	9	+34	+ 9	509	205	195	185
Drugs and Sundries (liquor excluded)	6	d	+11	1,362	+ 6	3,948	6	+ 9	- 4	1,988	146	135	169
Dry Goods	4	-13	+10	329	- 9	971	c	c	c	c	c	c	c
Electrical Goods	13	+23	+17	684	+23	2,075	11	+16	+16	450	74	79	77
Groceries and Foods, except Farm Products	37	+ 4	+20	3,681	+ 5	9,295	32	-21	- 2	4,356	128	169	158
Meats and Meat Products	4	- 3	- 7	796	-15	2,427	c	c	c	c	c	c	c
General Hardware	10	- 2	+10	1,160	+ 6	3,170	7	-15	- 1	847	143	188	173
Pacific	255	+ 2	+11	35,259	+ 8	131,641	150	d	+ 1	31,267	127	132	141
Automotive Supplies	63	+17	+ 5	2,128	+23	6,384	27	+17	- 5	1,609	171	177	199
Clothing and Furnishings, except Shoes	4	+18	-13	100	+ 7	331	c	c	c	c	c	c	c
Shoes and Other Footwear	4	-12	+36	166	-13	608	4	+ 8	+10	333	201	163	249
Dry Goods	10	- 1	+ 6	1,498	+ 6	4,308	c	c	c	c	c	c	c
Electrical Goods	23	+ 2	+ 6	3,918	+ 9	12,561	23	+21	+ 5	3,414	87	73	87
Fresh Fruits and Vegetables	6	+14	+14	1,250	+ 7	4,547	5	- 2	- 7	374	30	35	37
Furniture and House Furnishings	8	-13	+ 1	1,191	d	3,764	5	-26	+26	1,246	112	132	90
Groceries and Foods, except Farm Products	33	+ 6	+16	5,774	+13	32,637	18	-19	- 7	2,932	101	135	127
Meats and Meat Products	7	- 8	- 3	1,147	- 7	2,905	5	-38	+ 5	207	26	42	25
Beer	5	+15	+ 6	229	+19	632	c	c	c	c	c	c	c
General Hardware	13	- 4	+21	4,470	- 2	14,315	8	+ 4	+ 2	6,126	187	168	215
Industrial Supplies	6	+22	- 3	1,842	+20	6,365	c	c	c	c	c	c	c
Plumbing and Heating Supplies	4	-28	+13	1,146	-17	3,202	c	c	c	c	c	c	c
Lumber and Building Materials	7	+11	+12	449	+ 2	2,536	6	+29	+ 7	321	135	128	171
Machinery, Eqpt., and Supplies, except Electrical	9	-21	+10	517	- 1	1,687	6	+ 9	- 4	344	115	75	136
Tobacco and Its Products	16	-11	+ 9	1,653	- 2	6,305	8	+18	+11	419	70	55	66
Leather and Shoe Findings	7	+18	+19	244	+18	713	5	+10	+ 2	283	244	235	260

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.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS
MARCH 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		March 1945	March 1944	February 1945	Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945	March 1, 1945 (Add 000)
New England	151	123	123	117	- 8	b	$9,339
Drugs and Sundries (liquor excluded)	11	100	98	93	- 2	- 7	1,634
Dry Goods	5	105	95	95	-16	b	80
Electrical Goods	27	88	89	83	-20	+ 8	1,682
Fresh Fruits and Vegetables	10	274	257	242	+10	+16	262
Groceries and Foods, except Farm Products	17	155	152	145	+ 3	- 1	875
Meats and Meat Products	6	209	184	231	-37	- 5	902
General Hardware	6	74	71	71	- 9	+14	215
Industrial Supplies	7	104	105	94	- 2	- 4	269
Plumbing and Heating Supplies	8	70	61	70	+19	- 3	142
Metals	4	182	134	170	-26	- 9	137
Paper and Its Products	5	105	107	99	-12	- 2	246
Tobacco and Its Products	7	172	171	164	-13	+ 8	214
Middle Atlantic	452	136	129	132	- 9	+ 3	43,748
Automotive Supplies	33	82	98	77	+36	- 4	491
Paints and Varnishes	4	73	65	67	+ 1	+16	78
Clothing and Furnishings, except Shoes	7	132	109	128	-28	- 1	1,854
Shoes and Other Footwear	6	100	89	96	- 8	+ 6	665
Drugs and Sundries (liquor excluded)	23	93	93	90	+ 2	- 2	5,061
Dry Goods	29	93	87	87	- 9	+10	3,588
Electrical Goods	64	117	112	120	-33	+ 4	5,476
Dairy and Poultry Products	5	271	241	231	- 5	+ 4	201
Fresh Fruits and Vegetables	11	224	259	264	+14	+17	158
Furniture and House Furnishings	8	98	95	101	b	+12	378
Groceries and Foods, except Farm Products	61	169	163	152	+ 5	- 7	6,386
Meats and Meat Products	21	204	186	214	-18	+ 2	4,738
Beer	8	140	125	133	+ 1	+ 5	143
General Hardware	23	97	93	93	+ 1	+ 6	2,658
Industrial Supplies	24	96	97	91	- 9	+ 1	1,757
Plumbing and Heating Supplies	17	87	82	88	+ 4	- 5	790
Jewelry	9	75	68	66	-21	+18	277
Optical Goods	5	84	87	78	- 4	+ 8	121
Lumber and Building Materials	8	95	99	96	+10	+13	419
Machinery, Eqpt., and Supplies, except Electrical	8	108	112	105	+11	+ 7	670
Paper and Its Products	19	99	99	104	-10	+ 5	1,314
Tobacco and Its Products	26	258	235	274	-16	+19	2,081
East North Central	443	131	126	126	- 2	b	32,021
Automotive Supplies	50	110	106	107	+11	- 1	1,147
Paints and Varnishes	4	91	98	84	+28	+13	314
Clothing and Furnishings, except Shoes	7	103	95	101	+11	b	249
Drugs and Sundries (liquor excluded)	20	115	111	112	+ 3	- 4	3,326
Dry Goods	6	92	92	89	-19	- 1	1,041
Electrical Goods	51	109	101	98	+ 1	- 6	3,488
Dairy and Poultry Products	8	189	162	186	-10	b	73
Fresh Fruits and Vegetables	10	264	244	198	+ 6	-11	197
Farm Supplies	4	210	159	173	+11	- 1	84
Furniture and House Furnishings	8	123	95	125	-19	+13	384
Groceries and Foods, except Farm Products	81	178	177	169	b	- 1	6,582
Meats and Meat Products	14	234	184	248	-42	-20	985
Beer	5	228	173	192	-11	+ 3	39
General Hardware	17	113	108	114	- 1	+22	3,791
Industrial Supplies	12	92	91	86	- 1	+ 2	1,080
Plumbing and Heating Supplies	22	96	96	100	+ 9	+ 6	826
Jewelry	10	93	90	93	-10	+44	235
Lumber and Building Materials	8	122	107	106	- 1	- 9	513
Machinery, Eqpt., and Supplies, except Electrical	11	100	75	90	+11	-13	550
Surgical, Medical, and Hospital Eqpt. and Supplies	9	68	56	61	+ 2	b	1,459
Metals	5	154	150	129	+43	+ 5	590
Paper and Its Products	22	104	92	100	-12	- 4	2,394
Tobacco and Its Products	27	204	180	173	-23	- 4	1,140
Leather and Shoe Findings	10	114	112	98	+ 4	- 1	184
West North Central	221	118	110	115	- 6	+ 4	27,754
Automotive Supplies	17	94	99	91	+29	+ 2	1,068
Drugs and Sundries (liquor excluded)	14	121	114	113	- 4	- 4	2,442
Dry Goods	5	81	72	78	-21	+ 7	7,382
Electrical Goods	28	98	99	91	+12	+ 4	1,574
Fresh Fruits and Vegetables	6	234	204	187	+10	- 8	200
Furniture and House Furnishings	5	116	121	103	- 7	-15	1,113
Groceries and Foods, except Farm Products	52	179	188	176	+15	- 4	4,311
Beer	7	269	258	288	+10	+25	65
General Hardware	13	116	116	119	+10	+10	2,891
Industrial Supplies	8	108	112	101	- 3	- 4	330
Plumbing and Heating Supplies	7	97	105	92	+ 9	- 6	290
Lumber and Building Materials	8	133	139	133	+ 7	+ 4	633
Paper and Its Products	4	114	93	110	- 1	+ 2	215
Tobacco and Its Products	5	255	364	370	-17	+12	75
Leather and Shoe Findings	8	95	102	85	+18	- 2	126

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		March 1945	March 1944	February 1945	Mar. 1945 vs. Mar. 1944	Mar. 1945 vs. Feb. 1945	March 1, 1945 (Add 000)
South Atlantic	325	117	112	117	- 7	+ 2	$21,534
Automotive Supplies	18	89	80	90	+13	- 4	479
Paints and Varnishes	5	87	77	90	- 9	-14	159
Clothing and Furnishings, except Shoes	5	88	65	69	-13	- 7	315
Drugs and Sundries (liquor excluded)	24	106	105	102	+ 2	- 4	2,827
Dry Goods	11	89	82	92	-12	+15	1,819
Electrical Goods	48	94	77	96	- 3	+ 4	3,976
Fresh Fruits and Vegetables	12	166	152	149	- 7	- 9	344
Groceries and Foods, except Farm Products	82	170	168	155	- 4	- 3	3,024
Confectionery	10	129	127	131	- 6	+10	277
General Hardware	22	111	104	102	- 5	- 4	2,038
Industrial Supplies	9	97	98	99	- 7	+11	735
Machinery, Eqpt.,and Supplies, except Electrical	5	99	89	85	-14	- 3	128
Metals	4	117	95	115	-10	+ 6	181
Paper and Its Products	5	101	95	94	- 8	-13	304
Tobacco and Its Products	15	170	166	172	-28	+ 2	665
East South Central	117	123	120	120	- 7	+ 1	9,518
Drugs and Sundries (liquor excluded)	10	108	105	105	+ 4	- 4	1,803
Dry Goods	10	98	88	90	-21	- 3	1,548
Electrical Goods	12	115	110	107	+15	+18	699
Fresh Fruits and Vegetables	5	242	208	207	- 8	- 8	103
Groceries and Foods, except Farm Products	28	171	162	156	-11	- 3	1,408
Meats and Meat Products	4	328	262	230	-43	-42	220
General Hardware	8	95	91	99	+ 1	+ 5	1,337
Industrial Supplies	5	98	91	90	+13	- 3	360
Tobacco and Its Products	4	187	204	203	- 6	+16	323
West South Central	192	128	129	124	- 2	- 1	15,891
Automotive Supplies	7	81	101	76	+31	-10	421
Drugs and Sundries (liquor excluded)	14	104	102	100	+ 3	- 5	2,522
Dry Goods	6	99	86	101	-16	b	840
Electrical Goods	22	97	94	93	+10	+24	1,366
Groceries and Foods, except Farm Products	84	156	152	148	- 9	- 9	5,053
General Hardware	17	116	115	114	+ 1	- 5	2,012
Industrial Supplies	5	108	109	98	+ 7	+ 6	1,377
Machinery, Eqpt.,and Supplies, except Electrical	5	131	165	106	+32	+25	317
Surgical, Medical,and Hospital Eqpt. and Supplies	4	64	64	60	+40	+ 3	137
Mountain	103	146	127	132	- 6	- 1	5,397
Automotive Supplies	7	100	91	86	+27	- 4	163
Electrical Goods	13	105	75	92	- 8	+ 9	689
Groceries and Foods, except Farm Products	34	179	157	169	- 4	+ 2	1,769
General Hardware	7	113	101	98	- 2	- 7	430
Pacific	210	117	113	109	b	- 2	24,174
Automotive Supplies	43	92	93	88	+18	- 1	1,142
Shoes and Other Footwear	4	152	137	125	-13	- 6	98
Dry Goods	8	117	99	113	- 8	+ 1	1,048
Electrical Goods	22	84	81	79	- 5	b	4,001
Furniture and House Furnishings	8	98	78	91	-19	- 2	1,223
Groceries and Foods, except Farm Products	27	183	197	158	+15	- 9	2,502
Meats and Meat Products	5	290	247	305	-12	+ 5	282
General Hardware	12	99	96	96	-11	- 2	3,730
Plumbing and Heating Supplies	4	78	84	81	-13	b	1,199
Lumber and Building Materials	9	95	95	78	+15	+ 4	479
Machinery, Eqpt.,and Supplies, except Electrical	7	101	101	89	- 5	- 4	428
Tobacco and Its Products	13	137	130	123	-17	- 5	825
Leather and Shoe Findings	6	88	88	87	+24	+ 7	208

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

APRIL 1945

Sales of wholesalers were slightly (3%) higher for April 1945 than for April 1944, but were down 7 percent for April vs. March 1945. For the year to date (4 months) wholesalers' sales showed a small (3%) gain over the like period a year ago. These data are based upon reports covering 2,917 wholesale establishments.

Of the 35 trades shown separately in this report, the wholesalers of automotive supplies showed an outstanding sales increase (20%) for April 1945 vs. April 1944. Sales were up 17 percent for wholesalers of fresh fruits and vegetables; 13 percent, drugs and sundries (liquor excluded); 12 percent, industrial supplies (hardware); 11 percent, paper and its products; and 10 percent, lumber and building materials. Wholesalers of both dry goods and tobacco and its products reported sales down 6 percent; and wholesalers of furniture and house furnishings and of meats and meat products noted decreases of 14 and 16 percent respectively. Almost all trades experienced seasonal decreases, with wholesalers of jewelry recording a decrease of 21 percent; coal, 19 percent; and clothing and furnishings, 13 percent. The first 4 months' sales of wholesalers of automotive supplies was 24 percent over those for the corresponding period a year ago; sales of shoes and other otwear rose 10 percent; farm supplies dropped off 8 percent; and meats and meat products decreased 12 percent.

Inventories, in terms of dollars based on cost value, at the close of April 1945 were down 7 percent from those of April 1944. Percentage changes varied however, among the trades from a gain of 25 percent for automotive supplies to a decrease of 40 percent for wholesalers of meats and meat products. Stocks held by wholesalers at the close of April 1945 were down from a year ago for general hardware (3%), groceries and foods, except farm products (12%), paper and its products (18%), and dry goods (32%).

The stock-sales ratio for 1,788 wholesalers was 115 for April 1945, 127 for April 1944, and 107 for March 1945. Wholesalers of confectionery, with virtually no change in sales for April 1945 vs. April 1944 and stocks down 20 percent, showed a stock-sales ratio of 69 this April as against 86 for April 1944. Sales of full-line wholesalers of groceries and foods showed almost no change in sales, and inventories were off 14 percent, reflected in a stock-sales ratio of 123 for this April compared with 143 a year earlier. For April 1945 wholesalers of paints and varnishes noted sales approximately the same as for April 1944 and stocks off slightly (3%), resulting in a stock-sales ratio of 120 as against 137 in April 1944.

Collections on accounts receivable were 7 percent higher for April 1945 than for April 1944, but were slightly (3%) under collections of March 1945. The collection percentage for April 1945 was 123; for April 1944, 115; and for March 1945, 127. Accounts receivable on April 1, 1945 were 4 percent below those of April 1, 1944, while accounts were up 4 percent from March 1945.

This monthly study is conducted jointly by the National Association of Credit and the Bureau of the Census. Detailed figures are presented in the following tables summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

APRIL 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		April 1945 (Add 000)	Percent change from 4 mos. 1944	Four months 1945 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1945 (Add 000)	April 1945	April 1944	March 1945
		April 1945 vs. April 1944	April 1945 vs. March 1945					April 1945 vs. April 1944	April 1945 vs. March 1945				
UNITED STATES	2,917	+ 3	- 7	$317,287	+ 3	$1,373,949	1,788	- 7	d	$227,918	115	127	107
Automotive Supplies	254	+20	- 3	8,058	+24	35,411	165	+25	+ 3	7,717	183	179	168
Chemicals (industrial)	16	+14	- 1	1,005	+ 9	6,847	10	+ 7	- 6	386	64	67	66
Paints and Varnishes	60	d	- 4	4,867	+10	19,053	14	- 3	- 1	1,887	120	137	108
Clothing and Furnishings, except Shoes	43	+ 3	-13	4,576	+ 6	18,012	14	-24	+ 6	391	50	63	40
Shoes and Other Footwear	29	+ 8	- 3	17,829	+10	68,382	14	-21	- 8	2,589	32	46	35
Coal	11	- 4	-19	1,745	+ 3	10,486	6	- 4	- 6	1,116	97	98	83
Drugs and Sundries (liquor excluded)	139	+13	- 9	28,234	+ 7	120,204	105	+ 3	+ 4	37,774	171	186	149
Dry Goods	90	- 6	- 8	15,197	- 8	63,775	50	-32	+ 3	10,988	114	153	103
Electrical Goods	306	+ 3	- 6	25,858	+ 6	101,565	266	+24	+ 3	18,113	81	66	73
Dairy and Poultry Products	28	+ 8	- 9	1,879	- 3	8,350	12	- 3	+ 3	160	30	35	31
Fresh Fruits and Vegetables	86	+17	+10	8,375	+12	28,544	54	- 1	-13	744	15	17	18
Farm Supplies	24	- 3	-11	3,455	- 8	21,255	13	-17	+ 3	1,483	103	130	92
Furniture and House Furnishings	54	-14	-18	4,031	- 4	17,314	29	-25	- 3	2,802	92	98	77
Groceries and Foods, except Farm Products	662	+ 2	-10	74,357	+ 6	334,045	413	-12	- 1	59,874	127	146	115
Full-line wholesalers[e]	359	d	-12	34,045	+ 4	158,967	226	-14	- 3	30,300	123	143	112
Voluntary-group wholesalers	151	+ 5	- 8	25,752	+ 8	108,663	104	-10	- 1	22,149	139	162	129
Retailer-cooperative warehouses	21	- 2	-12	4,361	+ 1	18,448	14	-13	+ 7	3,098	119	134	102
Specialty lines	131	+ 6	-10	10,199	+10	47,967	69	+ 1	- 3	4,327	107	113	93
Confectionery	54	d	-11	1,374	- 1	5,403	26	-20	+ 1	694	69	86	60
Meats and Meat Products	70	-16	- 2	20,195	-12	93,723	45	-40	- 6	4,679	46	59	50
Beer	61	- 3	- 3	1,778	d	6,789	38	+ 2	- 1	333	27	25	27
Wines and Liquors	25	+ 8	- 3	3,601	+11	29,546	10	+20	- 1	1,574	116	102	105
Liquor Department of Other Trades[f]	35	+10	d	9,714	+13	36,948	g	g	g	g	g	g	g
Total Hardware Group	325	+ 7	- 4	40,018	+ 6	166,612	194	- 3	- 1	38,211	155	172	148
General hardware	139	+ 7	- 6	24,863	+ 7	104,548	91	- 3	- 2	27,631	157	175	149
Industrial supplies	83	+12	d	9,116	+ 8	37,870	52	- 1	+ 3	8,116	148	162	144
Plumbing and heating supplies	103	+ 2	- 1	6,039	d	24,194	51	+ 4	- 2	2,464	153	187	150
Jewelry	57	- 6	-21	1,823	-11	7,070	22	-11	+ 7	2,339	248	277	165
Optical Goods	14	- 3	- 5	212	- 5	951	6	+ 1	- 4	96	145	138	147
Lumber and Building Materials	68	+10	+ 5	5,285	+ 6	19,649	37	- 7	d	3,222	108	128	110
Machinery, Equipment, and Supplies, except Electrical	45	+ 4	-10	2,532	+ 7	14,914	31	+16	d	2,891	147	132	128
Surgical, Medical, and Hospital Eqpt. and Supplies	23	+ 9	- 7	482	+11	4,895	15	+10	+ 2	679	231	229	208
Metals	25	- 1	-11	3,118	+ 5	14,622	13	-25	+ 3	2,950	153	187	125
Paper and Its Products	83	+11	- 4	7,028	+ 3	28,568	42	-18	- 1	3,170	89	117	85
Petroleum	7	+24	+ 9	355	+ 1	2,072	g	g	g	g	g	g	g
Tobacco and Its Products	150	- 6	- 9	17,130	- 5	75,167	67	-22	+ 4	3,769	41	50	36
Leather and Shoe Findings	52	+ 9	- 5	1,002	+ 7	3,955	27	+11	+ 3	1,005	185	173	175
Miscellaneous	21	- 7	-15	2,174	- 3	9,824	50	-12	- 6	16,282	153	190	163

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

3-3600F

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of April 1, 1945 (Add 000)
		April 1945	April 1944	March 1945	April 1945 vs. April 1944	April 1945 vs. March 1945	
UNITED STATES	2,347	123	115	127	- 4	+ 4	$211,901
Automotive Supplies	206	94	92	9[illegible]	+22	+ 2	6,209
Chemicals (industrial)	15	105	105	109	+10	+ 3	817
Paints and Varnishes	25	90	78	79	+ 5	- 2	957
Clothing and Furnishings, except Shoes	36	108	85	113	-10	+ 5	4,328
Shoes and Other Footwear	25	98	88	105	- 2	- 2	8,247
Coal	11	121	113	126	-12	-14	1,613
Drugs and Sundries (liquor excluded)	127	106	99	111	+ 1	+ 9	24,174
Dry Goods	79	86	72	89	-21	- 1	16,157
Electrical Goods	291	95	94	101	- 5	+12	26,476
Dairy and Poultry Products	17	179	160	185	- 6	+ 3	440
Fresh Fruits and Vegetables	66	210	194	217	+16	+13	2,499
Farm Supplies	18	185	142	179	-16	-14	1,131
Furniture and House Furnishings	43	99	85	100	-19	- 2	4,119
Groceries and Foods, except Farm Products	495	166	158	173	- 1	- 2	36,243
Full-line wholesalers [b]	257	160	150	167	- 4	- 2	17,769
Voluntary-group wholesalers	120	177	171	182	+ 4	- 3	10,924
Retailer-cooperative warehouses	16	216	210	247	- 4	+ 8	1,823
Specialty lines	102	148	145	155	+ 4	- 5	5,727
Confectionery	23	140	133	149	- 3	+ 4	519
Meats and Meat Products	62	217	213	218	-21	+ 1	8,660
Beer	23	214	163	188	-16	- 5	289
Wines and Liquors	16	206	211	250	+11	+39	841
Total Hardware Group	298	99	94	101	c	+ 9	35,689
General hardware	127	103	99	106	+ 4	+10	21,714
Industrial supplies	75	99	94	98	- 4	+ 3	7,492
Plumbing and heating supplies	96	87	79	87	- 8	+ 9	6,483
Jewelry	43	74	72	74	- 8	+ 1	2,105
Optical Goods	10	95	86	88	-13	- 2	163
Lumber and Building Materials	62	121	112	118	- 1	+15	4,049
Machinery, Equipment, and Supplies, except Electrical	37	107	103	109	+ 2	+ 3	2,178
Surgical, Medical, and Hospital Equipment and Supplies	23	66	58	67	+ 7	+ 2	665
Metals	25	134	131	133	- 2	- 3	2,508
Paper and Its Products	70	102	95	100	- 2	+ 6	6,347
Petroleum	5	110	106	112	+20	+17	118
Tobacco and Its Products	107	207	184	207	-16	+ 1	6,074
Leather and Shoe Findings	38	95	96	100	+12	+ 9	822
Miscellaneous	51	143	150	148	+29	+ 5	7,464

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.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change: April 1945 vs. April 1944	Percent change: April 1945 vs. March 1945	April 1945 (Add 000)	Percent change from 4 mos. 1944	Four months 1945 (Add 000)	Number of firms reporting stocks	Percent change: April 1945 vs. April 1944	Percent change: April 1945 vs. March 1945	April 30, 1945 (Add 000)	April 1945	April 1944	March 1945
New England	197	[d]	- 6	$16,523	- 2	$65,055	128	-12	- 1	$10,745	102	113	95
Automotive Supplies	6	+43	+13	177	+ 6	755	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Drugs and Sundries (liquor excluded)	12	+12	-11	1,637	+ 2	6,930	10	- 7	+ 2	2,303	172	207	151
Dry Goods	6	- 6	- 8	162	- 7	592	4	-20	+ 3	66	89	115	79
Electrical Goods	27	-10	- 3	1,459	-15	5,967	24	- 3	- 7	969	68	63	72
Fresh Fruits and Vegetables	12	+41	+19	1,103	+21	3,281	10	+58	+47	126	13	11	11
Furniture and House Furnishings	5	-10	- 9	283	- 2	957	4	+ 7	- 3	321	116	98	109
Groceries and Foods, except Farm Products	31	+ 5	- 3	3,333	+ 8	13,843	8	-10	+ 1	1,552	140	177	124
Meats and Meat Products	7	-30	-18	1,692	-24	5,741	7	-50	+ 6	625	37	52	29
General Hardware	7	+ 9	+14	440	+ 5	1,341	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Industrial Supplies	10	+10	- 3	571	+ 5	2,528	8	- 4	+ 1	934	188	215	182
Jewelry	4	-19	+ 2	217	-18	737	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Optical Goods	5	+ 2	- 2	43	+ 1	162	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Metals	5	+20	- 1	333	+14	1,215	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Paper and Its Products	7	+ 4	- 6	314	- 5	1,171	6	-16	+ 3	245	107	124	94
Tobacco and Its Products	12	[d]	- 7	1,950	- 3	7,831	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Leather and Shoe Findings	5	+28	- 9	119	+ 2	417	[e]	[e]	[e]	[c]	[e]	[e]	[e]
Middle Atlantic	582	+ 3	- 7	70,226	+ 1	289,977	326	- 9	- 1	32,262	94	104	88
Automotive Supplies	36	+33	- 6	613	+30	2,862	30	+16	+ 3	752	178	209	159
Paints and Varnishes	6	+40	+ 7	120	+24	338	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Clothing and Furnishings, except Shoes	12	+ 3	-12	3,392	+ 6	13,146	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Shoes and Other Footwear	8	+ 2	-23	739	+ 6	2,754	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Drugs and Sundries (liquor excluded)	23	+17	- 6	5,610	+ 7	23,453	17	- 3	- 1	4,989	141	169	133
Dry Goods	33	+ 2	- 9	4,267	- 6	18,268	16	-38	+ 5	1,423	114	161	92
Electrical Goods	69	-10	- 9	7,212	- 9	22,677	56	+19	- 3	3,411	68	45	59
Dairy and Poultry Products	6	+ 9	+ 8	523	-10	3,226	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Fresh Fruits and Vegetables	17	+17	+17	1,532	+13	4,449	10	-20	+ 5	89	9	13	10
Farm Supplies	5	+ 7	-13	918	- 5	3,674	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Furniture and House Furnishings	14	-27	-25	530	-10	2,693	8	-44	-10	166	42	50	34
Groceries and Foods, except Farm Products	92	+ 8	-13	11,578	+10	51,800	37	- 6	+ 2	5,744	136	154	117
Confectionery	5	+15	- 9	187	+22	571	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Meats and Meat Products	24	- 7	- 2	10,072	- 8	41,156	11	-34	-11	1,099	46	66	54
Beer	14	+ 5	- 3	330	+ 3	1,184	9	+ 7	+12	47	18	19	17
General Hardware	28	+20	+ 1	3,670	+12	12,832	17	- 7	- 2	3,088	157	205	150
Industrial Supplies	24	+ 2	[d]	1,735	- 4	8,286	17	+ 8	[d]	1,383	132	121	125
Plumbing and Heating Supplies	25	+24	- 6	869	+19	3,407	11	+17	+ 3	520	160	153	137
Jewelry	12	+ 9	-14	310	-14	1,387	4	- 6	+16	312	208	244	154
Optical Goods	5	- 3	- 9	115	- 4	508	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Lumber and Building Materials	14	+13	+ 6	1,255	+ 5	4,335	6	- 6	- 1	564	65	76	74
Machinery, Eqpt., and Supplies, except Electrical	4	- 1	- 9	424	+10	3,037	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Surgical, Medical, and Hospital Eqpt. and Supplies	5	+13	- 3	86	+ 7	472	4	- 5		99	230	267	211
Paper and Its Products	25	+ 7	- 8	1,901	- 2	8,825	15	-22	- 5	717	61	81	57
Tobacco and Its Products	41	[d]	- 8	6,659	+ 1	25,849	23	-24	+ 7	1,804	35	47	30
Leather and Shoe Findings	11	+ 4	+ 5	81	- 9	269	4	- 7	- 7	69	216	247	264
East North Central	564	+ 3	- 6	53,005	+ 5	234,093	365	- 4	[d]	40,189	108	117	103
Automotive Supplies	54	+18	- 6	1,571	+16	7,723	40	+21	+ 2	1,777	157	162	149
Chemicals (industrial)	4	+ 6	- 5	394	- 1	1,522	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Paints and Varnishes	8	+15	+ 3	449	+16	1,515	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Clothing and Furnishings, except Shoes	10	+ 2	-12	286	+17	952	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Drugs and Sundries (liquor excluded)	22	+16	+ 9	4,670	+ 9	21,134	15	+ 8	+ 2	4,803	146	153	130
Dry Goods	7	- 8	- 2	927	-14	4,167	5	-51	[d]	465	55	99	54
Electrical Goods	56	+ 7	- 1	4,353	+ 9	20,945	49	+36	+ 6	3,407	83	66	79
Dairy and Poultry Products	11	+ 7	+ 1	489	[d]	2,062	6	-16	[d]	81	28	36	30
Fresh Fruits and Vegetables	15	+17	- 3	1,038	+10	3,547	10	+ 3	- 8	182	30	35	32
Farm Supplies	6	-27	-25	559	-12	2,145	[e]	[e]	[e]	[e]	[e]	[e]	[e]
Furniture and House Furnishing	9	+ 5	- 5	476	[d]	1,680	5	[illegible]		241	86	88	79
Groceries and Foods, except Far Products	117	+ 8	- 8	15,545	+ 7	68,451	89	- 9	- 1	15,397	130	153	121
Confectionery	8	+ 8	- 8	170	- 3	721	[e]	[e]	[e]	[e]	[e]	[e]	[e]

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		April 1945 (Add 000)	Percent change from 4 mos. 1944	Four months 1945 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1945 (Add 000)	April 1945	April 1944	March 1945
		April 1945 vs. April 1944	April 1945 vs. March 1945					April 1945 vs. April 1944	April 1945 vs. March 1945				
East South Central	146	d	- 9	$13,195	d	$56,504	81	- 6	+ 2	$9,739	118	124	107
Automotive Supplies	4	+36	- 6	148	+32	726	e	e	e	e	e	e	e
Drugs and Sundries (liquor excluded)	13	+16	- 9	2,282	+ 8	9,170	e	e	e	e	e	e	e
Dry Goods	10	-18	-14	1,216	-18	4,773	4	-27	+ 2	867	132	148	113
Electrical Goods	12	+ 9	+10	799	+25	2,712	9	+47	+16	450	61	45	59
Fresh Fruits and Vegetables	5	+10	-16	168	+ 8	1,026	e	e	e	e	e	e	e
Groceries and Foods, except Farm Products	37	- 2	-12	2,526	- 1	11,577	21	-19	- 4	1,855	108	132	98
Confectionery	9	-22	- 5	192	-21	758	4	-45	d	120	105	133	96
Meats and Meat Products	4	-30	- 5	569	-25	2,721	e	e	e	e	e	e	e
General Hardware	11	- 2	-13	2,058	+ 9	8,546	5	+ 6	- 1	1,344	128	112	121
Industrial Supplies	5	+30	- 7	351	+13	1,254	e	e	e	e	e	e	e
Tobacco and Its Products	5	-17	- 8	627	-14	3,235	e	e	e	e	e	e	e
West South Central	238	+ 1	- 8	25,768	+ 4	114,423	169	- 6	+ 1	25,666	143	151	127
Automotive Supplies	10	+ 6	-17	391	+17	2,144	7	+38	+ 3	389	133	123	130
Drugs and Sundries (liquor excluded)	14	+ 6	-10	2,334	+ 7	11,429	10	+ 3	+ 6	4,032	203	207	171
Dry Goods	6	-12	-24	489	- 6	2,682	e	e	e	e	e	e	e
Electrical Goods	24	+17	-12	1,513	+29	6,115	21	+39	+ 6	1,149	77	65	65
Farm Supplies	4	+28	- 2	487	+ 9	1,741	4	-12	+15	358	74	107	63
Groceries and Foods, except Farm Products	110	- 5	-10	10,313	+ 1	47,947	78	-17	- 3	8,793	124	139	114
General Hardware	18	+ 7	- 6	2,960	+ 7	12,208	12	+ 6	+ 1	3,129	174	176	160
Industrial Supplies	7	+30	- 5	2,440	+24	7,964	5	+ 5	+ 9	2,700	212	230	179
Machinery, Eqpt., and Supplies, except Electrical	4	+20	- 2	244	+ 8	3,002	e	e	e	e	e	e	e
Tobacco and Its Products	6	-12	- 2	464	-12	3,064	e	e	e	e	e	e	e
Mountain	124	+ 2	- 8	9,481	+ 4	40,677	92	-10	+ 2	10,855	147	168	132
Automotive Supplies	20	+23	- 2	676	+38	2,473	14	+26	+ 5	752	224	215	201
Drugs and Sundries (liquor excluded)	6	+ 6	- 7	1,260	+ 6	5,208	e	e	e	e	e	e	e
Electrical Goods	13	+11	-13	640	+21	2,880	10	+26	+ 9	489	96	83	74
Furniture and House Furnishings	4	+ 7	-16	183	- 7	526	e	e	e	e	e	e	e
Groceries and Foods, except Farm Products	29	+ 2	-14	2,477	+ 5	11,772	23	-17	d	2,988	141	172	118
General Hardware	8	d	- 3	1,026	+ 4	4,196	5	-18	- 3	687	149	202	144
Lumber and Building Materials	4	+ 5	- 9	711	+ 3	2,788	e	e	e	e	e	e	e
Pacific	280	+ 2	- 6	42,074	+ 6	189,273	153	- 5	+ 1	37,978	134	148	125
Automotive Supplies	62	+16	- 2	1,938	+21	8,526	27	+22	+ 2	1,844	206	197	189
Clothing and Furnishings, except Shoes	6	+ 6	-12	161	+ 8	549	e	e	e	e	e	e	e
Shoes and Other Footwear	6	+ 4	- 3	223	- 9	845	4	+ 6	-10	299	182	202	206
Dry Goods	10	- 5	-11	1,327	+ 3	5,635	e	e	e	e	e	e	e
Electrical Goods	23	+ 6	- 3	4,315	+ 8	17,217	19	+24	+ 5	4,037	106	93	97
Fresh Fruits and Vegetables	8	+11	+ 6	1,611	+ 8	6,376	5	- 5	-33	140	12	13	18
Furniture and House Furnishings	8	-20	-11	1,079	- 5	4,908	5	-20	- 8	1,153	115	114	110
Groceries and Foods, except Farm Products	41	- 1	-11	11,268	+ 7	51,346	23	-16	d	7,524	113	132	98
Meats and Meat Products	7	- 7	+ 5	1,203	- 7	4,108	5	-34	+ 4	215	29	42	26
Beer	6	+19	- 5	243	+19	902	e	e	e	e	e	e	e
General Hardware	13	+ 4	- 6	4,256	d	20,341	8	- 2	d	6,220	197	209	187
Industrial Supplies	6	+10	+10	2,023	+16	8,920	e	e	e	e	e	e	e
Plumbing and Heating Supplies	5	-29	-13	1,010	-19	4,337	e	e	e	e	e	e	e
Jewelry	6	+ 1	-43	406	d	1,450	5	-23	+ 8	1,093	301	419	157
Lumber and Building Materials	13	+ 8	+20	989	+ 4	4,146	9	- 2	+12	666	130	150	128
Machinery, Eqpt., and Supplies, except Electrical	8	+ 4	- 1	678	- 1	2,678	4	+17	- 1	450	118	96	104
Metals	5	+10	+ 8	605	d	1,940	e	e	e	e	e	e	e
Paper and Its Products	4	+ 1	+ 7	446	+ 5	2,120	e	e	e	e	e	e	e
Tobacco and Its Products	16	-12	-13	1,324	- 4	7,733	8	- 3	+ 4	233	57	52	48
Leather and Shoe Findings	7	+14	-13	212	+20	1,013	5	+ 9	+ 6	300	278	281	244

a Includes reports received too late for inclusion in previous monthly totals.
b The stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Less than 0.5 percent.
e Insufficient data to show separately.

WHOLESALERS' SALES AND INVEN[illegible]IES, BY GEOGRAPHIC DIVISIONS

APRIL 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		April 1945 (Add 000)	Percent change from 4 mos. 1944	Four months 1945 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1945 (Add 000)	April 1945	April 1944	March 1945
		April 1945 vs. April 1944	April 1945 vs. March 1945					April 1945 vs. April 1944	April 1945 vs. March 1945				
East North Central (continued)													
Meats and Meat Products	17	-31	d	3,572	-19	14,304	13	-34	- 7	1,424	48	48	54
Beer	19	- 2	- 5	500	+ 5	2,089	15	+ 5	+14	115	27	24	22
Wines and Liquors	10	+ 4	+16	1,070	+20	5,253	5	+28	-11	372	94	93	124
General Hardware	16	+ 9	- 7	3,854	+12	18,343	11	- 5	- 3	4,630	136	158	129
Industrial Supplies	11	+ 1	+ 3	818	- 2	4,111	6	+ 2	+ 7	259	136	117	123
Plumbing and Heating Supplies	22	+12	+ 1	794	+12	3,658	17	+ 1	- 5	960	179	207	177
Jewelry	21	-12	-14	577	-15	2,129	6	+13	- 2	493	214	163	178
Lumber and Building Materials	12	+10	+18	633	- 1	2,269	7	- 5	- 1	260	88	98	99
Machinery, Eqpt., and Supplies, except Electrical	11	- 3	-20	538	+16	2,654	9	+14	+ 4	491	109	92	8[illegible]
Surgical, Medical, and Hospital Eqpt. and Supplies	7	+ 7	-10	158	+10	3,085	6	+12	+ 3	326	213	209	185
Metals	6	+15	-13	1,308	+19	5,648	4	-15	- 1	1,013	107	144	98
Paper and Its Products	24	+15	- 1	3,032	+ 5	11,406	10	-15	- 7	845	72	93	79
Tobacco and Its Products	36	- 6	-10	3,496	- 7	14,214	12	-17	+10	519	38	43	31
Leather and Shoe Findings	13	- 1	+ 1	261	+ 1	909	5	+41	- 3	192	202	131	212
West North Central	314	+ 3	-10	35,662	+ 4	163,443	228	-10	- 2	37,757	133	151	121
Automotive Supplies	36	+20	- 3	1,482	+28	6,071	27	+33	+ 6	1,205	227	190	197
Shoes and Other Footwear	4	+ 1	-21	893	- 6	2,779	e	e	e	e	e	e	e
Drugs and Sundries (liquor excluded)	16	+10	- 9	3,295	+ 4	12,988	14	+ 3	+ 5	5,183	185	198	160
Dry Goods	4	- 6	- 3	5,273	-10	20,091	4	-29	+ 2	5,928	112	149	106
Electrical Goods	31	+21	- 6	1,689	+25	7,940	30	+31	+ 3	1,368	90	84	82
Fresh Fruits and Vegetables	8	+17	- 8	567	+26	2,620	5	-28	-33	66	16	25	21
Furniture and House Furnishings	5	-20	-28	967	- 7	4,777	4	-36	+ 3	760	81	101	57
Groceries and Foods, except Farm Products	81	+ 5	-11	9,267	+11	42,089	64	- 7	- 5	11,450	143	162	136
Confectionery	4	-11	-12	155	- 8	613	e	e	e	e	e	e	e
Beer	9	- 9	- 2	248	+ 1	928	e	e	e	e	e	e	e
General Hardware	16	+ 3	-12	4,150	+ 5	16,453	15	- 5	- 6	6,296	159	174	150
Industrial Supplies	9	+10	d	502	d	1,839	e	e	e	e	e	e	e
Plumbing and Heating Supplies	13	+22	d	710	+25	2,257	9	- 2	d	491	111	162	116
Jewelry	6	-12	-13	66	- 5	240	4	- 5	d	98	161	143	140
Lumber and Building Materials	8	- 1	- 5	259	+12	2,109	4	+ 1	- 2	310	177	169	159
Machinery, Eqpt., and Supplies, except Electrical	6	+19	- 8	272	+ 6	932	5	+11	- 4	402	151	160	143
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+ 5	- 5	84	+ 1	328	e	e	e	e	e	e	e
Paper and Its Products	5	+11	+ 3	196	+12	930	e	e	e	e	e	e	e
Tobacco and Its Products	12	-19	- 6	595	- 4	4,657	4	-28	- 5	87	55	64	57
Leather and Shoe Findings	7	+13	+ 1	95	+ 6	367	e	e	e	e	e	e	e
South Atlantic	438	+ 2	- 6	34,661	+ 2	143,533	245	- 6	+ 2	21,985	106	116	96
Automotive Supplies	26	+22	+ 1	1,062	+36	4,131	15	+27	+ 1	699	160	151	143
Paints and Varnishes	4	- 5	+ 8	177	- 2	641	4	- 7	+ 1	236	133	135	142
Clothing and Furnishings, except Shoes	7	+ 4	- 2	351	+ 2	1,418	e	e	e	e	e	e	e
Shoes and Other Footwear	4	+ 5	- 1	1,579	d	6,017	e	e	e	e	e	e	e
Drugs and Sundries (liquor excluded)	27	+ 9	- 9	3,488	+ 6	15,305	18	+ 6	+ 7	4,651	199	201	167
Dry Goods	11	-17	-14	1,249	- 8	6,307	8	-31	+ 2	789	94	126	85
Electrical Goods	51	+15	-11	3,878	+15	15,112	48	+16	+ 4	2,833	76	75	65
Dairy and Poultry Products	4	+39	+ 1	185	+12	667	e	e	e	e	e	e	e
Fresh Fruits and Vegetables	15	+17	+ 4	1,317	+14	4,529	7	- 2	- 8	105	16	19	20
Furniture and House Furnishings	6	+30	-20	348	+22	1,056	e	e	e	e	e	e	e
Groceries and Foods, except Farm Products	124	- 5	-10	8,050	- 1	35,220	62	-13	+ 1	4,571	106	117	92
Confectionery	19	- 6	-15	333	d	1,738	10	- 9	+10	170	63	65	48
Meats and Meat Products	5	- 5	+26	791	- 8	3,071	e	e	e	e	e	e	e
Beer	7	-17	+ 1	338	-17	1,228	e	e	e	e	e	e	e
General Hardware	22	+10	- 6	2,449	+ 8	10,288	15	- 6	d	1,780	118	141	112
Industrial Supplies	10	+ 5	- 4	585	+ 7	2,682	6	+ 6	+ 3	599	157	171	146
Jewelry	6	d	- 7	207	- 8	683	e	e	e	e	e	e	e
Lumber and Building Materials	11	+11	- 6	926	+12	2,627	5	-30	- 7	506	151	269	141
Machinery, Eqpt., and Supplies, except Electrical	6	+ 1	-11	182	d	1,202	e	e	e	e	e	e	e
Paper and Its Products	10	+11	-15	638	+10	2,051	5	-28	- 5	427	102	166	88
Tobacco and Its Products	19	-17	- 9	1,991	-13	8,452	10	-41	- 9	350	34	50	34

(Continued on next page)

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DEPARTMENT OF COMMERCE
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Current
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WHOLESALERS' SALES, INVENTORIES, AND CREDITS

MAY 1945

Wholesalers reported no change in sales volume for May 1945 over May 1944, although a small (3%) increase was noted from April to May this year. For the year to date (5 months) wholesalers' sales showed a small (3%) gain over the dollar volume for the like period a year ago. These data are based upon reports for 2,832 wholesale establishments.

Substantial sales increases were shown for May 1945 vs. May 1944 for wholesalers of surgical, medical, and hospital equipment and supplies (31%), chemicals (20%), metals (17%), electrical goods (16%), and automotive supplies (15%). Virtually no change occurred for wholesalers of paints and varnishes, clothing and furnishings (except shoes), groceries and foods (retailer-cooperative warehouses), general hardware, and lumber and building materials. The largest decrease for May, on a year-to-year comparison, was reported by wholesalers of meats and meat products—off 24 percent. These wholesalers also registered a drop of 10 percent from April of this year and a decrease of 15 percent for the first 5 months of 1945 compared with the like period of 1944. Additional data are presented in table form on the following pages. Thirty-five separate trades are presented in this report.

Inventories, in terms of dollars based on cost value, at the close of May 1945 were down 8 percent from those of May 1944. Percentage changes varied, however, among the trades from a gain of 23 percent for electrical goods to a decrease of 36 percent for wholesalers of meats and meat products. Stocks held by wholesalers at the close of May 1945 were up from a year ago for automotive supplies (19%), beer (18%), machinery equipment and supplies, except electrical (14%), wines and liquors, and plumbing and heating supplies (each 13%). Stocks of both dry goods and shoes and other footwear were down 34 percent from May 1944.

The stock-sales ratio for 1,726 wholesalers was 108 for May 1945, 120 for May 1944, and 114 for April 1945. Wholesalers of confectionery, with no change in sales for May 1945 vs. May 1944 and stocks down 12 percent, showed a stock-sales ratio of 70 this May as against 79 for May 1944. Sales of full-line wholesalers of groceries and foods showed a 5 percent gain in sales and a 17 percent decrease in inventories, reflected in a stock-sales ratio of 105 for this May compared with 133 a year earlier. For May 1945 wholesalers of tobacco and its products noted sales down 7 percent from May 1944 and stocks off 26 percent, resulting in a stock-sales ratio of 36 for May 1945 as against 46 in May 1944.

Collections on accounts receivable were 4 percent higher for May 1945 than for May 1944, and 4 percent higher in May than in April this year. The collection percentage for May 1945 was 129; for May 1944, 124; and for April 1945, 124. Accounts receivable on May 1, 1945 were 4 percent below those of May 1, 1944, and were 3 percent below those of April 1945.

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. No adjustments have been made for seasonal price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
MAY 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change: May 1945 vs. May 1944	Percent change: May 1945 vs. April 1945	May 1945 (Add 000)	Percent change from 5 mos. 1944	Five months 1945 (Add 000)	Number of firms reporting stocks	Percent change: May 1945 vs. May 1944	Percent change: May 1945 vs. April 1945	May 31, 1945 (Add 000)	May 1945	May 1944	April 1945
UNITED STATES	2,832	0	+ 3	$309,938	+ 3	$1,730,599	1,726	- 8	- 1	$217,078	108	120	114
Automotive Supplies	239	+15	+ 1	7,708	+23	44,701	149	+19	+ 1	6,868	168	159	167
Chemicals (industrial)	13	+20	+ 2	1,016	+11	9,085	9	+ 3	- 5	448	62	69	67
Paints and Varnishes	62	0	- 5	4,052	+ 8	23,380	15	+ 1	- 2	1,055	139	127	146
Clothing and Furnishings, except Shoes	41	- 1	+ 3	4,577	+ 4	22,663	15	-24	+ 8	509	68	96	67
Shoes and Other Footwear	25	+12	- 1	8,805	+10	77,214	10	-34	- 2	2,222	29	51	29
Coal	13	+ 1	+10	2,188	+ 2	13,215	4	+11	+12	994	91	83	96
Drugs and Sundries (liquor excluded)	137	+ 6	0	27,441	+ 6	149,817	105	+ 4	- 1	36,697	166	170	169
Dry Goods	92	-14	- 2	15,579	- 9	80,614	53	-34	+ 5	11,874	109	144	107
Electrical Goods	286	+16	+ 5	22,102	+ 8	127,559	256	+23	+ 2	16,578	79	75	81
Dairy and Poultry Products	32	-10	+ 9	2,415	- 4	11,650	13	- 4	+ 6	123	21	20	21
Fresh Fruits and Vegetables	93	+13	+12	9,192	+12	38,325	58	+ 7	- 2	809	14	15	16
Farm Supplies	19	- 8	+ 6	2,663	- 8	24,023	13	- 2	+ 4	1,531	96	110	104
Furniture and House Furnishings	46	-11	+11	4,098	- 4	23,240	19	-20	- 3	2,533	87	92	100
Groceries and Foods, except Farm Products	638	+ 4	+12	74,707	+ 5	417,922	404	-15	- 5	52,737	109	135	129
Full-line wholesalers[d]	352	+ 5	+14	37,378	+ 4	201,724	221	-17	- 5	28,025	105	133	125
Voluntary-group wholesalers	143	+ 3	+ 9	25,111	+ 7	135,367	100	-14	- 5	17,978	123	150	143
Retailer-cooperative warehouses	20	0	+18	4,824	+ 1	23,272	14	-18	- 7	2,500	89	111	111
Specialty lines	123	+ 7	+ 6	7,394	+ 9	57,559	69	+ 1	- 3	4,234	102	112	114
Confectionery	53	0	+ 6	1,588	0	7,280	27	-12	+ 7	883	70	79	69
Meats and Meat Products	69	-24	-10	23,418	-15	117,484	38	-36	+ 7	4,199	47	53	44
Beer	59	- 6	+10	1,887	- 2	8,696	30	+18	+19	325	26	20	24
Wines and Liquors	29	+ 2	0	4,133	+10	36,968	14	+13	0	2,905	124	112	126
Liquor Department of Other Trades[d]	34	- 5	- 1	9,424	+ 9	46,565	f	f	f	f	f	f	f
Total Hardware Group	306	+ 1	- 2	38,675	+ 5	215,377	182	- 1	0	38,343	159	164	159
General hardware	134	0	- 2	25,330	+ 6	136,866	86	- 3	0	29,092	158	168	159
Industrial supplies	76	+ 3	- 3	7,657	+ 7	48,489	48	+ 8	0	6,819	160	149	159
Plumbing and heating supplies	96	0	+ 5	5,688	0	30,022	48	+13	+ 5	2,432	156	166	156
Jewelry	53	- 1	- 3	1,988	- 9	9,056	24	-14	- 4	1,488	134	156	145
Optical Goods	16	- 6	+ 3	255	- 4	1,239	7	- 4	0	130	131	121	131
Lumber and Building Materials	63	- 1	0	4,417	+ 6	25,066	35	0	- 3	2,354	90	89	93
Machinery, Equipment, and Supplies, except Electrical	54	+13	+ 2	3,788	+ 8	19,975	38	+14	- 2	4,340	138	140	142
Surgical, Medical, and Hospital Eqpt. and Supplies	22	+31	- 8	1,224	+17	7,243	13	-15	- 3	754	75	121	70
Metals	22	+17	- 7	3,022	+ 9	18,853	9	-24	- 5	1,159	67	122	65
Paper and Its Products	79	- 4	- 5	6,209	+ 2	35,997	36	-17	+ 2	2,892	100	116	94
Petroleum	9	- 3	- 9	324	+ 1	2,709	6	+ 9	- 5	178	68	64	68
Tobacco and Its Products	151	- 7	+10	19,186	- 5	96,776	67	-26	0	3,905	36	46	39
Leather and Shoe Findings	54	+ 7	+ 6	1,047	+ 8	5,178	28	+12	+ 2	961	172	158	179
Miscellaneous	23	+ 4	+ 3	2,845	- 2	12,728	49	-13	+ 3	17,284	163	179	156

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MAY 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES a			ACCOUNTS RECEIVABLE		
					Percent change		As of
		May 1945	May 1944	April 1945	May 1945 vs. May 1944	May 1945 vs. April 1945	May 1, 1945 (Add 000)
UNITED STATES	2,267	129	124	124	-4	-3	$200,560
Automotive Supplies	190	94	98	94	+25	-1	5,626
Chemicals (industrial)	12	95	90	90	+9	+9	981
Paints and Varnishes	28	79	86	80	+15	0	1,270
Clothing and Furnishings, except Shoes	54	109	95	105	-14	-1	4,545
Shoes and Other Footwear	23	96	94	97	-5	-5	7,573
Coal	13	129	130	127	-5	-5	1,625
Drugs and Sundries (liquor excluded)	124	109	105	105	+5	-6	22,085
Dry Goods	81	95	82	88	-22	-6	15,758
Electrical Goods	269	98	89	94	+1	+1	21,500
Dairy and Poultry Products	20	210	189	194	-11	-4	630
Fresh Fruits and Vegetables	72	218	207	209	+9	+5	2,814
Farm Supplies	15	193	202	194	-2	+7	965
Furniture and House Furnishings	37	104	93	97	-24	-11	3,445
Groceries and Foods, except Farm Products	487	176	169	165	-2	-5	52,748
Full-line wholesalers b	260	171	162	158	-4	-5	16,994
Voluntary-group wholesalers	118	183	178	173	+2	-2	10,477
Retailer-cooperative warehouses	15	260	252	214	-2	-9	1,567
Specialty lines	94	146	141	153	+1	-6	3,710
Confectionery	24	148	141	143	+2	+1	578
Meats and Meat Products	62	225	208	216	-25	-13	10,856
Beer	23	211	178	210	-18	+7	307
Wines and Liquors	20	210	258	195	+10	-2	1,126
Total Hardware Group	279	103	100	100	-1	-3	[illegible]
General hardware	122	108	106	104	+1	-4	21,284
Industrial supplies	67	98	101	98	+5	0	6,618
Plumbing and heating supplies	90	90	80	86	-11	-2	5,940
Jewelry	40	84	87	93	-17	-1	1,625
Optical Goods	11	93	85	95	-8	-1	191
Lumber and Building Materials	56	120	120	123	+6	+5	3,545
Machinery, Equipment, and Supplies, except Electrical	41	111	105	117	+5	+8	2,794
Surgical, Medical, and Hospital Equipment and Supplies	21	61	65	69	+25	+4	1,843
Metals	22	123	127	124	+33	+2	2,588
Paper and Its Products	66	105	99	103	-1	-5	5,677
Petroleum	6	102	104	110	+29	+4	125
Tobacco and Its Products	106	229	195	208	-22	-5	5,953
Leather and Shoe Findings	36	97	102	90	+12	-1	756
Miscellaneous	51	147	158	141	+2	-2	7,389

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.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change: May 1945 vs. May 1944	Percent change: May 1945 vs. April 1945	May 1945 (Add 000)	Percent change from 5 mos.1944	Five months 1945 (Add 000)	Number of firms reporting stocks	Percent change: May 1945 vs. May 1944	Percent change: May 1945 vs. April 1945	May 31, 1945 (Add 000)	May 1945	May 1944	April 1945
New England	193	-6	+ 3	$16,678	- 2	$83,286	126	-11	0	$10,791	97	100	100
Automotive Supplies	4	0	+ 9	50	+ 5	805	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	12	+ 2	+ 3	1,739	+ 2	8,762	10	+ 2	0	2,320	164	162	167
Dry Goods	6	- 6	+16	188	- 7	780	5	-38	+ 8	80	44	66	47
Electrical Goods	28	- 1	+ 4	1,520	-12	7,600	24	+ 6	+ 3	955	67	61	67
Fresh Fruits and Vegetables	12	+ 7	+ 2	1,240	+17	4,521	9	+43	+43	167	19	13	12
Furniture and House Furnishings	4	-21	0	204	- 6	1,161	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	28	- 1	+ 3	3,277	+ 6	17,476	16	-11	- 4	1,468	108	132	123
Meats and Meat Products	6	-40	+ 2	1,722	-28	7,463	6	-46	+ 2	635	37	41	37
General Hardware	7	+10	- 1	480	+ 6	1,904	4	0	- 7	708	212	236	230
Industrial Supplies	10	0	- 2	607	+ 5	3,349	8	+ 1	+ 3	1,032	194	194	183
Plumbing and Heating Supplies	8	+22	+ 3	123	+34	538	5	+20	+ 5	231	316	302	317
Jewelry	5	+ 6	+ 7	252	-13	989	d	d	d	d	d	d	d
Optical Goods	5	-14	+ 2	44	- 2	206	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	+ 5	+10	202	+10	1,289	4	+ 2	- 1	605	300	306	333
Metals	4	-10	-17	245	+ 9	1,460	d	d	d	d	d	d	d
Paper and Its Products	7	-13	- 3	306	- 7	1,477	6	-18	+ 1	248	106	121	107
Tobacco and Its Products	11	- 6	+10	1,715	- 4	9,778	d	d	d	d	d	d	d
Middle Atlantic	578	0	+ 4	68,304	+ 1	366,360	328	- 8	0	31,674	90	101	95
Automotive Supplies	38	+30	+ 5	692	+30	3,718	30	+18	+ 2	810	163	187	169
Paints and Varnishes	6	- 2	- 8	111	+16	449	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	13	- 4	0	3,297	+ 3	16,480	4	-45	- 3	150	62	114	55
Shoes and Other Footwear	6	-14	+18	668	+ 2	3,422	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	23	+ 6	+ 2	5,357	+ 7	29,003	18	0	- 1	5,124	134	145	140
Dry Goods	34	-19	-16	3,718	- 8	22,365	17	-39	- 3	1,496	101	138	106
Electrical Goods	55	+27	+ 8	3,575	- 5	26,764	48	+11	- 2	2,363	71	81	78
Dairy and Poultry Products	9	-23	+ 7	1,022	-13	4,734	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	23	+17	+23	2,530	+15	7,058	15	- 5	-16	169	11	13	18
Farm Supplies	4	-22	- 7	785	- 8	4,459	d	d	d	d	d	d	d
Furniture and House Furnishings	12	-10	+29	641	-10	3,527	4	-11	+15	136	35	35	40
Groceries and Foods, except Farm Products	89	+ 7	+14	11,950	+ 9	64,521	38	- 5	- 3	5,616	111	134	136
Confectionery	6	- 8	+ 5	244	+12	992	4	+ 5	+22	78	34	30	29
Meats and Meat Products	23	- 8	+ 6	10,543	- 8	51,699	11	-22	+15	1,263	52	58	46
Beer	13	- 4	+ 9	346	+ 1	1,530	6	+ 5	+15	39	20	18	19
General Hardware	26	+ 8	- 6	3,355	+12	17,101	15	- 6	- 3	2,960	159	190	166
Industrial Supplies	22	- 7	- 8	1,644	- 4	11,378	16	+20	+ 1	1,483	119	96	119
Plumbing and Heating Supplies	23	+26	0	621	+18	4,124	11	+16	+ 2	532	158	159	160
Jewelry	14	- 6	+23	694	-12	2,081	7	-25	-13	619	116	151	170
Optical Goods	5	+ 2	+ 4	120	- 3	628	d	d	d	d	d	d	d
Lumber and Building Materials	14	+ 7	+ 4	1,390	+ 5	5,896	8	- 5	- 3	634	61	67	65
Machinery, Eqpt., and Supplies, except Electrical	4	+19	+ 4	666	+ 8	3,820	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqpt. and Supplies	5	+10	+ 4	95	+ 8	592	4	- 1	+ 2	102	200	224	208
Paper and Its Products	23	- 8	- 3	1,565	- 2	11,211	12	-18	+ 4	633	73	73	66
Tobacco and Its Products	47	- 4	+ 9	7,725	0	33,889	28	-28	+ 3	2,045	34	47	36
Leather and Shoe Findings	12	+ 4	+ 4	94	- 6	377	5	+ 9	+ 3	62	155	146	146
East North Central	549	+ 2	+ 2	54,756	+ 4	298,095	349	- 5	- 1	41,448	107	115	110
Automotive Supplies	56	+ 7	- 4	1,741	+15	10,000	41	+17	+ 1	2,116	154	146	143
Paints and Varnishes	8	+ 4	+ 5	470	+13	1,985	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	8	- 1	- 9	225	+13	1,177	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	+ 7	- 2	4,702	+ 9	26,508	17	+ 5	+ 1	5,676	155	156	150
Dry Goods	9	- 7	+ 8	1,324	-12	5,860	6	-43	- 5	600	54	89	62
Electrical Goods	51	+ 7	- 1	4,044	+ 8	27,399	44	+34	+ 5	3,222	86	71	82
Dairy and Poultry Products	12	- 2	+11	614	0	2,789	6	+ 2	+23	58	17	14	15
Fresh Fruits and Vegetables	16	+14	+16	1,261	+11	4,808	10	+ 7	+ 7	194	29	31	31
Farm Supplies	6	-19	+11	620	-14	2,765	d	d	d	d	d	d	d
Furniture and House Furnishings	8	- 3	- 8	429	- 1	2,149	4	+ 1	+ 2	237	92	80	86
Groceries and Foods, except Farm Products	118	+11	+10	17,299	+ 8	86,953	87	-14	- 6	14,197	107	139	127
Confectionery	7	+ 5	+10	153	- 2	874	d	d	d	d	d	d	d

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change: May 1945 vs. May 1944	Percent change: May 1945 vs. April 1945	May 1945 (Add 000)	Percent change from 5 mos. 1944	Five months 1945 (Add 000)	Number of firms reporting stocks	Percent change: May 1945 vs. May 1944	Percent change: May 1945 vs. April 1945	May 31, 1945 (Add 000)	May 1945	May 1944	April 1945
East North Central (continued)													
Meats and Meat Products	14	-33	-1	2,526	-21	16,830	10	-20	+14	1,375	59	49	51
Beer	17	- 8	+13	530	+2	2,619	10	+10	+14	103	27	22	27
Wines and Liquors	11	+15	+11	1,007	+12	6,260	7	+ 2	- 6	891	142	119	140
General Hardware	15	- 6	- 7	4,060	+ 9	24,211	11	+ 4	+ 5	5,890	164	147	142
Industrial Supplies	9	- 5	- 8	847	0	5,400	5	+ 2	- 2	229	113	96	108
Plumbing and Heating Supplies	21	+17	+ 7	850	+13	4,530	17	+14	+ 9	970	168	172	164
Jewelry	15	+ 2	- 1	427	-12	2,562	4	+ 2	+14	284	137	143	130
Lumber and Building Materials	11	- 5	- 5	490	- 2	2,759	7	-13	- 7	241	96	88	88
Machinery, Eqpt., and Supplies, except Electrical	14	+ 9	- 5	644	+15	3,432	10	+ 9	+ 1	662	134	144	128
Surgical, Medical, and Hospital Eqpt. and Supplies	8	+41	-10	910	+20	4,962	6	-22	- 6	505	58	105	54
Metals	5	+ 5	0	741	+17	6,411	d	d	d	d	d	d	d
Paper and Its Products	24	- 6	-10	2,727	+ 3	14,133	9	-16	- 1	825	80	96	74
Tobacco and Its Products	37	- 4	+10	3,962	- 6	19,246	12	-23	-11	497	30	40	38
Leather and Shoe Findings	13	- 4	+ 5	278	0	1,225	5	+48	- 4	184	179	120	202
West North Central	307	0	+ 4	36,031	+ 4	209,196	225	-14	+ 3	39,461	128	147	129
Automotive Supplies	36	+12	- 1	1,434	+25	7,896	28	+18	0	1,286	213	200	225
Clothing and Furnishings, except Shoes	4	+19	+17	215	+15	1,066	d	d	d	d	d	d	d
Shoes and Other Footwear	4	+20	+12	999	- 1	3,778	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	14	+ 6	0	2,798	+ 5	15,958	12	+ 6	0	4,107	176	176	179
Dry Goods	5	-16	- 3	5,580	-11	26,152	5	-32	+ 9	7,103	127	159	114
Electrical Goods	32	+26	+ 2	1,809	+25	10,125	31	+30	+ 7	1,550	95	93	91
Fresh Fruits and Vegetables	7	+ 4	+ 4	421	+22	3,206	4	-20	0	33	13	16	13
Furniture and House Furnishings	4	-11	+17	1,031	- 5	7,326	d	d	d	d	d	d	d
Groceries and Foods except Farm Products	80	+ 2	+12	10,039	+ 9	54,242	65	-14	0	11,387	127	150	141
Confectionery	5	-21	+ 3	169	-11	791	d	d	d	d	d	d	d
Beer	9	- 7	+23	275	- 1	1,203	d	d	d	d	d	d	d
General Hardware	17	+ 4	+ 4	5,244	+ 5	23,453	16	- 8	+ 1	7,764	154	174	158
Industrial Supplies	9	+14	+ 2	506	+ 3	2,404	4	+10	0	200	135	129	134
Plumbing and Heating Supplies	10	+13	+ 7	374	+23	2,653	7	+13	+ 5	453	144	149	144
Jewelry	7	+33	-39	161	+ 7	401	d	d	d	d	d	d	d
Lumber and Building Materials	8	-16	- 9	236	+17	2,925	4	+ 9	+ 2	316	198	144	177
Machinery, Eqpt., and Supplies, except Electrical	6	+11	+ 1	276	+ 7	1,208	4	1	+ 2	404	158	174	151
Paper and Its Products	5	+ 1	-16	195	+10	1,125	d	d	d	d	d	d	d
Tobacco and Its Products	11	-17	+12	606	- 4	5,980	d	d	d	d	d	d	d
Leather and Shoe Findings	7	- 4	+ 2	95	+ 4	490	d	d	d	d	d	d	d
South Atlantic	430	0	+ 6	36,041	+ 2	181,699	242	- 9	- 2	20,877	96	106	104
Automotive Supplies	24	+21	- 3	1,002	+32	5,263	12	+32	0	609	159	134	164
Paints and Varnishes	5	-17	+12	222	- 6	885	5	-15	-11	233	105	102	131
Clothing and Furnishings, except Shoes	6	- 2	+13	384	+ 1	1,802	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	29	+ 2	0	3,586	+ 6	19,162	19	+ 8	- 1	4,693	197	188	201
Dry Goods	11	-15	+ 8	1,355	- 9	7,662	8	-26	+ 7	842	92	113	94
Electrical Goods	49	+12	+ 2	3,780	+15	19,029	47	+20	+ 2	2,735	74	69	75
Dairy and Poultry Products	4	+12	- 3	191	+11	906	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	17	+ 8	+11	1,517	+13	6,126	9	-19	-29	90	12	16	17
Furniture and House Furnishings	4	+ 5	0	294	+18	1,350	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	122	0	+15	9,056	- 1	44,688	60	-20	- 8	4,133	85	107	107
Confectionery	19	+10	+18	511	+ 3	2,351	10	-17	- 5	261	59	80	75
Meats and Meat Products	6	-14	0	880	-11	4,082	4	-34	- 9	294	34	44	37
Beer	8	-15	+ 4	360	-19	1,588	d	d	d	d	d	d	d
General Hardware	21	+ 5	- 5	2,227	+ 7	12,839	15	- 6	+ 1	1,713	116	133	114
Industrial Supplies	10	- 7	- 1	701	+ 3	3,543	7	+ 8	- 3	720	143	119	136
Jewelry	4	-10	+ 3	71	- 8	754	d	d	d	d	d	d	d
Lumber and Building Materials	9	-17	-13	626	+ 5	3,253	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	- 2	+16	212	- 1	1,513	d	d	d	d	d	d	d
Metals	4	+14	0	238	+21	967	d	d	d	d	d	d	d
Paper and Its Products	9	0	+ 9	502	+ 7	2,598	d	d	d	d	d	d	d
Tobacco and Its Products	18	-16	+17	2,284	-14	10,736	10	-32	+ 4	404	31	39	38

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MAY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales [c]	SALES—CURRENT MONTH: Percent change May 1945 vs. May 1944	SALES—CURRENT MONTH: Percent change May 1945 vs. April 1945	SALES—CURRENT MONTH: May 1945 (Add 000)	SALES—YEAR-TO-DATE [a]: Percent change from 5 mos. 1944	SALES—YEAR-TO-DATE [a]: Five months 1945 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change May 1945 vs. May 1944	INVENTORY—END-OF-MONTH (At Cost): Percent change May 1945 vs. April 1945	INVENTORY—END-OF-MONTH (At Cost): May 31, 1945 (Add 000)	STOCK-SALES RATIOS [b]: May 1945	STOCK-SALES RATIOS [b]: May 1944	STOCK-SALES RATIOS [b]: April 1945
East South Central	133	0	+6	$13,258	0	$71,191	70	- 5	- 4	$8,986	108	115	124
Automotive Supplies	5	+19	- 2	157	+30	895	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	12	+ 2	0	2,163	+ 7	11,392	d	d	d	d	d	d	d
Dry Goods	8	-16	+13	1,062	-18	5,835	4	-32	-10	780	104	138	132
Electrical Goods	12	+59	+ 5	835	+31	3,592	9	+23	- 9	408	55	70	61
Fresh Fruits and Vegetables	7	+35	+30	319	+15	1,351	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	28	+ 5	+15	2,639	0	14,994	16	- 6	- 7	1,585	99	109	121
Confectionery	8	-16	+15	219	-20	978	d	d	d	d	d	d	d
General Hardware	9	-13	-18	1,470	+ 5	10,016	d	d	d	d	d	d	d
Tobacco and Its Products	7	-10	+11	915	-13	4,654	d	d	d	d	d	d	d
West South Central	254	+ 6	+ 8	26,954	+ 5	144,315	164	- 6	- 1	23,858	122	137	134
Automotive Supplies	8	- 8	+ 9	320	+13	2,552	6	- 5	+ 5	364	125	119	131
Drugs and Sundries (liquor excluded)	13	+ 5	+ 2	2,153	+ 7	14,294	9	+ 5	- 2	3,430	188	190	198
Dry Goods	5	- 1	+26	726	- 5	3,408	4	-27	+10	441	101	141	128
Electrical Goods	25	+39	+14	1,755	+31	7,956	21	+22	- 1	1,139	68	76	77
Farm Supplies	4	+31	+17	568	+14	2,309	4	+28	+22	438	77	79	74
Groceries and Foods, except Farm Products	112	+ 1	+13	11,973	+ 1	60,641	80	-21	- 8	8,367	100	125	123
General Hardware	18	+ 7	+ 4	3,129	+ 7	15,612	11	+ 5	+ 3	3,042	164	173	166
Industrial Supplies	7	+10	- 4	2,342	+20	10,306	5	+ 2	- 1	2,679	210	220	212
Machinery, Equipment, and Supplies, except Elect.	5	- 2	- 5	277	+ 5	3,910	d	d	d	d	d	d	d
Tobacco and Its Products	6	-15	- 1	767	-12	4,152	d	d	d	d	d	d	d
Mountain	124	+ 5	+ 8	10,565	+ 5	52,388	92	- 9	- 2	11,447	139	162	153
Automotive Supplies	19	7	- 5	650	+30	3,134	14	+20	- 2	878	191	170	201
Drugs and Sundries (liquor excluded)	6	+16	+ 7	1,351	+ 8	6,559	6	+12	- 4	2,110	156	162	174
Dry Goods	4	-15	-10	289	-11	1,580	d	d	d	d	d	d	d
Electrical Goods	12	+40	+12	631	+23	3,616	10	+33	+ 4	511	92	95	96
Groceries and Foods, except Farm Products	31	0	+ 9	2,711	+ 4	15,154	27	-21	- 5	3,607	148	187	168
General Hardware	8	- 2	+ 2	1,057	+ 3	5,316	4	-13	+ 4	508	172	206	169
Pacific	247	+ 2	+ 5	34,006	+ 6	233,733	129	- 3	- 3	27,507	125	133	132
Automotive Supplies	49	+30	+12	1,682	+23	10,438	14	+23	+ 5	577	165	159	155
Clothing and Furnishings, except Shoes	6	+15	+17	188	+10	764	d	d	d	d	d	d	d
Shoes and Other Footwear	5	-17	- 1	170	-10	1,033	d	d	d	d	d	d	d
Dry Goods	10	- 2	+ 1	1,337	+ 2	6,972	d	d	d	d	d	d	d
Electrical Goods	22	+ 6	+ 7	4,155	+ 7	21,478	22	+25	+ 2	3,695	89	75	93
Fresh Fruits and Vegetables	8	+11	0	1,665	+ 8	8,299	6	+30	- 4	142	10	9	11
Furniture and House Furnishings	7	-22	+ 5	1,102	- 8	6,076	4	-20	- 6	1,078	105	101	116
Groceries and Foods, except Farm Products	30	+ 1	+ 9	5,765	+ 6	59,253	15	-10	- 8	2,377	97	118	113
Meats and Meat Products	5	- 9	- 2	728	- 7	4,836	4	-42	0	180	26	41	25
Beer	6	+ 7	+ 1	245	+16	1,147	d	d	d	d	d	d	d
General Hardware	13	- 5	+ 2	4,328	- 1	26,414	8	- 5	- 5	5,901	179	184	197
Industrial Supplies	6	+21	+ 8	734	+15	10,293	d	d	d	d	d	d	d
Plumbing and Heating Supplies	5	-11	+19	1,198	-18	5,535	d	d	d	d	d	d	d
Lumber and Building Materials	13	+10	+ 7	885	+ 6	5,276	9	+ 8	- 3	341	97	93	101
Machinery, Eqpt., and Supplies, except Electrical	9	+ 6	0	694	+ 1	3,539	6	+13	+ 3	502	116	99	112
Metals	4	+ 3	- 4	478	0	2,418	d	d	d	d	d	d	d
Tobacco and Its Products	11	- 3	+18	1,187	- 4	9,184	4	-20	+ 9	101	45	49	52
Leather and Shoe Findings	8	+13	+ 1	214	+19	1,306	5	+ 6	+ 3	309	278	285	278

[a] Includes reports received too late for inclusion in previous monthly totals.
[b] The stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
[c] Number does not apply in all cases to the year-to-date figures.
[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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Correction - West N. Central Div. West N. Central Div. Drug Stores

Current
Statistical
Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

JUNE 1945

Wholesalers reported no change in sales volume for June 1945 over June 1944 or from May to June this year. For the year to date (6 months) wholesalers' sales were slightly (2%) higher than for the corresponding first half of 1944. These data are based upon reports from 2,761 wholesale establishments.

In contrast to the average in the wholesaling field, wholesalers of electrical goods scored a sales increase of 16 percent for June 1945 over June 1944, wines and liquors gained 13 percent, fresh fruits and vegetables were up 12 percent, and voluntary group wholesalers of groceries and foods (except farm products) reported a 5 percent advance in dollar volume. Wholesalers of meats and meat products recorded the largest decrease--14 percent. From May to June this year, gains were noted for tobacco and its products (9%) and for wholesalers of farm supplies, paints and varnishes, and coal (each 6%). Of the 35 separate trades presented in this report, 23 showed higher cumulative sales for the first half of 1945 than for the first 6 months of 1944.

Inventories, in terms of dollars based on cost values, at the close of June 1945 were down 8 percent from those of June 1944. Stocks held by wholesalers on June 30, 1945, were up from a year ago for wines and liquors (26%), automotive supplies (24%), beer (19%), machinery equipment and supplies, except electrical (17%), and plumbing and heating supplies (11%). Stocks of meats and meat products were up slightly (2%) from the preceding month this year but down 35 percent on a year-to-year comparison. Wholesalers of clothing and furnishings and of shoes and other footwear noted seasonal increases in inventories (12% and 5%, respectively), along with substantial decreases for June 1945 vs. June 1944 (18% and 30%, respectively).

The stock-sales ratio for 1,588 wholesalers was 96 for June 1945, 107 for June 1944, and 97 for May 1945. Wholesalers of paper and its products, with almost no change in sales for June 1945 vs. June 1944 and stocks down 19 percent, showed a stock-sales ratio of 93 this June as against 107 for June 1944. General hardware wholesalers showed a small (3%) decrease in sales and a small (2%) decrease in inventories, reflected in a stock-sales ratio of 169 for this June, the same as the ratio for June a year ago. For June 1945, wholesalers of jewelry noted sales up 5 percent from June 1944 and stocks off 6 percent, resulting in a stock-sales ratio of 152 as against 161 in June 1944.

Collections on accounts receivable were slightly (2%) higher for June 1945 than for June 1944, and slightly (2%) less in June than in May this year. The collection percentage for June 1945 was 127; for June 1944, 124; and for May 1945, 130. Accounts receivable on June 1, 1945, were 3 percent below those of June 1, 1944, and were almost unchanged from May 1945.

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. No adjustments have been made for seasonal or price fluctuations.

3-305-77

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JUNE 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change: June 1945 vs. June 1944	Percent change: June 1945 vs. May 1945	June 1945 (Add 000)	Percent change from 6 mos. 1944	Six months 1945 (Add 000)	Number of firms reporting stocks	Percent change: June 1945 vs. June 1944	Percent change: June 1945 vs. May 1945	June 30, 1945 (Add 000)	June 1945	June 1944	May 1945
UNITED STATES	2,761	0	0	$310,347	+ 2	$2,113,903	1,588	- 8	- 2	$161,031	96	107	97
Automotive Supplies	221	+ 8	0	7,451	+20	54,175	134	+24	+ 2	6,680	176	151	174
Chemicals (industrial)	12	+ 2	-17	695	+ 9	10,967	7	+ 3	- 4	205	51	51	47
Paints and Varnishes	61	+ 2	+ 6	4,293	+ 7	28,740	15	- 3	- 5	1,126	109	117	110
Clothing and Furnishings, except Shoes	33	- 7	-13	3,510	+ 2	26,220	10	-18	+12	403	97	103	75
Shoes and Other Footwear	30	0	- 3	18,223	+ 9	105,206	15	-30	+ 5	2,934	38	57	36
Coal	13	+ 9	+ 6	2,370	+ 3	15,783	6	+13	+10	1,180	94	89	88
Drugs and Sundries (liquor excluded)	138	- 4	- 4	25,169	+ 5	177,857	41	- 2	- 2	9,248	171	187	169
Dry Goods	86	- 9	0	12,592	- 9	94,002	46	-33	+ 5	9,454	108	150	104
Electrical Goods	306	+16	- 2	27,041	+ 8	161,434	266	+27	+ 2	18,692	73	67	71
Dairy and Poultry Products	29	- 8	0	2,527	- 8	15,775	11	- 3	+ 6	147	26	25	27
Fresh Fruits and Vegetables	87	+12	+ 3	9,322	+12	48,545	52	-17	-12	660	13	17	15
Farm Supplies	25	+ 9	+ 6	4,529	- 6	28,717	16	-13	-11	1,474	89	111	95
Furniture and House Furnishings	47	-10	0	4,065	- 6	29,155	21	-11	-11	2,545	89	86	103
Groceries and Foods, except Farm Products	602	+ 2	- 1	72,495	+ 5	504,038	366	-16	- 8	46,027	103	126	111
Full-line wholesalers	333	+ 1	- 4	33,980	+ 3	241,967	206	-19	- 9	24,257	101	126	107
Voluntary-group wholesalers	123	+ 5	+ 4	23,983	+ 6	163,181	80	-16	- 9	14,658	110	139	126
Retailer-cooperative warehouses	20	+ 1	+ 2	5,139	+ 1	28,806	13	-16	+ 2	2,838	100	109	93
Specialty lines	126	+ 3	- 2	9,393	+ 8	70,084	67	+ 1	- 4	4,274	98	105	103
Confectionery	60	+ 1	+ 5	1,971	0	9,371	31	-15	0	607	47	53	49
Meats and Meat Products	68	-14	0	23,726	-15	142,862	37	-35	+ 2	3,736	45	55	41
Beer	53	+ 3	+ 9	1,940	- 1	10,772	31	+19	- 4	311	23	20	27
Wines and Liquors	20	+13	+11	2,866	+ 9	45,133	12	+26	+ 2	2,390	118	105	122
Liquor Department of Other Trades[e]	33	- 7	- 3	9,235	+ 6	56,429	f	f	f	f	f	f	f
Total Hardware Group	292	- 3	- 3	30,731	+ 4	255,582	173	- 1	+ 1	31,265	164	166	159
General hardware	123	- 3	- 4	18,991	+ 5	160,269	83	- 2	+ 2	23,758	169	169	160
Industrial supplies	71	+ 5	0	6,293	+ 6	58,853	44	0	- 3	5,366	149	156	157
Plumbing and heating supplies	98	-10	- 3	5,447	- 2	36,460	46	+11	+ 2	2,141	155	163	154
Jewelry	47	+ 5	- 9	1,480	- 8	11,033	22	- 6	+ 9	1,144	152	161	122
Optical Goods	15	- 3	0	226	- 4	1,474	5	+ 3	+ 6	94	149	136	148
Lumber and Building Materials	58	+ 4	+ 2	3,873	+ 6	30,023	30	+ 1	+ 1	1,990	95	101	98
Machinery, Equipment, and Supplies, except Electrical	52	+ 8	- 5	3,583	+ 7	24,732	40	+17	+ 1	4,614	152	142	143
Surgical, Medical, and Hospital Eqpt. and Supplies	23	+ 8	+ 5	501	+16	8,010	14	+14	+ 2	537	204	193	204
Metals	24	- 9	- 3	3,182	+ 7	25,811	10	-22	+19	2,520	138	152	108
Paper and Its Products	77	- 1	0	5,904	+ 2	43,768	36	-19	0	2,362	93	107	91
Petroleum	28	-10	+ 2	650	- 2	3,675	25	- 3	+ 2	350	60	56	59
Tobacco and Its Products	153	- 1	+ 9	22,929	- 5	123,268	71	-24	- 2	4,461	33	44	37
Leather and Shoe Findings	51	+ 5	- 3	889	+ 7	6,124	27	+ 8	0	966	192	187	179
Miscellaneous	18	+13	+ 7	2,379	+ 1	18,822	18	-10	0	2,909	184	207	197

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

3-3057P

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		June 1945	June 1944	May 1945	June 1945 vs. June 1944	June 1945 vs. May 1945	As of June 1, 1945 (Add 000)
UNITED STATES	2,117	127	124	130	- 3	+ 1	$174,188
Automotive Supplies	172	95	95	96	+16	- 1	5,314
Chemicals (industrial)	9	108	109	112	+17	0	652
Paints and Varnishes	27	77	79	79	- 2	+ 7	1,333
Clothing and Furnishings, except Shoes	27	112	94	112	-15	- 5	3,558
Shoes and Other Footwear	27	96	96	94	+ 7	+ 3	8,617
Coal	13	131	123	128	+ 8	+ 8	1,790
Drugs and Sundries (liquor excluded)	64	110	107	110	+ 3	- 2	8,055
Dry Goods	76	90	78	92	-25	- 2	12,092
Electrical Goods	290	95	89	97	+ 8	+ 3	26,960
Dairy and Poultry Products	17	201	223	217	- 1	+17	686
Fresh Fruits and Vegetables	61	207	192	212	+ 3	+ 7	2,538
Farm Supplies	18	184	185	173	+ 8	+ 2	1,239
Furniture and House Furnishings	37	105	97	104	-17	+ 9	3,701
Groceries and Foods, except Farm Products	443	174	167	174	- 1	0	31,759
Full-line wholesalers[b]	237	167	159	170	- 1	+ 2	15,965
Voluntary-group wholesalers	95	182	168	178	- 5	- 2	9,253
Retailer-cooperative warehouses	16	281	271	261	0	- 4	1,596
Specialty lines	95	153	154	150	+ 4	+ 2	4,945
Confectionery	29	157	157	164	- 7	+ 5	468
Meats and Meat Products	63	191	222	232	-11	+ 5	11,117
Beer	20	234	193	237	-16	+17	282
Wines and Liquors	14	247	289	214	+23	- 6	607
Total Hardware Group	269	101	97	101	- 2	- 2	27,874
General hardware	114	106	103	105	- 2	- 4	16,626
Industrial supplies	63	98	96	97	+ 4	0	5,259
Plumbing and heating supplies	92	88	83	90	-10	+ 2	5,989
Jewelry	36	78	78	85	+ 1	+11	1,419
Optical Goods	9	96	83	92	-11	+ 4	155
Lumber and Building Materials	51	125	118	129	- 8	- 2	2,775
Machinery, Equipment, and Supplies, except Electrical	43	108	93	111	+ 2	+ 3	2,970
Surgical, Medical, and Hospital Equipment and Supplies	22	71	72	73	+14	+ 2	564
Metals	23	115	119	128	0	0	2,565
Paper and Its Products	65	103	94	104	-10	- 6	5,277
Petroleum	25	141	143	150	+ 3	+ 4	377
Tobacco and Its Products	111	211	201	224	-12	+12	6,724
Leather and Shoe Findings	37	98	102	99	+ 8	- 2	749
Miscellaneous	19	102	115	111	+14	+ 3	1,969

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.

8-8097

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change: June 1945 vs. June 1944	Percent change: June 1945 vs. May 1945	June 1945 (Add 000)	Percent change from 6 mos. 1944	Six months 1945 (Add 000)	Number of firms reporting stocks	Percent change: June 1945 vs. June 1944	Percent change: June 1945 vs. May 1945	June 30, 1945 (Add 000)	June 1945	June 1944	May 1945
New England	190	- 1	0	$16,281	- 2	$102,073	114	- 8	- 1	$6,856	85	91	84
Automotive Supplies	4	+18	+14	91	+ 6	943	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	11	0	- 7	1,543	+ 2	10,305	5	-14	- 3	652	152	181	167
Dry Goods	5	+19	+ 9	196	- 2	976	4	-49	-12	64	33	79	42
Electrical Goods	30	- 5	- 7	1,589	-10	9,370	25	+23	+ 5	1,095	74	56	66
Fresh Fruits and Vegetables	11	+ 8	+16	1,279	+15	5,842	6	-24	- 7	13	3	4	3
Furniture and House Furnishings	4	-11	- 1	201	- 6	1,435	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	25	- 1	+ 6	2,881	+ 5	20,953	13	-10	- 6	753	100	112	106
Meats and Meat Products	5	-21	-12	1,108	-27	8,571	5	-55	-20	214	19	34	21
General Hardware	7	+ 3	- 7	310	+ 6	2,214	d	d	d	d	d	d	d
Industrial Supplies	9	0	- 4	530	+ 3	4,025	7	- 5	- 1	729	157	168	154
Plumbing and Heating Supplies	8	+26	+ 4	107	+32	645	5	+19	+ 5	178	330	339	319
Optical Goods	5	+ 5	0	44	- 1	250	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	+ 1	-12	297	+ 9	1,796	5	+ 9	+ 1	789	323	297	272
Metals	5	- 6	+ 3	291	+ 7	1,789	d	d	d	d	d	d	d
Paper and Its Products	6	0	+ 7	320	- 6	1,797	5	-17	- 2	239	98	125	107
Tobacco and Its Products	13	- 2	+10	2,569	- 3	13,017	d	d	d	d	d	d	d
Leather and Shoe Findings	5	+ 2	- 2	65	+11	622	d	d	d	d	d	d	d
Middle Atlantic	560	+ 3	0	68,726	+ 1	451,452	297	- 9	- 1	23,838	74	85	75
Automotive Supplies	24	+13	- 1	523	+28	4,286	17	+10	- 1	442	132	141	132
Paints and Varnishes	6	+ 3	+ 2	113	+13	562	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	- 7	-13	2,760	+ 2	19,240	d	d	d	d	d	d	d
Shoes and Other Footwear	7	- 1	- 7	741	+ 1	4,283	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	25	+ 1	-.3	5,165	+ 6	35,030	8	- 2	- 2	1,426	126	130	116
Dry Goods	32	-16	- 1	2,957	-10	25,560	14	-29	0	1,270	107	132	105
Electrical Goods	63	+25	- 6	7,519	- 2	36,902	52	+23	+ 2	3,199	44	45	41
Dairy and Poultry Products	7	- 8	+22	1,148	-17	7,131	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	17	+21	+11	1,623	+16	8,717	9	+13	-21	27	5	5	7
Farm Supplies	5	+ 6	+12	934	- 7	5,439	d	d	d	d	d	d	d
Furniture and House Furnishings	12	-12	- 7	581	-11	4,297	4	-19	-16	82	35	31	44
Groceries and Foods, except Farm Products	80	+ 6	- 1	11,264	+ 8	76,090	34	- 2	- 8	5,082	101	117	112
Confectionery	7	- 4	+ 9	370	+ 7	1,362	4	- 9	+ 1	79	26	27	28
Meats and Meat Products	21	0	- 3	10,111	- 7	61,810	8	-30	- 4	817	47	56	44
Beer	10	- 2	+22	298	+ 1	1,828	5	-18	-30	14	6	7	11
General Hardware	23	- 3	- 8	2,205	+10	20,122	14	- 5	+ 1	2,553	173	172	155
Industrial Supplies	22	- 9	+ 1	1,453	- 5	14,415	16	+ 1	0	1,124	113	102	107
Plumbing and Heating Supplies	24	+13	+ 5	555	+17	5,036	10	- 7	- 1	329	176	181	180
Jewelry	15	- 7	-13	621	-11	2,711	7	- 9	+ 8	671	150	151	116
Optical Goods	6	- 2	+ 2	131	- 3	768	d	d	d	d	d	d	d
Lumber and Building Materials	13	+ 5	+ 2	1,393	+ 5	7,345	5	- 7	+ 2	557	57	70	61
Machinery, Eqpt., and Supplies, except Electrical	7	0	-16	639	+ 5	4,631	5	+14	+ 3	830	141	119	113
Surgical, Medical, and Hospital Eqpt. and Supplies	6	+11	- 5	105	+ 9	719	5	+ 5	+ 2	117	175	195	174
Paper and Its Products	24	- 8	- 3	1,562	- 2	13,952	13	-22	0	551	73	82	75
Petroleum	23	-12	+ 3	560	- 5	3,118	d	d	d	d	d	d	d
Tobacco and Its Products	41	+ 8	+15	8,358	+ 1	42,425	24	-38	- 7	1,800	27	47	34
Leather and Shoe Findings	12	+ 5	+ 5	104	- 3	493	5	+ 2	- 9	67	149	143	164
East North Central	549	+ 1	+ 1	56,685	+ 4	364,159	347	- 5	- 3	36,302	97	104	102
Automotive Supplies	54	+ 2	- 1	1,403	+13	11,655	41	+30	+ 1	1,569	147	120	144
Chemicals (industrial)	4	- 2	-10	388	+ 1	2,294	d	d	d	d	d	d	d
Paints and Varnishes	8	- 5	- 7	435	+ 9	2,420	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	8	-21	-14	185	+ 6	1,376	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	- 1	- 7	3,992	+ 7	31,051	6	0	- 1	922	156	166	155
Dry Goods	66	- 9	- 2	669	-11	6,733	d	d	d	d	d	d	d
Electrical Goods	54	+13	+ 1	4,138	+ 9	33,990	46	+34	+ 3	3,445	88	74	86
Dairy and Poultry Products	12	- 5	+ 4	606	- 1	3,450	6	- 2	- 1	91	24	24	29
Fresh Fruits and Vegetables	18	+10	- 8	1,915	+11	6,780	12	+ 1	+ 1	206	28	28	26
Farm Supplies	6	-12	+16	717	-13	3,493	d	d	d	d	d	d	d
Furniture and House Furnishings	9	- 7	+ 4	459	- 2	2,664	5	- 6	-13	214	71	69	91
Groceries and Foods, except Farm Products	121	+ 7	+ 1	17,718	+ 8	105,616	88	-18	-11	12,708	94	123	108
Confectionery	11	+15	+14	570	+ 4	1,444	5	- 8	- 1	89	59	65	65

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change: June 1945 vs. June 1944	Percent change: June 1945 vs. May 1945	June 1945 (Add 000)	Percent change from 6 mos. 1944	Six months 1945 (Add 000)	Number of firms reporting stocks	Percent change: June 1945 vs. June 1944	Percent change: June 1945 vs. May 1945	June 30, 1945 (Add 000)	June 1945	June 1944	May 1945
East North Central (continued)													
Meats and Meat Products	15	-20	+ 1	$3,337	-20	$20,965	11	-20	+ 9	$1,744	56	57	51
Beer	15	- 1	+ 7	531	+ 1	3,150	11	- 2	- 7	94	21	21	24
Wines and Liquors	9	+ 5	+23	862	+11	7,122	6	-16	- 8	387	87	116	119
General Hardware	20	0	+ 2	5,674	+ 8	31,391	16	+ 3	0	8,539	164	157	166
Industrial Supplies	10	0	- 5	793	0	6,486	5	+17	- 1	205	131	122	130
Plumbing and Heating Supplies	22	+10	+ 2	925	+12	5,553	17	+21	+ 4	1,098	170	160	168
Jewelry	11	+26	- 3	220	-10	2,809	d	d	d	d	d	d	d
Lumber and Building Materials	11	+ 7	+ 4	522	- 1	3,344	8	+ 3	+ 5	447	111	113	107
Machinery, Eqpt., and Supplies, except Electrical	12	+ 9	+ 1	572	+13	4,222	10	+ 7	- 5	648	117	118	124
Surgical, Medical, and Hospital Eqpt. and Supplies	6	- 2	- 1	112	+19	5,237	4	+15	+ 2	151	213	168	195
Metals	4	+16	+11	664	+13	7,537	d	d	d	d	d	d	d
Paper and Its Products	23	+ 4	+ 5	2,862	+ 3	16,995	9	-16	+ 1	815	81	90	77
Tobacco and Its Products	37	- 9	+ 6	5,086	- 6	24,218	14	- 9	+ 4	1,025	39	38	38
Leather and Shoe Findings	12	- 2	- 8	220	0	1,445	5	+27	+ 1	185	189	159	179
West North Central	280	0	+ 4	33,279	+ 3	249,064	178	-14	- 1	27,011	120	141	122
Automotive Supplies	25	+ 5	0	1,331	+21	9,752	17	+37	+ 7	981	220	162	207
Shoes and Other Footwear	4	+ 2	-12	884	0	4,662	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	15	~~-22~~ -4	- 8	2,755	0	19,067	4	+ 2	+ 1	1,220	221	223	216
Dry Goods	4	- 5	+ 7	4,343	-10	30,495	4	-34	+ 9	4,829	111	161	109
Electrical Goods	35	+37	- 3	2,116	+27	12,729	31	+24	0	1,525	99	104	95
Fresh Fruits and Vegetables	8	+ 8	+ 1	601	+20	4,001	5	-34	- 8	58	13	21	14
Furniture and House Furnishings	4	- 5	+19	1,224	- 6	9,975	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	65	0	0	9,132	+ 7	65,568	47	-16	- 6	9,847	125	149	133
Confectionery	6	+ 1	+ 9	223	- 9	1,014	4	+ 5	- 8	58	32	31	38
Beer	10	0	+ 6	323	- 1	1,555	d	d	d	d	d	d	d
General Hardware	14	+ 1	+ 2	2,413	+ 4	25,866	13	- 8	+ 1	3,680	168	181	167
Industrial Supplies	8	-11	-13	395	0	2,869	d	d	d	d	d	d	d
Plumbing and Heating Supplies	9	+19	- 4	301	+18	3,343	6	+ 8	0	356	141	165	140
Jewelry	6	-14	-26	57	+ 4	458	4	+ 3	+38	124	234	190	125
Lumber and Building Materials	8	-31	- 4	226	+11	3,151	4	0	- 6	298	197	134	198
Machinery, Eqpt., and Supplies, except Electrical	5	+11	+ 1	265	+ 8	1,473	4	+ 4	+ 6	428	165	176	157
Paper and Its Products	6	- 4	- 7	218	+ 8	1,382	d	d	d	d	d	d	d
Tobacco and Its Products	12	-11	+ 4	687	- 5	7,411	4	- 9	+ 1	86	51	49	48
Leather and Shoe Findings	7	- 4	+ 2	96	+ 2	586	d	d	d	d	d	d	d
South Atlantic	409	- 1	- 3	33,600	+ 1	218,167	217	- 9	0	14,985	85	95	82
Automotive Supplies	22	+27	+ 1	910	+30	6,358	9	+10	- 2	456	192	199	176
Paints and Varnishes	5	- 2	+ 5	232	- 5	1,117	5	-21	- 6	220	95	117	105
Clothing and Furnishings, except Shoes	5	+ 3	- 9	330	+ 1	2,157	d	d	d	d	d	d	d
Shoes and Other Footwear	4	0	- 8	1,441	+ 3	9,028	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	27	- 4	- 8	3,081	+ 4	22,414	9	+ 1	- 3	1,774	194	181	189
Dry Goods	11	- 1	0	1,361	- 8	9,023	8	-31	- 1	830	95	138	92
Electrical Goods	49	+14	+ 6	4,148	+15	23,366	48	+30	+ 3	2,959	72	63	74
Fresh Fruits and Vegetables	17	+15	+ 5	1,653	+13	7,922	9	-33	-27	72	9	14	11
Furniture and House Furnishings	6	+ 4	-14	292	+15	1,655	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	113	- 6	- 8	7,691	- 2	52,917	53	-19	- 6	3,302	88	100	84
Confectionery	18	+ 7	-10	349	+ 3	2,700	9	-12	- 2	154	54	65	50
Meats and Meat Products	5	-14	-18	722	-12	4,804	4	-37	- 1	291	40	55	34
Beer	7	+18	+ 4	405	-10	2,081	d	d	d	d	d	d	d
General Hardware	16	+ 3	- 7	1,616	+ 7	14,658	11	- 2	+12	1,400	152	151	109
Industrial Supplies	8	+13	+ 7	374	+ 4	3,957	5	+ 4	- 2	458	153	172	173
Plumbing and Heating Supplies	23	-10	0	2,357	- 7	14,087	d	d	d	d	d	d	d
Lumber and Building Materials	9	- 1	+ 3	628	+ 4	4,071	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	+12	- 1	208	0	1,819	d	d	d	d	d	d	d
Metals	4	+11	- 7	222	+19	1,189	d	d	d	d	d	d	d
Paper and Its Products	10	- 7	- 8	567	+ 4	3,363	4	-28	+ 3	385	129	163	120
Tobacco and Its Products	19	-11	- 1	2,489	-13	13,452	11	-16	+ 7	474	35	42	31

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		June 1945 (Add 000)	Percent change from 6 mos. 1944	Six months 1945 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1945 (Add 000)	June 1945	June 1944	May 1945
		June 1945 vs. June 1944	June 1945 vs. May 1945					June 1945 vs. June 1944	June 1945 vs. May 1945				
East South Central	131	- 5	- 4	$11,595	- 1	$84,668	69	-15	- 6	$6,004	86	98	90
Automotive Supplies	5	+15	0	150	+27	1,045	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	13	- 5	- 9	2,081	+ 5	13,596	d	d	d	d	d	d	d
Dry Goods	9	-19	- 7	1,137	-19	7,286	4	-34	- 2	684	100	126	96
Electrical Goods	10	+49	- 1	684	+34	4,306	7	+27	- 2	342	55	67	56
Fresh Fruits and Vegetables	6	0	-24	247	+11	1,629	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	31	0	- 8	2,125	0	17,870	19	-21	-11	1,401	96	121	101
Confectionery	8	-21	- 5	209	-20	1,187	d	d	d	d	d	d	d
Meats and Meat Products	4	-40	+ 2	674	-30	3,971	d	d	d	d	d	d	d
General Hardware	7	+ 2	- 6	830	+ 5	11,000	4	- 8	- 2	899	123	134	122
Industrial Supplies	4	+13	+ 2	308	+13	1,864	d	d	d	d	d	d	d
Tobacco and Its Products	8	- 1	+12	1,356	-12	6,402	5	-16	-10	485	42	50	52
West South Central	222	+ 2	- 5	24,177	+ 4	171,304	147	- 9	- 4	19,162	123	137	122
Automotive Supplies	10	- 6	+13	422	+ 9	3,156	8	- 8	- 2	443	114	114	131
Drugs and Sundries (liquor excluded)	13	0	- 6	1,941	+ 6	17,045	4	-17	- 6	1,566	236	286	223
Dry Goods	7	- 8	-12	954	- 6	4,402	6	-30	- 9	941	134	174	130
Electrical Goods	27	+46	+ 2	1,848	+34	9,887	23	+27	+ 4	1,238	71	82	69
Farm Supplies	4	+ 6	-17	474	+13	2,783	4	+ 9	-10	394	83	81	77
Groceries and Foods, except Farm Products	98	+ 1	- 3	10,483	+ 1	71,621	66	-23	-10	6,574	98	119	103
General Hardware	17	- 4	-13	2,537	+ 5	18,404	11	+ 9	+ 2	2,835	187	175	166
Industrial Supplies	6	+15	+ 5	1,939	+19	12,245	5	- 1	- 6	2,524	179	202	210
Tobacco and Its Products	6	- 8	+ 7	817	-12	5,158	d	d	d	d	d	d	d
Mountain	129	+ 8	+ 6	11,293	+ 5	65,038	87	- 8	0	9,765	125	152	136
Automotive Supplies	18	+11	+ 1	595	+27	3,774	11	+30	- 2	501	223	178	208
Drugs and Sundries (liquor excluded)	6	+27	+ 1	1,358	+11	7,917	d	d	d	d	d	d	d
Electrical Goods	14	+38	+10	882	+26	4,693	10	+31	- 4	492	75	82	92
Groceries and Foods, except Farm Products	36	+ 3	+11	3,675	+ 4	19,512	30	-19	- 2	4,036	123	156	140
General Hardware	8	- 1	+ 4	1,082	+ 2	6,398	5	-26	+ 2	579	109	162	128
Pacific	248	- 4	- 3	32,078	+ 4	284,767	133	+ 1	0	15,909	111	105	105
Automotive Supplies	59	+ 8	- 3	2,026	+20	13,206	26	+29	+ 3	1,988	215	184	213
Clothing and Furnishings, except Shoes	5	- 8	- 7	102	+ 7	866	d	d	d	d	d	d	d
Shoes and Other Footwear	6	-24	- 6	222	-13	1,333	4	-25	- 6	281	168	193	175
Dry Goods	8	-11	- 5	746	+ 1	7,718	d	d	d	d	d	d	d
Electrical Goods	24	- 6	- 7	4,117	+ 4	28,191	24	+24	0	4,397	107	84	99
Fresh Fruits and Vegetables	7	+ 8	+ 8	1,816	+ 8	10,509	5	-24	-17	245	15	21	19
Furniture and House Furnishings	7	-21	- 8	993	- 9	7,141	5	-22	- 8	943	104	101	100
Groceries and Foods, except Farm Products	33	+ 2	0	7,526	+ 5	73,891	16	- 6	- 4	2,324	105	115	102
Meats and Meat Products	6	-20	- 5	728	-10	6,123	5	-41	- 5	204	29	39	30
Beer	5	+ 2	+ 8	236	+14	1,383	d	d	d	d	d	d	d
General Hardware	11	-15	-10	2,324	- 2	30,216	6	- 8	+ 2	2,794	207	195	175
Plumbing and Heating Supplies	5	-38	-17	999	-21	6,640	d	d	d	d	d	d	d
Lumber and Building Materials	10	+16	- 3	767	+ 9	6,818	7	+ 7	+ 1	310	120	116	113
Machinery, Eqpt., and Supplies, except Electrical	7	- 7	-11	508	0	4,352	d	d	d	d	d	d	d
Metals	4	- 5	- 1	474	0	2,998	d	d	d	d	d	d	d
Tobacco and Its Products	14	+ 7	+ 7	1,539	- 3	10,976	6	- 5	+ 8	187	48	48	46
Leather and Shoe Findings	7	+14	+ 7	227	+18	1,533	5	+12	+ 8	334	296	293	278

a Includes reports received too late for inclusion in previous monthly totals.
b The stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		June 1945	June 1944	May 1945	June 1945 vs. June 1944	June 1945 vs. May 1945	June 1, 1945 (Add 000)
New England	159	120	117	122	- 1	+ 3	$9,934
Automotive Supplies	4	70	66	66	+10	- 8	101
Drugs and Sundries (liquor excluded)	7	125	122	127	+ 1	+ 4	571
Dry Goods	5	98	87	105	- 8	+15	176
Electrical Goods	29	91	92	89	+ 5	+ 5	1,854
Fresh Fruits and Vegetables	9	253	173	227	-10	+ 8	232
Furniture and House Furnishings	4	57	47	56	-31	- 6	369
Groceries and Foods, except Farm Products	19	144	141	139	- 1	- 2	1,701
Meats and Meat Products	5	282	272	306	-28	- 8	381
General Hardware	7	90	96	89	- 1	- 9	359
Industrial Supplies	7	98	99	101	+ 3	- 8	366
Plumbing and Heating Supplies	9	80	80	71	+11	- 1	205
Machinery, Eqpt., and Supplies, except Electrical	4	96	92	89	+17	+ 2	243
Paper and Its Products	6	103	98	113	-13	+ 4	286
Tobacco and Its Products	10	169	183	181	+ 3	+12	773
Middle Atlantic	440	137	134	142	- 3	+ 1	39,744
Automotive Supplies	19	88	80	80	+24	- 1	335
Paints and Varnishes	5	78	76	73	- 1	- 6	105
Clothing and Furnishings, except Shoes	8	123	103	120	-13	- 5	2,740
Shoes and Other Footwear	7	95	94	108	-19	+ 7	787
Drugs and Sundries (liquor excluded)	14	94	92	99	+ 3	- 1	2,835
Dry Goods	29	102	89	99	-22	- 9	2,307
Electrical Goods	60	104	102	101	+13	+ 3	7,256
Dairy and Poultry Products	4	269	312	282	- 4	+15	213
Fresh Fruits and Vegetables	11	305	267	332	- 6	+ 4	239
Farm Supplies	5	305	254	237	-21	-24	257
Furniture and House Furnishings	10	102	95	106	-18	+16	536
Groceries and Foods, except Farm Products	57	172	163	178	- 1	+ 3	5,174
Confectionery	4	136	163	137	-12	+ 4	76
Meats and Meat Products	20	208	225	240	- 3	- 4	4,234
Beer	6	210	158	189	-22	+15	105
General Hardware	20	101	99	98	+10	- 5	2,099
Industrial Supplies	20	103	99	102	- 9	- 1	1,181
Plumbing and Heating Supplies	19	85	78	86	+13	+ 2	529
Jewelry	12	75	78	77	- 1	+18	681
Optical Goods	4	94	81	89	- 1	+ 4	108
Lumber and Building Materials	10	114	112	119	- 5	+ 7	1,086
Machinery, Eqpt., and Supplies, except Electrical	7	111	106	120	+ 5	b	619
Surgical, Medical, and Hospital Eqpt. and Supplies	6	66	69	68	+19	- 1	132
Paper ant Its Products	17	99	85	94	-10	- 6	1,377
Tobacco and Its Products	30	271	249	292	-11	+16	2,362
Leather and Shoe Findings	6	118	118	115	- 3	- 7	38
East North Central	426	138	134	138	- 2	- 3	28,965
Automotive Supplies	48	111	106	111	+ 6	- 3	1,034
Chemicals (industrial)	4	134	130	141	+16	+ 8	318
Paints and Varnishes	8	72	72	71	+ 7	+ 3	607
Clothing and Furnishings, except Shoes	6	106	98	99	-21	-22	168
Drugs and Sundries (liquor excluded)	10	120	118	121	+ 8	- 3	971
Dry Goods	5	102	92	102	-16	+13	683
Electrical Goods	49	94	101	107	+12	+ 4	3,803
Dairy and Poultry Products	8	197	214	218	+ 3	+23	117
Fresh Fruits and Vegetables	10	228	226	254	+ 3	+ 7	240
Furniture and House Furnishings	7	116	127	133	- 8	- 2	342
Groceries and Foods, except Farm Products	82	191	176	185	0	- 3	6,309
Confectionery	6	197	156	179	- 5	+ 5	61
Meats and Meat Products	14	269	232	255	-29	- 7	1,096
Beer	5	208	187	222	-20	+17	48
Wines and Liquors	8	294	363	252	+15	- 9	249
General Hardware	20	108	102	106	- 3	- 8	5,098
Industrial Supplies	9	96	92	90	- 2	-10	800
Plumbing and Heating Supplies	21	108	98	105	+ 7	+ 4	846
Jewelry	6	76	86	83	+22	+11	152
Lumber and Building Materials	11	142	122	137	-14	- 9	338
Machinery, Eqpt., and Supplies, except Electrical	11	100	100	101	+13	+ 1	484
Surgical, Medical, and Hospital Eqpt. and Supplies	5	88	93	92	+ 7	-14	64
Metals	4	157	154	155	- 8	-21	351
Paper and Its Products	22	107	98	111	-12	- 6	2,510
Tobacco and Its Products	28	195	191	199	-13	+ 8	1,433
Leather and Shoe Findings	9	104	102	112	- 6	0	164
West North Central	215	116	108	118	- 5	+ 1	22,011
Automotive Supplies	20	92	98	95	+20	+ 3	1,327
Shoes and Other Footwear	4	106	101	111	+ 2	- 1	890
Drugs and Sundries (liquor excluded)	5	131	130	131	+ 3	- 4	762
Dry Goods	4	77	64	79	-30	- 2	5,281
Electrical Goods	35	91	88	94	+28	+ 8	2,249
Fresh Fruits and Vegetables	5	189	181	191	+16	+ 8	265
Furniture and House Furnishings	4	129	127	119	- 4	+29	1,086
Groceries and Foods, except Farm Products	50	190	183	194	+ 1	+ 2	4,138
Beer	7	311	236	330	-20	+17	82
General Hardware	14	122	124	115	+ 6	-10	2,015
Industrial Supplies	8	83	104	96	+21	+ 6	463
Plumbing and Heating Supplies	9	89	88	96	+15	+ 9	329
Lumber and Building Materials	6	150	155	158	-25	- 7	127
Paper and Its Products	4	106	95	110	- 9	-19	203
Tobacco and Its Products	5	222	226	380	-24	+14	90
Leather and Shoe Findings	6	100	105	90	+ 7	- 4	94

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3-30577

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		June 1945	June 1944	May 1945	June 1945 vs. June 1944	June 1945 vs. May 1945	June 1, 1945 (Add 000)
South Atlantic	310	119	105	122	-11	+ 1	$19,380
Automotive Supplies	19	103	95	103	+14	- 7	618
Paints and Varnishes	5	91	86	99	-18	+22	204
Clothing and Furnishings, except Shoes	4	90	75	113	-22	-10	256
Drugs and Sundries, (liquor excluded)	17	115	113	113	+ 1	- 3	1,594
Dry Goods	10	98	85	97	-22	- 1	1,268
Electrical Goods	49	99	66	101	-15	+ 1	3,967
Fresh Fruits and Vegetables	13	187	172	182	- 1	+ 8	560
Groceries and Foods, except Farm Products	74	161	153	170	- 8	+ 2	3,065
Confectionery	8	127	120	137	- 2	- 1	189
Meats and Meat Products	4	227	221	260	-15	- 3	301
General Hardware	16	108	95	118	- 4	+ 3	1,535
Industrial Supplies	6	92	100	88	+19	0	351
Plumbing and Heating Supplies	23	89	81	90	-19	+ 1	2,579
Jewelry	4	56	55	48	- 1	+ 3	129
Lumber and Building Materials	8	134	124	134	-15	-13	423
Machinery, Eqpt., and Supplies, except Electrical	5	114	85	99	- 9	- 4	129
Metals	4	108	97	111	+13	+ 7	211
Paper and Its Products	9	95	94	97	- 3	+ 3	586
Tobacco and Its Products	15	162	153	178	-27	+ 6	772
East South Central	103	130	123	129	-11	- 3	6,812
Automotive Supplies	4	83	91	81	+32	- 2	136
Drugs and Sundries (liquor excluded)	5	102	103	103	+ 2	+ 1	484
Dry Goods	9	97	92	106	-26	- 1	1,143
Electrical Goods	9	117	97	111	+13	+10	627
Fresh Fruits and Vegetables	5	211	215	245	+14	- 1	113
Groceries and Foods, except Farm Products	26	165	147	160	-10	- 9	1,094
Meats and Meat Products	4	268	210	244	-52	- 2	245
General Hardware	7	106	100	97	- 4	- 6	822
Industrial Supplies	4	97	92	97	+ 3	0	300
Tobacco and Its Products	6	258	228	260	-18	+ 6	407
West South Central	162	128	131	129	+ 9	+ 3	12,956
Automotive Supplies	8	90	95	95	+27	- 5	215
Drugs and Sundries (liquor excluded)	5	113	110	104	+ 7	- 7	792
Dry Goods	5	101	90	122	-20	+ 7	587
Electrical Goods	25	90	91	89	+46	+ 8	1,937
Groceries and Foods, except Farm Products	73	158	158	159	- 2	+ 2	4,960
General Hardware	14	114	122	111	+11	+ 3	1,763
Industrial Supplies	5	108	103	106	+12	+ 5	1,285
Mountain	101	139	125	140	- 3	+ 6	5,351
Automotive Supplies	11	91	92	87	+10	- 6	389
Electrical Goods	14	98	83	94	+13	+12	893
Groceries and Foods, except Farm Products	33	181	158	171	- 3	+ 4	1,776
General Hardware	5	108	107	105	0	- 4	351
Pacific	192	115	111	116	- 5	0	19,336
Automotive Supplies	39	89	90	90	+18	+ 1	1,159
Clothing and Furnishings, except Shoes	4	95	79	86	-21	+ 7	111
Shoes and Other Footwear	6	116	102	118	-26	- 3	197
Dry Goods	6	115	104	114	-19	- 1	436
Electrical Goods	20	80	83	89	+ 1	- 4	4,374
Fresh Fruits and Vegetables	5	190	186	186	+ 7	+ 5	766
Furniture and House Furnishings	7	97	85	100	-29	- 1	1,086
Groceries and Foods, except Farm Products	29	182	187	174	+ 4	0	3,542
Meats and Meat Products	5	329	246	328	-33	+ 2	225
General Hardware	11	92	87	96	-16	- 1	2,584
Industrial Supplies	4	86	68	85	+12	+ 6	513
Plumbing and Heating Supplies	5	73	76	81	-13	+ 5	1,392
Lumber and Building Materials	10	123	113	128	- 3	- 3	597
Machinery, Eqpt., and Supplies, except Electrical	6	93	100	108	- 5	+ 2	441
Metals	4	102	91	101	- 5	- 4	467
Tobacco and Its Products	12	135	130	138	- 1	+14	815
Leather and Shoe Findings	6	93	98	86	+20	- 7	212

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

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

JULY 1945

Sales of wholesalers were slightly (3%) higher for July 1945 than for July 1944, but dropped back slightly (3%) from June to July this year. A small (2%) gain was recorded for wholesalers in general for the first 7 months of 1945 compared with the corresponding period of 1944. These data are based upon reports covering 2,745 wholesale establishments.

Electrical goods wholesalers shared an increase in dollar volume amounting to 17 percent, for July 1945 compared with July 1944. Wholesalers of drugs and sundries showed an average sales gain of 13 percent, on a year-to-year comparison. The same percentage increase (13%) was registered for wholesalers of automotive supplies, wines and liquors, and paper and its products. Sales were up 5 percent for voluntary-group wholesalers of groceries and foods, except farm products, while full-line wholesalers of the same products gained 3 percent. At the wholesalers' level, sales of general hardware rose 3 percent, but lumber and building materials showed a 12 percent decrease. Sales were down 13 percent for wholesalers of meats and meat products.

Although most of the wholesale trades showed decreases in sales volume for July versus June this year, sales of dairy and poultry products were up 27 percent on a seasonal comparison; meats and meat products, 10 percent; wines and liquors, 8 percent; and drugs and sundries, 5 percent. The largest percentage decrease was recorded for wholesalers of clothing and furnishings, except shoes -- down 18 percent.

Inventories, in terms of dollars based on cost value, at the close of July 1945 were down 8 percent from those of July 1944. Percentage changes varied however, among the trades, from a gain of 31 percent for automotive supplies and for electrical goods to a decrease of 35 percent for shoes and other footwear and for dry goods. Stocks held by wholesalers at the end of July were down slightly (2%) from the preceding month this year. Wholesalers of specialty lines of groceries and foods noted inventories up 14 percent for July 1945 vs. July 1944 and down 6 percent for July vs. June 1945. Stocks of tobacco and its products decreased slightly (3%), year to year, and increased 16 percent, seasonally.

The stock-sales ratio for 1,619 wholesalers was 100 for July 1945, 114 for July 1944, and 98 for June 1945. Wholesalers of confectionery, with virtually no change in sales for July 1945 vs. July 1944 and stocks down 27 percent, showed a stock-sales ratio of 53 this July, as against 72 for July 1944. Sales of wholesalers of plumbing and heating supplies were down 8 percent, while inventories were up 18 percent, reflected in a stock-sales ratio of 157 for this July compared with 162 a year earlier. For July 1945, wholesalers of jewelry noted a 20 percent increase in dollar sales and a 3 percent decrease in inventories, resulting in a stock-sales ratio of 248, against 292 in July 1944.

Collections on accounts receivable were 6 percent higher for July 1945 than for July 1944, but practically alike for June and July of this year. The collection percentage for July 1945 was 129; for July 1944, 122; and for June 1945, 129. Accounts receivable on July 1, 1945 were 4 percent below those of July 1, 1944, while no change was noted from the first of June to the first of July this year.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

P-311-31

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JULY 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		July 1945 (Add 000)	Percent change from 7 mos. 1944	Seven months 1945 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1945 (Add 000)	July 1945	July 1944	June 1945
		July 1945 vs. July 1944	July 1945 vs. June 1945					July 1945 vs. July 1944	July 1945 vs. June 1945				
UNITED STATES	2,745	+ 3	- 3	$297,990	+ 2	$2,463,657	1,619	- 8	- 2	$168,746	100	114	98
Automotive Supplies	208	+13	0	6,586	+19	62,844	119	+31	+ 3	4,882	166	144	159
Chemicals (industrial)	14	+ 7	+ 3	810	+10	12,928	10	- 5	- 7	313	53	58	60
Paints and Varnishes	60	- 8	-17	3,539	+ 5	33,210	15	+ 1	+ 1	1,198	142	140	116
Clothing and Furnishings, except Shoes	34	- 6	-18	3,168	+ 2	29,867	15	-22	+ 1	495	71	82	57
Shoes and Other Footwear	25	+12	- 2	8,140	+ 9	113,356	12	-35	-16	2,086	28	49	33
Coal	10	0	-14	1,977	+ 1	14,324	4	+ 7	+17	1,355	121	117	96
Drugs and Sundries (liquor excluded)	145	+13	+ 5	27,556	+ 6	207,129	48	- 3	+ 1	12,591	182	208	184
Dry Goods	85	-11	- 9	12,575	-10	108,341	51	-35	- 5	9,600	105	147	105
Electrical Goods	301	+17	- 3	23,956	+ 9	187,345	264	+31	+ 6	18,853	86	75	78
Dairy and Poultry Products	26	+29	+27	4,020	- 4	21,576	15	-14	- 7	1,265	47	69	64
Fresh Fruits and Vegetables	90	+12	- 1	9,172	+12	59,018	56	- 5	-10	573	12	14	13
Farm Supplies	23	+12	+ 2	4,299	- 3	33,586	15	-10	+ 6	1,591	66	89	60
Furniture and House Furnishings	46	-12	-16	2,714	- 7	33,328	21	-19	- 2	1,823	106	116	95
Groceries and Foods, except Farm Products	619	+ 4	- 9	70,457	+ 4	589,129	389	-19	- 9	44,258	101	128	100
Full-line wholesalers[d]	352	+ 3	- 8	34,596	+ 3	283,203	223	-24	-10	23,316	99	135	101
Voluntary-group wholesalers	133	+ 5	- 9	23,002	+ 6	191,905	91	-18	- 6	13,406	101	128	97
Retailer-cooperative warehouses	17	- 1	-12	3,831	+ 1	32,637	11	-18	- 8	2,049	107	123	105
Specialty lines	117	+ 7	- 8	9,028	+ 7	81,384	64	+14	- 6	5,487	103	97	102
Confectionery	57	+ 1	+ 1	2,173	0	11,785	31	-27	+ 2	815	53	72	53
Meats and Meat Products	70	-13	+10	27,845	-14	171,846	38	-30	- 9	3,911	40	52	46
Beer	54	+ 2	+ 4	2,071	0	13,051	38	+10	- 9	356	21	20	23
Wines and Liquors	17	+13	+ 8	5,347	+ 7	56,652	15	- 7	- 8	4,420	86	106	102
Liquor Department of Other Trades[e]	35	-17	-10	8,223	+ 2	64,944	f	f	f	f	f	f	f
Total Hardware Group	282	+ 1	- 4	30,668	+ 4	292,222	173	+ 1	+ 1	35,243	173	178	168
General hardware	122	+ 3	- 3	20,497	+ 4	184,283	84	- 2	+ 2	27,198	171	178	170
Industrial supplies	67	+ 4	- 8	5,020	+ 6	65,804	45	+ 9	+ 1	6,025	192	187	165
Plumbing and heating supplies	93	- 8	- 2	5,151	- 3	42,135	44	+18	+ 1	2,020	157	162	160
Jewelry	50	+20	- 9	1,558	- 5	13,060	26	- 3	- 2	2,412	248	292	232
Optical Goods	15	0	- 4	216	- 4	1,726	6	+ 8	0	98	148	120	140
Lumber and Building Materials	62	-12	-10	3,411	+ 4	35,931	32	- 4	- 5	1,900	120	117	112
Machinery, Equipment, and Supplies, except Electrical	52	+10	- 4	3,177	+ 7	29,235	35	+18	- 2	3,941	148	139	146
Surgical, Medical, and Hospital Eqpt. and Supplies	19	+16	0	538	+17	9,601	11	+16	+ 3	609	214	218	212
Metals	24	- 7	- 6	3,123	+ 7	29,922	12	- 7	+ 5	2,979	162	144	139
Paper and Its Products	75	+13	- 3	5,677	+ 3	51,147	35	-20	0	2,496	97	132	93
Petroleum	28	+ 3	- 2	675	- 1	4,350	25	+ 5	+12	427	71	68	61
Tobacco and Its Products	154	+ 6	- 5	20,916	- 3	147,158	65	- 3	+16	4,436	41	44	33
Leather and Shoe Findings	43	+10	- 7	678	+ 8	6,835	22	+ 3	- 1	740	231	253	217
Miscellaneous	22	+15	+ 3	2,725	+ 2	18,211	21	-10	- 1	3,080	196	224	185

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
JULY 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		July 1945	July 1944	June 1945	July 1945 vs. July 1944	July 1945 vs. June 1945	July 1, 1945 (Add 000)
UNITED STATES	2,125	129	122	129	- 4	0	$177,335
Automotive Supplies	154	95	97	97	+13	+ 3	4,557
Chemicals (industrial)	13	107	117	108	+18	- 4	713
Paints and Varnishes	26	78	78	75	0	-12	1,197
Clothing and Furnishings, except Shoes	29	105	80	110	-21	-13	3,375
Shoes and Other Footwear	23	100	90	99	+ 6	- 5	7,155
Coal	10	121	122	135	+ 3	+ 2	1,738
Drugs and Sundries (liquor excluded)	70	109	109	109	+ 4	- 1	9,188
Dry Goods	78	93	77	90	-22	- 2	13,718
Electrical Goods	285	93	89	95	+ 7	+ 1	24,790
Dairy and Poultry Products	17	201	160	185	- 7	+13	1,637
Fresh Fruits and Vegetables	68	219	210	210	+ 4	+ 4	2,721
Farm Supplies	16	170	177	182	+ 9	+ 2	1,195
Furniture and House Furnishings	36	98	90	101	-18	- 3	2,681
Groceries and Foods, except Farm Products	466	168	159	177	- 1	0	32,590
Full-line wholesalers [b]	257	159	151	166	- 3	- 1	17,722
Voluntary-group wholesalers:	105	186	170	201	- 5	+ 1	8,654
Retailer-cooperative warehouses	13	254	243	295	+ 4	+14	1,143
Specialty lines	91	146	149	156	+10	- 2	5,071
Confectionery	29	147	151	156	+ 3	+ 5	643
Meats and Meat Products	65	208	218	187	- 7	+ 7	13,068
Beer	22	233	201	231	-12	+ 8	324
Wines and Liquors	14	171	155	181	+ 7	+16	2,272
Total Hardware Group	259	101	94	102	- 7	- 2	28,139
General hardware	113	106	99	107	- 6	- 2	17,850
Industrial supplies	60	93	91	100	+ 4	+ 1	4,869
Plumbing and heating supplies	86	95	81	88	-18	- 5	5,420
Jewelry	41	78	69	75	+11	- 2	1,795
Optical Goods	10	89	85	95	-13	- 2	159
Lumber and Building Materials	57	114	106	120	- 3	+ 1	2,906
Machinery, Equipment, and Supplies, except Electrical	40	104	89	103	- 5	- 4	2,605
Surgical, Medical, and Hospital Equipment and Supplies	19	68	61	67	+ 4	0	671
Metals	24	115	122	115	+ 3	- 2	2,812
Paper and Its Products	66	99	94	104	- 5	+ 2	5,061
Petroleum	25	129	124	133	-10	+ 1	425
Tobacco and Its Products	110	214	188	215	-13	- 1	6,739
Leather and Shoe Findings	31	94	92	100	+ 2	- 3	585
Miscellaneous	22	104	114	101	+21	+ 1	2,078

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.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		July 1945 (Add 000)	Percent change from 7 mos.1944	Seven months 1945 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1945 (Add 000)	July 1945	July 1944	June 1945
		July 1945 vs. July 1944	July 1945 vs. June 1945					July 1945 vs. July 1944	July 1945 vs. June 1945				
New England	179	+ 7	- 1	$15,052	- 2	$114,562	111	- 8	- 1	$6,183	75	97	74
Automotive Supplies	4	+13	+ 7	60	+ 7	1,047	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	11	+ 9	+ 3	1,536	+ 3	11,928	5	- 7	+11	563	153	174	134
Dry Goods	6	+24	-12	179	+ 1	1,163	5	-55	-13	62	35	100	35
Electrical Goods	27	+ 4	-11	1,307	- 9	10,730	25	+27	+ 4	1,129	89	73	75
Fresh Fruits and Vegetables	10	+26	+21	1,294	+16	7,306	7	+79	-27	61	8	6	12
Furniture and House Furnishings	5	- 5	-17	239	- 6	1,674	4	- 6	+ 2	332	144	144	115
Groceries and Foods, except Farm Products	26	+11	- 5	3,122	+ 6	24,702	15	-25	-23	875	77	117	95
Meats and Meat Products	4	-12	+12	1,673	-26	10,807	4	-57	+ 3	390	23	95	25
General Hardware	5	+ 7	-19	131	+ 6	2,345	d	d	d	d	d	d	d
Industrial Supplies	9	+ 1	- 7	362	+ 3	4,438	7	+19	+ 1	695	234	198	212
Optical Goods	5	0	-14	38	- 1	288	d	d	d	d	d	d	d
Metals	4	- 3	-22	198	+ 6	1,987	d	d	d	d	d	d	d
Paper and Its Products	7	- 5	-13	286	- 6	2,091	6	-14	+ 5	257	124	130	97
Tobacco and Its Products	11	+25	+ 6	1,983	0	15,042	d	d	d	d	d	d	d
Leather and Shoe Findings	5	- 3	-14	56	+ 9	678	d	d	d	d	d	d	d
Middle Atlantic	542	+ 4	- 5	65,911	+ 1	529,567	298	- 9	- 2	24,483	87	100	84
Automotive Supplies	20	+11	+ 1	346	+26	4,883	13	+ 6	+ 4	215	148	146	133
Paints and Varnishes	6	+ 5	-11	102	+12	664	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	- 9	-23	2,279	+ 1	21,735	d	d	d	d	d	d	d
Shoes and Other Footwear	7	+ 3	- 8	426	+ 1	4,709	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	24	+15	+ 4	5,285	+ 7	40,475	8	+ 1	- 1	1,809	128	145	132
Dry Goods	30	-14	-21	2,865	-10	29,507	15	-37	- 4	1,439	109	152	101
Electrical Goods	63	+ 3	- 5	5,222	- 2	42,672	55	+32	+ 2	3,230	69	52	63
Dairy and Poultry Products	5	+38	+37	2,507	- 9	11,163	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	21	+12	- 7	1,811	+15	10,630	13	+ 7	- 6	44	5	6	5
Farm Supplies	5	- 5	- 9	846	- 6	6,285	d	d	d	d	d	d	d
Furniture and House Furnishings	11	-12	-23	399	-13	4,979	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	63	+ 4	-10	11,572	+ 8	88,328	38	-17	-14	4,732	123	155	119
Confectionery	5	+ 3	0	288	+ 6	1,650	d	d	d	d	d	d	d
Meats and Meat Products	22	+ 1	+ 1	10,359	- 6	72,301	10	-32	-21	973	42	60	52
Beer	14	+ 7	+ 4	423	+ 2	2,391	10	+21	+ 4	47	13	11	12
General Hardware	24	+10	-21	2,506	+10	23,604	15	- 9	- 5	2,496	167	214	172
Industrial Supplies	16	+ 5	+ 2	1,047	- 3	16,745	11	+20	+ 5	1,158	197	168	178
Plumbing and Heating Supplies	21	+32	+ 5	472	+16	5,556	8	+26	+ 5	233	173	150	164
Jewelry	12	+17	-17	327	- 8	3,038	6	- 6	+ 3	404	213	249	157
Optical Goods	5	+11	0	123	- 1	891	d	d	d	d	d	d	d
Lumber and Building Materials	13	-14	-11	609	+ 2	8,092	6	- 2	- 9	196	122	117	112
Machinery, Eqpt., and Supplies, except Electrical	8	- 5	-11	567	+ 4	5,387	5	+ 4	0	657	129	118	117
Paper and Its Products	23	+13	- 1	1,499	- 1	16,467	14	-23	- 1	697	70	105	70
Petroleum	23	+ 8	- 1	557	- 3	3,675	d	d	d	d	d	d	d
Tobacco and Its Products	42	+ 7	- 8	7,770	+ 2	50,443	18	0	+38	1,876	43	45	28
Leather and Shoe Findings	7	+20	-11	49	- 2	542	d	d	d	d	d	d	d
East North Central	551	+ 5	- 4	53,778	+ 4	426,085	348	- 6	- 2	34,801	100	110	97
Automotive Supplies	54	+ 2	- 2	1,347	+11	13,536	39	+27	+ 3	1,409	150	125	143
Chemicals (industrial)	4	- 5	- 2	380	0	2,674	d	d	d	d	d	d	d
Paints and Varnishes	6	- 9	-13	355	+ 6	2,775	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	7	- 5	- 3	95	+ 5	1,471	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	23	+12	+ 6	4,310	+ 8	36,083	8	-11	+ 1	1,469	166	212	161
Dry Goods	8	+ 2	0	1,132	- 9	8,274	7	-51	-28	640	57	118	79
Electrical Goods	55	+21	- 3	4,202	+10	38,873	46	+36	+13	3,628	95	83	80
Dairy and Poultry Products	12	+ 8	0	681	0	4,148	7	- 3	-11	83	17	19	13
Fresh Fruits and Vegetables	16	+ 2	+ 1	918	+10	7,719	11	- 4	-10	184	26	28	28
Farm Supplies	7	- 2	+ 5	756	-12	4,255	d	d	d	d	d	d	d
Furniture and House Furnishings	10	- 3	-22	392	- 2	3,102	6	-12	+14	314	115	137	79
Groceries and Foods, except Farm Products	118	+ 5	-12	15,121	+ 7	121,498	86	-18	- 6	11,435	101	129	94
Confectionery	10	+13	+ 5	560	+ 7	2,004	4	-12	- 5	60	56	65	55

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		July 1945 (Add 000)	Percent change from 7 mos.1944	Seven months 1945 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1945 (Add 000)	July 1945	July 1944	June 1945
		July 1945 vs. July 1944	July 1945 vs. June 1945					July 1945 vs. July 1944	July 1945 vs. June 1945				
East North Central (continued)													
Meats and Meat Products	15	-12	+12	$4,316	-19	$25,286	11	- 3	- 3	$1,700	47	41	56
Beer	12	- 5	+13	546	0	3,696	9	-27	-15	76	16	21	22
Wines and Liquors	9	+ 5	+ 1	904	+11	8,657	8	-14	-10	571	82	104	91
General Hardware	17	+ 3	+ 1	5,120	+ 7	36,511	13	+ 1	0	7,324	155	158	160
Industrial Supplies	13	- 2	+ 1	1,043	0	7,620	7	+24	+ 4	422	160	145	143
Plumbing and Heating Supplies	21	+ 8	- 4	795	+12	6,371	17	+23	+ 2	1,046	181	173	183
Jewelry	13	+36	- 6	365	- 7	3,300	5	+ 1	- 1	345	151	215	138
Lumber and Building Materials	10	+13	+ 7	587	+ 1	4,155	7	+10	+ 5	420	106	108	111
Machinery, Eqpt., and Supplies, except Electrical	13	+17	- 4	571	+14	4,887	8	+ 5	+ 1	510	130	138	116
Surgical, Medical, and Hospital Eqpt. and Supplies	7	+10	- 3	207	+20	6,408	5	+ 5	0	269	217	236	208
Metals	5	+13	- 6	760	+16	9,171	d	d	d	d	d	d	d
Paper and Its Products	23	+15	- 3	2,462	+ 4	19,457	8	-27	- 3	551	86	116	85
Tobacco and Its Products	40	+ 4	- 6	4,260	- 5	29,353	13	- 3	+16	617	37	40	29
Leather and Shoe Findings	12	+ 3	- 6	196	0	1,641	4	+15	0	97	216	205	206
West North Central	284	+ 2	- 5	29,257	+ 3	288,306	189	-12	+ 2	25,643	125	142	116
Automotive Supplies	25	+ 6	- 5	1,131	+19	11,622	17	+48	+ 4	618	201	170	189
Drugs and Sundries (liquor excluded)	15	+11	+ 6	2,919	+ 1	22,144	4	- 4	- 4	1,177	195	222	221
Electrical Goods	37	+29	- 4	2,142	+28	15,035	33	+28	+ 4	1,661	103	102	97
Groceries and Foods, except Farm Products	73	- 2	-17	6,767	+ 6	75,391	56	-18	- 1	7,111	131	154	113
Confectionery	5	+19	+12	203	- 5	1,246	4	+ 6	- 3	56	29	33	34
Beer	10	+ 5	+ 9	351	0	1,906	5	+32	-19	25	10	8	12
General Hardware	15	+ 2	+ 3	3,443	+ 3	30,349	14	- 3	+ 9	6,100	188	196	179
Industrial Supplies	8	- 2	- 9	375	0	3,244	d	d	d	d	d	d	d
Plumbing and Heating Supplies	8	+12	+ 5	262	+14	3,977	5	+22	+ 4	268	137	122	128
Jewelry	6	+31	- 2	111	+12	654	d	d	d	d	d	d	d
Lumber and Building Materials	8	-32	-13	197	+10	3,938	4	- 7	- 3	289	226	149	197
Machinery, Eqpt., and Supplies, except Electrical	5	+ 6	- 3	256	+ 8	1,748	4	+ 1	- 4	412	164	171	165
Paper and Its Products	5	+16	- 5	145	+ 9	1,527	d	d	d	d	d	d	d
Tobacco and Its Products	11	+ 5	+ 5	685	- 4	8,827	d	d	d	d	d	d	d
Leather and Shoe Findings	7	+ 6	-15	82	+ 3	701	d	d	d	d	d	d	d
South Atlantic	410	+ 1	- 5	32,737	+ 1	254,046	221	- 8	- 2	15,318	82	93	81
Automotive Supplies	21	+27	+ 1	898	+29	7,378	8	+32	+ 5	457	175	156	172
Paints and Varnishes	5	- 9	-25	173	- 6	1,290	5	-21	0	221	128	148	95
Clothing and Furnishings, except Shoes	7	+17	+ 3	364	+ 3	2,550	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	30	+12	+ 8	3,878	+ 5	26,453	9	+ 3	+ 2	2,264	186	191	201
Dry Goods	11	+ 5	0	1,364	- 6	10,387	8	-37	- 8	764	85	144	95
Electrical Goods	43	+21	- 2	3,685	+15	27,112	41	+31	+ 9	2,930	82	75	73
Fresh Fruits and Vegetables	16	+ 5	-13	1,341	+12	9,386	10	+ 1	- 1	68	7	7	6
Groceries and Foods, except Farm Products	120	0	- 3	8,014	- 1	62,063	58	-27	- 9	3,160	77	104	83
Confectionery	17	+14	- 4	425	+ 5	3,242	9	-22	- 4	226	60	89	61
Meats and Meat Products	6	-32	- 6	629	-15	5,470	4	-44	-23	174	28	34	34
Beer	7	+ 9	- 8	372	- 7	2,464	d	d	d	d	d	d	d
General Hardware	17	+10	- 8	1,584	+ 8	16,597	12	- 1	- 1	1,368	148	158	159
Industrial Supplies	9	+ 8	-22	471	+ 5	4,428	7	+10	+ 1	707	161	157	124
Plumbing and Heating Supplies	23	-10	- 4	2,255	- 7	16,342	d	d	d	d	d	d	d
Lumber and Building Materials	10	-11	-13	594	+ 3	4,949	4	+ 5	- 6	285	182	187	176
Machinery, Eqpt., and Supplies, except Electrical	6	+13	+ 4	216	+ 1	2,137	d	d	d	d	d	d	d
Paper and Its Products	8	+ 2	- 6	415	+ 4	3,778	d	d	d	d	d	d	d
Tobacco and Its Products	21	+ 4	- 3	2,807	-10	16,718	14	+ 2	+ 9	869	39	41	36

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales [c]	SALES—CURRENT MONTH: Percent change July 1945 vs. July 1944	SALES—CURRENT MONTH: Percent change July 1945 vs. June 1945	SALES—CURRENT MONTH: July 1945 (Add 000)	SALES—YEAR-TO-DATE [a]: Percent change from 7 mos.1944	SALES—YEAR-TO-DATE [a]: Seven months 1945 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change July 1945 vs. July 1944	INVENTORY—END-OF-MONTH (At Cost): Percent change July 1945 vs. June 1945	INVENTORY—END-OF-MONTH (At Cost): July 31, 1945 (Add 000)	STOCK-SALES RATIOS [b]: July 1945	STOCK-SALES RATIOS [b]: July 1944	STOCK-SALES RATIOS [b]: June 1945
East South Central	133	+ 2	0	$11,490	- 1	$97,921	69	-14	- 2	$5,894	91	105	90
Automotive Supplies	5	+25	+ 3	155	+27	1,200	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	13	+18	+15	2,302	+ 7	15,898	d	d	d	d	d	d	d
Dry Goods	8	-10	+ 2	1,005	-17	8,441	d	d	d	d	d	d	d
Electrical Goods	12	+56	- 9	781	+38	5,154	9	+37	+10	448	63	72	51
Fresh Fruits and Vegetables	8	+ 6	-17	244	+10	1,947	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	26	- 1	- 1	1,708	0	20,262	14	-29	-14	725	71	103	82
Confectionery	9	-25	- 5	200	-21	1,387	d	d	d	d	d	d	d
Meats and Meat Products	4	-40	+ 3	607	-32	4,578	d	d	d	d	d	d	d
General Hardware	9	+13	+ 7	1,351	+ 5	12,504	6	= 5	+ 4	1,295	123	140	129
Tobacco and Its Products	7	0	- 9	1,110	-10	7,544	5	-19	-14	416	40	49	42
West South Central	248	+ 5	- 4	25,913	+ 4	200,867	171	-13	- 5	21,137	120	144	123
Automotive Supplies	17	+16	- 1	623	+11	5,883	15	+40	+ 2	876	148	122	144
Drugs and Sundries (liquor excluded)	17	+ 9	+ 5	2,859	+ 6	20,314	8	- 9	+ 2	3,495	231	266	239
Dry Goods	7	-14	- 7	884	- 7	5,286	6	-25	- 1	934	141	165	134
Electrical Goods	27	+39	- 1	1,856	+35	11,743	22	+40	+ 5	1,257	74	75	70
Groceries and Foods, except Farm Products	112	+ 5	- 4	11,062	+ 1	84,186	80	-31	-13	6,399	85	124	94
General Hardware	18	+ 1	+ 2	2,676	+ 4	21,206	11	+ 4	0	2,838	196	186	187
Industrial Supplies	5	+16	-14	1,217	+19	13,968	5	0	- 1	2,500	205	236	179
Machinery, Eqpt.,and Supplies, except Electrical	4	- 9	+27	228	+ 2	5,027	d	d	d	d	d	d	d
Tobacco and Its Products	5	-10	- 5	745	-11	6,102	d	d	d	d	d	d	d
Mountain	113	+11	- 8	9,409	+ 6	75,512	81	0	- 4	8,436	130	148	119
Automotive Supplies	19	+19	+ 3	656	+26	4,526	12	+29	+ 4	624	216	214	223
Drugs and Sundries (liquor excluded)	6	+33	+ 3	1,395	+14	9,312	d	d	d	d	d	d	d
Electrical Goods	14	+44	- 1	877	+28	5,607	10	+38	+10	539	84	90	75
Furniture and House Furnishings	4	+24	-17	244	+ 4	1,161	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	28	+ 7	-14	2,422	+ 4	22,049	24	-14	- 8	2,608	122	151	111
General Hardware	7	+11	- 1	986	+ 3	7,384	4	-20	- 4	450	108	154	105
Pacific	229	0	- 2	37,785	+ 3	336,922	130	- 2	- 3	25,902	111	119	114
Automotive Supplies	43	+16	+ 5	1,370	+20	14,789	11	+28	+ 4	451	168	143	146
Clothing and Furnishings, except Shoes	4	+ 6	+ 5	84	+ 9	1,008	d	d	d	d	d	d	d
Shoes and Other Footwear	5	-21	-20	136	-14	1,469	d	d	d	d	d	d	d
Dry Goods	9	-23	-23	854	- 3	8,687	d	d	d	d	d	d	d
Electrical Goods	23	+ 8	0	3,884	+ 5	30,419	23	+24	+ 2	4,033	104	91	101
Fresh Fruits and Vegetables	8	+10	+12	2,047	+ 9	12,939	5	-23	-13	155	19	29	25
Furniture and House Furnishings	7	-19	- 9	921	-11	8,165	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	33	+ 8	- 4	10,669	+ 5	90,650	18	- 2	- 9	7,213	96	106	104
Confectionery	4	-23	- 5	238	+ 6	997	d	d	d	d	d	d	d
Meats and Meat Products	6	-11	+ 3	750	-11	7,275	5	-30	+ 3	211	29	37	29
Beer	5	- 1	- 3	222	+11	1,630	4	-20	-14	49	31	41	36
General Hardware	10	-11	- 1	2,700	- 3	33,783	7	- 4	+ 1	5,118	202	188	199
Plumbing and Heating Supplies	5	-36	- 1	986	-24	7,626	d	d	d	d	d	d	d
Jewelry	6	+ 6	-10	416	- 1	2,761	d	d	d	d	d	d	d
Lumber and Building Materials	13	-21	- 5	835	+ 5	8,399	8	+ 2	- 2	332	122	109	114
Machinery, Eqpt.,and Supplies, except Electrical	7	+20	+10	449	0	5,111	d	d	d	d	d	d	d
Metals	5	+25	+18	671	+ 3	3,765	d	d	d	d	d	d	d
Tobacco and Its Products	14	+ 5	- 1	1,526	- 1	12,854	6	- 6	- 2	184	42	51	48
Leather and Shoe Findings	7	+22	- 4	219	+19	1,752	5	+ 3	0	333	303	352	296

a. Includes reports received too late for inclusion in previous monthly totals.

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

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

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.)

3-3/12/

Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

AUGUST 1945

Sales of wholesalers were practically the same for August 1945 as for August 1944, but showed a 3 percent gain from July to August of this year. A small (2%) gain was recorded for wholesalers in general for the first 8 months of 1945 compared with the corresponding period of 1944. These data are based upon reports covering 2,699 wholesale establishments.

Wholesalers of specialty lines of groceries and foods, except farm products, showed a 12 percent sales rise for August 1945 over August 1944; while retailer-cooperative warehouses engaged in the same trade recorded a 13 percent decrease, voluntary group wholesalers noted a small (3%) drop, and full-line wholesalers held to their August 1944 mark. Dealers in shoes and other footwear, on a wholesale level, showed an average sales increase of 11 percent; electrical goods wholesalers gained 10 percent in dollar volume; and the gain for tobacco and its products was 8 percent. A small (2%) advance was indicated for drugs and sundries; virtually no change occurred for general hardware wholesalers; and dry goods sales dropped back 18 percent from August a year ago. This year August sales were substantially higher than July sales for wholesalers of farm supplies (17%), tobacco and its products and furniture and house furnishings (each 16%), and lumber-building materials (15%).

Inventories, in terms of dollars based on cost value, at the close of August 1945 were 7 percent below those of August 1944. Percentage changes varied, however, among the trades, from a gain of 35 percent for electrical goods to a decrease of 43 percent for shoes and other footwear. Stocks held by wholesalers of dry goods at the end of August were down 29 percent compared with those of August 31, 1944. Supplies of meats and meat products were off 25 percent; groceries and foods, except farm products, 18 percent; and paper and its products, 12 percent. Stocks of automotive supplies were 24 percent above those of a year ago but were unchanged from the preceding month of this year. Wholesalers of farm supplies noted stocks down 7 percent, year-to-year, and up 9 percent, seasonally.

The stock-sales ratio for 1,597 wholesalers was 97 for August 1945, 102 for August 1944, and 101 for July 1945. Sales of paints and varnishes were down 14 percent for August 1945 vs. August 1944, and inventories dropped only slightly (3%), resulting in a stock-sales ratio of 126 for August 1945, compared with a ratio of 131 for August 1944 and 140 for July 1945. Jewelry wholesalers gained 9 percent in sales for August this year over August 1944, and 5 percent in stocks, and established a stock-sales ratio of 197 for this August as against 190 a year ago. On a year-to-year comparison, a small (2%) sales gain was recorded for lumber-building materials, along with a decrease of 16 percent in stocks on hand at the end of the month, reflected in a stock-sales ratio of 72, compared with 90 a year ago.

Collections on accounts receivable were up 3 percent for August 1945 over August 1944, and 5 percent higher for August than for July this year. The collection percentage for August 1945 was 128; for August 1944, 124; and for July 1945, 122. Accounts receivable on August 1, 1945 were 4 percent below those of August 1, 1944, and 5 percent less than outstandings of July 1, 1945.

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. No adjustments have been made for seasonal or price fluctuations.

3-31690

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

AUGUST 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		Aug. 1945 (Add 000)	Percent change from 8 mos. 1944	Eight months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Aug. 31 1945 (Add 000)	Aug. 1945	Aug. 1944	July 1945
		Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945					Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945				
UNITED STATES	2,699	- 1	+ 3	$503,496	+ 2	$2,804,724	1,597	- 7	0	$161,333	97	102	101
Automotive Supplies	234	+ 7	+ 7	8,011	+17	72,827	145	+24	0	7,313	171	147	183
Chemicals (industrial)	10	+ 6	+ 4	649	+10	14,427	6	-11	+ 5	217	56	62	52
Paints and Varnishes	58	-14	- 2	3,174	+ 4	37,322	13	- 3	- 2	722	126	131	140
Clothing and Furnishings, except Shoes	31	-18	+13	3,503	- 1	33,620	11	- 3	+ 1	487	74	63	91
Shoes and Other Footwear	29	+11	+ 2	17,915	+ 9	131,410	17	-43	- 4	2,282	29	51	32
Coal	14	- 1	+ 2	2,917	+ 1	17,595	6	-22	- 3	2,038	153	169	160
Drugs and Sundries (liquor excluded)	141	+ 2	+ 5	28,757	+ 6	237,903	48	- 4	+ 1	11,887	170	179	169
Dry Goods	87	-18	+12	16,169	-11	125,114	53	-29	- 1	11,260	101	116	110
Electrical Goods	287	+10	- 4	23,205	+10	214,508	258	+35	+ 2	19,352	87	70	81
Dairy and Poultry Products	22	+ 1	+ 6	955	- 4	22,979	9	+28	+10	111	29	22	28
Fresh Fruits and Vegetables	76	+ 7	- 6	6,897	+11	67,665	48	- 7	- 3	637	13	15	13
Farm Supplies	20	+33	+17	3,816	0	37,801	10	- 7	+ 9	1,116	108	125	105
Furniture and House Furnishings	45	-15	+16	4,032	- 8	39,512	25	- 2	- 7	3,007	91	77	113
Groceries and Foods, except Farm Products	602	- 1	+ 3	63,469	+ 4	660,405	373	-18	0	36,645	93	112	100
Full-line wholesalers[d]	341	- 1	+ 3	33,300	+ 3	320,651	215	-22	- 1	19,912	88	111	95
Voluntary-group wholesalers	129	- 3	+ 1	18,993	+ 5	213,113	87	-16	+ 2	10,850	103	116	106
Retailer-cooperative warehouses	15	-13	- 3	3,512	- 1	36,899	9	-18	- 6	1,777	85	102	106
Specialty lines	117	+12	+10	7,664	+ 8	89,742	62	- 2	+ 2	4,106	99	116	110
Confectionery	54	+ 5	+13	1,746	+ 1	13,611	28	-29	0	526	44	63	49
Meats and Meat Products	55	- 7	- 3	26,828	-13	198,751	31	-25	+ 4	3,347	43	47	40
Beer	49	0	+ 5	2,106	0	15,157	32	+ 7	+11	321	19	18	18
Wines and Liquors	21	+15	+ 2	3,320	+ 7	61,930	16	+ 9	+ 4	3,191	110	113	105
Liquor Department of Other Trades[e]	34	-18	- 5	7,914	0	73,198	f	f	f	f	f	f	f
Total Hardware Group	293	- 4	+ 3	33,171	+ 3	330,582	177	0	- 1	36,372	164	162	176
General hardware	128	- 1	+ 6	20,777	+ 4	208,905	87	- 2	- 2	26,375	164	168	180
Industrial supplies	69	- 6	0	7,346	+ 4	74,272	46	+ 2	+ 3	7,977	170	147	169
Plumbing and heating supplies	96	-12	- 5	5,048	- 4	47,405	44	+15	- 1	2,020	145	143	155
Jewelry	47	+ 9	+10	1,414	- 3	14,641	18	+ 5	+ 3	1,106	197	190	202
Optical Goods	17	- 1	+ 8	269	- 4	2,029	7	- 3	- 3	126	116	117	141
Lumber and Building Materials	58	+ 2	+15	4,399	+ 4	41,922	31	-16	- 2	1,749	72	90	84
Machinery, Equipment, and Supplies, except Electrical	43	+ 4	- 3	2,542	+ 6	32,839	30	+20	+ 1	2,881	146	130	140
Surgical, Medical, and Hospital Eqpt. and Supplies	25	+32	+ 3	1,400	+19	11,093	15	+12	0	638	188	179	206
Metals	24	-15	- 5	2,648	+ 4	32,731	11	- 4	+ 1	3,024	166	127	166
Paper and Its Products	74	- 5	+ 4	5,672	+ 2	57,929	36	-12	+ 2	2,733	99	102	99
Petroleum	27	+ 1	+ 4	540	- 1	4,990	24	- 3	+ 3	368	63	66	66
Tobacco and Its Products	150	+ 8	+16	22,500	- 2	171,363	74	- 9	- 2	4,827	33	40	41
Leather and Shoe Findings	50	- 2	- 6	854	+ 7	7,820	26	+ 7	0	918	204	190	205
Miscellaneous	20	+ 9	- 1	2,604	+ 3	21,050	19	-23	- 6	2,132	172	205	162

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

3-31690

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS
AUGUST 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		Aug. 1945	Aug. 1944	July 1945	Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945	Aug. 1, 1945 (Add 000)
UNITED STATES	2,086	128	124	122	- 4	- 5	$168,097
Automotive Supplies	182	93	93	93	+ 7	0	5,461
Chemicals (industrial)	10	123	121	108	+ 7	- 6	547
Paints and Varnishes	25	77	89	77	+ 2	- 6	1,019
Clothing and Furnishings, except Shoes	25	127	94	110	-30	-12	2,778
Shoes and Other Footwear	26	97	89	95	+ 1	- 5	7,483
Coal	14	106	125	104	+18	- 7	2,730
Drugs and Sundries (liquor excluded)	68	112	112	112	+ 5	0	9,062
Dry Goods	78	87	77	72	-20	-20	15,792
Electrical Goods	271	92	91	93	+10	- 1	23,095
Dairy and Poultry Products	13	220	245	251	0	+10	113
Fresh Fruits and Vegetables	60	200	189	201	+ 1	0	2,498
Farm Supplies	14	191	176	160	+11	- 7	1,090
Furniture and House Furnishings	37	115	109	108	-13	- 6	3,061
Groceries and Foods, except Farm Products	447	177	170	166	- 5	- 5	26,866
Full-line wholesalers [b]	245	174	164	160	- 5	- 6	14,594
Voluntary-group wholesalers	109	180	178	180	- 7	0	7,602
Retailer-cooperative warehouses	11	261	244	255	-14	- 9	983
Specialty lines	91	159	152	141	+ 6	- 8	3,687
Confectionery	27	154	147	127	- 7	-11	602
Meats and Meat Products	48	221	230	209	- 7	- 6	11,599
Beer	19	254	210	240	-12	0	295
Wines and Liquors	13	250	238	230	+20	+ 2	371
Total Hardware Group	271	103	99	102	- 8	- 3	28,442
General hardware	120	108	104	107	- 4	0	16,684
Industrial supplies	62	97	99	96	- 5	-10	6,417
Plumbing and heating supplies	89	94	86	94	-19	- 5	5,341
Jewelry	38	73	67	77	+16	- 3	1,341
Optical Goods	12	85	90	89	- 1	+ 1	200
Lumber and Building Materials	51	117	110	109	-11	- 6	3,167
Machinery, Equipment, and Supplies, except Electrical	36	93	96	110	- 4	+ 4	2,215
Surgical, Medical, and Hospital Equipment and Supplies	24	68	67	70	+ 7	- 1	700
Metals	23	122	121	115	-13	-10	2,292
Paper and Its Products	67	97	90	99	- 3	+ 3	5,242
Petroleum	24	153	150	145	- 2	+ 3	352
Tobacco and Its Products	108	233	216	219	- 5	+ 5	6,710
Leather and Shoe Findings	35	99	100	94	+ 6	- 2	684
Miscellaneous	20	101	116	103	+40	+14	2,290

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

3-31690

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		Aug. 1945 (Add 000)	Percent change from 8 mos. 1944	Eight months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Aug. 31, 1945 (Add 000)	Aug. 1945	Aug. 1944	July 1945
		Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945					Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945				
New England	182	- 3	- 1	$15,224	- 2	$131,917	109	-10	+ 3	$7,448	87	88	84
Automotive Supplies	5	+ 2	+ 7	114	+ 6	1,246	d	d	d	d	d	d	d
Shoes and Other Footwear	4	-22	-10	295	- 2	1,372	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	12	- 4	0	1,688	+ 2	13,766	6	+ 3	+ 7	887	169	160	160
Dry Goods	6	+ 1	+ 1	181	+ 1	1,344	5	-54	+ 6	66	38	85	35
Electrical Goods	27	+ 8	+12	1,466	- 7	12,248	25	+32	+ 1	1,140	80	65	89
Fresh Fruits and Vegetables	8	-13	-11	434	+14	8,101	7	-21	0	23	5	6	5
Furniture and House Furnishings	4	-24	- 3	168	- 8	1,842	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	30	+ 6	- 2	3,325	+ 6	28,618	15	-20	+ 7	1,134	91	124	85
General Hardware	7	+ 6	+ 3	272	+ 6	2,617	d	d	d	d	d	d	d
Industrial Supplies	10	-11	- 8	376	+ 2	4,978	7	+20	- 1	753	240	177	228
Plumbing and Heating Supplies	6	+36	+20	156	+36	993	d	d	d	d	d	d	d
Optical Goods	5	+ 2	+26	48	- 1	336	d	d	d	d	d	d	d
Metals	5	-25	- 9	211	+ 2	2,232	d	d	d	d	d	d	d
Paper and Its Products	7	- 8	+ 6	303	- 6	2,394	6	-13	- 2	253	105	115	124
Tobacco and Its Products	9	+13	+ 4	1,753	+ 1	16,820	d	d	d	d	d	d	d
Leather and Shoe Findings	6	- 7	-34	99	+ 7	777	d	d	d	d	d	d	d
Middle Atlantic	525	+ 1	+ 4	66,479	+ 1	602,361	294	- 2	+ 2	23,942	80	81	81
Automotive Supplies	24	+ 1	+ 2	477	+23	5,748	16	+ 2	- 1	345	143	141	149
Paints and Varnishes	5	+ 6	- 1	85	+11	749	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	9	-19	+17	2,535	- 2	24,270	d	d	d	d	d	d	d
Shoes and Other Footwear	7	- 1	+25	533	+ 1	5,242	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	25	+ 2	+ 2	5,756	+ 6	46,468	9	0	+ 2	1,617	124	126	119
Dry Goods	31	-12	+27	4,037	-10	34,050	17	-32	- 1	1,324	96	113	108
Electrical Goods	60	- 1	-15	5,616	- 1	48,597	50	+34	+ 5	3,255	61	44	49
Fresh Fruits and Vegetables	18	+18	- 2	1,976	+15	12,941	10	+38	-13	90	9	7	10
Farm Supplies	5	+20	+13	953	- 4	7,238	d	d	d	d	d	d	d
Furniture and House Furnishings	11	- 6	+ 9	560	-12	5,720	5	- 2	+50	167	38	37	27
Groceries and Foods, except Farm Products	83	+ 2	0	10,813	+ 7	99,544	37	+ 2	+ 1	4,878	104	107	112
Meats and Meat Products	10	+ 5	+ 2	10,115	- 4	82,416	6	- 2	+15	513	58	49	43
Beer	11	- 2	+ 9	413	+ 1	2,804	7	+15	+30	30	8	7	7
General Hardware	25	- 8	- 4	1,849	+ 8	26,211	16	-10	+ 2	2,136	179	184	169
Industrial Supplies	17	-23	-16	874	- 4	18,154	14	+17	0	1,287	166	107	137
Plumbing and Heating Supplies	23	+36	+21	696	+18	6,322	8	+ 5	- 4	242	134	180	168
Jewelry	10	+ 1	+20	280	- 8	3,331	4	+ 5	+ 5	345	332	289	343
Optical Goods	6	- 1	- 3	125	- 1	1,024	d	d	d	d	d	d	d
Lumber and Building Materials	15	+12	+11	1,388	+ 4	10,153	8	-12	- 6	631	59	79	72
Machinery, Eqpt., and Supplies, except Electrical	5	-10	- 3	371	+ 3	5,758	4	+14	+ 3	604	167	131	156
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+ 1	+ 7	79	+11	959	d	d	d	d	d	d	d
Paper and Its Products	21	-12	0	1,461	- 2	17,991	11	-16	0	495	76	72	68
Petroleum	23	0	+ 4	578	- 3	4,253	d	d	d	d	d	d	d
Tobacco and Its Products	44	+ 9	+18	9,356	+ 3	60,267	26	-13	- 2	2,646	35	45	44
Leather and Shoe Findings	9	- 5	- 9	59	- 2	617	4	+ 2	- 2	65	232	221	236
East North Central	532	- 1	+ 4	$2,862	+ 4	485,640	334	- 3	0	33,564	100	100	103
Automotive Supplies	49	+12	+18	1,371	+11	15,289	37	+24	+ 1	1,440	141	128	169
Paints and Varnishes	8	- 2	+ 3	402	+ 6	3,211	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	7	-34	- 5	160	- 1	1,720	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	23	+ 7	+12	4,799	+ 8	41,504	8	- 9	- 2	1,292	142	167	155
Dry Goods	7	-23	- 3	924	-11	9,198	6	-48	-15	534	58	86	66
Electrical Goods	52	+15	+ 2	4,120	+12	45,211	45	+44	+ 7	3,858	98	79	94
Dairy and Poultry Products	10	+ 2	+ 2	383	0	4,576	4	-12	-18	23	15	18	18
Fresh Fruits and Vegetables	17	+ 4	- 5	1,116	+10	9,317	10	-12	-11	164	25	27	26
Farm Supplies	7	+12	+13	858	- 8	5,111	d	d	d	d	d	d	d
Furniture and House Furnishings	9	-18	+15	397	- 4	3,499	5	-14	-14	216	86	72	113
Groceries and Foods, except Farm Products	110	- 6	+ 7	13,957	+ 6	136,383	80	-15	+ 2	10,622	103	113	107
Confectionery	9	+ 9	+13	215	+ 7	2,219	4	- 7	+ 3	62	50	58	56
Meats and Meat Products	16	- 8	- 5	4,103	-18	29,406	12	- 7	- 2	1,666	51	48	47

(Continued next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		Aug. 1945 (Add 000)	Percent change from 8 mos. 1944	Eight months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Aug. 31, 1945 (Add 000)	Aug. 1945	Aug. 1944	July 1945
		Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945					Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945				
East North Central (continued)													
Beer	13	- 7	+ 1	$580	- 1	$4,276	10	-11	+ 4	$81	16	17	16
Wines and Liquors	10	+18	0	1,268	+13	10,524	9	+23	+15	1,085	110	96	89
General Hardware	17	+ 3	+ 8	4,602	+ 7	41,365	14	+ 6	- 3	6,631	156	152	172
Industrial Supplies	7	-16	-16	513	- 1	8,133	d	d	d	d	d	d	d
Plumbing and Heating Supplies	22	+ 3	+11	892	+11	7,283	17	+22	- 3	1,022	172	146	188
Jewelry	15	+11	+ 9	459	- 5	3,779	4	+ 1	- 4	330	142	145	151
Lumber and Building Materials	11	+ 1	+18	606	+ 1	4,841	7	-33	+ 4	180	59	75	60
Machinery, Eqpt., and Supplies, except Electrical	10	+ 8	- 6	398	+13	5,285	6	- 9	- 4	265	104	132	108
Surgical, Medical, and Hospital Eqpt. and Supplies	8	+44	+1	959	+23	7,367	5	+17	+ 2	197	219	176	220
Metals	5	+10	- 7	408	+16	9,658	3	d	d	722	d	d	d
Paper and Its Products	23	- 2	+ 4	2,204	+ 4	21,981	9	-12	+ 1	692	74	77	77
Tobacco and Its Products	38	+ 6	+17	4,750	- 3	34,346	14	-14	-14	556	26	32	37
Leather and Shoe Findings	13	- 8	- 2	240	- 1	1,881	5	+29	+ 2	184	207	154	193
West North Central	273	- 4	+ 9	34,639	+ 3	332,196	183	-10	- 2	27,353	118	120	131
Automotive Supplies	36	+ 4	+ 2	1,444	+17	13,862	28	+20	- 1	1,256	218	195	200
Drugs and Sundries (liquor excluded)	16	0	+ 7	3,306	+ 4	26,117	5	- 6	- 2	1,513	203	202	199
Dry Goods	5	-18	+11	6,215	-11	40,805	5	-25	- 3	6,553	105	116	120
Electrical Goods	28	+34	+ 3	1,718	+29	16,984	27	+28	- 2	1,524	101	104	104
Fresh Fruits and Vegetables	6	- 6	- 8	547	+15	5,552	4	-30	-18	32	10	13	11
Furniture and House Furnishings	5	-20	+19	2,224	-10	15,169	4	+ 2	-10	2,148	98	77	130
Groceries and Foods, except Farm Products	66	- 4	+ 6	6,331	+ 5	84,521	47	-15	- 2	4,530	100	109	108
Confectionery	5	+17	+16	260	- 2	1,506	5	+25	+23	80	31	29	29
Beer	9	+17	+ 7	374	+ 3	2,280	5	+21	+16	29	10	11	10
General Hardware	13	- 1	+13	3,833	+ 3	34,182	12	- 3	- 2	6,234	170	174	199
Industrial Supplies	7	-13	+ 5	342	- 1	3,651	d	d	d	d	d	d	d
Plumbing and Heating Supplies	9	+23	+ 7	339	+15	4,316	6	+20	0	344	125	129	137
Jewelry	7	+22	+22	186	+14	840	4	+ 2	- 3	116	166	190	175
Lumber and Building Materials	5	-34	-26	57	+ 9	4,446	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	- 9	+ 2	261	+ 6	2,014	5	+16	- 4	409	157	123	166
Paper and Its Products	5	0	+ 4	144	+ 8	1,744	d	d	d	d	d	d	d
Tobacco and Its Products	11	+13	+15	780	- 2	10,355	4	- 2	+ 6	112	57	65	60
Leather and Shoe Findings	7	+ 1	+11	91	+ 2	818	d	d	d	d	d	d	d
South Atlantic	422	- 2	+ 4	33,934	+ 1	290,045	230	- 9	+ 1	16,628	83	93	87
Automotive Supplies	24	+12	+11	1,101	+26	8,587	10	+28	- 2	569	159	133	170
Paints and Varnishes	5	+ 3	+22	211	- 4	1,501	5	-20	0	222	105	135	128
Clothing and Furnishings, except Shoes	6	- 2	+ 6	372	+ 2	2,922	d	d	d	d	d	d	d
Shoes and Other Footwear	4	- 9	- 3	1,503	0	12,073	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	28	+ 2	+ 2	3,627	+ 5	30,246	9	+ 3	+ 1	2,291	193	186	186
Dry Goods	12	-24	- 2	1,521	- 9	11,908	9	-29	+ 8	1,048	98	108	89
Electrical Goods	47	+18	+ 5	3,606	+16	31,152	46	+36	- 4	2,949	83	72	91
Fresh Fruits and Vegetables	15	+ 6	-12	777	+12	10,230	7	-13	-23	33	10	12	11
Furniture and House Furnishings	4	-21	+37	221	+ 5	2,037	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	116	0	+ 9	8,587	- 1	71,065	60	-26	+ 4	3,618	74	101	79
Confectionery	20	+12	+ 7	503	+ 6	3,745	10	-27	- 7	214	54	79	60
Meats and Meat Products	5	- 5	+13	654	-14	6,124	d	d	d	d	d	d	d
Beer	7	- 9	+ 1	375	- 7	2,839	5	+24	+ 6	117	38	27	35
General Hardware	20	- 2	- 2	2,044	+ 7	18,862	14	- 9	- 5	1,604	124	132	120
Industrial Supplies	10	- 3	+17	676	+ 4	5,104	6	- 1	-10	496	107	110	146
Plumbing and Heating Supplies	23	-22	-16	1,883	- 9	18,225	d	d	d	d	d	d	d
Jewelry	4	+ 3	+ 3	120	- 2	1,194	d	d	d	d	d	d	d
Lumber and Building Materials	10	- 8	+12	758	+ 1	5,707	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	+ 7	- 5	205	+ 2	2,430	d	d	d	d	d	d	d
Paper and Its Products	9	+ 3	+12	591	+ 4	4,501	4	-19	+ 2	381	107	144	121
Tobacco and Its Products	20	+ 3	+15	2,942	- 8	19,660	13	+ 3	+ 8	885	38	39	41

(Continued on next page)

3-3.090

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		Aug. 1945 (Add 000)	Percent change from 8 mos. 1944	Eight months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Aug. 31, 1945 (Add 000)	Aug. 1945	Aug. 1944	July 1945
		Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945					Aug. 1945 vs. Aug. 1944	Aug. 1945 vs. July 1945				
East South Central	132	- 2	- 1	$12,246	0	$112,400	68	-17	- 1	$4,915	76	93	84
Drugs and Sundries (liquor excluded)	11	- 7	- 9	2,005	+ 5	17,903	d	d	d	d	d	d	d
Dry Goods	9	-14	+ 7	1,285	-18	9,786	d	d	d	d	d	d	d
Electrical Goods	12	+27	- 8	716	+37	5,938	9	+52	+ 4	466	71	61	63
Fresh Fruits and Vegetables	5	0	-12	123	+10	2,070	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	32	+ 1	-17	2,538	0	23,668	17	-21	- 2	978	67	89	81
Confectionery	8	-23	+ 7	213	-21	1,600	d	d	d	d	d	d	d
Meats and Meat Products	4	-29	+13	685	-31	5,263	d	d	d	d	d	d	d
General Hardware	10	+ 1	- 1	1,407	+ 7	14,845	5	-14	- 6	1,004	114	134	127
Industrial Supplies	4	+ 9	- 8	302	+12	2,422	d	d	d	d	d	d	d
Tobacco and Its Products	7	+ 3	+23	1,175	- 8	8,719	4	+ 2	- 9	140	15	15	20
West South Central	225	0	+ 3	24,130	+ 4	226,623	152	-11	0	18,814	115	128	120
Automotive Supplies	15	+10	+ 6	705	+10	4,588	12	+35	+ 2	833	129	105	133
Drugs and Sundries (liquor excluded)	14	+ 7	+ 6	2,676	+ 6	23,163	6	-12	+ 1	2,570	195	222	204
Dry Goods	5	-29	- 4	661	-10	5,947	4	-23	- 1	652	147	135	141
Electrical Goods	25	+15	-11	1,521	+32	13,301	22	+49	+ 9	1,346	91	70	74
Groceries and Foods, except Farm Products	104	- 2	+ 3	9,636	+.1	94,067	74	-29	- 1	5,693	80	109	85
General Hardware	17	- 3	+11	2,891	+ 4	24,356	11	+ 1	- 3	2,780	166	162	195
Industrial Supplies	7	+ 6	+ 1	2,423	+17	16,391	5	- 5	+ 6	2,640	208	197	205
Tobacco and Its Products	7	- 2	+22	821	-10	7,109	d	d	d	d	d	d	d
Mountain	121	+ 5	+ 8	10,690	+ 6	87,362	88	-10	- 2	9,200	116	138	129
Automotive Supplies	16	+ 7	+ 2	537	+24	5,095	10	+26	+ 4	646	211	188	216
Drugs and Sundries (liquor excluded)	6	+18	+ 2	1,423	+14	10,735	d	d	d	d	d	d	d
Electrical Goods	12	+47	+ 2	733	+31	6,373	10	+43	+ 2	548	85	91	84
Groceries and Foods, except Farm Products	33	+ 3	+ 8	3,239	+ 4	25,411	30	-22	- 5	3,532	117	154	133
General Hardware	9	+ 2	+ 3	1,117	+ 3	8,501	6	- 4	- 5	726	131	155	148
Pacific	243	- 4	+ 4	29,795	+ 3	373,667	138	0	- 1	18,653	118	119	121
Automotive Supplies	61	+ 6	+ 5	2,159	+18	17,109	28	+25	- 3	1,972	198	162	223
Clothing and Furnishings, except Shoes	5	-34	- 5	103	+ 2	1,190	d	d	d	d	d	d	d
Dry Goods	9	-15	+30	1,110	- 4	9,797	d	d	d	d	d	d	d
Electrical Goods	24	- 2	- 8	3,709	+ 4	34,704	24	+26	+ 1	4,266	115	90	105
Fresh Fruits and Vegetables	6	+ 9	- 7	1,724	+ 9	14,956	5	- 7	+13	277	16	19	14
Furniture and House Furnishings	6	+23	+16	95	-11	8,372	4	- 7	+ 6	85	144	182	157
Groceries and Foods, except Farm Products	28	+ 2	0	5,043	+ 4	97,128	13	-22	- 9	1,660	78	111	87
Meats and Meat Products	4	-21	+10	422	-11	7,697	d	d	d	d	d	d	d
General Hardware	10	- 1	+ 8	2,762	- 3	37,966	6	- 5	- 2	4,774	196	206	216
Industrial Supplies	7	- 7	+13	1,840	+ 7	14,968	5	- 3	+ 6	2,462	150	139	162
Plumbing and Heating Supplies	5	-41	-18	807	-25	8,557	d	d	d	d	d	d	d
Jewelry	4	- 9	+ 3	159	- 1	2,920	d	d	d	d	d	d	d
Lumber and Building Materials	10	+ 5	+23	843	+ 4	9,630	7	- 1	- 2	277	104	97	119
Machinery, Eqpt., and Supplies, except Electrical	7	- 4	- 6	421	- 2	5,818	5	+ 2	- 7	178	92	102	91
Metals	4	- 9	-15	538	+ 2	4,303	d	d	d	d	d	d	d
Tobacco and Its Products	11	+24	+14	893	0	13,747	8	0	+ 3	250	40	50	45
Leather and Shoe Findings	7	+11	- 1	216	+18	1,968	5	+ 2	- 2	325	285	310	303

a Includes reports received too late for inclusion in previous monthly totals.
b The stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

3-31690

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Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

SEPTEMBER 1945

Sales of wholesalers were slightly (3%) lower for September 1945 than for September 1944 and were down 5 percent from August to September of this year, according to an announcement released today by J. C. Capt, Director of the Census. A small (2%) gain was noted for the first 9 months of 1945 over the like period of 1944. These data are based upon reports covering 2,603 wholesale establishments.

Wholesalers of automotive supplies continued their upward trend in sales, showing a 17 percent gain for September 1945 over September 1944; while, for the first time since December 1944, wholesalers of meats and meat products recorded a sales gain (4%) for the current month over the corresponding month a year ago. Sales were almost unchanged, however, for a number of wholesale trades on a year-to-year comparison: Coal, drugs and sundries, groceries and foods except farm products, beer, wines and liquors, general hardwar , and optical goods. Wholesalers of furniture and house furnishings recorded a substantial decrease in dollar volume (15%), as did wholesalers of plumbing and heating supplies (17%), dry goods (18%), shoes and other footwear (22%), and metals (29%). Twenty-six of the 35 kinds of business shown in this survey registered decreases in sales for September versus August this year. For clothing and furnishings, except shoes, the drop off amounted to 5 percent; confectionery, 9 percent; paper and its products, 11 percent; lumber and building materials, 15 percent; and shoes and other footwear, 23 percent.

Inventories, in terms of dollars based on cost values, were virtually the same for September 1945 as for September 1944, and were up 4 percent for September compared with August of this year. On a year-to-year comparison, conspicuous gains in stocks were revealed for wholesalers of tobacco and its products (19%), automotive supplies (25%), dairy and poultry products (26%), and electrical goods (37%). Inventory gains from August to September this year for the various kinds of business were coupled with sales decreases in almost every case.

The stock-sales ratio for 1,583 wholesalers was 119 for September 1945, 116 for September 1944, and 110 for August 1945. Wholesalers of tobacco and its products, with sales up 6 percent for September 1945 over September 1944 and stocks up 19 percent, showed a stock-sales ratio of 47 this September as against 41 for September 1944. Electrical goods wholesalers gained slightly (2%) in sales and substantially (37%) in inventories, reflected in a stock-sales ratio of 97 for September 1945 compared with 72 a year ago. Almost no change in the sales volume of drugs and sundries was accompanied by a 6 percent gain in stocks, which resulted in a stock-sales ratio of 172 for September of this year versus 161 in September 1944.

Collections on accounts receivable were 3 percent higher for September 1945 than for September 1944, but were down 6 percent from August to September 1945. The collection percentage for September 1945 was 121; for September 1944, 118; and for August 1945, 129. Accounts receivable on September 1, 1945 were 4 percent below those of September 1, 1944, while a small (2%) gain was noted from the first of August to the first of September this year.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

SEPTEMBER 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		September 1945 (Add 000)	Percent change from 9 mos.1944	Nine months 1945 (Add 000)	Number of firms reporting stocks	Percent change		September 30 1945 (Add 000)	Sept. 1945	Sept. 1944	Aug. 1945
		Sept.1945 vs. Sept.1944	Sept.1945 vs. Aug. 1945					Sept.1945 vs. Sept.1944	Sept.1945 vs. Aug. 1945				
UNITED STATES	2,603	- 3	- 5	$273,698	+ 2	$3,143,068	1,585	- 1	+ 4	$199,536	119	116	110
Automotive Supplies	205	+17	+ 3	7,578	+17	82,358	115	+25	+ 1	5,432	185	153	188
Chemicals (industrial)	14	- 5	-18	891	+ 8	16,447	9	- 9	+15	728	109	114	79
Paints and Varnishes	61	-13	- 6	3,080	+ 3	41,556	14	- 4	0	935	161	160	146
Clothing and Furnishings, except Shoes	37	-12	- 5	2,695	- 2	36,653	13	+ 1	+ 7	545	64	59	58
Shoes and Other Footwear	27	-22	-23	12,972	+ 5	144,861	14	-34	+ 9	1,560	30	38	21
Coal	11	0	0	1,403	- 1	18,504	5	-30	+13	1,867	286	379	258
Drugs and Sundries (liquor excluded)	139	- 1	+ 1	28,534	+ 5	269,293	108	+ 6	+ 4	39,118	172	161	168
Dry Goods	85	-18	-15	10,971	-11	137,296	48	-18	+ 5	7,511	115	115	100
Electrical Goods	278	+ 2	- 6	20,862	+ 9	239,244	249	+37	+ 2	18,647	97	72	90
Dairy and Poultry Products	23	+15	- 5	1,648	- 2	25,689	11	+26	-19	242	31	28	34
Fresh Fruits and Vegetables	82	- 7	-17	5,645	+10	74,731	49	- 2	- 4	482	13	12	11
Farm Supplies	20	+12	-10	3,660	+ 1	42,760	14	- 8	- 3	1,279	53	69	57
Furniture and House Furnishings	48	-15	-10	3,444	- 9	43,368	27	-27	+12	2,835	117	128	92
Groceries and Foods, except Farm Products	557	0	- 1	62,031	+ 3	743,397	352	-12	+ 9	43,572	109	122	99
Full-line wholesalers[d]	294	- 2	- 1	31,649	+ 2	359,593	189	-17	+10	24,587	103	121	93
Voluntary-group wholesalers	129	+ 1	0	18,272	+ 4	239,012	90	- 7	+ 7	12,967	131	138	122
Retailer-cooperative warehouses	18	+ 2	+ 3	3,999	- 1	41,987	12	- 5	+12	2,344	100	104	84
Specialty lines	116	+ 2	- 5	8,111	+ 7	102,805	61	+ 3	+ 1	3,694	90	94	86
Confectionery	54	- 6	- 9	1,556	0	15,369	25	-14	+ 9	784	83	88	70
Meats and Meat Products	69	+ 4	+ 1	27,817	-12	228,661	39	-22	- 2	3,758	43	50	43
Beer	52	+ 1	- 9	1,940	0	17,260	34	+ 5	+ 5	346	22	22	20
Wines and Liquors	18	0	-16	2,326	+ 7	67,718	12	+ 1	- 4	2,522	128	123	107
Liquor Department of Other Trades[e]	35	- 6	+ 8	8,449	- 1	81,927	33	+ 2	- 1	14,789	192	163	191
Total Hardware Group	289	- 4	- 4	31,555	+ 2	372,248	171	+ 5	+ 2	34,106	171	160	163
General hardware	130	0	- 3	21,038	+ 3	237,009	86	+ 4	+ 2	25,888	168	162	159
Industrial supplies	67	- 5	- 7	5,726	+ 4	82,362	47	+12	0	6,362	203	156	190
Plumbing and heating supplies	92	-17	- 3	4,791	- 5	52,877	38	+ 4	- 2	1,858	132	154	141
Jewelry	40	+14	+ 8	1,542	- 2	17,170	13	+15	- 2	749	182	155	214
Optical Goods	17	0	+ 2	274	- 3	2,303	7	- 2	- 3	122	116	114	116
Lumber and Building Materials	60	- 4	-15	3,579	+ 2	47,097	30	-19	- 3	1,327	77	99	75
Machinery, Equipment, and Supplies, except Electrical	45	-14	-17	2,416	+ 4	37,131	31	+10	+ 2	3,641	199	151	158
Surgical, Medical, and Hospital Eqpt. and Supplies	21	+12	- 1	473	+19	11,628	11	+ 8	0	359	214	218	209
Metals	23	-29	-20	2,211	+ 1	35,314	8	- 5	+ 8	3,039	251	161	177
Paper and Its Products	77	- 6	-11	5,842	+ 1	65,723	36	- 9	+ 3	2,824	101	105	93
Petroleum	9	+19	+ 1	343	0	5,352	6	+ 2	- 1	200	75	87	72
Tobacco and Its Products	137	+ 6	- 9	14,554	- 1	189,325	58	+19	+19	3,005	47	41	36
Leather and Shoe Findings	48	- 4	- 7	770	+ 5	8,687	25	+ 7	+ 1	887	229	192	203
Miscellaneous	22	- 3	- 9	2,637	+ 2	23,998	16	-18	+ 1	2,325	215	218	187

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.

J. Dasor

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

SEPTEMBER 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		September 1945	September 1944	August 1945	September 1945 vs. September 1944	September 1945 vs. August 1945	September 1, 1945 (Add 000)
UNITED STATES	2,106	121	118	129	- 4	+ 2	$182,489
Automotive Supplies	155	91	93	98	+ 7	+ 5	5,283
Chemicals (industrial)	12	108	107	111	+11	- 1	778
Paints and Varnishes	28	77	77	76	- 1	+ 1	1,175
Clothing and Furnishings, except Shoes	27	100	86	107	-13	+14	2,752
Shoes and Other Footwear	24	87	87	103	- 6	+11	7,605
Coal	10	124	118	128	-12	+ 8	1,060
Drugs and Sundries (liquor excluded)	127	103	103	105	0	+ 5	22,904
Dry Goods	74	87	81	93	-22	+ 1	11,065
Electrical Goods	267	85	88	96	+ 7	- 2	23,609
Dairy and Poultry Products	15	193	196	175	+16	-34	350
Fresh Fruits and Vegetables	63	194	191	198	- 6	-17	2,201
Farm Supplies	14	170	185	195	+14	- 9	981
Furniture and House Furnishings	39	96	86	102	-26	+ 4	3,348
Groceries and Foods, except Farm Products	439	166	159	179	- 5	+ 4	29,030
Full-line wholesalers [b]	237	157	149	171	- 7	+ 5	16,505
Voluntary-group wholesalers	99	180	176	190	- 3	+ 6	7,317
Retailer-cooperative warehouses	14	304	246	284	-22	-19	971
Specialty lines	89	145	143	159	+ 5	+ 5	4,237
Confectionery	26	144	148	157	- 3	+ 4	643
Meats and Meat Products	64	212	215	224	+ 4	+ 1	12,047
Beer	22	251	188	246	-17	- 4	295
Wines and Liquors	11	192	214	163	-12	-41	319
Liquor Department of Other Trades [c]	33	155	152	152	-11	- 1	4,763
Total Hardware Group	264	99	97	104	- 7	+ 1	27,355
General hardware	118	106	103	109	- 4	+ 2	17,118
Industrial supplies	61	93	94	97	- 2	- 2	4,928
Plumbing and heating supplies	85	85	82	93	-19	+ 1	5,309
Jewelry	33	79	83	91	+ 3	+34	1,415
Optical Goods	11	85	89	87	- 4	+ 6	201
Lumber and Building Materials	54	113	108	122	- 6	+ 7	3,2-5
Machinery, Equipment, and Supplies, except Electrical	34	79	88	90	- 4	+ 2	2,701
Surgical, Medical, and Hospital Equipment and Supplies	20	65	63	68	+ 2	+ 5	511
Metals	22	114	124	124	-16	- 6	2,231
Paper and Its Products	66	94	94	97	- 6	0	5,924
Petroleum	6	97	100	102	+ 5	-12	110
Tobacco and Its Products	94	194	189	210	+ 3	+ 3	5,589
Leather and Shoe Findings	34	91	96	97	+ 1	- 2	654
Miscellaneous	18	88	101	96	+24	+ 1	2,545

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 Chiefly of the wholesale drug trade.

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales[c]	SALES—CURRENT MONTH: Percent change Sept. 1945 vs. Sept. 1944	SALES—CURRENT MONTH: Percent change Sept. 1945 vs. Aug. 1945	SALES—CURRENT MONTH: September 1945 (Add 000)	SALES—YEAR-TO-DATE[a]: Percent change from 9 mos. 1944	SALES—YEAR-TO-DATE[a]: Nine months 1945 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Sept. 1945 vs. Sept. 1944	INVENTORY—END-OF-MONTH (At Cost): Percent change Sept. 1945 vs. Aug. 1945	INVENTORY—END-OF-MONTH (At Cost): Sept. 30, 1945 (Add 000)	STOCK-SALES RATIOS[b]: Sept. 1945	STOCK-SALES RATIOS[b]: Sept. 1944	STOCK-SALES RATIOS[b]: Aug. 1945
New England	181	+ 1	- 2	$12,810	- 2	$147,221	118	+ 2	- 2	$10,280	133	132	126
Drugs and Sundries (liquor excluded)	12	- 3	+ 2	1,728	+ 1	15,494	10	+ 7	0	2,472	175	158	179
Dry Goods	5	-10	- 3	169	- 1	1,513	4	-28	0	56	71	94	77
Electrical Goods	27	-11	-16	1,255	- 7	13,542	25	+39	+ 2	1,164	98	61	80
Fresh Fruits and Vegetables	10	- 2	-26	496	+12	8,831	8	- 4	-12	23	6	7	5
Furniture and House Furnishings	4	- 9	+ 8	182	- 9	2,088	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	26	+ 4	+ 2	2,350	+ 5	31,397	14	-21	+ 8	1,428	99	132	92
Meats and Meat Products	4	- 7	+ 4	1,282	-24	14,117	d	d	d	d	d	d	d
General Hardware	5	+18	+22	228	+ 7	2,953	d	d	d	d	d	d	d
Industrial Supplies	9	-22	- 9	359	- 1	5,561	8	+12	+ 3	1,004	285	200	254
Jewelry	4	+ 8	+27	158	+ 1	1,804	d	d	d	d	d	d	d
Optical Goods	5	0	-10	43	- 1	379	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	+ 2	- 9	141	+ 9	2,534	d	d	d	d	d	d	d
Metals	5	-22	+ 3	218	- 1	2,450	d	d	d	d	d	d	d
Paper and Its Products	6	- 9	+ 2	288	- 6	2,682	5	-17	+ 3	198	92	94	88
Tobacco and Its Products	10	+18	- 2	1,828	+ 2	19,069	d	d	d	d	d	d	d
Leather and Shoe Findings	5	+14	- 2	82	+ 8	859	d	d	d	d	d	d	d
Middle Atlantic	534	+ 1	- 7	60,870	+ 1	673,543	302	+ 2	+ 4	32,702	107	102	95
Automotive Supplies	21	+21	+11	458	+22	6,521	14	+11	+ 3	292	121	128	139
Paints and Varnishes	6	+24	+ 1	104	+13	871	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	- 7	- 6	1,568	- 2	26,019	4	-14	- 3	152	47	58	45
Shoes and Other Footwear	8	+ 5	-20	688	+ 1	8,253	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	24	0	+ 1	5,460	+ 6	51,928	18	+ 5	+ 6	4,757	140	135	133
Dry Goods	34	-18	-15	3,715	-11	38,065	16	-21	+ 5	1,555	116	113	102
Electrical Goods	63	-13	-20	4,538	- 2	53,431	54	+27	+ 2	3,376	90	61	76
Dairy and Poultry Products	4	+13	-13	541	- 7	12,542	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	18	- 8	-28	1,300	+13	14,301	10	+31	+ 2	88	16	10	10
Farm Supplies	4	-12	-20	756	- 4	7,994	d	d	d	d	d	d	d
Furniture and House Furnishings	14	-15	-14	680	-13	6,400	7	+ 2	+ 4	382	93	68	77
Groceries and Foods, except Farm Products	84	+ 5	- 2	10,650	+ 7	110,945	39	+ 3	+ 4	5,257	110	111	102
Confectionery	4	- 1	-17	215	+ 6	1,973	d	d	d	d	d	d	d
Meats and Meat Products	23	+14	+ 1	10,596	- 3	93,361	11	-34	- 8	913	40	57	42
Beer	11	+ 1	- 6	389	+ 1	3,212	7	+10	+13	34	10	9	8
General Hardware	30	+ 8	+ 6	3,746	+ 8	31,029	19	+ 9	+ 7	3,522	152	155	152
Industrial Supplies	20	-14	-12	1,128	- 4	20,410	15	+20	0	1,427	204	128	179
Plumbing and Heating Supplies	26	+29	+ 3	838	+19	7,215	11	- 6	- 3	491	130	162	140
Jewelry	9	+15	+ 1	552	- 6	4,225	d	d	d	d	d	d	d
Optical Goods	6	+ 3	+10	138	- 1	1,162	d	d	d	d	d	d	d
Lumber and Building Materials	12	+12	-13	1,068	+ 4	11,390	6	-15	+ 1	487	58	80	52
Machinery, Eqpt., and Supplies, except Electrical	6	-17	-11	505	+ 1	6,516	4	+16	- 7	695	158	106	145
Surgical, Medical, and Hospital Eqpt., and Supplies	5	+ 9	- 6	85	+11	1,044	4	+ 4	- 1	105	244	235	230
Paper and Its Products	25	-19	-14	1,489	- 3	20,571	14	-14	+ 4	749	83	86	77
Tobacco and Its Products	35	+ 8	-13	4,535	+ 4	65,085	18	+24	+29	1,583	53	46	34
Leather and Shoe Findings	10	+ 3	+ 1	72	- 1	689	5	+ 3	- 1	66	153	160	168
East North Central	499	- 2	- 2	46,299	+ 3	542,013	312	+ 3	+ 4	36,056	113	107	109
Automotive Supplies	49	+15	0	1,228	+11	17,224	35	+22	0	1,295	155	144	154
Chemicals (industrial)	4	-12	-13	353	- 1	3,395	d	d	d	d	d	d	d
Paints and Varnishes	8	- 8	-17	333	+ 4	3,544	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	9	-33	-15	182	- 5	1,915	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	- 3	+ 1	4,392	+ 7	46,372	17	+12	+ 6	5,129	154	133	152
Dry Goods	8	-14	+ 1	1,107	-11	10,491	7	-23	+ 6	783	71	80	66
Electrical Goods	50	+18	+ 6	4,006	+12	51,670	44	+49	+ 2	3,608	95	74	98
Dairy and Poultry Products	9	+ 8	-10	301	+ 1	5,142	4	+ 2	+ 6	55	45	50	39
Fresh Fruits and Vegetables	16	-12	-26	639	+ 8	9,978	10	-13	-12	144	28	29	25
Farm Supplies	6	+21	-15	582	- 6	5,693	d	d	d	d	d	d	d
Furniture and House Furnishings	8	-19	- 2	376	- 6	3,917	4	-30	- 3	112	81	81	81
Groceries and Foods, except Farm Products	92	- 3	0	12,112	+ 5	151,068	63	-12	+11	8,953	109	122	100
Confectionery	9	+ 6	- 8	231	+ 7	2,524	d	d	d	d	d	d	d
Meats and Meat Products	14	0	0	3,911	-16	33,343	12	+ 2	-15	1,421	43	41	51

(Continued next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		September 1945 (Add 000)	Percent change from 9 mos. 1944	Nine months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30 1945 (Add 000)	Sept. 1945	Sept. 1944	Aug. 1945
		Sept. 1945 vs. Sept. 1944	Sept. 1945 vs. Aug. 1945					Sept. 1945 vs. Sept. 1944	Sept. 1945 vs. Aug. 1945				
East North Central (continued)													
Beer	14	- 2	- 8	$521	- 1	$4,813	11	-12	+27	$107	24	26	17
Wines and Liquors	7	+15	0	969	+12	11,823	6	+ 4	-11	836	101	113	116
General Hardware	16	- 6	- 3	4,619	+ 4	47,073	14	+10	+ 2	7,619	169	144	161
Industrial Supplies	10	-16	- 2	621	- 3	9,190	6	+36	+ 4	366	165	115	188
Plumbing and Heating Supplies	17	+ 7	- 2	760	+10	8,090	11	+17	+ 4	702	162	165	160
Jewelry	13	+32	+ 4	412	- 2	4,294	d	d	d	d	d	d	d
Lumber and Building Materials	13	+ 4	-22	678	+ 2	5,672	8	-30	+ 1	205	59	82	58
Machinery, Eqpt., and Supplies, except Electrical	10	-11	-16	342	+11	5,714	6	+11	+ 4	373	168	138	137
Surgical, Medical, and Hospital Eqpt. and Supplies	8	+ 7	0	206	+22	7,635	5	+14	+ 1	199	216	229	219
Metals	5	-10	-14	500	+14	10,499	d	d	d	d	d	d	d
Paper and Its Products	24	+ 2	-11	2,523	+ 3	25,149	9	- 8	+ 3	712	88	94	74
Tobacco and Its Products	37	0	- 9	3,001	- 3	37,962	12	+ 7	+ 7	189	42	38	33
Leather and Shoe Findings	11	-13	- 8	177	- 2	2,091	4	+38	- 1	102	255	148	240
West North Central	272	- 3	- 5	31,230	+ 2	377,378	197	- 2	+ 5	35,399	144	142	151
Automotive Supplies	20	+ 8	- 3	1,157	+16	15,617	12	+40	+ 4	660	224	173	219
Clothing and Furnishings, except Shoes	4	-20	- 9	171	+ 5	1,833	d	d	d	d	d	d	d
Shoes and Other Footwear	4	- 1	-23	859	0	7,404	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	17	+ 2	0	3,867	+ 3	30,597	15	+ 9	+ 2	6,212	187	172	182
Electrical Goods	30	+30	+ 2	1,818	+28	19,281	29	+29	+ 1	1,606	100	100	101
Fresh Fruits and Vegetables	7	+ 4	-13	546	+13	6,505	d	d	d	d	d	d	d
Furniture and House Furnishings	4	-18	-30	687	-10	16,006	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	78	- 8	- 2	9,253	+ 2	99,815	62	- 7	+ 7	12,168	151	151	138
Beer	9	+16	-14	319	+ 4	2,599	d	d	d	d	d	d	d
General Hardware	12	- 1	- 6	3,255	+ 1	38,639	11	0	- 1	5,483	177	178	169
Industrial Supplies	7	-12	-11	261	- 2	4,024	d	d	d	d	d	d	d
Plumbing and Heating Supplies	8	+18	+13	359	+16	5,104	5	+15	- 6	301	105	107	125
Jewelry	4	+24	+11	72	+15	912	d	d	d	d	d	d	d
Lumber and Building Materials	7	-37	+15	102	+ 3	5,106	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	-14	-20	208	+ 3	2,222	5	+ 3	+ 1	415	200	167	157
Paper and Its Products	4	-12	- 4	65	+ 7	1,809	d	d	d	d	d	d	d
Tobacco and Its Products	13	+17	+ 1	884	- 1	11,933	5	+10	+ 1	131	54	56	55
Leather and Shoe Findings	7	- 8	- 6	86	0	932	d	d	d	d	d	d	d
South Atlantic	378	- 6	- 4	28,627	0	321,109	213	+ 1	+ 6	18,855	105	99	96
Automotive Supplies	22	+21	+ 4	1,033	+25	9,814	10	+23	- 1	430	126	124	136
Paints and Varnishes	5	- 1	-10	190	- 4	1,691	5	-15	+ 1	225	118	139	105
Clothing and Furnishings, except Shoes	7	- 5	-12	354	+ 2	3,276	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	25	- 1	+ 3	3,453	+ 4	33,873	17	+10	+ 1	4,612	192	170	196
Dry Goods	10	-25	-11	1,235	-11	13,143	7	-15	+17	1,042	128	110	95
Electrical Goods	38	- 3	- 5	3,219	+14	34,497	36	+29	- 2	2,547	82	60	79
Fresh Fruits and Vegetables	15	- 1	+ 6	990	+10	11,508	10	+10	+21	80	12	11	10
Furniture and House Furnishings	4	- 4	+ 7	236	+ 4	2,273	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	107	- 2	- 4	7,604	- 1	79,436	49	-17	+ 9	3,056	81	94	71
Confectionery	19	- 2	- 4	445	+ 5	4,190	10	-20	+14	226	67	82	56
Meats and Meat Products	6	-22	-10	754	-15	6,933	5	-11	+ 6	288	38	33	32
Beer	6	- 1	- 6	337	- 6	3,280	4	+21	+ 2	116	42	32	39
General Hardware	22	- 3	- 4	2,057	+ 5	20,977	15	- 4	+ 9	1,811	137	142	126
Industrial Supplies	6	-11	-12	317	+ 3	5,549	5	+ 5	+ 5	416	134	113	112
Lumber and Building Materials	9	-25	-26	419	- 1	6,126	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+ 4	-12	139	+ 1	2,668	d	d	d	d	d	d	d
Paper and Its Products	9	- 7	-13	516	+ 3	5,130	4	-16	+ 1	386	127	140	107
Tobacco and Its Products	13	- 3	-12	1,665	- 8	21,375	8	+36	+17	656	49	36	38

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		September 1945 (Add 000)	Percent change from 9 mos.1944	Nine months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Sept. 30, 1945 (Add 000)	Sept. 1945	Sept. 1944	Aug. 1945
		Sept.1945 vs. Sept.1944	Sept.1945 vs. Aug. 1945					Sept. 1945 vs. Sept. 1944	Sept. 1945 vs. Aug. 1945				
East South Central	128	- 4	- 4	$12,433	- 1	$126,831	66	- 5	+ 1	$8,055	103	104	98
Drugs and Sundries (liquor excluded)	12	- 1	- 2	2,190	+ 4	20,093	d	d	d	d	d	d	d
Dry Goods	8	-24	-12	939	-18	10,911	d	d	d	d	d	d	d
Electrical Goods	10	+34	+ 1	623	+37	6,597	7	+68	+ 2	406	73	61	72
Fresh Fruits and Vegetables	6	+12	+23	228	+10	2,298	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	30	- 1	- 1	2,556	0	26,770	17	-24	- 7	1,203	70	90	72
Confectionery	8	-26	- 9	214	-22	1,814	d	d	d	d	d	d	d
General Hardware	12	- 1	- 3	2,012	+ 7	17,602	4	0	+ 7	1,084	129	122	116
Tobacco and Its Products	7	+ 6	- 5	731	- 8	9,489	4	+ 1	+ 9	71	14	15	12
West South Central	209	+ 2	0	23,806	+ 3	254,339	155	- 3	+ 5	23,387	131	134	127
Automotive Supplies	13	+29	+11	691	+12	5,290	7	+37	+ 5	179	56	60	64
Drugs and Sundries (liquor excluded)	15	+ 3	+ 3	2,632	+ 6	26,669	11	+ 1	+ 5	4,176	188	191	183
Dry Goods	6	-16	- 9	761	-10	6,959	5	-11	- 6	724	119	125	124
Electrical Goods	26	+25	+ 8	1,641	+31	15,093	23	+59	+ 8	1,460	91	72	91
Groceries and Foods, except Farm Products	81	+ 3	+ 2	8,350	+ 1	102,680	66	-21	+14	5,482	87	108	80
General Hardware	18	+ 2	- 6	2,990	+ 3	27,666	12	+ 1	- 1	3,273	180	182	173
Industrial Supplies	7	+ 9	- 1	2,402	+16	18,793	5	+ 6	- 2	2,599	202	188	208
Machinery, Eqpt., and Supplies, except Electrical	4	-14	-27	506	- 3	7,064	d	d	d	d	d	d	d
Tobacco and Its Products	5	- 1	- 3	412	-10	7,835	d	d	d	d	d	d	d
Mountain	117	+ 6	+ 2	9,368	+ 6	97,368	85	-11	0	8,921	122	142	122
Automotive Supplies	17	+30	+ 7	682	+24	5,811	10	+24	0	551	214	205	223
Drugs and Sundries (liquor excluded)	6	-14	+ 6	1,392	+10	12,127	6	- 2	- 7	2,056	148	130	167
Electrical Goods	13	+47	+ 4	822	+32	7,363	10	+46	- 2	538	82	83	85
Furniture and House Furnishings	4	+11	-16	228	+ 7	1,582	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	32	+ 8	+ 5	3,122	+ 4	28,658	29	-16	+ 5	3,480	116	152	116
General Hardware	7	+ 3	+ 1	996	+ 3	9,497	4	- 4	+15	482	118	141	98
Tobacco and Its Products	4	+17	+18	77	-14	451	d	d	d	d	d	d	d
Pacific	242	- 6	- 9	27,779	+ 2	420,277	134	0	+ 3	25,037	143	131	123
Automotive Supplies	55	+15	+ 3	2,068	+17	19,255	25	+22	0	1,825	197	176	193
Shoes and Other Footwear	6	-24	-21	167	-16	1,947	d	d	d	d	d	d	d
Dry Goods	9	- 9	-15	1,145	- 4	11,188	d	d	d	d	d	d	d
Electrical Goods	21	-11	- 9	2,942	+ 3	37,770	21	+32	+ 5	3,942	134	90	116
Fresh Fruits and Vegetables	7	-14	-19	1,300	+ 7	16,666	4	+ 3	- 9	80	7	6	6
Furniture and House Furnishings	8	-21	+ 4	909	-12	9,425	6	-38	+12	1,006	115	145	108
Groceries and Foods, except Farm Products	27	+ 1	- 6	6,034	+ 4	112,628	13	-19	+24	2,545	90	108	63
Meats and Meat Products	5	- 2	- 6	635	-10	9,309	d	d	d	d	d	d	d
Confectionery	5	-12	-15	300	+ 3	1,619	d	d	d	d	d	d	d
Beer	5	+ 1	- 9	245	+10	2,120	d	d	d	d	d	d	d
General Hardware	8	- 5	-16	1,137	- 4	41,573	4	- 2	+ 2	2,152	239	224	186
Industrial Supplies	5	-12	-18	393	+ 7	15,599	d	d	d	d	d	d	d
Lumber and Building Materials	11	+ 6	-14	779	+ 3	11,086	6	-11	-11	177	89	88	94
Machinery, Eqpt., and Supplies, except Electrical	8	-20	-18	490	- 4	6,583	6	+28	+21	530	176	104	119
Metals	4	-24	-25	357	- 1	4,691	d	d	d	d	d	d	d
Tobacco and Its Products	13	+10	- 9	1,421	+ 2	16,126	5	- 1	+14	144	50	55	38
Leather and Shoe Findings	7	- 2	-11	193	+16	2,161	4	+ 5	0	323	409	312	296

a Includes reports received too late for inclusion in previous monthly totals.

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

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

d Insufficient data to show separately.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		Sept. 1945	Sept. 1944	Aug. 1945	Sept. 1945 vs. Sept. 1944	Sept. 1945 vs. Aug. 1945	September 1, 1945 (Add 000)
New England	159	117	119	128	- 2	0	$9,614
Drugs and Sundries (liquor excluded)	11	91	96	96	+ 1	+ 1	1,640
Dry Goods	5	97	93	109	-14	0	155
Electrical Goods	26	80	89	87	+ 5	+ 6	1,601
Fresh Fruits and Vegetables	10	221	186	238	-20	-29	196
Furniture and House Furnishings	4	56	43	57	-36	- 6	303
Groceries and Foods, except Farm Products	20	155	145	160	- 5	+ 1	1,243
Meats and Meat Products	4	330	298	304	-24	-17	344
General Hardware	5	96	96	103	- 3	+10	193
Industrial Supplies	8	88	107	99	- 8	- 4	316
Plumbing and Heating Supplies	8	73	80	71	+41	+20	215
Metals	5	113	135	171	-16	+21	170
Paper and Its Products	6	100	115	110	+ 3	+ 4	273
Tobacco and Its Products	8	174	202	209	+35	+12	973
Middle Atlantic	436	125	121	136	- 1	+ 1	42,092
Automotive Supplies	17	67	76	73	+18	+18	272
Paints and Varnishes	5	77	74	78	- 7	- 1	92
Clothing and Furnishings, except Shoes	8	108	94	121	- 5	+25	1,748
Shoes and Other Footwear	8	86	77	87	-10	+36	891
Drugs and Sundries (liquor excluded)	23	84	86	93	+ 1	+ 4	4,914
Dry Goods	28	88	80	100	-27	+ 9	2,648
Electrical Goods	60	83	95	111	+ 6	- 5	6,038
Fresh Fruits and Vegetables	14	205	217	225	- 1	-14	413
Furniture and House Furnishings	11	94	88	96	-19	+ 8	651
Groceries and Foods, except Farm Products	82	162	155	174	0	0	5,280
Meats and Meat Products	22	227	221	210	+14	- 9	4,580
Beer	6	236	185	242	-19	+ 4	118
General Hardware	27	98	95	104	- 5	+ 6	3,146
Industrial Supplies	18	87	83	89	-17	-10	971
Plumbing and Heating Supplies	21	87	83	86	+20	+ 7	786
Jewelry	9	78	82	85	+ 1	+29	515
Optical Goods	4	81	85	81	+ 1	+ 4	112
Lumber and Building Materials	9	97	112	110	+19	+14	1,074
Machinery, Eqpt., and Supplies, except Electrical	5	97	106	112	- 8	0	509
Surgical, Medical, and Hospital Eqpt. and Supplies	5	58	70	65	+ 2	+ 4	102
Paper and Its Products	19	95	90	97	-13	- 5	1,432
Tobacco and Its Products	24	238	219	249	- 3	- 5	1,507
Leather and Shoe Findings	5	100	100	100	0	- 4	27
East North Central	409	124	123	132	- 4	+ 1	29,127
Automotive Supplies	44	115	118	115	+10	+10	825
Chemicals (industrial)	4	147	139	133	+ 3	-12	277
Paints and Varnishes	8	72	72	69	+ 8	+ 1	529
Clothing and Furnishings, except Shoes	5	93	94	78	-42	-26	125
Drugs and Sundries (liquor excluded)	20	105	105	111	+ 2	+ 7	3,111
Dry Goods	7	86	83	91	-19	- 1	1,214
Electrical Goods	46	92	96	103	+ 7	+ 1	3,302
Dairy and Poultry Products	5	209	191	192	- 2	-10	46
Fresh Fruits and Vegetables	10	188	203	186	- 3	-29	225
Farm Supplies	4	143	168	194	+20	+ 8	53
Furniture and House Furnishings	8	112	102	127	-24	+10	318
Groceries and Foods, except Farm Products	68	158	155	184	- 6	+ 9	5,434
Confectionery	5	167	173	219	+ 6	+15	54
Meats and Meat Products	14	265	235	233	- 5	-11	1,413
Beer	6	227	148	249	-25	- 2	48
General Hardware	16	107	104	110	-10	- 5	4,169
Industrial Supplies	10	92	91	97	-18	-13	603
Plumbing and Heating Supplies	16	96	101	105	+15	+17	735
Jewelry	9	87	77	85	+18	+53	346
Lumber and Building Materials	13	118	105	125	0	- 2	596
Machinery, Eqpt., and Supplies, except Electrical	7	68	92	91	+ 5	+ 3	349
Surgical, Medical, and Hospital Eqpt. and Supplies	7	72	68	72	- 3	+ 4	154
Metals	4	133	141	139	+18	- 9	410
Paper and Its Products	24	100	103	103	- 6	- 1	2,642
Tobacco and Its Products	26	174	167	186	+ 1	+ 7	1,214
Leather and Shoe Findings	9	108	104	118	-15	- 2	129
West North Central	225	126	122	134	- 6	+ 6	21,115
Automotive Supplies	15	91	90	92	+ 2	+ 3	1,147
Drugs and Sundries (liquor excluded)	16	115	113	120	0	+11	3,162
Electrical Goods	30	83	89	84	+49	+ 1	2,011
Fresh Fruits and Vegetables	5	250	226	215	- 1	-24	182
Furniture and House Furnishings	4	109	105	121	-14	+11	831
Groceries and Foods, except Farm Products	66	195	183	217	-14	+12	4,246
Beer	7	282	222	276	- 5	- 7	94
General Hardware	12	129	121	137	- 8	+ 9	2,482
Industrial Supplies	7	102	98	109	0	+ 7	268
Plumbing and Heating Supplies	8	93	86	92	+ 8	+ 5	343
Lumber and Building Materials	5	144	156	104	-19	-20	55
Machinery, Eqpt., and Supplies, except Electrical	4	102	94	114	-24	- 4	175
Tobacco and Its Products	5	459	248	496	- 8	+ 7	80
Leather and Shoe Findings	6	89	95	94	+ 2	+ 2	89

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		Sept. 1945	Sept. 1944	Aug. 1945	Sept. 1945 vs. Sept. 1944	Sept. 1945 vs. Aug. 1945	September 1, 1945 (Add 000)
South Atlantic	303	117	108	121	-14	+ 1	$19,913
Automotive Supplies	18	105	104	112	+ 8	+14	641
Paints and Varnishes	5	86	84	91	- 8	+ 4	186
Clothing and Furnishings, except Shoes	6	83	74	92	-10	- 4	340
Drugs and Sundries (liquor excluded)	23	104	100	108	- 1	+ 2	2,785
Dry Goods	9	85	72	90	-29	- 6	1,473
Electrical Goods	38	92	80	96	-16	+ 6	3,470
Fresh Fruits and Vegetables	13	174	167	151	- 8	-18	395
Groceries and Foods, except Farm Products	75	167	157	171	- 7	0	3,024
Confectionery	8	137	120	137	- 8	- 6	217
Meats and Meat Products	5	262	238	290	-16	+ 6	287
General Hardware	22	107	101	111	- 7	- 3	1,867
Industrial Supplies	5	114	123	105	+ 2	+ 8	306
Lumber and Building Materials	8	112	120	120	- 3	+10	458
Paper and Its Products	8	98	91	100	- 8	+ 1	508
Tobacco and Its Products	11	186	175	189	-12	- 3	728
East South Central	100	115	116	118	- 5	+ 4	8,896
Drugs and Sundries (liquor excluded)	12	104	101	108	- 1	+ 5	2,040
Dry Goods	8	88	81	88	-23	- 6	1,096
Electrical Goods	9	100	91	110	+20	- 2	570
Fresh Fruits and Vegetables	4	220	233	199	+15	+ 7	91
Groceries and Foods, except Farm Products	25	132	143	158	0	+23	1,499
General Hardware	8	98	107	98	+11	- 1	1,285
Tobacco and Its Products	5	312	307	314	- 8	+ 3	191
West South Central	175	116	117	117	0	+ 4	15,887
Automotive Supplies	9	76	87	74	+20	- 1	593
Drugs and Sundries (liquor excluded)	12	100	100	101	- 2	+ 7	2,250
Dry Goods	6	91	83	97	-26	+ 7	855
Electrical Goods	24	88	94	85	+23	- 4	1,647
Groceries and Foods, except Farm Products	70	158	155	165	- 4	+ 5	3,823
General Hardware	17	103	101	102	+ 2	+ 6	2,263
Industrial Supplies	6	94	101	101	+17	+ 7	1,769
Mountain	93	133	125	138	+ 3	+ 5	4,900
Automotive Supplies	10	89	86	89	+ 5	+ 6	439
Drugs and Sundries (liquor excluded)	4	107	112	110	+ 4	+11	511
Electrical Goods	13	87	84	95	+27	- 5	837
Groceries and Foods, except Farm Products	30	181	165	181	+ 4	+ 4	1,611
General Hardware	4	90	93	105	+17	+ 4	355
Pacific	196	110	108	113	- 6	- 1	21,534
Automotive Supplies	36	85	87	90	+ 3	+ 2	1,076
Shoes and Other Footwear	6	115	95	126	-32	+26	168
Drugs and Sundries (liquor excluded)	6	132	134	109	+ 3	+ 6	2,491
Dry Goods	7	98	106	100	-13	+ 5	971
Electrical Goods	21	73	78	78	+11	- 6	4,133
Fresh Fruits and Vegetables	4	187	187	203	- 8	-11	588
Furniture and House Furnishings	8	95	80	109	-40	+ 4	935
Groceries and Foods, except Farm Products	23	171	154	172	- 6	- 8	2,870
Meats and Meat Products	4	263	227	301	-14	+14	208
General Hardware	7	92	89	91	- 3	+ 4	1,358
Industrial Supplies	4	80	70	85	+ 1	- 8	439
Plumbing and Heating Supplies	5	76	70	81	-35	-14	1,008
Lumber and Building Materials	11	114	84	132	-24	+15	691
Machinery, Eqpt., and Supplies, except Electrical	7	90	115	99	+11	- 6	464
Metals	4	115	112	120	- 6	- 9	420
Tobacco and Its Products	11	125	125	139	+12	+11	870
Leather and Shoe Findings	6	84	88	88	+15	- 2	216

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

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

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

October 1945

Reports from wholesalers throughout the country indicated that sales were 9 percent higher for October 1945 than for October 1944 and were 16 percent higher for October than for the preceding month of this year, according to an announcement released today by J. C. Capt, Director of the Census. For the first 10 months of 1945 a small (2%) gain was revealed over the like 10-month period of 1944. These data are based upon the reports of 2,492 establishments, representing most kinds of business in the wholesale field.

Sales of automotive supplies and jewelry, on the wholesale level, were up substantially--29 percent and 28 percent, respectively--for October 1945 over October 1944. A 20 percent increase was recorded for tobacco and its products, and gains of 15 percent were registered by electrical goods wholesalers, liquor departments of other trades, and wholesalers of groceries and foods (except farm products). Wholesalers of metals showed the only substantial decrease in dollar volume (19%) on a year-to-year comparison. For the first 10 months of 1945, surgical, medical, and hospital equipment and supplies showed a sales gain of 19 percent over sales of the like period of 1944, and wholesalers of automotive supplies noted an 18 percent rise. Based on the same year-to-date comparison, dollar volumes rose 8 percent for wholesalers of industrial chemicals and specialty lines of groceries and foods, except farm products, and a small (3%) increase was revealed for wholesalers of general hardware.

Inventories, in terms of dollars based on cost values, at the close of October 1945 were 7 percent higher than those of October 1944. Percentage changes varied, however, among the trades, from a gain of 49 percent for electrical goods to a decrease of 25 percent for wholesalers of coal. Stocks held by wholesalers at the close of October 1945 were up from a year ago for tobacco and its products (28%), machinery equipment and supplies, except electrical (13%), and drugs and sundries (10%). Stocks of furniture and house furnishings increased 21 percent over the preceding month this year, and dry goods inventories rose 6 percent.

The stock-sales ratio for 1,554 wholesalers was 114 for October 1945, 116 for October 1944, and 124 for September 1945. Wholesalers of paper and its products, with a 4 percent rise in sales for October 1945 vs. October 1944 and stocks down 7 percent, showed a stock-sales ratio of 98 this October as against 103 for October 1944. General hardware wholesalers showed an 11 percent gain in sales and an 11 percent increase in inventories, reflected in a stock-sales ratio of 148 for this October compared with 145 for October 1944. For October 1945 wholesalers of lumber and building materials noted sales up slightly (3%) from October 1944 and stocks off 8 percent, resulting in a stock-sales ratio of 51 as against 66 in October 1944. Twelve of the 33 kinds of business in this survey showed higher stodk-sales ratios for October 1945 than for October 1944.

Collections on accounts receivable were 5 percent higher for October 1945 than for October 1944 and 8 percent higher in October than in September this year. The collection percentage for October 1945 was 131; for October 1944, 125; and for September 1945, 121. Accounts receivable on October 1, 1945 were approximately the same as for October 1, 1944, but increased slightly (3%) from September to October this year.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

OCTOBER 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		Oct. 1945 (Add 000)	Percent change from 10 mos.1944	Ten months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1945 (Add 000)	Oct. 1945	Oct. 1944	Sept. 1945
		Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945					Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945				
UNITED STATES	2,491	+ 9	+16	$307,843	+ 2	$3,518,547	1,554	+ 7	+ 7	$218,450	114	116	124
Automotive Supplies	176	+29	+18	7,271	+18	91,967	111	+22	+ 1	5,152	140	146	163
Chemicals (industrial)	11	+11	+17	724	+ 8	17,863	7	-17	- 6	262	52	74	66
Paints and Varnishes	26	- 7	+ 8	3,199	+ 2	45,844	13	+ 4	+ 3	699	137	143	170
Clothing and Furnishings, except Shoes	23	-10	+21	2,564	- 2	39,323	10	+27	+ 2	400	62	52	75
Shoes and Other Footwear	29	-11	+ 6	14,009	+ 4	159,178	14	-16	- 9	1,646	29	31	36
Coal	14	+ 4	+12	2,314	+ 1	22,098	7	-25	+ 5	2,407	162	228	176
Drugs and Sundries (liquor excluded)	139	+ 7	+17	33,924	+ 5	305,534	107	+10	+ 4	41,536	154	151	174
Dry Goods	79	+ 2	+31	13,559	-10	151,972	47	- 8	+ 6	8,390	98	108	120
Electrical Goods	277	+15	+ 8	21,876	+ 9	265,551	243	+49	+ 9	20,115	101	76	98
Dairy and Poultry Products	25	+10	+ 9	1,970	- 1	28,670	14	+15	-11	552	35	34	44
Fresh Fruits and Vegetables	82	- 1	0	7,280	+ 8	83,160	41	+ 5	+19	1,312	38	36	28
Farm Supplies	21	+13	+16	2,542	+ 2	45,612	14	+ 8	+ 1	1,217	95	100	104
Furniture and House Furnishings	39	- 4	+20	4,274	- 9	49,308	18	-14	+21	1,999	113	119	111
Groceries and Foods, except Farm Products	588	+15	+21	80,396	+ 4	842,119	359	- 4	+13	51,368	105	124	112
Full-line wholesalers[d]	326	+16	+22	41,971	+ 3	408,881	200	- 7	+16	29,107	98	122	102
Voluntary-group wholesalers	138	+14	+19	25,539	+ 5	270,457	96	0	+11	16,756	124	137	131
Retailer-cooperative warehouses	18	+25	+27	5,144	+ 1	47,943	10	- 5	+ 5	2,297	91	118	119
Specialty lines	106	+ 6	+23	7,742	+ 8	114,838	53	+ 4	+ 5	3,208	97	99	114
Confectionery	52	+10	+21	1,508	+ 1	17,015	25	- 8	+19	655	67	75	66
Meats and Meat Products	61	+ 8	+ 9	19,700	-10	249,994	38	-20	- 1	3,280	36	44	40
Beer	52	+ 7	- 2	1,952	+ 1	19,254	35	-11	- 2	377	27	31	27
Wines and Liquors	27	+ 2	- 1	3,751	+ 7	74,338	21	-11	+ 5	4,648	146	174	135
Liquor Department of Other Trades[e]	34	+15	+30	10,988	+ 1	93,170	33	+20	+17	19,017	173	166	193
Total Hardware Group	251	+ 9	+16	33,915	+ 2	416,490	161	+13	+ 1	37,086	155	149	177
General hardware	122	+11	+19	24,110	+ 3	267,711	80	+11	+ 2	26,578	148	145	171
Industrial supplies	68	- 2	+ 5	6,968	+ 2	92,394	46	+17	+ 2	8,762	197	169	209
Plumbing and heating supplies	61	+23	+23	2,837	- 4	56,385	35	+14	- 4	1,746	114	135	149
Jewelry	45	+28	+28	2,728	+ 2	20,652	17	+14	+ 4	1,257	129	130	158
Optical Goods	17	+16	+ 9	298	- 1	2,601	7	- 6	- 2	119	110	126	116
Lumber and Building Materials	49	+ 3	+18	3,746	+ 2	52,350	20	- 8	0	944	51	66	64
Machinery, Equipment, and Supplies, except Electrical	40	- 7	+18	1,863	+ 3	40,292	26	+13	+ 3	2,111	183	143	205
Surgical, Medical, and Hospital Eqpt. and Supplies	17	+25	+22	432	+19	12,291	10	+12	- 1	424	184	210	229
Metals	21	-19	+26	2,710	- 1	39,086	7	+ 3	+ 6	2,304	201	119	235
Paper and Its Products	72	+ 4	+20	6,396	+ 2	73,500	36	- 7	0	2,896	98	103	115
Petroleum	27	+ 7	+ 7	727	+ 1	6,491	24	+ 2	- 6	359	56	59	63
Tobacco and Its Products	135	+20	+15	17,360	0	216,153	53	+28	+ 6	2,491	42	40	46
Leather and Shoe Findings	45	+12	+27	830	+ 5	9,636	23	- 9	- 1	716	189	187	250
Miscellaneous	17	+16	+17	3,037	+ 4	27,125	13	- 9	+ 4	2,511	175	202	207

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

OCTOBER 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		Oct. 1945	Oct. 1944	Sept. 1945	Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept. 1945	Oct. 1, 1945 (Add 000)
UNITED STATES	2,038	131	125	121	- 1	+ 3	$180,836
Automotive Supplies	141	98	97	94	+14	+ 6	4,766
Chemicals (industrial)	9	110	118	122	+ 7	+ 8	548
Paints and Varnishes	24	87	76	77	- 8	- 9	965
Clothing and Furnishings, except Shoes	19	109	100	101	-19	- 5	2,190
Shoes and Other Footwear	27	105	109	90	- 9	- 8	7,048
Coal	14	132	124	119	+ 1	+ 1	1,745
Drugs and Sundries (liquor excluded)	128	109	105	104	0	+ 4	24,697
Dry Goods	70	99	90	88	-18	+ 2	10,604
Electrical Goods	261	93	89	85	+ 8	0	22,458
Dairy and Poultry Products	17	213	187	193	- 2	- 1	697
Fresh Fruits and Vegetables	61	185	184	206	+ 4	+20	2,828
Farm Supplies	17	203	180	171	- 1	- 1	1,005
Furniture and House Furnishings	31	120	102	105	-26	+ 7	3,106
Groceries and Foods, except Farm Products	447	179	168	164	+ 1	+ 8	34,213
Full-line wholesalers [b]	243	169	160	159	+ 1	+10	18,299
Voluntary-group wholesalers	109	185	176	167	+ 5	+ 5	10,794
Retailer-cooperative warehouses	15	302	228	283	-12	+26	1,507
Specialty lines	80	162	153	138	- 3	+ 2	3,613
Confectionery	24	166	148	147	- 8	+ 3	456
Meats and Meat Products	53	257	250	238	+ 2	+ 1	7,080
Beer	20	298	240	283	-10	-10	256
Wines and Liquors	22	195	210	157	+20	- 6	1,870
Liquor Department of Other Trades [c]	33	140	144	155	+ 1	+14	5,424
Total Hardware Group	231	104	103	99	0	0	26,127
General hardware	114	109	106	104	+ 1	+ 3	18,037
Industrial supplies	62	95	98	90	- 6	-10	5,819
Plumbing and heating supplies	55	94	93	91	+ 5	+ 4	2,271
Jewelry	37	79	82	73	+25	+22	2,230
Optical Goods	12	91	89	86	+ 3	+ 6	223
Lumber and Building Materials	43	133	140	118	-15	- 9	2,480
Machinery, Equipment, and Supplies, except Electrical	30	103	103	90	- 6	- 6	1,341
Surgical, Medical, and Hospital Equipment and Supplies	17	69	60	63	0	+ 1	466
Metals	21	124	128	113	-20	-10	1,970
Paper and Its Products	63	97	98	95	+ 1	+ 1	5,407
Petroleum	25	148	147	151	+12	+12	393
Tobacco and Its Products	95	199	173	184	- 2	+ 3	5,386
Leather and Shoe Findings	32	99	97	91	0	+ 3	572
Miscellaneous	14	97	98	88	+13	- 3	2,285

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 Chiefly of the wholesale drug trade.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		Oct. 1945 (Add 000)	Percent change from 10 mos.1944	Ten months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1945 (Add 000)	Oct. 1945	Oct. 1944	Sept. 1945
		Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945					Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945				
New England	182	+13	+17	$15,257	0	$166,254	111	+12	+ 7	$9,798	114	113	127
Automotive Supplies	6	+55	+27	272	+13	1,757	d	d	d	d	d	d	d
Coal	4	0	+12	808	+ 2	2,534	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	10	+ 4	+20	1,815	+ 2	17,309	9	+10	+ 2	2,400	151	143	179
Dry Goods	5	+28	+38	233	+ 2	1,746	5	-14	+12	93	40	59	49
Electrical Goods	27	+ 3	+18	1,311	- 6	14,889	24	+50	+ 9	1,214	98	67	107
Fresh Fruits and Vegetables	11	+ 2	+ 7	574	+12	9,511	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	27	+12	+13	3,658	+ 6	36,484	14	- 2	+19	1,425	107	133	113
Meats and Meat Products	4	+10	+40	409	-23	15,118	d	d	d	d	d	d	d
General Hardware	5	+41	+24	175	+ 8	3,328	d	d	d	d	d	d	d
Industrial Supplies	11	- 1	+16	639	- 1	6,382	9	+24	+ 2	1,356	234	188	257
Plumbing and Heating Supplies	6	+45	+27	181	+39	1,389	d	d	d	d	d	d	d
Jewelry	4	+29	+17	384	+ 5	2,188	d	d	d	d	d	d	d
Optical Goods	5	+27	+21	52	+ 2	431	d	d	d	d	d	d	d
Metals	5	+13	+37	298	+ 1	2,748	d	d	d	d	d	d	d
Paper and Its Products	7	+ 2	+12	339	- 5	3,037	5	- 9	+ 8	213	91	106	92
Tobacco and Its Products	11	+34	+17	2,154	+ 5	21,493	d	d	d	d	d	d	d
Leather and Shoe Findings	6	+28	+47	146	+ 9	1,022	d	d	d	d	d	d	d
Middle Atlantic	523	+10	+17	69,642	+ 2	755,423	301	+ 4	+ 3	36,249	103	108	116
Automotive Supplies	21	+28	+15	546	+23	7,361	14	+12	+ 2	309	114	127	117
Clothing and Furnishings, except Shoes	6	-17	+20	1,442	- 3	27,461	d	d	d	d	d	d	d
Shoes and Other Footwear	8	+ 3	+ 9	750	+ 1	7,003	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	23	+ 3	+20	6,747	+ 5	59,156	17	+11	+ 5	5,440	123	123	144
Dry Goods	30	+ 4	+35	4,051	-10	42,237	16	- 4	+16	1,807	101	102	113
Electrical Goods	57	+ 3	+ 6	4,218	- 2	58,307	45	+40	+ 1	2,985	88	61	89
Dairy and Poultry Products	6	+10	+14	647	- 6	13,369	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	15	- 7	+10	1,269	+10	15,789	7	-14	- 6	74	15	18	21
Farm Supplies	5	+ 8	+25	986	- 3	9,014	d	d	d	d	d	d	d
Furniture and House Furnishings	7	- 7	+26	236	-12	6,777	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	88	+15	+24	14,647	+ 8	125,982	40	- 2	+ 6	6,349	96	114	113
Confectionery	4	+24	+19	134	+ 7	2,186	d	d	d	d	d	d	d
Meats and Meat Products	22	+17	+ 7	11,227	- 1	104,588	10	-32	+ 5	829	35	49	35
Beer	10	+12	-13	299	+ 2	3,528	7	-29	-16	27	10	16	10
Wines and Liquors	13	+ 7	- 3	2,436	- 1	18,275	13	-15	- 1	3,689	151	191	147
General Hardware	28	+11	+24	4,099	+ 8	35,630	16	+13	- 2	2,846	132	124	164
Industrial Supplies	21	- 8	+ 7	1,091	- 7	22,494	15	+16	0	1,242	187	148	225
Plumbing and Heating Supplies	17	+54	+28	570	+20	7,836	8	+ 2	+ 1	299	141	192	179
Jewelry	12	+34	+33	939	0	5,198	5	+14	+ 4	392	114	131	144
Optical Goods	6	+18	+ 9	150	+ 1	1,312	d	d	d	d	d	d	d
Lumber and Building Materials	13	+21	+26	1,464	+ 6	12,994	5	- 9	+ 2	481	45	67	57
Machinery, Eqpt., and Supplies, except Electrical	6	- 3	+32	429	+ 1	6,999	4	+12	+ 2	585	152	127	194
Paper and Its Products	21	- 1	+30	1,257	- 3	22,609	12	-15	0	543	87	87	106
Petroleum	22	+ 5	+ 6	624	- 1	5,467	d	d	d	d	d	d	d
Tobacco and Its Products	30	+21	+15	3,454	+ 5	72,488	12	+42	+ 5	604	37	36	43
Leather and Shoe Findings	9	+15	+25	75	0	764	4	- 3	+ 6	68	174	226	206
East North Central	479	+14	+19	55,438	+ 4	610,271	303	+12	+ 8	38,183	104	105	114
Automotive Supplies	44	+34	+22	1,587	+12	19,543	32	+21	+ 3	1,202	115	122	133
Paints and Varnishes	7	+ 6	+22	395	+ 4	3,939	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	5	-10	+39	146	- 6	2,061	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 7	+18	5,374	+ 7	52,427	16	+ 9	0	5,476	134	129	157
Dry Goods	6	+ 5	+29	1,100	- 9	11,725	5	- 2	+10	735	67	72	78
Electrical Goods	47	+39	+10	4,016	+13	58,151	39	+68	+12	3,697	101	84	97
Dairy and Poultry Products	11	+14	+ 1	454	+ 2	5,916	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	16	+ 3	+10	803	+ 8	10,812	11	+24	+20	576	82	69	74
Farm Supplies	6	+ 1	+20	288	- 5	6,117	d	d	d	d	d	d	d
Furniture and House Furnishings	6	+ 2	+24	489	- 5	4,447	4	-13	- 2	125	60	72	81
Groceries and Foods, except Farm Products	88	+16	+26	15,010	+ 6	167,657	61	+ 4	+18	10,342	102	115	109
Confectionery	9	+20	+21	279	+ 9	2,803	d	d	d	d	d	d	d
Meats and Meat Products	17	+ 8	+13	4,666	-14	38,196	14	-11	- 7	1,325	35	42	42

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK–SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		Oct. 1945 (Add 000)	Percent change from 10 mos.1944	Ten months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1945 (Add 000)	Oct. 1945	Oct. 1944	Sept. 1945
		Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945					Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945				
East North Central (continued)													
Beer	12	- 1	0	$394	- 1	$5,207	9	-21	- 4	$85	26	33	27
Wines and Liquors	9	+14	+ 4	790	+12	12,947	7	+12	+25	643	121	115	94
General Hardware	17	+13	+21	5,163	+ 5	52,862	14	+19	+ 3	6,924	140	134	165
Industrial Supplies	9	- 1	+18	671	- 4	10,144	5	+49	+ 2	338	131	110	167
Plumbing and Heating Supplies	17	+27	+27	1,029	+12	9,200	13	+20	- 8	876	111	136	160
Jewelry	14	+19	+26	760	+ 2	5,349	4	- 6	+ 2	333	118	110	142
Lumber and Building Materials	11	+14	+16	676	+ 4	6,439	5	- 4	- 8	155	44	51	61
Machinery, Eqpt., and Supplies, except Electrical	11	- 8	+22	387	+10	6,190	6	+19	+ 6	431	251	167	262
Surgical, Medical, and Hospital Eqpt. and Supplies	5	+34	+32	107	+22	7,802	4	+19	+ 1	166	163	193	217
Metals	5	+19	+21	634	+12	12,169	d	d	d	d	d	d	d
Paper and Its Products	20	+ 7	+18	2,871	+ 4	28,020	9	- 4	+ 6	875	87	92	95
Tobacco and Its Products	40	+21	+19	5,233	- 1	45,751	14	+51	+32	440	60	52	54
Leather and Shoe Findings	10	- 3	+24	182	- 3	2,340	4	+29	0	102	204	149	255
West North Central	260	+ 7	+17	36,128	+ 2	424,114	186	+ 3	+ 4	37,090	138	141	154
Automotive Supplies	17	+28	+20	1,317	+17	17,490	9	+28	+ 4	245	137	140	156
Shoes and Other Footwear	4	- 2	+21	1,036	0	8,440	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	15	+10	+13	3,772	+ 4	34,687	13	+15	+ 3	5,353	169	162	185
Dry Goods	4	- 1	+38	3,124	-11	46,185	4	-13	+ 1	3,363	108	123	147
Electrical Goods	30	+56	+21	2,238	+30	21,763	29	+33	+ 7	1,728	86	102	98
Fresh Fruits and Vegetables	7	+ 3	- 6	581	+11	7,421	d	d	d	d	d	d	d
Furniture and House Furnishings	4	0	+26	1,669	-10	18,926	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	80	+ 6	+17	11,766	+ 3	114,466	61	- 2	+ 8	13,567	145	153	153
Confectionery	4	+23	+19	114	0	1,738	d	d	d	d	d	d	d
Beer	8	+23	- 5	258	+ 5	2,863	d	d	d	d	d	d	d
General Hardware	14	+ 5	+16	4,527	+ 1	44,323	13	+ 9	- 5	6,526	151	146	182
Industrial Supplies	5	-24	+15	189	- 3	4,261	d	d	d	d	d	d	d
Plumbing and Heating Supplies	9	+16	+ 1	357	+16	5,959	6	+ 2	- 5	280	95	107	105
Jewelry	4	+33	+33	93	+16	1,044	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+ 4	+23	256	+ 3	2,478	5	+ 5	+ 2	425	166	164	200
Paper and Its Products	5	+20	+26	166	+ 7	2,109	d	d	d	d	d	d	d
Tobacco and Its Products	9	+18	+ 2	755	+ 1	13,519	d	d	d	d	d	d	d
Leather and Shoe Findings	6	+ 5	+ 6	68	- 1	1,021	d	d	d	d	d	d	d
South Atlantic	342	+10	+19	29,947	+ 1	354,517	199	+11	+ 8	18,424	97	95	106
Automotive Supplies	18	+29	+10	1,047	+26	11,077	8	+15	0	330	95	125	121
Paints and Varnishes	5	+23	+41	268	- 1	1,959	5	-12	0	225	84	117	118
Drugs and Sundries (liquor excluded)	27	+ 9	+14	3,860	+ 5	37,918	17	+10	+ 3	4,223	175	173	197
Dry Goods	7	+ 1	+31	1,066	-10	14,208	5	+ 4	+19	658	119	110	129
Electrical Goods	43	+ 1	+ 2	3,403	+13	38,337	41	+48	+18	3,017	92	62	79
Fresh Fruits and Vegetables	14	+ 7	+11	1,068	+10	12,745	5	-13	- 2	48	13	15	14
Furniture and House Furnishings	4	- 6	+ 6	251	+ 3	2,533	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	106	+16	+23	8,273	0	88,837	49	- 6	+ 8	3,242	78	94	87
Confectionery	19	+ 9	+23	549	+ 5	4,739	10	- 6	+15	297	65	73	68
Meats and Meat Products	5	-24	+18	812	-16	7,745	4	+ 7	+16	317	39	28	40
Beer	9	+ 4	+ 6	557	- 5	3,837	6	+ 2	+ 1	158	33	33	35
General Hardware	15	+19	+42	1,875	+ 6	22,961	10	+ 4	+ 4	1,309	122	142	167
Industrial Supplies	6	+15	+14	379	+ 2	6,135	5	+ 4	- 3	383	113	122	130
Lumber and Building Materials	7	-24	+28	410	- 3	6,681	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	+ 1	+19	140	+ 2	2,866	d	d	d	d	d	d	d
Paper and Its Products	8	- 9	+21	567	+ 2	5,697	4	-13	-13	336	94	91	127
Tobacco and Its Products	17	+ 4	+15	2,520	- 7	24,310	10	+22	- 5	758	46	41	56

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		Oct. 1945 (Add 000)	Percent change from 10 mos.1944	Ten months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1945 (Add 000)	Oct. 1945	Oct. 1944	Sept. 1945
		Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945					Oct. 1945 vs. Oct. 1944	Oct. 1945 vs. Sept.1945				
East South Central	130	+ 8	+12	$13,782	0	$141,804	67	+ 4	+11	$8,953	101	106	100
Drugs and Sundries (liquor excluded)	12	+10	+15	2,516	+ 5	22,609	d	d	d	d	d	d	d
Dry Goods	8	- 3	+21	1,162	-17	12,180	d	d	d	d	d	d	d
Electrical Goods	10	+39	+ 4	648	+37	7,372	7	+117	+25	508	90	57	73
Fresh Fruits and Vegetables	5	+17	+18	278	+11	2,560	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	31	+17	+13	2,965	+ 2	29,961	18	-13	+27	1,481	74	100	64
Confectionery	7	-17	+27	209	-21	2,023	d	d	d	d	d	d	d
Beer	5	+ 3	0	70	-13	431	d	d	d	d	d	d	d
General Hardware	11	+16	+15	1,774	+ 8	19,432	6	+ 4	+ 8	1,367	119	130	124
Paper and Its Products	4	+16	+28	333	+11	2,888	d	d	d	d	d	d	d
Tobacco and Its Products	7	+15	+ 5	1,140	- 5	11,012	4	+26	+ 4	211	25	21	24
West South Central	229	+14	+15	30,721	+ 4	289,622	162	+ 3	+10	26,353	120	131	125
Drugs and Sundries (liquor excluded)	19	+11	+14	4,189	+ 6	31,510	14	+ 7	+ 6	6,211	178	187	195
Dry Goods	6	+ 7	+22	1,004	- 8	8,065	5	-11	- 6	778	97	129	124
Electrical Goods	26	+51	+ 7	1,755	+33	16,908	23	+57	+13	1,655	97	87	91
Groceries and Foods, except Farm Products	104	+19	+21	12,989	+ 3	118,413	72	-13	+18	7,267	87	114	86
General Hardware	18	+13	+17	3,294	+ 4	31,244	12	+10	+ 4	3,314	162	162	176
Industrial Supplies	7	+10	- 5	2,290	+15	21,083	4	+ 9	+ 4	2,648	208	241	208
Paper and Its Products	4	- 4	+13	220	+ 1	2,149	d	d	d	d	d	d	d
Tobacco and Its Products	5	+21	+13	466	- 8	8,522	d	d	d	d	d	d	d
Mountain	113	+18	+14	10,835	+ 7	110,565	82	+ 5	+12	10,148	127	146	139
Automotive Supplies	14	+23	+15	581	+24	6,448	11	+24	+ 2	598	189	180	206
Drugs and Sundries (liquor excluded)	6	+10	+12	1,553	+10	13,680	6	+16	+15	2,357	152	144	148
Dry Goods	4	-15	+15	341	-16	2,959	d	d	d	d	d	d	d
Electrical Goods	13	+53	+ 5	865	+34	8,249	10	+59	+22	654	97	92	82
Furniture and House Furnishings	4	+26	+ 2	252	+ 9	1,833	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	33	+31	+22	3,707	+ 7	32,573	28	- 8	+13	3,689	121	175	130
General Hardware	6	+15	+18	1,134	+ 4	10,791	d	d	d	d	d	d	d
Pacific	230	+ 4	+14	32,728	+ 2	469,623	142	+11	+ 7	32,595	146	134	158
Automotive Supplies	45	+24	+16	1,587	+18	21,115	28	+22	0	2,024	173	175	204
Shoes and Other Footwear	7	-13	+12	260	-15	2,272	4	- 7	+ 2	242	142	144	165
Drugs and Sundries (liquor excluded)	6	+ 3	+20	4,098	+ 3	36,238	d	d	d	d	d	d	d
Dry Goods	9	0	+29	1,479	- 4	12,667	d	d	d	d	d	d	d
Electrical Goods	24	-10	+ 4	3,428	+ 2	41,375	24	+38	+ 8	2,657	136	89	133
Fresh Fruits and Vegetables	8	-11	-13	1,855	+ 5	18,726	d	d	d	d	d	d	d
Furniture and House Furnishings	7	-16	+14	1,038	-12	10,562	5	-17	+30	1,277	134	134	117
Groceries and Foods, except Farm Products	31	+14	+15	7,331	+ 5	127,746	16	- 4	+22	4,006	105	119	110
Confectionery	4	+38	+24	109	+ 5	1,728	d	d	d	d	d	d	d
Meats and Meat Products	5	+12	+16	650	- 7	10,673	4	-10	+13	170	28	35	30
Beer	4	+ 2	+ 1	225	+10	2,345	d	d	d	d	d	d	d
General Hardware	8	0	+ 5	2,069	- 4	47,140	5	+ 8	+ 9	3,855	211	194	206
Industrial Supplies	6	-16	+ 1	1,587	+ 2	18,219	5	+22	+ 3	2,623	214	141	209
Jewelry	4	+47	+27	238	+ 1	3,972	d	d	d	d	d	d	d
Lumber and Building Materials	10	+11	+ 9	656	+ 3	11,916	7	0	+ 4	256	84	88	100
Machinery, Eqpt., and Supplies, except Electrical	5	-24	0	301	- 5	7,004	d	d	d	d	d	d	d
Metals	4	- 6	+17	418	- 1	5,109	d	d	d	d	d	d	d
Tobacco and Its Products	13	+28	+10	1,591	0	18,560	5	-11	- 2	125	34	52	40
Leather and Shoe Findings	8	+18	+30	251	+18	2,412	5	+11	- 4	313	257	241	387

a Includes reports received too late for inclusion in previous monthly totals.

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

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

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 - January 8, 1946.

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Statistical Service

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

November 1945

Wholesalers' sales, all lines of trade combined, were up 12 percent in November over a year ago, but showed little or no change from October of this year, according to an announcement released today by J. C. Capt, Director of the Census. A small (3%) gain in dollar volume was recorded for wholesalers in general for the year to date (11 months) compared with the corresponding period of 1944. These data are based upon reports for 2,365 wholesale establishments.

Considered by trades, automotive supplies led with a sales gain of 32 percent for November 1945 over November 1944. Substantial increases were also recorded for voluntary group wholesalers of groceries and foods, (18%), and distributors of tobacco and its products (17%), electrical goods (16%), and general hardware (16%). Wholesalers of drugs and sundries noted an 11 percent rise in dollar volume, on a year-to-year comparison, but a small (3%) decrease for November compared with October of this year. Dry goods wholesalers reported an average gain of 5 percent for November 1945 over November 1944, but a 7 percent decrease for November compared with October 1945. The level of sales for lumber and building materials was the same as for the like month a year ago but dropped back 9 percent from October of this year.

Inventories, in terms of dollars based on cost values, at the close of November 1945 were 13 percent ahead of those for November 1944. Percentage changes varied, however, among the trades, from a gain of 58 percent for electrical goods to a decrease of 23 percent for lumber and building materials. Stocks held by wholesalers of hardware at the end of November were up 16 percent compared with those of November 30, 1944. Supplies of tobacco and its products increased 24 percent, while inventories were less this November than last November for meat and meat products (12%), beer (15%), and shoes and other footwear (19%). Wholesalers on the average showed a 4 percent gain in inventories for November over the preceding month this year.

The stock-sales ratio for 1,434 wholesalers was 117 for November 1945, 116 for November 1944, and 113 for October 1945. Sales of paints and varnishes were approximately the same for November 1945 as for November 1944, but inventories dropped slightly (2%), resulting in a stock-sales ratio of 176 for November 1945, compared with a ratio of 218 for November 1944. Jewelry wholesalers gained 24 percent in sales for November this year over November 1944 but stocks were almost unchanged, reflected in a stock-sales ratio of 106 for this November as against 114 a year ago. On a year-to-year comparison, sales rose 11 percent for confectionery wholesalers, but their stocks dropped off 9 percent, the stock-sales ratio being 58 for November 1945 and 70 for November 1944. Of the 34 trades for which stock-sales ratios are shown, 10 showed increases for November 1945 compared with November 1944.

Collections on accounts receivable were 5 percent higher for November 1945 than for November 1944, but were slightly (2%) less for November than for October of this year. The collection percentage for November 1945 was 130; for November 1944, 124; and for October 1945, 132. Accounts receivable on November 1, 1945 were 5 percent over those of November 1, 1944, and 6 percent more than those of October 1945.

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. No adjustments have been made for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

NOVEMBER 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		November 1945 (Add 000)	Percent change from 11 mos. 1944	Eleven months 1945 (Add 000)	Number of firms reporting stocks	Percent change		November 30, 1945 (Add 000)	Nov. 1945	Nov. 1944	Oct. 1945
		Nov.1945 vs. Nov.1944	Nov.1945 vs. Oct.1945					Nov. 1945 vs. Nov. 1944	Nov. 1945 vs. Oct. 1945				
UNITED STATES	2,365	+12	0	$284,868	+ 3	$3,872,039	1,434	+13	+ 4	$202,165	117	116	113
Automotive Supplies	148	+32	- 4	4,916	+19	100,313	86	+19	- 1	3,265	121	134	121
Chemicals (industrial)	13	+ 4	- 9	691	+ 8	19,131	8	-16	+ 8	285	62	79	51
Paints and Varnishes	57	+ 1	+ 4	3,384	+ 2	50,365	14	- 2	- 4	1,139	176	218	162
Clothing and Furnishings, except Shoes	34	- 8	-13	2,767	- 2	42,475	15	+36	+ 9	587	64	48	48
Shoes and Other Footwear	22	- 3	- 5	6,254	+ 3	165,488	8	-19	+10	1,569	34	39	29
Coal	12	+ 5	+ 4	2,300	+ 1	25,702	6	- 3	+39	3,208	208	234	164
Drugs and Sundries (liquor excluded)	134	+11	- 3	31,364	+ 6	339,949	103	+11	- 2	39,023	156	157	154
Dry Goods	72	+ 5	- 7	11,187	- 9	164,019	38	- 4	- 2	5,797	101	114	97
Electrical Goods	257	+16	+11	22,484	+10	290,856	229	+58	+ 8	21,085	99	72	102
Dairy and Poultry Products	21	+13	- 2	1,457	0	31,088	10	- 2	+28	517	57	66	44
Fresh Fruits and Vegetables	78	+10	+ 1	6,611	+ 8	90,930	45	-13	- 6	926	21	27	22
Farm Supplies	18	+ 7	+ 4	2,488	+ 2	48,100	11	+21	+11	1,255	118	105	100
Furniture and House Furnishings	34	+ 6	-11	2,319	- 8	52,378	16	- 4	+15	2,319	143	155	108
Groceries and Foods, except Farm Products	578	+15	+ 2	80,026	+ 5	937,603	353	+ 6	+10	48,682	110	119	102
Full-line wholesalers [d]	325	+15	0	39,454	+ 4	454,893	194	+ 2	+12	24,101	105	118	94
Voluntary-group wholesalers	129	+18	+ 6	26,809	+ 6	301,917	91	+ 7	+ 8	16,461	123	133	121
Retailer-cooperative warehouses	15	+11	+ 5	3,295	+ 2	51,393	10	+ 6	+ 5	1,560	93	97	94
Specialty lines	109	+11	- 1	10,468	+ 8	129,400	58	+18	+10	6,560	108	100	96
Confectionery	58	+11	- 2	1,787	+ 3	19,185	30	- 9	- 1	703	58	70	59
Meats and Meat Products	54	+ 4	- 3	17,701	- 9	277,408	33	-12	+ 6	2,270	40	42	34
Beer	51	+ 1	- 8	1,707	+ 1	21,220	33	-15	+ 9	312	27	32	22
Wines and Liquors	24	+25	+10	2,313	+ 7	77,648	20	+ 8	- 6	2,242	114	136	134
Liquor Department of Other Trades [e]	36	+26	+20	13,274	+ 4	106,745	32	+25	- 2	18,300	142	146	173
Total Hardware Group	247	+13	- 3	33,663	+ 3	460,923	163	+16	+ 3	36,579	161	159	151
General hardware	118	+16	- 4	23,749	+ 5	300,025	85	+16	+ 3	28,943	161	159	150
Industrial supplies	63	- 2	0	5,281	+ 1	98,995	42	+15	0	5,806	179	161	182
Plumbing and heating supplies	66	+13	- 2	4,633	- 2	61,903	36	+19	+ 6	1,830	128	145	109
Jewelry	28	+24	+11	1,434	+ 3	22,369	9	+ 1	- 8	513	106	114	136
Optical Goods	15	+ 1	-12	237	- 1	2,838	6	- 7	+ 3	117	127	158	115
Lumber and Building Materials	42	0	- 9	1,953	+ 2	55,655	21	-23	-13	628	63	89	66
Machinery, Eqpt., and Supplies, except Electrical	35	+ 7	+ 1	1,763	+ 4	43,885	22	+17	+ 8	2,081	193	166	176
Surgical, Medical, and Hospital Eqpt. and Supplies	11	+24	- 3	247	+19	12,743	8	+10	- 1	299	183	201	179
Metals	13	+ 6	- 9	937	- 1	40,084	f	f	f	f	f	f	f
Paper and Its Products	69	+ 3	- 7	5,544	+ 2	80,003	32	0	+ 5	2,899	105	108	92
Petroleum	9	+ 6	-11	345	+ 1	6,916	6	0	+ 3	200	79	77	66
Tobacco and Its Products	137	+17	- 5	20,411	+ 2	245,684	43	+24	- 7	2,181	42	38	41
Leather and Shoe Findings	44	+ 5	- 9	735	+ 5	10,586	21	+19	+ 3	767	228	197	194
Miscellaneous	14	+13	- 7	2,569	+ 5	29,750	13	+ 1	+ 8	2,417	207	217	176

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		November 1945	November 1944	October 1945	November 1945 vs. November 1944	November 1945 vs. October 1945	November 1, 1945 (Add 000)
UNITED STATES	1,882	130	124	132	+ 5	+ 6	$175,216
Automotive Supplies	115	91	89	85	+37	+10	3,625
Chemicals (industrial)	11	122	124	108	+ 4	- 6	548
Paints and Varnishes	24	80	73	83	+ 4	+ 2	946
Clothing and Furnishings, except Shoes	27	102	93	111	-11	+10	2,795
Shoes and Other Footwear	21	99	92	103	-12	- 3	6,403
Coal	12	128	135	131	- 2	0	1,674
Drugs and Sundries (liquor excluded)	124	106	105	110	+ 7	+11	25,708
Dry Goods	62	95	85	101	-13	+ 9	9,877
Electrical Goods	241	91	90	94	+12	+ 3	21,550
Dairy and Poultry Products	15	190	171	194	+ 2	+ 1	518
Fresh Fruits and Vegetables	58	185	175	182	- 1	- 7	2,408
Farm Supplies	14	195	233	202	+20	+ 4	1,008
Furniture and House Furnishings	28	115	112	103	-14	- 6	1,921
Groceries and Foods, except Farm Products	439	171	161	179	+ 8	+ 9	35,062
Full-line wholesalers [b]	244	168	156	173	+ 8	+ 9	17,998
Voluntary-group wholesalers	101	178	167	186	+ 6	+ 7	10,748
Retailer-cooperative warehouses	11	289	282	294	+16	+ 6	838
Specialty lines	83	150	147	164	+11	+10	5,478
Confectionery	26	169	151	174	- 5	+ 5	452
Meats and Meat Products	49	271	269	263	+ 5	-11	5,822
Beer	21	248	187	259	-21	- 5	252
Wines and Liquors	20	197	170	173	0	-10	431
Liquor Department of Other Trades [c]	33	182	165	140	+13	+15	6,217
Total Hardware Group	228	103	100	103	+ 3	+ 8	28,525
General hardware	111	109	105	109	+ 5	+ 7	19,153
Industrial supplies	57	90	92	92	0	+ 9	4,500
Plumbing and heating supplies	60	89	91	89	- 4	+ 8	4,872
Jewelry	21	73	66	64	+13	+12	994
Optical Goods	9	95	93	90	+ 9	- 4	189
Lumber and Building Materials	34	106	102	110	- 7	+ 5	1,716
Machinery, Equipment, and Supplies, except Electrical	24	102	98	98	- 8	+ 6	1,237
Surgical, Medical, and Hospital Equipment and Supplies	11	70	72	79	+12	+ 8	258
Metals	13	114	122	115	+11	+19	863
Paper and Its Products	58	98	96	97	- 1	+ 6	5,146
Petroleum	6	102	106	110	+ 7	+ 8	133
Tobacco and Its Products	95	228	222	251	+12	+ 7	6,033
Leather and Shoe Findings	31	100	106	106	+ 8	+ 7	552
Miscellaneous	12	93	97	96	+25	+ 6	2,353

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 Chiefly of the wholesale drug trade.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		November 1945	Percent change from 11 mos. 1944	Eleven months 1945	Number of firms reporting stocks	Percent change		November 30, 1945	Nov. 1945	Nov. 1944	Oct. 1945
		Nov.1945 vs. Nov.1944	Nov. 1945 vs. Oct. 1945	(Add 000)		(Add 000)		Nov. 1945 vs. Nov. 1944	Nov.1945 vs. Oct.1945	(Add 000)			
New England	165	+13	- 3	$15,271	+ 1	$183,462	102	+14	+ 3	$9,550	115	110	114
Automotive Supplies	5	+30	-23	178	+15	1,991	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	12	+ 5	- 7	1,952	+ 2	19,537	10	+ 3	- 2	2,451	151	158	147
Dry Goods	5	+15	-12	205	+ 4	1,951	4	-14	+ 5	81	51	64	42
Electrical Goods	26	+ 4	+ 4	1,340	- 5	16,534	23	+55	+ 9	1,288	103	67	97
Fresh Fruits and Vegetables	7	+ 2	- 2	314	+11	9,939	6	- 6	- 9	32	11	11	11
Furniture and House Furnishings	4	+18	0	256	- 6	2,710	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	26	+20	+ 7	3,774	+ 7	40,444	15	+ 1	+ 6	1,533	99	119	101
Meats and Meat Products	4	+ 2	-21	1,577	-22	16,695	d	d	d	d	d	d	d
General Hardware	5	+30	-15	170	+11	3,783	d	d	d	d	d	d	d
Industrial Supplies	10	- 4	- 5	441	- 1	6,844	8	+18	+ 1	1,014	258	219	247
Plumbing and Heating Supplies	7	+55	- 9	177	+41	1,582	d	d	d	d	d	d	d
Optical Goods	5	- 5	-21	41	+ 2	472	d	d	d	d	d	d	d
Paper and Its Products	6	+10	- 2	325	- 4	3,362	5	- 1	0	278	110	123	112
Tobacco and Its Products	8	+29	-12	1,637	+ 6	23,377	d	d	d	d	d	d	d
Leather and Shoe Findings	6	+39	- 9	132	+12	1,154	d	d	d	d	d	d	d
Middle Atlantic	481	+12	0	65,985	+ 3	833,967	259	+14	+ 4	28,220	103	100	99
Automotive Supplies	20	+32	- 2	504	+23	8,027	11	+18	+ 6	249	128	153	121
Paints and Varnishes	4	+38	-12	73	+16	1,006	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	-17	-17	1,646	- 4	29,362	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+20	+ 3	353	+ 2	7,356	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	19	+11	- 6	5,133	+ 6	65,227	14	+ 9	- 1	4,248	128	133	120
Dry Goods	26	+ 3	- 1	3,582	- 9	46,353	13	+10	- 3	1,283	99	91	92
Electrical Goods	53	- 1	+15	4,007	- 2	62,596	46	+47	+ 7	3,222	83	55	89
Dairy and Poultry Products	4	+15	+12	221	- 4	14,317	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	14	+ 8	+ 3	1,280	+10	17,240	7	- 9	+ 9	73	18	20	15
Farm Supplies	4	+10	+ 8	990	- 2	10,004	d	d	d	d	d	d	d
Furniture and House Furnishings	6	- 2	- 9	360	-11	7,529	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	85	+17	+ 1	13,506	+ 9	139,656	37	+14	+21	6,534	114	117	95
Confectionery	7	+ 4	- 1	358	+ 6	2,544	5	+ 3	-17	119	35	35	42
Meats and Meat Products	22	+ 8	+ 2	10,534	0	115,122	10	-12	+ 5	645	42	43	40
Beer	10	+ 8	-10	242	+ 2	3,843	7	-30	-12	21	10	15	10
General Hardware	24	+21	+ 3	3,654	+ 9	40,394	16	+14	+ 1	2,923	147	161	142
Industrial Supplies	17	- 6	+ 1	1,011	- 7	23,919	12	+15	- 3	1,041	169	130	181
Plumbing and Heating Supplies	18	+48	-14	598	+22	8,558	7	- 4	- 2	183	120	171	91
Jewelry	7	+38	+ 7	426	+ 2	5,633	d	d	d	d	d	d	d
Optical Goods	5	- 8	-14	113	0	1,425	d	d	d	d	d	d	d
Lumber and Building Materials	11	-13	- 4	476	+ 5	13,560	5	-30	-23	136	72	92	84
Machinery, Eqpt., and Supplies, except Electrical	4	- 6	- 1	374	+ 1	7,434	d	d	d	d	d	d	d
Paper and Its Products	23	+ 3	- 6	1,715	- 2	24,625	12	- 7	+ 6	635	69	76	64
Petroleum	4	+ 2	-13	247	- 1	5,714	d	d	d	d	d	d	d
Tobacco and Its Products	41	+21	- 2	8,804	+ 7	87,565	9	+15	-20	280	26	29	32
Leather and Shoe Findings	9	+11	- 9	68	+ 1	832	d	d	d	d	d	d	d
East North Central	429	+14	0	49,341	+ 5	668,251	265	+15	+ 3	31,579	108	104	102
Automotive Supplies	37	+35	- 5	1,214	+13	21,473	25	+ 9	- 4	791	113	141	113
Paints and Varnishes	5	+20	-28	132	+ 5	4,071	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	8	+18	+ 8	242	- 4	2,303	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	23	+12	- 3	5,089	+ 7	58,091	17	+ 8	- 3	4,938	132	136	131
Dry Goods	5	+ 3	- 5	532	- 8	12,583	4	-20	- 8	247	47	60	49
Electrical Goods	39	+36	+12	3,731	+14	62,951	34	+85	+ 7	3,625	102	76	108
Dairy and Poultry Products	10	+ 9	-12	437	+ 3	6,420	4	-30	- 2	43	39	64	37
Fresh Fruits and Vegetables	17	0	+ 5	795	+ 7	11,753	11	+ 3	+ 4	209	33	33	34
Farm Supplies	5	+28	- 5	268	- 4	6,385	d	d	d	d	d	d	d
Furniture and House Furnishings	7	+18	+ 3	379	- 4	4,876	5	-17	-15	191	56	78	71
Groceries and Foods, except Farm Products	80	+18	+ 8	15,527	+ 7	185,252	50	+ 9	+15	7,034	124	126	112
Confectionery	8	+18	+ 1	215	+ 9	3,018	d	d	d	d	d	d	d
Meats and Meat Products	14	+ 4	- 7	3,527	-12	41,723	12	-14	+ 6	1,000	39	42	30

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		November 1945	Percent change from 11 mos.1944	Eleven months 1945	Number of firms reporting stocks	Percent change		November 30, 1945	Nov. 1945	Nov. 1944	Oct. 1945
		Nov.1945 vs. Nov.1944	Nov.1945 vs. Oct.1945	(Add 000)		(Add 000)		Nov.1945 vs. Nov.1944	Nov.1945 vs. Oct.1945	(Add 000)			
East North Central (continued)													
Beer	13	+ 1	- 7	$478	0	$5,819	10	-15	+ 6	$101	25	29	21
Wines and Liquors	7	+10	+ 6	411	+12	13,404	5	+29	- 2	186	139	112	148
General Hardware	15	+19	- 4	4,689	+ 6	58,697	13	+25	+ 2	6,672	146	140	138
Industrial Supplies	9	- 6	- 4	678	- 4	11,068	5	+46	- 7	328	131	101	121
Plumbing and Heating Supplies	19	+16	- 8	943	+13	10,279	14	+28	+ 9	968	150	154	117
Jewelry	8	+ 4	+21	402	+ 2	5,850	d	d	d	d	d	d	d
Lumber and Building Materials	8	+15	- 7	496	+ 5	7,018	5	-16	- 7	144	41	64	44
Machinery, Eqpt., and Supplies, except Electrical	8	+16	+10	296	+10	6,541	4	- 4	- 4	77	84	71	78
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+44	- 7	69	+23	7,998	d	d	d	d	d	d	d
Paper and Its Products	19	+ 4	- 3	1,931	+ 4	29,951	7	+ 2	+ 3	744	98	94	88
Tobacco and Its Products	34	+14	- 8	4,505	+ 1	50,655	11	+32	-11	828	42	36	44
Leather and Shoe Findings	11	- 1	- 8	205	- 3	2,586	4	+21	+ 2	104	231	162	204
West North Central	254	+18	+ 1	30,343	+ 3	463,881	179	+12	+ 4	33,044	141	152	140
Automotive Supplies	19	+42	- 6	519	+17	18,720	12	+39	- 2	374	172	183	178
Shoes and Other Footwear	4	+22	- 8	957	+ 2	9,397	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	16	+18	+ 1	3,998	+ 5	39,336	14	+22	- 5	5,395	158	153	169
Electrical Goods	31	+55	+10	2,359	+32	24,192	30	+41	+ 6	1,786	83	94	87
Fresh Fruits and Vegetables	6	+18	- 3	559	+11	8,161	4	-16	- 2	89	23	33	23
Groceries and Foods, except Farm Products	73	+14	+ 6	9,444	+ 4	126,140	55	+ 6	+ 6	10,461	135	147	135
Confectionery	6	+14	-18	278	+ 2	2,016	d	d	d	d	d	d	d
Beer	7	-10	-26	73	+ 5	2,936	d	d	d	d	d	d	d
General Hardware	14	+18	- 2	4,329	+ 3	50,511	13	+19	+ 5	6,656	161	164	150
Industrial Supplies	8	- 6	-20	326	- 3	4,714	d	d	d	d	d	d	d
Plumbing and Heating Supplies	9	+32	- 5	384	+18	6,952	6	+20	+ 5	367	111	129	101
Lumber and Building Materials	4	+20	- 9	78	- 2	6,145	d	d	d	d	d	d	d
Paper and Its Products	5	+ 5	- 4	194	+ 7	2,390	d	d	d	d	d	d	d
Tobacco and Its Products	11	+19	- 2	844	+ 2	15,430	4	+22	- 8	121	50	54	51
Leather and Shoe Findings	5	- 6	-11	47	- 1	1,133	d	d	d	d	d	d	d
South Atlantic	346	+13	+ 1	32,735	+ 2	392,985	203	+13	+ 5	19,973	99	102	97
Automotive Supplies	18	+47	+ 7	682	+27	11,928	10	+22	+ 3	398	105	122	108
Paints and Varnishes	5	+20	- 4	256	+ 1	2,215	5	-14	- 9	204	80	111	84
Clothing and Furnishings, except Shoes	6	+ 2	- 7	383	0	4,013	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	+11	- 1	3,496	+ 5	41,814	14	+10	- 1	4,212	177	178	182
Dry Goods	10	+13	- 7	1,707	- 8	15,915	6	- 5	-15	803	98	115	110
Electrical Goods	35	+12	+ 8	3,505	+13	42,328	33	+60	+14	3,166	94	66	89
Fresh Fruits and Vegetables	20	+11	+ 4	1,602	+10	14,568	10	- 5	+ 7	157	18	21	17
Furniture and House Furnishings	4	+25	+28	321	+ 5	2,854	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	109	+13	0	9,540	+ 2	100,199	57	- 2	+ 8	4,376	80	92	74
Confectionery	18	+15	0	439	+ 6	5,178	11	-10	+ 4	228	64	80	62
Beer	9	- 9	-11	477	- 5	4,314	4	-20	+ 8	66	27	32	21
General Hardware	19	+16	- 8	2,332	+ 8	25,972	14	0	+ 3	1,763	110	132	99
Industrial Supplies	7	+18	- 4	365	+ 1	6,679	5	+16	- 3	441	134	135	130
Lumber and Building Materials	8	- 5	- 3	238	- 3	7,006	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+25	+ 5	202	+ 5	3,273	4	+16	0	225	172	206	196
Paper and Its Products	8	- 1	-13	464	+ 2	6,286	d	d	d	d	d	d	d
Tobacco and Its Products	14	- 4	- 8	1,557	- 6	26,219	6	+18	-17	258	44	36	43

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change: Nov. 1945 vs. Nov. 1944	Percent change: Nov. 1945 vs. Oct. 1945	November 1945 (Add 000)	Percent change from 11 mos. 1944	Eleven months 1945 (Add 000)	Number of firms reporting stocks	Percent change: Nov. 1945 vs. Nov. 1944	Percent change: Nov. 1945 vs. Oct. 1945	November 30 1945 (Add 000)	Nov. 1945	Nov. 1944	Oct. 1945
East South Central	124	+11	- 5	$12,638	+ 1	$155,984	68	+ 6	+ 3	$9,320	118	121	110
Drugs and Sundries (liquor excluded)	13	+ 9	- 4	2,477	+ 5	25,086	10	+ 7	- 2	3,565	167	171	165
Dry Goods	8	+ 4	-21	907	-16	13,087	4	-12	+13	662	104	136	77
Electrical Goods	11	+48	+15	787	+37	8,290	7	+105	- 4	486	73	52	90
Fresh Fruits and Vegetables	5	+ 9	- 2	196	+11	2,879	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	30	+14	- 1	2,337	+ 3	33,145	16	0	+14	1,127	89	100	76
Confectionery	7	- 1	+ 5	220	-20	2,243	d	d	d	d	d	d	d
Meats and Meat Products	4	-14	-10	746	-27	7,667	d	d	d	d	d	d	d
General Hardware	13	+21	- 8	2,258	+ 9	21,690	8	+25	+ 9	1,229	140	109	116
Tobacco and Its Products	6	+ 4	-15	662	- 5	11,985	d	d	d	d	d	d	d
West South Central	220	+16	- 1	28,576	+ 5	320,907	157	+15	+ 4	24,787	124	128	121
Automotive Supplies	11	+27	- 9	633	+15	6,585	9	+18	- 5	504	84	91	81
Drugs and Sundries (liquor excluded)	18	+16	- 1	3,863	+ 7	35,584	13	+12	- 3	5,407	172	180	174
Dry Goods	5	+25	-25	537	- 7	8,602	d	d	d	d	d	d	d
Electrical Goods	25	+55	+15	2,046	+35	19,055	21	+88	+ 9	1,779	92	76	97
Groceries and Foods, except Farm Products	105	+13	- 4	12,766	+ 4	131,951	74	0	+ 9	7,153	95	109	86
Liquor Department of Other Trades[e]	8	+18	+18	1,635	- 4	14,249	d	d	d	d	d	d	d
General Hardware	14	+16	- 4	2,487	+ 5	34,105	10	+14	+ 7	2,768	167	168	155
Industrial Supplies	5	+ 2	+13	1,930	+14	23,013	4	+12	+ 1	2,458	177	182	202
Machinery, Eqpt., and Supplies, except Electrical	4	- 2	-15	188	- 2	8,227	d	d	d	d	d	d	d
Tobacco and Its Products	5	+ 7	-10	418	- 7	9,150	d	d	d	d	d	d	d
Mountain	101	+24	+ 5	10,724	+ 8	123,669	73	+ 9	+ 6	10,570	125	147	125
Automotive Supplies	9	+30	- 2	440	+25	7,121	6	+15	- 7	296	170	178	171
Drugs and Sundries (liquor excluded)	5	+ 5	- 4	1,392	+10	15,072	5	+13	- 5	2,087	150	139	153
Electrical Goods	12	+80	+17	982	+38	9,277	10	+66	+ 8	708	89	97	97
Groceries and Foods, except Farm Products	34	+25	+ 3	3,984	+ 9	37,199	30	+ 4	+11	4,645	122	148	114
General Hardware	6	+32	- 3	936	+ 6	11,886	d	d	d	d	d	d	d
Pacific	212	+ 5	- 1	32,953	+ 2	517,371	127	+15	+ 3	34,234	141	128	135
Automotive Supplies	29	+17	- 1	746	+18	22,964	13	+27	+ 7	653	149	141	158
Clothing and Furnishings, except Shoes	5	- 2	+ 4	128	- 1	1,649	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+ 3	+ 4	224	-13	2,496	d	d	d	d	d	d	d
Dry Goods	8	- 7	- 3	1,256	- 4	13,923	d	d	d	d	d	d	d
Electrical Goods	25	-11	+ 6	3,727	0	45,633	25	+44	+ 6	5,025	135	83	134
Fresh Fruits and Vegetables	6	+16	0	1,700	+ 5	20,729	5	-23	-16	353	22	32	26
Furniture and House Furnishings	7	- 7	-28	758	-12	11,398	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	36	+11	0	9,148	+ 6	143,617	19	+12	+ 3	5,819	107	104	102
Confectionery	4	+22	0	109	+11	2,208	d	d	d	d	d	d	d
Meats and Meat Products	4	+ 2	- 3	524	- 6	12,004	d	d	d	d	d	d	d
Beer	4	+21	+ 4	235	+11	2,616	d	d	d	d	d	d	d
General Hardware	8	- 1	- 6	2,894	- 3	52,987	6	+11	+ 1	6,304	227	199	210
Industrial Supplies	4	-22	-18	274	+ 1	18,798	d	d	d	d	d	d	d
Lumber and Building Materials	7	+ 9	-22	370	+ 3	12,324	6	-27	-21	202	96	140	91
Machinery, Eqpt., and Supplies, except Electrical	5	+ 9	+ 4	305	- 5	7,430	d	d	d	d	d	d	d
Metals	4	-13	-14	359	- 2	5,468	d	d	d	d	d	d	d
Tobacco and Its Products	15	+19	+ 3	1,949	+ 2	20,770	6	+20	+16	453	75	76	65
Leather and Shoe Findings	7	+ 2	- 6	117	+15	2,529	6	+22	+ 3	324	279	233	253

a Includes reports received too late for inclusion in previous monthly totals.
b The stock-sales ratios are percentages obtained by dividing the stocks by sales for an indentical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.
e Chiefly of the wholesale drug trade.

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

or release - February 6, 1946.

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current Wholesale Trade

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

December 1945
(Sales: Year 1945 vs. 1944)

Dollar volume of wholesalers' sales reached a new high in 1945, 3 percent above the previous record established in 1944. December sales, likewise, set a new record for the month, 13 percent above 1944, but they were 3 percent off from November of last year, according to an announcement released today by J. C. Capt, Director of the Census. These data are based upon reports submitted by 2,230 wholesalers. Preliminary estimates place total sales of merchant wholesalers, all trades combined, for the year 1945 at almost $43,000,000,000, or 80 percent above the latest Census year 1939.

In comparing the year 1945 with 1944, automotive supplies led with a sales gain of 19 percent. Significant sales increases are also noted in professional supplies (16%), electrical goods (12%), and fruits and vegetables (8%). It is interesting to note that such staple lines as groceries, drugs, and general hardware show the same rate of increase (6%). On the other hand, and as might be expected, sales of dry goods, furniture, and meats were off from 7 to 9 percent compared with 1944.

Inventories were likewise up (16%), in terms of dollars based on cost values, at the end of 1945 compared with December 1944. Outstanding was the gain of 70 percent shown for electrical goods wholesalers, followed by substantial increases for tobacco and its products (28%), general hardware (24%), automotive supplies (22%), and clothing (21%). Improved positions as regards inventories were not shared by all wholesale trades, however, as stocks of lumber and building materials were 35 percent below the level of December 1944, and decreases were also recorded for meats (13%), beer (8%), and shoes (2%).

Although December sales were down slightly (3%) from November 1945 for wholesalers in general, some few trades registered gains: Electrical goods, 30 percent; coal, 12 percent; meats and provisions, 10 percent; and specialty lines of groceries, 3 percent. Stocks were up 4 percent for all lines of trades combined, accounted for to a large extent by a 32 percent gain in stocks of shoes and other footwear; 9 percent, general hardware; 6 percent, meats and meat products, dry goods, and electrical goods; and 5 percent, groceries and foods. The largest decrease occurred for jewelry wholesalers, whose inventories were 24 percent short of what they were on November 30.

The stock-sales ratio for 1,320 wholesalers was 112 for December 1945, 110 for December 1944, and 105 for November 1945. Both stocks and sales advanced for clothing and furnishings, on a year to year comparison; stocks being up 21 percent and sales, 19 percent, resulting in a stock-sales ratio of 74 for December 1945 as against 66 for December 1944. The ratio of stocks to sales for professional supplies rose from 98 in December 1944 to 133 in December 1945, as inventories increased 27 percent and sales remained virtually unchanged. On the other hand, as voluntary group wholesalers of groceries and foods showed stocks up 11 percent from December 1944 and sales up 10 percent, the stock-sale ratios were unchanged, standing at 119 for both December 1944 and 1945.

Collections on accounts receivable for December 1945 were up slightly (2%) from both December 1944 and November 1945. Outstandings on December 1, 1945 were 9 percent higher than they were on December 1944, but there was almost no change from November 1, 1945.

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. No adjustments have been made for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

DECEMBER 1945

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change		Dec. 1945 (Add 000)	Percent change from 12 mos. 1944	Twelve months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1945 (Add 000)	Dec. 1945	Dec. 1944	Nov. 1945
		Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945					Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945				
UNITED STATES	2,230	+15	- 3	$264,227	+ 3	$4,223,394	1,320	+16	+ 4	$151,269	112	110	105
Automotive Supplies	155	+26	- 7	5,764	+19	112,214	101	+22	+ 2	4,410	148	154	129
Chemicals (industrial)	12	0	-16	668	+ 7	20,636	8	- 6	+11	352	74	82	56
Paints and Varnishes	22	+ 8	-19	631	+ 3	51,952	11	-10	+ 9	712	170	194	127
Clothing and Furnishings, except Shoes	28	+19	-21	1,307	- 2	44,026	14	+21	+ 4	312	74	66	48
Shoes and Other Footwear	25	- 7	-16	13,374	+ 3	188,912	15	- 2	+32	2,619	52	50	35
Coal	11	+22	+12	2,552	+ 4	29,796	5	- 2	-20	2,569	137	180	209
Drugs and Sundries (liquor excluded)	135	+10	-13	27,423	+ 6	370,298	45	+ 5	- 3	12,771	182	191	166
Dry Goods	62	+ 6	-20	10,784	- 8	177,329	36	+ 4	+ 6	10,091	123	129	95
Electrical Goods	236	+47	+30	25,779	+12	321,500	212	+70	+ 6	20,266	81	71	101
Dairy and Poultry Products	28	+19	+ 1	1,484	+ 1	33,103	11	+14	- 7	148	19	22	21
Fresh Fruits and Vegetables	77	+ 2	- 2	6,057	+ 8	97,532	48	-16	- 9	629	16	19	17
Farm Supplies	19	+10	+11	2,782	+ 2	50,882	12	+28	+ 2	1,299	122	104	109
Furniture and House Furnishings	32	+ 1	-16	1,416	- 7	56,450	15	- 4	-15	711	89	98	93
Groceries and Foods, except Farm Products	524	+ 9	- 8	63,513	+ 6	1,017,332	318	+ 8	+ 5	41,544	118	118	102
Full-line wholesalers[d]	290	+ 7	-11	31,236	+ 5	495,350	173	+ 6	+ 6	25,643	123	125	104
Voluntary-group wholesalers	108	+10	- 7	17,797	+ 7	323,779	72	+11	+ 1	10,470	119	119	110
Retailer-cooperative warehouses	17	+13	- 9	4,206	+ 3	57,808	11	+ 7	+10	2,176	127	115	92
Specialty lines	109	+ 8	+ 3	10,274	+ 8	140,395	62	+12	+ 2	3,255	83	83	80
Confectionery	56	+15	+ 2	1,925	+ 4	21,736	29	- 1	+ 4	815	59	68	61
Meats and Meat Products	55	+ 1	+10	18,148	- 9	305,750	44	-13	+ 6	3,327	52	60	46
Beer	51	+11	- 1	1,723	+ 2	23,026	38	- 8	- 3	428	31	36	31
Wines and Liquors	13	+27	+14	2,085	+ 7	82,933	10	-11	-11	1,370	70	105	95
Liquor Department of Other Trades[e]	34	+27	+19	15,755	+ 6	122,730	f	f	f	f	f	f	f
Total Hardware Group	221	+14	-11	24,076	+ 4	495,956	135	+22	+ 7	30,410	192	178	153
General hardware	98	+19	-11	17,650	+ 6	325,636	60	+24	+ 9	24,110	195	181	153
Industrial supplies	59	- 4	- 8	3,925	+ 1	105,699	40	+12	+ 2	4,350	188	164	164
Plumbing and heating supplies	64	+19	-15	2,301	- 1	64,621	35	+27	+ 3	1,950	174	179	139
Jewelry	31	+31	+ 3	1,203	+ 5	24,268	16	+38	-24	759	89	85	125
Optical Goods	14	+ 5	-13	214	- 1	3,059	4	-10	+ 8	111	168	171	120
Lumber and Building Materials	54	-10	-18	2,002	+ 1	58,804	26	-35	+ 4	818	101	134	68
Machinery, Eqpt., and Supplies, except Electrical	31	+10	- 3	1,533	+ 4	47,166	21	+13	+ 2	1,930	197	186	185
Surgical, Medical, and Hospital Eqpt. and Supplies	21	+ 1	-13	1,107	+16	14,869	12	+27	- 1	1,103	133	98	113
Metals	20	- 1	- 5	2,366	- 1	43,536	f	f	f	f	f	f	f
Paper and Its Products	64	+ 2	-13	4,436	+ 2	86,877	36	+ 4	- 2	2,940	111	111	106
Petroleum	7	+ 3	- 8	165	+ 1	7,456	f	f	f	f	f	f	f
Tobacco and Its Products	140	+22	+ 1	21,196	+ 3	271,410	49	+28	-10	2,230	43	41	46
Leather and Shoe Findings	48	+ 1	-25	593	+ 5	11,228	26	+27	+ 3	935	293	239	206
Miscellaneous	10	+17	+12	2,166	+ 5	32,058	23	+56	+ 6	5,660	174	115	190

a Includes reports received too late for inclusion in previous monthly totals.
b These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the wholesale drug trade.
f Insufficient data to show separately.

30047

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER 1945

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		Dec. 1945	Dec. 1944	Nov. 1945	Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945	Dec. 1, 1945 (Add 000)
UNITED STATES	1,706	129	126	127	+ 9	+ 1	$140,341
Automotive Supplies	129	98	98	98	+32	+ 1	4,779
Chemicals (industrial)	10	98	118	117	+21	+ 5	656
Paints and Varnishes	22	71	69	74	- 4	0	893
Clothing and Furnishings, except Shoes	23	126	90	101	-26	-14	1,302
Shoes and Other Footwear	23	97	98	98	-12	- 5	6,394
Coal	11	123	127	129	+21	+11	1,846
Drugs and Sundries (liquor excluded)	62	111	111	105	+13	- 4	9,730
Dry Goods	55	100	92	92	- 7	+ 5	12,521
Electrical Goods	221	98	94	92	+28	+11	20,555
Dairy and Poultry Products	14	247	239	229	+14	- 7	346
Fresh Fruits and Vegetables	61	189	192	194	+ 4	+ 3	2,146
Farm Supplies	14	214	235	226	+23	+ 3	798
Furniture and House Furnishings	25	110	100	111	- 2	- 5	1,140
Groceries and Foods, except Farm Products	391	176	169	175	+ 8	- 1	29,896
Full-line wholesalers [b]	208	168	159	169	+ 7	- 2	15,563
Voluntary-group wholesalers	83	182	178	187	+13	+ 4	7,912
Retailer-cooperative warehouses	13	280	259	267	+ 1	- 9	1,280
Specialty lines	87	164	159	152	+ 7	- 1	5,141
Confectionery	29	161	164	153	+14	- 5	672
Meats and Meat Products	39	218	221	243	- 1	+12	2,900
Beer	22	237	183	235	-16	- 4	271
Wines and Liquors	8	316	434	238	+32	-12	153
Total Hardware Group	198	110	106	106	+10	- 2	21,378
General hardware	86	118	112	112	+11	- 2	15,032
Industrial supplies	54	92	91	90	0	0	3,595
Plumbing and heating supplies	58	91	95	92	+21	- 3	2,751
Jewelry	26	107	106	85	+31	- 1	1,120
Optical Goods	10	106	94	93	- 1	-18	178
Lumber and Building Materials	46	110	111	110	-12	- 7	2,033
Machinery, Eqpt., and Supplies, except Electrical	21	97	98	109	+ 6	+ 4	1,090
Surgical, Medical, and Hospital Eqpt. and Supplies	20	62	62	69	+ 9	- 2	1,684
Metals	19	114	121	123	-10	+ 6	2,080
Paper and Its Products	54	99	101	97	+ 8	- 4	4,625
Petroleum	6	103	98	101	+15	- 1	132
Tobacco and Its Products	100	239	226	225	+17	0	6,048
Leather and Shoe Findings	34	90	95	94	+11	- 8	650
Miscellaneous	13	113	126	106	+22	+ 3	2,325

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.

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		Dec. 1945 (Add 000)	Percent change from 12 mos. 1944	Twelve months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1945 (Add 000)	Dec. 1945	Dec. 1944	Nov. 1945
		Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945					Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945				
New England	158	+17	+ 2	$13,447	+ 2	$200,557	99	+11	+ 5	$7,168	91	95	89
Drugs and Sundries (liquor excluded)	11	+ 5	-11	1,624	+ 2	21,161	6	+ 6	0	861	152	156	145
Dry Goods	4	- 6	-24	148	+ 3	2,099	4	+19	+ 9	94	64	50	44
Electrical Goods	26	+26	+34	1,843	- 2	18,653	23	+46	+ 9	1,442	81	69	103
Fresh Fruits and Vegetables	8	- 1	-14	382	+11	10,344	6	0	-24	28	11	10	12
Groceries and Foods, except Farm Products	24	+14	- 4	2,102	+ 8	42,625	15	+13	+16	1,810	128	130	101
Meats and Meat Products	5	+26	- 2	1,018	-19	18,469	5	- 1	+11	703	69	88	61
General Hardware	4	+39	-12	160	+12	4,027	d	d	d	d	d	d	d
Industrial Supplies	8	-28	- 5	275	- 3	7,184	6	+38	+ 8	483	220	112	187
Plumbing and Heating Supplies	6	+69	- 9	150	+43	1,734	d	d	d	d	d	d	d
Optical Goods	4	+27	+ 8	42	+ 3	514	d	d	d	d	d	d	d
Metals	5	+ 1	- 7	279	+ 2	3,298	d	d	d	d	d	d	d
Paper and Its Products	6	+19	+ 3	325	- 2	3,698	5	- 6	+ 1	217	92	115	88
Tobacco and Its Products	11	+21	+ 6	2,031	+ 8	25,976	d	d	d	d	d	d	d
Leather and Shoe Findings	5	-25	-41	33	+11	1,187	d	d	d	d	d	d	d
Middle Atlantic	471	+15	+ 1	63,056	+ 3	910,145	246	+23	+ 3	19,651	103	98	98
Automotive Supplies	21	+21	-11	473	+23	8,920	14	+ 5	+ 3	327	145	148	117
Paints and Varnishes	4	+43	-22	40	+17	1,046	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	9	+33	-14	840	- 3	30,360	d	d	d	d	d	d	d
Shoes and Other Footwear	6	+17	-35	310	+ 3	7,666	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	20	+21	- 2	5,237	+ 7	70,712	6	+ 6	+ 6	1,356	118	137	106
Dry Goods	22	+ 6	-18	2,282	- 8	49,086	11	+ 6	+ 8	951	99	118	85
Electrical Goods	44	+27	+21	3,549	- 2	67,606	42	+54	+ 4	2,688	76	63	89
Dairy and Poultry Products	6	+24	0	756	- 3	15,394	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	19	+ 6	- 5	1,390	+10	18,732	12	- 5	-17	83	13	15	16
Farm Supplies	5	+23	- 7	939	0	10,943	d	d	d	d	d	d	d
Furniture and House Furnishings	7	+12	- 9	375	- 9	8,426	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	76	+15	- 4	11,730	+ 9	152,330	33	+16	+ 8	4,770	102	105	95
Confectionery	7	+25	- 2	266	+ 8	2,810	d	d	d	d	d	d	d
Meats and Meat Products	20	0	+20	11,901	- 1	127,890	18	- 9	- 2	432	47	47	49
Beer	11	+11	- 1	295	+ 3	4,166	8	-27	+ 3	35	14	20	13
General Hardware	21	+25	- 3	3,234	+11	44,830	10	+17	+ 3	2,069	174	182	141
Industrial Supplies	19	+10	- 7	1,000	- 6	25,353	14	+ 6	- 1	1,177	192	167	173
Plumbing and Heating Supplies	25	+32	-16	735	+23	9,496	12	+30	+ 4	549	242	242	172
Jewelry	8	+55	- 7	350	+ 4	6,040	d	d	d	d	d	d	d
Optical Goods	6	+ 7	-10	112	+ 1	1,537	d	d	d	d	d	d	d
Lumber and Building Materials	17	-10	-11	554	+ 4	14,298	6	-43	-23	92	89	120	73
Paper and Its Products	21	- 1	-16	1,324	- 2	26,979	13	+13	+ 2	743	96	79	75
Tobacco and Its Products	40	+29	+ 2	8,833	+ 9	96,609	11	+38	- 7	447	34	33	34
Leather and Shoe Findings	10	0	-34	46	+ 1	880	4	+ 3	+ 6	71	296	345	181
East North Central	435	+14	- 6	45,316	+ 6	729,087	272	+20	+ 3	31,400	111	109	101
Automotive Supplies	46	+24	-14	1,113	+14	23,656	37	+20	+ 4	1,196	137	143	112
Paints and Varnishes	7	- 8	-23	266	+ 4	4,337	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	6	- 3	-34	73	- 4	2,376	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	23	+11	-14	4,524	+ 7	63,662	7	- 1	-11	1,250	145	167	144
Dry Goods	7	- 6	-39	584	- 8	14,027	6	-15	+39	682	118	130	51
Electrical Goods	42	+64	+28	5,226	+18	69,717	36	+110	+ 9	4,143	83	66	100
Dairy and Poultry Products	10	+22	+ 3	508	+ 4	7,036	6	- 4	+23	76	22	31	19
Fresh Fruits and Vegetables	15	- 5	+ 6	948	+ 6	12,871	8	+ 2	+11	212	37	35	35
Farm Supplies	5	+14	-20	214	- 4	6,599	d	d	d	d	d	d	d
Furniture and House Furnishings	5	- 2	-17	115	- 4	5,092	4	-17	+10	124	120	142	109
Groceries and Foods, except Farm Products	79	+ 7	- 9	12,384	+ 7	202,084	55	+10	+ 5	11,028	136	130	117
Confectionery	8	+10	- 2	261	+ 9	3,279	d	d	d	d	d	d	d
Meats and Meat Products	15	+ 5	-13	2,679	-11	44,626	11	-10	+ 1	987	42	50	36
Beer	13	+14	+ 1	515	+ 1	6,346	10	-15	-12	105	23	32	27

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		Dec. 1945 (Add 000)	Percent change from 12 mos. 1944	Twelve months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31, 1945 (Add 000)	Dec. 1945	Dec. 1944	Nov. 1945
		Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945					Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945				
East North Central (continued)													
Wines and Liquors	7	+ 7	+ 2	$422	+12	$13,826	6	+49	+35	$307	100	87	101
General Hardware	11	+31	-18	3,145	+ 8	63,267	9	+36	+ 7	5,345	175	168	134
Industrial Supplies	8	- 6	- 4	533	- 4	11,753	4	+26	+ 3	150	135	151	115
Plumbing and Heating Supplies	14	+ 5	-16	627	+12	11,007	10	+50	+ 2	768	192	160	162
Jewelry	9	+41	+11	257	+ 4	6,227	d	d	d	d	d	d	d
Lumber and Building Materials	9	+19	-20	351	+ 5	7,413	5	-22	+11	145	78	115	45
Machinery, Eqpt., and Supplies, except Electrical	10	0	- 6	319	+ 9	7,084	5	+ 2	+ 1	172	143	115	132
Surgical, Medical, and Hospital Eqpt. and Supplies	7	- 9	-17	716	+17	9,605	5	+39	- 3	791	118	75	100
Paper and Its Products	16	+ 4	-16	1,302	+ 4	32,081	7	+ 2	+ 4	674	104	102	95
Tobacco and Its Products	38	+20	+ 1	5,648	+ 2	56,908	15	+29	-21	807	43	43	52
Leather and Shoe Findings	10	+ 4	-25	129	- 3	2,715	4	+15	+ 5	108	348	303	229
West North Central	243	+15	- 7	29,463	+ 4	507,434	159	+15	+ 2	26,647	132	139	121
Automotive Supplies	24	+18	-13	1,328	+18	21,556	14	+35	- 1	921	211	213	198
Shoes and Other Footwear	4	+36	-12	839	+ 4	10,236	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	14	+10	-17	2,973	+ 5	42,508	d	d	d	d	d	d	d
Dry Goods	4	+11	-12	5,702	- 8	55,265	4	+ 7	+ 1	6,783	119	124	104
Electrical Goods	28	+66	+20	2,583	+35	27,201	27	+58	+ 9	1,753	72	80	82
Fresh Fruits and Vegetables	7	- 1	- 2	549	+11	8,710	4	-10	-28	64	17	19	23
Groceries and Foods, except Farm Products	64	+ 8	-11	5,687	+ 4	136,607	48	+ 1	- 4	4,271	111	122	111
Confectionery	5	+20	- 4	159	+ 3	2,175	d	d	d	d	d	d	d
Beer	8	+ 1	- 1	131	+ 5	3,067	d	d	d	d	d	d	d
General Hardware	13	+27	-16	3,418	+ 5	56,081	13	+26	+ 9	6,806	199	201	153
Industrial Supplies	7	-15	+ 3	261	- 3	5,037	d	d	d	d	d	d	d
Plumbing and Heating Supplies	7	+10	-26	251	+17	7,205	4	+15	- 3	282	133	133	102
Lumber and Building Materials	4	+11	+36	143	- 4	6,722	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqpt. and Supplies	4	+26	- 6	118	+11	1,035	d	d	d	d	d	d	d
Paper and Its Products	5	+ 5	-21	155	+ 7	2,545	d	d	d	d	d	d	d
Tobacco and Its Products	10	+27	+ 2	840	+ 3	16,981	d	d	d	d	d	d	d
Leather and Shoe Findings	6	-14	-34	42	- 1	1,208	d	d	d	d	d	d	d
South Atlantic	326	+17	- 5	27,612	+ 3	426,815	185	+14	+ 7	15,436	104	107	94
Automotive Supplies	15	+49	+24	1,045	+28	13,775	8	+19	+ 3	196	138	165	116
Paints and Varnishes	4	+22	-21	142	+ 2	2,357	4	- 5	+24	191	135	173	86
Drugs and Sundries (liquor excluded)	26	+13	- 9	3,538	+ 6	46,446	8	- 5	+ 2	2,124	189	205	178
Dry Goods	7	- 2	-28	617	- 8	16,532	4	+ 2	0	467	174	194	116
Electrical Goods	33	+59	+38	3,967	+16	46,854	32	+64	+ 1	2,917	76	73	103
Fresh Fruits and Vegetables	13	+ 1	+ 1	1,301	+ 9	15,869	8	- 9	-21	115	14	15	18
Furniture and House Furnishings	4	- 9	-25	242	+ 4	3,118	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	110	+ 8	-16	8,073	+ 2	109,492	57	+16	+11	5,181	115	107	87
Confectionery	17	+11	- 8	302	+ 6	5,480	8	+23	+ 1	124	64	53	59
Beer	7	+ 3	- 5	342	- 5	4,656	5	-21	+ 5	112	41	51	37
General Hardware	17	+12	-14	1,782	+ 8	27,984	11	+15	+17	1,691	196	180	127
Industrial Supplies	8	+14	-10	421	+ 1	7,227	6	+ 7	+ 2	525	155	142	120
Lumber and Building Materials	7	-24	-30	177	- 4	7,183	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	+ 1	-11	160	+ 5	3,560	d	d	d	d	d	d	d
Paper and Its Products	7	- 3	-22	408	+ 1	6,726	d	d	d	d	d	d	d
Tobacco and Its Products	14	+13	- 2	1,504	- 5	28,832	7	+30	-10	351	41	36	46

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1945

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change		Dec. 1945 (Add 000)	Percent change from 12 mos. 1944	Twelve months 1945 (Add 000)	Number of firms reporting stocks	Percent change		Dec. 31 1945 (Add 000)	Dec. 1945	Dec. 1944	Nov. 1945
		Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945					Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945				
East South Central	115	+10	- 7	$10,016	+ 2	$168,043	57	+13	+14	$5,829	122	119	107
Drugs and Sundries (liquor excluded)	13	+ 5	-16	2,083	+ 5	27,169	d	d	d	d	d	d	d
Dry Goods	6	-22	-52	282	-16	13,369	d	d	d	d	d	d	d
Electrical Goods	9	+43	+31	938	+38	9,382	6	+161	+16	541	63	35	74
Fresh Fruits and Vegetables	6	+ 8	+ 5	235	+10	3,145	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	30	+ 8	-14	2,195	+ 3	36,295	17	+12	+13	1,718	128	124	94
Confectionery	7	+ 7	- 5	267	-18	2,510	d	d	d	d	d	d	d
Meats and Meat Products	4	-12	+12	836	-25	8,503	d	d	d	d	d	d	d
General Hardware	9	+25	+ 4	1,665	+10	23,539	d	d	d	d	d	d	d
Tobacco and Its Products	4	+27	0	260	- 4	12,668	d	d	d	d	d	d	d
West South Central	198	+13	- 3	24,751	+ 6	349,695	133	+13	+ 1	21,595	127	128	120
Automotive Supplies	12	+28	- 4	640	+17	7,345	8	+25	- 1	582	95	98	91
Drugs and Sundries (liquor excluded)	16	+14	-19	2,827	+ 8	38,655	9	+12	- 5	3,995	228	238	198
Electrical Goods	25	+80	+24	2,545	+39	21,789	21	+82	+ 7	1,906	78	79	92
Groceries and Foods, except Farm Products	88	+ 4	-11	9,816	+ 4	143,426	58	- 5	+ 1	7,062	117	125	100
General Hardware	11	+13	-20	1,211	+ 6	35,978	7	+28	+16	2,302	206	184	144
Industrial Supplies	4	- 6	-14	1,223	+12	24,715	d	d	d	d	d	d	d
Tobacco and Its Products	6	+ 6	- 3	442	- 6	9,870	d	d	d	d	d	d	d
Mountain	84	+17	- 1	7,945	+ 9	133,857	52	+ 4	- 1	5,421	105	118	106
Automotive Supplies	13	+18	-19	442	+25	7,875	7	+20	+ 9	492	202	225	160
Drugs and Sundries (liquor excluded)	6	0	- 9	1,348	+ 9	16,514	d	d	d	d	d	d	d
Electrical Goods	9	+82	+29	1,008	+42	10,442	7	+120	+17	650	77	66	94
Furniture and House Furnishings	4	-20	- 8	195	+ 6	2,260	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	16	+14	- 4	1,909	+ 9	39,228	14	+ 5	- 4	1,725	97	106	95
General Hardware	5	+29	+ 6	999	+ 7	13,074	d	d	d	d	d	d	d
Pacific	198	+ 9	+ 1	31,229	+ 3	559,201	116	+19	+ 4	17,021	118	105	119
Automotive Supplies	19	+17	- 8	622	+18	25,382	11	+21	- 2	652	163	156	147
Clothing and Furnishings, except Shoes	4	+ 6	- 5	95	0	1,804	d	d	d	d	d	d	d
Shoes and Other Footwear	5	- 3	-38	127	-13	2,623	4	-18	+ 1	103	86	103	53
Dry Goods	7	+ 5	-30	796	- 4	14,719	d	d	c	d	d	d	d
Electrical Goods	20	+21	+39	4,122	+ 2	49,856	18	+51	+ 5	4,228	103	83	136
Fresh Fruits and Vegetables	6	+ 4	- 4	1,086	+ 5	22,034	4	-39	+ 7	86	9	15	8
Furniture and House Furnishings	6	-10	- 2	104	-12	11,563	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products	37	+ 8	+ 2	9,617	+ 6	155,245	21	+10	+ 9	3,979	112	105	98
Confectionery	5	+14	+16	457	+14	2,949	d	d	d	d	d	d	d
Meats and Meat Products	4	+ 2	+ 5	483	- 6	13,420	d	d	d	d	d	d	d
Beer	5	+15	- 1	248	+11	2,887	d	d	d	d	d	d	d
General Hardware	7	- 9	- 9	2,236	- 3	56,856	d	d	d	d	d	d	d
Lumber and Building Materials	10	-20	-23	531	+ 2	12,924	8	-31	+ 7	394	130	138	89
Metals	5	- 2	- 1	457	- 2	5,925	d	d	d	d	d	d	d
Tobacco and Its Products	15	+12	- 8	1,619	0	23,014	7	+24	+ 7	230	48	46	46
Leather and Shoe Findings	9	+ 4	-19	187	+15	2,716	6	+15	+ 2	329	392	363	279

a Includes reports received too late for inclusion in previous totals.

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

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

d Insufficient data to show separately.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable,	
					Percent change		As of
		Dec. 1945	Dec. 1944	Nov. 1945	Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945	Dec. 31, 1945 (Add 000)
New England	129	123	124	123	+12	+ 2	$7,466
Drugs and Sundries (liquor excluded)	7	119	120	111	+15	- 3	709
Dry Goods	4	106	98	100	+ 3	- 4	178
Electrical Goods	25	97	92	87	+ 6	+ 4	1,519
Fresh Fruits and Vegetables	8	209	197	221	- 7	-11	152
Groceries and Foods, except Farm Products	17	165	151	149	+ 9	- 2	1,109
Meats and Meat Products	5	134	171	162	+24	+ 2	735
General Hardware	4	91	90	86	+49	+ 9	209
Industrial Supplies	7	87	97	91	-17	- 4	248
Plumbing and Heating Supplies	6	89	86	84	+61	- 2	195
Metals	5	127	144	137	+23	+ 5	214
Paper and Its Products	6	116	108	114	+ 7	+ 6	282
Tobacco and Its Products	8	224	218	203	+21	- 1	304
Middle Atlantic	358	143	132	136	+ 5	- 2	$ 27,833
Automotive Supplies	15	88	87	81	+23	- 2	265
Paints and Varnishes	4	74	60	75	- 7	- 5	54
Clothing and Furnishings, except Shoes	7	117	82	94	-31	- 3	856
Shoes and Other Footwear	6	126	105	99	- 1	-26	430
Drugs and Sundries (liquor excluded)	9	103	101	99	+11	- 3	2,129
Dry Goods	20	106	94	96	-10	- 8	1,813
Electrical Goods	41	111	100	111	+ 4	+ 3	2,668
Dairy and Poultry Products	4	270	241	252	0	-13	189
Fresh Fruits and Vegetables	16	169	184	199	+14	+12	419
Farm Supplies	5	302	307	321	+23	+ 6	310
Furniture and House Furnishings	6	100	92	107	-14	- 8	341
Groceries and Foods, except Farm Products	56	179	162	180	+ 8	+ 2	5,536
Confectionery	4	128	137	136	+21	+ 7	114
Meats and Meat Products	8	174	191	176	-12	+ 2	428
Beer	5	207	135	218	-29	- 1	82
General Hardware	18	103	97	91	+12	+ 1	3,013
Industrial Supplies	18	88	82	85	- 9	+ 1	867
Plumbing and Heating Supplies	20	86	100	85	+28	- 6	874
Jewelry	8	92	92	77	+36	- 2	449
Optical Goods	5	105	92	87	- 4	-23	108
Lumber and Building Materials	13	114	110	103	-28	-22	507
Paper and Its Products	17	102	105	106	+ 5	- 4	1,335
Tobacco and Its Products	29	329	320	301	+27	- 1	2,261
Leather and Shoe Findings	5	93	91	110	+23	- 7	27
East North Central	340	130	130	131	+15	+ 2	26,170
Automotive Supplies	42	118	117	118	+34	- 1	838
Paints and Varnishes	7	61	67	62	0	+11	501
Clothing and Furnishings, except Shoes	4	106	91	99	-28	-16	62
Drugs and Sundries (liquor excluded)	11	115	117	100	+19	- 8	1,507
Dry Goods	6	100	97	99	- 9	0	926
Electrical Goods	38	103	99	98	+45	+11	3,945
Dairy and Poultry Products	6	232	223	200	+38	- 1	102
Fresh Fruits and Vegetables	9	231	247	225	+ 3	+ 3	213
Furniture and House Furnishings	5	174	170	143	- 3	-22	78
Groceries and Foods, except Farm Products	58	162	159	165	+ 6	- 2	5,928
Confectionery	5	203	221	188	+ 4	0	58
Meats and Meat Products	14	253	233	351	+ 7	+38	878
Beer	5	245	152	209	-28	-11	42
Wines and Liquors	6	286	326	239	+14	-13	111
General Hardware	11	114	114	115	+20	+ 2	3,325
Industrial Supplies	8	98	88	87	- 5	- 4	598
Plumbing and Heating Supplies	13	90	95	102	+14	0	724
Jewelry	6	88	103	84	+42	+16	163
Lumber and Building Materials	9	130	142	122	+30	-14	351
Machinery, Eqpt., and Supplies, except Electrical	6	80	80	119	+27	+22	246
Surgical, Medical, and Hospital Eqpt. and Supplies	6	59	63	70	+ 7	- 4	1,170
Paper and Its Products	16	113	113	103	+12	- 3	1,372
Tobacco and Its Products	27	198	186	186	+16	0	1,676
Leather and Shoe Findings	8	110	98	121	-12	0	107
West North Central	189	122	117	118	+ 7	+ 7	21,400
Automotive Supplies	21	93	96	93	+33	+ 3	1,446
Shoes and Other Footwear	4	113	108	110	+ 5	- 1	859
Drugs and Sundries (liquor excluded)	4	118	116	117	+12	+ 3	976
Dry Goods	4	95	89	83	- 3	+19	7,444
Electrical Goods	28	95	94	82	+65	+11	2,454
Fresh Fruits and Vegetables	5	182	194	194	+ 2	+ 6	249
Groceries and Foods, except Farm Products	51	238	230	237	+ 5	- 2	2,171
Beer	6	180	153	167	-19	-19	35
General Hardware	13	146	133	140	+ 7	- 2	2,715
Industrial Supplies	7	77	96	73	+ 3	- 5	327
Plumbing and Heating Supplies	7	91	85	90	+27	- 5	390
Surgical, Medical, and Hospital Eqpt. and Supplies	4	82	76	76	+17	+ 4	146
Tobacco and Its Products	5	471	481	434	+35	+ 2	92
Leather and Shoe Findings	5	85	88	76	+ 8	- 2	65

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		Dec. 1945	Dec. 1944	Nov. 1945	Dec. 1945 vs. Dec. 1944	Dec. 1945 vs. Nov. 1945	Dec. 1, 1945 (Add 000)
South Atlantic	241	125	123	129	+10	+ 3	$15,335
Automotive Supplies	11	129	123	119	+17	+ 9	510
Paints and Varnishes	4	86	79	85	- 2	- 7	142
Drugs and Sundries (liquor excluded)	15	116	123	115	+14	- 3	1,833
Dry Goods	6	103	97	100	-10	- 8	772
Electrical Goods	32	90	86	87	+19	+13	3,055
Fresh Fruits and Vegetables	12	177	173	170	- 1	+ 3	486
Groceries and Foods, except Farm Products	78	163	161	178	+10	+ 2	3,824
Confectionery	7	127	122	136	0	- 1	104
General Hardware	17	115	107	114	+13	0	1,698
Industrial Supplies	6	105	99	109	+ 8	- 1	388
Lumber and Building Materials	6	121	115	135	-23	- 3	156
Paper and Its Products	6	92	92	90	-11	- 1	514
Tobacco and Its Products	12	164	153	160	- 1	- 3	670
East South Central	85	136	135	129	+ 8	- 4	5,272
Drugs and Sundries (liquor excluded)	6	106	108	104	+11	- 2	561
Dry Goods	6	127	112	99	-17	-30	457
Electrical Goods	8	105	107	102	+47	+18	720
Fresh Fruits and Vegetables	4	213	255	232	+27	+13	85
Groceries and Foods, except Farm Products	26	158	160	160	+14	- 2	1,295
Meats and Meat Products	4	275	264	247	-14	+10	307
General Hardware	5	120	112	104	+24	-17	558
West South Central	144	136	139	127	+16	- 1	13,521
Automotive Supplies	10	85	75	87	+38	- 5	678
Drugs and Sundries (liquor excluded)	9	109	104	96	+10	- 6	1,973
Electrical Goods	22	89	99	85	+72	+20	2,256
Groceries and Foods, except Farm Products	61	171	165	160	+ 5	- 8	4,603
General Hardware	10	121	125	119	+15	+ 1	1,200
Mountain	63	129	133	124	+23	+ 1	3,340
Automotive Supplies	12	87	90	89	+33	- 4	449
Electrical Goods	9	98	101	92	+54	+14	834
Groceries and Foods, except Farm Products	13	165	162	158	+17	- 3	937
Pacific	155	130	122	123	+ 3	- 1	16,041
Automotive Supplies	15	86	91	89	+33	0	495
Shoes and Other Footwear	5	119	118	123	- 5	+ 1	156
Dry Goods	5	112	91	114	-23	-19	658
Electrical Goods	18	96	87	82	+ 6	+11	3,111
Fresh Fruits and Vegetables	4	200	186	200	+ 3	- 1	450
Furniture and House Furnishings	6	132	128	121	-19	-21	84
Groceries and Foods, except Farm Products	31	187	179	179	+11	+ 4	4,493
General Hardware	6	113	103	103	- 8	-10	2,116
Lumber and Building Materials	10	92	97	99	-16	+ 6	722
Metals	5	91	104	100	+ 8	+ 7	535
Tobacco and Its Products	13	139	136	142	+12	+ 6	944
Leather and Shoe Findings	6	84	99	85	+28	-11	225

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

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.)