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Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

Current
Wholesale
Trade

WHOLESALESALE* SALES*, INVENTORIES, AND CREDITS

JANUARY 1946

January sales of wholesalers were up 18 percent over a year ago and, contrary to the usual seasonal trend, were 4 percent higher than December, according to an announcement released today by J. C. Capt, Director of the Census. Inventories, expressed in dollars, as of January 31, were 14 percent above a year ago, but, again contrary to the seasonal trend, failed to show any improvement over December 31, 1945.

Considered by kinds of business, substantial sales gains were revealed for most lines of trade in a year-to-year comparison. Highest is the increase of 51 percent shown for hospital equipment and supplies, followed by plumbing and heating with a gain of 39 percent; automotive supplies, 29 percent; beer, 26 percent; coal, 25 percent; and general hardware, 23 percent. Wholesalers of groceries showed the following gains: Full line, up 22 percent; voluntary group, 16 percent; and specialty lines, 11 percent. Reflecting current shortages, sales of clothing were 4 percent lower for January of this year than for January 1945, although these January sales were 51 percent higher than December sales. Similarly, lumber and building materials were down from a year ago (4%) but up from December (9%). An opposite picture is revealed by electrical goods wholesalers, who gained 21 percent over January 1945, but dropped back 21 percent from December.

Outstanding inventory gains over a year ago were recorded for metals (69%), clothing (61%), tobacco (43%), and electrical goods (40%). Lumber and building materials wholesalers, however, were conspicuous with inventories off 43 percent from January 1945 and off 15 percent from December 1945, while hardware showed a 22 percent gain over a year ago but virtually no change from December.

The stock-sales ratio for 1,392 wholesalers was 113 for January 1946, 125 for January 1945, and 121 for December 1945. The relatively favorable inventory position of metal wholesalers was reflected in a stock-sales ratio of 223 for January 1946, as against 180 for January 1945. This condition was also revealed for clothing, the January 1946 ratio being 78 as compared with 49 for January a year ago, a gain of 59 percent. Inventories of automotive supplies were up 17 percent, and sales were up 29 percent, resulting in a stock-sales ratio of 118 for January 1946 compared with 131 in January 1945. Although, generally speaking, both stocks and sales were up for the various wholesale trades, inventories did not keep pace with sales, as was evidenced by lower stock-sales ratios for 24 of the 35 trades surveyed.

Collections on accounts receivable were almost the same for January 1946 as for January 1945 but dropped back 4 percent from December 1945. The collection percentage for January was 132; for January 1945, 131; and for December 1945, 138. Accounts receivable on January 1, 1946 were 14 percent over those of January 1, 1945, slightly less than the 18 percent increase in sales. A small (2%) increase was noted from the first of December 1945 to the first of January 1946.

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 permits without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

* Based upon reports submitted by 2,274 wholesalers.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
JANUARY 1946

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KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1946 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1946 (Add 000)	Jan. 1946	Jan. 1945	Dec. 1945
		Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945			Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945				
UNITED STATES	2,274	+ 18	+ 4	\$285,445	1,392	+ 14	0	\$190,834	113	125	121
Automotive Supplies.....	156	+ 29	+ 6	6,056	99	+ 17	- 1	4,023	118	131	137
Chemicals (industrial).....	9	+ 5	+ 30	654	5	- 18	- 11	204	52	71	73
Paints and Varnishes.....	23	+ 15	+ 35	922	14	+ 1	- 3	1,198	148	164	215
Clothing and Furnishings, except Shoes.....	25	- 4	+ 51	1,359	11	+ 61	+ 5	366	78	49	104
Shoes and Other Footwear.....	18	+ 6	+ 2	9,678	10	+ 8	- 14	966	52	54	90
Coa.....	11	+ 25	+ 15	2,991	6	- 2	- 29	1,864	83	108	134
Drugs and Sundries (liquor excluded).....	131	+ 19	+ 17	35,485	99	+ 10	- 1	35,512	137	278	183
Dry Goods.....	65	- 1	+ 19	13,561	36	+ 17	+ 2	10,871	116	99	123
Electrical Goods.....	220	+ 21	- 21	22,249	127	+ 40	- 1	12,244	96	86	95
Dairy and Poultry Products.....	26	+ 16	+ 4	1,934	15	+ 32	+ 6	689	42	39	40
Fresh Fruits and Vegetables.....	77	+ 16	+ 2	5,741	51	- 13	+ 9	674	15	21	16
Farm Supplies.....	19	+ 12	+ 17	3,179	12	+ 32	- 4	1,303	114	95	136
Furniture and House Furnishings.....	35	+ 10	+ 13	3,085	19	+ 9	7	2,457	109	107	107
Groceries and Foods, except Farm Products.....	584	+ 18	+ 17	77,779	353	+ 13	- 2	49,801	108	114	129
Full-line wholesalers.....	304	+ 22	+ 21	37,701	189	+ 12	- 3	28,020	109	117	132
Voluntary-group wholesalers.....	126	+ 16	+ 14	2,669	92	+ 15	- 1	14,623	117	119	129
Retailer-cooperative warehouses.....	21	+ 15	+ 18	6,195	14	+ 15	- 6	3,184	90	92	125
Specialty lines.....	113	+ 11	+ 9	11,214	58	+ 9	- 1	3,774	91	98	110
Confectionery.....	54	+ 26	0	1,575	27	+ 38	+ 10	583	62	55	54
Meats and Meat Products.....	58	+ 23	+ 1	21,898	47	+ 6	+ 7	4,392	47	48	45
Beer.....	56	+ 26	+ 2	2,037	41	+ 4	0	453	27	32	28
Wines and Liquors.....	29	+ 18	- 26	5,315	25	- 2	- 9	5,842	122	147	93
Liquor Department of Other Trades ^c	36	+ 11	- 42	9,199	34	+ 8	+ 8	16,174	178	184	94
Total Hardware Group.....	217	+ 23	+ 17	24,035	131	+ 22	+ 1	25,926	166	167	195
General hardware.....	105	+ 26	+ 16	17,313	65	+ 22	+ 2	19,449	166	169	193
Industrial supplies.....	51	+ 6	+ 15	4,076	35	+ 25	+ 3	4,907	184	158	211
Plumbing and heating supplies.....	61	+ 39	+ 22	2,646	31	+ 13	- 5	1,570	124	167	171
Jewelry.....	31	+ 39	- 27	941	16	+ 35	+ 22	32	136	159	76
Optical Goods.....	13	+ 3	+ 10	198	4	+ 10	+ 5	67	156	130	164
Lumber and Building Materials.....	49	- 4	+ 9	2,335	27	- 43	- 15	859	76	137	117
Machinery, Eqpt., and Supplies, except Electrical.....	37	+ 7	+ 17	2,393	26	+ 6	+ 9	3,146	183	186	201
Surgical, Medical, and Hospital Eqpt. and Supplies.....	20	+ 51	+ 36	1,518	12	+ 40	- 3	1,066	91	99	135
Metals.....	15	+ 28	+ 25	1,704	7	+ 69	- 3	2,530	223	180	289
Paper and Its Products.....	57	+ 13	+ 23	5,197	27	+ 11	+ 4	2,452	109	111	115
Petroleum.....	27	+ 17	+ 12	618	24	- 14	- 11	223	42	55	52
Tobacco and Its Products.....	135	+ 30	- 5	18,390	51	+ 43	+ 1	2,595	43	37	43
Leather and Shoe Findings.....	46	+ 11	+ 44	825	24	+ 27	+ 8	1,063	239	200	340
Miscellaneous.....	17	+ 25	+ 9	2,596	12	+ 28	+ 7	1,109	168	164	194

- a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
b Not affiliated with voluntary or cooperative groups.
c Chiefly of the wholesale drug trade.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JANUARY 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		January 1946	January 1945	December 1945	Percent change		As of January 1, 1946 (Add 000)
					January 1946 vs. January 1945	January 1946 vs. December 1945	
UNITED STATES	1,840	132	131	138	+ 14	+ 2	\$162,285
Automotive Supplies.....	126	99	98	101	+ 21	- 7	4,237
Chemicals (industrial).....	8	135	115	99	- 4	- 8	474
Paints and Varnishes.....	21	82	80	84	+ 13	- 4	709
Clothing and Furnishings, except Shoes.....	19	106	102	121	- 9	- 9	881
Shoes and Other Footwear.....	17	110	105	102	+ 11	- 13	1,762
Coal.....	11	131	123	123	+ 22	+ 17	2,189
Drugs and Sundries (liquor excluded).....	121	111	108	144	+ 13	+ 20	23,213
Dry Goods.....	55	96	108	101	+ 10	- 13	11,030
Electrical Goods.....	201	93	98	97	+ 30	+ 19	28,283
Dairy and Poultry Products.....	19	206	184	187	+ 5	+ 2	719
Fresh Fruits and Vegetables.....	63	208	180	196	- 8	- 8	2,057
Farm Supplies.....	15	198	182	226	- 5	+ 17	1,153
Furniture and House Furnishings.....	27	116	110	91	0	- 10	2,154
Groceries and Foods, except Farm Products.....	429	189	178	177	+ 8	- 3	31,042
Full-line wholesalers ^b	228	182	171	168	+ 10	- 3	15,179
Voluntary-group wholesalers.....	99	196	188	187	+ 9	- 4	8,760
Retailer-cooperative warehouses.....	15	279	256	265	+ 5	+ 4	1,800
Specialty lines.....	87	166	153	160	+ 3	- 3	5,503
Confectionery.....	28	165	143	142	+ 1	- 16	396
Meats and Meat Products.....	42	245	209	243	- 9	- 2	4,009
Beer.....	23	276	220	263	- 7	- 4	283
Wines and Liquors.....	26	194	217	162	+ 24	- 17	2,369
Liquor Department of Other Trades ^c	34	134	149	177	+ 35	+ 3	8,006
Total Hardware Group.....	198	103	99	111	+ 12	- 3	17,442
General hardware.....	94	107	103	119	+ 17	- 1	11,575
Industrial supplies.....	47	96	95	96	- 2	- 5	3,533
Plumbing and heating supplies.....	57	93	90	91	+ 14	- 10	2,334
Jewelry.....	26	114	115	99	+ 47	- 21	1,082
Optical Goods.....	10	88	81	100	+ 1	- 10	160
Lumber and Building Materials.....	41	114	105	111	- 16	- 12	1,822
Machinery, Equipment, and Supplies, except Electrical.....	28	93	84	95	- 6	- 4	1,812
Surgical, Medical, and Hospital Equipment and Supplies.....	20	63	62	62	+ 16	+ 9	1,845
Metals.....	14	113	133	110	+ 25	+ 6	1,247
Paper and Its Products.....	50	101	101	99	+ 5	- 10	4,063
Petroleum.....	26	131	128	126	+ 7	- 5	459
Tobacco and Its Products.....	94	248	278	251	+ 43	- 6	4,744
Leather and Shoe Findings.....	33	88	92	88	+ 6	- 4	649
Miscellaneous.....	15	98	100	86	+ 14	- 5	1,995

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1946

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ¹		
	Number of firms reporting sales	Percent change		January 1946 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1946 (Add 000)	Jan. 1946	Jan. 1945	Dec. 1945
		Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945			Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945				
New England.....	153	+ 24	+ 4	112,703	90	+ 16	+ 3	7,572	92	101	99
Drugs and Sundries (liquor excluded).....	10	+ 20	+ 26	1,939	9	- 1	- 4	1,978	117	141	155
Dry Goods.....	5	+ 42	+ 52	245	5	+ 48	+ 24	126	51	49	63
Electrical Goods.....	25	+ 32	- 14	1,782	14	+ 45	+ 2	971	86	88	81
Fresh Fruits and Vegetables.....	9	+ 8	+ 9	435	7	- 15	+ 17	34	11	13	11
Groceries and Foods, except Farm Products.....	22	+ 24	+ 19	2,468	12	+ 15	C	1,378	107	117	129
General Hardware.....	4	+ 89	+ 26	204	b	b	b	b	b	b	b
Industrial Supplies.....	7	- 12	+ 18	247	5	+ 42	+ 2	368	187	121	234
Plumbing and Heating Supplies.....	6	+ 73	+ 14	152	b	b	b	b	b	b	b
Optical Goods.....	5	- 16	- 18	36	b	b	b	b	b	b	b
Metals.....	4	+ 39	+ 30	96	b	b	b	b	b	b	b
Paper and Its Products.....	5	+ 23	+ 11	349	4	+ 10	- 3	206	75	90	93
Tobacco and Its Products.....	10	+ 25	- 13	1,739	b	b	b	b	b	b	b
Leather and Shoe Findings.....	5	+ 4	+ 52	50	b	b	b	b	b	b	b
Middle Atlantic.....	487	+ 17	+ 2	69,870	261	+ 12	0	30,309	109	108	104
Automotive Supplies.....	18	+ 39	+ 20	500	12	+ 13	+ 10	327	114	139	131
Paints and Varnishes.....	5	+ 54	- 3	57	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes.....	7	- 9	+ 42	503	b	b	b	b	b	b	b
Shoes and Other Footwear.....	4	0	+ 38	288	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	20	+ 23	+ 20	7,213	14	+ 18	+ 3	4,984	116	123	135
Dry Goods.....	25	+ 1	+ 23	3,363	13	+ 37	+ 11	1,254	97	82	93
Electrical Goods.....	46	- 22	- 16	4,274	25	- 3	- 6	2,163	96	71	102
Dairy and Poultry Products.....	5	+ 23	+ 8	760	4	+103	+ 11	187	26	16	25
Fresh Fruits and Vegetables.....	16	- 3	0	825	6	- 6	- 21	30	7	8	9
Farm Supplies.....	5	+ 9	+ 4	972	b	b	b	b	b	b	b
Furniture and House Furnishings.....	8	+ 20	+ 26	504	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	85	+ 15	+ 15	15,264	36	+ 15	- 6	6,082	110	109	117
Confectionery.....	6	+ 23	- 8	286	b	b	b	b	b	b	b
Meats and Meat Products.....	21	+ 32	0	13,513	19	- 4	+ 1	876	38	44	38
Beer.....	12	+ 18	- 5	321	9	- 24	0	42	14	22	14
Wines and Liquors.....	13	+ 7	- 36	2,338	b	b	b	b	b	b	b
General Hardware.....	21	+ 39	+ 11	2,213	11	+ 3	+ 9	1,899	187	211	171
Industrial Supplies.....	16	- 2	+ 11	754	11	+ 17	+ 2	756	158	129	178
Plumbing and Heating Supplies.....	20	+ 42	+ 20	746	7	- 2	- 6	210	123	206	198
Jewelry.....	7	+ 17	- 55	134	b	b	b	b	b	b	b
Optical Goods.....	5	+ 17	+ 23	129	b	b	b	b	b	b	b
Lumber and Building Materials.....	12	+ 4	0	364	5	- 54	- 21	81	51	116	70
Surgical, Medical, and Hospital Eqpt. and Supplies...	4	+ 55	+ 16	1,07	b	b	b	b	b	b	b
Paper and Its Products.....	17	+ 16	+ 22	1,025	10	+ 10	+ 5	479	101	112	119
Petroleum.....	21	+ 22	+ 13	399	b	b	b	b	b	b	b
Tobacco and Its Products.....	42	+ 35	- 9	8,023	12	+ 71	+ 14	594	45	32	37
Leather and Shoe Findings.....	9	+ 26	+ 32	55	4	+ 24	+ 32	94	294	517	296
East North Central.....	454	+ 21	+ 7	50,536	277	+ 19	+ 1	36,170	102	104	114
Automotive Supplies.....	45	+ 24	+ 14	1,511	34	+ 13	- 4	1,053	107	116	123
Paints and Varnishes.....	6	+ 23	+ 55	337	4	- 25	- 18	202	82	161	120
Clothing and Furnishings, except Shoes.....	5	+ 16	+ 82	122	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded).....	22	+ 23	+ 26	5,676	16	+ 15	+ 7	4,987	121	129	143
Dry Goods.....	7	+ 15	+ 65	1,193	6	+ 9	+ 16	808	76	81	110
Electrical Goods.....	36	+ 52	- 23	3,715	17	+107	+ 9	2,580	114	98	116
Dairy and Poultry Products.....	11	+ 7	+ 6	294	5	- 24	- 8	45	28	46	33
Fresh Fruits and Vegetables.....	14	+ 11	- 18	875	11	+ 12	- 7	209	34	33	34
Farm Supplies.....	5	+ 21	+ 17	251	b	b	b	b	b	b	b
Furniture and House Furnishings.....	6	+ 20	+ 49	476	5	+ 1	- 5	355	76	90	119
Groceries and Foods, except Farm Products.....	85	+ 18	+ 13	14,645	60	+ 16	- 4	12,278	116	116	137
Confectionery.....	9	+ 30	- 4	276	b	b	b	b	b	b	b
Meats and Meat Products.....	16	+ 15	- 1	5,236	12	+ 12	+ 8	2,167	52	53	48

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales	Percent change		January 1946 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1946 (Add 000)	Jan. 1946	Jan. 1945	Dec. 1945
		Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945			Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945				
East North Central (continued)											
Beer.....	14	+ 20	+ 1	\$554	12	+ 7	+ 7	\$130	26	29	24
Wines and Liquors.....	8	+ 23	- 17	953	7	+ 26	- 4	941	115	119	95
General Hardware.....	12	+ 27	+ 28	2,173	9	+ 27	+ 14	3,380	177	175	198
Industrial Supplies.....	6	- 8	+ 23	392	4	+ 24	+ 1	152	171	92	194
Plumbing and Heating Supplies.....	17	+ 36	+ 11	834	13	+ 28	- 8	893	156	186	186
Jewelry.....	9	+ 79	- 22	243	b	b	b	b	b	b	b
Lumber and Building Materials.....	8	+ 7	+ 1	305	4	- 19	0	123	131	144	117
Machinery, Eqpt., and Supplies, except Electrical....	12	+ 8	+ 20	577	7	+ 5	- 4	313	103	106	128
Surgical, Medical, and Hospital Eqpt. and Supplies...	8	+ 52	+ 42	1,141	6	+ 58	- 4	805	78	76	120
Paper and Its Products.....	13	+ 14	+ 34	2,100	4	+ 12	+ 6	534	88	82	97
Tobacco and Its Products.....	36	+ 23	- 4	4,511	15	+ 36	- 5	886	41	36	44
Leather and Shoe Findings.....	8	- 11	+ 19	111	4	+ 10	+ 9	118	281	218	348
West North Central.....	247	+ 14	+ 5	33,682	180	+ 13	- 2	33,963	129	129	137
Automotive Supplies.....	20	+ 26	+ 14	1,414	13	+ 18	- 1	782	155	179	196
Drugs and Sundries (liquor excluded).....	16	+ 11	+ 14	3,935	14	- 6	- 6	4,386	124	151	160
Dry Goods.....	4	- 10	- 15	4,949	4	+ 16	+ 2	7,111	144	111	120
Electrical Goods.....	23	+ 58	- 17	2,183	15	+ 36	- 6	807	71	91	70
Fresh Fruits and Vegetables.....	3	+ 12	- 13	422	4	- 7	+ 20	77	23	27	17
Groceries and Foods, except Farm Products.....	73	+ 20	+ 21	9,443	59	+ 10	- 1	8,835	114	124	133
Confectionery.....	5	+ 33	+ 5	278	5	+ 46	+ 2	102	37	33	38
Beer.....	9	+ 62	+ 4	349	6	+ 13	+ 59	27	10	15	6
General Hardware.....	13	+ 19	- 10	2,895	12	+ 29	+ 1	5,816	208	197	190
Industrial Supplies.....	6	- 5	- 6	173	b	b	b	b	b	b	b
Plumbing and Heating Supplies.....	7	+ 57	+ 83	354	5	- 1	+ 1	249	80	127	147
Jewelry.....	4	+ 63	- 28	44	b	b	b	b	b	b	b
Lumber and Building Materials.....	5	- 22	- 9	515	b	b	b	b	b	b	b
Paper and Its Products.....	5	+ 7	+ 43	222	b	b	b	b	b	b	b
Tobacco and Its Products.....	10	+ 33	- 11	675	b	b	b	b	b	b	b
Leather and Shoe Findings.....	8	- 7	+ 78	116	4	+ 23	- 2	184	245	205	362
South Atlantic.....	332	+ 24	+ 7	31,381	189	+ 14	+ 1	17,769	94	103	100
Automotive Supplies.....	17	+ 29	- 21	946	9	+ 15	- 3	351	101	114	133
Paints and Varnishes.....	4	+ 30	+ 10	156	4	- 7	+ 5	201	129	181	135
Drugs and Sundries (liquor excluded).....	27	+ 18	+ 1	4,449	17	+ 17	+ 1	4,738	169	169	153
Dry Goods.....	6	+ 6	+ 79	891	b	b	b	b	b	b	b
Electrical Goods.....	32	+ 37	- 34	2,727	22	+ 45	+ 2	1,435	97	95	73
Fresh Fruits and Vegetables.....	17	+ 46	+ 31	1,769	11	- 29	- 2	133	9	22	14
Furniture and House Furnishings.....	4	+ 10	+ 5	255	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	108	+ 23	+ 30	9,459	52	+ 11	- 4	4,016	84	92	114
Confectionery.....	19	+ 23	+ 12	469	10	+ 31	+ 15	218	64	57	61
Meats and Meat Products.....	6	+ 8	+ 4	1,003	5	+ 30	- 1	378	38	31	40
Beer.....	7	+ 18	+ 11	394	5	- 11	- 13	97	31	39	38
General Hardware.....	15	+ 33	+ 36	2,261	9	+ 28	- 3	1,418	124	119	198
Industrial Supplies.....	7	+ 48	+ 67	525	5	+ 14	+ 14	483	99	131	150
Lumber and Building Materials.....	8	- 9	+ 25	262	4	- 42	- 3	185	98	199	166
Machinery, Eqpt., and Supplies, except Electrical....	5	+ 21	+ 2	206	b	b	b	b	b	b	b
Paper and Its Products.....	7	+ 9	+ 57	546	b	b	b	b	b	b	b
Tobacco and Its Products.....	15	+ 24	+ 9	1,746	9	+ 50	+ 1	517	41	33	43
Leather and Shoe Findings.....	3	- 4	+ 47	44	b	b	b	b	b	b	b

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WHOLESALESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1946

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS ^a		
	Number of firms reporting sales ^b	Percent change		January 1946 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1946 (Add 000)	Jan. 1946	Jan. 1945	Dec. 1945
		Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945			Jan. 1946 vs. Jan. 1945	Jan. 1946 vs. Dec. 1945				
East South Central.....	112	+ 25	+ 19	\$12,872	57	+ 10	- 2	\$8,421	106	117	135
Drugs and Sundries (liquor excluded).....	12	+ 17	+ 24	2,573	b	b	b	b	b	b	b
Electrical Goods.....	8	+ 97	- 22	754	b	b	b	b	b	b	b
Fresh Fruits and Vegetables.....	6	+ 15	- 9	213	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	31	+ 27	+ 26	3,228	20	+ 10	+ 2	2,422	98	114	126
Confectionery.....	5	+ 28	+ 22	95	b	b	b	b	b	b	b
Meats and Meat Products.....	4	+ 3	- 5	792	b	b	b	b	b	b	b
Beer.....	4	+ 40	+ 18	60	b	b	b	b	b	b	b
General Hardware.....	14	+ 18	+ 15	2,855	6	+ 32	+ 2	1,776	127	108	144
Tobacco and Its Products.....	4	+ 80	+ 28	332	b	b	b	b	b	b	b
West South Central.....	212	+ 22	+ 8	27,729	140	+ 14	- 2	24,184	125	132	137
Automotive Supplies.....	11	+ 32	+ 11	673	9	+ 25	+ 5	578	92	97	96
Drugs and Sundries (liquor excluded).....	14	+ 22	+ 21	2,846	10	+ 13	- 2	3,095	161	173	203
Electrical Goods.....	22	+ 59	- 25	1,918	10	+ 47	- 13	599	73	86	78
Groceries and Foods, except Farm Products.....	95	+ 21	+ 22	11,172	65	+ 11	0	6,648	100	107	124
Liquor Department of Other Trades C.....	9	+ 14	- 51	1,437	b	b	b	b	b	b	b
General Hardware.....	16	+ 29	+ 38	2,961	10	+ 13	- 7	2,871	154	157	197
Industrial Supplies.....	4	+ 22	+ 10	1,631	b	b	b	b	b	b	b
Machinery, Eght., and Supplies, except Electrical....	6	+ 5	+ 53	952	5	+ 1	+ 16	1,695	198	205	232
Paper and Its Products.....	4	+ 14	+ 31	286	b	b	b	b	b	b	b
Tobacco and Its Products.....	5	+ 22	+ 7	443	b	b	b	b	b	b	b
Mountain.....	98	+ 27	+ 7	8,053	74	+ 22	+ 2	8,643	133	144	156
Automotive Supplies.....	11	+ 34	+ 16	514	9	+ 11	- 12	343	154	175	199
Electrical Goods.....	8	+ 95	- 18	856	b	b	b	b	b	b	b
Furniture and House Furnishings.....	4	- 1	+ 11	160	b	b	b	b	b	b	b
Groceries and Foods, except Farm Products.....	30	+ 25	+ 18	3,229	27	+ 17	+ 1	4,264	140	149	165
General Hardware.....	5	+ 6	- 22	669	b	b	b	b	b	b	b
Pacific.....	198	+ 8	- 4	29,347	124	+ 10	0	23,803	125	124	120
Automotive Supplies.....	28	+ 27	+ 8	755	12	+ 18	+ 4	570	144	146	146
Clothing and Furnishings, except Shoes.....	4	- 5	+ 93	83	b	b	b	b	b	b	b
Shoes and Other Footwear.....	6	+ 24	+ 70	234	4	- 22	+ 3	105	52	82	88
Dry Goods.....	3	- 2	+ 57	1,432	b	b	b	b	b	b	b
Electrical Goods.....	20	+ 10	- 19	4,040	19	+ 41	- 4	3,362	120	96	113
Fresh Fruits and Vegetables.....	6	+ 9	- 4	1,042	4	- 13	+ 59	140	15	18	9
Furniture and House Furnishings.....	7	+ 4	- 12	1,170	5	+ 14	+ 7	1,454	128	117	106
Groceries and Foods, except Farm Products.....	35	+ 6	0	8,871	22	+ 7	- 5	3,680	96	101	114
Meats and Meat Products.....	4	+ 19	+ 8	520	b	b	b	b	b	b	b
Beer.....	5	+ 20	+ 1	251	4	+ 57	- 4	72	45	28	48
General Hardware.....	5	+ 22	+ 59	1,082	b	b	b	b	b	b	b
Industrial Supplies.....	4	- 29	+ 2	328	b	b	b	b	b	b	b
Lumber and Building Materials.....	11	+ 8	+ 33	725	8	- 47	- 31	271	60	118	131
Machinery, Eght., and Supplies, except Electrical....	5	- 3	- 12	294	b	b	b	b	b	b	b
Tobacco and Its Products.....	10	+ 45	+ 2	881	6	+ 14	0	250	47	55	46
Leather and Shoe Findings.....	9	+ 18	+ 33	249	4	+ 15	+ 3	337	288	245	423

- a. The stock-sales ratios are percentages obtained by dividing the stocks by sales for an identical group of firms.
b. Insufficient data to show separately.
c. Chiefly of the wholesale drug trade.

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

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

Cooperating with the
National Association
of Credit Men

**Current
Wholesale
Trade**

FEBRUARY 1946

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
WHOLESALESALE'S SALES AND INVENTORIES
FEBRUARY 1946

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		February 1946 (Add 000)	Percent change from 2 mos. 1945	Two months 1946 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1946 (Add 000)	Feb. 1946	Feb. 1945	Jan. 1946
		Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946					Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946				
UNITED STATES	2,514	+21	- 2	\$292,714	+19	\$652,549	1,562	+17	0	\$195,785	118	125	114
Automotive Supplies.....	174	+55	+ 2	7,170	+51	16,788	97	+20	0	4,145	140	162	152
Chemicals (industrial).....	11	+ 9	-15	693	+ 4	1,798	7	- 1	+ 5	295	62	74	50
Paints and Varnishes.....	25	+12	- 5	1,049	+18	2,981	12	+ 3	+ 2	1,025	139	146	151
Clothing and Furnishings, except Shoes.....	22	+12	-17	886	+ 1	2,450	9	+38	+ 2	149	59	49	58
Shoes and Other Footwear.....	28	+11	+22	15,147	+ 9	24,903	14	+ 3	- 6	1,548	54	81	80
Coal.....	10	+17	-15	2,540	+18	8,702	6	-21	-28	985	60	91	88
Drugs and Sundries (liquor excluded).....	155	+18	-11	30,955	+19	68,435	101	+15	+ 5	59,855	165	169	141
Dry Goods.....	89	+15	- 5	15,652	+ 7	29,075	39	+45	+ 5	10,285	115	91	114
Electrical Goods.....	242	+24	- 2	21,026	+24	45,708	126	+41	- 8	10,878	102	92	99
Dairy and Poultry Products.....	21	+ 4	-19	772	+13	2,799	10	+55	- 6	105	27	22	22
Fresh Fruits and Vegetables.....	78	+ 1	- 9	4,485	+ 8	11,951	56	- 5	+ 4	707	22	25	20
Farm Supplies.....	18	+ 5	+17	4,237	+ 6	7,472	11	+62	+10	1,241	116	76	100
Furniture and House Furnishings.....	55	+24	+ 9	5,869	+18	7,190	19	+59	+ 9	3,087	112	88	108
Groceries and Foods, except Farm Products.....	545	+25	-10	87,804	+20	161,257	355	+16	+ 2	48,727	120	123	108
Full-line Wholesalers ^d	302	+25	-10	55,854	+25	77,555	195	+12	+ 1	28,469	121	134	109
Voluntary-group Wholesalers.....	124	+24	- 6	22,294	+19	52,097	86	+28	+ 4	15,627	130	127	120
Retailer-cooperative Warehouses.....	17	+21	-14	4,418	+17	10,615	11	+ 5	- 2	2,557	112	129	99
Specialty Lines.....	102	+12	-12	7,058	+10	20,992	53	- 1	+ 4	2,074	79	65	66
Confectionery.....	55	+40	0	1,761	+50	3,780	26	+15	+ 5	705	65	85	64
Meats and Meat Products.....	67	+20	+ 8	51,180	+22	55,005	38	+22	- 2	3,970	47	42	46
Beer.....	52	+25	+ 5	1,891	+24	5,928	36	- 9	-16	485	52	42	41
Wines and Liquors.....	22	+21	+ 3	4,992	+17	10,562	17	+20	- 1	5,984	88	90	92
Liquor Department of Other Trades ^e	35	+35	+30	11,410	+22	20,801	53	- 7	-10	15,752	122	175	177
Total Hardware Group.....	227	+25	+ 2	28,508	+23	64,478	137	+16	- 2	29,666	160	168	168
General Hardware.....	104	+51	+ 5	20,264	+26	46,304	68	+18	- 5	22,306	158	167	171
Industrial Supplies.....	60	+ 5	- 2	5,341	+ 6	11,884	39	+16	- 2	5,565	172	170	179
Plumbing and Heating Supplies.....	63	+30	-12	2,705	+52	6,290	31	+25	+ 5	1,795	148	168	121
Jewelry.....	55	+45	+25	1,399	+42	2,565	14	+41	+ 5	685	120	129	121
Optical Goods.....	18	+16	+10	211	+ 9	418	7	+ 5	+ 5	131	88	151	74
Lumber and Building Materials.....	48	+ 5	- 7	2,710	+ 4	6,552	29	-27	+ 4	1,311	88	151	74
Machinery, Eqpt., and Supplies, except Electrical... ^f	58	+ 6	+ 6	3,019	+ 7	5,859	26	+14	- 1	3,575	150	151	168
Surgical, Medical, and Hospital Eqpt. and Supplies..	19	+17	-17	1,281	+54	2,971	14	+18	-11	1,204	107	105	99
Metals.....	17	0	-12	2,559	+15	4,359	9	+90	- 5	5,521	177	96	150
Paper and Its Products.....	61	+12	-10	5,150	+13	12,087	32	+14	0	2,952	108	105	98
Petroleum.....	29	+13	-19	656	+17	1,464	27	+12	- 6	399	65	65	59
Tobacco and Its Products.....	155	+40	- 1	19,857	+55	42,379	48	+29	- 6	2,577	42	45	44
Leather and Shoe Findings.....	57	+21	- 4	441	+14	1,239	19	+29	+ 1	825	270	256	255
Miscellaneous.....	15	+35	-11	2,445	+29	5,041	16	+ 8	- 5	1,794	177	207	158

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.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

FEBRUARY 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		February 1946	February 1945	January 1946	Percent change		As of February 1, 1946 (Add 000)
					February 1946 vs. February 1945	February 1946 vs. January 1946	
UNITED STATES	1,863	125	122	133	+14	+ 5	\$173,189
Automotive Supplies.....	129	102	94	97	+22	+ 1	4,710
Chemicals (industrial).....	9	110	115	133	+ 4	+10	544
Paints and Varnishes.....	24	81	77	91	+ 7	+28	1,124
Clothing and Furnishings, except Shoes.....	13	101	96	102	+20	+23	867
Shoes and Other Footwear.....	24	96	86	109	+19	+33	3,090
Coal.....	10	112	112	126	+20	+ 8	2,184
Drugs and Sundries (liquor excluded).....	123	108	106	113	+17	+15	26,658
Dry Goods.....	61	90	84	97	+ 4	+ 9	11,788
Electrical Goods.....	221	90	90	92	+34	+16	22,560
Dairy and Poultry Products.....	32	272	185	277	+24	+19	113
Fresh Fruits and Vegetables.....	61	182	182	197	- 4	- 8	1,645
Farm Supplies.....	14	154	177	190	+15	+48	1,777
Furniture and House Furnishings.....	25	106	99	120	+ 9	+16	2,597
Groceries and Foods, except Farm products.....	415	171	182	187	+11	+ 8	30,401
Full-line wholesalers ^b	229	180	152	175	+12	+ 6	16,630
Voluntary-group wholesalers.....	96	185	174	200	+12	+11	8,617
Retailer-cooperative warehouses.....	14	249	230	271	+ 9	- 2	1,591
Specialty lines.....	76	151	144	174	+ 5	+12	3,563
Confectionery.....	28	154	138	165	+ 2	- 3	534
Meats and Meat Products.....	61	218	194	308	+20	+32	7,735
Beer.....	20	179	164	242	+12	+35	329
Wines and Liquors.....	16	172	117	137	- 5	+22	2,082
Liquor Department of Other Trades ^c	33	165	165	134	+25	+30	5,377
Total Hardware Group.....	209	102	100	103	+20	+11	23,598
General hardware.....	94	108	106	106	+23	+11	15,669
Industrial supplies.....	55	90	89	96	+ 4	+12	5,020
Plumbing and heating supplies.....	60	90	95	92	+37	+11	2,909
Jewelry.....	26	67	71	100	+40	+12	1,117
Optical Goods.....	8	94	86	88	- 4	+ 8	155
Lumber and Building Materials.....	44	108	107	113	+ 5	+14	2,457
Machinery, Equipment, and Supplies, except Electrical.....	29	80	95	94	+10	+25	2,610
Surgical, Medical, and Hospital Equipment and Supplies.....	19	59	62	65	+22	+ 7	2,000
Metals.....	15	121	110	137	+10	+12	1,819
Paper and Its Products.....	51	97	99	102	+11	+15	4,864
Petroleum.....	26	114	118	131	+16	+13	517
Tobacco and Its Products.....	96	227	213	235	+25	- 2	5,306
Leather and Shoe Findings.....	24	79	81	82	+ 7	+15	384
Miscellaneous.....	14	96	92	98	+23	+18	2,241

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1946

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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		February 1946 (Add 000)	Percent change from 2 mos. 1945	Two months 1946 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1946 (Add 000)	Feb. 1946	Feb. 1945	Jan. 1946
		Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946					Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946				
New England.....	155	+26	- 8	\$12,078	+24	\$28,382	90	+ 8	- 2	\$8,575	109	125	101
Drugs and Sundries (liquor excluded).....	11	+17	-16	1,803	+18	4,062	9	+ 7	+ 5	2,264	155	167	125
Dry Goods.....	4	+64	- 2	226	+52	471	4	+54	+ 4	123	54	58	51
Electrical Goods.....	25	+ 5	-18	1,304	+20	3,222	12	+42	- 5	889	125	97	98
Fresh Fruits and Vegetables.....	7	- 6	- 8	271	+ 5	737	6	-11	+15	31	12	13	10
Groceries and Foods, except Farm Products.....	21	+39	-10	2,122	+25	6,084	12	+22	+ 1	1,705	141	144	114
Industrial Supplies.....	9	0	- 7	425	0	814	7	+17	+ 2	833	221	194	201
Plumbing and Heating Supplies.....	7	+86	-12	143	+74	326	d	d	d	d	d	d	d
Optical Goods.....	5	+15	+25	45	- 1	81	d	d	d	d	d	d	d
Paper and Its Products.....	6	+32	- 6	352	+28	727	5	+14	+ 5	268	103	122	87
Tobacco and Its Products.....	9	+34	- 4	1,608	+23	3,678	d	d	d	d	d	d	d
Leather and Shoe Findings.....	5	+18	-20	40	+10	90	d	d	d	d	d	d	d
Middle Atlantic.....	495	+25	- 4	67,645	+21	145,980	257	+20	0	26,274	109	108	106
Automotive Supplies.....	32	+45	-14	709	+45	1,586	24	+27	- 1	804	181	197	155
Paints and Varnishes.....	5	+51	+55	77	+52	134	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	6	-13	-14	232	-10	814	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+28	-11	820	+20	1,108	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	+15	-19	5,795	+20	13,608	15	+23	+ 4	4,866	149	138	118
Dry Goods.....	28	+16	-12	3,810	+ 9	7,671	15	+37	- 2	1,852	108	98	117
Electrical Goods.....	39	+16	- 4	2,655	- 9	7,459	17	+23	-25	1,002	87	112	123
Dairy and Poultry Products.....	5	+13	-29	252	+20	1,012	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	19	0	-14	1,318	- 1	2,472	14	+15	+ 5	118	16	13	13
Farm Supplies.....	5	- 5	- 6	913	+ 2	1,885	d	d	d	d	d	d	d
Furniture and House Furnishings.....	9	+16	- 3	601	+19	1,260	5	+80	+16	546	115	72	97
Groceries and Foods, except Farm Products.....	82	+17	-12	12,609	+16	28,156	36	+22	+ 4	4,933	105	104	99
Confectionery.....	5	+34	- 5	202	+27	468	d	d	d	d	d	d	d
Meats and Meat Products.....	21	+44	+ 9	14,480	+38	27,881	9	- 2	+ 1	988	45	49	43
Beer.....	11	+24	+10	310	+21	631	7	-18	-18	33	12	18	16
General Hardware.....	25	+43	+10	3,369	+41	6,248	13	+13	0	2,626	159	184	165
Industrial Supplies.....	16	-13	- 1	897	- 8	1,916	10	+12	+ 1	785	177	138	152
Plumbing and Heating Supplies.....	19	+28	-15	688	+29	1,674	7	+30	- 6	352	163	188	145
Jewelry.....	9	+58	+38	590	+45	857	d	d	d	d	d	d	d
Optical Goods.....	5	+10	- 2	127	+14	260	d	d	d	d	d	d	d
Lumber and Building Materials.....	9	+18	- 4	292	+27	1,246	d	d	d	d	d	d	d
Machinery, Expt., and Supplies, except Electrical..	4	- 1	- 5	399	+ 4	506	d	d	d	d	d	d	d
Paper and Its Products.....	21	+14	-16	1,352	+17	3,576	12	+20	- 1	690	83	76	69
Petroleum.....	23	+14	-19	475	+20	1,064	d	d	d	d	d	d	d
Tobacco and Its Products.....	42	+39	- 2	8,054	+37	16,174	12	+65	-14	411	37	32	45
Leather and Shoe Findings.....	9	+57	- 5	55	+40	113	4	+25	+ 1	95	328	400	294
East North Central.....	426	+23	- 5	52,296	+22	113,689	263	+23	- 2	39,663	109	108	107
Automotive Supplies.....	42	+55	- 2	1,557	+26	3,451	30	+ 9	- 1	1,518	115	140	115
Paints and Varnishes.....	6	- 1	-23	351	+ 9	703	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	4	+40	-28	84	+17	230	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	20	+15	-14	4,859	+20	11,193	14	+19	+ 4	5,174	145	140	121
Dry Goods.....	5	+25	+21	940	+18	2,296	4	+53	- 1	696	74	61	90
Electrical Goods.....	49	+36	- 5	4,228	+46	9,298	26	+87	- 6	2,820	117	99	102
Dairy and Poultry Products.....	10	+ 7	-14	510	+ 7	604	4	-41	- 7	13	13	28	12
Fresh Fruits and Vegetables.....	14	+ 5	- 8	704	+ 8	1,620	11	+ 8	- 1	207	56	38	34
Farm Supplies.....	4	+14	-23	456	+17	707	d	d	d	d	d	d	d
Furniture and House Furnishings.....	5	+47	+ 7	585	+55	1,138	4	+17	+ 2	338	77	102	84
Groceries and Foods, except Farm Products.....	77	+18	-11	13,880	+18	31,204	52	+23	- 1	15,234	137	135	124
Confectionery.....	7	+27	- 3	167	+29	443	d	d	d	d	d	d	d
Meats and Meat Products.....	18	+17	- 2	5,529	+16	10,567	15	+30	- 6	2,090	49	41	51
Beer.....	12	+29	- 1	505	+24	1,059	9	+ 6	- 2	115	27	33	27
Wines and Liquors.....	8	+43	+ 4	999	+34	2,080	7	+32	- 3	915	105	123	114
General Hardware.....	12	+30	+26	3,806	+26	8,458	10	+25	- 6	5,163	141	146	190

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1946

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		February 1946 (Add 000)	Percent change from 2 mos. 1945	Two months 1946 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1946 (Add 000)	Feb. 1946	Feb. 1945	Jan. 1946
		Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946					Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946				
East North Central (continued)													
Industrial Supplies.....	7	-17	-11	\$491	-11	\$920	4	+47	0	\$131	144	122	149
Plumbing and Heating Supplies.....	15	+15	-15	652	+28	1,548	10	+32	+ 7	806	203	190	157
Jewelry.....	8	+33	+36	244	+52	575	d	d	d	d	d	d	d
Lumber and Building Materials.....	11	+48	+ 8	674	+36	1,043	8	+20	+17	555	109	147	86
Machinery, Eqpt., and Supplies, except Electrical,	10	+56	+ 6	593	+28	1,200	7	+24	+ 5	379	86	111	94
Surgical, Medical, and Hospital Eqpt. and Supplies	8	+15	-18	699	+33	2,040	7	+26	-17	748	84	77	82
Metals.....	4	+18	-19	356	+33	930	d	d	d	d	d	d	d
Paper and Its Products.....	15	+13	- 9	2,120	+12	4,451	6	+16	0	766	105	91	100
Tobacco and Its Products.....	37	+40	- 2	5,693	+32	10,726	13	+19	- 1	813	39	45	38
Leather and Shoe Findings.....	8	+11	+ 6	71	- 4	187	d	d	d	d	d	d	d
West North Central.....	241	+24	+ 5	34,022	+18	73,263	162	+27	+ 2	32,716	132	128	132
Automotive Supplies.....	17	+20	0	1,161	+25	2,722	9	+35	+ 2	821	178	194	187
Drugs and Sundries (liquor excluded).....	15	+26	+ 3	3,799	+18	7,925	13	+18	+ 5	5,273	188	175	153
Dry Goods.....	4	+16	+16	4,688	+ 2	10,551	4	+52	+ 8	5,774	123	94	132
Electrical Goods.....	27	+55	+ 3	2,220	+57	4,405	13	+51	- 1	763	78	88	70
Fresh Fruits and Vegetables.....	6	+ 6	- 4	450	+ 9	1,021	4	- 1	- 5	74	25	26	23
Groceries and Foods, except Farm Products.....	69	+30	- 7	7,843	+24	17,376	55	+24	+ 5	9,038	133	145	126
Confectionery.....	5	+43	- 3	227	+37	505	d	d	d	d	d	d	d
Beer.....	8	+41	+ 1	147	+55	498	5	-40	-40	9	11	24	19
General Hardware.....	12	+14	+11	3,052	+18	7,655	11	+24	+ 2	5,346	189	171	198
Industrial Supplies.....	8	+10	+ 7	359	+ 2	873	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	9	+58	- 6	608	+47	1,457	5	+18	+ 7	355	129	152	93
Jewelry.....	6	+19	-12	92	+30	140	d	d	d	d	d	d	d
Paper and Its Products.....	4	+15	+ 7	146	+10	368	d	d	d	d	d	d	d
Tobacco and Its Products.....	11	+53	+ 8	850	+19	2,144	4	+16	-15	151	59	32	70
Leather and Shoe Findings.....	6	+27	- 2	81	+ 4	197	d	d	d	d	d	d	d
South Atlantic.....	341	+23	- 6	32,173	+23	67,765	191	+10	- 2	12,749	104	118	88
Automotive Supplies.....	15	+43	+24	1,088	+40	2,532	8	+18	- 4	431	149	187	146
Paints and Varnishes.....	5	+37	- 6	217	+34	373	5	+ 1	+ 5	284	131	178	119
Clothing and Furnishings, except Shoes.....	4	+32	-11	227	+ 7	481	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+ 7	- 4	1,994	+ 9	2,576	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	28	+16	- 9	3,898	+17	8,776	18	+22	+ 8	5,549	197	189	186
Dry Goods.....	9	+ 7	-12	1,571	+ 7	2,513	4	+23	+ 2	742	119	103	102
Electrical Goods.....	32	+32	+ 6	2,932	+34	5,651	19	+31	- 8	1,245	91	94	96
Fresh Fruits and Vegetables.....	17	- 3	- 4	1,038	+21	3,025	11	-19	+20	163	21	25	17
Furniture and House Furnishings.....	4	+ 8	+60	407	+10	684	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	105	+26	-15	7,941	+24	19,008	50	+12	+ 2	3,962	100	111	82
Confectionery.....	18	+25	- 3	349	+24	818	8	+36	+ 6	135	65	80	59
Meats and Meat Products.....	6	+24	- 6	947	+15	1,950	5	+48	+13	429	45	38	38
Beer.....	9	+15	+11	557	+17	951	7	-21	-22	202	42	59	62
General Hardware.....	18	+42	- 7	2,578	+38	5,115	11	+21	- 3	1,619	118	140	113
Industrial Supplies.....	7	+ 5	-18	520	+26	1,233	5	+15	- 2	678	145	123	116
Lumber and Building Materials.....	10	-15	+ 1	476	-13	738	4	-59	+ 4	193	112	226	98
Machinery, Eqpt., and Supplies, except Electrical,	4	+25	-14	163	+23	369	d	d	d	d	d	d	d
Paper and Its Products.....	7	+15	-10	523	+11	1,186	4	-14	- 9	354	98	142	108
Tobacco and Its Products.....	14	+28	- 4	1,797	+28	4,313	7	+48	- 2	485	42	38	42

WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1946

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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		February 1946 (Add 000)	Percent change from 2 mos. 1945 (Add 000)	Two months 1946 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1946 (Add 000)	Feb. 1946	Feb. 1945	Jan. 1946	
		Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946					Feb. 1946 vs. Feb. 1945	Feb. 1946 vs. Jan. 1946					
East South Central.....	112	+24	- 7	\$11,500	+25	\$25,868	58	+10	+ 5	\$7,556	111	120	95	
Drugs and Sundries (liquor excluded).....	12	+14	- 9	2,356	+16	5,072	d	d	d	d	d	d	d	
Dry Goods.....	5	+ 4	-23	695	+12	1,389	d	d	d	d	d	d	d	
Electrical Goods.....	9	+25	+ 1	713	+55	1,499	d	d	d	d	d	d	d	
Fresh Fruits and Vegetables.....	6	+14	-14	245	+11	584	d	d	d	d	d	d	d	
Groceries and Foods, except Farm Products.....	30	+34	- 9	2,546	+30	5,852	17	+ 6	+12	1,435	96	123	78	
Confectionery.....	8	+45	+ 1	301	+37	580	d	d	d	d	d	d	d	
Meats and Meat Products.....	4	+ 1	-15	692	+ 2	1,484	d	d	d	d	d	d	d	
Beer.....	4	+18	0	80	+28	120	d	d	d	d	d	d	d	
General Hardware.....	9	+42	+ 2	2,256	+27	5,111	d	d	d	d	d	d	d	
Tobacco and Its Products.....	4	+85	-14	286	+49	966	d	d	d	d	d	d	d	
West South Central.....	225	+22	- 4	28,509	+22	59,810	147	+11	+ 3	26,276	152	141	123	
Automotive Supplies.....	8	+50	-11	499	+58	1,294	6	+20	- 7	414	90	115	86	
Drugs and Sundries (liquor excluded).....	16	+25	- 4	5,516	+22	6,865	12	+13	+ 6	4,998	172	191	156	
Dry Goods.....	4	+14	-25	671	+ 6	1,535	d	d	d	d	d	d	d	
Electrical Goods.....	26	+53	+ 7	2,055	+44	4,072	11	+61	0	625	85	58	74	
Groceries and Foods, except Farm Products.....	108	+23	- 7	12,476	+22	24,158	74	- 5	+ 1	6,447	105	129	96	
Liquor Department of Other Trades.....	10	+ 5	+ 5	1,408	+ 9	2,845	9	+21	+22	2,871	210	178	165	
General Hardware.....	15	+26	-11	2,621	+26	6,697	10	+ 9	- 5	2,756	146	161	156	
Industrial Supplies.....	5	+19	- 1	1,690	+21	3,321	4	+15	- 4	2,623	205	225	225	
Machinery, Eqt., and Supplies, except Electrical.....	7	- 2	+20	1,158	+ 1	2,110	5	+ 7	- 9	1,547	146	132	199	
Tobacco and Its Products.....	4	+70	+20	484	+47	1,186	d	d	d	d	d	d	d	
Mountain.....	97	+32	= 5	7,890	+27	18,886	69	+20	0	8,235	145	160	137	
Automotive Supplies.....	14	+45	+58	570	+51	1,070	9	+32	+12	399	196	225	216	
Electrical Goods.....	11	+74	- 4	941	+85	1,896	6	+78	- 3	548	79	76	71	
Groceries and Foods, except Farm Products.....	24	+37	- 5	2,474	+26	6,320	21	+24	+ 1	5,102	139	155	137	
General Hardware.....	4	+26	+12	761	+16	1,600	d	d	d	d	d	d	d	
Pacific.....	212	+16	+ 1	27,840	+12	74,305	125	+10	- 5	24,943	128	137	185	
Automotive Supplies.....	41	+27	+ 4	1,391	+25	3,945	10	+28	+ 3	452	199	161	156	
Shoes and Other Footwear.....	7	+28	- 7	273	+22	588	5	-21	+ 7	229	95	155	82	
Dry Goods.....	7	+ 5	- 1	765	0	2,195	d	d	d	d	d	d	d	
Electrical Goods.....	24	- 1	- 2	4,018	+ 5	8,228	20	+23	- 8	5,157	114	94	120	
Fresh Fruits and Vegetables.....	6	+ 5	-11	540	+ 5	1,555	4	+34	-18	59	23	17	24	
Furniture and House Furnishings.....	6	+ 4	- 1	1,150	+ 5	2,472	4	+69	+ 8	1,560	141	86	129	
Groceries and Foods, except Farm Products.....	51	+20	- 5	5,913	+12	25,099	18	+12	+ 3	2,875	104	108	95	
Confectionery.....	4	+87	+11	350	+37	864	d	d	d	d	d	d	d	
Meats and Meat Products.....	4	+17	- 2	550	+32	2,208	d	d	d	d	d	d	d	
Beer.....	4	+ 9	- 5	210	+14	461	d	d	d	d	d	d	d	
General Hardware.....	8	+21	+ 3	1,723	+15	5,118	6	+ 8	- 4	3,021	201	222	220	
Industrial Supplies.....	4	+38	+42	601	+ 2	2,185	d	d	d	d	d	d	d	
Lumber and Building Materials.....	11	+11	-14	598	+10	1,823	9	-48	-10	257	57	125	55	
Machinery, Eqt., and Supplies, except Electrical.....	6	-15	- 2	523	-10	835	4	+ 9	+10	463	143	104	122	
Metals.....	5	+14	- 6	645	+16	924	d	d	d	d	d	d	d	
Tobacco and Its Products.....	11	+45	+ 4	1,049	+28	3,415	7	+11	- 6	407	55	67	66	
Leather and Shoe Findings.....	5	+19	- 1	127	+18	376	4	+27	+ 4	358	309	276	295	

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.

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., Md., Ga., 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 25

Current
Wholesale
Trade

WHOLESALESAERS' SALES, INVENTORIES, AND CREDITS

MARCH 1946

March sales of wholesalers were up 16 percent over a year ago, and six percent above February, Director J. C. Capt of the Bureau of the Census announced today. Sales for the first three months of this year, all trades considered together, were 18 percent ahead of the corresponding period of 1945. These data are based upon reports submitted by 2,547 merchant wholesalers. Inventories, valued at cost, were 19 percent higher on March 31 than they were on the corresponding date a year ago, but were up only two percent over the beginning of the month. Contrary to seasonal trends, wholesalers' inventories in general have shown little or no improvement since the end of the year 1945.

Considered by kinds of business, substantial sales gains were noted for most lines of trade in March of this year over the corresponding month of last year. Highest was a 57 percent increase in jewelry sales, followed by 42 percent for automotive supplies, 28 percent for confectionery and a like percentage for meats, 26 percent for furniture, and 25 percent in the case of dry goods. Other trades enjoying 20 percent or more gains in sales included coal, some classes of food wholesalers, hardware, plumbing-heating, and tobacco. On the other hand, beer, lumber, metals, farm supplies, and surgical-medical-hospital supplies showed declines ranging from three to seven percent. Beer and liquor sales were off 13 and 10 percent, respectively, from February. Meat sales were down nine percent compared with February, but most other trades enjoyed increases, some as much as 20 percent or more.

Measured on a year-to-year basis, first quarter 1946 vs. first quarter 1945, all trades enjoyed sales gains, ranging from a low of two percent for chemicals and three percent for lumber and a like percentage for farm supplies to a high of 57 percent for jewelry. Other kinds of business showing sales gains of 25 percent or more included automotive supplies, confectionery, tobacco, plumbing-heating, and hardware.

Although March 31 inventories in general showed no improvement over February or January of this year, they were up 19 percent over March 31 of last year. Substantial gains on a year-to-year basis are noted in the inventory position of jewelry, metals, clothing, and tobacco. In contrast, stocks of lumber, coal, beer, and liquors are off considerably.

Also reflecting the slightly better stock position over a year ago is the fact that the stock-sales ratio for March was 112 compared with 109 for March a year ago. Jewelry stocks were up over 100 percent whereas sales for this trade increased only 57 percent, resulting in an increase in the stock-sales ratio from 126 to 201. Judged by this yardstick, gains of 20 points or more are also noted for electrical goods, farm supplies, surgical-medical-hospital supplies, and leather and shoe findings. The problem of obtaining supplies is quite apparent from the substantial drop in stock-sales ratios noted for wines and liquors, lumber, automotive supplies, paints, coal, and specialty groceries.

Collections on accounts receivable are about on a level with a year ago, as outstandings showed about the same gain as sales, 17 percent compared with 16 percent. While not particularly significant, collections were higher for the automotive, clothing, furniture, and food trades but were off in the case of coal, shoes, farm supplies, liquor, and to a lesser extent in a few other trades.

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
WHOLESALESALE'S SALES AND INVENTORIES
MARCH 1946

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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		March 1946 (Add 000)	Percent change from 3 mos. 1945	Three months 1946 (Add 000)	Number of firms reporting stocks	Percent change			March 1946 (Add 000)	March 1945	Feb. 1946
		Mar. 1946 vs. Mar. 1945	Mar. 1946 vs. Feb. 1946					Mar. 1946 vs. Mar. 1945	Mar. 1946 vs. Feb. 1946	March 31, 1946			
UNITED STATES	2,547	+18	+ 6	\$346,982	+18	\$1,055,514	1,598	+19	+ 2	\$241,561	112	109	116
Automotive Supplies.....	186	+42	+ 5	8,632	+56	28,964	110	+16	+ 2	4,794	125	158	130
Chemicals (industrial).....	11	- 2	+ 9	785	+ 2	3,206	7	0	- 8	279	55	92	61
Paints and Varnishes.....	27	+19	+26	1,221	+17	5,170	13	- 7	- 5	816	105	133	140
Clothing and Furnishings, except Shoes.....	32	+14	+26	2,445	+ 9	5,579	15	+61	+ 3	383	56	39	55
Shoes and Other Footwear.....	30	+ 5	- 4	19,281	+ 8	44,496	16	+17	- 4	2,840	38	33	40
Coal.....	9	+24	+ 6	2,351	+20	11,144	5	-22	-21	759	47	79	65
Drugs and Sundries (liquor excluded).....	141	+ 9	+ 6	33,496	+15	105,204	106	+18	+ 6	43,067	167	153	167
Dry Goods.....	78	+25	+12	18,408	+14	51,706	48	+44	+14	15,139	118	105	114
Electrical Goods.....	262	+14	+ 4	23,470	+18	73,860	215	+41	+ 4	19,555	101	81	100
Dairy and Poultry Products.....	27	+ 7	+10	2,015	+12	5,827	16	+41	+16	614	50	38	46
Fresh Fruits and Vegetables.....	85	+13	+25	8,084	+10	20,877	55	+11	+11	1,180	21	22	24
Farm Supplies.....	18	- 3	+21	5,296	+ 3	13,187	12	+27	-21	1,026	98	65	115
Furniture and House Furnishings.....	45	+26	+14	5,632	+22	15,508	24	+45	0	4,110	95	82	107
Groceries and Foods, except Farm Products.....	595	+18	+ 5	84,920	+19	270,393	374	+17	- 2	63,490	119	119	124
Full-line Wholesalers.....	343	+16	+ 5	43,546	+20	151,152	218	+15	- 3	36,173	118	115	124
Voluntary-group Wholesalers.....	120	+20	+ 6	24,396	+20	84,775	80	+26	+ 2	18,353	141	136	144
Retailer-cooperative Warehouses.....	21	+24	+ 5	5,667	+21	17,273	14	+23	+ 1	3,083	103	103	99
Specialty Lines.....	111	+18	+ 6	11,311	+13	37,193	62	+ 1	- 7	5,681	89	108	99
Confectionery.....	61	+28	+10	2,039	+30	6,061	32	+31	+ 2	712	59	57	61
Meats and Meat Products.....	61	+28	- 9	22,686	+23	79,678	41	+26	+ 2	4,767	51	49	47
Beer.....	55	- 7	-13	1,812	+13	5,931	37	-24	-25	367	25	50	29
Wines and Liquors.....	53	+19	+ 3	6,766	+23	19,884	29	- 4	0	6,299	99	124	101
Liquor Department of Other Trades.....	36	+ 8	-10	10,276	+17	31,467	34	-15	- 5	18,027	128	162	122
Total Hardware Group.....	262	+20	+13	37,078	+22	114,520	146	+23	+ 2	34,129	145	142	162
General Hardware.....	118	+24	+11	26,734	+27	84,031	75	+25	+ 2	27,719	146	143	163
Industrial Supplies.....	64	- 1	+12	5,064	+ 3	18,251	41	+14	+ 3	4,779	153	139	165
Plumbing and Heating Supplies.....	80	+23	+20	5,216	+27	12,238	30	+12	0	1,631	120	139	133
Jewelry.....	35	+57	0	1,620	+57	5,287	13	+148	+27	1,446	201	126	149
Optical Goods.....	13	- 1	- 3	212	+ 6	649	4	+11	+ 1	68	136	120	124
Lumber and Building Materials.....	57	- 3	+17	4,100	+ 3	11,962	32	-25	+ 2	1,814	73	109	84
Machinery, Eqpt., and Supplies, except Electrical....	41	+ 4	+12	3,403	+ 7	10,072	31	+10	+ 1	3,884	158	141	163
Surgical, Medical, and Hospital Eqpt. and Supplies....	18	- 3	0	1,197	+21	4,520	11	+38	+14	1,113	118	76	99
Metals.....	20	- 3	+16	3,592	+ 5	8,192	12	+72	+11	5,155	172	100	185
Paper and Its Products.....	69	+14	+14	7,297	+13	20,618	39	+19	+ 3	3,641	94	87	103
Petroleum.....	28	+ 5	+17	721	+13	2,165	26	+ 1	+ 5	403	64	65	67
Tobacco and Its Products.....	150	+24	+12	24,405	+29	71,720	57	+54	+ 3	3,523	45	37	45
Leather and Shoe Findings.....	44	+17	+27	851	+15	2,375	22	+52	+ 3	960	222	202	267
Miscellaneous.....	20	+ 6	- 4	2,713	+20	7,928	16	+15	- 1	2,001	161	184	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.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MARCH 1946

		MARCH 1946			ACCOUNTS RECEIVABLE		
KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			Percent change		As of March 1, 1946 (Add 000)
		March 1946	March 1945	February 1946	March 1946	March 1946	
					vs. March 1945	vs. February 1946	
UNITED STATES	2,063	126	126	124	+17	+ 5	\$209,630
Automotive Supplies.....	133	101	93	102	+38	+ 8	5,269
Chemicals (Industrial).....	10	115	112	107	- 3	+ 2	589
Paints and Varnishes.....	26	78	71	76	0	+ 3	1,156
Clothing and Furnishings, except Shoes.....	28	111	97	102	+ 1	+12	1,891
Shoes and Other Footwear.....	28	90	100	97	0	+55	10,546
Coal.....	9	112	124	111	+16	- 5	1,994
Drugs and Sundries (liquor excluded).....	131	111	112	108	+16	- 5	26,221
Dry Goods.....	70	90	88	92	+ 8	+15	16,115
Electrical Goods.....	232	90	96	90	+33	- 1	23,777
Dairy and Poultry Products.....	20	212	212	170	+11	- 8	682
Fresh Fruits and Vegetables.....	67	183	177	168	0	+ 9	2,397
Farm Supplies.....	14	150	167	156	+10	+47	2,578
Furniture and House Furnishings.....	32	121	104	108	+ 7	+ 2	3,771
Groceries and Foods, except Farm products.....	464	176	171	167	+15	- 1	39,291
Full-line wholesalers ^b	269	170	169	164	+17	0	20,580
Voluntary-group wholesalers.....	96	179	173	171	+14	- 1	11,058
Retailer-cooperative warehouses.....	17	291	251	242	+10	-11	1,724
Specialty lines.....	82	156	153	150	+12	+ 2	5,929
Confectionery.....	31	164	152	157	+ 8	+ 2	502
Meats and Meat Products.....	46	261	243	241	+11	-13	4,280
Beer.....	21	234	202	256	- 9	+ 4	294
Wines and Liquors.....	26	152	158	150	+44	+12	3,013
Liquor Department of Other Trades ^c	34	144	165	161	+34	+29	6,958
Total Hardware Group.....	240	106	103	105	+18	+ 6	28,238
General hardware.....	105	114	109	112	+24	+ 8	18,797
Industrial supplies.....	59	94	96	89	- 1	- 2	4,360
Plumbing and heating supplies.....	76	87	87	92	+15	+ 7	5,081
Jewelry.....	28	80	85	81	+59	+70	1,583
Optical Goods.....	10	91	88	92	+ 2	+14	197
Lumber and Building Materials.....	50	119	119	110	+ 3	+ 6	3,086
Machinery, Equipment, and Supplies, except Electrical.....	32	89	94	87	+ 3	+16	2,764
Surgical, Medical, and Hospital Equipment and Supplies.....	18	47	68	58	+28	+ 5	1,992
Metals.....	19	110	122	116	+ 6	+10	3,046
Paper and Its Products.....	61	99	101	96	+16	- 1	6,225
Petroleum.....	25	131	144	114	+16	-11	447
Tobacco and Its Products.....	109	202	196	204	+29	+11	7,721
Leather and Shoe Findings.....	31	90	80	86	- 1	+ 6	677
Miscellaneous.....	18	102	97	96	+31	- 3	2,345

- ^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.

WHOLESALESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1946

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales ^c	Percent change		March 1946 (Add 000)	Percent change from 5 mos. 1945	Three months 1946 (Add 000)	Number of firms reporting stocks	Percent change		March 31, 1946 (Add 000)	Mar. 1946	Mar. 1945	Feb. 1946
		Mar. 1946 vs. Mar. 1945	Mar. 1946 vs. Feb. 1946					Mar. 1946 vs. Mar. 1945	Mar. 1946 vs. Feb. 1946				
New England.....	169	+17	+15	\$16,997	+21	\$48,880	115	+18	+ 6	\$10,542	102	102	110
Automotive Supplies.....	6	+72	+24	277	+72	597	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	9	+ 6	+ 8	1,844	+14	5,794	7	+13	+ 8	2,095	162	154	164
Dry Goods.....	5	+87	+17	276	+57	757	5	+85	+ 2	135	49	44	56
Electrical Goods.....	26	+ 4	+ 8	1,629	+15	5,140	24	+41	+ 6	1,511	98	72	98
Fresh Fruits and Vegetables.....	8	- 5	+ 5	390	+ 2	1,255	6	+17	-10	28	11	8	12
Furniture and House Furnishings.....	4	+85	+11	440	+90	857	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	26	+15	+ 4	5,619	+18	11,019	16	+26	+ 3	2,010	122	115	127
Confectionery.....	4	+20	+19	89	+24	234	d	d	d	d	d	d	d
Industrial Supplies.....	8	+ 4	+24	462	+ 1	1,487	5	+25	+ 7	666	208	180	243
Plumbing and Heating Supplies.....	7	+57	+15	173	+67	522	d	d	d	d	d	d	d
Optical Goods.....	5	+ 7	+ 4	47	+ 2	128	d	d	d	d	d	d	d
Metals.....	5	-15	+67	287	- 4	448	d	d	d	d	d	d	d
Paper and Its Products.....	6	+22	+14	400	+26	1,137	5	+18	+ 2	275	95	95	105
Tobacco and Its Products.....	12	+35	+18	2,279	+51	6,358	4	+56	+ 2	212	40	54	45
Leather and Shoe Findings.....	4	+12	+48	46	+11	156	d	d	d	d	d	d	d
Middle Atlantic.....	544	+19	+ 7	\$1,571	+20	\$26,577	508	+15	+ 1	\$7,805	104	106	112
Automotive Supplies.....	20	+38	+ 9	552	+47	2,325	15	+25	- 4	319	118	128	132
Paints and Varnishes.....	5	+52	+56	105	+52	239	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	9	+ 6	+56	1,294	+ 3	2,685	4	+74	-15	200	45	27	54
Shoes and Other Footwear.....	8	+21	+21	1,157	+20	2,285	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	23	+11	+11	6,477	+17	20,530	17	+15	+ 5	5,435	142	136	151
Dry Goods.....	27	+18	+16	4,304	+13	12,508	14	+30	- 1	1,600	97	100	114
Electrical Goods.....	48	+ 4	+ 2	3,289	-15	11,951	44	+44	+11	2,975	102	76	92
Dairy and Poultry Products.....	5	+ 3	+ 7	688	-15	1,826	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	21	+ 2	+24	1,646	0	4,146	15	+28	+ 9	127	16	12	16
Farm Supplies.....	4	+ 5	+16	1,001	+ 3	2,898	d	d	d	d	d	d	d
Furniture and House Furnishings.....	11	+50	+18	1,109	+31	2,587	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	89	+17	+ 8	15,781	+18	45,027	40	+ 9	- 3	7,278	114	125	122
Confectionery.....	6	+35	+19	359	+51	911	d	d	d	d	d	d	d
Meats and Meat Products.....	22	+52	-12	13,170	+36	41,459	10	- 5	- 4	1,136	43	56	46
Beer.....	11	- 6	-20	244	+12	875	7	-55	-59	20	9	14	15
Wines and Liquors.....	14	+21	+15	5,424	+25	9,801	d	d	d	d	d	d	d
General Hardware.....	28	+20	+15	4,225	+31	10,744	17	+15	0	3,552	147	151	171
Industrial Supplies.....	20	-11	+12	865	-10	3,555	14	+ 7	+ 2	904	250	194	255
Plumbing and Heating Supplies.....	22	+21	+14	924	+26	2,855	7	- 1	+ 1	375	116	141	125
Jewelry.....	10	+64	- 3	858	+57	1,847	d	d	d	d	d	d	d
Optical Goods.....	4	- 6	- 5	116	+ 7	380	d	d	d	d	d	d	d
Lumber and Building Materials.....	15	- 1	+27	668	+20	2,559	4	-58	-10	120	52	151	79
Surgical, Medical, and Hospital Eqp. and Supplies	5	+35	+14	120	+36	464	4	+29	+ 5	108	212	174	230
Metals.....	4	+10	+41	1,477	+10	2,871	d	d	d	d	d	d	d
Paper and Its Products.....	23	+18	+15	2,173	+18	6,345	14	+30	+ 1	843	63	56	69
Petroleum.....	23	+ 7	+24	591	+15	1,655	d	d	d	d	d	d	d
Tobacco and Its Products.....	45	+31	+15	9,814	+34	28,564	14	+51	+ 5	558	36	29	37
Leather and Shoe Findings.....	9	+28	+42	78	+35	191	4	+22	- 1	94	247	275	328
East North Central.....	476	+15	+ 6	\$9,205	+20	\$18,607	306	+24	+ 1	\$2,291	106	100	108
Automotive Supplies.....	44	+45	+11	1,729	+33	5,858	34	+ 6	0	1,311	114	146	125
Chemicals (industrial).....	4	- 3	+ 5	402	+ 5	1,160	d	d	d	d	d	d	d
Paints and Varnishes.....	8	+ 5	+17	456	+ 8	1,199	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	6	+16	+ 9	248	+14	485	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	+ 6	+ 4	5,450	+15	17,787	18	+21	+ 7	6,203	152	132	147
Dry Goods.....	6	+28	+ 6	916	+18	5,409	5	+87	+ 7	597	65	50	65
Electrical Goods.....	50	+25	+ 4	4,499	+36	15,179	37	+54	+ 1	5,744	105	88	105
Dairy and Poultry Products.....	15	+14	+12	587	+11	1,242	7	-10	+15	71	20	30	20
Fresh Fruits and Vegetables.....	14	- 2	+17	858	+ 4	2,478	11	+13	+19	247	37	32	56
Farm Supplies.....	6	+ 9	+15	512	+17	1,709	d	d	d	d	d	d	d
Furniture and House Furnishings.....	7	+52	+ 9	717	+40	1,890	5	+30	- 8	325	60	74	70
Groceries and Foods, except Farm Products.....	89	+16	+ 7	15,672	+17	50,179	61	+16	- 5	12,444	116	119	130
Confectionery.....	8	+19	+14	275	+27	780	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
MARCH 1946

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		March 1946 (Add 000)	Percent change from 3 mos. 1945	Three months 1946 (Add 000)	Number of firms reporting stocks	Percent change		March 31, 1946 (Add 000)	Mar. 1946	Mar. 1945	Feb. 1946
		Mar. 1946 vs. Mar. 1945	Mar. 1946 vs. Feb. 1946					Mar. 1946 vs. Mar. 1945	Mar. 1946 vs. Feb. 1946				
East North Central (continued)													
Meats and Meat Products.....	18	+25	-13	\$4,617	+19	\$15,184	15	+44	+ 8	\$2,253	85	53	49
Beer.....	14	- 7	-15	482	+13	1,566	10	-13	-32	78	20	21	25
Wines and Liquors.....	8	+28	-10	846	+31	2,978	8	+12	+ 5	1,005	119	135	102
General Hardware.....	14	+29	+ 9	5,191	+29	16,179	11	+36	+ 4	6,894	140	132	147
Industrial Supplies.....	8	- 4	+18	636	- 9	1,615	4	+ 7	- 5	146	106	132	138
Plumbing and Heating Supplies.....	15	+39	+23	831	+33	2,518	11	+27	- 1	784	140	149	172
Jewelry.....	10	+68	- 1	499	+61	1,182	d	d	d	d	d	d	d
Lumber and Building Materials.....	15	+60	+22	929	+50	2,129	9	+85	+13	634	87	93	106
Machinery, Expt., and Supplies, except Electrical.	14	- 5	+17	942	+10	2,829	11	- 1	- 4	730	126	111	130
Surgical, Medical, and Hospital Expt. and Supplies	4	-19	- 9	704	+15	2,911	d	d	d	d	d	d	d
Metals.....	4	- 3	+16	461	+17	1,566	d	d	d	d	d	d	d
Paper and Its Products.....	20	+13	+17	3,059	+12	7,710	10	+15	+ 4	1,049	87	79	102
Tobacco and Its Products.....	36	+ 6	+11	5,653	+22	16,644	11	+87	+12	781	44	30	44
Leather and Shoe Findings.....	11	+10	+33	198	0	425	4	+ 7	- 2	113	205	216	245
West North Central.....	261	+15	+ 7	44,445	+18	131,258	192	+33	+ 4	47,889	135	120	156
Automotive Supplies.....	27	+40	+ 2	1,728	+33	5,180	21	+17	+ 5	1,200	136	205	130
Drugs and Sundries (liquor excluded).....	16	+15	+ 4	4,182	+17	12,547	14	+22	+ 6	6,046	171	160	169
Dry Goods.....	5	+33	+17	2,497	+15	20,460	5	+52	+20	9,038	121	106	117
Electrical Goods.....	28	+23	- 5	2,158	+42	6,927	24	+38	+ 6	1,535	95	80	81
Fresh Fruits and Vegetables.....	5	- 1	+17	491	+ 8	1,690	d	d	d	d	d	d	d
Furniture and House Furnishings.....	4	+ 4	+17	1,278	+11	2,040	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	71	+15	- 1	11,758	+19	32,535	57	+28	0	15,945	155	141	151
Confectionery.....	6	+36	+ 9	302	+39	874	d	d	d	d	d	d	d
Beer.....	9	- 6	-14	259	+31	875	5	-37	-21	15	9	13	9
General Hardware.....	13	+24	+26	5,000	+24	15,818	12	+36	+ 1	7,321	154	141	194
Industrial Supplies.....	8	- 1	+21	433	+ 1	1,163	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	6	+21	+24	245	+35	1,697	d	d	d	d	d	d	d
Jewelry.....	5	+39	-26	51	+32	191	d	d	d	d	d	d	d
Lumber and Building Materials.....	5	-26	+18	597	-23	1,637	d	d	d	d	d	d	d
Paper and Its Products.....	5	+28	+ 8	244	+16	693	d	d	d	d	d	d	d
Tobacco and Its Products.....	10	+40	+ 7	584	+23	3,881	d	d	d	d	d	d	d
Leather and Shoe Findings.....	6	+ 3	+23	95	+ 2	516	d	d	d	d	d	d	d
South Atlantic.....	401	+17	+ 6	40,220	+22	112,518	231	+18	+ 1	23,051	99	100	102
Automotive Supplies.....	21	+75	+ 5	1,316	+53	4,272	12	+18	+ 4	462	113	134	111
Paints and Varnishes.....	5	+63	+40	303	+46	676	5	0	- 8	261	86	140	131
Clothing and Furnishings, except Shoes.....	5	+20	- 1	234	+11	715	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+24	+ 6	2,120	+15	4,496	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	29	+ 8	+ 5	4,288	+14	15,299	18	+20	0	5,100	188	169	199
Dry Goods.....	10	+16	+ 4	1,781	+10	4,611	5	+26	+ 4	1,034	122	117	131
Electrical Goods.....	42	+16	+ 5	3,883	+30	10,192	37	+41	+ 5	2,896	91	84	94
Dairy and Poultry Products.....	4	+ 5	+16	205	+14	644	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	19	+ 5	+20	1,359	+15	4,600	11	-17	-14	142	15	20	22
Furniture and House Furnishings.....	5	+23	+17	497	+15	1,200	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	117	+18	+ 3	9,757	+23	30,135	59	+21	- 3	5,257	97	93	102
Confectionery.....	20	+15	+ 8	490	+20	1,311	10	+47	- 2	226	62	49	69
Meats and Meat Products.....	6	+40	+15	1,066	+23	3,036	5	+35	- 2	420	39	40	45
Beer.....	9	-12	- 9	506	+ 5	1,457	7	-37	-24	147	33	45	40
General Hardware.....	18	+32	+ 9	2,890	+36	8,216	11	+21	- 1	1,688	103	111	119
Industrial Supplies.....	9	+25	+15	812	+25	2,220	6	+25	+ 6	863	128	147	141
Lumber and Building Materials.....	11	-19	+13	797	-16	1,555	5	-25	- 3	417	106	141	107
Machinery, Expt., and Supplies, except Electrical..	5	+42	+21	230	+29	822	4	+51	+ 2	258	174	205	212
Paper and Its Products.....	7	+ 8	+11	503	+10	1,889	d	d	d	d	d	d	d
Tobacco and Its Products.....	16	+22	+ 7	2,594	+26	7,671	10	+73	+ 3	972	48	35	49

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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.
e. Chiefly of the wholesale drug trade.

WHOLESALE ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Mar. 1946	Mar. 1945	Feb. 1946	Percent change Mar. 1946 vs. Mar. 1945	Percent change Mar. 1946 vs. Feb. 1946	As of March 1, 1946
							(Add 000)
New England.....	146	116	120	114	+16	0	\$11,410
Drugs and Sundries (liquor excluded).....	9	91	98	89	+14	-9	1,668
Dry Goods.....	5	111	101	104	+47	+14	220
Electrical Goods.....	26	93	87	89	+5	-8	1,733
Fresh Fruits and Vegetables.....	8	216	205	206	-6	-2	144
Groceries and Foods, except Farm Products.....	19	130	134	131	+14	-1	2,545
Industrial Supplies.....	7	100	105	100	+1	-3	261
Plumbing and Heating Supplies.....	7	74	76	83	+66	+6	202
Metals.....	5	132	175	143	+19	+11	194
Paper and Its Products.....	6	110	108	95	+27	0	556
Tobacco and Its Products.....	9	188	175	172	+27	+5	439
Middle Atlantic.....	437	133	131	129	+17	+3	43,367
Automotive Supplies.....	15	89	82	85	+32	-2	272
Paints and Varnishes.....	4	72	48	72	+12	+30	65
Clothing and Furnishings, except Shoes.....	7	130	102	102	-12	+16	855
Shoes and Other Footwear.....	8	95	91	92	+13	+9	1,045
Drugs and Sundries (liquor excluded).....	22	98	95	95	+12	-10	5,175
Dry Goods.....	24	98	95	95	+11	+4	5,051
Electrical Goods.....	40	95	102	102	+24	+2	3,129
Dairy and Poultry Products.....	5	291	295	263	+11	+1	215
Fresh Fruits and Vegetables.....	17	154	145	164	-8	+26	602
Farm Supplies.....	4	251	235	259	-20	+5	299
Furniture and House Furnishings.....	8	114	97	111	+18	+14	762
Groceries and Foods, except Farm Products.....	66	179	168	161	+7	-6	7,397
Meats and Meat Products.....	10	206	217	211	+12	-1	1,132
Beer.....	6	185	128	207	-13	+14	96
Wines and Liquors.....	14	130	134	123	+43	+14	2,427
General Hardware.....	25	95	95	97	+29	+12	3,468
Industrial Supplies.....	18	87	89	82	-8	-7	563
Plumbing and Heating Supplies.....	19	79	87	79	+25	0	974
Jewelry.....	8	81	84	70	+53	+57	734
Lumber and Building Materials.....	9	104	93	85	+6	+27	573
Surgical, Medical, and Hospital Eqpt. and Supplies.....	5	57	63	62	+42	0	143
Metals.....	4	96	116	119	+9	+21	1,236
Paper and Its Products.....	19	102	96	94	+14	-8	1,721
Petroleum.....	20	155	166	129	+14	-13	292
Tobacco and Its Products.....	34	270	259	281	+28	+15	2,851
Leather and Shoe Findings.....	5	83	93	87	+25	+13	35
East North Central.....	395	133	132	131	+20	+1	34,820
Automotive Supplies.....	39	118	118	115	+36	+4	1,012
Chemicals (industrial).....	4	146	136	134	-4	+2	292
Paints and Varnishes.....	8	66	65	60	+4	+1	614
Clothing and Furnishings, except Shoes.....	5	105	108	100	+19	-16	227
Drugs and Sundries (liquor excluded).....	20	108	112	107	+18	-3	4,030
Dry Goods.....	5	111	99	111	+14	+19	832
Electrical Goods.....	48	100	110	101	+36	-15	4,124
Dairy and Poultry Products.....	8	182	190	174	+32	+1	104
Fresh Fruits and Vegetables.....	9	252	251	228	-1	-3	195
Furniture and House Furnishings.....	7	136	122	130	+35	+15	510
Groceries and Foods, except Farm Products.....	70	190	179	162	+9	0	6,499
Confectionery.....	5	220	228	158	+65	+3	66
Meats and Meat Products.....	17	274	229	241	+6	-24	1,534
Beer.....	4	211	210	271	-12	+6	36
Wines and Liquors.....	6	345	392	435	+41	+25	130
General Hardware.....	14	115	111	119	+30	+25	4,141
Industrial Supplies.....	8	98	96	87	-13	-5	585
Plumbing and Heating Supplies.....	14	90	93	91	+29	+1	761
Jewelry.....	7	89	91	91	+98	+124	433
Lumber and Building Materials.....	13	131	139	116	+72	0	650
Machinery, Eqpt., and Supplies, except Electrical.....	12	92	100	91	+1	+10	846
Surgical, Medical, and Hospital Eqpt. and Supplies.....	4	43	68	56	+24	+4	1,400
Paper and Its Products.....	20	98	105	100	+22	+4	2,766
Tobacco and Its Products.....	25	167	162	163	+47	+11	1,801
Leather and Shoe Findings.....	8	110	60	100	-49	-7	119
West North Central.....	220	119	122	119	+20	+13	33,431
Automotive Supplies.....	21	95	93	93	+48	+9	1,584
Drugs and Sundries (liquor excluded).....	15	118	122	118	+23	+5	3,315
Dry Goods.....	5	78	79	80	+10	+22	7,716
Electrical Goods.....	28	80	98	81	+71	+12	2,589
Fresh Fruits and Vegetables.....	4	224	217	191	-2	-1	161
Furniture and House Furnishings.....	4	140	112	118	-11	-17	879
Groceries and Foods, except Farm Products.....	61	172	183	173	+26	+6	6,482
Beer.....	7	301	269	314	+3	+5	67
General Hardware.....	13	146	126	125	+14	+2	3,099
Industrial Supplies.....	8	91	92	90	+14	0	408
Plumbing and Heating Supplies.....	6	96	92	93	+16	-16	224
Jewelry.....	4	104	88	80	+50	-21	48
Leather and Shoe Findings.....	5	94	92	90	+5	+14	96

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WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Mar. 1946	Mar. 1945	Feb. 1946	Percent change		As of March 1, 1946 (Add 000)
					Mar. 1946 vs. Mar. 1945	Mar. 1946 vs. Feb. 1946	
South Atlantic.....	309	120	119	123	-16	5	\$26,136
Automotive Supplies.....	17	110	83	142	+49	+42	849
Paints and Varnishes.....	5	95	87	95	+22	+6	194
Clothing and Furnishings, except Shoes.....	4	98	89	101	+28	+16	170
Shoes and Other Footwear.....	4	74	80	79	+1	+19	2,379
Drugs and Sundries (liquor excluded).....	27	112	106	110	+7	-7	3,302
Dry Goods.....	8	101	85	105	-7	+19	1,260
Electrical Goods.....	29	85	94	85	+47	+8	3,925
Dairy and Poultry Products.....	4	136	170	136	+23	0	85
Fresh Fruits and Vegetables.....	16	174	170	163	+8	+5	520
Groceries and Foods, except Farm Products.....	83	177	171	168	+19	-2	3,848
Confectionery.....	9	138	122	133	-7	-4	191
Meats and Meat Products.....	5	316	286	271	+36	-3	335
General Hardware.....	18	115	110	108	+34	-1	2,318
Industrial Supplies.....	7	104	94	95	-2	-5	697
Lumber and Building Materials.....	10	145	132	131	-14	+17	525
Machinery, Eqt., and Supplies, except Electrical..	4	88	78	91	+37	+11	138
Paper and Its Products.....	6	101	100	93	+9	-1	408
Tobacco and Its Products.....	14	175	171	174	+20	+5	1,170
East South Central.....	102	119	120	120	+20	+4	9,614
Drugs and Sundries (liquor excluded).....	13	109	110	108	+13	-6	2,252
Dry Goods.....	8	103	102	112	+9	+10	1,259
Electrical Goods.....	8	89	117	88	+55	+3	812
Fresh Fruits and Vegetables.....	5	253	264	230	+10	+4	86
Groceries and Foods, except Farm Products.....	26	182	171	169	+24	+1	1,545
Meats and Meat Products.....	4	274	293	219	+9	-19	268
General Hardware.....	8	98	96	109	+27	+10	1,587
West South Central.....	180	124	125	124	+18	0	17,506
Automotive Supplies.....	6	101	72	90	+21	0	384
Drugs and Sundries (liquor excluded).....	15	107	106	106	+21	0	3,423
Dry Goods.....	5	78	71	76	+5	+12	594
Electrical Goods.....	22	84	97	83	+68	+1	2,292
Groceries and Foods, except Farm Products.....	81	164	164	154	+14	-6	5,043
Liquor Department of Other Trades ^b	9	255	216	182	-3	+3	609
General Hardware.....	15	120	112	122	+21	-3	2,092
Industrial Supplies.....	4	96	103	94	+8	-3	1,169
Machinery, Eqt., and Supplies, except Electrical..	4	80	77	85	-8	+28	1,021
Mountain.....	92	138	139	128	+30	-1	6,285
Automotive Supplies.....	9	106	92	96	+20	+5	400
Electrical Goods.....	11	82	107	72	+75	+7	1,122
Groceries and Foods, except Farm Products.....	51	175	178	167	+37	+2	1,998
Pacific.....	181	129	126	125	+12	+3	22,501
Automotive Supplies.....	23	85	88	85	+29	-1	662
Clothing and Furnishings, except Shoes.....	5	103	106	120	-11	+33	118
Shoes and Other Footwear.....	7	133	129	127	+22	+10	226
Dry Goods.....	8	119	114	119	-3	+6	949
Electrical Goods.....	20	89	83	88	+2	-2	4,051
Fresh Fruits and Vegetables.....	5	175	173	138	+6	+14	603
Furniture and House Furnishings.....	7	100	99	90	+4	+5	1,236
Groceries and Foods, except Farm Products.....	27	189	175	186	+12	+5	4,336
Meats and Meat Products.....	5	357	290	323	+2	-4	267
General Hardware.....	6	105	107	101	+9	+1	1,627
Industrial Supplies.....	4	70	87	60	-4	+10	433
Lumber and Building Materials.....	8	94	101	94	0	-9	394
Machinery, Eqt., and Supplies, except Electrical..	5	99	123	81	+21	+4	448
Metals.....	4	103	100	96	+21	-4	597
Tobacco and Its Products.....	15	132	136	141	+19	+8	1,106
Leather and Shoe Findings.....	6	63	88	82	+28	+6	265

^a Collection Percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
^b Chiefly of the wholesale drug trade.

States Comprising Geographic Divisions:

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

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

Cooperating with the National Association of Credit Men

Current
Wholesale
Trade

APRIL 1946

Inventories, valued at cost, were 19 percent higher on April 30 than they were on the corresponding date of 1945, but showed no change from March 31 of this year. Historically, inventories in general increased somewhat from the war-time low on or about VJ Day through November, dropped off at the year end, and are now back at about the November level. In spite of price increases dollar volume of inventories is somewhat below the 1942 level. In terms of physical volume, inventories for many lines of trade have shown little improvement from wartime lows.

Measured on a year-to-date basis, first four months of 1946 vs. corresponding period 1945, all trades enjoyed sales gains, ranging from a low of 4 percent in the case of industrial supplies to a high of 57 percent for jewelry, with an average gain for all trades of 20 percent. Trades, in addition to jewelry, showing gains of 30 percent or more include automotive supplies, furniture, confectionery, plumbing and heating, and tobacco.

Reflecting the tight inventory situation, many lines of trade report less than three weeks supply of merchandise on hand at current rate of sales. Shoe stocks are equivalent to about two weeks, beer stock about one week, tobacco less than two weeks, and clothing approximately two-weeks supply. Stocks for drugs, jewelry, and some metals at the wholesale level are equivalent to sales for six weeks or more at the current rate.

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESAERS' SALES AND INVENTORIES
April 1946

Page 2

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 1946 (Add 000)	Percent change from 4 mos. 1945	Four months 1946 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1946 (Add 000)	April 1946	April 1945	March 1946
		April 1946 vs. April 1945	April 1946 vs. March 1946					April 1946 vs. April 1945	April 1946 vs. March 1946				
UNITED STATES	2,780	+28	+ 5	\$587,129	+20	\$1,513,239	1,744	+19	0	\$287,764	109	118	115
Automotive Supplies.....	241	+47	+ 6	10,583	+58	42,781	152	+10	+ 2	7,606	132	179	135
Chemicals (industrial).....	14	+12	+ 8	1,245	+ 5	4,935	10	+ 5	+ 4	737	78	85	79
Paints and Varnishes.....	59	+ 4	+10	4,353	+12	11,073	14	-17	-14	891	71	120	101
Clothing and Furnishings, except Shoes.....	32	+42	- 2	3,760	+20	9,476	16	+73	+11	523	58	43	46
Shoes and Other Footwear.....	33	+14	+ 6	20,842	+10	65,819	18	+59	0	5,301	39	32	42
Coal.....	11	-40	-58	1,047	+10	13,850	5	-18	- 3	752	89	89	46
Drugs and Sundries (liquor excluded).....	145	+20	+ 2	35,249	+17	144,423	110	+11	- 1	44,667	165	178	169
Dry Goods.....	87	+40	+ 4	21,880	+20	75,165	50	+53	+10	17,987	120	117	116
Electrical Goods.....	286	+22	+ 7	26,863	+16	104,691	258	+42	+ 2	23,356	94	80	98
Dairy and Poultry Products.....	32	+20	+ 7	2,599	+15	8,446	18	+51	+ 7	929	49	38	47
Fresh Fruits and Vegetables.....	90	+ 4	+16	7,996	+ 8	29,577	53	+ 6	- 5	855	18	18	21
Farm Supplies.....	25	+12	-21	5,118	+ 6	13,563	16	-13	-25	980	69	84	86
Furniture and House Furnishings.....	49	+71	+ 6	7,300	+34	24,142	29	+58	+ 8	4,959	85	97	87
Groceries and Foods, except Farm Products.....	603	+32	0	92,151	+22	378,540	376	+15	- 3	70,798	113	131	117
Full-line wholesalers ^d	328	+31	- 1	43,138	+23	180,090	199	+16	- 2	55,798	114	129	117
Voluntary-group wholesalers.....	131	+36	+ 1	31,280	+24	125,232	91	+19	- 4	25,366	122	140	150
Retailer-cooperative warehouses.....	20	+39	- 3	5,456	+24	22,729	13	+10	0	3,002	98	126	103
Specialty Lines.....	124	+26	0	12,257	+17	50,439	73	- 4	- 1	6,602	87	116	87
Confectionery.....	59	+47	+ 3	2,374	+34	8,756	31	+23	0	929	56	68	57
Meats and Meat Products.....	65	+34	+ 6	25,118	+22	113,007	43	+59	+ 5	5,175	50	45	50
Beer.....	59	-11	- 6	1,725	+ 6	7,738	38	-27	- 9	331	25	30	22
Wines and Liquors.....	29	+29	+ 2	6,044	+20	27,664	24	+ 4	+ 5	5,155	90	113	89
Liquor Department of Other Trades ^e	38	+11	+ 3	10,573	+16	42,523	34	- 7	-11	13,128	127	151	146
Total Hardware Group.....	285	+34	+ 9	44,748	+25	171,514	159	+23	+ 3	39,294	140	157	150
General hardware.....	125	+43	+ 8	30,484	+29	123,739	81	+25	+ 3	30,558	137	155	146
Industrial supplies.....	72	+ 6	+ 8	7,256	+ 4	27,521	45	+15	+ 2	6,995	170	164	176
Plumbing and heating supplies.....	86	+34	+12	7,008	+30	20,454	33	+14	- 2	1,763	107	166	130
Jewelry.....	46	+71	+ 2	2,747	+57	9,259	22	+77	+13	2,461	174	162	159
Optical Goods.....	13	+17	+10	240	+ 9	907	4	+ 3	- 3	60	118	114	138
Lumber and Building Materials.....	65	+11	+17	5,242	+ 7	18,739	35	-15	+ 7	2,106	70	106	76
Machinery, Equipment, and Supplies, except Electrical.....	50	+21	+ 6	4,952	+11	16,648	39	+ 5	0	5,200	125	137	136
Surgical, Medical, and Hospital Eqpt. and Supplies...	25	+10	+ 3	1,968	+19	7,152	14	+30	+ 4	1,325	111	82	112
Metals.....	22	+ 8	+11	4,020	+ 7	12,426	12	+51	- 2	4,074	164	147	198
Paper and Its Products.....	73	+23	+ 4	7,879	+16	29,631	37	+25	+ 2	3,542	91	88	93
Petroleum.....	27	+12	+ 7	713	+13	2,944	25	- 4	+ 9	399	63	73	63
Tobacco and Its Products.....	156	+45	+ 2	24,124	+32	99,115	64	+44	- 2	5,520	44	45	46
Leather and Shoe Findings.....	43	+23	+ 3	881	+17	3,336	23	+15	- 2	965	202	218	213
Miscellaneous.....	18	+22	+ 5	2,815	+21	10,821	15	+18	+ 2	1,841	153	166	165

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.

3-28-46

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		April 1946	April 1945	March 1946	Percent change		As of April 1, 1946 (Add 000)
					April 1946 vs. April 1945	April 1946 vs. March 1946	
UNITED STATES	2,245	129	119	128	+14	+ 5	\$240,425
Automotive Supplies.....	188	96	93	95	+36	+ 2	6,980
Chemicals (industrial).....	13	108	103	105	+ 4	- 2	1,002
Paints and Varnishes.....	26	85	78	77	+11	+14	1,341
Clothing and Furnishings, except Shoes.....	27	116	145	124	+98	+67	3,815
Shoes and Other Footwear.....	31	92	91	87	+15	+ 9	12,332
Coal.....	11	105	119	116	+36	+ 4	2,237
Drugs and Sundries (liquor excluded).....	132	110	104	111	+ 8	+ 4	27,578
Dry Goods.....	78	95	88	91	+16	+ 7	19,506
Electrical Goods.....	259	96	96	93	+17	+ 3	25,801
Dairy and Poultry Products.....	22	197	198	208	+14	+ 9	929
Fresh Fruits and Vegetables.....	69	201	202	189	+ 3	+ 8	2,610
Farm Supplies.....	17	133	124	144	+ 5	+18	3,267
Furniture and House Furnishings.....	43	115	101	119	+28	+12	5,568
Groceries and Foods, except Farm products.....	462	179	163	178	+18	+1	40,470
Full-line wholesalers ^b	252	172	158	170	+17	+ 1	20,810
Voluntary-group wholesalers.....	102	189	171	187	+19	+ 1	11,643
Retailer-cooperative warehouses.....	15	251	219	290	+18	+12	1,884
Specialty lines.....	93	164	145	155	+15	- 1	6,133
Confectionery.....	30	154	144	157	+21	+ 4	742
Meats and Meat Products.....	61	254	225	248	+15	0	9,506
Beer.....	23	246	215	225	-15	-14	280
Wines and Liquors.....	22	213	194	213	+17	+ 1	1,814
Liquor Department of Other Trades ^c	33	142	81	146	-37	- 5	6,431
Total Hardware Group.....	260	104	99	104	+17	+10	34,845
General hardware.....	113	109	102	110	+22	+ 9	22,955
Industrial supplies.....	64	95	97	95	+ 7	+ 8	5,778
Plumbing and heating supplies.....	83	92	88	89	+12	+12	6,112
Jewelry.....	36	84	85	91	+53	+11	2,264
Optical Goods.....	12	91	95	91	+12	+ 5	244
Lumber and Building Materials.....	60	129	117	129	- 8	+13	3,438
Machinery, Equipment, and Supplies, except Electrical.....	41	100	104	96	+12	+ 7	4,102
Surgical, Medical, and Hospital Equipment and Supplies.....	24	68	71	56	+14	- 3	2,704
Metals.....	21	115	143	112	+16	+ 8	3,152
Paper and Its Products.....	62	101	103	98	+17	+ 7	6,812
Petroleum.....	24	146	145	149	+10	+13	373
Tobacco and Its Products.....	112	219	198	204	+27	- 2	7,583
Leather and Shoe Findings.....	30	99	96	96	+24	+14	719
Miscellaneous.....	16	106	98	102	+18	- 5	2,180

^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

APRIL 1946

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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 1946 (Add 000)	Percent change from 4 mos. 1945	Four months 1946 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1946 (Add 000)	April 1946	April 1945	March 1946
		April 1946 vs. April 1945	April 1946 vs. March 1946					April 1946 vs. March 1946	April 1946 vs. March 1946				
New England.....	177	+26	0	\$17,167	+23	\$88,605	123	+21	+1	\$12,525	110	110	109
Automotive Supplies.....	6	+78	+12	228	+76	828	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	10	+17	-2	1,742	+18	8,114	9	+9	-3	2,407	158	171	161
Dry Goods.....	5	+111	+20	332	+70	1,089	5	+86	+2	138	42	47	49
Electrical Goods.....	27	+13	+6	1,770	+15	6,923	25	+58	+3	1,605	93	86	97
Fresh Fruits and Vegetables.....	9	+1	+31	611	+1	1,898	7	+17	0	27	6	5	8
Furniture and House Furnishings.....	5	+61	-6	504	+78	1,561	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	27	+33	+2	2,789	+21	15,897	16	+27	+1	2,089	120	121	123
Confectionery.....	4	+39	-4	85	+28	519	d	d	d	d	d	d	d
Meats and Meat Products.....	5	+52	+7	1,649	+18	5,874	4	+72	+24	170	40	44	38
General Hardware.....	4	+49	+3	276	+65	1,148	d	d	d	d	d	d	d
Industrial Supplies.....	9	+6	+5	566	+1	2,253	7	+29	+3	1,184	231	196	236
Plumbing and Heating Supplies.....	7	+117	+54	250	+81	770	d	d	d	d	d	d	d
Metals.....	5	-2	+14	328	-3	774	d	d	d	d	d	d	d
Paper and its Products.....	6	+31	+5	502	+27	1,448	5	+12	+1	242	129	150	130
Tobacco and its Products.....	11	+45	0	2,215	+54	8,665	d	d	d	d	d	d	d
Leather and Shoe Findings.....	4	+9	+4	48	+10	184	d	d	d	d	d	d	d
Middle Atlantic.....	582	+29	+2	96,555	+21	332,927	355	+20	+2	57,587	99	102	100
Automotive Supplies.....	56	+50	+2	959	+48	3,968	28	+18	+4	860	137	169	135
Paints and Varnishes.....	5	+86	+19	125	+84	564	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	11	+89	-4	2,685	+19	5,422	5	+71	+2	280	65	40	51
Shoes and Other Footwear.....	8	+55	-1	1,142	+30	3,407	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	24	+24	+3	6,875	+18	28,187	17	+17	+1	5,506	139	147	142
Dry Goods.....	51	+22	-6	5,083	+15	18,013	15	+50	+17	2,209	121	119	101
Electrical Goods.....	65	-7	+12	4,935	-20	18,219	57	+33	+5	4,085	92	85	98
Dairy and Poultry Products.....	6	+20	+2	747	+18	2,715	4	+81	+14	410	65	42	58
Fresh Fruits and Vegetables.....	19	+5	+15	1,812	+2	5,984	12	-11	+8	148	18	20	18
Farm Supplies.....	5	+2	-11	953	+2	3,819	d	d	d	d	d	d	d
Furniture and House Furnishings.....	11	+86	-2	1,256	+45	4,249	6	+218	+15	499	55	36	45
Groceries and Foods, except Farm Products.....	92	+38	+2	16,942	+21	62,263	43	+5	-5	7,218	105	141	113
Confectionery.....	6	+49	-5	346	+35	1,257	d	d	d	d	d	d	d
Meats and Meat Products.....	25	+42	+6	14,326	+37	55,941	12	+11	+4	1,295	45	47	42
Beer.....	12	-11	-7	240	+5	1,153	8	-46	-17	20	9	15	10
Wines and Liquors.....	4	+25	-7	861	+17	11,843	d	d	d	d	d	d	d
General Hardware.....	24	+41	+6	3,489	+35	15,528	15	+25	+9	3,508	151	163	145
Industrial Supplies.....	21	0	+17	1,527	-8	5,061	14	+12	0	1,110	175	180	195
Plumbing and Heating Supplies.....	25	+56	+7	1,089	+83	4,116	6	+2	-4	195	119	193	132
Jewelry.....	11	+114	+16	942	+73	2,828	4	+85	+12	978	187	236	215
Surgical, Medical, and Hospital Eqp. and Supplies.....	5	+37	-6	205	+34	827	d	d	d	d	d	d	d
Metals.....	4	+89	+19	1,758	+19	4,629	d	d	d	d	d	d	d
Paper and its Products.....	25	+25	-2	2,244	+20	8,890	12	+39	+2	793	62	56	60
Petroleum.....	25	+13	+8	641	+14	2,296	d	d	d	d	d	d	d
Tobacco and its Products.....	48	+42	0	10,050	+36	36,829	16	+48	-4	760	41	41	45
Leather and Shoe Findings.....	9	+27	+8	84	+31	281	4	+25	0	94	214	234	247
East North Central.....	524	+32	+6	69,074	+25	268,078	355	+25	-1	48,643	101	106	108
Automotive Supplies.....	52	+44	+5	2,146	+34	8,855	38	+3	+4	1,452	105	138	110
Chemicals (industrial).....	4	+5	+3	413	+5	1,573	d	d	d	d	d	d	d
Paints and Varnishes.....	7	+22	+20	538	+12	1,737	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	7	+25	-1	273	+15	794	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	25	+20	+2	5,872	+16	24,428	16	+12	-5	5,890	142	148	152
Dry Goods.....	7	+34	+4	1,053	+20	4,641	5	+88	+15	781	81	66	74
Electrical Goods.....	53	+50	+15	6,531	+39	25,032	43	+64	+3	5,153	92	87	105
Dairy and Poultry Products.....	15	+19	+2	872	+14	1,950	8	+1	+5	78	21	24	19
Fresh Fruits and Vegetables.....	17	+11	+38	1,325	+6	5,843	11	+16	-9	224	31	30	42
Farm Supplies.....	6	+26	-13	704	+20	2,413	d	d	d	d	d	d	d
Furniture and House Furnishings.....	8	+66	+5	766	+45	2,703	6	+19	-9	301	48	76	60
Groceries and Foods, except Farm Products.....	97	+31	+1	18,845	+21	75,622	66	+17	-4	15,829	113	129	120
Confectionery.....	9	+37	+5	302	+29	1,082	d	d	d	d	d	d	d
Meats and Meat Products.....	18	+31	+9	4,814	+22	19,998	14	+70	+10	2,475	66	47	66

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1948

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 1946 (Add 000)	Percent change from 4 mos. 1945	Four months 1946 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1946 (Add 000)	April 1946	April 1945	March 1946
		April 1946 vs. April 1945	April 1946 vs. March 1946					April 1946 vs. April 1945	April 1946 vs. March 1946				
East North Central (continued)	15	- 4	- 4	\$472	+ 9	\$2,057	11	-24	- 1	\$78	24	50	25
Beer.....	9	+27	0	1,133	+30	4,172	8	- 9	- 4	1,005	101	144	119
Wines and Liquors.....	16	+51	+11	6,256	+32	24,332	11	+43	+ 5	7,154	126	151	154
General Hardware.....	9	- 9	+11	751	- 9	2,436	5	+ 8	- 4	185	123	136	114
Industrial Supplies.....	17	+55	+13	1,054	+39	3,831	12	+18	- 5	877	128	184	153
Plumbing and Heating Supplies.....	14	+55	+ 8	961	+58	2,559	4	+73	+ 3	659	157	126	162
Jewelry.....	13	+69	+25	1,165	+59	3,407	9	+43	+ 2	641	74	95	86
Lumber and Building Materials.....	14	+35	+ 7	972	+16	3,274	10	+ 1	0	559	86	98	105
Machinery, Eqpt., and Supplies, except Electrical..	9	- 3	+ 6	1,265	+10	4,516	4	+65	+ 5	738	96	49	98
Surgical, Medical, and Hospital Eqpt. and Supplies.	20	+21	+ 7	3,283	+14	10,995	10	+25	- 1	1,039	79	72	87
Paper and its Products.....	58	+49	+ 7	5,564	+28	22,714	16	+50	- 4	955	43	59	46
Tobacco and its Products.....	12	+15	+ 5	295	+ 6	762	6	0	- 9	297	192	218	217
Leather and Shoe Findings.....													
West North Central.....	295	+35	+ 5	49,186	+22	191,894	208	+29	- 1	45,610	121	134	151
Automotive Supplies.....	31	+50	+ 5	1,970	+56	7,741	21	+15	+11	1,236	144	222	121
Shoes and Other Footwear.....	4	+57	+ 1	1,599	+40	5,594	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	16	+24	- 2	3,952	+19	16,798	15	+18	+ 1	5,678	174	184	170
Dry Goods.....	6	+49	+ 8	8,866	+23	30,084	8	+55	+ 6	10,561	117	112	119
Electrical Goods.....	30	+47	+12	2,404	+45	9,335	29	+56	- 4	1,790	83	90	100
Fresh Fruits and Vegetables.....	8	+ 7	+ 4	685	+ 4	2,506	5	+17	- 1	156	29	27	51
Farm Supplies.....	4	+25	-25	2,553	+ 6	8,929	d	d	d	d	d	d	d
Furniture and House Furnishings.....	6	+112	+13	2,138	+39	6,489	5	+33	-11	1,122	54	86	72
Groceries and Foods, except Farm Products.....	71	+51	+ 2	11,955	+25	47,800	55	+25	- 8	14,825	139	150	155
Confectionery.....	6	+69	+ 8	327	+46	1,201	4	+76	-13	72	41	44	51
Beer.....	11	- 3	+ 2	254	+21	1,129	4	-40	+15	15	9	13	8
General Hardware.....	13	+51	+20	4,055	+29	21,309	12	+16	- 3	4,884	131	169	162
Industrial Supplies.....	8	+ 5	+ 6	460	+ 4	1,722	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	11	+92	+14	996	+52	3,657	7	+10	+ 5	405	82	145	101
Jewelry.....	5	+129	+25	84	+47	255	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	-33	+22	300	-24	1,965	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqpt. and Supplies.	5	+40	- 4	185	+32	522	d	d	d	d	d	d	d
Paper and its Products.....	5	+53	+ 7	260	+20	955	d	d	d	d	d	d	d
Tobacco and its Products.....	13	+63	+ 5	1,028	+29	5,822	5	0	-27	130	35	62	52
Leather and Shoe Findings.....	6	+11	+ 6	72	+ 6	420	d	d	d	d	d	d	d
South Atlantic.....	411	+26	+ 1	41,221	+23	155,451	242	+20	+ 3	25,206	102	109	101
Automotive Supplies.....	22	+75	+ 9	1,022	+56	5,460	14	+20	+1	795	131	175	139
Paints and Varnishes.....	5	+64	+ 8	326	+51	1,002	5	-10	-10	235	72	132	86
Clothing and Furnishings, except Shoes.....	4	+35	+ 7	255	+16	950	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+51	+ 4	2,212	+20	6,708	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	28	+18	- 1	4,200	+15	17,675	19	+12	0	5,423	192	200	187
Dry Goods.....	10	+47	- 4	1,765	+19	6,046	6	+48	+21	1,296	149	155	120
Electrical Goods.....	44	+ 7	- 5	5,649	+26	15,899	42	+44	+ 7	3,580	102	83	91
Fresh Fruits and Vegetables.....	18	+ 2	+10	1,432	+12	6,032	9	-25	-18	91	11	16	15
Furniture and House Furnishings.....	5	+50	-14	495	+24	1,695	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	121	+28	- 2	10,277	+24	41,158	61	+15	- 2	5,437	95	108	97
Confectionery.....	17	+27	- 2	470	+22	1,781	9	+28	- 2	218	62	84	62
Meats and Meat Products.....	7	+21	+ 2	1,115	+22	4,151	5	+35	+ 8	454	41	37	39
Beer.....	9	-20	- 9	445	- 2	1,902	7	-33	- 9	134	34	39	33
General Hardware.....	20	+45	0	2,911	+38	11,411	14	+27	+ 2	1,620	100	112	96
Industrial Supplies.....	10	+14	- 4	846	+22	3,120	6	+19	- 5	729	142	136	129
Lumber and Building Materials.....	10	+ 6	+25	909	- 9	2,444	4	0	- 1	333	89	124	105
Machinery, Eqpt., and Supplies, except Electrical..	5	+60	- 2	226	+36	848	4	+54	+ 1	260	188	215	174
Paper and its Products.....	8	+32	- 4	705	+16	2,580	d	d	d	d	d	d	d
Tobacco and its Products.....	16	+56	0	2,011	+28	9,682	8	+88	+ 8	530	43	56	40

(Continued on next page)

WHOLESALESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1946

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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 1946 (Add 000)	Percent change from 4 mos. 1945	Four months 1946 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1946 (Add 000)	April 1946	April 1945	March 1946
		April 1946 vs. April 1945	April 1946 vs. March 1945					April 1946 vs. March 1946					
East South Central.....	159	+54	+ 5	\$17,275	+25	\$61,840	80	+13	0	\$12,636	108	127	109
Drugs and Sundries (liquor excluded).....	15	+15	- 5	2,497	+15	10,185	d	d	d	d	d	d	d
Dry Goods.....	9	+49	+12	1,635	+26	4,805	4	+57	+11	1,085	111	102	108
Electrical Goods.....	10	+25	805	805	+55	3,437	7	+79	+ 9	673	95	83	105
Groceries and Foods, except Farm Products.....	34	+55	- 8	5,589	+52	14,226	21	+ 2	- 6	2,782	100	135	98
Confectionery.....	8	+54	- 7	295	+44	1,159	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+29	+10	720	+ 9	2,954	d	d	d	d	d	d	d
General Hardware.....	14	+49	+ 5	3,540	+55	11,700	7	+23	+ 1	2,155	111	125	117
Industrial Supplies.....	4	+ 7	+ 6	516	- 1	1,190	d	d	d	d	d	d	d
Lumber and Building Materials.....	4	-14	+15	342	-15	497	d	d	d	d	d	d	d
West South Central.....	227	+28	+ 5	\$0,858	+22	\$29,384	159	+12	+ 2	\$29,634	126	147	128
Automotive Supplies.....	13	+71	- 4	599	+47	2,849	8	+14	+ 1	463	82	125	77
Drugs and Sundries (liquor excluded).....	19	+26	+ 3	4,276	+21	16,550	15	+16	0	6,921	192	208	197
Dry Goods.....	7	+76	+27	1,153	+32	3,696	6	+43	+25	1,587	195	232	185
Electrical Goods.....	26	+45	+ 9	2,251	+37	6,398	23	+ 9	-24	1,281	59	77	86
Groceries and Foods, except Farm Products.....	91	+24	- 5	10,053	+20	47,711	62	+ 2	- 3	7,676	108	127	107
Liquor Department of Other Trades.....	11	+16	+18	1,590	+ 5	5,994	9	+14	+31	2,334	155	157	141
General Hardware.....	18	+44	+ 8	3,766	+29	15,361	9	+15	+ 8	2,782	131	172	155
Industrial Supplies.....	6	+14	+14	2,618	+14	7,651	5	+14	+ 5	3,326	165	177	184
Machinery, Eqt., and Supplies, except Electrical..	7	+40	+16	1,289	+10	4,496	6	+ 4	- 6	1,522	127	168	159
Tobacco and its Products.....	7	+71	- 2	865	+59	3,222	d	d	d	d	d	d	d
Mountain.....	116	+38	+ 7	\$2,786	+28	\$8,019	91	+12	-13	\$2,856	117	141	144
Automotive Supplies.....	18	+47	+11	829	+33	2,900	12	+10	-22	510	145	231	232
Drugs and Sundries (liquor excluded).....	6	+22	+ 4	1,532	+15	6,003	8	+16	0	2,541	166	174	172
Electrical Goods.....	12	+88	0	1,092	+77	4,505	11	+53	+15	861	86	104	76
Furniture and House Furnishings.....	4	+64	+ 2	317	+37	1,045	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	27	+43	+ 2	5,852	+55	14,389	22	+26	+ 1	4,724	139	166	140
General Hardware.....	6	+54	+26	928	+26	4,388	4	+28	+ 5	574	90	111	115
Lumber and Building Materials.....	4	- 1	+12	745	- 5	2,500	d	d	d	d	d	d	d
Pacific.....	275	+25	+ 4	\$7,035	+16	\$28,528	168	+13	+ 4	\$2,275	124	133	124
Automotive Supplies.....	61	+33	+ 7	2,766	+29	10,371	28	+ 9	+ 1	1,961	174	208	177
Clothing and Furnishings, except Shoes.....	5	+44	+21	179	+18	462	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+39	+25	335	+23	1,172	5	+ 4	+ 7	320	105	141	124
Dry Goods.....	9	+27	+ 4	1,672	+ 9	5,898	d	d	d	d	d	d	d
Electrical Goods.....	21	+ 7	- 2	5,323	+ 7	16,945	21	+32	+ 6	4,352	120	97	111
Fresh Fruits and Vegetables.....	8	+ 9	+22	1,568	+ 4	4,888	d	d	d	d	d	d	d
Furniture and House Furnishings.....	8	+46	+16	1,537	+16	5,603	5	+94	+28	2,101	147	111	135
Groceries and Foods, except Farm Products.....	45	+54	- 1	15,989	+21	65,684	30	+14	+ 8	10,440	97	114	91
Confectionery.....	4	+66	+17	426	+41	1,531	d	d	d	d	d	d	d
Meats and Meat Products.....	5	+54	+ 4	363	+31	4,673	4	+90	+ 6	326	35	25	35
General Hardware.....	12	+23	+ 4	5,287	+16	18,564	7	+20	+ 4	7,472	192	191	195
Industrial Supplies.....	6	- 5	-17	372	+ 2	3,491	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	4	- 2	+38	777	0	1,888	d	d	d	d	d	d	d
Jewelry.....	5	+79	-21	245	+35	2,015	4	+60	+26	379	202	255	121
Lumber and Building Materials.....	12	+21	+15	1,109	+ 7	5,521	9	-38	+26	359	62	115	60
Machinery, Eqt., and Supplies, except Electrical..	8	+20	- 3	715	+10	2,726	6	+ 7	0	589	117	122	100
Metals.....	4	+ 3	- 5	396	+12	1,954	d	d	d	d	d	d	d
Tobacco and its Products.....	17	+45	+ 7	2,078	+22	9,420	9	+42	+ 2	535	63	73	75
Leather and Shoe Findings.....	8	+40	- 1	305	+27	1,114	5	+30	0	398	273	282	273

^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.

^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.)

Cooperating with the National Association of Credit Men

Current
Wholesale
Trade

MAY 1946

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESAERS' SALES AND INVENTORIES
MAY 1946

Page 2

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 1946 (Add 000)	Percent change from 5 mos. 1945	Five months 1946 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1946 (Add 000)	May 1946	May 1945	April 1946
		May 1946 vs. May 1945	May 1946 vs. April 1946					May 1946 vs. May 1945	May 1946 vs. April 1946				
UNITED STATES	2,729	+27	+ 3	\$564,962	+22	\$1,949,279	1,773	+22	+ 1	\$281,149	105	109	107
Automotive Supplies.....	246	+46	+ 1	11,092	+40	56,187	165	+ 9	+ 2	8,721	132	179	134
Chemicals (industrial).....	13	0	0	1,135	+ 3	6,441	9	+ 3	- 4	663	78	76	81
Paints and Varnishes.....	27	+26	+ 2	1,793	+17	14,334	14	-19	- 5	858	86	104	74
Clothing and Furnishings, except Shoes.....	33	+37	- 4	3,884	+27	18,818	15	+109	+22	569	64	39	54
Shoes and Other Footwear.....	31	+18	- 5	11,091	+11	76,910	19	+51	+13	4,457	46	35	39
Coal.....	12	-38	+ 8	1,582	+ 3	15,596	7	-37	-24	795	78	90	97
Drugs and Sundries (liquor excluded).....	144	+20	+ 1	34,925	+17	182,084	108	+11	- 3	45,278	159	171	164
Dry Goods.....	88	+53	+ 8	21,198	+26	97,190	49	+82	+ 7	16,568	115	100	118
Electrical Goods.....	288	+25	+ 9	28,768	+19	136,073	264	+64	+18	28,052	104	78	96
Dairy and Poultry Products.....	29	+11	+ 7	1,922	+16	10,758	15	+77	+ 4	610	49	30	49
Fresh Fruits and Vegetables.....	88	+ 5	+ 4	9,738	+ 7	39,628	55	+21	- 7	1,058	15	13	17
Farm Supplies.....	20	+16	+ 1	2,418	+ 7	20,981	12	-10	- 9	492	82	111	82
Furniture and House Furnishings.....	50	+67	+ 4	7,613	+37	33,341	28	+74	+ 4	4,874	84	84	83
Groceries and Foods, except Farm Products.....	631	+25	+ 6	95,146	+23	485,525	396	+14	- 4	60,720	100	110	111
Full-line wholesalers ^d	346	+22	+ 6	45,556	+23	233,161	214	+13	- 5	30,821	101	110	114
Voluntary-group wholesalers.....	137	+33	+ 8	30,295	+26	158,708	97	+17	- 5	19,279	102	114	117
Retailer-cooperative warehouses.....	24	+25	+ 9	6,978	+24	30,525	16	+ 6	-11	3,367	78	95	96
Specialty lines.....	124	+17	- 1	12,319	+17	63,131	69	+16	+10	7,253	101	104	90
Confectionery.....	63	+41	+ 1	2,386	+35	11,275	33	+16	+ 3	970	54	67	53
Meats and Meat Products.....	59	+16	-14	18,669	+20	145,565	39	+33	0	5,019	53	49	52
Beer.....	58	-10	+ 7	1,803	+ 3	9,615	38	-21	+ 4	368	25	29	26
Wines and Liquors.....	29	+29	+10	6,757	+22	41,486	23	+ 1	+ 2	5,136	83	106	93
Liquor Department of Other Trades ^e	38	+ 7	- 5	10,425	+16	54,320	35	-19	- 6	12,098	118	156	119
Total Hardware Group.....	257	+42	+ 2	42,855	+27	226,509	165	+28	+ 3	39,841	134	154	136
General hardware.....	115	+55	0	29,170	+33	162,645	79	+33	+ 4	28,102	130	153	128
Industrial supplies.....	73	+13	+ 6	9,058	+ 5	37,995	49	+20	+ 1	9,636	160	157	180
Plumbing and heating supplies.....	69	+42	+ 1	4,627	+32	25,869	37	+12	+ 1	2,103	105	155	105
Jewelry.....	45	+62	- 4	2,458	+60	12,896	22	+106	+ 7	2,505	179	132	172
Optical Goods.....	12	+11	0	221	+ 9	1,147	4	-12	- 7	56	110	128	118
Lumber and Building Materials.....	65	+20	+ 4	5,997	+11	27,303	34	-21	- 3	2,130	57	90	60
Machinery, Equipment, and Supplies, except Electrical.....	51	+32	- 3	4,405	+15	21,733	36	+18	+ 5	4,850	143	149	127
Surgical, Medical, and Hospital Eqt. and Supplies...	26	+18	+ 4	1,970	+19	9,574	18	+36	+ 3	1,851	117	97	118
Metals.....	21	+12	- 1	4,149	+ 9	17,148	10	+46	- 6	3,477	155	144	156
Paper and Its Products.....	76	+41	+10	8,759	+21	40,071	40	+25	+ 2	3,756	96	96	92
Petroleum.....	28	+22	+ 3	819	+15	3,846	26	+11	+14	523	71	76	64
Tobacco and Its Products.....	138	+36	+ 4	18,586	+33	122,899	57	+84	+12	3,904	50	37	46
Leather and Shoe Findings.....	46	+12	- 5	741	+16	4,210	24	+32	+ 2	986	209	181	193
Miscellaneous.....	17	+29	- 5	1,867	+23	13,016	13	+ 9	- 3	2,166	162	202	164

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.

WHOLESALESA' ACCOUNTS RECEIVABLE AND COLLECTIONS

MAY 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		May 1946	May 1945	April 1946	Percent change		As of May 1, 1946 (Add 000)
					May 1946 vs. May 1945	May 1946 vs. April 1946	
UNITED STATES	2,236	128	126	129	+21	+ 2	\$230,402
Automotive Supplies.....	191	96	95	96	+43	+ 6	7,596
Chemicals (industrial).....	12	100	107	107	+ 7	+ 7	967
Paints and Varnishes.....	25	86	79	86	+16	+ 3	1,361
Clothing and Furnishings, except Shoes.....	28	120	98	118	+ 7	-18	3,132
Shoes and Other Footwear.....	30	90	91	91	+23	+ 5	12,786
Coal.....	12	115	128	109	-31	-50	1,128
Drugs and Sundries (liquor excluded).....	130	109	106	110	+15	+ 2	27,366
Dry Goods.....	79	95	93	95	+32	+ 6	18,550
Electrical Goods.....	271	96	97	95	+20	+ 5	27,508
Dairy and Poultry Products.....	19	219	247	224	+35	+ 7	521
Fresh Fruits and Vegetables.....	68	210	218	199	+ 5	+ 5	2,666
Farm Supplies.....	12	277	231	210	-16	-33	344
Furniture and House Furnishings.....	41	120	111	118	+52	+ 4	5,432
Groceries and Foods, except Farm products.....	493	194	183	187	+18	- 1	37,651
Full-line wholesalers ^b	270	189	182	184	+19	+ 1	19,057
Voluntary-group wholesalers.....	108	201	185	195	+18	0	10,173
Retailer-cooperative warehouses.....	19	290	268	240	+18	-11	2,134
Specialty lines.....	96	163	154	164	+15	- 1	6,287
Confectionery.....	32	145	153	153	+36	+ 8	757
Meats and Meat Products.....	55	244	224	232	- 1	- 4	7,014
Beer.....	22	260	216	246	-25	- 1	275
Wines and Liquors.....	23	199	228	210	+34	0	2,227
Liquor Department of Other Trades ^c	34	153	161	146	+18	0	6,461
Total Hardware Group.....	234	108	103	108	+28	+ 7	34,505
General hardware.....	106	115	108	112	+39	+ 7	22,776
Industrial supplies.....	65	96	95	93	+ 2	+ 3	7,456
Plumbing and heating supplies.....	63	92	90	91	+35	+13	4,273
Jewelry.....	36	81	81	83	+71	+ 7	2,357
Optical Goods.....	12	95	99	96	+17	+ 4	235
Lumber and Building Materials.....	58	128	124	124	+12	+11	4,524
Machinery, Equipment, and Supplies, except Electrical.....	40	92	91	93	+26	+ 5	3,853
Surgical, Medical, and Hospital Equipment and Supplies.....	26	61	67	67	+18	+ 4	2,847
Metals.....	20	117	129	117	+25	+10	3,480
Paper and Its Products.....	66	103	103	101	+18	- 1	6,889
Petroleum.....	25	137	138	134	+13	+ 2	471
Tobacco and Its Products.....	96	188	183	182	+39	+ 3	6,171
Leather and Shoe Findings.....	31	92	100	96	+22	- 1	626
Miscellaneous.....	15	135	105	135	+ 8	+ 5	902

^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

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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 1946 (Add 000)	Percent change from 5 mos. 1945	Five months 1946 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1946 (Add 000)	May 1946	May 1945	April 1946
		May 1946 vs. May 1945	May 1946 vs. April 1946					May 1946 vs. May 1945	May 1946 vs. April 1946				
New England.....	173	+25	+ 3	\$17,073	+24	\$89,802	111	+21	- 1	\$11,121	104	105	111
Automotive Supplies.....	6	+101	+15	263	+77	1,128	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+99	+20	814	+77	2,534	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	11	+21	+ 8	1,995	+18	10,220	9	+ 8	- 1	2,571	148	165	158
Dry Goods.....	4	+71	+12	142	+70	1,251	4	+59	+15	86	61	75	60
Electrical Goods.....	28	+21	+10	1,944	+18	8,896	24	+70	+11	1,648	104	72	103
Fresh Fruits and Vegetables.....	9	- 4	+21	740	0	2,633	7	+53	-26	20	4	2	6
Groceries and Foods, except Farm Products.....	28	+28	+ 2	2,832	+22	18,178	15	+18	- 7	1,829	103	109	118
Confectionery.....	4	+53	- 1	84	+30	528	d	d	d	d	d	d	d
Meats and Meat Products.....	5	-16	-56	1,059	+19	5,913	4	+14	-25	128	46	47	40
General Hardware.....	4	+71	+ 1	280	+64	1,562	d	d	d	d	d	d	d
Industrial Supplies.....	7	+26	+12	518	+ 4	2,956	5	+29	+ 4	1,042	229	240	251
Plumbing and Heating Supplies.....	7	+91	- 7	214	+74	1,045	d	d	d	d	d	d	d
Metals.....	4	+51	+24	569	+10	1,143	d	d	d	d	d	d	d
Paper and its Products.....	6	+44	+ 6	519	+30	1,767	5	+15	+ 5	254	123	149	129
Tobacco and its Products.....	11	+46	+ 9	2,560	+37	11,129	d	d	d	d	d	d	d
Leather and Shoe Findings.....	4	+ 7	- 4	48	+ 9	232	d	d	d	d	d	d	d
Middle Atlantic.....	574	+26	+ 4	74,886	+22	422,559	358	+23	+ 1	41,408	95	94	98
Automotive Supplies.....	41	+64	+ 7	1,101	+53	4,954	33	+15	- 2	898	116	138	130
Paints and Varnishes.....	5	+64	- 4	120	+56	484	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	10	+51	- 6	2,438	+24	8,106	4	+157	+16	242	69	27	58
Shoes and Other Footwear.....	7	+25	-12	872	+29	4,279	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	+17	- 2	6,297	+18	34,484	15	+23	0	5,445	145	151	140
Dry Goods.....	32	+53	+ 7	5,607	+22	23,654	15	+59	+ 5	2,157	102	102	112
Electrical Goods.....	61	+ 4	+18	5,728	-15	24,204	57	+60	+18	4,813	92	58	93
Dairy and Poultry Products.....	7	+ 6	+ 2	776	+19	3,684	4	+95	+ 6	454	68	55	65
Fresh Fruits and Vegetables.....	23	+ 1	+13	2,210	+ 1	8,315	14	+18	- 1	186	15	11	16
Farm Supplies.....	4	+10	+ 3	654	+ 4	4,473	d	d	d	d	d	d	d
Furniture and House Furnishings.....	14	+70	+ 8	1,598	+49	6,064	8	+95	+ 4	655	62	58	63
Groceries and Foods, except Farm Products.....	92	+29	+ 6	17,924	+23	80,560	45	+10	0	7,368	101	114	106
Confectionery.....	6	+71	+19	343	+42	1,800	d	d	d	d	d	d	d
Meats and Meat Products.....	10	+17	+ 6	2,862	+56	58,803	10	- 5	- 5	1,256	43	53	47
Beer.....	14	- 7	+15	350	+ 1	1,537	11	-42	- 7	39	12	19	14
Wines and Liquors.....	5	+17	+33	2,515	+20	21,136	4	+20	+ 1	1,652	70	67	95
General Hardware.....	25	+54	+ 6	5,627	+37	23,598	17	+52	- 1	4,261	121	132	130
Industrial Supplies.....	23	+14	0	1,328	- 6	6,869	16	+13	+ 1	1,132	159	149	176
Plumbing and Heating Supplies.....	22	+61	+ 9	1,380	+38	5,790	8	+ 5	+ 1	483	102	153	104
Jewelry.....	10	+62	+ 5	623	+71	3,791	6	+161	+ 5	1,291	184	115	179
Surgical, Medical, and Hospital Eqp. and Supplies.....	6	+28	+18	240	+29	1,148	5	+ 2	+ 2	251	178	213	224
Metals.....	4	+28	- 7	1,651	+22	6,280	d	d	d	d	d	d	d
Paper and its Products.....	25	+53	+ 2	2,458	+24	12,515	14	+52	0	896	68	69	65
Petroleum.....	25	+21	+ 2	657	+15	2,953	d	d	d	d	d	d	d
Tobacco and its Products.....	31	+51	+ 4	3,824	+58	40,807	15	+50	0	603	56	59	57
Leather and Shoe Findings.....	11	+16	+ 2	96	+27	577	6	+29	- 3	94	181	159	180
East North Central.....	519	+56	+ 5	67,714	+26	348,317	339	+27	+ 1	47,492	99	106	101
Automotive Supplies.....	51	+44	- 6	1,759	+35	11,262	39	+ 5	0	1,429	106	150	102
Chemicals (industrial).....	4	-12	- 8	380	+ 1	1,953	d	d	d	d	d	d	d
Paints and Varnishes.....	7	+12	- 4	518	+12	2,253	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	7	+47	+ 6	289	+22	1,083	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	25	+24	+ 5	5,992	+18	30,924	17	+ 9	- 1	6,266	157	155	143
Dry Goods.....	8	+45	+12	1,724	+26	6,548	6	+79	-10	1,016	62	51	78
Electrical Goods.....	51	+47	+ 6	5,585	+41	30,035	44	+84	+21	5,518	108	87	94
Dairy and Poultry Products.....	14	+22	+14	720	+16	2,870	8	+56	- 5	124	31	28	36
Fresh Fruits and Vegetables.....	14	- 2	+ 7	961	+ 5	4,824	9	+ 7	- 4	191	28	26	31
Farm Supplies.....	6	+27	+12	788	+21	3,201	d	d	d	d	d	d	d
Furniture and House Furnishings.....	6	+87	+ 3	764	+53	5,559	5	+51	+11	526	52	85	48
Groceries and Foods, except Farm Products.....	96	+25	-10	17,926	+22	94,101	65	+13	- 5	12,608	102	114	115
Confectionery.....	9	+30	+ 9	279	+30	1,561	d	d	d	d	d	d	d
Meats and Meat Products.....	15	+51	+12	3,739	+26	25,757	12	+87	0	2,345	64	58	72

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

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 1946 (Add 000)	Percent change from 5 mos. 1945	Five months 1946 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1946 (Add 000)	May 1946	May 1945	April 1946
		May 1946 vs. May 1945	May 1946 vs. April 1946					May 1946 vs. May 1945	May 1946 vs. April 1946				
East North Central (continued)													
Beer.....	14	-13	+ 6	\$449	+ 4	\$2,506	10	-15	+ 5	\$77	24	28	24
Wines and Liquors.....	10	+42	+ 1	1,185	+32	5,513	9	- 2	- 5	1,058	100	148	108
General Hardware.....	18	+76	+ 2	6,401	+39	33,019	12	+44	+ 4	7,919	131	160	129
Industrial Supplies.....	9	+14	+ 5	789	- 5	3,408	5	+11	+19	237	98	128	122
Plumbing and Heating Supplies.....	17	+48	- 1	1,015	+42	4,762	13	+16	+ 2	904	123	180	121
Jewelry.....	16	+72	- 5	824	+61	3,339	4	+75	+20	464	185	134	152
Lumber and Building Materials.....	12	+73	- 5	1,078	+82	4,485	9	+37	- 7	595	69	103	74
Machinery, Eqpt. and Supplies, except Electrical....	14	+52	+ 2	993	+23	4,267	10	+ 3	- 2	475	82	92	75
Surgical, Medical, and Hospital Eqpt. and Supplies..	9	+ 9	+ 5	1,309	+10	5,971	7	+51	+ 4	1,144	95	68	97
Paper and its Products.....	21	+60	+18	3,905	+24	14,898	10	+27	+ 2	1,061	85	77	79
Tobacco and its Products.....	41	+39	+ 3	5,820	+51	30,011	16	+104	+21	1,200	51	51	43
Leather and Shoe Findings.....	11	+ 8	- 7	199	+ 6	961	4	+ 1	0	102	208	206	182
West North Central.....	300	+37	+ 6	47,252	+25	249,116	219	+27	0	40,817	108	124	116
Automotive Supplies.....	32	+56	+ 5	2,318	+40	10,912	24	+13	- 1	1,681	141	228	160
Shoes and Other Footwear.....	4	+37	- 8	1,285	+39	6,649	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	17	+25	+ 1	4,213	+20	21,402	14	+14	- 3	5,958	170	186	175
Dry Goods.....	4	+74	+13	6,597	+30	36,661	4	+86	+ 5	7,329	111	104	119
Electrical Goods.....	29	+44	- 5	2,649	+43	11,984	29	+56	+16	2,585	98	90	80
Fresh Fruits and Vegetables.....	8	+ 4	+ 7	732	+ 4	3,238	5	+24	- 4	155	28	23	30
Furniture and House Furnishings.....	6	+78	- 4	2,063	+32	9,643	5	+48	+10	1,233	62	75	54
Groceries and Foods, except Farm Products.....	86	+26	+11	13,299	+24	62,767	68	+17	- 4	11,996	107	119	124
Confectionery.....	6	+69	+ 5	342	+51	1,543	5	+51	+ 4	118	36	40	36
Beer.....	9	-16	+ 2	201	+13	1,330	d	d	d	d	d	d	d
General Hardware.....	14	+74	0	4,143	+34	27,641	13	+36	+10	4,874	126	163	114
Industrial Supplies.....	8	+11	- 1	542	+ 8	2,380	4	+36	- 3	271	152	135	161
Plumbing and Heating Supplies.....	11	+61	- 7	868	+51	4,756	7	+ 4	- 1	401	94	142	95
Jewelry.....	6	+50	-42	178	+48	433	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	-27	-16	243	-23	2,723	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical..	4	+72	+21	368	+35	1,031	d	d	d	d	d	d	d
Paper and its Products.....	5	+42	+10	287	+24	1,240	d	d	d	d	d	d	d
Tobacco and its Products.....	12	+54	+ 3	1,034	+51	7,744	5	+32	+27	165	43	55	35
Leather and Shoe Findings.....	5	+ 2	- 9	62	+ 7	521	d	d	d	d	d	d	d
South Atlantic.....	401	+22	+ 1	39,044	+23	198,020	245	+27	+ 3	26,828	102	97	99
Automotive Supplies.....	23	+71	- 3	976	+57	6,581	13	+25	+ 4	806	120	156	115
Paints and Varnishes.....	5	+52	+ 4	338	+51	1,340	5	- 8	- 9	215	64	105	72
Clothing and Furnishings, except Shoes.....	5	+20	+ 1	260	+18	1,233	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+18	-11	1,965	+20	8,873	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	28	+23	+ 4	4,303	+16	22,075	19	+13	- 1	5,411	185	197	193
Dry Goods.....	11	+40	+ 1	1,987	+24	8,249	7	+83	+19	2,263	170	131	140
Electrical Goods.....	46	+27	+11	3,871	+26	17,785	44	+65	+12	3,927	105	81	105
Fresh Fruits and Vegetables.....	17	-13	- 3	1,370	+ 6	7,498	10	- 1	-10	98	11	10	11
Furniture and House Furnishings.....	6	+75	+15	592	+34	2,307	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	122	+19	+ 5	10,835	+23	52,828	61	+21	- 3	5,087	87	88	94
Confectionery.....	20	+11	+ 1	483	+19	2,272	10	+35	- 3	214	60	50	62
Meats and Meat Products.....	7	- 9	-24	842	+16	4,995	5	+38	- 7	422	51	33	41
Beer.....	9	- 9	+ 7	466	- 4	2,368	6	-13	+ 1	126	31	33	35
General Hardware.....	17	+38	- 6	2,248	+38	13,986	12	+24	+ 2	1,441	103	112	96
Industrial Supplies.....	8	+29	+ 1	670	+24	3,964	6	+20	0	854	135	145	135
Lumber and Building Materials.....	8	+15	+ 3	663	- 5	3,107	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical..	7	+40	+ 2	314	+39	1,200	4	+38	+ 5	274	171	198	168
Surgical, Medical, and Hospital Eqpt. and Supplies..	4	+46	-11	188	+53	423	4	+24	+ 4	355	180	213	155
Paper and its Products.....	9	+21	+ 1	734	+18	3,319	4	+ 1	0	310	87	98	80
Tobacco and its Products.....	16	+29	+ 8	2,825	+51	13,703	9	+141	+17	1,162	57	31	51

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WHOLESALESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1946

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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 1946 (Add 000)	Percent change from 5 mos. 1945	Five months from 5 1946 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1946 (Add 000)	May 1946	May 1945	April 1946
		May 1946 vs. May 1945	May 1946 vs. April 1946					May 1946 vs. May 1945	May 1946 vs. April 1946				
East South Central.....	129	+29	- 2	\$14,913	+26	\$78,274	74	+29	+ 5	\$12,093	121	121	117
Drugs and Sundries (liquor excluded).....	13	+20	+ 6	2,642	+14	12,825	d	d	d	d	d	d	d
Dry Goods.....	10	+31	- 1	1,798	+28	6,285	5	+94	+20	1,711	162	100	123
Electrical Goods.....	10	+51	+ 9	959	+34	4,691	8	+147	+27	1,048	120	63	105
Fresh Fruits and Vegetables.....	6	- 5	+ 4	232	+ 9	1,591	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	52	+26	+ 8	3,047	+31	17,951	17	+12	- 5	1,817	88	104	102
Confectionery.....	8	+38	+ 4	304	+42	1,445	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+51	+ 5	754	+13	3,708	d	d	d	d	d	d	d
General Hardware.....	9	+44	-26	2,111	+35	13,811	5	+38	+ 7	1,506	128	126	113
Lumber and Building Materials.....	4	-25	-11	305	-18	802	d	d	d	d	d	d	d
West South Central.....	246	+23	+ 3	36,685	+22	169,184	173	+11	+ 1	30,185	113	124	115
Automotive Supplies.....	14	+16	+ 5	951	+38	3,998	12	-11	+ 7	1,005	113	146	110
Drugs and Sundries (liquor excluded).....	18	+22	+ 1	3,834	+21	20,584	15	+ 9	- 6	5,510	179	198	191
Dry Goods.....	6	+62	+17	1,245	+39	4,941	4	+85	+ 4	807	105	101	116
Electrical Goods.....	28	+37	+ 6	2,427	+37	10,859	24	+76	+61	2,060	89	69	59
Groceries and Foods, except Farm Products.....	106	+17	+6	14,714	+19	64,570	74	+ 5	- 7	9,371	95	103	107
Liquor Department of Other Trades ^e	9	- 9	- 2	1,171	+ 3	7,165	d	d	d	d	d	d	d
General Hardware.....	17	+44	+ 3	3,959	+32	19,330	10	+18	+ 6	3,033	151	170	151
Industrial Supplies.....	7	+23	+ 3	2,870	+16	10,521	5	+22	+ 2	3,272	175	210	197
Machinery, Eqpt., and Supplies, except Electrical..	7	+ 6	-24	982	+ 9	5,478	5	+22	+ 7	1,607	181	157	127
Tobacco and its Products.....	7	+13	-10	653	+49	4,098	d	d	d	d	d	d	d
Mountain.....	119	+36	+ 3	12,271	+30	61,890	93	+17	- 5	12,006	114	132	120
Automotive Supplies.....	19	+59	+ 8	1,014	+39	5,914	13	+17	- 1	770	153	218	168
Drugs and Sundries (liquor excluded).....	6	+13	0	1,529	+15	7,764	6	+16	- 4	2,445	180	156	166
Electrical Goods.....	11	+94	+17	1,139	+79	5,801	10	+64	+ 7	836	76	92	85
Furniture and House Furnishings.....	4	+29	- 4	321	+35	1,566	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	32	+50	+ 8	4,404	+38	19,093	28	+24	- 6	4,820	116	140	154
General Hardware.....	4	+84	+12	713	+55	5,274	4	+25	+ 5	594	85	122	90
Lumber and Building Materials.....	4	- 5	0	745	+ 2	3,681	d	d	d	d	d	d	d
Pacific.....	258	+19	+ 3	45,078	+17	248,363	160	+17	+ 1	37,860	124	123	126
Automotive Supplies.....	59	+30	- 2	2,641	+29	13,229	28	+ 9	+ 5	1,998	177	200	185
Clothing and Furnishings, except Shoes.....	5	+14	- 7	167	+22	699	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+39	+ 4	544	+26	1,516	5	+ 3	- 1	516	101	139	106
Dry Goods.....	10	+51	+ 3	1,745	+15	7,685	d	d	d	d	d	d	d
Electrical Goods.....	24	+ 7	+ 7	4,416	+ 8	21,818	24	+43	+11	5,617	127	95	123
Fresh Fruits and Vegetables.....	6	+18	+ 6	1,581	+ 7	6,721	d	d	d	d	d	d	d
Furniture and House Furnishings.....	8	+50	+ 8	1,658	+25	7,568	5	+107	+ 1	2,117	138	100	147
Groceries and Foods, except Farm Products.....	37	+24	+ 3	10,165	+22	75,879	25	+17	- 1	5,826	95	99	97
Confectionery.....	5	+60	-16	420	+45	1,951	d	d	d	d	d	d	d
Meats and Meat Products.....	5	+19	- 9	867	+31	6,179	4	+77	- 2	518	58	26	55
Beer.....	4	+ 2	+12	195	+ 3	1,098	d	d	d	d	d	d	d
General Hardware.....	7	+33	+10	3,688	+20	24,124	4	+25	+ 4	4,246	167	175	179
Industrial Supplies.....	9	- 4	+17	2,173	- 2	6,105	6	+19	- 1	2,641	148	117	180
Jewelry.....	4	+52	+15	216	+48	2,861	4	+44	- 3	568	170	180	202
Lumber and Building Materials.....	11	+55	+34	1,206	+15	5,028	9	-35	+ 4	374	57	106	62
Machinery, Eqpt., and Supplies, except Electrical..	8	+42	+ 1	957	+18	3,888	6	- 5	- 5	864	108	161	115
Metals.....	4	+23	+10	639	+16	2,824	d	d	d	d	d	d	d
Tobacco and its Products.....	14	+30	+ 5	1,875	+26	12,374	6	+54	- 5	266	45	46	50
Leather and Shoe Findings.....	7	+22	- 5	138	+25	1,328	4	+32	+ 5	406	317	293	298

^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 identical 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.)

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of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

Current
Wholesale
Trade

WHOLESALESALE* SALES, INVENTORIES, AND CREDITS

JUNE 1946

June sales of merchant wholesalers were up 20 percent over a year ago but were off slightly (5%) from May of this year, according to an announcement released today by J. C. Capt, Director of the Census. Dollar sales for the first half of 1946, all trades combined, were up 22 percent over the corresponding period of last year, and set a new six-months' high -- more than double the pre-war 1939 level. These data are based on reports submitted to the Bureau of the Census by 2,799 wholesalers.

Considered by kinds of business on a year-to-year basis, June 1946 compared with June 1945, all trades registered sales gains except beer, off 19 percent; farm supplies, off 16 percent; coal, off 15 percent; chemicals (industrial), off 5 percent; meats, off 4 percent; dairy and poultry products and fresh fruits and vegetables, off 1 percent each. Shoes recorded no change. Furniture and house furnishings, on the other hand, showed the largest gain over a year ago, 53 percent, followed by general hardware, up 50 percent. Other trades registering more than 40 percent increases included automotive supplies; machinery, equipment, and supplies, except electrical; total hardware group; and paper.

Comparing the first six months of 1946 with the corresponding period of 1945, sales gains were recorded by all trades except beer, off one percent. The gains ranged from 1 percent in the case of coal to 57 percent for jewelry. Trades, in addition to jewelry, registering increases of more than 30 percent over the first six months of 1945 included automotive supplies, up 41 percent; furniture and household furnishings, 40 percent; general hardware, 36 percent; confectionery, 35 percent; tobacco, 33 percent; plumbing and heating, 32 percent; clothing and furnishings, except shoes, and the total hardware group, both up 30 percent.

Inventories as of June 30 for all trades combined, valued at cost, were 33 percent above a year ago but only 3 percent above May 31 of this year. Compared with a year ago, substantial increases in inventories were reported for jewelry, 104 percent; clothing and furnishings, except shoes, and furniture and house furnishings, both up 97 percent; electrical goods, 81 percent; and shoes and other footwear, up 68 percent. On the other hand, inventories of farm supplies were off 23 percent; lumber and building materials, 22 percent; paints and varnishes, 21 percent; beer, 18 percent; optical goods, 13 percent; and wines and liquors, 2 percent.

The stock-sales ratio for 1,729 wholesalers was 107 for June 1946, and 100 for both June 1945 and May 1946. Several trades, including clothing, shoes, industrial chemicals, lumber, tobacco, and beer, in addition to the food fields, reported less than one month's supply of merchandise on hand at current rate of sales. Trades with a slightly better inventory position compared with a year ago, measured on a stock-sales ratio basis, included clothing; shoes; coal; dry goods; electrical goods; furniture; jewelry; surgical, medical, and hospital equipment and supplies; metals; tobacco; and leather and shoe findings.

Collections on accounts receivable during the month of June were slightly lower than a year ago as the index decreased from 123 to 122. Accounts receivable increased 23 percent over a year ago, and were up 2 percent at the end of June over the end of May.

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

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES

JUNE 1946

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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 1946 (Add 000)	Percent change from 6 mos. 1945	Six months 1946 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1946 (Add 000)	June 1946	June 1945	May 1946
		June 1946 vs. June 1945	June 1946 vs. May 1946					June 1946 vs. June 1945	June 1946 vs. May 1946				
UNITED STATES	2,799	+20	- 5	\$376,422	+22	\$2,421,019	1,729	+33	+ 3	\$243,007	107	100	100
Automotive Supplies.....	239	+49	0	11,091	+41	69,701	151	+12	+ 2	8,380	139	183	135
Chemicals (Industrial).....	16	- 5	- 5	1,491	+ 2	8,435	11	0	- 2	732	61	55	60
Paints and Varnishes.....	26	+25	- 8	1,624	+18	20,229	12	-21	- 7	635	90	124	81
Clothing and Furnishings, except Shoes.....	34	+56	-17	3,537	+30	17,837	13	+97	+10	561	72	40	60
Shoes and Other Footwear.....	31	0	-13	18,103	+ 8	105,089	18	+68	+14	5,130	58	38	46
Coal.....	12	-15	+33	2,095	+ 1	17,971	6	+12	+88	1,537	114	84	65
Drugs and Sundries (liquor excluded).....	145	+10	-11	31,168	+16	216,454	49	+16	0	15,544	187	186	175
Dry Goods.....	86	+37	- 6	21,796	+28	120,496	50	+61	+ 3	19,306	127	114	115
Electrical Goods.....	368	+29	+ 9	40,294	+19	183,674	343	+81	+17	40,411	104	73	96
Dairy and Poultry Products.....	28	- 1	- 5	2,330	+15	15,722	18	+42	- 4	932	47	33	47
Fresh Fruits and Vegetables.....	85	- 1	- 5	8,662	+ 6	49,414	48	+42	+ 1	839	18	12	16
Farm Supplies.....	21	-16	-18	2,612	+ 3	23,872	13	-23	- 1	625	80	90	74
Furniture and House Furnishings.....	48	+53	- 5	7,146	+40	42,913	27	+97	+ 8	5,112	92	74	83
Groceries and Foods, except Farm Products.....	601	+18	- 7	86,881	+23	588,830	383	+20	- 3	61,952	106	105	103
Full-line wholesalers ^d	320	+18	- 8	40,503	+23	280,270	202	+19	- 3	31,695	105	106	101
Voluntary-group wholesalers.....	141	+20	- 7	29,228	+25	195,154	100	+29	- 3	21,320	113	105	111
Retailer-cooperative warehouses.....	20	+15	- 4	5,321	+23	35,846	12	+ 6	+ 3	2,465	100	107	81
Specialty lines.....	120	+16	- 3	11,829	+17	77,560	69	+ 8	- 4	6,472	93	101	95
Confectionery.....	61	+33	- 1	2,481	+35	13,973	34	+40	+ 8	998	53	52	50
Meats and Meat Products.....	60	- 4	-17	15,584	+17	159,928	43	+11	-13	4,850	55	50	53
Beer.....	53	-19	- 2	1,623	- 1	11,313	35	-18	- 5	337	28	26	28
Wines and Liquors.....	27	+12	-17	5,535	+22	51,527	21	- 2	- 1	4,699	97	110	77
Liquor Department of Other Trades ^e	41	+ 1	- 7	10,173	+14	65,469	f	f	f	f	f	f	f
Total Hardware Group.....	283	+41	0	47,999	+30	290,508	170	+29	+ 3	44,740	147	165	139
General hardware.....	121	+50	+ 1	34,603	+36	208,001	82	+34	+ 3	35,817	148	169	139
Industrial supplies.....	72	+13	+ 1	6,916	+ 6	46,621	47	+18	+ 1	6,583	159	152	156
Plumbing and heating supplies.....	90	+29	- 6	6,480	+32	35,886	41	+ 3	- 3	2,340	113	162	108
Jewelry.....	48	+33	-11	2,655	+57	16,888	22	+104	+ 5	2,679	202	142	162
Optical Goods.....	14	+19	+ 7	256	+11	1,474	6	-13	+ 3	104	117	155	120
Lumber and Building Materials.....	61	+ 7	- 8	4,781	+11	33,829	32	-22	+16	1,633	54	80	44
Machinery, Equipment, and Supplies, except Electrical	50	+42	+ 8	5,031	+19	28,393	34	+16	- 1	4,758	127	144	143
Surgical, Medical, and Hospital Eqt., and Supplies...	20	+ 8	- 2	1,368	+19	11,437	13	+24	- 8	1,110	101	83	106
Metals.....	20	+27	0	3,616	+12	21,024	10	+57	- 4	4,025	157	137	167
Paper and Its Products.....	73	+40	- 1	8,119	+24	49,720	37	+25	- 2	3,272	100	99	101
Petroleum.....	29	+19	+ 7	852	+16	4,722	27	+ 2	-21	417	55	62	74
Tobacco and Its Products.....	151	+25	- 3	23,710	+33	157,800	60	+67	- 1	3,469	44	34	42
Leather and Shoe Findings.....	48	+17	- 3	1,009	+16	5,439	24	+16	- 1	1,123	205	194	203
Miscellaneous.....	20	+12	- 4	2,800	+19	16,936	19	+ 3	- 3	3,077	149	190	143

^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.

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^d Not affiliated with voluntary or cooperative groups.

^e Chiefly of the Wholesale Drug Trade.

^f Insufficient data to show separately.

WHOLESALESA' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		June 1946	June 1945	May 1946	Percent change		As of June 1, 1946 (Add 000)
					June 1946 vs. June 1945	June 1946 vs. May 1946	
UNITED STATES	2,216	122	123	128	+23	+ 2	\$228,180
Automotive Supplies.....	178	94	92	94	+45	+ 1	7,468
Chemicals (industrial).....	15	104	103	99	- 1	- 4	1,445
Paints and Varnishes.....	24	82	78	86	+ 9	- 2	1,314
Clothing and Furnishings, except Shoes.....	28	102	86	109	+15	- 7	2,551
Shoes and Other Footwear.....	28	85	95	90	+19	- 4	11,960
Coal.....	12	114	134	124	-32	+ 2	1,176
Drugs and Sundries (liquor excluded).....	70	108	110	112	+22	+ 1	11,435
Dry Goods.....	76	82	90	95	+47	+ 8	21,762
Electrical Goods.....	357	95	95	99	+17	+ 7	37,029
Dairy and Poultry Products.....	20	203	209	202	+ 6	+ 1	809
Fresh Fruits and Vegetables.....	66	202	214	213	+ 3	+ 2	2,417
Farm Supplies.....	14	154	161	130	-15	-39	1,231
Furniture and House Furnishings.....	39	109	109	117	+42	+ 5	5,793
Groceries and Foods, except Farm products.....	469	181	182	191	+21	0	37,758
Full-line wholesalers ^b	248	174	172	187	+21	+ 2	19,171
Voluntary-group wholesalers.....	111	185	200	198	+31	+ 2	11,540
Retailer-cooperative warehouses.....	15	319	283	294	+ 4	-13	1,422
Specialty lines.....	95	163	157	165	+ 7	- 8	5,625
Confectionery.....	33	152	158	148	+36	- 5	669
Meats and Meat Products.....	57	251	177	244	-22	-13	6,560
Beer.....	21	201	198	227	-22	+12	288
Wines and Liquors.....	20	167	163	198	+17	+21	2,447
Total Hardware Group.....	260	103	101	106	+34	+ 2	40,011
General hardware.....	112	107	106	111	+42	+ 1	27,611
Industrial supplies.....	63	92	97	98	+ 9	+ 5	5,595
Plumbing and heating supplies.....	85	96	89	92	+27	0	6,805
Jewelry.....	38	78	75	79	+56	- 2	2,949
Optical Goods.....	10	89	93	90	+10	- 3	216
Lumber and Building Materials.....	55	120	118	123	+13	+ 1	3,829
Machinery, Equipment, and Supplies, except Electrical.....	38	93	92	91	+23	+ 1	4,072
Surgical, Medical, and Hospital Equipment and Supplies.....	20	57	61	57	+16	+ 3	2,174
Metals.....	19	120	113	118	+17	- 4	2,882
Paper and Its Products.....	64	97	104	102	+33	+ 4	6,766
Petroleum.....	26	129	137	133	+23	+ 5	518
Tobacco and Its Products.....	104	212	211	228	+28	+ 5	7,225
Leather and Shoe Findings.....	34	88	99	98	+29	+ 8	939
Miscellaneous.....	21	99	101	138	+15	+ 6	2,487

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1946

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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 1946 (Add 000)	Percent change from 6 mos. 1945	Six months 1946 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1946 (Add 000)	June 1946	June 1945	May 1946
		June 1946 vs. June 1945	June 1946 vs. May 1946					June 1946 vs. June 1945	June 1946 vs. May 1946				
New England.....	173	+23	- 1	\$16,286	+24	\$110,346	112	+46	+ 5	\$9,898	94	79	89
Automotive Supplies.....	7	+63	-10	397	+73	1,780	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+90	- 7	761	+80	3,295	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	11	+ 3	-15	1,688	+16	11,908	5	+35-	+ 2	873	176	152	162
Dry Goods.....	4	+40	-17	269	+68	1,700	4	+91	- 7	122	45	33	40
Electrical Goods.....	33	+31	+ 7	2,726	+19	11,880	30	+92	+19	2,741	104	71	94
Fresh Fruits and Vegetables.....	9	+ 9	+20	764	+ 2	3,397	6	+76	+15	30	7	4	6
Furniture and House Furnishings.....	4	+98	- 5	466	+92	2,213	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	24	+22	0	2,619	+22	22,268	15	+20	- 4	1,766	100	103	103
Confectionery.....	5	+37	+20	295	+33	984	4	+26	+ 5	44	16	18	19
Meats and Meat Products.....	4	-42	-35	574	+ 9	6,487	4	+69	+ 4	275	48	17	30
Industrial Supplies.....	6	+29	- 4	378	+ 7	3,680	4	+43	+ 4	593	189	182	172
Plumbing and Heating Supplies.....	8	+69	- 3	242	+75	1,289	4	- 2	- 2	125	130	219	127
Machinery, Eqpt., and Supplies, except Electrical...	4	+50	+ 1	308	+36	2,177	d	d	d	d	d	d	d
Metals.....	4	+33	- 9	337	+14	1,517	d	d	d	d	d	d	d
Paper and its Products.....	6	+35	+ 3	329	+31	2,096	5	+17	+ 1	256	119	132	123
Tobacco and its Products.....	8	+37	+13	1,076	+37	12,597	d	d	d	d	d	d	d
Leather and Shoe Findings.....	4	+15	+15	55	+10	287	d	d	d	d	d	d	d
Middle Atlantic.....	584	+17	- 4	79,428	+21	523,068	334	+31	+ 1	35,286	93	80	89
Automotive Supplies.....	43	+61	+ 1	1,204	+55	6,305	34	+10	+ 6	1,015	117	173	113
Paints and Varnishes.....	5	+54	- 2	117	+56	601	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	10	+56	-10	2,349	+32	10,756	d	d	d	d	d	d	d
Shoes and Other Footwear.....	8	+28	- 5	981	+30	5,426	d	d	d	d	d	d	d
Coal.....	4	-27	0	360	-17	2,126	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	23	+13	- 9	6,147	+18	42,314	8	+29	+ 1	2,202	147	137	129
Dry Goods.....	31	+33	- 3	5,363	+24	29,604	14	+69	+ 3	2,172	112	100	101
Electrical Goods.....	61	- 8	+13	6,871	-17	32,021	58	+61	+18	6,184	91	52	89
Dairy and Poultry Products.....	6	-31	-13	597	+15	6,010	4	+41	-12	383	71	33	68
Fresh Fruits and Vegetables.....	19	- 6	- 1	2,034	0	10,349	13	+ 9	-17	104	10	8	12
Farm Supplies.....	4	-17	-14	565	+ 1	5,038	d	d	d	d	d	d	d
Furniture and House Furnishings.....	13	+75	- 3	1,490	+54	7,554	7	+66	-22	355	36	43	47
Groceries and Foods, except Farm Products.....	90	+25	- 4	16,558	+23	97,730	41	+19	- 1	6,512	94	101	100
Confectionery.....	4	+27	- 8	252	+39	1,908	d	d	d	d	d	d	d
Meats and Meat Products.....	11	+ 2	-14	2,509	+34	61,368	11	-14	-10	1,115	44	53	42
Beer.....	13	- 6	+24	423	0	1,980	9	-14	0	37	10	11	12
Wines and Liquors.....	5	+ 8	-19	2,040	+21	26,198	4	+ 7	- 2	1,615	85	83	70
General Hardware.....	27	+38	- 5	5,579	+38	30,020	15	+32	+ 2	3,982	134	130	116
Industrial Supplies.....	22	+ 5	- 3	1,447	- 4	9,066	15	+14	+ 4	1,476	189	161	167
Plumbing and Heating Supplies.....	24	+49	- 5	1,350	+41	7,269	9	- 8	-12	501	98	158	112
Jewelry.....	12	+64	-13	877	+70	4,722	5	+169	+13	1,429	225	144	184
Optical Goods.....	4	+22	+ 9	127	+14	845	d	d	d	d	d	d	d
Lumber and Building Materials.....	14	+ 4	- 8	1,462	+21	8,496	5	-11	+ 7	463	41	54	36
Machinery, Eqpt., and Supplies, except Electrical...	6	+18	- 8	528	+ 2	3,391	4	+36	+ 1	810	190	150	172
Surgical, Medical, and Hospital Eqpt. and Supplies.	6	+35	-11	195	+32	1,452	5	+ 4	+ 2	261	204	236	173
Paper and its Products.....	24	+30	- 4	1,855	+24	15,507	13	+16	- 4	668	63	68	66
Petroleum.....	23	+19	+ 9	667	+16	3,620	d	d	d	d	d	d	d
Tobacco and its Products.....	47	+22	0	10,491	+34	58,717	15	+58	- 9	685	37	32	40
Leather and Shoe Findings.....	9	+ 9	0	85	+23	462	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1946

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 1946 (Add 000)	Percent change from 6 mos. 1945	Six months 1946 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1946 (Add 000)	June 1946	June 1945	May 1946
		June 1946 vs. June 1945	June 1946 vs. May 1946					June 1946 vs. June 1945	June 1946 vs. May 1946				
East North Central.....	523	+26	- 4	\$68,203	+26	\$426,258	338	+37	+ 2	\$45,084	101	94	95
Automotive Supplies.....	49	+53	+ 6	2,078	+37	13,983	33	+ 1	- 1	1,450	114	165	116
Chemicals (industrial).....	4	-16	-14	325	- 2	2,278	d	d	d	d	d	d	d
Paints and Varnishes.....	6	+ 9	-10	441	+12	2,694	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	6	+74	+ 5	299	+30	1,582	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	21	+13	-11	4,954	+17	36,426	8	+16	0	1,601	156	158	144
Dry Goods.....	8	+34	-10	1,254	+28	7,998	6	+21	+ 2	832	70	81	62
Electrical Goods.....	72	+43	+ 9	8,893	+39	41,779	66	+92	+17	8,815	103	76	95
Dairy and Poultry Products.....	13	+21	- 4	684	+17	3,394	7	+44	-25	78	18	16	26
Fresh Fruits and Vegetables.....	16	0	- 6	1,702	+ 4	6,877	10	0	- 6	202	27	27	28
Farm Supplies.....	5	- 5	-11	632	+16	3,833	d	d	d	d	d	d	d
Furniture and House Furnishings.....	6	+53	-13	661	+53	4,285	5	+58	+ 5	343	63	64	52
Groceries and Foods, except Farm Products.....	95	+14	- 7	17,117	+21	113,581	68	+25	- 3	13,112	105	96	100
Confectionery.....	10	+24	- 2	327	+28	1,388	d	d	d	d	d	d	d
Meats and Meat Products.....	16	+22	-16	3,725	+25	27,684	13	+20	-21	1,852	65	63	63
Beer.....	14	-18	- 1	444	0	2,950	9	+ 3	+15	75	27	22	22
Wines and Liquors.....	9	+11	- 2	1,106	+29	6,866	8	+ 4	- 7	941	99	107	102
General Hardware.....	15	+59	- 4	6,165	+42	41,701	13	+52	+ 8	8,852	148	155	132
Industrial Supplies.....	10	+16	- 5	778	- 5	4,387	6	+12	0	280	117	130	105
Plumbing and Heating Supplies.....	16	+41	- 9	777	+42	5,637	13	+11	+ 3	945	144	187	129
Jewelry.....	16	+29	- 4	1,112	+54	4,694	d	d	d	d	d	d	d
Lumber and Building Materials.....	12	+36	+ 1	766	+58	5,439	8	-23	+24	178	36	73	30
Machinery, Eqpt., and Supplies, except Electrical..	12	+77	+13	991	+29	5,352	8	+13	+12	399	68	86	77
Surgical, Medical, and Hospital Eqpt. and Supplies.	6	0	- 1	876	+ 9	6,971	5	+37	-13	689	79	58	90
Metals.....	4	+ 7	- 3	514	+20	3,454	d	d	d	d	d	d	d
Paper and its Products.....	22	+63	+ 4	4,162	+30	19,080	9	+34	- 5	798	83	84	91
Tobacco and its Products.....	37	+29	- 6	5,461	+31	35,739	14	+88	- 8	959	44	30	46
Leather and Shoe Findings.....	12	+11	- 3	234	+ 6	1,290	5	+ 9	+ 1	216	225	225	234
West North Central.....	304	+29	- 5	47,122	+26	308,645	209	+39	+ 3	46,713	125	123	117
Automotive Supplies.....	24	+45	+ 3	1,857	+41	13,437	16	+16	+ 2	1,130	159	203	156
Clothing and Furnishings, except Shoes.....	4	-13	-50	190	+29	963	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+36	- 7	1,199	+39	7,848	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	17	+13	-12	3,730	+19	25,537	5	+13	- 4	2,149	204	216	215
Dry Goods.....	5	+52	- 5	8,313	+34	45,683	5	+54	+ 3	10,572	127	125	117
Electrical Goods.....	37	+63	+12	4,428	+48	17,888	36	+83	+19	3,999	96	87	91
Fresh Fruits and Vegetables.....	7	+ 2	0	404	+ 4	3,651	d	d	d	d	d	d	d
Furniture and House Furnishings.....	4	+47	- 3	1,840	+39	13,624	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	82	+20	- 7	12,161	+24	76,599	66	+28	- 1	14,366	134	125	127
Confectionery.....	5	+50	- 5	312	+50	1,855	5	+49	+ 2	116	37	38	35
Beer.....	8	-30	+ 4	82	+ 9	1,451	d	d	d	d	d	d	d
General Hardware.....	13	+59	- 5	4,876	+36	35,185	13	+33	0	7,523	154	184	146
Industrial Supplies.....	9	+18	- 2	559	+10	2,939	4	+36	+ 3	280	182	136	152
Plumbing and Heating Supplies.....	12	+52	- 8	647	+53	5,686	9	- 5	- 4	528	89	147	87
Jewelry.....	6	+37	-13	155	+45	588	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	-15	+18	284	-20	3,619	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical..	4	+65	- 3	358	+42	1,339	d	d	d	d	d	d	d
Paper and its Products.....	5	+23	-20	229	+24	1,469	d	d	d	d	d	d	d
Tobacco and its Products.....	14	+32	- 6	1,044	+31	3,738	6	+52	+17	138	40	39	31
Leather and Shoe Findings.....	8	+ 3	- 2	127	+ 8	690	d	d	d	d	d	d	d

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1946

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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 1946 (Add 000)	Percent change from 6 mos. 1945	Six months 1946 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1946 (Add 000)	June 1946	June 1945	May 1946
		June 1946 vs. June 1945	June 1946 vs. May 1946					June 1946 vs. June 1945	June 1946 vs. May 1946				
South Atlantic.....	399	+14	- 7	\$37,406	+22	\$240,771	219	+35	+ 6	\$20,975	102	87	90
Automotive Supplies.....	20	+72	- 5	969	+59	7,756	11	+27	0	562	108	147	106
Paints and Varnishes.....	5	+20	-17	279	+45	1,619	5	- 3	- 3	214	77	94	65
Clothing and Furnishings, except Shoes.....	5	+30	- 2	255	+20	1,488	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	28	+12	-14	3,700	+16	25,775	9	+17	+ 1	2,595	209	201	188
Dry Goods.....	11	+17	+ 4	2,041	+23	10,290	7	+91	+ 2	1,665	149	90	156
Electrical Goods.....	51	+20	+ 6	4,829	+23	23,172	49	+77	+25	5,380	115	77	98
Dairy and Poultry Products.....	5	+11	-12	226	+11	1,364	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	15	-23	- 5	1,043	+ 2	8,541	7	+46	+23	70	12	7	9
Furniture and House Furnishings.....	4	+33	-26	335	+34	2,642	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	109	+14	- 9	8,345	+22	61,531	51	+11	- 7	3,410	85	88	82
Confectionery.....	20	+17	- 7	447	+19	2,719	9	+58	- 4	141	61	49	65
Meats and Meat Products.....	6	-10	-18	685	+12	5,678	5	+ 9	-22	330	48	40	51
Beer.....	8	-29	-16	384	- 8	2,772	6	-25	- 5	120	37	33	31
General Hardware.....	19	+55	+ 4	2,943	+41	17,224	14	+25	+ 2	2,139	112	142	106
Industrial Supplies.....	10	+13	+10	817	+22	4,854	7	+21	+ 1	864	121	110	133
Lumber and Building Materials.....	7	- 2	- 8	551	- 3	3,897	d	d	d	d	d	d	d
Machinery, Expt., and Supplies, except Electrical..	4	+81	+12	210	+44	1,410	d	d	d	d	d	d	d
Paper and its Products.....	8	+25	- 4	676	+19	3,995	d	d	d	d	d	d	d
Tobacco and its Products.....	17	+21	- 7	2,295	+30	16,299	11	+63	-11	691	42	34	44
East South Central.....	143	+27	- 2	16,976	+26	97,942	84	+29	0	9,802	102	106	97
Drugs and Sundries (liquor excluded).....	14	+ 7	-15	2,391	+13	15,357	d	d	d	d	d	d	d
Dry Goods.....	7	+29	-14	1,228	+28	7,513	d	d	d	d	d	d	d
Electrical Goods.....	20	+64	+20	2,163	+43	7,144	18	+139	+ 5	1,688	81	56	94
Fresh Fruits and Vegetables.....	7	+10	-11	275	+ 8	1,730	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	36	+17	-13	3,805	+28	22,429	22	+11	- 4	2,468	93	101	86
Confectionery.....	8	+37	- 6	286	+41	1,729	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+15	+ 3	774	+13	4,482	d	d	d	d	d	d	d
General Hardware.....	9	+44	+48	2,974	+37	17,149	5	+19	+ 5	1,192	125	144	105
Tobacco and its Products.....	4	+12	- 1	526	+30	3,699	d	d	d	d	d	d	d
West South Central.....	250	+23	- 9	32,580	+22	205,399	169	+23	+2	27,773	118	121	105
Automotive Supplies.....	16	+46	- 8	874	+40	4,945	12	+14	+1	807	110	138	99
Drugs and Sundries (liquor excluded).....	19	+13	-11	3,464	+20	24,273	8	+10	0	3,851	225	234	205
Dry Goods.....	7	+28	-24	1,220	+36	6,161	6	+78	+11	1,678	179	134	125
Electrical Goods.....	45	+47	- 1	3,503	+40	14,519	39	+89	+13	3,248	95	73	83
Groceries and Foods, except Farm Products.....	90	+18	- 9	10,131	+19	74,940	62	+14	- 6	7,059	95	100	93
Liquor Department of Other Trades. ^c	12	+16	- 5	1,631	+ 8	9,466	d	d	d	d	d	d	d
General Hardware.....	17	+50	- 9	3,764	+34	23,718	10	+22	+11	3,634	168	214	135
Industrial Supplies.....	6	+22	+ 4	2,152	+17	12,673	5	+19	- 0	2,492	162	168	164
Machinery, Expt., and Supplies, except Electrical..	7	+61	+24	1,222	+17	6,975	5	+17	- 4	1,547	135	199	181
Tobacco and its Products.....	5	+51	-19	622	+56	5,813	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1946

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 1946 (Add 000)	Percent change from 6 mos. 1945	Six months 1946 (Add 000)	Number of firms reporting stocks	Percent change		June 30, 1946 (Add 000)	June 1946	June 1945	May 1946
		June 1946 vs. June 1945	June 1946 vs. May 1946					June 1946 vs. June 1945	June 1946 vs. May 1946				
Mountain.....	129	+24	- 2	\$14,255	+29	\$79,104	94	+24	+ 4	\$12,098	115	111	107
Automotive Supplies.....	17	+55	0	862	+42	4,776	11	+35	+13	622	171	232	159
Electrical Goods.....	17	+62	- 7	1,450	+76	7,614	15	+103	+19	1,362	111	86	85
Furniture and House Furnishings.....	4	+19	+10	352	+31	1,737	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	35	+24	- 6	4,584	+35	24,150	30	+24	0	4,961	120	120	112
General Hardware.....	5	+57	- 7	1,265	+38	6,725	d	d	d	d	d	d	d
Tobacco and its Products.....	4	+86	- 2	119	+70	685	d	d	d	d	d	d	d
Pacific.....	283	+20	- 3	45,243	+18	312,033	169	+33	+ 3	33,943	128	122	123
Automotive Supplies.....	60	+34	- 2	2,698	+31	16,218	29	+ 7	0	2,325	187	215	183
Clothing and Furnishings, except Shoes.....	6	- 3	-39	171	+24	984	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+ 1	-34	227	+22	1,743	5	-15	-25	236	116	145	101
Dry Goods.....	10	+31	+ 2	1,805	+16	9,470	d	d	d	d	d	d	d
Electrical Goods.....	32	+29	+10	5,431	+13	27,857	32	+87	+16	7,014	129	100	122
Fresh Fruits and Vegetables.....	7	+ 5	-19	709	+ 7	8,130	d	d	d	d	d	d	d
Furniture and House Furnishings.....	10	+54	- 1	1,779	+27	9,348	6	+120	+ 8	2,427	159	108	140
Groceries and Foods, except Farm Products.....	40	+16	- 7	11,561	+22	95,622	28	+12	- 5	8,298	104	107	97
Confectionery.....	5	+51	+10	460	+46	2,411	4	+90	+51	319	70	56	58
Meats and Meat Products.....	5	+22	- 6	811	+29	7,613	4	+122	+ 9	347	44	24	38
Beer.....	5	-18	-13	188	- 1	1,311	4	+ 7	- 9	61	48	36	47
General Hardware.....	13	+47	+ 9	6,808	+24	34,543	7	+30	- 1	7,778	167	199	196
Industrial Supplies.....	6	- 5	+15	515	- 2	6,859	4	- 6	- 1	479	155	156	198
Jewelry.....	5	+ 9	-14	242	+49	3,788	4	+62	+13	414	230	213	170
Lumber and Building Materials.....	11	+17	-28	874	+12	6,190	9	-13	+25	472	84	119	58
Machinery, Eqpt., and Supplies, except Electrical..	7	+85	+18	744	+27	4,877	4	+36	+ 4	251	81	99	107
Metals.....	5	+25	+ 2	734	+18	3,642	d	d	d	d	d	d	d
Tobacco and its Products.....	15	+16	- 4	1,876	+23	15,413	7	+57	+ 5	385	63	53	55
Leather and Shoe Findings.....	9	+28	- 6	394	+24	1,805	5	+ 6	- 4	408	207	206	201

^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 identical 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.

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WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

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JUNE 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		June 1946	June 1945	May 1946	Percent change		As of June 1, 1946 (Add 000)
					June 1946 vs. June 1945	June 1946 vs. May 1946	
New England.....	147	108	118	118	+27	+ 6	\$10,940
Automotive Supplies.....	6	89	92	85	+94	- 1	420
Shoes and Other Footwear.....	4	48	47	63	+70	+14	1,211
Drugs and Sundries (liquor excluded).....	7	114	125	126	+27	+10	728
Dry Goods.....	4	110	97	112	+45	- 6	250
Electrical Goods.....	33	97	95	102	+11	+ 9	2,503
Fresh Fruits and Vegetables.....	9	261	253	254	- 8	+ 4	213
Groceries and Foods, except Farm Products.....	18	150	158	157	+26	+ 2	1,363
Confectionery.....	4	132	140	151	+40	+21	74
Meats and Meat Products.....	4	211	289	272	- 7	-10	304
Industrial Supplies.....	4	102	103	115	+32	0	158
Plumbing and Heating Supplies.....	8	80	79	86	+73	+ 3	290
Metals.....	4	107	99	117	+59	+11	293
Paper and its Products.....	6	98	106	109	+42	+ 7	306
Tobacco and its Products.....	5	193	171	203	+20	+ 9	228
Middle Atlantic.....	474	131	130	140	+16	+ 4	46,340
Automotive Supplies.....	36	84	89	85	+61	+ 7	762
Paints and Varnishes.....	4	83	67	81	+34	+ 5	82
Clothing and Furnishings, except Shoes.....	7	116	97	115	+10	-13	1,141
Shoes and Other Footwear.....	8	94	95	96	+33	- 6	1,065
Coal.....	4	107	137	148	-56	-21	137
Drugs and Sundries (liquor excluded).....	12	95	97	102	+25	- 1	2,966
Dry Goods.....	27	92	98	118	+41	+13	3,731
Electrical Goods.....	58	113	104	113	-25	+17	5,410
Dairy and Poultry Products.....	4	228	269	262	-13	- 6	185
Fresh Fruits and Vegetables.....	16	160	223	174	+28	+ 7	682
Farm Supplies.....	4	319	450	393	+34	+20	183
Furniture and House Furnishings.....	12	105	104	110	+71	+11	1,353
Groceries and Foods, except Farm Products.....	68	178	167	192	+16	+ 1	7,615
Meats and Meat Products.....	11	217	219	207	+22	-12	1,161
Beer.....	8	196	194	221	-10	+30	144
Wines and Liquors.....	5	124	114	159	+13	+40	1,742
General Hardware.....	25	108	104	107	+40	- 3	4,849
Industrial Supplies.....	20	87	92	89	+ 7	+ 4	1,225
Plumbing and Heating Supplies.....	21	90	99	82	+66	+ 2	1,449
Jewelry.....	9	77	74	79	+54	+ 2	859
Optical Goods.....	4	85	91	87	+11	- 4	130
Lumber and Building Materials.....	11	113	116	120	+15	+ 2	1,298
Machinery, Eqpt., and Supplies, except Electrical..	5	105	106	105	+ 9	0	473
Surgical, Medical, and Hospital Eqpt. and Supplies..	6	60	70	68	+36	+ 9	255
Paper and its Products.....	19	98	113	110	+33	+ 7	1,561
Tobacco and its Products.....	34	264	261	281	+26	+ 6	3,070
Leather and Shoe Findings.....	4	97	119	110	+81	+23	38
East North Central.....	419	132	133	138	+31	+ 2	37,021
Automotive Supplies.....	42	115	112	113	+40	- 5	1,203
Chemicals (industrial).....	4	130	134	134	-14	- 8	274
Paints and Varnishes.....	6	76	70	78	- 1	- 6	578
Clothing and Furnishings, except Shoes.....	4	103	104	107	+57	+ 8	225
Drugs and Sundries (liquor excluded).....	12	108	111	111	+26	+ 2	1,681
Dry Goods.....	7	90	101	105	+35	+13	1,356
Electrical Goods.....	68	99	96	109	+29	+ 5	7,620
Dairy and Poultry Products.....	7	229	208	223	+13	+ 3	105
Fresh Fruits and Vegetables.....	10	315	311	374	+ 1	+26	415
Furniture and House Furnishings.....	6	125	113	131	+55	- 6	532
Groceries and Foods, except Farm Products.....	74	229	232	230	+17	- 3	4,732
Confectionery.....	6	170	197	180	+31	+ 5	80
Meats and Meat Products.....	16	285	202	292	- 3	- 6	1,336
Beer.....	4	205	211	208	-17	0	38
Wines and Liquors.....	7	376	321	358	+12	+ 2	187
General Hardware.....	15	112	112	118	+64	+ 2	5,339
Industrial Supplies.....	9	90	100	92	+17	0	752
Plumbing and Heating Supplies.....	15	100	99	101	+60	- 2	810
Jewelry.....	13	78	81	81	+81	0	1,333
Lumber and Building Materials.....	12	130	138	124	+55	+ 3	595
Machinery, Eqpt., and Supplies, except Electrical..	9	100	103	91	+67	+24	691
Surgical, Medical, and Hospital Eqpt. and Supplies..	6	56	58	55	+ 3	+ 2	1,441
Paper and its Products.....	22	101	108	99	+40	+ 2	3,157
Tobacco and its Products.....	25	184	187	202	+35	+ 3	1,651
Leather and Shoe Findings.....	9	117	127	129	+16	+ 2	157

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(Continued on next page)

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		June 1946	June 1945	May 1946	Percent change		As of June 1, 1946 (Add 000)
					June 1946 vs. June 1945	June 1946 vs. May 1946	
West North Central.....	233	108	116	114	+36	0	\$35,938
Automotive Supplies.....	16	93	92	91	+36	+2	1,597
Clothing and Furnishings, except Shoes.....	4	82	51	82	+28	+6	441
Shoes and Other Footwear.....	4	104	108	109	+31	-6	1,168
Drugs and Sundries (liquor excluded).....	6	124	128	121	+24	-4	1,270
Dry Goods.....	5	70	79	79	+58	+9	10,660
Electrical Goods.....	37	87	92	89	+52	-1	4,557
Fresh Fruits and Vegetables.....	5	218	200	250	-18	+17	120
Furniture and House Furnishings.....	4	132	134	154	+22	+6	1,511
Groceries and Foods, except Farm Products.....	68	176	193	198	+31	+5	6,091
Beer.....	5	108	128	136	-53	+4	26
General Hardware.....	13	116	118	112	+55	-4	4,519
Industrial Supplies.....	9	101	99	102	+7	0	536
Plumbing and Heating Supplies.....	11	91	92	92	+59	+1	736
Jewelry.....	4	100	93	102	+104	-2	57
Lumber and Building Materials.....	6	127	117	151	-29	+18	176
Tobacco and its Products.....	5	497	470	553	+28	+3	95
Leather and Shoe Findings.....	7	84	96	92	+14	+4	138
South Atlantic.....	304	114	119	122	+21	+1	24,297
Automotive Supplies.....	16	86	96	91	+87	+3	689
Paints and Varnishes.....	5	86	91	94	+37	+3	279
Clothing and Furnishings, except Shoes.....	4	94	85	97	+31	+11	196
Drugs and Sundries (liquor excluded).....	16	115	117	124	+22	+6	1,960
Dry Goods.....	9	93	101	98	+46	-1	1,512
Electrical Goods.....	50	87	97	95	+25	+6	4,800
Dairy and Poultry Products.....	5	149	149	159	+19	-3	112
Fresh Fruits and Vegetables.....	12	176	177	177	-22	-8	391
Groceries and Foods, except Farm Products.....	76	173	167	193	+9	+2	3,205
Confectionery.....	8	153	135	145	-2	-8	91
Meats and Meat Products.....	5	279	245	296	-15	-18	268
General Hardware.....	19	109	106	122	+37	+9	2,531
Industrial Supplies.....	8	104	113	111	+18	+2	653
Lumber and Building Materials.....	6	147	121	148	+6	-1	371
Machinery, Eqpt., and Supplies, except Electrical..	4	109	111	104	+50	+3	155
Paper and its Products.....	7	91	97	98	+18	+3	657
Tobacco and its Products.....	15	160	162	178	+30	+3	935
East South Central.....	115	120	123	127	+33	+2	10,102
Drugs and Sundries (liquor excluded).....	8	106	110	104	+24	+7	623
Dry Goods.....	7	92	93	106	+29	-2	1,286
Electrical Goods.....	20	99	90	97	+45	+4	1,825
Fresh Fruits and Vegetables.....	6	251	233	268	+3	0	113
Groceries and Foods, except Farm Products.....	31	164	169	167	+21	-1	2,065
Meats and Meat Products.....	4	307	288	298	+2	+7	250
General Hardware.....	8	88	95	110	+50	+11	1,458
West South Central.....	188	118	115	129	+25	+4	19,391
Automotive Supplies.....	10	99	64	94	+13	-7	586
Drugs and Sundries (liquor excluded).....	10	107	106	107	+15	-4	2,172
Dry Goods.....	7	86	85	114	+33	+19	1,411
Electrical Goods.....	43	88	90	88	+50	+10	3,747
Groceries and Foods, except Farm Products.....	67	175	170	183	+28	-3	4,451
General Hardware.....	15	111	102	120	+32	+5	2,596
Industrial Supplies.....	5	96	102	104	+13	+8	1,423
Machinery, Eqpt., and Supplies, except Electrical..	6	85	72	81	+8	-10	1,159
Mountain.....	101	134	140	140	+33	+5	7,297
Automotive Supplies.....	10	95	94	100	+65	+13	546
Electrical Goods.....	17	94	102	109	+68	+11	1,415
Groceries and Foods, except Farm Products.....	32	173	182	181	+41	+7	2,496
Pacific.....	225	115	114	119	+18	0	28,800
Automotive Supplies.....	39	88	90	89	+36	0	1,500
Clothing and Furnishings, except Shoes.....	6	100	93	129	+9	-4	212
Shoes and Other Footwear.....	7	115	124	131	+28	-5	249
Dry Goods.....	8	111	122	113	+31	+4	1,304
Electrical Goods.....	31	90	81	90	+8	+8	5,352
Fresh Fruits and Vegetables.....	5	155	136	156	+24	-19	377
Furniture and House Furnishings.....	9	96	97	98	+43	0	1,762
Groceries and Foods, except Farm Products.....	35	178	178	178	+15	-7	5,740
Confectionery.....	4	119	132	112	+81	-15	273
Meats and Meat Products.....	4	305	335	350	+10	-1	223
General Hardware.....	12	100	101	103	+24	+1	5,908
Industrial Supplies.....	5	72	78	86	-17	+14	531
Jewelry.....	5	71	47	55	+13	-6	387
Lumber and Building Materials.....	11	107	109	120	+24	+7	830
Machinery, Eqpt., and Supplies, except Electrical..	5	104	98	102	+50	-3	453
Metals.....	5	97	101	89	+30	+5	785
Tobacco and its Products.....	13	135	134	139	+18	+1	998
Leather and Shoe Findings.....	7	83	91	92	+36	+14	424

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.,
 S. Dak., S. Dak.)

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

Cooperating with the National Association of Credit Men

Current
Wholesale
Trade

JULY 1946

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESAERS' SALES AND INVENTORIES

JULY 1946

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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 1946 (Add 000)	Percent change from 7 mos. 1945	Seven months 1946 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1946 (Add 000)	July 1946	July 1945	June 1946
		July 1946 vs. July 1945	July 1946 vs. June 1946					July 1946 vs. July 1945	July 1946 vs. June 1946				
UNITED STATES	2,712	+55	+ 7	\$584,415	+23	\$2,872,686	1,685	+43	+ 5	\$247,078	105	103	108
Automotive Supplies.....	255	+52	+ 1	11,248	+43	83,276	155	+14	+ 4	8,465	134	183	132
Chemicals (industrial).....	14	+17	+15	865	+ 3	9,702	9	- 3	- 6	256	44	54	59
Paints and Varnishes.....	28	+51	- 5	1,560	+18	26,077	15	-17	+ 3	737	91	156	93
Clothing and Furnishings, except Shoes.....	35	+38	+ 8	4,340	+51	22,264	14	+72	+13	587	89	82	77
Shoes and Other Footwear.....	31	- 8	- 9	15,987	+ 6	121,214	18	+89	- 1	4,892	62	34	59
Coal.....	12	+19	+15	2,199	+ 3	21,416	6	- 4	+20	1,324	97	117	95
Drugs and Sundries (liquor excluded).....	144	+21	+ 7	32,857	+17	251,888	48	+17	+ 1	14,268	181	186	195
Dry Goods.....	82	+58	+ 2	21,859	+52	143,971	48	+96	+ 6	20,661	132	106	129
Electrical Goods.....	359	+64	+23	49,066	+27	235,648	330	+95	+11	43,395	93	79	103
Dairy and Poultry Products.....	29	+20	+34	3,011	+16	20,630	17	+96	+28	1,272	49	30	53
Fresh Fruits and Vegetables.....	88	+ 3	- 1	9,971	+ 5	61,713	53	+12	- 3	924	15	14	16
Farm Supplies.....	19	+38	+64	4,181	+ 7	28,208	11	- 5	+28	765	73	105	83
Furniture and House Furnishings.....	47	+79	- 8	6,468	+46	51,520	28	+134	+20	6,236	123	96	93
Groceries and Foods, except Farm Products.....	597	+50	- 1	81,718	+23	686,968	373	+33	+ 5	59,689	111	111	105
Full-line wholesalers ^d	327	+29	+ 2	41,182	+23	329,393	199	+38	+ 5	29,408	109	104	104
Voluntary-group wholesalers.....	134	+35	- 4	24,022	+26	4,345	96	+30	+ 2	20,174	119	125	112
Retailer-cooperative warehouses.....	23	+27	- 3	5,611	+23	42,412	15	+10	- 2	2,725	84	107	96
Specialty lines.....	113	+24	- 4	10,903	+17	90,818	63	+29	+15	7,382	114	108	95
Confectionery.....	58	+42	+ 3	2,102	+35	16,216	32	+45	+ 6	1,040	59	59	59
Meats and Meat Products.....	59	+53	+80	27,445	+21	188,744	38	+19	- 3	3,945	30	45	52
Beer.....	55	-10	+13	1,973	- 3	13,503	37	- 7	0	345	22	22	25
Wines and Liquors.....	26	+10	+ 3	5,923	+20	65,357	22	+ 6	+ 9	5,658	99	105	95
Liquor Department of Other Trades ^e	38	+13	- 7	9,324	+14	75,136	f	f	f	f	f	f	f
Total Hardware Group.....	262	+48	+ 4	45,250	+32	344,274	169	+33	+ 1	46,954	147	169	152
General hardware.....	120	+63	+ 4	32,043	+40	245,840	82	+59	+ 1	34,274	144	171	150
Industrial supplies.....	71	+13	+ 1	8,769	+ 6	57,969	48	+21	+ 1	10,521	175	166	173
Plumbing and heating supplies.....	71	+45	+14	4,438	+33	40,465	39	+ 9	+ 2	2,159	101	156	116
Jewelry.....	42	+59	-10	2,088	+56	19,740	17	+88	+ 5	2,439	278	190	206
Optical Goods.....	12	+46	+ 8	208	+14	1,704	4	+25	+ 8	71	125	119	120
Lumber and Building Materials.....	86	+49	+16	6,719	+15	42,295	34	+ 2	+ 4	2,175	53	85	58
Machinery, Eqpt., and Supplies, except Electrical....	49	+28	- 4	4,203	+19	33,028	34	+24	+ 4	4,193	136	127	128
Surgical, Medical, and Hospital Eqpt. and Supplies...	20	+ 8	- 2	1,506	+18	13,691	13	+49	+10	1,457	119	79	105
Metals.....	19	+33	- 4	3,378	+14	24,470	11	+46	- 1	4,610	172	173	163
Paper and Its Products.....	70	+39	- 5	7,950	+25	58,480	32	+23	+ 4	3,215	106	103	97
Petroleum.....	27	+25	+ 1	800	+17	5,522	25	+ 1	0	414	59	71	59
Tobacco and Its Products.....	130	+34	+ 8	18,013	+32	181,407	53	+48	+ 5	2,811	39	37	39
Leather and Shoe Findings.....	43	+23	+ 2	755	+17	6,202	21	+23	+ 3	955	201	203	197
Miscellaneous.....	16	+21	-14	1,448	+19	18,424	18	+21	+13	3,527	168	186	141

^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.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JULY 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		July 1946	July 1945	June 1946	Percent change		As of July 1, 1946 (Add 000)
					July 1946 vs. July 1945	July 1946 vs. June 1946	
UNITED STATES	2,141	124	121	120	+27	+ 4	\$226,646
Automotive Supplies.....	177	94	91	94	+45	+ 1	7,492
Chemicals (industrial).....	13	109	104	102	+ 8	+ 8	709
Paints and Varnishes.....	26	84	76	81	+17	- 6	1,296
Clothing and Furnishings, except Shoes.....	29	102	113	111	+13	- 7	3,607
Shoes and Other Footwear.....	28	87	94	84	+19	- 6	11,082
Coal.....	12	109	115	105	+11	+67	1,944
Drugs and Sundries (liquor excluded).....	70	114	110	109	+18	- 4	11,059
Dry Goods.....	72	84	90	82	+49	+ 5	22,849
Electrical Goods.....	343	101	93	95	+29	+11	40,162
Dairy and Poultry Products.....	22	255	204	202	- 7	- 2	826
Fresh Fruits and Vegetables.....	68	214	217	215	+ 1	+ 8	3,010
Farm Supplies.....	14	247	189	153	-17	-32	848
Furniture and House Furnishings.....	39	112	103	109	+55	0	5,613
Groceries and Foods, except Farm Products.....	463	189	174	185	+18	0	34,111
Full-line wholesalers ^b	255	185	171	179	+19	- 1	18,310
Voluntary-group wholesalers.....	106	201	188	200	+19	- 2	8,129
Retailer-cooperative warehouses.....	17	296	242	261	+ 2	- 8	1,652
Specialty lines.....	85	156	143	158	+20	+ 9	6,020
Confectionery.....	30	150	138	144	+26	+ 1	778
Meats and Meat Products.....	54	231	209	248	+11	+45	9,307
Beer.....	21	256	223	229	-13	+10	345
Wines and Liquors.....	19	164	149	173	+20	+ 3	2,492
Total Hardware Group.....	242	102	99	101	+38	+ 3	39,153
General hardware.....	111	105	102	106	+52	+ 5	27,089
Industrial supplies.....	65	94	95	90	+ 8	0	7,902
Plumbing and heating supplies.....	66	93	87	92	+31	- 5	4,162
Jewelry.....	33	80	87	83	+36	-12	2,076
Optical Goods.....	11	98	93	92	+24	+ 1	196
Lumber and Building Materials.....	60	126	115	124	+16	+ 1	4,522
Machinery, Eqpt., and Supplies, except Electrical.....	38	100	111	98	+37	+ 2	3,441
Surgical, Medical, and Hospital Equipment and Supplies.....	20	63	68	60	+15	- 4	2,375
Metals.....	18	115	117	120	+30	+ 6	2,949
Paper and Its Products.....	60	98	99	97	+30	+ 2	6,547
Petroleum.....	24	126	131	130	+33	+11	537
Tobacco and Its Products.....	87	184	174	180	+26	+ 3	5,381
Leather and Shoe Findings.....	30	85	90	88	+26	+ 3	688
Miscellaneous.....	18	159	117	121	+18	- 3	1,251

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1946

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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 1946 (Add 000)	Percent change from 7 mos. 1945	Seven months 1946 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1946 (Add 000)	July 1946	July 1945	June 1946
		July 1946 vs. July 1945	July 1946 vs. June 1946					July 1946 vs. July 1945	July 1946 vs. June 1946				
New England.....	174	+29	+ 5	\$17,622	+24	\$133,455	105	+41	+ 1	\$9,656	103	104	105
Automotive Supplies.....	6	+72	+ 2	380	+72	2,228	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+84	-21	602	+80	3,897	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	10	+22	+13	1,768	+17	13,676	5	+18	0	874	159	172	176
Dry Goods.....	4	+61	- 2	276	+67	1,992	4	+189	+30	165	60	33	45
Electrical Goods.....	32	+70	+18	3,148	+28	15,125	23	+97	+ 7	2,066	94	96	114
Fresh Fruits and Vegetables.....	10	+18	+32	1,179	+ 7	4,802	7	+30	-14	30	6	5	9
Furniture and House Furnishings.....	4	+126	-10	421	+96	2,634	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	24	+32	+ 1	2,119	+22	25,793	14	+35	- 1	1,186	84	84	86
Confectionery.....	4	+13	-20	80	+31	1,064	d	d	d	d	d	d	d
Meats and Meat Products.....	4	-45	- 2	562	+ 4	7,897	d	d	d	d	d	d	d
Industrial Supplies.....	7	+19	-11	403	+ 7	4,465	6	+35	+ 3	1,138	290	255	252
Plumbing and Heating Supplies.....	7	+106	+21	268	+79	1,563	d	d	d	d	d	d	d
Jewelry.....	4	+49	-17	246	+72	1,899	d	d	d	d	d	d	d
Metals.....	4	+48	-13	293	+17	1,841	d	d	d	d	d	d	d
Paper and its Products.....	6	+23	-18	269	+30	2,365	5	+16	+ 5	269	152	167	119
Tobacco and its Products.....	10	+24	+17	2,530	+33	16,849	d	d	d	d	d	d	d
Leather and Shoe Findings.....	4	+ 2	-22	43	+ 9	330	d	d	d	d	d	d	d
Middle Atlantic.....	556	+28	0	68,492	+22	605,269	323	+40	+ 3	35,767	97	89	95
Automotive Supplies.....	37	+59	+ 5	1,016	+55	7,537	30	+ 8	0	823	119	173	119
Paints and Varnishes.....	5	+59	-15	100	+56	701	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	12	+37	+ 7	3,207	+33	14,038	4	+36	+ 1	287	68	78	66
Shoes and Other Footwear.....	8	+16	-38	611	+28	6,037	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	24	+28	+ 6	6,798	+19	50,363	8	+24	- 6	1,859	131	129	148
Dry Goods.....	30	+61	- 4	5,282	+28	35,296	15	+84	+ 3	2,589	116	108	119
Electrical Goods.....	64	+17	+14	8,140	-12	40,704	59	+89	+11	7,017	89	55	91
Dairy and Poultry Products.....	6	- 5	+40	931	+14	8,778	4	+142	+42	663	75	29	76
Fresh Fruits and Vegetables.....	21	+ 6	+ 5	2,198	+ 1	12,642	13	+23	+ 5	130	12	9	12
Furniture and House Furnishings.....	12	+64	-25	1,049	+54	8,646	7	+178	+46	655	94	58	44
Groceries and Foods, except Farm Products.....	88	+27	-11	12,054	+24	110,237	41	+27	- 1	6,284	113	111	94
Confectionery.....	5	+ 9	-11	144	+33	2,169	4	+20	0	78	59	55	53
Meats and Meat Products.....	11	+39	+32	3,331	+34	64,699	11	+ 2	- 5	947	28	39	39
Beer.....	12	+ 3	+11	425	0	2,394	9	+11	+ 7	31	8	7	8
Wines and Liquors.....	5	0	-14	1,752	+20	35,080	4	-13	+ 3	1,681	101	111	85
General Hardware.....	25	+83	- 2	4,525	+42	34,847	15	+38	- 7	3,543	124	163	150
Industrial Supplies.....	22	+ 1	- 5	1,527	- 4	10,944	15	+17	+ 3	1,728	182	161	178
Plumbing and Heating Supplies.....	21	+56	+ 9	1,166	+43	8,548	7	- 4	+ 5	307	111	185	114
Jewelry.....	12	+44	-27	639	+66	5,361	5	+127	+ 4	1,479	363	223	225
Optical Goods.....	4	+68	+14	111	+19	969	d	d	d	d	d	d	d
Lumber and Building Materials.....	16	+55	+25	1,945	+26	10,681	6	- 9	+ 6	496	37	71	40
Machinery, Eqpt., and Supplies, except Electrical..	4	+31	+ 6	488	+ 5	3,910	d	d	d	d	d	d	d
Surgical, Medical, and Hospital Eqpt. and Supplies.	7	+13	-11	179	+29	1,639	6	+12	+ 4	295	259	219	210
Paper and its Products.....	20	+24	-10	1,639	+24	17,146	9	+17	+ 1	532	65	67	55
Petroleum.....	23	+21	+ 1	672	+17	4,292	d	d	d	d	d	d	d
Tobacco and its Products.....	34	+31	+ 3	4,109	+34	63,510	13	+26	+23	666	42	46	33
Leather and Shoe Findings.....	9	+34	0	87	+24	557	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1946

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 1946 (Add 000)	Percent change from 7 mos. 1945	Seven months 1946 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1946 (Add 000)	July 1946	July 1945	June 1946
		July 1946 vs. July 1945	July 1946 vs. June 1946					July 1946 vs. July 1945	July 1946 vs. June 1946				
East North Central.....	503	+43	+ 8	\$72,007	+28	\$510,527	318	+49	+ 6	\$45,169	96	97	101
Automotive Supplies.....	51	+58	0	2,324	+40	16,871	38	+ 3	0	1,654	109	162	109
Chemicals (industrial).....	4	+10	+29	418	0	2,696	d	d	d	d	d	d	d
Paints and Varnishes.....	8	+28	+ 5	501	+14	3,221	4	-34	+ 6	188	60	110	60
Clothing and Furnishings, except Shoes.....	7	+86	+ 5	325	+38	1,719	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	23	+24	+ 6	5,721	+18	42,935	8	+26	+ 1	1,845	161	166	173
Dry Goods.....	8	+35	- 3	1,212	+29	9,210	6	+98	+20	1,078	94	65	76
Electrical Goods.....	64	+84	+28	10,759	+46	53,066	59	+123	+18	9,614	92	76	101
Dairy and Poultry Products.....	13	+45	+28	898	+22	4,292	7	+12	- 8	91	16	20	22
Fresh Fruits and Vegetables.....	17	- 5	-19	1,781	+ 3	8,954	10	+11	0	203	26	25	27
Farm Supplies.....	6	+21	+30	881	+17	4,776	d	d	d	d	d	d	d
Furniture and House Furnishings.....	7	+82	- 7	664	+56	5,001	6	+71	+27	540	106	109	72
Groceries and Foods, except Farm Products.....	89	+30	- 2	14,991	+22	131,986	59	+35	+ 2	11,324	111	107	107
Confectionery.....	7	+27	- 4	188	+28	1,846	d	d	d	d	d	d	d
Meats and Meat Products.....	16	+94	+73	6,745	+35	34,600	11	+ 5	-12	1,621	30	56	65
Beer.....	11	-15	+22	468	- 2	3,418	8	- 1	-11	67	22	19	32
Wines and Liquors.....	8	-17	-15	920	+21	7,923	7	+37	+20	1,128	131	95	102
General Hardware.....	17	+73	+ 5	6,517	+46	50,498	12	+59	+ 5	9,083	153	169	153
Industrial Supplies.....	10	+ 5	- 3	753	- 8	5,295	6	+ 3	- 4	268	110	131	117
Plumbing and Heating Supplies.....	17	+53	+10	1,014	+44	6,743	13	+17	+ 4	893	125	171	137
Jewelry.....	14	+31	+ 8	781	+50	5,519	4	+ 5	+ 4	234	190	154	137
Lumber and Building Materials.....	12	+87	+ 5	1,326	+63	8,860	8	+52	+ 9	707	71	102	66
Machinery, Eqt., and Supplies, except Electrical..	11	+38	-14	841	+29	6,235	8	+23	+ 4	415	86	76	68
Surgical, Medical, and Hospital Eqt. and Supplies.	5	- 3	- 3	999	+ 8	8,521	4	+72	+13	1,000	101	57	86
Metals.....	4	+27	- 1	508	+29	3,999	d	d	d	d	d	d	d
Paper and its Products.....	21	+59	- 3	4,117	+34	23,480	8	+39	+ 7	908	92	83	82
Tobacco and its Products.....	33	+42	+ 6	5,160	+31	42,256	12	+69	+ 6	805	39	32	40
Leather and Shoe Findings.....	10	+15	0	186	+ 7	1,476	d	d	d	d	d	d	d
West North Central.....	305	+50	+ 6	49,699	+29	370,339	213	+46	+ 7	48,525	124	135	123
Automotive Supplies.....	35	+49	- 5	2,229	+42	16,737	27	+29	+ 7	1,749	148	195	136
Drugs and Sundries (liquor excluded).....	17	+18	+ 4	3,971	+19	29,877	6	+16	+ 3	2,652	219	219	210
Dry Goods.....	5	+63	+ 4	8,651	+37	55,045	5	+83	+ 6	11,174	129	115	127
Electrical Goods.....	36	+116	+27	5,800	+60	23,288	35	+98	+12	4,451	84	95	96
Fresh Fruits and Vegetables.....	8	+ 9	+45	828	+ 5	4,827	4	+41	+ 4	79	14	11	20
Furniture and House Furnishings.....	4	+83	-11	1,630	+47	16,998	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	84	+43	- 1	13,226	+27	92,377	67	+30	+ 8	16,504	143	162	132
Confectionery.....	5	+49	+ 7	334	+50	2,202	5	+98	+ 5	127	38	29	39
Beer.....	10	-12	+10	309	+ 3	1,950	4	- 4	+28	23	10	9	9
General Hardware.....	11	+59	+ 4	3,717	+41	40,806	11	+29	- 6	4,816	130	160	142
Industrial Supplies.....	8	+15	- 6	432	+11	3,371	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	13	+66	+18	815	+54	6,503	10	- 7	- 2	567	77	143	92
Jewelry.....	5	+113	+12	66	+50	654	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	-23	-27	192	-16	4,486	d	d	d	d	d	d	d
Paper and its Products.....	5	+16	- 4	219	+23	1,688	d	d	d	d	d	d	d
Tobacco and its Products.....	12	+40	+ 8	1,011	+31	10,671	4	+53	+ 1	135	47	49	52
Leather and Shoe Findings.....	6	+32	+10	96	+10	786	d	d	d	d	d	d	d

JULY 1946

WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS -

JULY 1946

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 1946 (Add 000)	Percent change from 7 mos. 1945	Seven months 1946 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1946 (Add 000)	July 1946	July 1945	June 1946
		July 1946 vs. July 1945	July 1946 vs. June 1946					July 1946 vs. July 1945	July 1946 vs. June 1946				
Mountain.....	127	+46	+ 8	\$14,604	+31	\$94,382	92	+36	+ 2	\$11,141	104	114	113
Automotive Supplies.....	16	+62	+ 6	885	+45	5,891	10	+27	- 1	584	163	225	168
Electrical Goods.....	16	+92	+22	1,702	+79	9,316	14	+118	+ 7	1,364	91	82	108
Furniture and House Furnishings.....	4	+50	+ 4	367	+33	2,107	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	35	+38	- 7	4,248	+36	28,620	31	+34	- 2	4,982	128	132	121
General Hardware.....	7	+58	+ 5	1,555	+40	8,351	4	+31	+ 8	589	95	107	82
Lumber and Building Materials.....	4	+44	+26	905	+ 8	5,599	d	d	d	d	d	d	d
Tobacco and its Products.....	4	+115	+18	140	+77	825	d	d	d	d	d	d	d
Pacific.....	268	+31	+ 4	45,611	+19	370,041	165	+45	+ 8	35,805	128	121	128
Automotive Supplies.....	59	+42	+ 7	2,963	+32	19,261	28	+11	+10	2,370	179	233	185
Clothing and Furnishings, except Shoes.....	6	+30	+ 3	176	+25	1,160	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+38	+17	265	+24	2,008	5	+15	+21	285	121	143	116
Dry Goods.....	10	+85	- 6	1,700	+24	11,385	d	d	d	d	d	d	d
Electrical Goods.....	33	+65	+24	6,797	+22	35,609	33	+71	+ 8	7,551	111	107	128
Fresh Fruits and Vegetables.....	5	-23	- 5	1,336	+ 2	10,710	d	d	d	d	d	d	d
Furniture and House Furnishings.....	8	+79	+ 4	1,691	+33	11,148	5	+204	+12	2,563	165	97	158
Groceries and Foods, except Farm Products.....	34	+14	- 7	8,982	+21	110,003	23	+47	+17	6,737	119	94	100
Confectionery.....	5	+83	+18	541	+52	2,952	4	+62	+13	359	67	75	69
Meats and Meat Products.....	5	+93	+62	1,310	+33	9,275	4	+35	-29	246	19	28	44
Beer.....	6	-10	+ 3	221	- 2	1,532	5	+ 8	- 3	64	41	33	43
General Hardware.....	11	+43	- 5	5,619	+27	40,123	7	+31	+ 4	8,093	184	216	166
Industrial Supplies.....	7	+ 5	+ 3	1,807	- 2	10,191	6	+20	+ 4	3,125	186	166	187
Plumbing and Heating Supplies.....	4	-11	+ 3	685	- 5	4,013	d	d	d	d	d	d	d
Lumber and Building Materials.....	11	+31	+10	964	+13	7,391	9	- 9	- 6	446	64	101	84
Machinery, Eqpt., and Supplies, except Electrical..	9	+20	-13	782	+25	5,801	6	+34	+ 6	660	183	120	134
Metals.....	4	0	- 1	611	+15	4,253	d	d	d	d	d	d	d
Tobacco and its Products.....	15	+31	+11	1,974	+23	17,648	7	+39	- 3	263	45	46	52
Leather and Shoe Findings.....	8	+21	0	213	+23	2,018	5	+10	+ 1	413	204	223	207

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 identical 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.)

Current
Wholesale
Trade

AUGUST 1946

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES

AUGUST 1946

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		August 1946 (Add 000)	Percent change from 8 mos. 1945	Eight months 1946 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1946 (Add 000)	August 1946	August 1945	July 1946
		August 1946 vs. August 1945	August 1946 vs. July 1946					August 1946 vs. August 1945	August 1946 vs. July 1946				
UNITED STATES	2,846	+41	+ 8	\$452,714	+26	\$3,409,043	1,750	+50	+ 4	\$277,077	102	100	106
Automotive Supplies.....	227	+51	+ 7	12,134	+44	97,754	142	+19	+ 4	9,116	130	165	134
Chemicals (industrial).....	15	+26	- 7	1,421	+ 7	12,136	10	- 1	0	349	32	41	28
Paints and Varnishes.....	57	+37	+14	4,584	+20	34,574	12	-20	- 2	625	79	135	87
Clothing and Furnishings, except Shoes.....	36	+27	+ 6	4,752	+31	27,146	15	+116	+ 7	723	77	42	76
Shoes and Other Footwear.....	32	+25	+40	23,004	+ 9	144,575	19	+96	- 1	5,105	47	31	62
Coal.....	11	+30	+11	2,631	+ 7	25,620	5	+34	+37	2,595	152	155	130
Drugs and Sundries (liquor excluded).....	144	+16	+ 1	34,421	+17	289,086	48	+18	+ 2	15,989	180	179	180
Dry Goods.....	81	+51	+10	23,521	+35	169,226	47	+89	- 2	19,685	119	100	130
Electrical Goods.....	369	+91	+10	55,372	+36	294,276	345	+112	+ 9	50,208	93	84	94
Dairy and Poultry Products.....	28	+36	0	2,909	+19	26,192	17	+43	- 7	1,017	46	41	48
Fresh Fruits and Vegetables.....	89	-10	-17	7,558	+ 3	70,152	56	+45	+ 3	1,077	21	12	16
Farm Supplies.....	23	+ 3	-19	3,370	+ 6	31,780	15	+22	+24	1,191	101	88	72
Furniture and House Furnishings.....	49	+70	+ 6	7,080	+49	62,003	30	+132	- 3	6,297	111	64	123
Groceries and Foods, except Farm Products.....	621	+31	+ 7	94,713	+24	797,795	394	+44	+ 8	67,972	112	103	114
Full-line wholesalers ^d	353	+32	+ 8	49,227	+24	384,897	226	+50	+ 9	36,228	108	96	108
Voluntary-group wholesalers.....	137	+30	+ 5	28,245	+26	260,234	95	+43	+ 8	22,058	124	118	128
Retailer-cooperative warehouses.....	18	+34	+ 2	4,819	+24	47,231	11	+27	+11	2,553	105	107	96
Specialty lines.....	113	+28	+12	12,422	+18	105,433	62	+30	0	7,133	102	98	114
Confectionery.....	58	+23	- 1	2,359	+34	18,866	30	+10	- 8	887	52	59	55
Meats and Meat Products.....	61	+91	+13	35,920	+29	226,889	41	-10	-29	3,180	21	46	30
Beer.....	53	-14	+ 1	1,958	- 4	15,595	36	-20	- 7	293	19	21	21
Wines and Liquors.....	27	+18	+ 5	6,065	+20	79,802	22	+26	+10	6,153	109	100	101
Liquor Department of Other Trades ^e	37	+15	- 3	9,193	+14	84,738	f	f	f	f	f	f	f
Total Hardware Group.....	289	+56	+ 8	56,055	+35	412,954	179	+36	+ 1	54,404	141	163	152
General hardware.....	126	+63	+ 7	37,935	+43	291,737	89	+41	+ 1	40,916	141	163	152
Industrial supplies.....	74	+24	+ 7	9,662	+ 8	68,644	50	+24	0	11,053	162	170	177
Plumbing and heating supplies.....	89	+75	+13	8,458	+39	52,573	40	+18	+ 5	2,435	86	134	94
Jewelry.....	49	+62	+29	3,876	+57	24,462	23	+82	+ 3	4,702	218	206	265
Optical Goods.....	12	+20	- 7	244	+15	1,952	f	f	f	f	f	f	f
Lumber and Building Materials.....	66	+30	+ 3	7,041	+17	50,763	36	+14	+ 5	2,669	61	74	61
Machinery, Eqpt., and Supplies, except Electrical....	48	+46	+ 2	4,081	+24	38,489	31	+24	+ 4	4,324	148	161	141
Surgical, Medical, and Hospital Eqpt. and Supplies...	21	+20	+12	1,822	+19	16,027	13	+14	+ 3	1,829	115	113	126
Metals.....	22	+48	+ 5	3,546	+18	28,812	12	+47	+ 2	4,245	158	167	165
Paper and Its Products.....	72	+49	+11	8,951	+28	68,135	34	+21	0	3,353	96	105	110
Petroleum.....	29	+14	0	872	+16	6,419	27	- 1	+ 2	448	56	64	56
Tobacco and Its Products.....	158	+22	+ 2	29,920	+31	223,684	69	+61	0	4,930	43	33	44
Leather and Shoe Findings.....	43	+24	0	742	+17	6,979	21	+24	- 1	938	210	202	206
Miscellaneous.....	19	+ 6	+ 3	2,599	+15	22,362	21	+33	0	2,973	197	177	157

^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.

WHOLESALESA' ACCOUNTS RECEIVABLE AND COLLECTIONS

AUGUST 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		August 1946	August 1945	July 1946	Percent change		As of August 1, 1946 (Add 000)
					August 1946 vs. August 1945	August 1946 vs. July 1946	
UNITED STATES	2,247	126	125	126	+38	+ 5	\$256,994
Automotive Supplies.....	168	93	91	94	+42	+ 1	7,830
Chemicals (industrial).....	13	109	104	99	+30	+14	1,436
Paints and Varnishes.....	23	88	76	85	+15	- 2	1,174
Clothing and Furnishings, except Shoes.....	29	95	120	95	+50	+11	3,544
Shoes and Other Footwear.....	29	82	94	87	+21	- 5	11,139
Coal.....	11	109	124	108	+29	+ 4	2,052
Drugs and Sundries (liquor excluded).....	70	109	110	113	+19	+ 3	11,186
Dry Goods.....	72	79	86	83	+57	+ 5	23,812
Electrical Goods.....	359	100	92	102	+50	+16	48,460
Dairy and Poultry Products.....	18	201	194	276	+14	+38	1,043
Fresh Fruits and Vegetables.....	72	191	204	200	- 4	- 8	2,681
Farm Supplies.....	15	219	221	322	+19	+37	781
Furniture and House Furnishings.....	42	115	108	112	+57	- 7	5,426
Groceries and Foods, except Farm Products.....	489	188	185	184	+26	- 1	38,426
Full-line wholesalers ^b	279	194	189	190	+30	+ 3	20,356
Voluntary-group wholesalers.....	110	176	182	178	+29	- 3	11,213
Retailer-cooperative warehouses.....	14	301	259	254	+ 7	-17	1,337
Specialty lines.....	86	160	158	158	+15	- 8	5,520
Confectionery.....	29	144	152	153	+36	+ 6	808
Meats and Meat Products.....	56	276	230	240	+50	+24	11,319
Beer.....	21	252	266	259	0	+ 7	362
Wines and Liquors.....	20	163	152	164	-20	-13	2,008
Total Hardware Group.....	271	104	103	103	+47	+ 4	45,457
General hardware.....	118	110	108	109	+54	+ 3	29,581
Industrial supplies.....	69	93	95	92	+22	0	8,224
Plumbing and heating supplies.....	84	92	93	91	+52	+10	7,852
Jewelry.....	38	74	86	80	+57	+ 8	3,217
Optical Goods.....	11	88	89	90	+31	+ 3	276
Lumber and Building Materials.....	58	119	122	126	+33	+12	5,423
Machinery, Eqpt., and Supplies, except Electrical.....	37	84	83	88	+49	+ 5	3,642
Surgical, Medical, and Hospital Equipment and Supplies.....	21	64	62	63	+12	- 1	2,449
Metals.....	21	113	120	113	+46	+ 1	3,038
Paper and Its Products.....	62	91	98	98	+32	+ 2	7,123
Petroleum.....	26	119	136	125	+32	+ 7	608
Tobacco and Its Products.....	116	218	218	223	+32	+ 5	9,245
Leather and Shoe Findings.....	29	88	97	87	+34	+ 2	673
Miscellaneous.....	21	111	103	127	0	0	2,356

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1946

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		August 1946 (Add 000)	Percent change from 8 mos. 1945	Eight months 1946 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1946 (Add 000)	August 1946	August 1945	July 1946
		August 1946 vs. August 1945	August 1946 vs. July 1946					August 1946 vs. August 1945	August 1946 vs. July 1946				
New England.....	184	+43	+13	\$22,268	+26	\$159,525	117	+71	+18	\$12,326	100	94	96
Automotive Supplies.....	8	+59	+1	459	+68	2,784	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+152	+6	743	+89	4,640	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	9	+17	-5	1,537	+17	15,213	4	+15	+3	568	165	177	151
Dry Goods.....	5	+97	+23	544	+71	2,339	5	+185	+11	188	55	38	61
Electrical Goods.....	35	+93	+20	4,129	+88	19,492	31	+200	+48	4,717	118	78	97
Fresh Fruits and Vegetables.....	9	-2	-24	617	+6	5,530	7	-17	-35	20	5	5	5
Furniture and House Furnishings.....	4	+130	+6	447	+101	3,081	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	26	+24	-1	3,770	+22	31,321	14	+39	+9	1,506	89	93	88
Confectionery.....	5	+31	+17	369	+32	1,668	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+102	+269	2,072	+16	9,969	d	d	d	d	d	d	d
Industrial Supplies.....	7	+49	+10	534	+10	5,130	6	+58	+5	1,205	230	218	243
Plumbing and Heating Supplies.....	6	+80	+5	255	+79	1,818	d	d	d	d	d	d	d
Jewelry.....	4	+76	+58	383	+73	2,082	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical..	8	+47	+9	351	+36	3,071	4	-6	+2	506	272	416	313
Metals.....	4	+44	-1	89	+18	1,973	d	d	d	d	d	d	d
Paper and its Products.....	6	+54	+23	332	+32	2,697	5	+17	-1	265	131	149	152
Tobacco and its Products.....	12	+12	+4	2,876	+29	19,965	4	+29	+1	199	33	33	35
Middle Atlantic.....	586	+33	+7	86,275	+23	718,186	327	+45	+4	37,810	91	91	97
Automotive Supplies.....	41	+67	+1	1,108	+58	8,673	33	+16	+1	885	113	170	115
Paints and Varnishes.....	5	+42	-9	91	+54	792	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	12	+20	+2	3,285	+31	17,323	4	+84	+14	326	79	47	68
Shoes and Other Footwear.....	8	+17	+64	1,002	+26	7,039	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	24	+13	-6	6,160	+18	58,820	7	+25	+4	1,766	137	126	129
Dry Goods.....	32	+51	+20	6,434	+32	42,011	15	+82	+1	2,362	93	93	105
Electrical Goods.....	65	+48	+9	8,709	-5	49,499	59	+118	+11	7,579	90	61	88
Dairy and Poultry Products.....	8	+31	+1	1,124	+17	12,528	4	+57	-25	378	47	35	64
Fresh Fruits and Vegetables.....	21	-19	-25	1,682	-2	14,339	12	+26	-9	148	18	11	15
Furniture and House Furnishings.....	13	+77	+39	1,558	+57	10,279	8	+124	-11	846	58	45	94
Groceries and Foods, except Farm Products.....	90	+40	+11	16,845	+26	131,138	40	+36	+10	7,773	99	108	116
Confectionery.....	5	+24	+8	327	+32	2,496	d	d	d	d	d	d	d
Meats and Meat Products.....	10	+112	+12	2,623	+36	67,422	10	-5	-14	651	25	55	33
Beer.....	12	0	+9	449	0	2,857	9	-14	0	32	8	9	8
Wines and Liquors.....	4	0	-11	1,268	+20	43,547	d	d	d	d	d	d	d
General Hardware.....	24	+83	+7	5,418	+47	41,022	15	+42	+4	3,804	118	159	120
Industrial Supplies.....	22	+22	+12	1,846	-2	12,987	15	+15	-1	1,786	151	172	168
Plumbing and Heating Supplies.....	21	+83	+13	1,296	+48	9,941	8	-8	+4	468	76	151	88
Jewelry.....	12	+70	+54	987	+67	6,348	5	+110	-3	1,534	222	189	387
Optical Goods.....	5	+29	-6	163	+20	1,136	d	d	d	d	d	d	d
Lumber and Building Materials.....	16	+31	-1	1,862	+27	12,782	7	+2	+7	583	40	57	39
Machinery, Eqpt., and Supplies, except Electrical..	7	+37	+3	600	+9	4,609	4	+26	0	744	160	161	162
Surgical, Medical, and Hospital Eqpt. and Supplies.	5	+47	+28	192	+32	1,938	4	+16	+1	234	207	232	275
Paper and its Products.....	21	+42	+19	2,012	+26	19,215	10	+8	-6	570	58	86	76
Petroleum.....	23	+15	-1	667	+17	4,959	d	d	d	d	d	d	d
Tobacco and its Products.....	48	+25	+5	12,271	+34	83,258	14	+46	+2	797	40	35	45
Leather and Shoe Findings.....	10	+43	-1	86	+27	643	4	+24	0	67	258	300	248

(Continued on next page)

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1946

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		August 1946 (Add 000)	Percent change from 6 mos. 1945	Eight months 1946 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1946 (Add 000)	August 1946	August 1945	July 1946
		August 1946 vs. August 1945	August 1946 vs. July 1946					August 1946 vs. August 1945	August 1946 vs. July 1946				
East North Central.....	521	+28	+ 8	\$79,578	+31	\$600,820	342	+56	+ 7	\$50,012	93	94	94
Automotive Supplies.....	51	+47	+ 7	2,241	+41	19,766	38	+ 5	+ 1	1,590	103	138	107
Chemicals (industrial).....	4	+11	+ 8	450	+ 1	3,146	d	d	d	d	d	d	d
Paints and Varnishes.....	7	+53	+ 6	522	+16	3,745	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	7	+87	+11	360	+45	2,079	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	23	+20	+ 1	5,894	+18	49,319	9	+23	+ 2	2,305	160	157	157
Dry Goods.....	7	+41	+ 8	1,116	+30	10,326	5	+139	-10	825	80	48	94
Electrical Goods.....	73	+104	+ 9	12,685	+55	66,993	67	+158	+20	12,684	103	81	93
Dairy and Poultry Products.....	11	+18	+ 3	556	+22	4,863	6	+54	0	43	21	11	18
Fresh Fruits and Vegetables.....	14	- 1	-14	725	+ 3	9,688	10	+15	- 7	175	29	26	28
Farm Supplies.....	7	- 2	- 7	845	+13	5,647	d	d	d	d	d	d	d
Furniture and House Furnishings.....	6	+90	+17	764	+59	5,765	5	+97	+ 1	542	78	90	107
Groceries and Foods, except Farm Products.....	90	+36	+10	16,187	+23	150,400	61	+48	+ 9	12,039	113	106	115
Confectionery.....	7	+ 8	+ 6	224	+26	2,124	d	d	d	d	d	d	d
Meats and Meat Products.....	17	+105	+ 2	8,604	+44	43,204	14	-29	-36	1,199	17	51	26
Beer.....	11	-18	- 1	408	- 4	3,874	8	-19	+ 4	47	17	17	16
Wines and Liquors.....	9	+24	+27	1,380	+20	9,512	6	+56	+10	1,453	128	97	129
General Hardware.....	18	+77	+11	6,697	+48	59,056	14	+57	+ 1	7,932	131	147	144
Industrial Supplies.....	8	+54	+ 7	730	- 6	6,194	4	+ 9	+ 1	166	97	157	95
Plumbing and Heating Supplies.....	17	+73	+25	1,267	+49	8,167	13	+26	- 1	889	98	151	125
Jewelry.....	14	+58	+31	1,138	+52	6,784	4	+67	+ 3	492	163	145	289
Lumber and Building Materials.....	11	+78	+ 1	1,239	+65	8,239	8	+76	+10	766	80	83	70
Machinery, Eqpt., and Supplies, except Electrical... Surgical, Medical, and Hospital Eqpt. and Supplies..	12 9	+69 +13	+24 +12	957 1,350	+33 + 9	7,289 10,084	8 7	+43 +13	+ 9 + 3	435 1,297	96 105	72 103	99 114
Metals.....	5	+46	+ 7	597	+24	4,718	d	d	d	d	d	d	d
Paper and its Products.....	22	+71	+10	4,581	+58	28,278	9	+36	+ 3	977	82	80	91
Tobacco and its Products.....	39	+21	0	6,279	+30	49,598	18	+82	+ 5	1,486	48	31	45
Leather and Shoe Findings.....	11	+36	+14	218	+11	1,729	4	+ 9	+ 1	110	190	235	232
West North Central.....	304	+45	+ 7	59,174	+32	442,825	215	+52	+ 4	50,820	123	123	129
Automotive Supplies.....	24	+48	+12	2,232	+43	19,638	17	+27	0	1,567	146	182	156
Shoes and Other Footwear.....	4	+64	+58	1,827	+43	10,833	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	16	+18	+ 8	4,129	+19	34,510	5	+19	- 1	2,209	197	201	231
Dry Goods.....	5	+56	+ 5	9,068	+39	64,778	5	+85	- 2	10,990	121	102	129
Electrical Goods.....	35	+135	+ 9	5,945	+71	29,239	34	+155	+13	4,933	88	90	85
Fresh Fruits and Vegetables.....	9	0	-14	882	+ 4	5,905	7	+23	+ 2	176	28	21	22
Furniture and House Furnishings.....	5	+84	+18	2,015	+53	21,132	4	+87	-15	1,542	79	78	112
Groceries and Foods, except Farm Products.....	90	+55	+ 9	15,491	+28	109,805	73	+43	+10	19,603	143	156	143
Confectionery.....	6	+32	+ 3	358	+47	2,560	5	+56	+ 6	134	39	33	38
Beer.....	9	-15	+ 4	302	0	2,252	4	-32	- 6	17	7	10	8
General Hardware.....	13	+55	+ 6	6,593	+45	50,604	13	+32	- 2	9,741	148	173	159
Industrial Supplies.....	9	+19	+ 7	542	+12	3,988	4	+25	0	280	156	165	189
Plumbing and Heating Supplies.....	12	+65	+13	876	+56	7,772	9	+15	+14	605	79	115	76
Jewelry.....	6	+ 8	- 5	155	+39	809	d	d	d	d	d	d	d
Lumber and Building Materials.....	9	+25	-17	886	- 9	5,935	d	d	d	d	d	d	d
Paper and its Products.....	5	+40	+19	261	+25	1,949	d	d	d	d	d	d	d
Tobacco and its Products.....	11	+19	- 1	926	+30	12,539	4	+36	- 1	133	47	48	47
Leather and Shoe Findings.....	6	+18	- 2	94	+11	880	d	d	d	d	d	d	d

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1946

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		August 1946 (Add 000)	Percent change from 8 mos. 1945	Eight months 1946 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1946 (Add 000)	August 1946	August 1945	July 1946	
		August 1946	August 1946											
		vs. August 1945	vs. July 1946											
South Atlantic.....	411	+38	+ 3	\$46,612	+26	\$339,741	235	+49	+ 3	\$23,917	85	79	84	
Automotive Supplies.....	19	+64	+18	904	+80	10,000	11	+31	+ 5	542	102	127	110	
Paints and Varnishes.....	4	+52	+13	294	+49	2,213	4	-15	-11	170	58	103	73	
Clothing and Furnishings, except Shoes.....	5	+36	+19	297	+21	2,034	d	d	d	d	d	d	d	
Shoes and Other Footwear.....	4	- 1	-26	1,482	+13	13,270	d	d	d	d	d	d	d	
Drugs and Sundries (liquor excluded).....	27	+15	0	3,962	+16	33,819	8	+11	- 1	2,258	193	192	182	
Dry Goods.....	6	+51	+ 1	1,523	+29	13,948	4	+97	- 1	1,416	166	123	169	
Electrical Goods.....	52	+79	+15	6,871	+38	37,554	51	+76	- 8	5,403	80	81	101	
Fresh Fruits and Vegetables.....	16	- 1	- 8	954	- 1	10,591	9	+47	+18	85	15	11	12	
Furniture and House Furnishings.....	5	+39	- 6	340	+43	3,469	d	d	d	d	d	d	d	
Groceries and Foods, except Farm Products.....	116	+25	+ 5	11,069	+23	85,111	60	+42	+10	4,995	83	74	81	
Confectionery.....	19	+15	+ 3	587	+19	3,541	9	+67	+22	232	83	59	68	
Meats and Meat Products.....	7	+82	+ 2	1,534	+31	8,716	5	+30	-14	352	23	32	27	
Beer.....	8	-19	- 1	418	-10	3,625	6	-27	-17	111	32	34	38	
General Hardware.....	22	+67	- 6	3,735	+49	25,354	16	+41	+ 4	2,529	102	121	91	
Industrial Supplies.....	9	+55	+20	639	+29	6,568	6	+44	+12	716	101	107	107	
Lumber and Building Materials.....	10	+ 9	-10	791	+ 2	5,861	4	+67	+ 9	458	149	91	145	
Machinery, Eqpt., and Supplies, except Electrical.....	6	+45	+15	271	+40	2,078	d	d	d	d	d	d	d	
Paper and its Products.....	9	+12	- 5	711	+20	5,496	4	-13	+ 3	352	89	107	87	
Tobacco and its Products.....	19	+20	- 3	3,576	+30	23,907	14	+53	- 5	1,347	44	35	45	
East South Central.....	142	+40	+10	19,477	+30	137,476	82	+70	+ 9	11,144	92	79	93	
Drugs and Sundries (liquor excluded).....	13	+17	+ 7	2,794	+13	20,795	d	d	d	d	d	d	d	
Dry Goods.....	9	+46	+ 9	2,038	+35	11,679	5	+91	- 8	1,637	117	98	146	
Electrical Goods.....	20	+94	+12	2,379	+54	11,642	18	+159	+10	2,016	90	67	91	
Fresh Fruits and Vegetables.....	7	+11	- 6	168	+ 8	2,121	d	d	d	d	d	d	d	
Groceries and Foods, except Farm Products.....	33	+36	+10	4,196	+31	31,325	19	+75	+28	2,360	84	64	71	
Confectionery.....	8	+41	- 4	500	+44	2,340	d	d	d	d	d	d	d	
Meats and Meat Products.....	4	+72	+ 8	1,175	+28	6,748	d	d	d	d	d	d	d	
General Hardware.....	9	+50	+ 9	1,975	+40	21,602	6	+53	+ 2	1,976	134	126	152	
Industrial Supplies.....	4	+21	+ 3	458	+ 5	2,472	d	d	d	d	d	d	d	
Tobacco and its Products.....	4	- 1	-13	669	+24	4,926	d	d	d	d	d	d	d	
West South Central.....	248	+35	+ 2	38,205	+26	285,006	172	+39	+ 3	30,457	112	113	111	
Automotive Supplies.....	18	+48	+11	913	+43	6,847	13	+ 7	+12	784	90	126	89	
Drugs and Sundries (liquor excluded).....	20	+14	+ 2	4,238	+19	33,019	10	+17	+ 5	4,896	214	208	206	
Dry Goods.....	5	+18	-12	746	+37	8,124	4	+92	+ 8	1,218	209	152	181	
Electrical Goods.....	30	+107	- 3	4,378	+59	23,553	27	+105	+ 6	3,659	85	86	78	
Groceries and Foods, except Farm Products.....	105	+28	+ 7	13,089	+21	101,457	75	+44	+ 4	7,804	92	84	95	
General Hardware.....	17	+55	+ 8	4,432	+40	33,165	10	+38	- 1	5,336	132	155	156	
Industrial Supplies.....	6	+25	- 2	2,440	+19	17,924	5	+26	0	3,321	195	207	201	
Machinery, Eqpt., and Supplies, except Electrical.....	5	+47	-11	1,047	+27	9,438	d	d	d	d	d	d	d	
Tobacco and its Products.....	6	+64	+11	1,154	+51	7,820	d	d	d	d	d	d	d	

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1946

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		August 1946 (Add 000)	Percent change from 8 mos. 1945	Eight months 1946 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1946 (Add 000)	August 1946	August 1945	July 1946
		August 1946 vs. August 1945	August 1946 vs. July 1946					August 1946 vs. August 1945	August 1946 vs. July 1946				
Mountain.....	123	+46	+ 4	\$14,874	+33	\$110,796	91	+45	+ 6	\$12,264	108	111	107
Automotive Supplies.....	16	+66	+ 6	940	+48	6,694	10	+25	+ 2	576	180	212	163
Electrical Goods.....	16	+117	+ 6	1,772	+84	11,174	15	+175	+30	1,876	112	90	92
Groceries and Foods, except Farm Products.....	35	+52	+ 2	4,308	+35	33,191	30	+42	+ 2	4,959	127	119	130
General Hardware.....	6	+62	+ 8	1,481	+43	9,832	4	+43	+ 2	598	80	98	95
Pacific.....	284	+34	+ 4	52,264	+21	434,334	168	+43	- 3	40,965	128	126	136
Automotive Supplies.....	49	+41	+ 4	3,244	+34	22,576	16	+24	+ 5	2,706	177	201	180
Clothing and Furnishings, except Shoes.....	6	+18	+ 6	186	+24	1,346	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+15	+10	292	+23	2,300	5	+54	+28	366	135	104	121
Dry Goods.....	9	+49	+17	1,807	+27	13,192	d	d	d	d	d	d	d
Electrical Goods.....	43	+103	+11	8,506	+33	45,130	43	+39	-15	7,341	86	126	113
Fresh Fruits and Vegetables.....	9	- 4	+ 2	1,540	+ 1	12,715	4	-24	+ 7	63	7	7	6
Furniture and House Furnishings.....	9	+40	-24	1,338	+31	13,627	6	+214	+ 5	2,760	234	107	164
Groceries and Foods, except Farm Products.....	36	+18	+ 1	9,758	+20	124,047	22	+50	- 3	6,933	121	89	121
Meats and Meat Products.....	5	+67	- 4	2,134	+43	12,400	4	+47	- 3	238	20	22	20
Beer.....	6	-31	- 9	203	- 7	1,735	5	- 2	- 3	62	46	28	41
General Hardware.....	14	+53	+11	7,359	+30	48,413	9	+37	+ 1	10,754	187	202	203
Industrial Supplies.....	8	9	+11	2,122	0	12,436	7	+17	- 2	3,222	161	152	184
Plumbing and Heating Supplies.....	4	+28	+16	792	0	4,805	d	d	d	d	d	d	d
Jewelry.....	7	+64	+10	912	+59	6,012	6	+76	+ 7	2,250	260	293	270
Lumber and Building Materials.....	11	+18	+ 9	1,045	+12	8,595	9	-12	- 9	406	58	92	64
Machinery, Eqpt., and Supplies, except Electrical...	7	- 1	-22	421	+22	6,222	5	+22	+ 9	615	200	151	179
Metal.....	5	+54	- 1	705	+18	5,057	d	d	d	d	d	d	d
Tobacco and its Products.....	16	+14	- 2	2,115	+21	20,792	7	+56	+ 3	366	51	39	48
Leather and Shoe Findings.....	8	+ 3	-14	184	+21	2,202	5	+15	0	412	234	208	204

- ^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 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

Current
Wholesale
Trade

SEPTEMBER 1946

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESAERS' SALES AND INVENTORIES

SEPTEMBER 1946

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales ^c	Percent change		September 1946 (Add 000)	Percent change from 9 mos. 1945	Nine months 1946 (Add 000)	Number of firms reporting stocks	Percent change		September 30 1946 (Add 000)	Sept. 1946	Sept. 1945	Aug. 1946
		Sept. 1946 vs. Sept. 1945	Sept. 1946 vs. Aug. 1946					Sept. 1946 vs. Sept. 1945	Sept. 1946 vs. Aug. 1946				
UNITED STATES	2,838	+44	- 4	\$429,052	+28	\$3,892,490	1,844	+45	+ 6	\$356,001	115	121	108
Automotive Supplies.....	226	+50	+ 4	11,472	+45	111,565	137	+20	+ 2	7,956	133	162	129
Chemicals (industrial).....	15	+42	0	1,785	+10	14,595	12	-12	- 3	744	49	78	51
Paints and Varnishes.....	61	+47	0	4,733	+24	40,888	15	-15	+ 3	744	91	162	85
Clothing and Furnishings, except Shoes.....	34	+48	+ 2	4,722	+33	32,004	14	+61	-23	489	58	40	72
Shoes and Other Footwear.....	33	+48	- 9	21,080	+12	165,655	20	+84	-13	4,567	42	39	47
Coal.....	10	+19	-12	2,310	+ 9	29,727	4	+37	+15	2,950	212	188	153
Drugs and Sundries (liquor excluded).....	150	+24	+ 5	37,801	+18	329,008	114	+18	+ 4	50,232	166	176	170
Dry Goods.....	83	+86	- 2	24,325	+40	195,411	50	+79	+ 1	22,176	123	140	123
Electrical Goods.....	365	+130	+ 9	59,988	+46	354,803	345	+130	+ 9	53,766	92	92	92
Dairy and Poultry Products.....	29	+48	+ 9	3,903	+24	33,828	17	+67	- 8	1,141	41	39	48
Fresh Fruits and Vegetables.....	85	+13	+ 4	7,914	+ 4	78,792	52	+47	-18	742	16	12	18
Farm Supplies.....	22	+ 8	- 9	3,333	+ 6	35,518	13	+25	+ 3	1,109	101	90	100
Furniture and House Furnishings.....	52	+93	0	8,380	+52	73,801	34	+93	+ 4	7,440	107	113	103
Groceries and Foods, except Farm Products.....	618	+41	+ 5	92,009	+26	900,406	394	+41	+ 6	68,923	115	115	112
Full-line wholesalers ^d	365	+41	+ 5	47,253	+26	434,488	239	+46	+ 7	35,861	113	107	108
Voluntary-group wholesalers.....	123	+41	+ 6	27,499	+28	282,684	85	+41	+ 8	23,043	123	129	121
Retailer-cooperative warehouses.....	17	+40	+22	5,078	+26	53,150	11	+24	+14	2,882	99	123	104
Specialty lines.....	113	+36	- 2	12,179	+19	120,084	59	+27	- 1	7,137	107	108	106
Confectionery.....	58	+27	0	2,138	+33	21,065	31	+41	+10	796	53	47	48
Meats and Meat Products.....	60	-40	-67	11,293	+23	237,982	39	-32	-26	2,167	40	43	21
Beer.....	54	- 6	- 3	1,983	- 4	17,706	37	+ 2	+ 9	341	23	21	20
Wines and Liquors.....	26	+20	- 1	5,131	+21	91,717	21	+36	+ 3	6,145	128	116	125
Liquor Department of Other Trades ^e	36	+ 1	- 7	8,541	+13	93,551	35	+16	+31	17,083	201	176	143
Total Hardware Group.....	289	+62	- 2	58,032	+39	482,211	177	+41	+ 5	58,576	149	169	138
General hardware.....	127	+67	- 2	40,010	+46	341,086	88	+47	+ 5	44,173	146	164	136
Industrial supplies.....	76	+34	- 2	9,480	+10	79,215	52	+28	+ 7	12,216	186	196	166
Plumbing and heating supplies.....	86	+77	- 2	8,542	+44	61,910	37	+16	0	2,187	94	141	93
Jewelry.....	44	+35	+ 1	3,099	+54	27,648	22	+99	0	3,047	183	133	176
Optical Goods.....	14	+ 5	- 5	252	+14	2,229	7	- 6	- 5	101	91	113	101
Lumber and Building Materials.....	69	+49	+ 1	6,717	+20	58,133	38	+24	+ 8	2,873	71	85	63
Machinery, Eqpt., and Supplies, except Electrical....	45	+60	- 4	3,615	+28	43,566	31	+31	+ 3	4,173	151	190	141
Surgical, Medical, and Hospital Eqpt. and Supplies...	21	+13	- 5	1,652	+19	18,071	14	+40	+10	1,601	120	93	107
Metals.....	22	+86	+ 2	3,717	+24	32,853	14	+33	0	4,938	161	237	164
Paper and Its Products.....	70	+68	0	8,920	+32	77,670	34	+19	+ 1	3,358	89	111	89
Petroleum.....	29	+16	0	876	+16	7,295	27	+12	0	487	62	64	61
Tobacco and Its Products.....	153	+21	- 7	25,257	+30	251,219	58	+37	+ 7	3,966	50	45	44
Leather and Shoe Findings.....	45	+41	0	956	+20	7,945	23	+11	- 4	950	188	236	201
Miscellaneous.....	20	+30	+ 6	3,120	+17	25,828	15	+16	- 5	2,420	156	222	183

^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.

WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

SEPTEMBER 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		September 1946	September 1945	August 1946	Percent change		As of September 1, 1946 (Add 000)
					September 1946 vs. September 1945	September 1946 vs. August 1946	
UNITED STATES	2,194	116	116	124	+43	+ 6	\$270,006
Automotive Supplies.....	170	92	84	92	+43	+ 7	7,418
Chemicals (industrial).....	14	101	95	104	+30	- 8	1,661
Paints and Varnishes.....	27	81	77	87	+19	+ 3	1,331
Clothing and Furnishings, except Shoes.....	29	101	109	101	+32	+ 2	4,239
Shoes and Other Footwear.....	29	81	81	82	+44	+28	14,247
Coal.....	10	110	118	109	+46	+17	2,373
Drugs and Sundries (liquor excluded).....	74	106	109	110	+21	+ 5	12,942
Dry Goods.....	73	79	81	80	+65	+ 8	26,938
Electrical Goods.....	353	96	83	100	+75	+12	53,415
Dairy and Poultry Products.....	19	239	210	221	+41	+ 2	969
Fresh Fruits and Vegetables.....	67	198	199	194	+ 4	- 3	2,428
Farm Supplies.....	15	224	179	200	- 5	-21	855
Furniture and House Furnishings.....	45	100	108	127	+62	+26	7,562
Groceries and Foods, except Farm Products.....	460	175	170	181	+31	+ 8	38,032
Full-line wholesalers.....	268	173	165	176	+35	+ 6	20,450
Voluntary-group wholesalers.....	94	184	184	191	+30	+ 8	10,034
Retailer-cooperative warehouses.....	12	310	303	340	+30	+14	1,119
Specialty lines.....	86	146	142	156	+27	+14	6,429
Confectionery.....	29	166	147	161	+14	+ 2	492
Meats and Meat Products.....	55	262	205	276	-16	-42	6,639
Beer.....	19	256	247	252	- 9	- 6	320
Wines and Liquors.....	19	191	132	165	-34	-14	1,609
Total Hardware Group.....	262	101	99	104	+55	+ 8	49,463
General hardware.....	114	106	106	111	+64	+ 9	32,448
Industrial supplies.....	87	90	91	92	+23	+ 6	8,541
Plumbing and heating supplies.....	81	90	84	92	+64	+10	8,474
Jewelry.....	33	77	77	80	+53	+20	2,651
Optical Goods.....	10	86	87	87	+16	- 1	233
Lumber and Building Materials.....	62	114	115	115	+34	- 1	5,408
Machinery, Eqt., and Supplies, except Electrical.....	34	88	75	87	+33	- 4	3,219
Surgical, Medical, and Hospital Equipment and Supplies.....	21	63	59	68	+14	+ 5	2,558
Metals.....	21	111	114	115	+55	0	3,085
Paper and Its Products.....	61	96	94	92	+37	+ 6	7,802
Petroleum.....	26	116	125	119	+42	+ 7	649
Tobacco and Its Products.....	106	201	204	216	+27	- 1	7,963
Leather and Shoe Findings.....	30	86	89	86	+51	- 3	925
Miscellaneous.....	21	105	94	110	+ 5	+ 7	2,732

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		September 1946 (Add 000)	Percent change from 9 mos. 1945	Nine months 1946 (Add 000)	Number of firms reporting stocks	Percent change		September 30 1946 (Add 000)	Sept. 1946	Sept. 1945	Aug. 1946
		Sept. 1946 vs. Sept. 1945	Sept. 1946 vs. Aug. 1946					Sept. 1946 vs. Sept. 1945	Sept. 1946 vs. Aug. 1946				
South Atlantic.....	402	+58	+ 6	\$47,079	+30	\$389,543	243	+52	+ 3	\$30,263	97	102	101
Automotive Supplies.....	21	+67	+ 9	1,031	+ 6	11,084	11	+33	+ 5	574	119	129	108
Paints and Varnishes.....	5	+50	-14	285	+50	2,536	5	- 9	0	205	72	118	61
Clothing and Furnishings, except Shoes.....	5	+27	-13	257	+21	2,291	d	d	d	d	d	d	d
Shoes and Other Footwear.....	5	+182	+79	2,801	+26	16,071	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	27	+21	+ 4	4,147	+17	38,161	17	+19	+ 4	5,295	194	193	195
Dry Goods.....	7	+102	+ 6	2,123	+38	16,710	5	+125	+ 2	1,986	138	135	145
Electrical Goods.....	54	+133	+22	8,651	+49	46,287	53	+123	+ 7	7,044	83	87	95
Fresh Fruits and Vegetables.....	14	+18	+17	927	0	11,539	9	+17	+17	96	15	16	15
Furniture and House Furnishings.....	5	+63	+17	399	+44	3,868	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	111	+34	+ 2	10,896	+24	96,461	51	+29	+ 3	4,632	83	88	83
Confectionery.....	19	+23	+ 4	437	+19	4,038	9	+67	+14	276	87	64	77
Meats and Meat Products.....	7	-18	-59	624	+26	9,340	5	- 7	-24	269	44	38	23
Beer.....	7	-16	- 2	387	-11	4,012	5	+19	+ 7	117	38	25	34
General Hardware.....	20	+72	+ 3	3,164	+52	29,061	15	+48	+10	2,453	120	130	110
Industrial Supplies.....	8	+61	- 8	714	+33	7,504	6	+33	+ 4	743	113	136	101
Plumbing and Heating Supplies.....	22	+110	+ 7	3,870	+44	21,285	d	d	d	d	d	d	d
Lumber and Building Materials.....	10	+53	+ 2	806	+ 7	6,687	5	+105	+13	536	142	89	136
Machinery, Ept., and Supplies, except Electrical... Paper and its Products.....	5 7	+83 +68	+14 +25	221 746	+43 +24	2,299 6,242	d d	d d	d d	d d	d d	d d	d d
Tobacco and its Products.....	16	+23	+ 2	1,867	+30	25,774	11	+47	+20	619	45	39	38
East South Central.....	144	+49	+ 1	20,124	+33	159,474	89	+82	+ 2	15,744	113	104	114
Drugs and Sundries (liquor excluded).....	15	+29	+ 7	3,063	+15	23,858	11	+25	+ 4	4,297	171	182	180
Dry Goods.....	8	+65	+ 3	1,809	+38	13,488	4	+112	- 4	1,223	107	82	115
Electrical Goods.....	18	+104	+10	2,463	+61	14,105	17	+188	+10	2,306	95	69	96
Fresh Fruits and Vegetables.....	7	- 2	+15	194	+ 7	2,315	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	34	+43	- 3	4,069	+33	36,181	21	+100	- 2	2,884	94	69	94
Confectionery.....	8	+56	+11	334	+45	2,674	d	d	d	d	d	d	d
Meats and Meat Products.....	4	-27	-45	635	+20	7,413	d	d	d	d	d	d	d
Beer.....	4	-28	- 5	42	-13	460	4	0	+ 9	36	86	62	75
General Hardware.....	12	+72	0	3,282	+44	25,300	5	+70	+ 4	1,902	140	124	137
Lumber and Building Materials.....	4	+79	+46	512	+17	2,298	d	d	d	d	d	d	d
Paper and its Products.....	4	+38	-16	361	+31	3,159	d	d	d	d	d	d	d
West South Central.....	259	+45	+ 4	37,963	+40	354,578	193	+38	+ 6	36,098	120	128	118
Automotive Supplies.....	19	+24	- 9	914	+41	7,907	13	- 1	+ 1	885	108	132	96
Drugs and Sundries (liquor excluded).....	19	+20	+ 5	4,148	+19	37,387	14	+19	+ 1	6,582	191	196	198
Dry Goods.....	5	+53	+28	955	+39	9,079	4	+120	+ 1	1,232	185	119	209
Electrical Goods.....	41	+127	+13	5,042	+68	28,595	37	+123	+10	4,285	87	89	90
Groceries and Foods, except Farm Products.....	105	+32	+ 3	12,131	+22	113,588	77	+42	+ 9	8,499	97	89	92
Liquor Department of Other Trades.....	9	+22	+ 7	1,429	+16	14,056	9	+11	+13	2,482	174	191	165
General Hardware.....	18	+72	+ 3	4,846	+43	38,510	11	+48	+ 7	3,966	138	167	133
Industrial Supplies.....	6	+18	- 4	2,767	+19	20,691	5	+51	+ 8	3,941	187	173	170
Machinery, Ept., and Supplies, except Electrical... Tobacco and its Products.....	5 5	+77 +55	-13 - 5	925 1,142	+31 +50	10,570 9,342	d d	d d	d d	d d	d d	d d	d d

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
SEPTEMBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		September 1946 (Add 000)	Percent change from 9 mos. 1945	Nine months 1946 (Add 000)	Number of firms reporting stocks	Percent change		September 30 1946 (Add 000)	Sept. 1946	Sept. 1945	Aug. 1946
		Sept. 1946 vs. Sept. 1945	Sept.-1946 vs. Aug. 1946					Sept. 1946 vs. Sept. 1945	Sept. 1946 vs. Aug. 1946				
Mountain.....	125	+51	+ 4	\$15,684	+35	\$127,954	99	+50	+ 8	\$15,020	117	117	112
Automotive Supplies.....	17	+57	+ 3	989	+49	7,728	10	+26	+ 2	590	158	221	180
Electrical Goods.....	16	+139	+10	1,954	+91	13,128	15	+129	+ 4	1,560	85	91	90
Groceries and Food, except Farm Products.....	35	+51	+20	5,373	+37	38,849	31	+54	+13	5,896	118	117	126
General Hardware.....	6	+78	+ 9	1,616	+47	11,448	4	+36	+10	657	88	118	80
Tobacco and its Products.....	4	+64	- 5	126	+78	1,084	d	d	d	d	d	d	d
Pacific.....	282	+46	+ 1	51,166	+23	496,591	175	+40	+ 7	49,838	141	152	130
Automotive Supplies.....	64	+52	+11	3,435	+36	26,102	31	+28	+ 4	2,614	173	201	175
Clothing and Furnishings, except Shoes.....	5	+51	+29	171	+26	1,517	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+73	+39	402	+28	2,702	5	+39	- 6	345	96	118	135
Dry Goods.....	9	+63	- 8	1,657	+30	14,849	d	d	d	d	d	d	d
Electrical Goods.....	31	+140	+ 5	8,084	+43	53,214	31	+98	+12	9,041	112	136	105
Fresh Fruits and Vegetables.....	9	+10	+29	2,477	+ 3	15,542	5	+50	+30	129	12	7	7
Furniture and House Furnishings.....	9	+85	+13	2,600	+34	17,158	6	+102	- 2	2,956	124	113	145
Groceries and Food, except Farm Products.....	38	+33	+ 6	10,250	+21	140,605	24	+40	+ 6	6,944	121	111	116
Meats and Meat Products.....	5	- 5	-42	1,076	+38	15,476	d	d	d	d	d	d	d
Beer.....	5	-13	+ 9	214	- 8	1,949	d	d	d	d	d	d	d
General Hardware.....	12	+65	- 6	5,869	+34	54,969	7	+39	+ 3	8,573	193	228	179
Industrial Supplies.....	8	+30	- 9	1,913	+ 3	14,516	7	+25	+11	3,634	204	213	165
Plumbing and Heating Supplies.....	4	+25	-17	655	+ 2	5,460	d	d	d	d	d	d	d
Jewelry.....	4	+41	-16	202	+59	6,214	4	+66	+ 5	451	213	182	171
Lumber and Building Materials.....	12	+47	- 3	1,070	+15	9,665	9	-22	- 5	389	60	134	58
Machinery, Eqpt., and Supplies, except Electrical...	8	+66	+ 6	571	+26	6,837	5	+50	+ 5	304	111	131	121
Metals.....	4	+91	+21	683	+24	5,740	d	d	d	d	d	d	d
Tobacco and its Products.....	15	+12	-10	1,753	+19	23,088	5	+50	0	242	54	46	53
Leather and Shoe Findings.....	8	+53	+ 8	380	+25	2,582	5	+ 9	- 3	400	199	271	234

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 identical 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.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages			Accounts Receivable		
		Sept. 1946	Sept. 1945	Aug. 1946	Percent change		As of September 1, 1946 (Add 000)
					Sept. 1946 vs. Sept. 1945	Sept. 1946 vs. Aug. 1946	
New England.....	149	103	110	114	+61	+11	13,744
Automotive Supplies.....	6	82	73	78	+80	+6	316
Shoes and Other Footwear.....	4	37	46	31	+152	+9	1,780
Drugs and Sundries (liquor excluded).....	5	130	126	132	+22	-4	476
Dry Goods.....	5	106	97	103	+84	+14	285
Electrical Goods.....	25	93	37	102	+73	+22	3,970
Fresh Fruits and Vegetables.....	6	234	232	220	-2	-40	175
Groceries and Foods, except Farm Products.....	17	156	155	157	+40	+6	1,211
Meats and Meat Products.....	4	216	351	471	+63	+15	450
Industrial Supplies.....	9	55	53	58	+46	+8	611
Plumbing and Heating Supplies.....	5	82	68	91	+60	+10	268
Machinery, Eqpt., and Supplies, except Electrical..	4	60	63	67	+19	+4	303
Metals.....	5	116	113	105	+75	-5	297
Paper and Its Products.....	6	105	57	103	+41	+1	266
Tobacco and Its Products.....	7	184	176	189	+16	-2	392
Middle Atlantic.....	468	122	118	129	+23	+4	53,214
Automotive Supplies.....	34	85	73	85	+29	+4	619
Paints and Varnishes.....	4	77	69	82	+25	+4	74
Clothing and Furnishings, except Shoes.....	9	101	115	103	+24	-2	2,846
Shoes and Other Footwear.....	7	78	61	73	+27	+25	1,017
Drugs and Sundries (liquor excluded).....	16	97	98	99	+16	-2	3,336
Dry Goods.....	27	92	87	93	+52	+3	4,693
Electrical Goods.....	62	107	81	110	+26	+13	8,453
Dairy and Poultry Products.....	6	374	253	237	+16	-12	294
Fresh Fruits and Vegetables.....	14	145	235	142	+97	+5	573
Farm Supplies.....	4	278	317	233	+31	-24	215
Furniture and House Furnishings.....	12	92	92	113	+66	+21	1,343
Groceries and Foods, except Farm Products.....	68	167	164	180	+36	+7	7,512
Meats and Meat Products.....	10	143	187	226	+81	+13	1,059
Beer.....	6	173	204	211	+18	+18	154
General Hardware.....	21	97	98	100	+71	+4	5,151
Industrial Supplies.....	19	83	84	88	+37	+6	1,261
Plumbing and Heating Supplies.....	12	91	83	92	+72	+16	1,267
Jewelry.....	6	75	66	70	+42	+7	808
Optical Goods.....	5	82	84	85	+20	+3	165
Lumber and Building Materials.....	13	111	105	110	+38	-2	1,585
Machinery, Eqpt., and Supplies, except Electrical..	4	123	94	101	+11	-16	405
Surgical, Medical, and Hospital Eqpt. and Supplies..	7	58	65	63	+69	+6	334
Paper and Its Products.....	16	101	94	95	+36	+5	1,515
Tobacco and Its Products.....	34	261	261	290	+25	0	3,240
Leather and Shoe Findings.....	5	86	100	95	+63	+5	44
East North Central.....	411	123	124	135	+52	+6	44,014
Automotive Supplies.....	32	103	90	104	+47	+10	1,279
Chemicals (industrial).....	4	137	147	135	+20	+4	332
Paints and Varnishes.....	8	83	72	87	+6	+1	571
Clothing and Furnishings, except Shoes.....	5	104	101	104	+113	+25	307
Drugs and Sundries (liquor excluded).....	13	102	102	107	+22	+4	2,076
Dry Goods.....	7	86	95	97	+52	+8	1,360
Electrical Goods.....	64	59	87	105	+95	+10	11,073
Dairy and Poultry Products.....	8	221	217	207	+49	-9	168
Fresh Fruits and Vegetables.....	9	205	196	215	+9	-7	218
Furniture and House Furnishings.....	7	124	119	134	+90	+10	607
Groceries and Foods, except Farm Products.....	71	239	217	229	+30	+6	4,629
Confectionery.....	4	140	137	144	+34	-4	55
Meats and Meat Products.....	16	183	263	309	+51	-18	2,179
Beer.....	5	281	218	232	-26	-21	37
Wines and Liquors.....	8	339	428	337	+56	-1	232
General Hardware.....	17	103	104	114	+68	+10	5,461
Industrial Supplies.....	9	86	93	87	+45	+5	821
Plumbing and Heating Supplies.....	14	95	96	95	+77	+15	1,129
Jewelry.....	11	78	79	85	+63	+24	1,149
Lumber and Building Materials.....	13	105	125	118	+107	+7	1,054
Machinery, Eqpt., and Supplies, except Electrical..	9	91	81	97	+11	+10	402
Surgical, Medical, and Hospital Eqpt. and Supplies..	6	66	58	71	-1	+6	1,763
Metals.....	5	120	123	126	+48	-1	492
Paper and Its Products.....	22	101	100	93	+43	+2	3,684
Tobacco and Its Products.....	26	157	162	166	+36	-1	2,160
Leather and Shoe Findings.....	8	112	108	115	+39	+6	151
West North Central.....	211	106	111	110	+63	+11	44,558
Automotive Supplies.....	12	98	91	94	+36	+5	1,484
Shoes and Other Footwear.....	4	92	107	108	+80	+61	1,732
Drugs and Sundries (liquor excluded).....	7	119	125	128	+28	+21	1,583
Dry Goods.....	6	69	73	69	+77	+8	13,838
Electrical Goods.....	36	89	82	96	+118	+12	6,265
Fresh Fruits and Vegetables.....	6	202	228	204	-15	-30	1,193
Furniture and House Furnishings.....	6	142	117	145	+64	+9	1,454
Groceries and Foods, except Farm Products.....	53	178	177	185	+38	+13	5,696
Beer.....	5	393	304	340	-35	-18	60

(Continued on next page)

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

Page 9

SEPTEMBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Sept. 1946	Sept. 1945	Aug. 1946	Percent change		As of September 1, 1946 (Add 000)
					Sept. 1946 vs. Sept. 1945	Sept. 1946 vs. Aug. 1946	
West North Central (continued)							
General Hardware.....	14	121	127	127	+72	+13	\$ 7,345
Industrial Supplies.....	8	60	80	89	+10	+ 1	459
Plumbing and Heating Supplies.....	10	84	90	93	+72	+16	772
Lumber and Building Materials.....	5	125	15	95	0	+ 3	157
Tobacco and Its Products.....	6	402	451	401	+35	- 6	126
Leather and Shoe Findings.....	6	89	90	88	+27	+ 1	133
South Atlantic.....	309	112	113	117	+45	+ 6	29,235
Automotive Supplies.....	16	96	92	94	+57	+ 5	564
Paints and Varnishes.....	5	81	86	91	+67	+13	310
Clothing and Furnishings, except Shoes.....	4	78	75	84	+60	+ 4	240
Shoes and Other Footwear.....	4	91	70	76	+ 5	- 6	2,070
Drugs and Sundries (liquor excluded).....	15	117	120	118	+24	+ 5	1,879
Dry Goods.....	6	79	83	87	+68	+13	2,179
Electrical Goods.....	54	94	87	95	+70	+16	7,203
Fresh Fruits and Vegetables.....	12	159	159	170	+16	+ 8	327
Groceries and Foods, except Farm Products.....	78	170	170	178	+26	+ 1	4,086
Confectionery.....	8	153	132	132	+10	+ 5	163
Meats and Meat Products.....	6	195	263	294	+43	-10	411
General Hardware.....	20	109	105	117	+66	+ 4	2,708
Industrial Supplies.....	6	108	109	105	+43	+ 7	597
Plumbing and Heating Supplies.....	22	90	84	90	+82	+ 8	3,816
Lumber and Building Materials.....	9	149	117	138	- 9	-10	520
Machinery, Eqt., and Supplies, except Electrical..	4	88	104	102	+63	+ 1	119
Paper and Its Products.....	6	89	100	99	+32	+10	591
Tobacco and Its Products.....	14	177	185	175	+29	- 5	715
East South Central.....	111	118	115	122	+45	+ 9	12,165
Drugs and Sundries (liquor excluded).....	6	107	111	109	+20	0	618
Dry Goods.....	8	88	91	94	+53	+14	1,866
Electrical Goods.....	18	108	91	107	+82	+ 2	2,195
Fresh Fruits and Vegetables.....	6	210	246	239	+12	+38	77
Groceries and Foods, except Farm Products.....	28	161	136	164	+25	+ 9	2,062
Meats and Meat Products.....	4	188	289	266	+51	+12	452
General Hardware.....	8	101	98	97	+48	+ 7	1,751
Lumber and Building Materials.....	4	206	157	145	- 6	-41	207
Paper and Its Products.....	4	99	98	110	+51	+21	422
West South Central.....	198	111	111	114	+42	+ 6	22,254
Automotive Supplies.....	15	91	69	91	+19	+11	745
Drugs and Sundries (liquor excluded).....	11	102	109	111	+20	+10	2,365
Dry Goods.....	5	71	73	68	+31	+ 4	1,081
Electrical Goods.....	38	89	65	88	+106	+ 6	4,632
Groceries and Foods, except Farm Products.....	80	151	153	156	+34	+ 9	5,590
General Hardware.....	16	115	111	119	+58	+12	3,005
Industrial Supplies.....	5	100	94	101	+19	+ 2	2,028
Machinery, Eqt., and Supplies, except Electrical..	4	78	57	79	+40	- 5	1,249
Mountain.....	98	125	133	134	+59	+ 7	8,368
Automotive Supplies.....	10	88	87	89	+74	+10	661
Electrical Goods.....	16	94	84	100	+100	+ 4	1,772
Groceries and Foods, except Farm Products.....	32	166	174	169	+39	+ 9	2,614
General Hardware.....	4	95	90	96	+66	+13	588
Pacific.....	229	107	109	115	+38	+11	34,642
Automotive Supplies.....	44	84	84	86	+38	+ 6	1,652
Clothing and Furnishings, except Shoes.....	5	100	84	105	- 3	+ 9	129
Shoes and Other Footwear.....	7	117	122	97	+40	+10	284
Dry Goods.....	7	103	96	95	+55	- 1	1,361
Electrical Goods.....	30	90	76	94	+71	+14	7,852
Fresh Fruits and Vegetables.....	8	250	194	225	-20	+ 8	772
Furniture and House Furnishings.....	9	80	115	139	+55	+57	3,001
Groceries and Foods, except Farm Products.....	33	174	166	186	+16	+10	4,532
Meats and Meat Products.....	4	230	327	261	+77	- 7	590
General Hardware.....	11	97	95	100	+51	+ 8	6,012
Industrial Supplies.....	8	79	87	84	+ 9	+11	2,437
Plumbing and Heating Supplies.....	4	79	71	84	+ 3	+ 4	833
Jewelry.....	4	63	57	71	+67	+20	309
Lumber and Building Materials.....	12	99	112	105	+37	+ 5	1,031
Machinery, Eqt., and Supplies, except Electrical..	6	90	90	90	+41	- 7	472
Metals.....	4	105	120	96	+48	+ 3	596
Tobacco and Its Products.....	14	125	121	128	+19	0	1,150
Leather and Shoe Findings.....	6	79	83	78	+61	- 8	426

^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

Current
Wholesale
Trade

OCTOBER 1946

Inventories, valued at cost, continued to increase as they were up 48 percent over a year ago and also up seven percent at the end over the beginning of October. Much, if not most, of the increase in inventories, valued at cost, was due to the rise in price levels but the slightly larger percentage increase in inventories than in sales for October compared with a year ago would indicate some building up of stocks in many lines of trade. Building up of inventories is significant in view of the fact that sales are at unprecedented levels and that some seasonal declines may be expected. For most lines of trade, merchandise on hand at the beginning of November was equivalent to approximately six weeks' or more of sales at the October rate.

Measured on a year-to-date basis, first ten months of this year compared with first ten months of last year, all trades registered sales gains except beer, off five percent. Electrical merchandise and furniture recorded the largest gains at 55 percent each, followed by jewelry with 52 percent. Other trades recording gains of 40 percent or more included automotive supplies, dry goods, hardware, and plumbing and heating.

Collections on accounts receivable during October were 123 percent, or a turn-over of 1.2 times during the month. This rate was slightly better than in September but was off some from a year ago.

36562

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALE'S SALES AND INVENTORIES
OCTOBER 1946

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	Percent change		October 1946 (Add 000)	Percent change from 10 mos. 1945	Ten months 1946 (Add 000)	Number of firms reporting stocks	Percent change		October 31, 1946 (Add 000)	Oct. 1946	Oct. 1945	Sept. 1946
		Oct. 1946 vs. Oct. 1945	Oct. 1946 vs. Sept. 1946					Oct. 1946 vs. Oct. 1945	Oct. 1946 vs. Sept. 1946				
UNITED STATES	2,694	+46	+17	\$486,514	+29	\$4,439,470	1,646	+48	+ 7	\$292,195	98	106	107
Automotive Supplies.....	191	+34	+11	10,799	+45	124,844	124	+32	+ 7	7,825	127	129	132
Chemicals (industrial).....	13	+14	+ 3	1,175	+11	15,847	9	-17	- 4	609	67	88	74
Paints and Varnishes.....	59	+41	+ 1	4,776	+26	47,045	15	-16	0	677	84	125	85
Clothing and Furnishings, except Shoes.....	55	+41	+17	5,319	+35	37,512	15	+87	+19	532	62	31	55
Shoes and Other Footwear.....	33	+26	-11	18,841	+14	184,496	20	+34	-25	3,401	34	36	40
Coal.....	12	+36	+27	3,088	+13	34,513	6	+76	+58	4,219	202	166	201
Drugs and Sundries (liquor excluded).....	150	+23	+16	45,145	+18	375,215	49	+13	+ 1	16,459	153	162	168
Dry Goods.....	81	+76	+29	50,008	+44	225,916	47	+67	+ 4	22,456	104	114	126
Electrical Goods.....	356	+131	+11	65,470	+55	421,753	331	+129	+ 9	56,525	90	92	91
Dairy and Poultry Products.....	29	+51	+ 2	3,301	+29	40,113	19	+66	-10	899	32	28	36
Fresh Fruits and Vegetables.....	80	+16	+ 4	7,968	+ 5	87,125	52	+28	+24	1,069	22	19	19
Farm Supplies.....	23	+42	+45	5,142	+ 9	40,721	13	+23	0	1,061	81	82	102
Furniture and House Furnishings.....	48	+72	+16	6,654	+55	82,787	28	+72	+ 3	4,524	89	91	98
Groceries and Foods, except Farm Products.....	584	+37	+19	113,472	+27	1,032,456	371	+37	+11	77,656	106	108	114
Full-line wholesalers ^c	337	+36	+15	58,411	+28	504,624	220	+42	+12	45,040	107	105	111
Voluntary-group wholesalers.....	120	+45	+26	35,383	+29	330,970	82	+32	+ 9	25,799	111	125	122
Retailer-cooperative warehouses.....	16	+43	+16	5,780	+28	59,676	9	+20	+ 7	2,163	76	95	84
Specialty lines.....	111	+26	+17	13,898	+20	157,186	60	+34	+17	8,664	102	99	113
Confectionery.....	56	+16	+20	2,464	+31	25,781	31	+15	+ 2	1,119	63	62	76
Meats and Meat Products.....	47	+11	+59	12,458	+22	251,181	37	+53	+108	4,488	52	55	41
Beer.....	54	- 8	- 1	1,771	- 5	19,569	35	+22	+28	427	35	25	26
Wines and Liquors.....	27	+17	+15	7,384	+19	107,100	23	+20	+ 9	7,516	107	103	113
Liquor Department of Other Trades ^e	44	+ 8	+34	13,258	+12	107,082	f	f	f	f	f	f	f
Total Hardware Group.....	281	+69	+20	67,927	+42	558,125	171	+39	0	54,859	119	146	144
General hardware.....	126	+74	+22	47,498	+49	394,368	88	+43	- 1	41,463	115	142	142
Industrial supplies.....	70	+45	+14	10,528	+14	91,032	47	+29	+ 2	11,119	154	172	174
Plumbing and heating supplies.....	85	+78	+16	9,901	+48	72,725	36	+19	0	2,277	81	110	93
Jewelry.....	39	+26	+19	3,014	+52	31,471	18	+90	+ 1	2,192	167	121	186
Optical Goods.....	12	+ 4	- 3	189	+13	2,451	6	-11	+ 5	91	99	117	86
Lumber and Building Materials.....	62	+44	+16	6,584	+23	66,294	31	+16	+ 9	1,749	49	62	55
Machinery, Eqpt., and Supplies, except Electrical....	42	+44	+ 9	3,751	+28	46,494	28	+41	+ 5	3,653	142	137	145
Surgical, Medical, and Hospital Eqpt. and Supplies...	19	+39	+16	1,946	+21	20,357	11	+21	+ 1	1,595	105	121	120
Metals.....	20	+62	+15	3,168	+26	37,365	11	+11	- 2	3,648	160	242	185
Paper and Its Products.....	74	+43	+19	9,682	+33	88,227	35	+19	+ 3	3,637	85	100	95
Petroleum.....	27	+25	+15	928	+17	8,225	25	+19	+ 4	504	60	63	68
Tobacco and Its Products.....	141	+25	+17	28,788	+20	285,936	51	+34	+11	4,246	47	45	50
Leather and Shoe Findings.....	40	+34	+12	1,008	+21	8,967	10	+33	+ 5	1,047	214	194	216
Miscellaneous.....	17	+13	+ 5	2,696	+17	28,524	16	+24	- 3	3,402	135	136	175

^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.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

OCTOBER 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		October 1946	October 1945	September 1946	Percent change		As of October 1, 1946 (Add 000)
					October 1946 vs. October 1945	October 1946 vs. September 1946	
UNITED STATES	2,066	125	128	115	+54	+ 6	\$ 273,597
Automotive Supplies.....	157	95	93	96	+36	+ 9	7,966
Chemicals (industrial).....	12	105	105	105	+27	+ 3	1,017
Paints and Varnishes.....	24	90	88	81	+38	+ 6	1,361
Clothing and Furnishings, except Shoes.....	28	111	123	102	+45	+ 4	4,327
Shoes and Other Footwear.....	30	87	92	81	+60	+ 1	14,541
Coal.....	12	133	133	110	+28	-15	2,183
Drugs and Sundries (liquor excluded).....	79	113	111	109	+22	+ 5	11,911
Dry Goods.....	72	83	97	79	+92	+ 7	27,402
Electrical Goods.....	310	99	93	97	+104	+14	54,425
Dairy and Poultry Products.....	21	218	207	207	+50	+ 2	1,123
Fresh Fruits and Vegetables.....	63	201	183	198	0	+14	2,712
Farm Supplies.....	17	259	202	214	+ 8	+ 7	1,026
Furniture and House Furnishings.....	40	123	120	113	+75	0	4,715
Groceries and Foods, except Farm Products.....	437	184	178	165	+33	+ 6	45,769
Full-line wholesalers ^b	247	175	172	164	+38	+ 9	25,905
Voluntary-group wholesalers.....	94	200	187	169	+27	+ 5	11,792
Retailer-cooperative warehouses.....	13	325	253	249	+13	- 7	1,490
Specialty lines.....	83	153	162	142	+30	+ 2	6,582
Confectionery.....	27	159	155	149	+ 4	+ 4	742
Meats and Meat Products.....	43	343	282	185	-30	-51	2,582
Beer.....	18	206	228	217	- 5	- 5	275
Wines and Liquors.....	19	219	172	199	-19	+ 2	1,686
Total Hardware Group.....	259	105	104	101	+63	+ 5	50,395
General hardware.....	116	112	112	107	+67	+ 5	32,891
Industrial supplies.....	62	95	95	91	+43	+ 3	8,466
Plumbing and heating supplies.....	81	92	87	90	+69	+ 7	9,038
Jewelry.....	28	73	81	75	+36	+16	2,359
Optical Goods.....	9	102	106	98	+16	- 5	193
Lumber and Building Materials.....	57	124	129	120	+44	+ 4	4,627
Machinery, Eqpt., and Supplies, except Electrical.....	30	97	108	93	+78	+ 1	2,868
Surgical, Medical, and Hospital Equipment and Supplies.....	19	62	65	62	+21	+ 1	2,620
Metals.....	19	116	141	109	+102	+ 6	2,547
Paper and Its Products.....	65	95	96	95	+46	+ 8	8,522
Petroleum.....	24	120	126	114	+27	+ 1	632
Tobacco and Its Products.....	99	214	219	201	+28	+ 6	9,350
Leather and Shoe Findings.....	27	94	99	88	+57	+ 3	881
Miscellaneous.....	21	108	104	106	+13	+17	2,840

^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.

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		October 1946 (Add 000)	Percent change from 10 mos. 1945	Ten months 1946 (Add 000)	Number of firms reporting stocks	Percent change		October 31, 1946 (Add 000)	Oct. 1946	Oct. 1945	Sept. 1946
		Oct. 1946 vs. Oct. 1945	Oct. 1946 vs. Sept. 1946					Oct. 1946 vs. Oct. 1945	Oct. 1946 vs. Sept. 1946				
New England.....	170	+39	+23	\$25,243	+29	\$209,409	101	+49	+ 5	\$10,926	88	93	97
Automotive Supplies.....	6	+65	+16	521	+69	3,886	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+70	+17	930	+89	6,363	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	11	+21	+16	2,300	+18	19,581	6	+ 8	+ 4	1,024	140	155	149
Dry Goods.....	32	+68	+ 9	382	+74	3,074	4	+148	+16	218	57	39	54
Electrical Goods.....	4	+123	+19	4,629	+57	28,650	23	+101	- 9	2,517	71	89	91
Fresh Fruits and Vegetables.....	10	+15	+19	591	+ 6	6,644	8	-22	+14	32	9	12	8
Furniture and House Furnishings.....	4	+124	+24	641	+110	4,240	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	22	+29	+23	4,020	+23	39,519	10	+23	+15	1,216	87	97	89
Confectionery.....	4	+21	+12	92	+51	2,151	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+ 6	+56	1,868	+14	13,032	d	d	d	d	d	d	d
Industrial Supplies.....	8	+48	+19	575	+17	6,593	6	+67	+10	1,093	218	199	238
Plumbing and Heating Supplies.....	5	+78	+13	297	+79	2,378	d	d	d	d	d	d	d
Metals.....	4	+23	+ 2	326	+27	2,914	d	d	d	d	d	d	d
Paper and its Products.....	6	+49	+17	364	+36	3,371	5	+15	+ 5	275	122	147	184
Tobacco and its Products.....	12	+ 6	+16	3,243	+23	26,183	d	d	d	d	d	d	d
Middle Atlantic.....	541	+43	+27	96,497	+26	921,145	298	+46	+ 7	38,122	88	91	100
Automotive Supplies.....	21	+31	+16	695	+55	10,545	14	+23	+ 2	370	113	116	121
Paints and Varnishes.....	5	+ 5	+10	89	+45	962	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	10	+46	+32	3,776	+34	24,192	d	d	d	d	d	d	d
Shoes and Other Footwear.....	8	+52	+26	1,157	+30	9,078	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	21	+34	+51	7,866	+20	73,081	5	+12	+ 2	1,384	102	110	119
Dry Goods.....	31	+56	+35	6,634	+36	54,589	14	+71	+20	2,649	112	98	111
Electrical Goods.....	64	+114	+15	10,626	+13	70,042	60	+137	+ 9	8,823	85	78	90
Dairy and Poultry Products.....	7	+74	+ 7	1,246	+33	20,492	4	+112	-22	282	27	21	37
Fresh Fruits and Vegetables.....	20	+26	+14	1,795	+ 1	17,782	12	+65	+27	170	20	15	18
Farm Supplies.....	4	-15	+ 9	596	+ 6	7,991	d	d	d	d	d	d	d
Furniture and House Furnishings.....	13	+52	+46	1,679	+56	13,245	8	+65	-10	729	59	55	104
Groceries and Foods, except Farm Products.....	84	+44	+37	19,802	+28	165,806	40	+35	+ 6	7,431	89	98	111
Confectionery.....	6	+32	+24	438	+32	3,216	d	d	d	d	d	d	d
Meats and Meat Products.....	8	+ 1	+11	1,293	+33	70,740	8	+13	+45	648	50	43	38
Beer.....	11	- 5	-22	315	+ 1	3,664	8	+24	+21	41	13	10	9
General Hardware.....	27	+62	+32	6,979	+49	54,633	16	+25	+ 4	4,066	108	128	137
Industrial Supplies.....	21	+43	+12	1,947	+ 5	17,241	14	+15	0	1,669	131	176	167
Plumbing and Heating Supplies.....	22	+51	+14	1,771	+51	13,455	8	-14	0	463	64	120	74
Jewelry.....	11	+45	+21	958	+61	8,353	4	+127	+ 2	799	166	121	194
Lumber and Building Materials.....	15	+39	+17	2,281	+30	17,449	6	+ 3	+ 2	536	33	48	38
Machinery, Eqt., and Supplies, except Electrical.....	5	+48	+17	662	+13	5,807	4	+50	+ 2	879	182	152	176
Surgical, Medical, and Hospital Eqt. and Supplies.....	5	+44	+22	225	+35	2,590	4	+ 7	+ 1	259	170	225	203
Paper and its Products.....	21	+51	+37	2,467	+29	23,563	10	+ 6	+ 5	676	51	78	71
Petroleum.....	23	+23	+13	767	+17	6,402	d	d	d	d	d	d	d
Tobacco and its Products.....	45	+31	+19	12,465	+32	106,435	13	+40	+28	1,021	52	44	51
Leather and Shoe Findings.....	10	+37	+28	104	+27	847	4	+12	- 2	57	173	196	215

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(Continued on next page)

WHOLESALESA'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		October 1946 (Add 000)	Percent change from 10 mos. 1945	Ten months 1946 (Add 000)	Number of firms reporting stocks	Percent change		October 31, 1946 (Add 000)	Oct. 1946	Oct. 1945	Sept. 1946
		Oct. 1946 vs. Oct. 1945	Oct. 1946 vs. Sept. 1946					Oct. 1946 vs. Sept. 1946					
East North Central.....	525	+49	+16	\$91,143	+35	\$792,355	349	+51	+ 9	\$59,345	93	98	101
Automotive Supplies.....	52	+47	+12	2,748	+43	25,531	38	+29	+ 7	1,651	86	97	90
Chemicals (industrial).....	4	+ 2	0	449	+ 4	4,042	d	d	d	d	d	d	d
Paints and Varnishes.....	7	+22	- 9	504	+21	4,811	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	7	+108	+27	464	+59	2,907	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	+22	+ 9	6,704	+20	63,639	7	+21	+ 1	1,684	131	144	146
Dry Goods.....	7	+63	+31	976	+34	12,822	d	d	d	d	d	d	d
Electrical Goods.....	66	+146	+11	14,364	+74	95,163	62	+153	+13	12,890	91	88	89
Dairy and Poultry Products.....	12	+41	+ 1	792	+29	6,925	7	+141	+22	82	17	9	13
Fresh Fruits and Vegetables.....	12	+10	+24	895	+ 3	11,758	9	+25	+39	207	34	34	30
Farm Supplies.....	7	+ 2	+25	889	+10	7,221	d	d	d	d	d	d	d
Furniture and House Furnishings.....	6	+73	0	792	+65	7,409	5	+60	+ 5	343	55	60	46
Groceries and Foods, except Farm Products.....	107	+45	+11	25,425	+29	203,201	79	+35	+13	20,000	107	117	106
Confectionery.....	7	+ 8	+13	225	+24	2,568	d	d	d	d	d	d	d
Meats and Meat Products.....	16	+10	+94	5,221	+32	51,213	13	+42	+159	1,927	46	35	41
Beer.....	13	+ 3	+13	543	- 3	5,038	8	+ 1	+10	79	25	24	25
Wines and Liquors.....	10	+23	- 4	1,327	+20	12,295	9	+ 5	+ 1	1,518	131	158	125
General Hardware.....	17	+91	+28	9,202	+57	80,060	15	+61	- 6	9,968	112	134	152
Industrial Supplies.....	10	+53	+18	1,031	+ 3	8,596	6	+11	+10	299	95	106	100
Plumbing and Heating Supplies.....	16	+54	+17	1,384	+52	10,969	12	+24	0	935	100	115	107
Jewelry.....	12	+ 8	+10	996	+43	9,009	d	d	d	d	d	d	d
Lumber and Building Materials.....	12	+42	+14	988	+63	10,900	8	+43	+20	290	46	45	46
Machinery, Equipment, and Supplies, except Electrical	12	+36	+ 5	739	+34	8,920	7	+35	+ 2	428	89	86	93
Surgical, Medical, and Hospital Equipment and Supplies	7	+40	+14	1,425	+12	12,927	5	+24	0	1,257	96	110	111
Metals.....	5	+54	+19	540	+29	5,978	d	d	d	d	d	d	d
Paper and its Products.....	23	+50	+16	4,449	+45	37,648	10	+24	+ 2	1,142	69	88	79
Tobacco and its Products.....	36	+23	+16	6,199	+29	62,143	14	+17	+ 5	1,145	44	45	50
Leather and Shoe Findings.....	11	+24	+11	229	+14	2,164	4	+14	+ 5	115	192	202	212
West North Central.....	275	+62	+18	67,597	+38	591,350	189	+46	+ 5	60,647	113	132	128
Automotive Supplies.....	22	+24	+ 5	2,162	+44	26,049	13	+32	+12	1,241	165	144	147
Shoes and Other Footwear.....	4	+58	+15	1,642	+47	13,899	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	17	+23	+ 9	4,950	+20	44,724	6	+20	+ 3	2,632	202	205	206
Dry Goods.....	6	+98	+26	12,635	+53	88,252	6	+49	+ 1	13,016	103	137	128
Electrical Goods.....	36	+133	+13	7,381	+90	43,423	35	+146	+10	5,823	83	80	85
Fresh Fruits and Vegetables.....	8	+ 2	+10	782	+ 2	7,221	5	+22	+20	230	42	33	37
Furniture and House Furnishings.....	6	+76	+ 4	2,128	+63	29,614	5	+78	+ 4	2,193	107	106	108
Groceries and Foods, except Farm Products.....	68	+45	+15	14,180	+32	139,722	52	+34	+ 7	16,218	136	144	149
Confectionery.....	5	+11	+11	355	+38	3,234	5	+34	+ 7	163	46	38	48
Beer.....	7	- 5	+21	111	- 1	2,654	d	d	d	d	d	d	d
General Hardware.....	15	+86	+26	12,066	+54	75,080	15	+38	- 2	13,130	109	147	140
Industrial Supplies.....	7	+51	+12	469	+17	5,029	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	9	+47	+18	947	+57	10,581	5	+29	- 3	339	78	99	103
Jewelry.....	4	+52	+16	87	+42	921	d	d	d	d	d	d	d
Lumber and Building Materials.....	7	+33	+20	224	- 7	7,057	d	d	d	d	d	d	d
Paper and its Products.....	4	+16	- 6	156	+27	2,364	d	d	d	d	d	d	d
Tobacco and its Products.....	12	+21	+13	1,078	+26	16,320	4	+41	+31	175	54	48	52
Leather and Shoe Findings.....	6	+ 8	+ 5	98	+12	1,099	d	d	d	d	d	d	d

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WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		October 1946 (Add 000)	Percent change from 10 mos. 1945	Ten months 1946 (Add 000)	Number of firms reporting stocks	Percent change		October 31, 1946 (Add 000)	Oct. 1946	Oct. 1945	Sept. 1946
		Oct. 1946	Oct. 1946					Oct. 1946	Oct. 1946				
		vs. Oct. 1945	vs. Sept. 1946					vs. Oct. 1945	vs. Sept. 1946				
South Atlantic.....	392	+50	+16	\$54,945	+32	\$449,390	225	+46	0	\$26,047	76	83	88
Automotive Supplies.....	17	+23	+15	1,019	+56	12,342	9	+64	-1	394	122	114	138
Paints and Varnishes.....	5	+19	+12	319	+46	2,855	5	+1	+11	228	71	84	72
Clothing and Furnishings, except Shoes.....	5	+17	+8	277	+21	2,568	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	26	+15	+9	4,251	+17	42,412	8	+10	0	2,282	173	177	183
Dry Goods.....	7	+65	+24	2,640	+32	19,635	5	+110	-3	1,919	102	86	138
Electrical Goods.....	54	+124	+6	9,522	+59	56,350	51	+93	+2	7,277	79	92	82
Dairy and Poultry Products.....	4	+23	+1	266	+17	2,422	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	13	-8	+10	826	0	12,456	8	-7	+26	113	22	22	20
Furniture and House Furnishings.....	5	+64	+12	445	+46	4,313	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	110	+32	+21	13,398	+25	110,739	57	+24	+4	5,770	77	83	89
Confectionery.....	17	+20	+21	470	+19	4,535	8	+48	+6	253	68	56	81
Meats.....	6	-3	+42	874	+23	10,214	5	0	+25	335	38	37	44
Beer.....	9	-24	-6	405	-12	4,417	6	+46	+46	185	61	28	38
Wines and Liquors.....	4	+29	+41	1,498	+33	9,751	4	+54	-3	1,064	71	68	103
General Hardware.....	18	+63	+30	3,247	+53	32,693	13	+57	0	2,150	94	93	122
Industrial Supplies.....	8	+69	+18	840	+36	8,590	6	+46	0	739	97	111	113
Lumber and Building Materials.....	9	+95	+56	1,004	+13	7,671	d	d	d	d	d	d	d
Machinery, Eopt., and Supplies, except Electrical..	4	+82	+32	229	+46	2,528	d	d	d	d	d	d	d
Paper and its Products.....	9	+37	+15	870	+25	7,144	d	d	d	d	d	d	d
Tobacco and its Products.....	15	+30	+20	3,161	+30	30,477	10	+39	+9	1,289	50	48	55
East South Central.....	148	+46	+14	22,533	+34	183,845	89	+63	+6	12,659	96	92	106
Drugs and Sundries (liquor excluded).....	16	+22	+9	3,374	+18	27,232	4	-3	-2	794	229	274	251
Dry Goods.....	9	+73	+31	2,561	+43	16,049	5	+86	+2	1,670	92	95	127
Electrical Goods.....	18	+109	+15	2,797	+67	16,902	17	+158	+7	2,432	89	73	95
Fresh Fruits and Vegetables.....	7	-10	+11	216	+5	2,531	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	31	+39	+16	3,815	+34	40,730	20	+66	+13	2,541	90	78	93
Confectionery.....	8	+43	+14	382	+45	3,056	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+7	+54	882	+19	8,295	d	d	d	d	d	d	d
Beer.....	5	-1	+11	70	-10	551	4	+11	+13	51	82	77	78
General Hardware.....	12	+56	+13	3,794	+46	29,429	8	+87	+9	2,073	130	114	134
Lumber and Building Materials.....	4	+59	+7	549	+24	2,847	d	d	d	d	d	d	d
Paper and its Products.....	4	+44	+10	481	+32	3,640	d	d	d	d	d	d	d
West South Central.....	236	+41	+11	40,024	+29	367,255	159	+48	+9	31,981	115	114	117
Automotive Supplies.....	16	+14	+13	840	+38	8,747	10	+53	+19	731	98	72	95
Drugs and Sundries (liquor excluded).....	17	+16	+11	3,957	+19	41,344	8	+14	+3	4,269	188	192	200
Dry Goods.....	5	+66	+37	1,312	+42	10,391	4	+164	+3	1,274	152	82	185
Electrical Goods.....	40	+111	+4	5,334	+74	34,064	38	+119	+11	4,871	92	89	86
Groceries and Foods, except Farm Products.....	93	+28	+16	13,848	+23	129,136	63	+43	+15	7,995	97	89	100
General Hardware.....	17	+63	+10	5,121	+45	43,897	10	+48	+4	4,389	139	159	142
Industrial Supplies.....	6	+39	+11	2,994	+21	23,685	5	+32	+3	3,826	180	175	184
Machinery, Eopt., and Supplies, except Electrical..	5	+53	-5	620	+33	11,414	d	d	d	d	d	d	d
Tobacco and its Products.....	4	+95	+3	823	+52	10,412	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
	Number of firms reporting sales	Percent change		October 1946 (Add 000)	Percent change from 10 mos. 1945	Ten months 1946 (Add 000)	Number of firms reporting stocks	Percent change		October 31, 1946 (Add 000)	Oct. 1946	Oct. 1945	Sept. 1946
		Oct. 1946 vs. Oct. 1945	Oct. 1946 vs. Sept. 1946					Oct. 1946 vs. Oct. 1945	Oct. 1946 vs. Sept. 1946				
Mountain.....	121	+52	+15	\$17,478	+37	\$146,722	86	+55	+11	\$14,383	112	112	118
Automotive Supplies.....	13	+84	+16	815	+52	8,588	10	+22	0	592	147	209	158
Drugs and Sundries (liquor excluded).....	10	+33	+15	2,440	+19	18,769	4	+10	+13	1,662	129	145	168
Electrical Goods.....	15	+127	+5	1,939	+95	15,067	14	+140	+22	1,759	96	93	83
Groceries and Foods, except Farm Products.....	33	+44	+16	5,698	+38	44,576	28	+55	+13	6,309	121	113	123
General Hardware.....	7	+56	+2	1,832	+48	13,280	4	+43	+1	662	85	92	88
Pacific.....	252	+40	+15	56,344	+25	563,276	149	+46	+9	37,552	119	122	124
Automotive Supplies.....	43	+23	+8	1,906	+35	28,187	27	+25	+2	2,380	179	182	196
Clothing and Furnishings, except Shoes.....	6	+56	-1	252	+31	1,852	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+48	-4	384	+30	3,086	5	+46	+6	363	101	104	96
Drugs and Sundries (liquor excluded).....	10	+19	+23	7,303	+13	44,433	d	d	d	d	d	d	d
Dry Goods.....	9	+61	+32	2,365	+33	17,377	d	d	d	d	d	d	d
Electrical Goods.....	31	+164	+11	8,878	+53	62,092	31	+117	+13	10,135	114	139	112
Fresh Fruits and Vegetables.....	6	+11	-16	1,797	+4	17,358	d	d	d	d	d	d	d
Furniture and House Furnishings.....	8	+117	+26	434	+36	17,620	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	36	+23	+15	13,286	+21	159,027	22	+38	+17	10,176	116	103	122
Confectionery.....	4	-17	+29	341	+34	3,840	d	d	d	d	d	d	d
Meats and Meat Products.....	6	+21	+16	1,415	+36	14,891	4	+17	+8	199	27	28	26
Beer.....	5	-13	+3	213	-8	2,172	d	d	d	d	d	d	d
General Hardware.....	10	+73	+14	4,990	+37	61,483	5	+24	0	4,763	143	211	162
Industrial Supplies.....	7	+48	+18	2,117	+7	16,762	5	+24	0	3,188	171	208	202
Jewelry.....	4	+47	+20	242	+61	7,105	4	+64	-2	422	174	156	213
Lumber and Building Materials.....	9	+41	+16	882	+19	10,823	7	+3	+25	277	55	81	55
Machinery, Equipment, and Supplies, except Electrical	8	+18	+8	823	+25	7,660	5	+54	+6	728	161	94	147
Metals.....	4	+51	-8	630	+26	6,370	d	d	d	d	d	d	d
Tobacco and its Products.....	11	+10	+12	1,618	+18	25,256	d	d	d	d	d	d	d
Leather and Shoe Findings.....	6	+47	+17	352	+27	2,934	d	d	d	d	d	d	d

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 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., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

Current
Wholesale
Trade

NOVEMBER 1946

Inventories, valued at cost, continued to increase as they were up 8 percent at the end over the beginning of November and 48 percent over a year earlier. As in previous months, much of the increase in inventories was due to the rise in the price level but it might be significant to note that inventories increased in November when sales were off slightly. In most lines of trade, inventories on hand at the beginning of December were equivalent to seven weeks or more of sales at the November rate.

Measured on a year-to-date basis, first 11 months of 1946 compared with the corresponding period of 1945, all trades registered sales gains except beer, off 5 percent. The increases ranged from a low of 4 percent in the case of fresh fruits and vegetables to a high of 61 percent for electrical goods. Other trades reporting better than average gains for the first 11 months of 1946 included automotive supplies, clothing, dry goods, furniture, hardware, plumbing, jewelry, machinery, and paper.

Collections on accounts receivable during November were 116 percent, or a turn-over of 1.16 times during the month. This rate was somewhat better than in October and also better than in November 1945.

*According to Department of Commerce estimates, sales of merchant wholesalers reached the all-time high of \$5,674,000,000 in October.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON
WHOLESALESALES AND INVENTORIES
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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 1946 (Add 000)	Percent change from 11 mos. 1945	Eleven months 1946 (Add 000)	Number of firms reporting stocks	Percent change		November 30, 1946 (Add 000)	Nov. 1946	Nov. 1945	Oct. 1946
		Nov. 1946 vs. Nov. 1945	Nov. 1946 vs. Oct. 1946					Nov. 1946 vs. Nov. 1945	Nov. 1946 vs. Oct. 1946				
UNITED STATES	2,714	+37	- 4	\$468,612	+30	\$4,989,959	1,801	+48	+ 8	\$584,887	120	114	105
Automotive Supplies.....	208	+27	- 9	11,306	+44	141,032	124	+37	+ 8	8,774	152	141	129
Chemicals (industrial).....	15	+46	- 3	1,798	+16	18,551	10	-10	+ 9	748	52	84	45
Paints and Varnishes.....	28	+43	-13	2,790	+28	51,500	15	+ 9	+17	1,909	88	114	68
Clothing and Furnishings, except Shoes.....	34	+60	- 8	4,964	+38	42,749	14	+30	- 6	542	58	58	64
Shoes and Other Footwear.....	51	+29	+22	22,020	+15	208,516	18	+68	+69	4,932	55	44	32
Coal.....	12	+18	-10	2,770	+14	89,152	6	+43	+11	4,698	223	213	202
Drugs and Sundries (liquor excluded).....	161	+10	-12	38,531	+17	414,417	124	+22	+ 1	51,885	177	158	150
Dry Goods.....	78	+57	-14	24,089	+45	250,682	46	+84	+ 3	19,369	115	98	95
Electrical Goods.....	370	+111	0	66,311	+61	492,874	351	+125	+ 9	64,676	99	94	91
Dairy and Poultry Products.....	30	+43	- 8	5,856	+30	46,459	18	+16	-13	695	31	34	32
Fresh Fruits and Vegetables.....	80	-10	- 7	6,371	+ 4	94,347	54	+16	+ 4	954	21	16	19
Farm Supplies.....	21	+25	-10	4,578	+11	45,378	12	+16	+11	1,092	101	94	76
Furniture and House Furnishings.....	52	+86	- 8	10,571	+60	99,543	33	+92	+ 5	11,321	126	127	110
Groceries and Foods, except Farm Products.....	577	+24	- 8	101,160	+27	1,148,650	363	+45	+16	83,924	137	118	108
Full-line wholesalers.....	323	+22	- 9	49,129	+27	561,196	206	+50	+16	45,953	137	114	108
Voluntary-group wholesalers.....	125	+22	-12	31,399	+29	384,374	81	+37	+13	28,865	146	180	113
Retailer-cooperative warehouses.....	15	+11	-11	5,417	+26	65,712	10	+46	+19	3,685	129	99	92
Specialty lines.....	114	+59	+ 4	15,215	+25	157,368	63	+43	+28	7,421	114	113	82
Confectionery.....	54	+25	0	2,190	+30	25,978	28	+85	+29	1,227	83	62	64
Meats and Meat Products.....	49	+74	+58	22,181	+25	281,890	41	+62	+24	7,086	40	44	52
Beer.....	52	-11	-11	1,490	- 5	21,317	35	-10	+ 9	891	40	37	32
Wines and Liquors.....	58	+ 8	- 2	9,674	+18	125,527	54	+53	- 2	12,485	134	109	134
Liquor Department of Other Trades.....	48	-15	- 4	12,615	+ 8	120,088	44	+10	+13	21,175	181	142	154
Total Hardware Group.....	265	+56	- 8	56,565	+44	625,745	172	+41	+ 4	58,819	143	158	123
General hardware.....	126	+61	- 9	41,704	+51	444,661	87	+45	+ 4	45,209	141	156	120
Industrial supplies.....	71	+37	- 5	9,652	+16	102,209	47	+30	+ 3	11,057	174	177	158
Plumbing and heating supplies.....	68	+60	- 5	5,209	+49	78,876	38	+23	+10	2,573	101	124	81
Jewelry.....	48	+16	+ 1	4,728	+47	38,123	25	+68	- 4	4,843	166	120	175
Optical Goods.....	15	+10	- 5	280	+12	2,730	7	- 4	0	105	108	119	101
Lumber and Building Materials.....	65	+59	- 7	7,265	+26	75,472	33	+57	+ 8	2,491	65	68	51
Machinery, Eqpt., and Supplies, except Electrical....	50	+52	- 9	5,108	+51	55,897	33	+38	+ 5	5,580	143	158	123
Surgical, Medical, and Hospital Eqpt. and Supplies...	17	+31	+ 2	1,784	+22	22,395	10	+35	+ 2	1,555	106	101	106
Metals.....	25	+59	-15	2,868	+27	42,126	14	+ 1	- 3	3,344	163	233	145
Paper and Its Products.....	68	+54	- 8	7,934	+33	96,633	34	+19	+ 3	3,695	93	99	81
Petroleum.....	29	+25	- 9	903	+18	9,190	27	+22	+ 4	524	65	67	56
Tobacco and Its Products.....	138	+22	- 7	26,595	+28	313,897	49	+37	0	3,874	49	47	46
Leather and Shoe Findings.....	59	+35	- 8	976	+22	9,943	17	+37	- 5	922	176	181	180
Miscellaneous.....	16	+ 8	- 8	2,355	+16	31,378	10	+21	+ 1	1,254	177	173	154

^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.

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		November 1946	November 1945	October 1946	Percent change		As of November 1, 1946 (Add 000)
					November 1946 vs. November 1945	November 1946 vs. October 1946	
UNITED STATES	2,158	116	126	124	+58	+ 8	\$501,562
Automotive Supplies.....	151	94	94	94	+29	+ 4	8,024
Chemicals (industrial).....	14	99	105	101	+60	+ 3	1,800
Paints and Varnishes.....	25	81	77	90	+23	- 8	1,264
Clothing and Furnishings, except Shoes.....	27	99	110	101	+39	- 4	3,426
Shoes and Other Footwear.....	27	86	95	87	+47	-13	11,669
Coal.....	12	119	129	153	+39	+ 9	2,374
Drugs and Sundries (liquor excluded).....	81	105	114	113	+18	+ 6	14,967
Dry Goods.....	69	76	94	82	+105	+12	27,123
Electrical Goods.....	360	93	91	99	+113	+ 7	64,942
Dairy and Poultry Products.....	21	179	166	202	+26	-14	2,604
Fresh Fruits and Vegetables.....	65	188	197	210	- 6	0	1,842
Farm Supplies.....	16	249	196	265	+ 6	+ 1	989
Furniture and House Furnishings.....	45	102	118	116	+106	+14	9,592
Groceries and Foods, except Farm Products.....	452	169	178	194	+32	+10	46,917
Full-line wholesalers ^b	254	170	178	193	+33	+10	23,746
Voluntary-group wholesalers.....	98	166	182	199	+37	+13	13,994
Retailer-cooperative warehouses.....	13	290	252	292	+ 2	-14	1,641
Specialty lines.....	87	144	146	160	+31	+10	7,536
Confectionery.....	25	160	153	157	+ 7	+ 8	620
Meats and Meat Products.....	46	311	281	335	+56	+106	6,192
Beer.....	19	249	224	223	-12	-20	226
Wines and Liquors.....	30	141	162	161	+ 9	+10	4,184
Total Hardware Group.....	239	102	104	108	+65	+11	50,706
General hardware.....	114	107	110	114	+72	+13	36,329
Industrial supplies.....	62	89	93	94	+45	+ 9	9,071
Plumbing and heating supplies.....	63	88	88	92	+54	+ 8	5,306
Jewelry.....	35	64	79	66	+47	+21	4,531
Optical Goods.....	12	92	97	97	+ 3	- 3	281
Lumber and Building Materials.....	60	110	115	117	+67	+15	6,379
Machinery, Eqpt., and Supplies, except Electrical.....	39	87	82	98	+41	+ 2	4,664
Surgical, Medical, and Hospital Equipment and Supplies.....	17	59	73	63	+41	+15	2,687
Metals.....	22	115	122	118	+64	+ 3	2,694
Paper and Its Products.....	61	93	112	96	+66	+ 6	8,081
Petroleum.....	26	116	123	120	+28	+ 2	669
Tobacco and Its Products.....	95	205	212	230	+28	+ 4	8,518
Leather and Shoe Findings.....	27	86	94	94	+43	+ 4	990
Miscellaneous.....	22	111	109	111	+ 8	0	2,607

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1946

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 1946 (Add 000)	Percent change from 11 mos. 1945	Eleven months 1946 (Add 000)	Number of firms reporting stocks	Percent change		November 30, 1946 (Add 000)	Nov. 1946	Nov. 1945	Oct. 1946
		Nov. 1946 vs. Nov. 1945	Nov. 1946 vs. Oct. 1946					Nov. 1946 vs. Nov. 1945	Nov. 1946 vs. Oct. 1946				
New England.....	180	+35	- 8	\$24,097	+50	\$236,176	121	+42	+ 9	\$14,936	105	103	87
Automotive Supplies.....	6	+59	-14	286	+68	4,231	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+21	-30	649	+79	7,012	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	11	+17	- 8	2,106	+18	21,687	10	+ 9	+ 2	2,759	150	159	133
Dry Goods.....	5	+61	-15	330	+72	3,410	5	+122	- 6	209	63	46	57
Electrical Goods.....	55	+115	- 5	4,445	+64	33,764	32	+121	+11	4,005	93	92	79
Fresh Fruits and Vegetables.....	10	- 6	-12	602	+ 5	7,388	8	-31	-40	24	5	7	8
Furniture and House Furnishings.....	4	+113	- 5	611	+110	4,851	d	d	d	d	d	d	d
Confectionery.....	4	+28	+ 9	100	+31	2,251	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+57	+18	2,209	+18	15,241	d	d	d	d	d	d	d
Industrial Supplies.....	7	+33	-12	268	+19	7,146	5	+21	+ 4	675	339	362	278
Plumbing and Heating Supplies.....	7	+69	-12	302	+78	2,680	d	d	d	d	d	d	d
Jewelry.....	4	+26	+ 1	546	+55	3,425	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	+39	- 2	302	+39	4,508	d	d	d	d	d	d	d
Metals.....	4	+15	-10	94	+27	3,057	d	d	d	d	d	d	d
Paper and its Products.....	6	+56	-17	301	+36	3,672	5	+19	+ 3	283	142	161	122
Tobacco and its Products.....	12	+ 8	- 3	3,186	+21	29,369	d	d	d	d	d	d	d
Middle Atlantic.....	560	+59	- 3	102,073	+27	1,039,951	332	+43	+ 6	58,740	104	103	96
Automotive Supplies.....	23	+31	- 1	807	+52	11,973	16	+22	+ 7	527	122	123	112
Paints and Varnishes.....	5	+21	+ 4	93	+43	1,055	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	10	+84	0	3,796	+40	28,222	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	- 8	-47	524	+27	9,602	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	23	+14	-16	6,650	+20	80,057	17	+33	+ 3	6,684	157	133	117
Dry Goods.....	30	+49	-18	6,521	+37	61,727	14	+44	+ 7	3,323	109	128	84
Electrical Goods.....	65	+108	+ 5	11,119	+20	81,599	61	+124	+ 6	9,480	86	81	86
Dairy and Poultry Products.....	6	+47	- 8	3,465	+35	24,241	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	18	-17	-25	1,185	0	19,056	13	+15	+22	82	16	11	10
Farm Supplies.....	4	+ 1	+34	798	+ 5	8,789	d	d	d	d	d	d	d
Furniture and House Furnishings.....	14	+63	- 3	1,728	+57	15,080	8	+60	0	772	64	64	58
Groceries and Foods, except Farm Products.....	88	+39	0	20,411	+29	187,027	42	+37	+24	9,890	110	117	90
Confectionery.....	4	+35	- 5	246	+32	3,462	d	d	d	d	d	d	d
Meats and Meat Products.....	11	+53	+56	3,826	+33	75,382	11	+33	+ 8	1,597	42	48	60
Beer.....	11	-17	-13	228	- 1	3,901	9	- 7	- 5	38	17	15	16
Wines and Liquors.....	14	- 2	- 3	4,186	+15	70,786	13	+51	+ 3	7,519	186	120	174
General Hardware.....	25	+69	+ 3	6,936	+52	62,566	14	+38	+ 7	4,158	114	129	103
Industrial Supplies.....	21	+49	+ 5	1,835	+ 8	19,543	14	+20	+ 2	1,384	135	163	128
Plumbing and Heating Supplies.....	22	+66	- 7	1,651	+53	15,162	8	- 5	+13	522	94	149	64
Jewelry.....	12	+29	+ 3	1,498	+57	10,367	5	+37	-15	1,257	120	117	148
Optical Goods.....	5	+17	- 7	138	+17	1,516	d	d	d	d	d	d	d
Lumber and Building Materials.....	17	+51	- 6	2,248	+32	19,729	6	+18	+ 8	568	38	48	52
Machinery, Eqpt., and Supplies, except Electrical	6	+64	+ 1	692	+17	6,499	4	+45	+ 5	921	159	166	162
Metals.....	4	+28	-16	1,040	+32	15,605	d	d	d	d	d	d	d
Paper and its Products.....	19	+37	-10	1,979	+30	25,553	10	- 7	+ 1	585	48	69	44
Petroleum.....	23	+27	- 9	699	+18	7,101	d	d	d	d	d	d	d
Tobacco and its Products.....	46	+26	- 6	11,795	+32	118,369	13	+46	-13	988	45	42	58
Leather and Shoe Findings.....	9	+19	-21	81	+26	928	d	d	d	d	d	d	d

(Continued on next page)

WHOLESALESAERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1946

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 1946 (Add 000)	Percent change from 11 mos. 1945	Eleven months 1946 (Add 000)	Number of firms reporting stocks	Percent change		November 30 1946 (Add 000)	Nov. 1946	Nov. 1945	Oct. 1946
		Nov. 1946 vs. Nov. 1945	Nov. 1946 vs. Oct. 1946					Nov. 1946 vs. Nov. 1945	Nov. 1946 vs. Oct. 1946				
East North Central.....	508	+41	- 4	\$94,144	+36	\$887,957	345	+51	+ 8	\$67,776	107	105	96
Automotive Supplies.....	46	+56	- 7	2,252	+45	27,870	34	+28	+ 8	1,632	106	106	91
Chemicals (industrial).....	4	+ 4	- 9	407	+ 4	4,449	d	d	d	d	d	d	d
Paints and Varnishes.....	7	+43	- 2	495	+25	5,303	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	7	+28	-35	309	+56	3,216	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	24	+10	-15	6,207	+19	70,961	18	+29	+ 5	7,541	160	156	154
Dry Goods.....	7	+51	- 9	1,325	+56	14,147	5	+109	-11	818	63	48	67
Electrical Goods.....	70	+125	0	15,308	+80	112,028	65	+153	+ 7	14,531	97	87	90
Dairy and Poultry Products.....	14	+36	-15	759	+30	7,764	8	+90	+19	99	22	15	17
Fresh Fruits and Vegetables.....	15	0	- 9	939	+ 3	12,805	11	+28	- 2	256	40	32	57
Farm Supplies.....	5	-15	-23	649	+ 8	7,870	d	d	d	d	d	d	d
Furniture and House Furnishings.....	6	+51	-12	697	+64	8,106	5	+125	+12	385	69	50	55
Groceries and Foods, except Farm Products.....	81	+17	-14	16,607	+28	221,499	59	+45	+18	18,449	154	125	112
Confectionery.....	6	+51	+ 8	241	+24	2,809	d	d	d	d	d	d	d
Meats and Meat Products.....	17	+87	+81	9,551	+58	60,816	14	+55	+29	2,508	35	41	46
Beer.....	13	+ 4	- 8	460	- 3	5,551	8	+25	+18	85	33	26	26
Wines and Liquors.....	10	+24	+24	1,652	+21	13,947	9	+ 9	0	1,526	104	123	132
General Hardware.....	17	+65	+25	7,656	+59	90,496	14	+60	+ 1	9,915	136	140	113
Industrial Supplies.....	10	+40	-15	833	+ 5	9,666	5	+17	- 1	216	146	165	123
Plumbing and Heating Supplies.....	14	+47	- 9	954	+52	12,029	12	+25	+11	1,022	125	146	103
Jewelry.....	15	- 7	- 6	872	+56	10,205	5	+63	+ 2	574	164	101	143
Lumber and Building Materials.....	11	+42	-14	888	+61	11,951	7	+55	+ 3	256	49	42	40
Machinery, Eqt., and Supplies, except Electrical.....	13	+29	- 9	810	+34	9,956	8	- 2	-23	380	63	93	77
Surgical, Medical, and Hospital Eqt. and Supplies.....	6	+33	+ 4	1,358	+13	14,313	5	+55	+ 2	1,285	95	93	99
Metals.....	6	+25	-18	656	+29	6,949	4	- 2	+ 1	903	151	204	126
Paper and its Products.....	22	+47	- 5	3,890	+45	41,536	10	+26	+ 3	1,181	78	92	69
Tobacco and its Products.....	37	+19	-10	6,777	+28	69,631	15	+28	+ 7	1,436	59	54	48
Leather and Shoe Findings.....	11	+11	-14	195	+14	2,359	4	+21	-23	117	213	216	253
West North Central.....	284	+42	-10	61,056	+39	665,288	208	+48	+ 5	70,153	136	133	116
Automotive Supplies.....	22	+35	+ 1	2,102	+45	29,352	14	+50	- 0	1,305	161	189	181
Drugs and Sundries (liquor excluded).....	18	+ 9	-10	4,671	+19	49,862	16	+19	- 2	7,132	178	163	162
Dry Goods.....	4	+48	-15	7,632	+53	95,894	4	+85	+ 5	8,049	119	95	95
Electrical.....	37	+101	- 2	7,250	+61	50,797	36	+142	+ 5	6,155	89	74	82
Fresh Fruits and Vegetables.....	7	0	- 2	566	+ 2	7,787	4	+51	- 6	117	32	23	57
Furniture and House Furnishings.....	7	+84	-14	4,125	+57	36,394	6	+150	+22	6,513	180	129	115
Groceries and Foods, except Farm Products.....	69	+24	-11	13,598	+52	156,800	52	+56	+ 6	18,952	164	151	140
Confectionery.....	6	+32	- 2	367	+57	5,601	5	+70	+ 7	173	50	39	45
Beer.....	8	-17	- 6	259	- 3	2,913	5	+55	+10	23	12	6	10
General Hardware.....	16	+72	- 9	9,901	+56	85,354	16	+55	- 1	12,068	122	156	112
Industrial Supplies.....	7	+29	-23	580	+18	5,557	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	11	+47	- 4	1,075	+56	12,184	7	+24	+ 8	451	84	101	69
Jewelry.....	5	+22	+11	210	+57	1,155	d	d	d	d	d	d	d
Lumber and Building Materials.....	8	+16	+21	307	- 2	8,141	d	d	d	d	d	d	d
Paper and its Products.....	5	+25	-18	242	+28	2,722	d	d	d	d	d	d	d
Tobacco and its Products.....	12	+28	- 2	1,056	+25	18,587	4	+58	- 6	184	61	60	59
Leather and Shoe Findings.....	5	+21	-11	57	+13	1,156	d	d	d	d	d	d	d

(Continued on next page)

For Release January 31, 1947

Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

Current
Wholesale
Trade

WHOLESALESALE'S SALES, INVENTORIES, AND CREDITS

DECEMBER 1946

SALES: YEAR 1946 vs. 1945
SERVICE AND LIMITED-FUNCTION WHOLESALESALE'S

Dollar volume of sales of merchant wholesalers reached a new high in 1946, approximately 30 percent above the previous record established in 1945, according to an announcement released today by J. C. Capt, Director of the Census. The Department of Commerce estimated 1945 sales at \$43,045,000,000, while preliminary estimates for 1946 are slightly in excess of \$55,000,000,000.

December sales likewise set a new record for the month as they were approximately 40 percent above December 1945. They were about on the level with November but were off seasonally from the October high. These data are based upon reports submitted to the Bureau of the Census by 2,354 merchant wholesalers representing all parts of the country.

Inventories, valued at cost, of 1,309 wholesalers were 53 percent above 1945. Much of the increase in inventory values was accounted for by rises in price levels but it may be significant to note that sales were up only 40 percent from December to December, whereas inventories were up 50 percent.

All trades except beer recorded sales gains in 1946 over 1945. Electrical goods wholesalers reported a gain of 68 percent in dollar volume; furniture, 61 percent; general hardware, 52 percent; and plumbing and heating, 52 percent. Other trades reporting increases of 40 percent or more included automotive, dry goods, and jewelry. Most trades showed seasonal declines from November and October but when compared with December 1945, all kinds of business reported sales gains except wines and liquors and fruits and vegetables. Increases of 60 percent or more were recorded for paints, electrical goods, furniture, hardware, plumbing and heating, lumber, and machinery equipment and supplies.

All trades except clothing, beer, and optical goods reported increases in inventories at the end of 1946 over 1945. Trades reporting increases of 70 percent or more included dry goods, electrical merchandise, furniture, and jewelry. Comparing December 31 with November 30, twenty-six kinds of business recorded increases ranging from 1 to 50-odd percent; eight reported decreases; while two showed no change.

Receivables of 1,704 wholesalers on December 31 were 56 percent above what they were at the end of 1945. Collection rates continued high, however, as the credit period was generally less than 30 days and in many trades less than two weeks.

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALESALE SALES AND INVENTORIES

DECEMBER 1946

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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		December 1946 (Add 000)	Percent change from 12 mos. 1945	Twelve months 1946 (Add 000)	Number of firms reporting stocks	Percent change		December 31, 1946 (Add 000)	Dec. 1946	Dec. 1945	Nov. 1946
		Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1946					Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1946				
UNITED STATES	2,554	+ 42	+ 1	\$591,513	+51	\$5,457,123	1,309	+53	+ 4	\$252,564	113	113	111
Automotive Supplies.....	181	+ 26	- 5	9,843	+43	153,834	105	+47	+ 7	8,398	168	156	150
Chemicals (industrial).....	11	+ 43	- 1	494	+17	19,287	7	+19	+54	231	124	124	81
Paints and Varnishes.....	25	+ 67	- 3	1,311	+31	57,216	13	+32	+44	1,008	156	166	95
Clothing and Furnishings, except Shoes.....	26	+ 50	-17	3,385	+39	46,132	11	- 6	-12	255	105	87	56
Shoes and Other Footwear.....	29	+ 52	- 3	9,734	+16	216,322	17	+56	+20	5,517	65	62	51
Coal.....	11	+ 30	+24	3,340	+14	43,792	5	+44	-20	3,675	151	140	226
Drugs and Sundries (liquor excluded).....	140	+ 21	- 4	31,347	+18	446,320	40	+18	0	11,495	197	187	187
Dry Goods.....	70	+ 59	-17	18,022	+46	269,407	38	+79	+ 4	17,445	142	126	115
Electrical Goods.....	351	+126	+51	83,505	+68	580,150	238	+130	+ 4	44,521	79	81	101
Dairy and Poultry Products.....	28	+ 40	+ 4	2,962	+30	49,776	17	+16	+ 2	754	51	37	32
Fresh Fruits and Vegetables.....	71	- 1	- 4	5,716	+ 4	100,710	44	+12	-13	725	22	19	24
Farm Supplies.....	21	+ 8	- 8	3,447	+11	48,837	12	+ 4	+ 3	1,237	119	138	103
Furniture and House Furnishings.....	41	+ 87	-20	6,586	+61	105,995	20	+95	+17	7,724	164	149	105
Groceries and Foods, except Farm Products.....	492	+ 22	- 9	73,041	+27	1,236,448	292	+43	+ 3	60,964	143	124	129
Full-line wholesalers ^d	271	+ 20	-12	33,677	+27	599,259	160	+45	+ 6	31,596	157	150	127
Voluntary-group wholesalers.....	101	+ 26	- 5	22,580	+28	393,278	66	+44	+ 3	13,439	146	131	143
Retailer-cooperative warehouses.....	17	+ 19	- 5	5,398	+26	71,110	10	+51	+10	4,044	147	138	131
Specialty lines.....	103	+ 23	- 5	11,336	+23	172,802	56	+26	-12	5,885	90	89	107
Confectionery.....	51	+ 35	+ 4	2,039	+30	28,247	26	+42	- 2	727	60	55	63
Meats and Meat Products.....	46	+ 48	-12	19,071	+27	319,678	38	+52	+ 6	7,117	47	46	39
Beer.....	47	+ 2	+ 5	1,530	- 5	22,944	33	- 5	0	597	36	39	37
Wines and Liquors.....	37	- 4	+14	10,550	+15	142,378	33	+29	+ 1	12,522	120	89	136
Liquor Department of Other Trades ^e	44	- 18	+15	12,956	+ 5	133,230	f	f	f	f	f	f	f
Total Hardware Group.....	206	+ 63	- 6	41,537	+45	679,313	123	+43	+ 6	44,042	160	185	139
General hardware.....	98	+ 67	- 6	31,072	+52	482,019	63	+44	+ 7	34,079	157	184	134
Industrial supplies.....	54	+ 42	- 3	6,967	+19	110,420	35	+53	+ 7	8,057	132	134	177
Plumbing and heating supplies.....	51	+ 75	- 6	3,498	+52	86,874	25	+62	+17	1,906	142	155	117
Jewelry.....	35	+ 18	+ 5	3,860	+43	42,196	16	+74	-13	3,433	144	102	174
Optical Goods.....	15	+ 14	-16	237	+13	5,000	5	-10	+ 2	90	132	169	108
Lumber and Building Materials.....	49	+108	+ 1	3,887	+29	80,345	25	+47	+12	1,065	69	92	62
Machinery, Eqt., and Supplies, except Electrical....	41	+ 73	+ 9	4,066	+33	60,149	26	+39	+ 1	4,471	158	192	166
Surgical, Medical, and Hospital Eqt. and Supplies....	19	+ 51	0	1,776	+24	24,516	13	+45	+ 7	1,732	114	121	107
Metals.....	18	+ 43	- 4	3,144	+28	47,202	10	+16	+ 5	3,999	165	202	151
Paper and Its Products.....	68	+ 51	- 6	6,985	+34	104,791	31	+28	+ 2	3,285	115	126	111
Petroleum.....	5	+ 25	+ 6	256	+18	9,446	f	f	f	f	f	f	f
Tobacco and Its Products.....	131	+ 23	+ 3	24,042	+28	340,974	44	+36	- 6	2,367	41	45	46
Leather and Shoe Findings.....	38	+ 38	-24	735	+25	10,761	17	+36	+13	1,157	297	307	189
Miscellaneous.....	10	+ 5	+11	2,281	+15	35,737	10	+ 6	-18	2,213	133	134	212

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.

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WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER 1946

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES ^a			ACCOUNTS RECEIVABLE		
		December 1946	December 1945	November 1946	Percent change		As of December 1, 1946 (Add 000)
					December 1946 vs. December 1945	December 1946 vs. November 1946	
UNITED STATES	1,704	121	196	116	+56	0	\$229,725
Automotive Supplies.....	136	95	98	94	+32	- 1	7,719
Chemicals (industrial).....	11	95	77	103	+16	- 3	514
Paints and Varnishes.....	23	94	74	81	+11	- 8	1,133
Clothing and Furnishings, except Shoes.....	19	108	132	104	+70	- 6	2,318
Shoes and Other Footwear.....	27	95	98	87	+59	- 1	11,555
Coal.....	11	128	122	124	+22	+ 1	2,233
Drugs and Sundries (liquor excluded).....	59	112	115	105	+20	- 2	9,714
Dry Goods.....	60	84	96	75	+95	- 1	23,897
Electrical Goods.....	250	100	98	94	+126	+ 8	45,056
Dairy and Poultry Products.....	19	199	192	193	+38	- 2	1,028
Fresh Fruits and Vegetables.....	52	189	189	190	0	- 7	1,684
Farm Supplies.....	15	211	216	248	+11	+12	1,122
Furniture and House Furnishings.....	34	107	99	96	+94	-10	6,856
Groceries and Foods, except Farm Products.....	369	181	180	177	+23	- 4	32,178
Full-line wholesalers ^b	201	181	178	176	+21	- 9	15,451
Voluntary-group wholesalers.....	82	181	182	176	+25	- 2	9,290
Retailer-cooperative warehouses.....	12	300	265	290	+ 5	- 6	1,521
Specialty lines.....	74	152	159	148	+32	+ 8	5,916
Confectionery.....	25	167	148	151	+24	+ 1	472
Meats and Meat Products.....	43	250	245	312	+58	+26	7,568
Beer.....	18	252	234	236	- 6	+ 6	230
Wines and Liquors.....	29	170	164	136	+ 2	+ 8	4,433
Total Hardware Group.....	181	105	109	102	+64	- 2	37,298
General hardware.....	87	110	115	105	+71	- 2	27,608
Industrial supplies.....	47	93	98	92	+39	- 5	5,856
Plumbing and heating supplies.....	47	92	94	92	+64	0	3,834
Jewelry.....	25	76	87	63	+44	+11	4,069
Optical Goods.....	11	87	100	84	+36	+ 2	277
Lumber and Building Materials.....	42	109	107	111	+75	- 1	3,380
Machinery, Eqpt., and Supplies, except Electrical.....	30	89	99	84	+53	- 4	3,346
Surgical, Medical, and Hospital Equipment and Supplies.....	19	59	63	58	+46	+ 3	2,729
Metals.....	17	115	116	114	+52	- 8	2,842
Paper and Its Products.....	58	97	97	95	+42	- 2	7,021
Petroleum.....	4	82	90	80	+37	- 6	256
Tobacco and Its Products.....	79	205	190	183	+18	0	5,493
Leather and Shoe Findings.....	25	81	91	86	+51	- 3	901
Miscellaneous.....	13	131	113	106	+ 3	+ 3	2,403

^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.

WHOLESALESALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1946

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		December 1946 (Add 000)	Percent change from 12 mos. 1945	Twelve months 1946 (Add 000)	Number of firms reporting stocks	Percent change		December 31, 1946 (Add 000)	Dec. 1946	Dec. 1945	Nov. 1946
		Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1946					Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1946				
New England.....	151	+41	+ 6	\$22,227	+31	\$260,419	85	+73	+ 9	\$10,892	102	90	98
Automotive Supplies.....	4	+42	-14	207	+65	4,665	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+46	-16	543	+76	7,555	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	9	+27	- 3	1,757	+18	23,444	4	+ 6	+ 1	548	148	159	142
Dry Goods.....	4	+40	-34	207	+70	3,617	4	+120	+ 4	207	100	64	63
Electrical Goods.....	35	+114	+30	5,757	+70	40,083	23	+119	+14	3,059	79	81	85
Fresh Fruits and Vegetables.....	6	- 4	-26	404	+ 5	7,792	5	-16	-16	16	6	6	5
Confectionery.....	4	+ 5	+ 3	103	+29	2,354	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	21	+19	-16	2,382	+23	47,334	13	+42	+29	2,484	154	131	101
Industrial Supplies.....	5	+67	+50	620	+21	7,766	d	d	d	d	d	d	d
Plumbing and Heating Supplies.....	5	+70	+ 5	269	+77	2,949	d	d	d	d	d	d	d
Paper and its Products.....	5	+34	+ 7	298	+35	3,970	4	+ 8	0	185	110	127	105
Tobacco and its Products.....	11	+12	+13	3,237	+20	32,733	d	d	d	d	d	d	d
Middle Atlantic.....	487	+37	+ 1	89,922	+28	1,140,814	238	+41	+ 2	37,828	97	98	103
Automotive Supplies.....	20	+40	- 7	648	+51	12,976	13	+30	+11	417	134	149	114
Paints and Varnishes.....	5	+55	- 3	90	+44	1,145	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes.....	9	+73	-14	2,987	+42	31,209	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	-19	- 9	462	+24	10,136	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	22	+25	+ 7	7,050	+20	87,107	7	+32	- 1	2,165	140	126	152
Dry Goods.....	29	+52	+ 1	6,149	+39	67,896	14	+53	- 3	3,378	120	112	132
Electrical Goods.....	57	+151	+37	13,977	+30	95,752	42	+140	+ 5	6,299	66	75	88
Dairy and Poultry Products.....	6	+42	+ 6	1,077	+34	25,615	4	0	+16	168	18	25	23
Fresh Fruits and Vegetables.....	19	- 5	+ 5	1,295	0	20,574	12	+ 4	-17	98	17	15	23
Furniture and House Furnishings.....	9	+124	+ 6	1,016	+60	16,096	d	d	d	d	d	d	d
Confectionery.....	4	+24	+ 1	311	+32	3,773	d	d	d	d	d	d	d
Meats and Meat Products.....	9	+30	0	3,320	+33	78,702	9	+34	+ 8	1,369	41	40	38
Groceries and Foods, except Farm Products.....	80	+20	-17	14,708	+29	202,717	32	+45	+11	6,380	119	99	89
Beer.....	12	- 2	+14	296	- 2	4,261	10	+ 9	+23	48	16	15	15
Wines and Liquors.....	14	-13	+19	4,992	+13	81,657	13	+16	- 6	7,031	144	107	186
General Hardware.....	21	+78	- 3	5,960	+54	68,604	11	+53	+ 9	3,387	128	166	115
Industrial Supplies.....	15	+37	-13	1,255	+11	21,073	9	+10	- 2	836	123	177	129
Plumbing and Heating Supplies.....	19	+62	-23	988	+53	16,150	6	+73	+46	326	204	202	113
Jewelry.....	10	- 5	-14	1,051	+48	11,418	4	+30	-10	767	114	80	105
Optical Goods.....	6	+27	-12	147	+19	1,696	d	d	d	d	d	d	d
Lumber and Building Materials.....	11	+164	+11	839	+35	20,619	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical.....	5	+76	- 4	650	+21	7,182	4	+32	- 5	871	149	180	159
Surgical, Medical, and Hospital Eqpt. and Supplies.....	6	+45	+10	161	+36	2,903	5	+13	+ 7	141	193	216	178
Paper and its Products.....	20	+53	- 9	1,597	+31	27,229	9	+ 7	- 1	552	81	137	81
Tobacco and its Products.....	42	+23	+ 1	11,472	+31	129,880	12	+18	-14	735	35	46	43
Leather and Shoe Findings.....	9	+48	-20	65	+27	993	d	d	d	d	d	d	d

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WHOLESALESAERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1946

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GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting sales	SALES—CURRENT MONTH			SALES—YEAR-TO-DATE ^a		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS		
		Percent change		December 1946 (Add 000)	Percent change from 12 mos. 1945	Twelve months 1946 (Add 000)	Number of firms reporting stocks	Percent change		December 31, 1946 (Add 000)	Dec. 1946	Dec. 1945	Nov. 1945
		Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1946					Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1946				
South Atlantic.....	349	+36	- 1	\$41,626	+33	\$544,869	190	+46	+ 5	\$25,864	105	109	100
Automotive Supplies.....	12	-41	-12	597	+40	14,682	6	+105	+22	453	221	113	152
Paints and Varnishes.....	5	+19	-25	209	+40	3,341	5	+ 7	+31	284	136	152	78
Clothing and Furnishings, except Shoes.....	4	-39	-21	74	+18	2,869	d	d	d	d	d	d	d
Shoes and Other Footwear.....	4	+101	-23	1,346	+45	22,002	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded).....	26	+11	- 7	3,905	+16	50,936	8	+ 8	- 1	2,314	196	193	190
Dry Goods.....	8	+84	-37	1,445	+45	23,400	5	+86	- 5	1,876	213	228	130
Electrical Goods.....	54	+97	+31	10,794	+67	76,368	35	+88	- 7	5,200	70	74	103
Fresh Fruits and Vegetables.....	10	+ 1	+19	797	- 1	14,177	5	+10	-16	57	13	11	18
Furniture and House Furnishings.....	5	+112	+13	549	+50	5,325	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	101	+28	-10	9,264	+25	133,284	52	+42	+ 9	6,564	129	118	107
Confectionery.....	17	+34	- 3	360	+21	5,467	9	+58	- 1	197	76	64	73
Meats and Meat Products.....	5	+41	-28	1,242	+29	13,192	4	+ 6	-24	378	30	41	29
Beer.....	6	+ 8	0	342	-11	5,118	4	-28	-15	129	42	67	50
General Hardware.....	20	+35	- 9	2,778	+53	38,801	15	+42	+18	3,502	167	183	128
Industrial Supplies.....	8	+52	-15	688	+39	10,357	6	+38	+ 2	884	142	153	120
Lumber and Building Materials.....	7	+122	+21	805	+24	9,528	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical..	5	+56	+ 1	258	+48	3,074	d	d	d	d	d	d	d
Paper and its Products.....	10	+45	- 8	772	+27	8,574	4	+15	+16	431	100	136	86
Tobacco and its Products.....	14	+12	+ 4	1,679	+28	34,118	7	+43	+ 7	450	51	43	49
East South Central.....	129	+48	- 5	18,365	+36	226,129	65	+64	+ 9	12,870	135	119	118
Drugs and Sundries (liquor excluded).....	13	+24	- 9	2,509	+16	32,592	d	d	d	d	d	d	d
Dry Goods.....	7	+113	-53	800	+50	19,002	d	d	d	d	d	d	d
Electrical Goods.....	17	+101	+32	3,286	+73	22,912	d	d	d	d	d	d	d
Fresh Fruits and Vegetables.....	6	+ 1	+ 6	218	+ 4	2,972	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	32	+27	-16	3,518	+33	49,639	23	+61	+ 2	4,545	168	132	133
Confectionery.....	3	+49	+10	397	+43	3,813	d	d	d	d	d	d	d
Meats and Meat Products.....	4	+57	- 2	1,313	+28	10,947	d	d	d	d	d	d	d
Beer.....	4	+27	+ 4	56	- 8	675	d	d	d	d	d	d	d
General Hardware.....	12	+51	+ 1	3,234	+46	35,856	5	+57	+12	2,318	194	169	160
West South Central.....	206	+34	- 3	34,412	+30	447,667	126	+44	+ 3	31,205	153	130	127
Automotive Supplies.....	7	+ 9	-13	443	+34	10,225	6	+38	+ 1	572	131	105	112
Drugs and Sundries (liquor excluded).....	14	+19	- 8	2,476	+18	48,569	6	+20	- 2	2,843	253	223	219
Electrical Goods.....	39	+110	+28	6,898	+61	46,486	27	+114	0	4,054	76	78	100
Groceries and Foods, except Farm Products.....	82	+16	-13	10,108	+22	154,221	50	+40	+ 2	8,171	158	128	123
General Hardware.....	13	+68	-13	2,834	+47	51,212	8	+52	+10	4,434	195	216	156
Industrial Supplies.....	6	+37	- 5	2,794	+22	29,418	5	+37	+14	4,587	215	215	198
Machinery, Eqpt., and Supplies, except Electrical..	5	+128	+21	1,092	+41	14,457	d	d	d	d	d	d	d
Tobacco and its Products.....	6	+75	- 8	1,114	+57	13,052	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALESALE'S SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1946

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		December 1946 (Add 000)	Percent change from 12 mos. 1945	Twelve months 1946 (Add 000)	Number of firms reporting stocks	Percent change		December 31 1946 (Add 000)	Dec. 1946	Dec. 1945	Nov. 1946
		Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1945					Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1945				
Mountain.....	103	+50	+ 9	\$12,688	+38	\$180,720	63	+72	+ 5	\$9,190	122	112	121
Automotive Supplies.....	15	+60	+14	874	+50	10,697	9	+44	+ 6	658	202	236	202
Drugs and Sundries (liquor excluded).....	8	+15	-20	768	+19	19,297	d	d	d	d	d	d	d
Electrical Goods.....	16	+119	+60	3,275	+99	20,665	11	+151	+10	1,627	75	76	110
Furniture and House Furnishings.....	4	+90	+ 9	382	+44	5,535	d	d	d	d	d	d	d
Groceries and Foods, except Farm Products.....	21	+30	- 1	2,474	+36	52,508	18	+50	+ 4	3,685	162	145	155
General hardware.....	4	+72	+30	1,649	+51	16,661	d	d	d	d	d	d	d
Pacific.....	258	+45	+ 6	50,976	+27	705,521	130	+60	+ 3	35,166	120	120	129
Automotive Supplies.....	56	+26	- 2	2,962	+56	56,483	23	+62	+13	2,829	224	171	193
Clothing and Furnishings, except Shoes.....	4	-21	-45	75	+28	2,180	d	d	d	d	d	d	d
Shoes and Other Footwear.....	7	+61	+ 7	282	+29	3,653	5	+132	+37	527	213	148	179
Drugs and Sundries (liquor excluded).....	15	+22	- 5	4,020	+13	54,014	d	d	d	d	d	d	d
Dry Goods.....	8	+46	-31	1,331	+36	20,730	d	d	d	d	d	d	d
Electrical Goods.....	31	+137	+36	11,742	+68	85,728	21	+119	7	7,744	96	111	122
Fresh Fruits and Vegetables.....	4	- 3	-21	362	+ 3	19,216	d	d	d	d	d	d	d
Furniture and House Furnishings.....	9	+55	+26	2,426	+52	25,634	6	+115	+25	3,235	142	98	82
Groceries and Foods, except Farm Products.....	33	+23	+13	11,445	+22	195,480	21	+25	-11	7,637	102	103	136
Meats and Meat Products.....	4	+50	+ 1	1,288	+42	19,246	4	+38	- 3	344	27	29	28
Beer.....	4	-24	-13	172	-10	2,592	d	d	d	d	d	d	d
General hardware.....	7	+71	- 1	3,858	+40	76,148	d	d	d	d	d	d	d
Industrial supplies.....	5	+12	-10	436	+11	19,811	d	d	d	d	d	d	d
Plumbing and heating supplies.....	4	+89	+15	896	+16	7,918	d	d	d	d	d	d	d
Lumber and Building Materials.....	10	+122	-15	785	+27	12,868	8	+22	0	285	56	111	51
Machinery, Eqpt., and Supplies, except Electrical..	9	+31	+ 9	922	+27	9,224	6	+70	+ 8	831	171	106	152
Metals.....	4	+54	+ 1	625	+31	7,761	d	d	d	d	d	d	d
Tobacco and Its Products.....	12	+12	+ 2	1,467	+16	29,124	4	+116	+ 1	125	53	34	52
Leather and Shoe Findings.....	6	+41	-27	280	+29	3,577	4	+17	+13	414	280	365	177

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 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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WHOLESALEERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		
		Dec. 1946	Dec. 1945	Nov. 1946	Percent change		As of Dec. 1, 1946 (Add 000)
					Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1946	
New England.....	116	131	136	123	+54	- 4	312,274
Automotive Supplies.....	4	91	86	78	+55	-12	264
Shoes and Other Footwear.....	4	112	140	103	+83	-33	821
Drugs and Sundries (liquor excluded).....	5	129	131	121	+24	- 3	530
Electrical Goods.....	27	90	97	88	+142	+10	3,745
Fresh Fruits and Vegetables.....	6	209	255	256	+24	- 9	179
Groceries and Foods, except Farm Products.....	15	162	168	146	+29	-13	1,322
Industrial Supplies.....	4	91	110	96	+87	0	236
Plumbing and Heating Supplies.....	5	90	87	84	+54	-10	288
Paper and its Products.....	5	96	116	100	+56	+ 5	309
Tobacco and its Products.....	7	226	193	176	+ 1	- 7	949
Middle Atlantic.....	358	126	131	123	+49	+ 5	48,026
Automotive Supplies.....	16	80	88	77	+45	- 6	391
Paints and Varnishes.....	4	79	74	77	+31	+ 9	71
Clothing and Furnishings, except Shoes.....	6	108	133	105	+97	0	1,766
Shoes and Other Footwear.....	7	99	147	89	+47	-25	699
Drugs and Sundries (liquor excluded).....	11	104	103	100	+21	+ 8	2,706
Dry Goods.....	24	98	100	98	+51	- 3	3,930
Electrical Goods.....	44	109	112	105	+155	+14	6,917
Dairy and Poultry Products.....	5	245	270	247	+64	+ 2	313
Fresh Fruits and Vegetables.....	15	168	166	170	+ 5	+ 5	408
Furniture and House Furnishings.....	8	102	94	93	+67	+10	939
Groceries and Foods, except Farm Products.....	58	168	174	178	+32	- 1	7,971
Meats and Meat Products.....	9	212	203	225	+34	+26	1,460
Beer.....	7	245	203	170	- 7	-17	85
Wines and Liquors.....	13	144	132	118	+ 1	+16	3,532
General Hardware.....	13	100	103	86	+87	+10	5,970
Industrial Supplies.....	14	91	93	92	+48	+ 1	1,121
Plumbing and Heating Supplies.....	16	91	88	92	+67	+ 5	1,244
Jewelry.....	8	83	96	66	+43	+ 9	1,323
Optical Goods.....	6	84	99	84	+49	+ 3	199
Lumber and Building Materials.....	7	102	99	106	+75	- 4	663
Machinery, Eqpt., and Supplies, except Electrical..	4	107	109	106	+71	+ 3	568
Surgical, Medical, and Hospital Eqpt. and Supplies..	6	68	70	59	+70	- 4	202
Paper and its Products.....	14	108	98	105	+33	- 7	1,208
Tobacco and its Products.....	18	235	215	228	+30	+13	1,534
Leather and Shoe Findings.....	5	90	93	96	+44	- 9	59
East North Central.....	338	131	135	130	+58	+ 2	59,671
Automotive Supplies.....	40	101	112	102	+63	+ 2	1,946
Paints and Varnishes.....	6	104	61	79	- 9	-10	450
Clothing and Furnishings, except Shoes.....	4	91	106	90	+48	-21	259
Drugs and Sundries (liquor excluded).....	9	124	124	104	+18	- 8	1,269
Dry Goods.....	5	104	103	85	+78	- 8	1,176
Electrical Goods.....	45	104	103	103	+150	+11	9,673
Dairy and Poultry Products.....	6	223	211	190	+22	-10	88
Fresh Fruits and Vegetables.....	8	258	257	285	+16	+28	327
Furniture and House Furnishings.....	6	146	145	130	+83	-11	457
Groceries and Foods, except Farm Products.....	61	202	205	203	+23	0	4,405
Confectionery.....	5	220	139	154	-11	-23	55
Meats and Meat Products.....	16	254	262	344	+76	+58	3,254
Beer.....	4	325	256	303	-16	0	36
Wines and Liquors.....	6	275	452	310	+44	+38	191
General Hardware.....	10	107	106	104	+57	-11	4,879
Industrial Supplies.....	7	91	98	85	+46	-11	751
Plumbing and Heating Supplies.....	9	88	101	97	+88	+ 7	675
Jewelry.....	6	84	87	71	+ 7	+ 1	982
Lumber and Building Materials.....	9	106	120	108	+60	- 5	599
Machinery, Eqpt., and Supplies, except Electrical..	9	77	103	96	+44	+ 2	517
Surgical, Medical, and Hospital Eqpt. and Supplies..	6	59	62	58	+45	+ 4	2,084
Paper and its Products.....	19	103	104	101	+49	- 2	3,560
Tobacco and its Products.....	21	212	193	173	+27	- 5	1,143
Leather and Shoe Findings.....	8	108	98	111	+10	- 6	132
West North Central.....	161	105	120	99	+78	0	53,353
Automotive Supplies.....	16	94	95	91	+37	+ 2	1,979
Drugs and Sundries (liquor excluded).....	5	121	121	108	+14	- 8	1,255
Electrical Goods.....	27	95	95	86	+108	0	4,773
Fresh Fruits and Vegetables.....	5	252	190	242	-28	+13	111
Furniture and House Furnishings.....	5	118	103	119	+116	-13	1,449
Groceries and Foods, except Farm Products.....	55	210	215	190	+32	- 9	2,025
Beer.....	4	128	131	119	-22	- 7	25
General Hardware.....	9	125	138	129	+92	+ 6	5,431
Industrial Supplies.....	5	101	80	92	+ 9	-19	187
Plumbing and Heating Supplies.....	4	110	111	106	+52	- 1	237
Jewelry.....	4	85	91	74	+52	+14	99
Tobacco and its Products.....	5	465	550	438	+41	+ 5	107
Leather and Shoe Findings.....	5	84	80	90	+19	+ 7	105

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(Continued on next page)

WHOLESALESAERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

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DECEMBER 1946

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages ^a			Accounts Receivable		As of Dec. 1, 1946 (Add 000)
		Dec. 1946	Dec. 1945	Nov. 1945	Percent change		
					Dec. 1946 vs. Dec. 1945	Dec. 1946 vs. Nov. 1945	
South Atlantic.....	245	117	124	115	+51	- 1	\$25,697
Automotive Supplies.....	8	119	125	133	-22	0	429
Paints and Varnishes.....	5	80	91	82	+33	- 5	287
Drugs and Sundries (liquor excluded).....	15	112	122	111	+23	- 1	2,056
Dry Goods.....	6	82	98	70	+79	+ 2	2,961
Electrical Goods.....	36	101	90	90	+101	+ 2	5,884
Fresh Fruits and Vegetables.....	8	160	168	173	- 6	+14	259
Groceries and Foods, except Farm Products.....	72	165	163	177	+23	- 3	4,013
Confectionery.....	7	91	93	88	+20	- 5	138
Meats and Meat Products.....	4	265	269	429	+26	+ 8	417
General Hardware.....	20	115	124	112	+58	- 5	2,617
Industrial Supplies.....	6	95	101	85	+74	- 7	769
Lumber and Building Materials.....	6	163	104	144	+59	+ 9	451
Machinery, Eqpt., and Supplies, except Electrical...	4	98	91	84	+60	- 2	152
Paper and its Products.....	9	96	94	92	+43	+ 1	833
Tobacco and its Products.....	12	161	156	164	+11	- 1	712
East South Central.....	87	151	137	123	+57	- 5	9,715
Drugs and Sundries (liquor excluded).....	4	104	108	100	+19	- 8	425
Dry Goods.....	7	89	106	92	+142	+ 4	1,855
Electrical Goods.....	10	121	105	113	+73	+ 1	1,264
Fresh Fruits and Vegetables.....	4	220	199	207	-13	- 2	82
Groceries and Foods, except Farm Products.....	26	163	150	159	+21	-14	2,012
Meats and Meat Products.....	4	273	275	298	+49	+15	458
General Hardware.....	8	116	123	99	+55	-15	1,571
West South Central.....	144	151	132	121	+38	- 5	18,885
Automotive Supplies.....	7	104	86	96	-25	- 5	542
Drugs and Sundries (liquor excluded).....	6	104	113	99	+17	- 6	1,368
Electrical Goods.....	28	96	88	89	+97	+ 9	4,364
Groceries and Foods, except Farm Products.....	57	197	180	169	+11	-15	4,215
General Hardware.....	12	111	117	108	+70	- 6	2,835
Industrial Supplies.....	5	104	106	105	+19	- 5	1,819
Machinery, Eqpt., and Supplies, except Electrical...	4	91	77	71	+53	-13	1,058
Mountain.....	68	129	139	129	+65	+ 2	5,760
Automotive Supplies.....	8	94	86	95	+46	- 4	515
Electrical Goods.....	12	101	105	91	+115	+ 6	1,633
Groceries and Foods, except Farm Products.....	18	185	195	176	+34	- 5	1,202
Pacific.....	186	112	121	103	+61	- 2	30,624
Automotive Supplies.....	36	83	89	84	+44	- 3	1,615
Shoes and Other Footwear.....	7	154	126	105	+ 5	-33	219
Dry Goods.....	7	121	113	89	+87	-24	1,346
Electrical Goods.....	21	94	96	85	+137	+ 8	6,803
Furniture and House Furnishings.....	9	101	92	83	+106	-15	3,198
Groceries and Foods, except Farm Products.....	27	184	182	171	+15	+ 7	5,013
Meats and Meat Products.....	4	354	322	341	+35	- 4	321
General Hardware.....	7	105	108	102	+63	- 8	3,797
Industrial Supplies.....	4	61	78	65	+59	+ 7	595
Plumbing and Heating Supplies.....	4	81	88	79	+75	- 4	901
Lumber and Building Materials.....	10	88	90	101	+106	- 6	873
Machinery, Eqpt., and Supplies, except Electrical...	7	77	120	77	+44	+ 4	855
Metals.....	4	103	96	98	+44	- 4	633
Tobacco and its Products.....	10	128	138	125	+ 9	0	938
Leather and Shoe Findings.....	4	72	87	77	+63	- 4	446

^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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