For Release March 4, 1947

Cooperating with the National Association of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

Current Wholesale Trade

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

JANUARY 1947

SERVICE AND LIMITED-FUNCTION WHOLESALERS

January sales of merchant wholesalers were off seasonally by 7 percent from December but they were 29 percent above the level of January 1946, Director J. C. Capt of the Bureau of the Census announced today. Inventories, valued at cost, continued to increase as they were up 6 percent at the end of January over December 31, and 59 percent from January 31, 1946. These data are based upon reports submitted to the bureau of the Census by 2,625 merchant wholesalers representing all parts of the country.

Considered by kinds of business, dollar sales were up - January 1947 over January 1946 - in all lines of trade for which data are shown separately in the accompanying table except for beer, wines and liquors, jewelry, leather, and miscellaneous. On the increase side lumber and building materials recorded the largest percentage gain in dollar volume, 91 percent; followed by electrical goods, 87 percent; paints, 81 percent; clothing, 76 percent; and meats, 72 percent. The trend in sales from December to January was mixed with 20 trades recording increases while 16 showed decreases.

Substantial inventory increases over January 1946 were recorded for electrical goods, 170 percent; lumber and building materials, 125 percent; meats, 92 percent; and clothing, 90 percent. Other trades reporting increases of more than 70 percent include shoes, dry goods, and furniture. As in the case of sales, inventory trends from December to January were mixed with 21 trades recording increases ranging from 1 to 37 percent, 3 trades reported no change, and 12 showed decreases ranging from 1 to 28 percent.

As might be expected, the stock sales ratio increased during January until it reached 143 percent. This would indicate that in general wholesalers had approximately 7 to 8 weeks' supply of merchandise on hand at the end of January. Trades recording more than 8 weeks' supply of merchandise at the January rate of sales included automotive supplies, drugs, liquors, hardware, industrial supplies, jewelry, machinery, and leather.

Following the usual seasonal trend, accounts receivable of 1,942 wholesalers were 8 percent lower at the end than at the beginning of January. The collection period for most lines of trade was well under 30 days and for some it was less than 2 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.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES
JANUARY 1947

KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [a]		
	Number of firms reporting sales	Percent change		January 1947 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1947 (Add 000)	Jan. 1947	Jan. 1946	Dec. 1946
		Jan. 1947 vs. Jan. 1946	Jan. 1947 vs. Dec. 1946			Jan. 1947 vs. Jan. 1946	Jan. 1947 vs. Dec. 1946				
UNITED STATES	2,625	+29	- 7	$430,935	1,602	+59	+ 6	$364,540	143	114	123
Automotive Supplies	227	+19	- 1	11,159	142	+53	0	10,694	179	138	180
Chemicals (industrial)	13	+26	+47	835	8	+31	- 4	286	67	59	127
Paints and Varnishes	58	+81	+27	4,936	13	+23	- 2	1,237	132	147	161
Clothing and Furnishings, except Shoes	29	+76	+ 9	4,253	12	+90	+37	614	103	43	56
Shoes and Other Footwear	31	+60	+ 3	23,583	20	+72	+ 7	6,930	57	62	68
Coal	12	+31	+19	5,521	5	+45	-28	2,658	97	88	151
Drugs and Sundries (liquor excluded)	146	+ 5	+10	36,399	110	+28	+ 6	47,931	169	138	176
Dry Goods	79	+24	+ 5	22,763	45	+75	+ 1	24,546	156	116	151
Electrical Goods	363	+87	+34	57,873	239	+170	+11	52,102	137	97	79
Dairy and Poultry Products	30	+39	-10	5,999	17	+14	- 1	809	28	35	28
Fresh Fruits and Vegetables	73	+ 2	-11	5,216	50	+ 8	- 8	784	22	21	22
Farm Supplies	24	+13	+22	5,251	14	+12	- 6	823	91	84	123
Furniture and House Furnishings	39	+53	+45	8,895	24	+77	- 1	7,965	105	90	157
Groceries	529	+ 8	+ 2	85,563	319	+46	- 1	74,191	146	112	150
Full-line wholesalers [b]	298	+ 7	+ 6	41,608	178	+45	0	41,945	153	114	158
Voluntary-group wholesalers	114	+ 9	- 1	25,812	74	+42	- 1	21,618	153	122	149
Retailer-cooperative warehouses	19	+ 5	+ 2	6,369	12	+70	- 2	5,226	133	92	147
Specialty lines	98	+11	- 2	11,774	55	+48	- 2	5,402	107	90	113
Confectionery	54	+17	-14	1,957	29	+46	+10	971	67	53	53
Meats and Meat Products	58	+72	+11	34,200	41	+92	+17	7,761	57	42	51
Beer	53	-11	- 8	1,681	35	+ 3	+13	486	41	36	33
Wines and Liquors	40	-17	-40	6,582	34	+69	- 3	12,250	194	95	119
Liquor Department of Other Trades [c]	41	-21	-48	7,544	40	+64	+24	27,158	360	176	167
Total Hardware Group	242	+42	- 2	47,714	154	+47	+11	57,362	178	171	161
General hardware	117	+40	- 5	34,171	80	+48	+12	45,788	182	175	162
Industrial supplies	65	+44	+10	8,472	41	+37	+ 8	8,846	182	172	170
Plumbing and heating supplies	60	+57	+ 6	5,071	33	+66	+ 2	2,728	125	114	128
Jewelry	40	-12	-66	1,558	19	+51	+10	3,794	392	197	125
Optical Goods	13	+ 3	+ 6	218	6	-14	- 2	98	124	150	133
Lumber and Building Materials	60	+91	+15	5,702	29	+125	+20	1,854	94	57	80
Machinery, Eqpt, and Supplies, except Electrical	46	+32	-18	4,321	32	+36	+ 6	6,014	170	166	132
Surgical, Medical, Eqpt Supplies	17	+14	- 1	1,742	11	+66	+ 8	1,828	124	83	113
Metals	17	+27	+10	2,694	10	+44	+ 2	2,768	143	127	160
Paper and Its Products	68	+56	+12	8,645	34	+31	+ 4	3,818	103	114	101
Petroleum	29	+13	+ 2	917	27	+32	+15	528	65	55	56
Tobacco Products	141	+16	-12	24,293	53	+32	0	3,670	52	46	45
Leather and Shoe Findings	38	- 2	- 2	585	19	+40	+ 8	1,279	313	223	308
Miscellaneous	15	- 3	+ 4	2,336	11	+16	+ 4	1,331	176	175	168

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.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JANUARY 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		January 1947	January 1946	December 1946	January 1947 vs. January 1946	January 1947 vs. December 1946	January 1, 1947 (Add 000)
UNITED STATES	**1,942**	**120**	**135**	**125**	**+ 48**	**- 8**	**$249,550**
Automotive Supplies	175	94	94	96	+ 25	- 8	8,053
Chemicals (industrial)	11	101	109	100	+ 23	+ 2	535
Paints and Varnishes	24	92	73	88	+ 19	- 16	1,121
Clothing and Furnishings, except Shoes	24	98	103	106	+ 66	- 9	2,433
Shoes and Other Footwear	28	87	107	95	+ 64	- 6	11,405
Coal	12	106	108	102	+ 23	+ 21	4,566
Drugs and Sundries (liquor excluded)	67	109	120	115	+ 17	- 5	10,278
Dry Goods	71	78	103	88	+ 78	- 21	24,056
Electrical Goods	250	83	91	101	+ 70	- 8	44,017
Dairy and Poultry Products	22	190	168	207	+ 39	+ 8	2,901
Fresh Fruits and Vegetables	57	190	205	188	+ 5	- 8	1,743
Farm Supplies	17	213	184	216	+ 6	+ 22	1,147
Furniture and House Furnishings	36	116	137	107	+ 84	- 19	5,813
Groceries	402	175	190	173	+ 21	- 10	36,599
Full-line wholesalers [b]	224	184	195	176	+ 17	- 13	16,797
Voluntary-group wholesalers	90	170	182	167	+ 20	- 10	11,134
Retailer-cooperative warehouses	14	276	274	279	+ 3	- 12	1,799
Specialty lines	74	135	158	144	+ 40	- 2	6,869
Confectionery	26	148	177	159	+ 29	- 17	540
Meats and Meat Products	54	229	293	235	+103	+ 4	13,680
Beer	20	281	271	292	- 1	- 3	257
Wines and Liquors	33	204	161	178	- 30	- 34	2,998
Total Hardware Group	220	98	104	106	+ 66	- 6	40,036
General hardware	105	101	108	113	+ 71	- 8	28,568
Industrial supplies	58	92	95	89	+ 49	+ 1	6,877
Plumbing and heating supplies	57	91	94	91	+ 67	- 4	4,591
Jewelry	31	79	93	79	+ 39	- 7	4,482
Optical Goods	10	86	91	92	+ 11	- 12	235
Lumber and Building Materials	54	109	121	116	+114	- 2	4,234
Machinery, Equipment, and Supplies, except Electrical	36	91	92	88	+ 55	- 3	4,369
Surgical, Medical, Eqpt. Supplies	17	56	66	60	+ 41	+ 2	2,739
Metals	16	113	118	111	+ 44	- 8	2,168
Paper and Its Products	58	102	103	98	+ 52	- 6	7,052
Petroleum	26	118	131	121	+ 40	- 1	641
Tobacco Products	101	213	220	239	+ 20	- 3	8,252
Leather and Shoe Findings	25	82	81	83	+ 19	- 7	577
Miscellaneous	19	111	114	128	+ 15	- 2	2,645

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.

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [a]		
	Number of firms reporting sales	Percent change: Jan. 1947 vs. Jan. 1946	Percent change: Jan. 1947 vs. Dec. 1946	January 1947 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1947 vs. Jan. 1946	Percent change: Jan. 1947 vs. Dec. 1946	January 31, 1947 (Add 000)	Jan. 1947	Jan. 1946	Dec. 1946
New England	170	+28	-11	$22,077	106	+53	+ 1	$15,410	121	101	109
Automotive Supplies	7	+50	+38	607	b	b	b	b	b	b	b
Shoes and Other Footwear	4	+10	+15	626	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	10	+ 3	+ 6	2,055	8	+23	- 1	2,621	151	126	167
Dry Goods	4	-10	0	215	4	+125	+23	270	126	50	101
Electrical Goods	35	+84	-26	4,481	23	+102	- 3	3,155	100	96	78
Fresh Fruits and Vegetables	9	-20	- 5	329	8	-21	+18	33	10	11	8
Groceries	24	- 3	- 6	3,638	12	+40	+ 1	2,326	156	114	157
Confectionery	4	- 3	-34	68	b	b	b	b	b	b	b
Meats and Meat Products	4	+95	+11	2,569	b	b	b	b	b	b	b
General Hardware	4	+26	-20	493	b	b	b	b	b	b	b
Industrial Supplies	7	+36	-33	520	5	+52	+ 3	1,331	295	264	184
Plumbing and Heating Supplies	5	+55	- 7	251	b	b	b	b	b	b	b
Metals	4	+ 3	+14	99	b	b	b	b	b	b	b
Paper and Its Products	6	+23	+ 1	329	5	+26	+ 6	292	133	121	140
Tobacco Products	11	0	-25	1,962	b	b	b	b	b	b	b
Middle Atlantic	527	+21	-13	84,868	297	+64	+10	56,734	141	103	103
Automotive Supplies	37	+13	- 3	914	30	+30	- 4	1,078	188	142	164
Paints and Varnishes	5	+33	-16	76	b	b	b	b	b	b	b
Clothing and Furnishings, except Shoes	8	+152	+12	3,315	b	b	b	b	b	b	b
Shoes and Other Footwear	7	+ 9	+145	950	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	0	+ 1	6,840	15	+20	+ 3	6,242	139	116	140
Dry Goods	30	+22	+ 8	6,586	15	+63	+ 7	4,047	130	100	124
Electrical Goods	56	+86	-40	8,656	37	+180	+17	7,561	137	101	68
Dairy and Poultry Products	7	+27	-19	3,430	4	- 4	+ 7	180	21	26	18
Fresh Fruits and Vegetables	15	- 3	- 3	1,149	10	- 8	-27	37	8	8	10
Farm Supplies	4	+ 9	+11	811	b	b	b	b	b	b	b
Furniture and House Furnishings	9	+49	+15	1,221	4	+26	+ 8	327	44	49	45
Groceries	86	+ 5	- 3	17,048	38	+48	- 2	9,519	140	111	130
Confectionery	5	+12	-16	316	b	b	b	b	b	b	b
Meats and Meat Products	11	+26	- 1	3,696	11	+32	+ 1	1,684	46	44	45
Beer	12	- 4	- 6	277	10	+15	+28	60	22	18	16
Wines and Liquors	14	-31	-51	2,483	13	+103	0	7,051	297	100	144
General Hardware	21	+45	-26	4,442	13	+51	+11	4,265	161	164	131
Industrial Supplies	15	+64	+22	1,683	8	+23	+ 4	1,006	128	150	127
Plumbing and Heating Supplies	18	+45	+24	1,517	6	+71	- 3	312	151	125	200
Jewelry	8	- 2	-69	263	b	b	b	b	b	b	b
Lumber and Building Materials	14	+139	+36	1,280	4	+72	+ 4	139	48	50	54
Machinery, Eqpt., and Supplies, except Electrical	4	+50	-13	510	b	b	b	b	b	b	b
Surgical, Medical, Eqpt., Supplies	4	+30	-10	129	b	b	b	b	b	b	b
Paper and Its Products	21	+60	+34	2,425	10	+11	+ 6	597	68	102	71
Petroleum	23	+15	+ 2	678	b	b	b	b	b	b	b
Tobacco Products	45	+21	-10	10,583	15	+20	+11	1,015	50	54	38
Leather and Shoe Findings	9	- 3	-11	56	b	b	b	b	b	b	b

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1947

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 1947 (Add 000)	Number of firms reporting stocks	Percent change		January 31, 1947 (Add 000)	Jan. 1947	Jan. 1946	Dec. 1946
		Jan. 1947 vs. Jan. 1946	Jan. 1947 vs. Dec. 1946			Jan. 1947 vs. Jan. 1946	Jan. 1947 vs. Dec. 1946				
East North Central	497	+25	-12	$74,228	517	+58	+ 6	$68,443	141	115	116
Automotive Supplies	49	+24	0	1,949	55	+40	+ 3	1,839	144	117	129
Paints and Varnishes	8	+24	+39	621	4	+45	-16	332	80	69	132
Clothing and Furnishings, except Shoes	6	-26	+55	253	b	b	b	b	b	b	b
Coal	4	+30	+22	2,155	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	21	+ 5	+ 9	6,009	15	+25	+ 5	6,207	151	121	149
Dry Goods	8	+14	+ 5	1,446	6	+55	+ 2	1,401	103	76	106
Electrical Goods	69	+88	-54	12,552	47	+186	+12	12,398	152	105	90
Dairy and Poultry Products	15	+58	+ 4	847	7	+54	+ 1	71	16	12	15
Fresh Fruits and Vegetables	15	+ 5	-16	955	11	+15	- 8	250	37	34	39
Farm Supplies	7	-18	- 4	763	b	b	b	b	b	b	b
Furniture and House Furnishings	6	+54	+68	965	4	+71	- 5	510	85	76	122
Groceries	79	+ 7	- 4	15,105	55	+48	0	18,830	170	127	162
Confectionery	8	+16	-18	260	b	b	b	b	b	b	b
Meats and Meat Products	16	+48	+ 4	5,320	15	+157	+24	2,473	60	38	53
Beer	14	- 5	-10	503	9	+20	+11	118	40	51	51
Wines and Liquors	11	-38	-46	824	9	+ 5	- 1	1,209	183	99	95
General Hardware	17	+57	-15	6,728	14	+43	+ 8	11,354	182	201	139
Industrial Supplies	9	+27	- 5	861	6	+37	+ 9	361	149	122	140
Plumbing and Heating Supplies	14	+39	-15	917	12	+42	+ 2	1,257	158	155	126
Jewelry	14	- 6	-70	426	5	+22	+ 8	646	345	177	106
Lumber and Building Materials	12	+48	+26	926	8	+101	+ 4	378	80	54	86
Machinery, Eqpt., and Supplies, except Electrical	18	+30	- 2	887	7	+44	+ 8	557	101	98	111
Surgical, Medical, Eqpt., Supplies	6	+10	- 3	1,310	5	+70	+ 9	1,479	114	73	102
Metals	4	+21	+38	628	b	b	b	b	b	b	b
Paper and Its Products	19	+35	+12	4,129	9	+47	+10	1,368	90	95	85
Tobacco Products	35	+ 9	-19	5,793	14	+46	- 5	1,165	58	40	45
Leather and Shoe Findings	10	-12	-13	151	b	b	b	b	b	b	b
West North Central	259	+28	- 1	50,361	185	+52	+ 1	60,824	157	130	155
Automotive Supplies	22	+16	- 5	1,746	14	+56	0	1,369	204	158	207
Drugs and Sundries (liquor excluded)	14	+13	+11	4,117	13	+42	0	5,656	160	122	181
Dry Goods	5	+51	-14	7,728	5	+84	- 2	13,319	172	142	150
Electrical Goods	36	+89	-32	6,203	26	+162	+14	4,683	129	90	71
Fresh Fruits and Vegetables	9	+ 5	-15	663	6	+36	+ 4	195	38	28	32
Groceries	64	+ 1	+ 5	9,135	48	+59	- 3	14,385	200	144	208
Confectionery	5	+10	-15	306	5	+41	- 2	144	47	37	41
General Hardware	12	+48	+ 6	5,876	12	+52	+18	10,249	174	196	157
Industrial Supplies	7	+27	-18	423	b	b	b	b	b	b	b
Plumbing and Heating Supplies	9	+39	- 8	676	5	+67	+ 4	494	102	87	115
Jewelry	4	-10	-52	38	b	b	b	b	b	b	b
Lumber and Building Materials	5	+89	+33	351	b	b	b	b	b	b	b
Paper and Its Products	5	+21	+22	267	b	b	b	b	b	b	b
Tobacco Products	10	+19	-14	783	b	b	b	b	b	b	b
Leather and Shoe Findings	6	- 7	- 9	69	b	b	b	b	b	b	b

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [a]		
	Number of firms reporting sales	Percent change Jan. 1947 vs. Jan. 1946	Percent change Jan. 1947 vs. Dec. 1946	January 1947 (Add 000)	Number of firms reporting stocks	Percent change Jan. 1947 vs. Jan. 1946	Percent change Jan. 1947 vs. Dec. 1946	January 31, 1947 (Add 000)	Jan. 1947	Jan. 1946	Dec. 1946
South Atlantic	366	+25	0	$44,472	211	+60	+ 6	$34,974	115	92	108
Automotive Supplies	20	+21	+17	1,280	10	+95	- 3	754	154	99	176
Clothing and Furnishings, except Shoes	5	-27	+14	193	b	b	b	b	b	b	b
Shoes and Other Footwear	5	+15	+69	2,391	b	b	b	b	b	b	b
Drugs and Sundries (liquor excluded)	28	+ 6	+16	4,516	17	+14	+ 2	5,414	182	169	203
Dry Goods	9	+14	+24	1,827	4	+106	+11	1,835	166	99	216
Electrical Goods	57	+107	-26	9,027	32	+193	+18	6,902	108	77	66
Fresh Fruits and Vegetables	12	+14	-18	755	7	0	+ 6	84	18	21	14
Groceries	102	+10	+14	10,984	53	+51	+ 1	6,605	113	84	126
Confectionery	18	+20	- 8	448	9	+62	+29	320	94	68	65
Meats and Meat Products	5	+29	- 4	1,192	4	+15	+ 9	413	35	39	30
Beer	6	-23	-16	281	b	b	b	b	b	b	b
Wines and Liquors	4	+21	-26	1,134	4	+46	-11	1,150	101	84	84
General Hardware	18	+22	+34	2,718	14	+34	+ 4	2,514	113	104	152
Industrial Supplies	10	+34	+26	1,111	7	+54	+ 6	1,278	133	112	158
Lumber and Building Materials	8	+90	- 6	651	b	b	b	b	b	b	b
Machinery, Eqpt., and Supplies, except Electrical	5	+28	- 9	233	b	b	b	b	b	b	b
Paper and its Products	9	+24	+ 6	707	b	b	b	b	b	b	b
Tobacco Products	15	+13	+ 1	2,432	10	+41	- 3	903	46	39	49
East South Central	145	+24	+ 5	20,528	85	+75	+12	18,472	149	101	139
Drugs	16	+ 9	+17	3,199	12	+86	+43	6,374	243	144	196
Dry Goods	9	+ 3	+76	2,122	5	+30	-11	1,609	106	92	209
Electrical Goods	19	+66	-33	2,368	10	+172	+ 2	1,963	193	95	96
Fresh Fruits and Vegetables	4	- 9	-10	153	b	b	b	b	b	b	b
Groceries	32	+14	+16	3,780	19	+75	+ 3	2,500	112	74	132
Confectionery	8	+13	-15	337	b	b	b	b	b	b	b
Meats and Meat Products	4	+49	-10	1,180	b	b	b	b	b	b	b
Beer	5	-10	-12	65	4	+21	+49	85	135	119	90
General Hardware	12	+33	+ 5	3,396	5	+69	+ 7	2,482	162	126	193
Industrial Supplies	5	+56	+76	682	b	b	b	b	b	b	b
Lumber and Building Materials	4	+170	- 7	572	b	b	b	b	b	b	b
West South Central	238	+23	- 2	36,379	154	+57	+ 8	40,423	154	118	135
Automotive Supplies	15	- 3	- 4	875	12	+65	+14	1,269	177	102	145
Drugs and Sundries (liquor excluded)	17	+ 2	+15	3,658	12	+28	+ 7	5,880	195	157	210
Dry Goods	4	-32	-15	649	b	b	b	b	b	b	b
Electrical Goods	40	+75	-35	4,571	28	+181	+16	4,768	142	90	75
Groceries	83	+17	+18	12,036	52	+43	+ 1	9,341	112	94	132
General Hardware	18	+31	+ 7	4,933	12	+85	+12	6,467	201	139	204
Industrial Supplies	5	+59	+14	2,475	4	+33	+17	3,122	213	199	177
Machinery, Eqpt., and Supplies, except Electrical	7	+28	- 4	1,245	5	+15	+ 6	1,929	172	195	153
Tobacco Products	6	+73	- 4	839	b	b	b	b	b	b	b

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(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[a]		
	Number of firms reporting sales	Percent change: Jan. 1947 vs. Jan. 1946	Percent change: Jan. 1947 vs. Dec. 1946	January 1947 (Add 000)	Number of firms reporting stocks	Percent change: Jan. 1947 vs. Jan. 1946	Percent change: Jan. 1947 vs. Dec. 1946	January 31, 1947 (Add 000)	Jan. 1947	Jan. 1946	Dec. 1946
Mountain	117	+28	-14	$13,003	85	+55	+ 4	$15,970	163	130	140
Automotive Supplies	17	+45	- 9	876	10	+77	+ 6	870	280	212	257
Drugs and Sundries (liquor excluded)	10	+22	+31	1,616	8	+21	0	2,347	156	159	208
Electrical Goods	16	+78	-39	1,988	11	+204	+11	1,798	144	84	75
Groceries	23	+30	+11	3,086	20	+49	+ 3	4,469	155	137	168
General hardware	4	+39	-31	1,038	b	b	b	b	b	b	b
Tobacco Products	4	+38	-11	143	b	b	b	b	b	b	b
Pacific	273	+28	-12	48,031	163	+58	+ 7	51,175	171	139	139
Automotive Supplies	58	+18	- 8	2,795	26	+51	- 7	2,960	202	172	234
Clothing and Furnishings, except Shoes	6	+ 1	-35	151	b	b	b	b	b	b	b
Shoes and Other Footwear	7	+43	+50	423	5	+252	+42	757	197	82	216
Drugs and Sundries (liquor excluded)	11	+ 4	+11	4,409	b	b	b	b	b	b	b
Dry Goods	8	+33	+46	1,980	b	b	b	b	b	b	b
Electrical Goods	35	+84	-35	8,027	25	+150	+ 6	8,874	163	118	96
Fresh Fruits and Vegetables	5	+ 3	- 2	367	b	b	b	b	b	b	b
Furniture and House Furnishings	10	+76	+ 8	2,675	7	+73	+15	3,881	153	154	145
Groceries	36	+ 6	-13	10,751	22	+41	- 3	6,218	130	96	122
Meats and Meat Products	4	+43	+ 9	1,401	4	+53	+33	458	33	30	27
Beer	5	-32	- 8	165	b	b	b	b	b	b	b
General hardware	11	+33	+ 2	4,547	7	+55	+18	7,708	248	219	213
Industrial supplies	7	+22	+ 6	717	6	+30	+ 4	1,260	217	211	233
Plumbing and heating supplies	4	+119	+ 4	936	b	b	b	b	b	b	b
Jewelry	6	-26	-62	564	6	+89	+11	2,429	431	168	148
Lumber and Building Materials	11	+93	+23	1,485	8	+200	+16	831	122	56	98
Machinery, Eqpt., and Supplies, except Electrical	8	+28	-16	623	6	+100	+20	1,000	221	129	172
Tobacco Products	12	+ 9	+ 3	1,630	4	+40	-17	154	51	40	53
Leather and Shoe Findings	5	+11	+ 9	130	b	b	b	b	b	b	b

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.

States Comprising Geographic Divisions:

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

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

With the Cooperation of
the National Asscciation
of Credit Men

For Release March 28, 1947

Current
Wholesale
Trade

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

FEBRUARY 1947

(Service and Limited-Function Wholesalers)

February sales of merchant wholesalers were up 24 percent over February a year ago but they were off seasonally by 2 percent from January of this year, Director J. C. Capt of the Bureau of the Census announced today. It might be pointed out that when adjustments are made for the number of days in the month, daily sales were higher in February than January. Dollar sales for the first two months of 1947 were up 26 percent over the corresponding period of 1946. These data are based upon reports submitted by 2,484 merchant wholesalers representing all parts of the country.

Inventories, valued at cost, continue to rise as they were up 4 percent at the end over the beginning of February, and up 68 percent over the end of February 1946. As in previous months, much of the increase in inventories may have been due to the rise in the price level, but it may also be significant that inventories have continued to rise since last Fall while sales have declined moderately.

Considered by kinds of business and comparing February 1947 with February 1946, sales were up in all lines of trade except beer, liquor, jewelry, leather, and miscellaneous kinds of business. Increases ranged up to 50 percent or more for clothing, electrical goods, plumbing and heating, and lumber. Compared with January, however, decreases were recorded in February by 26 of the 35 trades shown separately in the accompanying table.

All trades except optical goods and dairy products recorded increases in inventories at the end of February over a year ago. Trades reporting increases of 80 percent or more included electrical goods, furniture, meats, wines and liquors, lumber, and surgical supplies. At the end of February, two months' supply of merchandise on hand was quite common, even among such fast moving lines as groceries.

Although off slightly from January and also from a year ago, collections continued at a favorable rate for most lines of trade. The collection period averaged slightly less than four weeks and ranged from a low of one to two weeks in the soft goods trades to five weeks or more in the case of industrial goods. Accounts receivable at the beginning of February were 47 percent above the level of a year earlier and up 2 percent from the year-end.

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 the number of days in a month, nor for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

FEBRUARY 1947

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 Feb.1947 vs. Feb.1946	Percent change Feb.1947 vs. Jan.1947	February 1947 (Add 000)	Percent change from 2 mos. 1946	Two months 1947 (Add 000)	Number of firms reporting stocks	Percent change Feb.1947 vs. Feb.1946	Percent change Feb.1947 vs. Jan.1947	Feb. 28, 1947 (Add 000)	Feb. 1947	Feb. 1946	Jan. 1947
UNITED STATES	2,484	+24	- 2	$379,537	+26	$873,072	1,653	+68	+ 4	$390,572	146	111	140
Automotive Supplies	208	+16	- 2	9,806	+19	22,782	128	+59	+ 6	9,866	197	143	175
Chemicals (industrial)	15	+37	- 5	1,352	+45	3,187	9	+19	- 2	722	85	93	81
Paints and Varnishes	24	+45	0	1,604	+64	8,000	13	+31	+ 5	1,332	147	149	122
Clothing and Furnishings, except Shoes	34	+54	- 5	4,661	+60	9,594	13	+65	0	643	72	49	100
Shoes and Other Footwear	51	+ 9	- 6	22,037	+30	45,855	19	+68	+ 1	6,675	61	43	56
Coal	13	+28	-14	5,138	+26	10,909	6	+38	-35	1,771	64	69	85
Drugs and Sundries (liquor excluded)	145	+ 8	-11	31,754	+ 6	70,948	113	+26	+ 4	47,981	190	163	163
Dry Goods	71	+12	- 9	19,523	+17	43,501	44	+74	+ 1	23,925	172	111	158
Electrical Goods	345	+124	+19	65,597	+104	127,738	330	+181	+ 8	73,665	114	93	127
Dairy and Poultry Products	26	+25	-12	1,802	+35	7,979	15	-11	-15	335	25	34	26
Fresh Fruits and Vegetables	68	+ 7	- 1	4,739	+ 4	11,534	44	+20	+36	913	27	25	21
Farm Supplies	19	+20	+30	4,834	+17	10,697	11	+ 7	- 2	1,081	90	99	85
Furniture and House Furnishings	39	+42	-10	7,127	+60	19,734	22	+83	+ 2	7,114	130	102	115
Groceries	536	+ 7	- 9	74,744	+ 7	179,222	336	+42	0	74,211	159	122	149
Full-line wholesalers [d]	301	+ 7	- 9	36,595	+ 7	85,039	197	+41	- 1	42,482	165	125	153
Voluntary-group wholesalers	115	+ 6	- 9	22,560	+ 5	55,232	75	+35	0	20,601	170	140	164
Retailer-cooperative warehouses	20	+ 3	-15	5,492	+ 4	12,061	12	+70	0	5,101	155	104	129
Specialty lines	100	+13	- 2	10,097	+14	26,890	52	+53	+ 5	6,027	106	82	107
Confectionery	57	+18	- 3	2,006	+18	3,967	28	+40	- 2	941	71	62	72
Meats and Meat Products	46	+36	- 3	17,279	+59	52,717	39	+101	+11	9,366	68	48	58
Beer	48	-22	- 7	1,323	-17	3,019	33	+47	+ 9	545	60	31	53
Wines and Liquors	38	-22	- 5	10,383	-19	21,970	33	+90	+13	18,894	186	77	158
Liquor Department of Other Trades [e]	42	-38	- 2	7,321	-30	15,153	40	+96	+ 4	27,989	384	122	362
Total Hardware Group	224	+40	- 1	43,088	+41	100,194	141	+65	+ 5	55,290	191	162	184
General hardware	104	+38	+ 3	31,441	+39	72,379	70	+67	+ 5	43,268	188	159	187
Industrial supplies	61	+38	-11	7,343	+42	18,008	40	+51	+ 2	9,251	224	176	188
Plumbing and heating supplies	59	+68	-10	4,304	+61	9,807	31	+74	+ 9	2,771	154	152	131
Jewelry	39	-21	+50	2,019	-18	3,686	17	+68	0	3,300	319	159	442
Optical Goods	13	+ 2	+ 8	237	+ 2	455	7	-13	- 4	110	109	140	134
Lumber and Building Materials	54	+104	+ 6	5,451	+84	13,473	28	+136	- 5	1,856	93	71	107
Machinery, Eqpt., and Supplies, except Electrical	41	+23	- 1	3,630	+29	8,626	25	+42	+18	4,531	193	149	154
Surgical, Medical, Eqpt. Supplies	16	+47	+16	1,974	+28	3,935	10	+103	+ 4	1,854	107	80	122
Metals	20	+26	+ 2	3,335	+26	7,862	13	+55	0	4,058	163	121	160
Paper and Its Products	67	+28	-10	7,614	+31	16,876	32	+29	+ 1	3,947	114	114	104
Petroleum	29	+29	- 8	843	+20	1,760	27	+45	+ 5	555	71	63	65
Tobacco Products	121	+ 8	- 6	15,207	+12	41,152	49	+40	- 1	4,175	60	48	57
Leather and Shoe Findings	38	- 2	- 8	613	- 1	1,331	17	+37	+ 6	1,192	370	270	311
Miscellaneous	17	- 4	- 8	2,496	0	5,216	11	+ 5	- 6	1,735	219	211	205

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) 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.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

FEBRUARY 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES a			ACCOUNTS RECEIVABLE		
					Percent change		As of
		February 1947	February 1946	January 1947	February 1947 vs. February 1946	February 1947 vs. January 1947	February 1, 1947 (Add 000)
UNITED STATES	1,932	104	119	111	+47	+ 2	$265,587
Automotive Supplies	159	85	94	92	+29	+ 3	7,494
Chemicals (industrial)	14	91	87	98	+35	+ 8	1,226
Paints and Varnishes	22	78	74	94	+22	+26	1,384
Clothing and Furnishings, except Shoes	27	87	102	99	+49	- 2	3,140
Shoes and Other Footwear	28	74	94	87	+108	+26	14,527
Coal	13	99	99	106	+40	+19	5,644
Drugs and Sundries (liquor excluded)	66	106	114	109	+15	+ 4	10,020
Dry Goods	64	71	93	77	+58	+ 3	23,414
Electrical Goods	337	82	89	82	+106	= 4	66,179
Dairy and Poultry Products	16	217	211	231	- 1	-25	400
Fresh Fruits and Vegetables	53	171	175	193	+ 8	- 6	1,482
Farm Supplies	14	121	126	175	+17	+61	2,029
Furniture and House Furnishings	33	88	108	118	+75	+43	6,936
Groceries	412	162	169	177	+11	+ 4	37,685
Full-line wholesalers[b]	228	168	170	185	+ 7	+ 4	17,973
Voluntary-group wholesalers	91	151	164	166	+14	+ 4	12,089
Retailer-cooperative warehouses	16	236	242	284	+ 5	+ 9	1,970
Specialty lines	77	146	150	141	+25	+ 1	5,653
Confectionery	27	153	165	150	+30	= 5	592
Meats and Meat Products	42	237	230	264	+24	+ 3	5,768
Beer	15	231	226	251	-13	= 1	185
Wines and Liquors	31	113	132	141	-19	-16	6,281
Total Hardware Group	203	94	104	94	+52	+ 1	37,881
General hardware	94	97	109	96	+55	= 1	25,586
Industrial supplies	54	87	92	93	+40	+ 2	6,496
Plumbing and heating supplies	55	87	89	90	+70	+13	4,807
Jewelry	28	63	72	77	+12	-18	1,752
Optical Goods	10	86	93	83	+20	+ 6	257
Lumber and Building Materials	48	103	118	110	+103	+16	4,846
Machinery, Equipment, and Supplies, except Electrical	28	78	91	82	+55	+ 5	3,019
Surgical, Medical, Eqpt. Supplies	16	55	60	55	+43	+11	3,013
Metals	19	93	114	103	+45	+ 8	3,351
Paper and Its Products	57	97	95	100	+33	+ 2	7,356
Petroleum	26	109	114	118	+26	+ 1	650
Tobacco Products	81	175	176	177	+14	- 6	5,927
Leather and Shoe Findings	25	71	86	73	+28	+ 1	752
Miscellaneous	18	112	106	114	= 4	= 1	2,417

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.

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1947

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: Feb. 1947 vs. Feb. 1946	Percent change: Feb. 1947 vs. Jan. 1947	February 1947 (Add 000)	Percent change from 2 mos. 1946	Two months 1947 (Add 000)	Number of firms reporting stocks	Percent change: Feb. 1947 vs. Feb. 1946	Percent change: Feb. 1947 vs. Jan. 1947	Feb. 28, 1947 (Add 000)	Feb. 1947	Feb. 1946	Jan. 1947
New England	161	+25	- 6	$18,131	+26	$42,079	105	+62	+ 2	$16,130	128	108	116
Automotive Supplies	6	- 1	-35	203	+33	810	d	d	d	d	d	d	d
Shoes and Other Footwear	4	+27	- 5	593	+18	1,219	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	8	+ 1	-17	1,548	+ 2	4,371	7	+20	0	2,484	187	158	155
Dry Goods	4	-19	-11	182	-15	402	4	+125	+ 5	277	152	54	129
Electrical Goods	32	+119	+ 1	4,116	+98	8,773	29	+156	+13	4,375	109	95	98
Fresh Fruits and Vegetables	6	-12	- 9	237	-17	566	5	-19	- 6	17	8	8	7
Groceries	24	- 1	-11	3,318	- 1	7,163	12	+52	- 6	2,145	157	138	144
Confectionery	4	+ 9	+21	82	+ 3	150	d	d	d	d	d	d	d
Industrial Supplies	7	+28	-12	467	+31	1,164	5	+51	+ 2	1,413	354	294	301
Plumbing and Heating Supplies	8	+54	-16	284	+54	535	d	d	d	d	d	d	d
Jewelry	4	-14	+142	365	+ 7	520	d	d	d	d	d	d	d
Metals	4	+156	+18	368	+55	727	d	d	d	d	d	d	d
Paper and its Products	4	+26	- 3	253	+24	582	d	d	d	d	d	d	d
Tobacco Products	11	+ 2	- 1	1,947	+ 1	3,909	d	d	d	d	d	d	d
Middle Atlantic	524	+16	- 7	75,600	+18	173,138	320	+84	+ 4	64,795	144	93	136
Automotive Supplies	39	+15	-15	917	+20	2,070	30	+42	+10	1,100	182	160	148
Paints and Varnishes	4	+24	+31	88	+28	164	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	+87	-10	3,465	+109	7,295	d	d	d	d	d	d	d
Shoes and Other Footwear	7	-25	-20	619	-11	1,804	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	+17	-14	5,982	+ 7	12,822	15	+38	+ 3	6,275	168	149	140
Dry Goods	28	+18	-12	5,739	+21	12,617	14	+65	+ 2	3,886	147	115	128
Electrical Goods	54	+145	+19	10,439	+111	20,562	53	+192	+ 8	10,819	104	87	115
Dairy and Poultry Products	7	+15	-19	871	+23	4,478	5	-11	-20	238	30	40	30
Fresh Fruits and Vegetables	19	+ 3	-12	1,100	- 1	2,578	12	- 3	- 1	69	14	14	13
Furniture and House Furnishings	11	+14	-20	1,072	+37	3,060	6	+ 7	+ 5	532	87	82	63
Groceries	83	+ 1	-13	13,651	+ 3	32,590	37	+43	- 5	6,838	146	104	139
Confectionery	6	+14	-11	353	+13	669	d	d	d	d	d	d	d
Meats and Meat Products	11	+35	0	3,705	+30	7,401	11	+85	+40	2,378	64	47	46
Beer	11	-18	-11	226	-11	503	9	+109	+47	69	31	12	19
Wines and Liquors	15	-26	- 3	6,455	-24	13,138	14	+104	+11	12,966	204	74	178
General Hardware	20	+26	- 3	4,113	+34	8,900	10	+72	+ 5	3,876	187	151	164
Industrial Supplies	19	+56	- 4	1,695	+57	4,237	12	+35	+ 1	1,562	180	211	179
Plumbing and Heating Supplies	18	+66	-15	1,125	+54	2,442	6	+62	+ 5	327	170	177	151
Jewelry	9	-23	+32	373	-16	667	d	d	d	d	d	d	d
Lumber and Building Materials	13	+116	- 9	1,023	+87	3,218	5	+20	-47	184	45	84	97
Machinery, Eqpt., and Supplies, except Electrical	6	+27	- 5	595	+31	1,202	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	4	+13	-12	114	+20	266	d	d	d	d	d	d	d
Paper and its Products	21	+21	-21	1,916	+40	4,345	11	+19	+ 7	811	74	77	62
Petroleum	25	+32	- 8	627	+23	1,305	d	d	d	d	d	d	d
Tobacco Products	51	+14	- 8	3,448	+19	14,031	14	+40	+ 2	960	52	45	48
Leather and Shoe Findings	9	-13	-13	49	- 8	105	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1947

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 1947 (Add 000)	Percent change from 2 mos. 1946	Two months 1947 (Add 000)	Number of firms reporting stocks	Percent change		Feb. 28, 1947 (Add 000)	Feb. 1947	Feb. 1946	Jan. 1947
		Feb. 1947 vs. Feb. 1946	Feb. 1947 vs. Jan. 1947					Feb. 1947 vs. Feb. 1946	Feb. 1947 vs. Jan. 1947				
East North Central	491	+30	+ 2	$70,862	+27	$152,338	333	+72	+ 4	$66,137	128	103	130
Automotive Supplies	48	+16	- 5	2,217	+17	4,441	36	+57	+12	2,464	166	116	147
Paints and Varnishes	7	+47	- 7	567	+34	1,188	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	7	-31	-36	180	-29	460	d	d	d	d	d	d	d
Coal	4	+12	-15	1,839	+21	3,994	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 5	- 9	4,979	+ 2	11,500	16	+19	+ 2	6,115	166	142	152
Dry Goods	8	+ 4	+ 2	1,246	+10	2,873	6	+64	- 8	1,260	108	68	120
Electrical Goods	63	+149	+30	15,083	+114	28,725	60	+195	+ 6	15,965	107	91	133
Dairy and Poultry Products	13	+44	- 1	758	+41	1,606	7	-23	+ 7	65	16	27	17
Fresh Fruits and Vegetables	14	+ 1	-22	729	+ 2	1,862	10	+27	+ 5	260	44	36	38
Farm Supplies	5	-13	-12	498	-16	1,261	d	d	d	d	d	d	d
Furniture and House Furnishings	5	+24	-17	753	+39	1,716	d	d	d	d	d	d	d
Groceries	98	+ 5	-11	11,083	+ 6	29,215	70	+45	- 2	12,601	185	140	175
Confectionery	8	+17	- 1	271	+16	551	d	d	d	d	d	d	d
Meats and Meat Products	15	+38	- 4	7,252	+42	12,552	13	+108	+14	4,535	71	50	60
Beer	12	- 9	- 8	481	- 7	934	7	-82	+ 1	155	61	30	57
Wines and Liquors	9	-23	+23	835	-51	1,657	7	+34	+28	1,241	175	102	189
General Hardware	15	+42	+15	5,698	+49	13,618	11	+68	+ 9	9,377	170	145	182
Industrial Supplies	8	+44	- 4	757	+36	1,723	5	+17	0	227	140	156	136
Plumbing and Heating Supplies	12	+57	- 6	704	+45	1,693	10	+49	+15	1,160	195	206	161
Jewelry	12	-30	+57	463	-22	918	d	d	d	d	d	d	d
Optical Goods	4	+ 5	0	20	-10	27	d	d	d	d	d	d	d
Lumber and Building Materials	10	+35	-20	639	+43	1,565	6	+187	+ 1	284	85	41	81
Machinery, Eqpt., and Supplies, except Electrical	1	+37	+ 1	845	+54	1,730	7	+54	+ 8	599	122	102	101
Surgical, Medical, Eqpt., Supplies	5	+57	+23	1,592	+30	3,065	4	+117	+ 5	1,474	95	67	111
Metals	4	+42	- 9	570	+31	1,198	d	d	d	d	d	d	d
Paper and Its Products	20	+35	- 5	3,808	+34	8,036	9	+42	- 5	1,388	109	109	105
Tobacco Products	35	+ 9	- 2	5,797	+ 9	11,745	15	+37	- 8	2,066	67	53	69
Leather and Shoe Findings	10	- 5	- 3	115	- 8	246	4	+33	+ 8	157	393	281	324
West North Central	261	+23	+ 1	52,728	+24	115,996	196	+52	+ 2	68,882	166	135	162
Automotive Supplies	15	+20	+ 1	1,406	+22	4,083	9	+46	+ 2	760	218	154	181
Drugs and Sundries (liquor excluded)	16	+ 2	- 7	4,164	+ 8	8,808	15	+13	+ 3	6,645	183	171	165
Dry Goods	5	+11	- 8	7,101	+25	15,338	5	+75	- 1	13,184	186	117	172
Electrical Goods	36	+111	+20	7,587	+100	13,947	34	+168	+ 7	7,296	105	84	118
Fresh Fruits and Vegetables	6	-15	-17	281	- 2	944	4	+40	+54	102	42	25	25
Groceries	70	+ 4	+ 5	10,653	- 5	21,803	55	+37	+ 2	19,536	212	161	204
Confectionery	6	+11	- 4	308	+10	614	5	+18	- 6	138	47	45	48
Beer	6	- 9	- 2	106	- 4	228	d	d	d	d	d	d	d
General Hardware	12	+47	+10	5,187	+45	12,261	12	+48	+ 4	9,744	188	186	198
Industrial Supplies	6	+19	0	374	+25	854	d	d	d	d	d	d	d
Plumbing and Heating Supplies	8	+57	+ 4	915	+50	2,049	5	+71	+ 3	495	114	139	116
Jewelry	5	-20	+22	55	-16	93	d	d	d	d	d	d	d
Lumber and Building Materials	6	+99	+28	1,092	+84	2,050	d	d	d	d	d	d	d
Paper and Its Products	5	+20	+ 1	271	+20	538	d	d	d	d	d	d	d
Tobacco Products	10	+ 6	0	847	+15	1,719	d	d	d	d	d	d	d
Leather and Shoe Findings	6	-10	- 6	65	- 8	134	d	d	d	d	d	d	d

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1947

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 Feb. 1947 vs. Feb. 1946	Percent change Feb. 1947 vs. Jan. 1947	February 1947 (Add 000)	Percent change from 2 mos. 1946	Two months 1947 (Add 000)	Number of firms reporting stocks	Percent change Feb. 1947 vs. Feb. 1946	Percent change Feb. 1947 vs. Jan. 1947	Feb. 28, 1947 (Add 000)	Feb. 1947	Feb. 1946	Jan. 1947
South Atlantic	355	+26	- 3	$41.679	+26	$89.746	223	+71	+ 3	$40.317	131	101	124
Automotive Supplies	13	+29	- 9	531	+25	1.879	7	+172	+10	563	264	114	195
Paints and Varnishes	4	+23	-18	239	+29	420	4	+10	+ 3	269	113	125	90
Clothing and Furnishings, except Shoes	5	-26	- 9	175	-26	368	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+30	+ 9	2,598	+22	4,989	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	26	+ 3	-14	3,894	+ 5	8,631	18	+13	+ 6	6,107	222	198	180
Dry Goods	6	+14	- 4	1,588	+14	3,415	5	+117	+12	2,345	210	116	174
Electrical Goods	56	+109	+15	8,961	+107	18,071	54	+148	- 2	9,028	103	87	121
Fresh Fruits and Vegetables	11	- 1	- 6	639	+ 6	1,394	6	-17	- 8	72	20	22	20
Furniture and House Furnishings	5	+48	+40	629	+53	1,079	d	d	d	d	d	d	d
Groceries	106	+16	-10	10,315	+12	22,939	50	+44	- 4	6,423	123	101	112
Confectionery	18	+26	+ 1	453	+23	901	8	+49	- 2	310	87	75	95
Meats and Meat Products	5	+23	- 8	1,100	+26	2,292	4	- 3	- 4	397	36	46	35
Beer	6	-34	- 4	274	-29	555	d	d	d	d	d	d	d
General Hardware	18	+36	- 7	3,464	+32	7,334	15	+78	+ 1	4,966	153	121	142
Industrial Supplies	9	+39	-12	908	+37	2,019	7	+65	+ 6	1,357	164	136	133
Lumber and Building Materials	7	+83	- 7	611	+86	1,262	d	d	d	d	d	d	d
Machinery, Equipment and Supplies, except Electrical	6	+37	- 7	258	+32	491	4	+54	+ 7	274	247	185	233
Paper and its Products	8	+27	-16	608	+25	1,315	d	d	d	d	d	d	d
Tobacco Products	12	0	-11	1,280	+ 9	3,712	7	+72	+19	550	67	39	49
East South Central	130	+29	- 3	18,737	+27	41,223	83	+69	+ 5	17,943	141	105	128
Drugs and Sundries (liquor excluded)	15	+18	-12	2,664	+13	5,863	12	+40	+ 3	4,533	197	169	167
Dry Goods	8	+ 2	-14	1,560	+ 3	3,682	4	+47	+ 5	1,406	132	94	110
Electrical Goods	17	+85	+19	2,706	+81	5,175	16	+231	+26	3,588	135	81	127
Fresh Fruits and Vegetables	4	- 1	- 9	156	- 3	341	d	d	d	d	d	d	d
Groceries	27	+12	0	3,217	+13	6,997	15	+44	- 3	3,182	137	106	143
Confectionery	8	+ 8	- 9	326	+11	663	d	d	d	d	d	d	d
Meats and Meat Products	4	+77	+ 4	1,227	+62	2,407	d	d	d	d	d	d	d
Beer	4	-23	+ 4	47	-16	112	4	+15	+11	78	166	111	156
General Hardware	11	+29	- 2	2,967	+34	6,866	4	+82	+ 7	1,727	168	118	141
Industrial Supplies	4	+26	-23	480	+32	1,162	d	d	d	d	d	d	d
West South Central	202	+22	- 3	31,866	+23	72,644	154	+60	+ 6	42,069	163	124	151
Automotive Supplies	13	-10	- 8	719	- 6	1,640	8	+85	+10	1,025	197	100	174
Drugs and Sundries (liquor excluded)	15	0	- 7	2,933	+ 2	7,137	10	+26	+ 6	5,134	222	178	194
Dry Goods	4	-28	- 3	476	-28	1,211	d	d	d	d	d	d	d
Electrical Goods	39	+106	+20	5,411	+32	10,019	37	+200	+12	6,853	128	89	136
Groceries	73	+17	-10	10,205	+17	23,594	58	+41	0	11,482	130	108	118
General Hardware	16	+34	- 3	4,387	+33	9,760	10	+101	0	5,033	207	139	200
Industrial Supplies	5	+55	-17	2,388	+60	5,784	4	+57	+ 2	4,128	298	205	218
Tobacco Products	4	+22	-13	384	+46	1,543	d	d	d	d	d	d	d

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1947

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: Feb. 1947 vs. Feb. 1946	Percent change: Feb. 1947 vs. Jan. 1947	February 1947 (Add 000)	Percent change from 2 mos. 1946	Two months 1947 (Add 000)	Number of firms reporting stocks	Percent change: Feb. 1947 vs. Feb. 1946	Percent change: Feb. 1947 vs. Jan. 1947	Feb. 28, 1947 (Add 000)	Feb. 1947	Feb. 1946	Jan. 1947
Mountain	101	+31	- 2	$11,040	+30	$25,917	74	+75	+ 6	$14,617	175	181	160
Automotive Supplies	12	+20	+ 8	782	+32	1,658	5	+75	+10	488	298	204	282
Drugs and Sundries (liquor excluded)	10	+20	-13	1,326	+21	3,068	9	+21	+ 8	2,564	195	193	156
Electrical Goods	15	+114	+18	2,265	+92	4,378	14	+216	+16	2,730	127	91	129
Groceries	20	+14	-17	2,272	+23	5,549	17	+47	+ 1	5,820	184	142	153
General hardware	5	+40	+12	1,269	+44	2,813	d	d	d	d	d	d	d
Tobacco Products	4	+54	- 5	158	+36	281	d	d	d	d	d	d	d
Pacific	257	+27	+ 3	45,078	+26	109,187	164	+76	+ 5	57,440	175	127	176
Automotive Supplies	61	+23	+ 6	3,005	+20	6,058	30	+49	- 1	3,088	205	185	205
Clothing and Furnishings, except Shoes	6	+33	+57	237	+18	388	d	d	d	d	d	d	d
Shoes and Other Footwear	7	+21	0	422	+31	845	5	+245	+ 4	790	202	71	197
Drugs and Sundries (liquor excluded)	12	+ 8	- 8	4,264	+ 6	8,748	11	+45	+ 6	8,124	191	142	167
Dry Goods	6	+39	-19	1,368	+36	3,395	d	d	d	d	d	d	d
Electrical Goods	33	+121	+16	9,029	+100	18,088	33	+170	+ 8	15,011	144	118	154
Fresh Fruits and Vegetables	4	+14	+ 6	341	+ 9	1,748	d	d	d	d	d	d	d
Furniture and House Furnishings	8	+33	+10	1,652	+56	4,327	5	+118	+ 6	5,418	227	135	235
Groceries	35	+ 4	- 1	10,050	+ 8	29,372	22	+48	+ 5	8,386	132	92	131
Beer	6	-32	- 7	183	-33	365	4	+91	- 1	109	127	39	126
General hardware	7	+44	+ 6	4,238	+35	10,216	4	+61	+ 6	7,599	250	226	261
Plumbing and heating supplies	4	+106	-12	820	+112	1,756	d	d	d	d	d	d	d
Jewelry	4	-11	+29	583	-22	1,179	4	+67	- 2	2,215	380	201	502
Lumber and Building Materials	9	+96	+ 5	750	+94	2,235	8	+252	+ 8	897	125	69	122
Machinery, Eqpt., and Supplies, except Electrical	7	+57	+ 9	674	+55	1,509	4	+52	+ 4	397	179	121	164
Tobacco Products	12	- 3	-16	1,303	+ 3	3,555	4	+30	- 2	117	55	55	52
Leather and Shoe Findings	6	+ 7	- 2	259	+ 9	522	d	d	d	d	d	d	d

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) 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.)

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
Washington 25, D. C.

With the cooperation of the National Association of Credit Men

Current Wholesale Trade

WHOLESALERS' SALES, INVENTORIES, AND CREDITS
(Service and Limited-Function Wholesalers)

For Release
May 1, 1947

MARCH 1947

Sales of merchant wholesalers during March were up 27 percent over March of last year and up 9 percent over February of this year, Director J. C. Capt of the Bureau of the Census announced today. Dollar sales for the first quarter of this year were up 27 percent over the corresponding period of last year. These data are based upon reports submitted by 2,683 merchant wholesalers representing all parts of the country — wholesalers who reported sales totalling $450,000,000 for the month of March.

Inventories, valued at cost, continued to rise as they were up 4 percent at the end over the beginning of March and they were up 70 percent over the end of March last year. As in previous months, a part of the increase in inventory values may have been due to rise in prices, but it is significant to note that inventories have continued their upward trend since last fall while sales recorded moderate seasonal declines.

Considered by kinds of business and comparing March 1947 with March 1946, sales were up in all lines of trade except fresh fruits and vegetables, wines and liquors, jewelry, optical goods, leather and shoe findings, and miscellaneous. Full-line electrical goods houses reported an increase in dollar volume of more than 100 percent over March of last year. Other trades recording increases of 50 percent or more included paints, wiring supplies, electrical appliances, meats, and lumber. Comparing March with February of this year, increases of 10 percent or more were recorded by 13 of the trades shown separately in the accompanying tables. Twenty additional trades reported moderate increases, up to 10 percent, while four showed slight declines or no change.

Comparing the first quarter of this year with the corresponding period of last year, sales were up 50 percent or more in the following trades: paints, electrical goods, meats, plumbing and heating, and lumber and building materials. Only five kinds of business reported a smaller dollar volume of business this year than last year: beer, wines and liquors, jewelry, leather, and miscellaneous.

Five trades showed increases in inventories, of 100 percent or more, March 31 compared with a year earlier: clothing and furnishings, full-line electrical merchandise, furniture, wines and liquors, and lumber. Fourteen additional trades recorded increases of 50 percent or more. Only in the case of dairy products and optical goods were inventories smaller than last year.

Accounts receivable of 2,043 wholesalers at the beginning of March were 48 percent above a year earlier and up 5 percent over the beginning of February of this year. Despite the increase, the collection period for most lines of trade is still less than four weeks and for some kinds of business it is less than two weeks. Only in the case of electrical appliances and beer was there an appreciable increase in the collection period.

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 the number of days in a month, nor for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

MARCH 1947

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 Mar. 1947 vs. Mar. 1946	Percent change Mar. 1947 vs. Feb. 1947	March 1947 (Add 000)	Percent change From 3 Mos. 1946	Three months 1947 (Add 000)	Number of firms reporting stocks	Percent change Mar. 1947 vs. Mar. 1946	Percent change Mar. 1947 vs. Feb. 1947	March 31, 1947 (Add 000)	Mar. 1947	Mar. 1946	Feb. 1947
UNITED STATES	2,683	+27	+ 9	$449,955	+27	$1,426,589	1,779	+70	+ 4	$444,896	141	108	147
Automotive Supplies	230	+18	+ 6	12,077	+17	38,175	148	+64	+ 5	12,932	191	139	195
Chemicals (industrial)	11	+29	- 7	900	+48	4,815	7	+34	+23	713	128	121	96
Paints and Varnishes	57	+51	+16	7,999	+63	21,426	14	+79	+10	3,853	131	99	148
Clothing and Furnishings, except Shoes	33	+ 7	+ 9	4,751	+37	14,397	13	+106	+ 7	683	85	37	71
Shoes and Other Footwear	31	+23	+ 8	23,912	+27	68,767	19	+70	+ 1	6,929	57	44	62
Coal	10	+35	+ 7	4,875	+27	16,130	4	+39	-21	1,336	53	58	75
Drugs and Sundries (liquor excluded)	152	+ 9	+11	37,532	+ 7	112,772	114	+14	+ 2	48,839	176	168	189
Dry Goods	81	+ 7	+ 3	20,461	+13	65,599	48	+74	+ 7	25,553	179	107	173
Total Electrical Group	366	+135	+ 8	73,211	+115	206,073	333	+203	+10	81,417	117	92	114
Full-line	336	+139	+ 8	70,259	+116	193,920	317	+207	+11	79,789	118	92	115
Wiring Supplies, Construction Materials Distributors	25	+68	0	2,407	+67	9,761	12	+84	+ 1	1,238	81	83	77
Appliances and Specialties	5	+70	+20	545	+116	2,392	4	+70	+ 5	390	85	86	103
Dairy and Poultry Products	27	+23	+ 8	2,380	+40	13,785	17	-23	+10	622	30	48	29
Fresh Fruits and Vegetables	74	- 3	+19	5,831	+ 3	18,620	47	+ 2	+ 3	940	23	22	27
Farm Supplies	19	+30	+30	6,518	+21	17,793	11	+42	+ 8	1,167	79	76	90
Furniture and House Furnishings	42	+17	- 6	7,647	+47	31,977	27	+101	+12	8,510	142	82	117
Groceries	574	+11	+ 8	89,088	+ 8	281,629	382	+50	+ 2	90,885	159	118	166
Full-line wholesalers[d]	322	+11	+ 8	44,300	+ 8	134,863	202	+54	+ 1	49,678	165	117	175
Voluntary-group wholesalers	126	+ 9	+ 6	27,000	+ 7	87,609	89	+38	+ 3	28,322	162	133	164
Retailer-cooperative warehouses	18	+ 5	+13	4,869	+ 4	16,976	11	+73	+ 9	3,516	149	104	149
Specialty lines	108	+17	+12	12,899	+12	42,081	60	+57	- 2	9,371	128	92	138
Confectionery	59	+11	+ 6	2,123	+13	6,430	30	+29	+ 2	1,111	74	67	77
Meats and Meat Products	53	+60	+ 7	19,896	+70	94,890	45	+87	- 2	9,759	61	53	66
Beer	52	+ 4	+15	1,614	-10	4,900	34	+72	+ 3	534	48	28	53
Wines and Liquors	38	-14	+15	11,586	-17	34,314	32	+101	0	18,615	162	70	186
Liquor Department of Other Trades[e]	45	-27	+13	8,452	-30	24,127	45	+87	- 2	27,681	326	127	378
Total Hardware Group	243	+42	+13	58,069	+42	174,898	153	+73	+ 6	72,125	178	148	192
General hardware	119	+45	+14	43,611	+40	129,931	81	+75	+ 6	56,009	173	143	189
Industrial supplies	64	+35	+ 8	9,529	+40	29,324	41	+60	+ 7	13,023	216	182	230
Plumbing and heating supplies	60	+43	+ 7	4,929	+56	15,643	31	+93	+ 9	3,093	143	114	139
Jewelry	39	-14	+ 8	2,478	-19	6,607	21	+41	+ 2	4,057	278	170	286
Optical Goods	15	- 5	+ 1	249	0	735	9	-11	+ 4	147	148	182	137
Lumber and Building Materials	59	+73	+12	8,407	+76	24,486	30	+137	+ 5	3,872	87	56	95
Machinery, Eqpt., and Supplies, except Electrical	51	+42	+14	6,129	+38	17,034	35	+45	- 2	6,677	139	143	166
Surgical, Medical, Eqpt. Supplies	16	+27	+ 9	1,077	+27	5,415	11	+46	+ 1	880	118	110	130
Metals	17	+40	+ 7	1,839	+28	11,486	10	+47	+ 8	2,086	165	151	159
Paper and Its Products	72	+24	+ 7	9,325	+30	27,565	38	+28	+ 3	4,388	98	95	99
Petroleum	29	+17	+ 8	898	+19	2,658	27	+29	+42	655	79	74	60
Tobacco Products	136	+ 2	+ 5	17,583	+ 9	67,937	68	+41	+ 6	5,169	54	40	54
Leather and Shoe Findings	36	-10	+17	688	- 4	2,103	16	+36	+ 4	1,042	308	219	347
Miscellaneous	18	- 3	- 5	2,580	- 1	8,046	11	+19	0	1,841	184	164	193

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) 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.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MARCH 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		March 1947	March 1946	February 1947	March 1947 vs. March 1946	March 1947 vs. February 1947	March 1, 1947 (Add 000)
UNITED STATES	2,043	109	122	106	+ 48	+ 5	$296,127
Automotive Supplies	172	88	94	87	+ 24	- 2	8,256
Chemicals (industrial)	11	89	92	87	+ 42	+10	1,074
Paints and Varnishes	22	79	79	80	+ 33	+14	1,594
Clothing and Furnishings, except Shoes	28	104	114	99	+ 59	+ 7	4,459
Shoes and Other Footwear	28	78	87	74	+ 47	+10	16,089
Coal	10	103	99	96	+ 26	- 9	4,688
Drugs and Sundries (liquor excluded)	73	108	118	106	+ 8	+ 1	12,524
Dry Goods	71	74	92	72	+ 40	+ 1	23,521
Total Electrical Group	339	90	91	89	+137	+10	70,509
Full-line	313	89	90	88	+140	+11	67,830
Wiring supplies, construction materials distributors	22	94	95	98	+ 68	+ 3	2,510
Appliances and specialties	4	133	106	118	+ 71	- 1	369
Dairy and Poultry Products	20	197	219	192	+ 20	+ 1	807
Fresh Fruits and Vegetables	59	165	183	166	+ 5	+ 9	1,701
Farm Supplies	13	125	130	121	+ 29	+63	3,284
Furniture and House Furnishings	36	93	121	89	+ 64	- 3	7,498
Groceries [b]	433	170	176	159	+ 13	0	40,209
Full-line wholesalers	245	177	183	161	+ 12	- 2	19,634
Voluntary-group wholesalers	92	168	182	163	+ 18	+ 4	11,933
Retailer-cooperative warehouses	13	319	297	272	+ 5	- 8	1,176
Specialty lines	83	132	127	129	+ 9	0	7,466
Confectionery	26	164	168	150	+ 31	+ 5	550
Meats and Meat Products	45	245	246	229	+ 63	+ 8	6,952
Beer	19	253	201	240	- 15	+12	229
Wines and Liquors	29	117	138	114	- 7	+14	6,926
Total Hardware Group	219	94	107	93	+ 57	+ 8	48,573
General hardware	105	98	112	97	+ 57	+11	34,944
Industrial supplies	58	86	96	83	+ 48	+ 2	8,693
Plumbing and heating supplies	56	84	90	86	+ 74	- 2	4,936
Jewelry	31	70	83	66	- 1	+22	2,502
Optical Goods	12	96	91	88	- 1	- 5	267
Lumber and Building Materials	53	108	124	103	+102	+ 5	6,938
Machinery, Equipment, and Supplies, except Electrical	39	90	93	81	+ 45	+ 2	5,029
Surgical, Medical, Eqpt. Supplies	16	66	69	63	+ 39	- 1	1,440
Metals	16	108	116	106	+ 42	+ 2	1,590
Paper and Its Products	63	96	97	96	+ 36	+ 1	8,768
Petroleum	26	115	131	109	+ 58	- 2	639
Tobacco Products	90	188	198	181	+ 10	0	6,174
Leather and Shoe Findings	24	73	91	72	+ 20	+ 2	674
Miscellaneous	20	104	116	108	0	- 2	2,668

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.

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales [c]	SALES—CURRENT MONTH: Percent change Mar. 1947 vs. Mar. 1946	SALES—CURRENT MONTH: Percent change Mar. 1947 vs. Feb. 1947	SALES—CURRENT MONTH: March 1947 (Add 000)	SALES—YEAR-TO-DATE [a]: Percent change from 3 mos. 1946	SALES—YEAR-TO-DATE [a]: Three months 1947 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1947 vs. Mar. 1946	INVENTORY—END-OF-MONTH (At Cost): Percent change Mar. 1947 vs. Feb. 1947	INVENTORY—END-OF-MONTH (At Cost): Mar. 31, 1947 (Add 000)	STOCK-SALES RATIOS [b]: Mar. 1947	STOCK-SALES RATIOS [b]: Mar. 1946	STOCK-SALES RATIOS [b]: Feb. 1947
New England	171	+22	+11	$18,973	+25	$62,938	115	+56	+ 8	$16,745	125	102	128
Automotive Supplies	9	+15	+15	480	+25	1,351	4	+56	0	455	198	149	240
Shoes and Other Footwear	4	+ 8	- 2	584	+14	1,805	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	10	+ 3	+ 9	1,319	+ 2	6,401	9	+10	0	2,763	178	163	191
Dry Goods	5	- 5	+36	263	-11	665	5	+116	+ 1	291	111	49	149
Electrical Group	33	+131	+15	4,752	+107	14,013	24	+173	+17	3,744	106	95	101
Fresh Fruits and Vegetables	8	-12	+13	314	-16	921	7	-34	- 9	21	7	9	9
Groceries	24	+ 5	+11	2,498	+ 1	9,747	15	+40	+ 4	2,561	146	126	161
Confectionery	4	+ 9	+18	97	+ 6	247	d	d	d	d	d	d	d
Industrial Supplies	5	+28	+17	379	+30	1,761	d	d	d	d	d	d	d
Plumbing and Heating Supplies	7	+83	+18	281	+57	816	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+ 7	+13	292	+11	955	4	+22	+ 7	584	243	237	250
Paper and Its Products	6	+19	+13	349	+22	931	5	+27	+ 2	304	151	129	156
Tobacco Products	12	-10	+ 4	2,095	- 3	6,112	4	+13	- 2	228	44	38	47
Middle Atlantic	542	+15	+10	85,384	+17	276,861	337	+79	+ 1	69,437	131	86	142
Automotive Supplies	35	+ 6	+ 4	871	+15	3,050	26	+58	+ 4	1,131	215	153	211
Paints and Varnishes	4	- 1	+ 6	93	+16	257	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	+19	+11	3,854	+64	11,187	d	d	d	d	d	d	d
Shoes and Other Footwear	8	- 1	+47	1,145	- 7	2,949	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 6	+10	5,919	+ 4	18,217	14	+15	- 1	5,299	154	140	170
Dry Goods	30	+13	+ 4	6,386	+19	19,538	15	+79	+ 3	4,570	139	89	145
Electrical Group	62	+152	+10	12,128	+122	33,302	59	+198	+11	12,906	107	92	106
Dairy and Poultry Products	7	+15	+ 7	855	+37	7,710	4	-52	+21	171	23	58	20
Fresh Fruits and Vegetables	19	-13	+ 8	1,215	- 5	4,019	13	+12	+18	87	17	14	15
Furniture and House Furnishings	13	+27	+16	1,866	+35	5,497	8	+44	+ 3	761	58	48	65
Groceries	88	+ 7	+13	16,768	+ 5	50,478	39	+47	- 3	9,422	150	108	167
Confectionery	5	+12	+12	147	+12	905	d	d	d	d	d	d	d
Meats and Meat Products	11	+39	+ 6	3,916	+33	11,317	11	+87	- 7	2,207	56	42	64
Beer	12	+10	+14	285	- 7	811	10	+242	+ 5	82	29	10	32
Wines and Liquors	15	-23	+14	7,341	-24	20,479	14	+109	- 1	12,812	177	65	204
General Hardware	23	+27	+15	5,616	+32	15,934	14	+70	+ 5	5,252	168	120	172
Industrial Supplies	20	+35	- 5	1,653	+52	6,439	14	+33	+ 2	1,751	182	199	182
Plumbing and Heating Supplies	17	+35	- 1	1,188	+48	3,786	5	+88	+ 8	456	200	140	162
Jewelry	9	-18	+ 8	454	-25	1,200	4	+49	+ 3	748	285	173	285
Optical Goods	5	- 7	+ 5	135	- 2	378	d	d	d	d	d	d	d
Lumber and Building Materials	14	+42	+22	2,089	+57	6,045	5	+100	+ 3	874	69	41	86
Machinery, Eqpt., and Supplies, except Electrical	5	+41	+13	647	+34	1,907	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	7	+ 5	+ 5	245	+17	631	6	+31	+ 4	352	210	163	204
Paper and Its Products	23	+29	+12	2,954	+37	7,686	13	+18	+ 1	985	59	64	64
Petroleum	23	+11	+ 7	657	+19	1,962	d	d	d	d	d	d	d
Tobacco Products	32	+11	+ 7	3,865	+16	24,432	14	+28	- 1	958	49	47	54
Leather and Shoe Findings	9	-26	+ 8	93	-18	238	4	+16	- 1	87	145	101	154

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

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 1947 (Add 000)	Percent change from 3 mos. 1946	Three months 1947 (Add 000)	Number of firms reporting stocks	Percent change		Mar. 31, 1947 (Add 000)	Mar. 1947	Mar. 1946	Feb. 1947
		Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947					Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947				
East North Central	489	+ 31	+ 5	$76,438	+ 28	$241,505	337	+ 74	+ 4	$73,770	130	104	130
Automotive Supplies	50	+ 23	+11	2,800	+ 21	7,789	38	+ 80	+12	2,942	151	101	147
Paints and Varnishes	7	+ 41	+11	632	+ 37	1,820	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	7	+ 31	+ 6	190	- 29	650	d	d	d	d	d	d	d
Coal	4	+ 30	- 1	1,822	+ 24	5,816	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 15	+11	5,770	+ 7	18,594	16	+ 19	+ 2	6,763	156	149	169
Dry Goods	8	+ 4	+ 2	1,484	+ 8	4,357	6	+ 69	+20	1,668	119	75	102
Electrical Group	67	+139	- 2	15,304	+119	45,434	62	+216	+ 7	17,651	118	90	108
Dairy and Poultry Products	11	+ 34	+12	636	+ 38	2,373	7	+ 13	-22	60	13	15	19
Fresh Fruits and Vegetables	15	- 4	+13	788	0	2,838	10	+ 13	+ 7	263	43	38	44
Farm Supplies	6	- 1	+24	881	- 10	2,142	d	d	d	d	d	d	d
Furniture and House Furnishings	5	+ 12	- 1	746	+ 29	2,507	4	+ 85	+ 8	476	79	52	70
Groceries	90	+ 5	+ 4	14,422	+ 6	47,404	67	+ 45	+ 1	18,900	173	126	176
Confectionery	8	- 3	+ 3	262	+ 9	796	d	d	d	d	d	d	d
Meats and Meat Products	17	+ 75	+10	8,055	+ 53	20,684	15	+ 84	- 5	4,125	62	65	71
Beer	12	+ 22	+ 9	471	+ 1	1,433	7	+ 87	+11	125	47	28	46
Wines and Liquors	7	- 21	-13	444	- 28	2,308	6	+ 31	+13	951	226	144	176
General Hardware	14	+ 32	+ 7	5,720	+ 44	22,280	11	+ 81	+ 9	9,385	179	132	175
Industrial Supplies	8	+ 46	+16	860	+ 40	2,710	5	+ 42	+ 4	250	137	121	163
Plumbing and Heating Supplies	13	+ 43	+ 9	951	+ 44	2,872	11	+ 82	+ 8	1,365	162	132	165
Jewelry	13	- 10	+29	804	- 20	1,983	5	+ 2	-13	627	177	130	255
Optical Goods	4	- 10	- 5	19	- 10	46	d	d	d	d	d	d	d
Lumber and Building Materials	8	+ 72	+30	772	+ 51	2,471	5	+162	+20	341	70	41	73
Machinery, Eqpt., and Supplies, except Electrical	11	+ 33	+18	990	+ 33	2,726	7	+ 57	- 8	554	98	95	122
Metals	5	+ 49	+14	739	+ 38	2,013	d	d	d	d	d	d	d
Paper and Its Products	21	+ 23	+ 2	4,170	+ 32	12,592	10	+ 38	+ 5	1,447	95	87	89
Tobacco Products	35	0	+ 2	4,905	+ 6	17,217	16	+ 46	+25	1,388	65	44	54
Leather and Shoe Findings	10	- 24	+ 7	138	- 14	406	d	d	d	d	d	d	d
West North Central	271	+ 31	+15	63,031	+ 27	190,500	200	+ 55	+ 3	77,672	151	131	167
Automotive Supplies	24	+ 19	+ 3	2,300	+ 19	7,906	16	+ 33	+ 2	1,845	206	177	204
Drugs and Sundries (liquor excluded)	16	+ 12	+14	4,832	+ 9	14,013	15	+ 6	+ 2	6,811	162	172	180
Dry Goods	5	- 1	+ 3	6,097	+ 13	21,855	5	+ 71	+ 5	12,152	199	115	196
Electrical Group	38	+127	+10	8,345	+110	22,314	36	+185	+11	8,119	104	86	103
Fresh Fruits and Vegetables	7	+ 9	+36	558	+ 5	1,806	4	+ 34	+ 4	106	28	22	42
Furniture and House Furnishings	5	+ 20	-15	2,100	+ 59	12,656	4	+ 74	+ 3	2,136	104	72	86
Groceries	69	+ 12	+ 7	10,943	0	33,122	52	+ 41	+ 3	19,035	211	166	216
Confectionery	5	+ 16	+13	331	+ 12	945	5	+ 20	+ 4	144	44	42	47
Beer	8	+ 31	+ 5	147	+ 11	776	d	d	d	d	d	d	d
General Hardware	14	+ 56	+23	11,664	+ 51	28,360	13	+ 56	+ 3	17,336	154	154	188
Industrial Supplies	6	+ 40	+40	522	+ 29	1,504	d	d	d	d	d	d	d
Plumbing and Heating Supplies	9	+ 29	+15	972	+ 50	3,469	5	+ 75	+ 5	522	115	113	114
Lumber and Building Materials	6	+140	+ 4	520	+ 93	2,570	d	d	d	d	d	d	d
Paper and Its Products	5	+ 23	+12	303	+ 21	841	d	d	d	d	d	d	d
Tobacco Products	12	+ 8	+ 8	1,097	+ 4	3,680	6	+ 32	+10	499	65	57	65
Leather and Shoe Findings	6	- 13	+14	74	- 10	208	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

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 1947	Percent change from 3 mos. 1946	Three months 1947	Number of firms reporting stocks	Percent change		Mar. 31, 1947	Mar. 1947	Mar. 1946	Feb. 1947
		Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947	(Add 000)		(Add 000)		Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947	(Add 000)			
South Atlantic	368	+ 33	+ 8	$47,680	+ 28	$142,162	237	+ 77	+ 5	$43,523	124	97	128
Automotive Supplies	20	+ 18	+14	843	+ 7	3,249	13	+107	+ 2	962	211	117	235
Clothing and Furnishings, except Shoes	5	- 19	+ 9	190	- 24	558	d	d	d	d	d	d	d
Shoes and Other Footwear	4	+ 21	- 3	2,385	+ 22	7,374	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded	27	+ 15	+14	4,755	+ 10	13,834	18	+ 18	0	6,405	198	187	222
Dry Goods	9	+ 11	+ 6	2,049	+ 13	5,589	5	+129	+14	3,088	236	121	215
Electrical Group	56	+140	+ 9	10,850	+118	30,304	48	+177	+12	10,305	105	92	101
Fresh Fruits and Vegetables	11	- 9	+ 8	688	+ 1	2,082	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+ 25	- 1	608	+ 42	1,687	d	d	d	d	d	d	d
Groceries	105	+ 18	+ 7	11,323	+ 14	35,002	54	+ 49	+ 2	7,370	121	97	127
Confectionery	17	+ 19	+ 4	494	+ 21	1,395	8	+ 52	- 2	324	81	64	86
Meats and Meat Products	5	+ 24	+14	1,252	+ 25	3,544	4	- 13	-13	345	28	39	36
Beer	7	- 19	+17	368	- 25	923	5	+ 13	- 1	121	41	28	47
General Hardware	19	+ 31	+13	3,185	+ 32	10,893	15	+ 78	+ 9	3,441	127	94	132
Industrial Supplies	8	+ 43	+17	913	+ 39	2,993	6	+ 58	+ 2	1,207	146	129	169
Lumber and Building Materials	9	+ 51	+ 8	1,017	+ 70	2,606	4	+ 96	- 3	661	157	105	182
Machinery, Eqpt., and Supplies, except Electrical	9	+ 16	+ 8	257	+ 25	812	8	+ 51	- 3	334	217	159	253
Paper and Its Products	8	+ 22	+17	741	+ 24	2,091	d	d	d	d	d	d	d
Tobacco Products	15	- 2	+ 1	2,175	+ 5	6,165	10	+ 33	- 4	878	51	38	54
East South Central	148	+ 34	+ 9	22,513	+ 28	65,832	91	+ 68	+ 1	20,375	131	109	143
Automotive Supplies	4	- 9	+ 3	205	- 4	417	3	+ 72	- 2	451	245	143	262
Drugs and Sundries (liquor excluded)	15	+ 9	+15	2,972	+ 8	8,532	11	+ 11	0	4,059	170	166	196
Dry Goods	7	+ 1	- 9	1,387	+ 1	5,257	4	+ 51	+ 5	1,472	157	108	132
Electrical Group	19	+110	+ 7	3,008	+ 92	8,269	17	+237	+ 7	3,949	138	88	135
Fresh Fruits and Vegetables	6	- 15	+10	190	- 10	540	d	d	d	d	d	d	d
Groceries	34	+ 18	+ 9	4,495	+ 14	12,040	21	+ 61	- 3	4,399	129	95	147
Confectionery	9	+ 9	+ 7	405	+ 10	1,068	d	d	d	d	d	d	d
Meats and Meat Products	4	+ 88	+15	1,407	+ 71	3,814	d	d	d	d	d	d	d
Beer	5	0	+16	72	- 10	199	4	+ 77	+ 1	85	119	73	149
General Hardware	11	+ 50	+15	3,882	+ 41	11,212	4	+ 92	+ 2	2,496	142	122	170
Industrial Supplies	4	+ 26	+10	505	+ 30	1,715	d	d	d	d	d	d	d
Lumber and Building Materials	4	+159	-13	783	+212	2,251	d	d	d	d	d	d	d
Tobacco Products	6	+ 9	+ 6	449	+ 8	1,487	4	+ 26	- 2	129	39	33	41
West South Central	232	+ 29	+11	41,468	+ 25	120,496	171	+ 70	+ 5	48,791	148	115	159
Automotive Supplies	13	- 1	+14	754	- 5	2,476	11	+ 97	+ 6	1,242	179	91	193
Drugs and Sundries (liquor excluded)	16	+ 13	+13	4,057	+ 6	12,390	11	+ 23	+ 6	5,942	202	183	216
Dry Goods	5	+ 4	- 1	728	- 16	2,140	4	+ 33	+ 9	892	190	137	160
Electrical Group	41	+129	+18	6,370	+105	16,352	39	+215	+ 6	7,263	115	84	128
Groceries	89	+ 17	+ 6	12,871	+ 17	39,046	60	+ 50	+ 3	11,746	126	100	128
Confectionery	4	+ 71	+ 3	156	+ 80	447	d	d	d	d	d	d	d
General Hardware	18	+ 38	+ 6	5,194	+ 35	15,606	12	+109	+ 7	7,477	223	141	212
Industrial Supplies	5	+ 32	+ 5	2,509	+ 50	8,293	4	+ 57	+ 8	4,460	265	214	298
Machinery, Eqpt., and Supplies, except Electrical	4	+ 59	+34	1,431	+ 31	3,874	d	d	d	d	d	d	d
Tobacco Products	8	+ 29	+15	1,498	+ 36	3,076	4	+ 91	0	469	38	27	46

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

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 1947	Percent change from 3 mos. 1946	Three months 1947	Number of firms reporting stocks	Percent change		Mar. 31, 1947	Mar. 1947	Mar. 1946	Feb. 1947
		Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947	(Add 000)		(Add 000)		Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947	(Add 000)			
Mountain	129	+ 38	+11	$17,825	+ 34	$48,752	99	+ 84	+ 4	$23,058	162	122	172
Automotive Supplies	15	+ 35	+ 6	860	+ 32	2,679	9	+ 72	+ 1	818	276	215	287
Drugs and Sundries (liquor excluded)	11	+ 32	+ 8	1,830	+ 25	5,303	8	+ 21	+ 6	2,872	187	211	195
Electrical Goods	15	+125	+14	2,577	+101	7,048	14	+296	+14	3,106	125	74	127
Groceries	30	+ 10	+13	3,862	+ 16	9,881	27	+ 70	- 2	7,718	213	137	245
General Hardware	6	+ 65	+28	1,934	+ 52	5,144	d	d	d	d	d	d	d
Lumber and Building Materials	4	+121	+13	1,472	+ 84	3,945	d	d	d	d	d	d	d
Tobacco Products	7	- 4	+ 6	461	+ 5	932	4	+129	0	231	148	52	156
Pacific	299	+ 26	+ 7	55,387	+ 24	179,702	192	+ 75	+10	69,424	179	133	176
Automotive Supplies	60	+ 19	+ 1	2,964	+ 20	9,258	28	+ 52	+ 4	3,106	203	181	203
Clothing and Furnishing, except Shoes	6	- 9	-21	187	+ 8	575	d	d	d	d	d	d	d
Shoes and Other Footwear	7	+ 68	+ 7	452	+ 42	1,297	5	+137	- 1	741	183	129	191
Drugs and Sundries (liquor excluded)	15	- 3	+ 4	5,578	+ 2	15,488	12	+ 10	+ 5	7,925	194	170	187
Dry Goods	9	+ 37	+ 2	1,681	+ 36	5,130	d	d	d	d	d	d	d
Electrical Goods	35	+128	+10	9,877	+108	29,037	35	+203	+13	14,374	146	109	142
Fresh Fruits and Vegetables	4	- 6	+ 6	362	+ 14	2,597	d	d	d	d	d	d	d
Furniture and House Furnishings	8	+ 9	-13	1,430	+ 56	6,865	5	+140	+17	4,010	305	135	227
Groceries	45	+ 9	+ 8	11,886	+ 5	44,909	27	+ 65	+ 9	9,734	142	93	139
Confectionery	5	- 14	- 4	197	- 14	528	4	- 5	+13	213	109	99	92
Meats and Meat Products	8	+ 43	+12	1,271	+ 45	5,987	8	+ 34	+11	413	32	35	33
Beer	5	- 3	+18	201	- 25	564	d	d	d	d	d	d	d
General Hardware	12	+ 47	+10	8,265	+ 38	19,467	7	+ 79	+ 9	9,050	228	204	250
Industrial Supplies	8	+ 35	+11	2,188	+ 20	3,763	8	+ 76	+ 9	4,288	218	172	222
Plumbing and Heating Supplies	4	+ 55	+ 7	876	+ 89	2,632	d	d	d	d	d	d	d
Jewelry	6	- 6	- 1	676	- 16	1,958	3	+ 52	+ 7	2,477	366	226	339
Lumber and Building Materials	11	+ 64	+11	1,590	+ 76	4,118	8	+228	+ 1	915	105	64	126
Machinery, Eqpt., and Supplies, except Electrical	9	+ 25	+ 9	1,060	+ 45	2,969	5	+ 85	- 2	939	168	91	188
Metals	4	+ 30	+ 5	673	+ 26	1,865	d	d	d	d	d	d	d
Tobacco Products	9	- 17	+ 1	1,038	- 2	4,836	6	+ 45	+14	389	49	28	45
Leather and Shoe Findings	6	+ 7	+20	310	+ 8	832	d	d	d	d	d	d	d

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages a			Accounts Receivable		
					Percent change		As of
		Mar. 1947	Mar. 1946	Feb. 1947	Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947	March 1, 1947 (Add 000)
New England	134	105	116	98	+ 48	+ 2	$13,504
Automotive Supplies	7	81	80	85	+ 21	-14	483
Shoes and Other Footwear	4	32	46	37	+ 44	+16	1,235
Drugs and Sundries (liquor excluded)	6	122	135	118	+ 13	- 8	588
Dry Goods	5	87	111	74	+ 5	- 8	232
Electrical Group	27	85	94	83	+146	+ 3	4,067
Fresh Fruits and Vegetables	8	179	221	170	+ 3	+ 9	140
Groceries	17	144	145	136	+ 11	0	1,302
Indrustrial Supplies	4	103	103	82	+ 83	-13	227
Plumbing and Heating Supplies	6	74	73	78	+ 55	- 3	289
Paper and Its Products	6	96	105	86	+ 31	+ 5	359
Tobacco Products	8	194	190	170	- 14	-10	934
Middle Atlantic	433	112	122	108	+ 34	+ 3	60,244
Automotice Supplies	30	78	86	79	+ 27	-12	640
Clothing and Furnishings, except except Shoes	8	113	125	105	+ 89	+ 4	3,371
Shoes and Other Footwear	8	73	95	79	+ 4	+ 8	1,088
Drugs and Sundries (liquor excluded)	9	101	102	98	+ 9	- 1	2,137
Dry Goods	26	87	98	89	+ 24	+ 1	4,919
Electrical Group	60	98	99	100	+154	+10	11,501
Dairy and Poultry Products	5	226	291	227	+ 13	+ 8	242
Fresh Fruits and Vegetables	16	141	146	155	+ 3	+25	482
Furniture and House Furnishings	12	98	110	96	+ 41	- 6	1,606
Groceries	63	153	151	140	+ 4	- 3	8,906
Meats and Meat Products	11	231	218	213	+ 35	+ 2	1,573
Beer	7	192	158	200	- 24	+13	89
Wines and Liquors	15	102	123	99	- 6	+16	6,378
General Hardware	19	87	101	88	+ 46	0	5,191
Industrial Supplies	19	84	87	80	+ 64	+ 8	1,629
Plumbing and Heating Supplies	15	81	87	86	+ 58	+ 4	1,266
Jewelry	6	56	74	53	- 7	+24	305
Optical Goods	5	92	84	83	+ 2	- 1	156
Lumber and Building Materials	11	99	123	95	+ 71	- 2	1,699
Machinery, Eqpt., and Supplies, except Electrical	4	106	99	94	+ 31	+ 1	560
Surgical, Medical, Eqpt. Supplies	7	69	66	57	+ 42	- 2	337
Paper and Its Products	18	96	99	94	+ 40	- 5	2,521
Tobacco Products	20	218	237	198	+ 27	0	1,411
Leather and Shoe Findings	5	65	85	58	+ 12	- 3	37
East North Central	383	117	130	118	+ 56	+ 8	47,531
Automotive Supplies	43	99	110	103	+ 35	0	1,593
Paints and Varnishes	7	75	66	78	+ 12	+18	684
Clothing and Furnishings, except Shoes	5	92	105	84	- 16	-20	190
Coal	4	86	85	80	+ 22	-11	2,296
Drugs and Sundries (liquor excluded)	10	106	112	107	+ 22	+ 1	1,481
Dry Goods	7	79	95	77	+ 28	+ 4	1,712
Electrical Group	59	92	98	96	+172	+16	15,215
Dairy and Poultry Products	7	213	220	219	+ 33	+ 6	120
Fresh Fruits and Vegetables	10	238	246	217	+ 8	- 1	221
Furniture and House Furnishings	5	115	137	103	+ 41	- 4	667
Groceries	67	212	234	201	+ 13	+ 1	4,459
Confectionery	5	128	163	134	+ 26	+16	72
Meats and Meat Products	16	238	237	228	+ 83	+18	3,235
Wines and Liquors	5	198	185	255	- 27	+25	64
General Hardware	14	96	109	99	+ 54	+22	5,374
Industrial Supplies	8	85	93	83	+ 53	+ 2	866
Plumbing and Heating Supplies	12	86	89	87	+ 58	+ 3	981
Jewelry	10	77	89	72	- 14	+28	785
Lumber and Building Materials	8	112	113	114	+ 56	+ 8	542
Machinery, Eqpt., and Supplies, except Electrical	9	85	94	91	+ 88	+ 2	868
Metals	4	130	137	122	+ 56	- 2	494
Paper and Its Products	21	96	97	101	+ 35	+ 3	4,157
Tobacco Products	23	153	169	166	+ 19	+ 8	1,970
Leather and Shoe Findings	7	80	108	86	+ 14	+ 4	124
West North Central	210	100	116	95	+ 60	+ 8	48,180
Automotive Supplies	18	87	90	84	+ 21	+ 4	2,344
Drugs and Sundries (liquor excluded)	7	120	126	117	+ 10	+ 3	1,593
Dry Goods	5	61	78	56	+ 55	- 1	9,939
Electrical Group	36	84	87	83	+116	+ 8	8,462
Fresh Fruits and Vegetables	5	170	233	171	+ 30	+28	210
Furniture and House Furnishings	5	105	153	107	+ 89	+ 3	2,110
Groceries	55	160	160	150	+ 11	+ 4	6,074
Beer	5	172	138	190	- 31	- 6	29
General Hardware	14	107	127	101	+ 72	+16	9,191
Industrial Supplies	6	109	103	87	+ 28	+ 5	424
Plumbing and Heating Supplies	9	85	95	81	+102	+11	799
Lumber and Building Materials	4	110	127	92	+259	+ 4	459
Tobacco Products	6	327	349	283	+ 28	- 3	190
Leather and Shoe Findings	5	72	88	65	+ 5	+ 3	97

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1947

GEOGRAPHIC DIVISION AND KINL OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		Mar. 1947	Mar. 1946	Feb. 1947	Mar. 1947 vs. Mar. 1946	Mar. 1947 vs. Feb. 1947	Mar. 1, 1947 (Add 000)
South Atlantic	276	110	122	110	+ 56	+ 9	$31,721
Automotive Supplies	15	88	94	86	+ 14	-11	431
Clothing and Furnishings, except Shoes	4	79	98	71	+ 17	+ 7	199
Drugs and Sundries (liquor excluded)	16	118	122	117	+ 15	- 2	2,030
Dry Goods	7	80	100	79	+ 40	+ 7	2,131
Electrical Group	49	91	79	85	+139	+13	10,626
Fresh Fruits and Vegetables	9	164	189	164	+ 4	+ 3	261
Confectionery	6	134	143	124	+ 38	+ 5	212
Meats and Meat Products	4	286	314	239	+ 42	- 1	447
Groceries	76	168	181	171	+ 22	+ 7	4,596
General Hardware	19	97	111	105	+ 52	+12	2,849
Industrial Supplies	6	89	104	97	+ 54	+ 7	813
Lumber and Building Materials	8	125	144	114	+ 80	- 1	802
Machinery, Eqpt., and Supplies, Except Electrical	8	95	98	87	+ 19	+ 1	149
Paper and Its Products	7	93	97	101	+ 29	+ 6	600
Tobacco Products	13	180	180	182	+ 3	- 2	898
East South Central	111	114	126	114	+ 51	+ 9	14,003
Automotive Supplies	4	89	101	90	+ 3	- 6	214
Drugs and Sundries	6	102	114	109	+ 12	- 3	571
Dry Goods	7	83	101	86	+ 27	+10	1,714
Electrical Group	19	90	91	93	+ 91	+ 7	3,223
Fresh Fruits and Vegetables	5	172	237	176	+ 6	+ 6	88
Groceries	27	169	177	155	+ 25	+ 7	2,192
Meats and Meat Products	4	277	274	241	+ 92	+11	515
General Hardware	7	86	97	95	+ 58	+16	2,221
Industrial Supplies	4	92	99	94	+ 33	- 7	485
Tobacco Products	4	328	212	268	- 15	-17	89
West South Central	177	119	129	112	+ 39	+ 1	23,112
Automotive Supplies	8	77	98	83	- 5	+ 1	478
Drugs and Sundries (liquor excluded)	9	103	114	96	+ 17	+ 2	2,261
Dry Goods	5	77	91	68	+ 17	+ 9	1,049
Electrical Group	40	83	85	81	+112	+ 9	6,310
Groceries	66	194	190	173	+ 16	- 6	4,832
General Hardware	16	106	123	102	+ 54	- 2	3,579
Industrial Supplies	4	102	106	102	+ 21	+ 2	1,501
Tobacco Products	5	172	206	150	+ 47	- 1	194
Mountain	96	118	144	113	+ 64	+ 6	10,418
Automotive Supplies	8	102	110	89	+ 73	+ 6	578
Drugs and Sundries (liquor excluded)	5	201	306	218	+ 9	+ 9	208
Electrical Group	15	88	99	80	+130	+11	2,730
Groceries	29	154	174	148	+ 23	- 1	2,335
Lumber and Building Materials	4	95	122	82	+176	+18	1,212
Tobacco Products	4	110	141	104	+ 17	- 1	120
Pacific	222	100	117	97	+ 51	+ 3	39,775
Automotive Supplies	39	81	88	79	+ 25	- 2	1,495
Clothing and Furnishings, except Shoes	6	77	111	82	+ 74	+37	273
Shoes and Other Footwear	7	97	133	74	+ 97	0	446
Drugs and Sundries (liquor excluded)	5	84	109	87	- 17	+11	1,655
Dry Goods	7	93	118	93	+ 64	- 2	1,530
Electrical Group	34	86	90	84	+133	+ 7	10,377
Furniture and House Furnishings	8	76	99	71	+ 61	- 1	2,083
Groceries	33	171	181	155	+ 12	- 3	5,513
Meats and Meat Products	4	302	375	271	+ 69	- 1	367
General Hardware	11	95	103	94	+ 53	+10	5,824
Industrial Supplies	7	71	90	69	+ 59	0	2,746
Plumbing and Heating Supplies	4	77	86	76	+111	-14	1,000
Jewelry	6	63	74	61	+ 14	+11	1,132
Lumber and Building Materials	11	103	108	99	+ 69	+ 1	1,479
Machinery, Eqpt., and Supplies, except Electrical	7	84	109	82	+ 69	+12	864
Metals	4	98	102	91	+ 14	+ 1	681
Tobacco Products	7	187	220	179	- 11	- 8	368
Leather and Shoe Findings	4	69	89	69	+ 33	+ 2	339

(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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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
Washington 25, D. C.

With the cooperation of the National Association of Credit Men

Current Wholesale Trade

WHOLESALERS' SALES, INVENTORIES, AND CREDITS

(Service and Limited-Function Wholesalers)

For Release
June 2, 1947

APRIL 1947

April sales of merchant wholesalers continued well above the level of a year ago but recorded little change from March of this year, Director J. C. Capt of the Bureau of the Census announced today. Dollar sales, all trades combined, were up 24 percent over April of last year and for the first four months of this year they were 26 percent above the corresponding four months of last year. Dollar volume changed only slightly from March to April (up 2 percent). These data are based upon confidential reports to the Bureau of the Census by 2,696 merchant wholesalers representing all parts of the country--wholesalers who reported sales totaling $454,000,000 for April.

Like sales, dollar inventories of wholesalers at the end of April (valued at cost) were considerably above -- 68 percent -- the level of April 30 last year but they registered little or no change (up 1 percent) from March 31 of this year.

Considered by kinds of business, and comparing April 1947 with April 1946, sales were up in all lines of trade except dry goods, fresh fruits and vegetables, specialty groceries, liquors, jewelry, optical goods, leather and shoe findings, and miscellaneous trades. Full-line electrical goods wholesalers and coal distributors reported increases in dollar sales of more than 100 percent over April of last year. Other trades recording increases of 40 percent of more included paints, electrical wiring and construction supplies, electrical appliances, meats, and lumber. Comparing April with March of this year, increases of 10 percent or more were recorded by five of the trades shown separately in the accompanying tables. Eighteen additional trades reported moderate increases, up to 10 percent, while 14 recorded slight declines or no change.

Comparing the first four months of this year with the corresponding period of last year, dollar sales were up more than 50 percent in the following trades: paints, electrical merchandise (full-line), electrical wiring supplies and construction materials, electrical appliances, meats, plumbing and heating, and lumber. Only seven trades reported a smaller dollar volumv this year than last year: fruits and vegetables, beer, wines and liquars, jewelry, optical goods, leather (including shoe findings), and miscellaneous trades.

Trends in inventories since April 30 of last year have been irregular. Two trades, full-line electrical goods and lumber, recorded increases of more than 100 percent in dollar volume valued at cost. Seventeen additional trades recorded increases of 50 to 100 percent among which were clothing and furnishings with an increase of 92 percent in inventories; wiring supplies and construction materials,92 percent; electrical appliances, 87 percent; furniture, 90 percent; beer, 98 percent; and plumbing and heating, 91 percent. Only three trades reported smaller dollar inventories for April 30 of this year compared with a year ago.

Accounts receivable of 2,054 wholesalers at the beginning of April were 48 percent above a year earlier and up 5 percent over the beginning of March of this year. With accounts receivable increasing at a more rapid rate than dollar volume of sales, the length of the collection period has increased somewhat over a year ago -- from three weeks to approximately four weeks, on the average. Increases in the length of the collection period of April over last year are noted for 33 of the 37 trades shown separately in the attached tables.

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 the number of days in a month, nor for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

APRIL 1947

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 1947 (Add 000)	Percent change From 4 Mos. 1946	Four months 1947 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1947 (Add 000)	April 1947	April 1946	March 1947
		April 1947 vs. April 1946	April 1947 vs. March 1947					April 1947 vs. April 1946	April 1947 vs. March 1947				
UNITED STATES	2,696	+ 24	+ 2	$453,634	+ 26	$1,969,253	1,789	+ 68	+ 1	$439,000	137	104	139
Automotive Supplies	225	+ 19	+ 5	12,786	+ 18	52,853	146	+ 78	+ 2	13,876	193	131	197
Chemicals (industrial)	12	+ 24	+ 1	1,246	+ 49	7,078	8	+ 26	- 7	782	96	95	106
Paints and Varnishes	56	+ 41	+ 1	6,000	+ 57	27,556	11	+ 44	- 4	973	104	85	128
Clothing and Furnishings, except Shoes	31	+ 4	- 4	4,463	+ 27	18,929	14	+ 92	+ 9	795	116	49	89
Shoes and Other Footwear	31	+ 16	- 1	23,939	+ 24	93,706	20	+ 56	- 9	6,397	54	40	57
Coal	6	+133	-13	1,008	+ 30	17,519	4	- 5	-34	317	71	164	94
Drugs and Sundries (liquor excluded)	149	+ 9	+ 1	37,187	+ 7	152,071	113	+ 12	- 4	47,341	168	164	176
Dry Goods	83	- 5	- 6	20,854	+ 8	87,033	51	+ 52	+ 6	28,105	188	114	168
Total Electrical Group	355	+144	+12	79,447	+119	289,601	338	+206	+ 7	87,669	112	89	118
Full-line	328	+148	+12	77,469	+122	274,519	323	+213	+ 7	86,232	112	89	118
Wiring Supplies, Construction Materials Distributors	22	+ 59	+ 9	1,359	+ 64	11,612	11	+ 92	+ 2	992	132	115	140
Appliances and Specialties	5	+ 75	+14	619	+ 94	3,470	4	+ 87	+14	445	81	80	86
Dairy and Poultry Products	22	+ 16	- 9	2,144	+ 40	13,170	13	- 26	-26	582	32	50	40
Fresh Fruits and Vegetables	68	- 12	+ 4	6,446	- 1	25,924	42	+ 25	+10	1,090	24	17	22
Farm Supplies	18	+ 33	-24	5,283	+ 23	23,831	9	+ 46	-16	849	72	76	86
Furniture and House Furnishings	43	+ 21	+ 8	8,256	+ 42	44,470	25	+ 90	+ 4	8,727	132	83	142
Groceries	574	+ 6	- 2	87,991	+ 7	389,960	356	+ 48	- 4	83,762	152	109	155
Full-line wholesalers [d]	338	+ 9	- 2	44,757	+ 8	189,000	213	+ 47	- 5	46,338	154	112	158
Voluntary-group wholesalers	121	+ 6	+ 2	25,229	+ 6	119,906	80	+ 39	- 3	19,994	146	117	158
Retailer-cooperative warehouses	18	+ 13	- 1	5,987	+ 7	24,275	11	+ 79	- 3	5,144	143	100	150
Specialty lines	97	- 5	-12	12,018	+ 7	56,779	52	+ 62	+ 1	12,286	161	93	140
Confectionery	57	+ 10	- 3	2,036	+ 12	8,873	31	+ 38	0	1,051	70	57	68
Meats and Meat Products	44	+ 43	0	15,485	+ 69	126,054	37	+ 78	+ 2	8,611	63	52	65
Beer	48	+ 27	+15	1,727	- 1	6,922	33	+ 98	+ 2	518	44	26	49
Wines and Liquors	22	- 27	- 6	3,877	- 19	39,149	19	+ 68	+12	7,302	194	85	163
Liquor Department of Other Trades [e]	45	- 31	- 3	8,209	- 30	32,682	45	+ 89	- 2	26,975	329	120	326
Total Hardware Group	248	+ 34	+ 5	62,936	+ 40	248,871	158	+ 72	+ 2	76,642	173	138	176
General hardware	129	+ 35	+ 5	47,653	+ 39	185,369	91	+ 75	+ 2	60,231	168	132	171
Industrial supplies	60	+ 33	+ 4	10,063	+ 38	41,477	38	+ 58	+ 2	13,502	206	178	208
Plumbing and heating supplies	59	+ 32	+ 6	5,220	+ 51	22,025	29	+ 91	+ 4	2,909	151	105	147
Jewelry	42	- 16	- 1	2,682	- 18	9,533	20	+ 38	+ 4	4,312	279	166	274
Optical Goods	14	- 5	+ 6	243	- 1	999	8	- 7	+ 5	127	122	139	126
Lumber and Building Materials	56	+ 57	+ 7	7,268	+ 71	33,169	30	+133	+ 7	3,411	83	57	84
Machinery, Eqpt., and Supplies, except Electrical	47	+ 29	+ 2	4,903	+ 35	22,688	32	+ 56	+ 2	5,903	162	135	163
Surgical, Medical, Eqpt, Supplies	18	+ 29	+ 3	1,141	+ 26	6,849	14	+ 44	+ 4	1,171	120	111	121
Metals	17	+ 32	+ 2	1,898	+ 27	14,482	11	+ 64	+ 8	2,540	196	146	179
Paper and Its Products	70	+ 24	+ 4	9,658	+ 28	37,804	36	+ 29	+ 5	4,495	99	93	97
Petroleum	28	+ 19	+10	950	+ 19	3,608	26	+ 40	- 2	642	74	64	82
Tobacco Products	213	+ 8	+ 4	30,381	+ 7	114,403	114	+ 28	- 4	11,017	61	51	65
Leather and Shoe Findings	36	- 4	+10	737	- 4	2,864	14	+ 37	0	1,021	336	231	337
Miscellaneous	18	- 4	- 1	2,453	- 1	10,600	11	+ 20	- 1	1,997	187	161	188

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the Wholesale Drug Trade.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		April 1947	April 1946	March 1947	April 1947 vs. April 1946	April 1947 vs. March 1947	April 1, 1947 (Add 000)
UNITED STATES	**2,054**	**109**	**125**	**110**	**+ 48**	**+ 5**	**$305,768**
Automotive Supplies	178	89	95	90	+ 28	+ 4	8,839
Chemicals (industrial)	11	90	93	95	+ 26	- 6	1,104
Paints and Varnishes	22	82	85	78	+ 26	+12	1,609
Clothing and Furnishings, except Shoes	26	94	104	94	+ 13	+ 2	3,478
Shoes and Other Footwear	28	77	92	78	+ 44	+ 7	17,357
Coal	6	97	92	106	+ 18	+12	1,162
Drugs and Sundries (liquor excluded)	71	108	118	108	+ 12	+ 8	13,244
Dry Goods	75	75	94	76	+ 30	0	25,810
Total Electrical Group	340	91	96	90	+145	+ 7	74,473
Full-line	317	91	95	89	+148	+ 7	72,951
Wiring Supplies, Construction Materials Distributors	19	89	94	92	+ 67	+ 3	1,122
Appliances and Specialties	4	145	125	133	+ 37	+ 8	400
Dairy and Poultry Products	15	194	229	220	+ 28	+12	765
Fresh Fruits and Vegetables	51	199	203	211	- 5	- 5	1,630
Farm Supplies	13	110	154	140	+ 36	+25	4,204
Furniture and House Furnishings	37	94	114	93	+ 46	+ 2	7,482
Groceries	419	162	174	161	+ 15	0	43,265
Full-line wholesalers [b]	244	167	173	165	+ 14	- 1	21,805
Voluntary-group wholesalers	87	168	175	159	+ 12	- 2	10,685
Retailer-cooperative warehouses	14	242	244	251	+ 15	+13	2,208
Specialty lines	74	124	156	132	+ 24	+ 1	8,569
Confectionery	29	164	157	164	+ 15	- 2	628
Meats and Meat Products	41	252	248	237	+ 43	- 8	5,720
Beer	17	210	216	223	+ 27	+20	271
Wines and Liquors	16	181	202	208	- 29	+14	1,278
Total Hardware Group	224	95	108	95	+ 59	+ 9	54,678
General hardware	116	97	113	99	+ 61	+11	40,349
Industrial supplies	53	87	94	86	+ 53	+ 5	9,308
Plumbing and heating supplies	55	86	93	87	+ 58	+ 5	5,021
Jewelry	32	71	78	64	+ 1	+ 2	3,002
Optical Goods	12	86	93	90	+ 6	+ 5	271
Lumber and Building Materials	51	102	120	102	+101	+ 8	6,378
Machinery, Equipment, and Supplies, except Electrical	36	76	96	87	+ 51	+14	4,385
Surgical, Medical, Eqpt. Supplies	18	71	77	70	+ 39	+ 3	1,489
Metals	16	114	116	110	+ 44	+ 4	1,617
Paper and Its Products	61	98	101	96	+ 29	+ 2	8,548
Petroleum	25	125	134	119	+ 32	+ 1	611
Tobacco Products	140	219	227	207	+ 12	0	9,151
Leather and Shoe Findings	25	80	95	77	+ 16	+ 9	752
Miscellaneous	21	110	115	106	- 4	- 5	2,587

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales c	Percent change: April 1947 vs. April 1946	Percent change: April 1947 vs. March 1947	April 1947 (Add 000)	SALES—YEAR-TO-DATE a: Percent change from 4 mos. 1946	Four months 1947 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	Percent change: April 1947 vs. April 1946	Percent change: April 1947 vs. March 1947	April 30, 1947 (Add 000)	STOCK-SALES RATIOS b: April 1947	April 1946	March 1947
New England	164	+24	+ 7	$17,783	+23	$84,163	109	+58	0	$16,480	126	106	138
Automotive Supplies	7	+17	+10	462	+23	1,813	d	d	d	d	d	d	d
Shoes and Other Footwear	4	+19	+38	806	+16	2,609	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	10	+13	+ 8	1,967	+ 4	8,368	9	+ 8	- 6	2,593	154	158	178
Dry Goods	5	-30	-12	231	-17	896	5	+119	+ 4	302	131	42	111
Electrical Group	33	+139	+12	5,303	+112	19,837	29	+178	+ 6	5,375	105	91	110
Fresh Fruits and Vegetables	7	- 23	+18	345	-18	1,266	6	0	+30	26	8	6	7
Groceries	24	- 6	- 1	3,415	- 2	14,993	11	+23	- 9	1,988	152	125	162
Confectionery	4	+18	+ 3	100	+ 9	347	d	d	d	d	d	d	d
Industrial Supplies	4	+29	+ 5	387	+28	2,471	d	d	d	d	d	d	d
Plumbing and Heating Supplies	7	+35	+10	310	+50	1,126	d	d	d	d	d	d	d
Metals	4	+19	- 6	93	+50	1,295	d	d	d	d	d	d	d
Paper and its Products	4	+29	+ 3	301	+24	1,232	d	d	d	d	d	d	d
Tobacco Products	16	+14	+ 7	1,208	0	7,539	7	+98	- 2	248	42	23	45
Middle Atlantic	546	+17	+ 1	87,836	+17	381,369	338	+66	+ 1	65,008	118	88	118
Automotive Supplies	32	+11	+ 9	865	+14	4,114	25	+70	+15	1,222	217	155	213
Paints and Varnishes	4	+ 8	+33	124	+13	381	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	+16	- 4	3,703	+48	14,935	d	d	d	d	d	d	d
Shoes and Other Footwear	7	-12	-15	964	- 8	3,913	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	+ 4	0	5,980	+ 4	24,258	16	+14	- 2	5,726	154	138	157
Dry Goods	31	+ 6	-11	5,739	+16	25,662	16	+74	+10	5,054	167	105	138
Electrical Group	61	+144	+ 8	13,115	+126	46,732	58	+190	+ 6	13,625	105	89	107
Dairy and Poultry Products	5	- 2	-16	718	+40	11,103	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	16	-10	+23	1,375	- 6	5,629	9	-10	+27	52	9	9	10
Furniture and House Furnishings	12	+33	+ 2	1,744	+34	7,296	6	+17	- 2	584	53	55	51
Groceries	85	- 2	- 5	15,545	+ 3	66,565	37	+41	- 9	8,020	132	97	140
Confectionery	8	+ 2	0	319	+ 8	1,415	4	+16	- 5	163	71	61	79
Meats and Meat Products	11	+51	+ 6	4,148	+37	15,465	11	+63	- 5	2,095	51	47	56
Beer	13	+42	+19	379	+ 5	1,215	d	d	d	d	d	d	d
General Hardware	24	+24	+ 9	6,944	+31	23,675	14	+63	+ 3	6,162	151	124	157
Industrial Supplies	20	+37	+14	2,201	+50	9,522	14	+32	+ 3	2,106	157	173	164
Plumbing and Heating Supplies	18	+35	+ 9	1,242	+47	5,438	6	+84	- 1	359	161	119	200
Jewelry	10	-10	+ 4	561	-20	1,849	4	+47	+ 2	813	233	150	247
Optical Goods	4	- 6	+ 6	120	- 2	509	d	d	d	d	d	d	d
Lumber and Building Materials	12	+40	- 8	983	+53	7,197	4	+49	-15	162	50	50	61
Machinery, Eqpt., and Supplies, except Electrical	6	+26	- 3	655	+31	2,669	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	6	+33	- 1	227	+21	858	5	+31	+ 3	333	221	241	211
Paper and its Products	22	+22	- 6	2,683	+33	10,369	13	+26	+ 6	1,048	68	64	59
Petroleum	23	+18	+16	759	+19	2,721	d	d	d	d	d	d	d
Tobacco Products	56	+ 7	+ 3	12,185	+11	43,981	35	+21	- 3	6,084	63	56	66
Leather and Shoe Findings	8	-12	+28	68	-16	306	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1947

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 1947	Percent change from 4 mos. 1946	Four months 1947	Number of firms reporting stocks	Percent change		April 30, 1947	April 1947	April 1946	March 1947
		April 1947 vs. April 1946	April 1947 vs. March 1947	(Add 000)		(Add 000)		April 1947 vs. April 1946	April 1947 vs. March 1947	(Add 000)			
East North Central	517	+ 30	+ 7	$ 83,521	+ 28	$ 340,374	352	+ 69	0	$ 78,594	126	101	135
Automotive Supplies	50	+ 18	+ 2	2,864	+ 20	10,741	37	+ 66	0	2,928	144	99	151
Paints and Varnishes	7	+ 19	+ 1	640	+ 31	2,460	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	6	- 11	+29	216	- 26	866	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 16	+ 4	6,120	+ 10	25,960	16	+ 21	- 5	6,977	149	144	160
Dry Goods	7	- 7	- 4	1,416	+ 4	5,968	6	+ 64	+ 9	1,836	140	78	121
Electrical Group	63	+143	+16	17,352	+122	64,272	59	+198	+ 5	17,619	104	85	117
Dairy and Poultry Products	9	+ 46	-15	556	+ 43	3,273	5	+ 33	+20	48	13	14	11
Fresh Fruits and Vegetables	16	- 7	+23	1,232	- 2	4,240	11	+ 30	+ 2	293	41	31	43
Farm Supplies	6	+ 17	- 4	846	- 4	2,988	d	d	d	d	d	d	d
Furniture and House Furnishings	5	+ 15	+ 6	808	+ 25	3,363	4	+ 77	-17	431	61	42	83
Groceries	108	+ 9	+ 4	17,918	+ 7	71,259	83	+ 45	- 3	21,445	160	121	172
Confectionery	7	+ 1	+ 3	267	+ 7	1,084	d	d	d	d	d	d	d
Meats and Meat Products	15	+ 45	- 5	6,257	+ 51	26,941	12	+ 64	+ 7	3,849	78	72	70
Beer	13	+ 48	+18	580	+ 11	2,031	7	+110	+ 2	130	44	26	47
Wines and Liquors	9	- 20	+18	823	- 29	3,611	9	+ 31	- 4	1,534	186	114	231
General Hardware	15	+ 33	+ 8	7,254	+ 41	31,608	13	+ 74	0	11,057	158	121	169
Industrial Supplies	8	+ 19	- 8	817	+ 35	3,623	5	+ 51	+ 4	283	139	116	137
Plumbing and Heating Supplies	12	+ 41	+ 8	1,135	+ 44	4,195	9	+ 72	+ 1	1,240	185	155	195
Jewelry	14	- 22	-10	767	- 20	2,783	5	+ 7	+13	708	233	133	177
Lumber and Building Materials	12	+ 35	+ 6	1,180	+ 47	4,056	7	+201	+ 7	475	77	36	84
Machinery, Eqpt., and Supplies, except Electrical	10	+ 37	+23	974	+ 34	3,868	6	+ 41	- 3	433	83	80	128
Surgical, Medical Eqpt. Supplies	5	+ 52	+10	563	+ 34	4,397	4	+ 68	+ 6	492	88	80	92
Metals	5	+ 25	+ 1	750	+ 34	2,763	d	d	d	d	d	d	d
Paper and Its Products	22	+ 27	+10	4,742	+ 31	17,334	10	+ 37	- 1	1,423	82	79	95
Tobacco Products	48	+ 2	+ 7	6,163	+ 4	25,367	19	+ 37	- 9	1,441	57	42	66
Leather and Shoe Findings	9	- 18	+16	149	- 15	555	d	d	d	d	d	d	d
West North Central	274	+ 23	- 1	57,141	+ 26	260,166	215	+ 50	- 2	88,718	144	119	150
Automotive Supplies	28	+ 34	+ 9	2,704	+ 23	11,456	22	+ 97	- 3	3,155	238	176	260
Drugs and Sundries (liquor excluded)	16	+ 10	- 4	4,440	+ 9	18,673	14	+ 4	- 1	6,378	168	177	165
Dry Goods	5	- 15	- 6	6,980	+ 5	28,835	5	+ 35	+ 2	12,926	185	116	171
Electrical Group	36	+134	+14	8,953	+116	31,420	37	+203	+ 6	8,722	97	75	105
Fresh Fruits and Vegetables	7	+ 1	-10	369	+ 4	2,175	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+ 18	+16	2,327	+ 48	17,613	d	d	d	d	d	d	d
Groceries	63	+ 9	+ 5	8,799	+ 4	44,581	49	+ 44	-10	13,103	189	136	218
Confectionery	5	+ 11	+ 5	349	+ 12	1,294	5	+ 44	+15	164	47	36	43
Beer	4	+ 62	-11	47	+ 21	1,057	d	d	d	d	d	d	d
General Hardware	16	+ 42	+ 1	10,797	+ 48	40,356	15	+ 48	- 3	15,017	144	139	151
Industrial Supplies	6	+ 34	+ 5	568	+ 27	2,233	d	d	d	d	d	d	d
Plumbing and Heating Supplies	8	+ 23	+ 4	950	+ 47	4,922	5	+ 87	+14	601	152	104	116
Jewelry	4	+ 2	- 4	64	- 5	206	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	+ 42	+ 7	440	+ 54	1,542	d	d	d	d	d	d	d
Paper and Its Products	6	+ 5	- 4	379	+ 16	1,220	d	d	d	d	d	d	d
Tobacco Products	27	+ 11	- 8	2,790	+ 7	8,938	19	+ 61	- 2	1,229	71	50	67
Leather and Shoe Findings	6	- 15	+ 9	81	- 11	289	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1947

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 1947 (Add 000)	Percent change from 4 mos. 1946	Four months 1947 (Add 000)	Number of firms reporting stocks	Percent change		April 30, 1947 (Add 000)	April 1947	April 1946	March 1947
		April 1947 vs. April 1946	April 1947 vs. March 1947					April 1947 vs. April 1946	April 1947 vs. March 1947				
South Atlantic	358	+ 31	+ 1	$45,137	+ 29	$190,999	229	+ 85	+ 6	$43,786	133	98	128
Automotive Supplies	19	+ 11	+ 4	873	+ 8	4,365	13	+112	+ 4	1,025	211	105	207
Clothing and Furnishings, except Shoes	5	- 30	- 5	181	- 26	739	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+ 2	-12	2,252	+ 16	9,626	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	+ 14	- 1	3,894	+ 11	17,728	14	+ 15	- 2	4,985	193	192	196
Dry Goods	9	+ 12	- 1	1,917	+ 13	7,506	6	+111	+15	3,568	267	146	234
Electrical Group	55	+161	+ 9	10,847	+128	41,187	53	+206	+11	12,439	118	101	115
Fresh Fruits and Vegetables	10	- 6	+ 3	690	- 1	2,772	5	0	-10	69	19	17	23
Furniture and House Furnishings	4	+ 43	-16	468	+ 43	2,181	d	d	d	d	d	d	d
Groceries	101	+ 20	- 1	10,432	+ 15	46,621	48	+ 46	- 3	5,980	112	92	118
Confectionery	16	+ 12	- 7	489	+ 19	1,917	9	+ 52	+ 1	342	85	63	78
Meat and Meat Products	5	- 6	-23	968	+ 17	4,512	4	+ 9	-35	467	48	42	28
Beer	6	+ 3	+12	350	- 19	1,273	4	+ 16	- 4	108	41	33	49
General Hardware	22	+ 32	0	3,834	+ 32	15,991	16	+110	+11	4,563	153	98	137
Industrial Supplies	8	+ 75	+ 9	1,049	+ 46	4,111	5	+ 68	+ 1	1,184	133	141	146
Lumber and Building Materials	9	+ 43	+20	1,224	+ 60	3,830	4	+ 90	- 3	640	121	90	157
Machinery, Eqpt., and Supplies, except Electrical	8	+ 43	+20	288	+ 30	1,202	7	+ 75	0	295	172	129	214
Paper and Its Products	7	+ 45	+14	750	+ 29	2,841	d	d	d	d	d	d	d
Tobacco Products	17	+ 11	+11	2,038	+ 6	8,360	10	+ 29	- 5	694	50	44	58
East South Central	139	+ 27	+ 2	21,546	+ 27	88,894	88	+ 69	+ 3	20,637	136	104	134
Drugs and Sundries (liquor excluded)	11	+ 15	- 2	2,536	+ 9	11,068	d	d	d	d	d	d	d
Dry Goods	9	- 13	- 3	1,548	- 2	6,805	5	+ 37	+ 9	1,960	178	123	163
Electrical Group	18	+118	+18	3,313	+ 99	11,582	17	+246	+ 7	3,882	120	76	134
Fresh Fruits and Vegetables	5	- 49	-38	99	- 19	639	d	d	d	d	d	d	d
Groceries	35	+ 17	- 6	4,342	+ 15	17,067	21	+ 69	- 5	3,944	138	96	135
Confectionery	7	+ 19	- 9	285	+ 12	1,353	d	d	d	d	d	d	d
Beer	4	+ 35	+33	69	- 1	268	4	+103	+17	63	91	61	129
General Hardware	13	+ 41	+ 3	4,516	+ 41	15,790	6	+ 94	+ 2	3,502	154	112	152
Tobacco Products	6	+ 18	+24	726	+ 8	2,798	d	d	d	d	d	d	d
West South Central	252	+ 23	+ 1	43,216	+ 24	166,269	183	+ 71	+ 1	51,470	153	111	153
Automotive Supplies	15	+ 9	+10	978	- 1	3,543	11	+121	+ 4	1,347	175	86	181
Drugs and Sundries (liquor excluded)	18	+ 11	- 2	4,428	+ 7	17,272	14	+ 16	- 5	7,039	197	188	203
Dry Goods	5	- 28	0	725	- 20	2,865	4	+ 35	+14	1,013	217	112	194
Electrical Group	42	+149	+18	7,577	+116	24,123	39	+285	+ 6	7,694	103	68	115
Furniture and House Furnishings	4	+ 59	+12	522	+ 42	1,489	d	d	d	d	d	d	d
Groceries	97	+ 13	- 7	13,022	+ 16	52,707	66	+ 48	- 3	12,457	130	99	126
Confectionery	4	+ 19	-21	123	+ 62	570	d	d	d	d	d	d	d
General Hardware	18	+ 28	+ 3	5,148	+ 33	20,754	12	+110	+ 6	7,489	225	133	227
Industrial Supplies	5	+ 27	+ 4	2,600	+ 44	10,893	4	+ 59	+ 5	4,664	264	204	265
Machinery, Eqpt., and Supplies, except Electrical	4	+ 33	- 1	1,411	+ 31	5,494	d	d	d	d	d	d	d
Tobacco Products	12	+ 26	+ 5	1,933	+ 28	5,741	4	- 8	+ 1	381	76	86	79

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1947

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 1947 vs. April 1946	Percent change: April 1947 vs. March 1947	April 1947 (Add 000)	Percent change from 4 mos. 1946	Four months 1947 (Add 000)	Number of firms reporting stocks	Percent change: April 1947 vs. April 1946	Percent change: April 1947 vs. March 1947	April 30, 1947 (Add 000)	April 1947	April 1946	March 1947
Mountain	118	+ 36	+ 4	$16,738	+ 34	$66,663	88	+ 87	+ 3	$19,715	154	112	154
Automotive Supplies	11	+ 28	+ 4	720	+ 31	3,457	5	+ 54	+ 3	344	222	175	275
Drugs and Sundries (liquor excluded)	14	+ 16	- 1	1,960	+ 23	7,288	9	+ 22	- 1	2,902	191	176	188
Electrical Group	15	+147	+ 13	2,910	+111	10,128	14	+285	+ 18	3,670	131	88	125
Groceries	22	+ 11	- 1	2,743	+ 15	12,824	19	+ 48	- 2	4,036	161	120	162
General Hardware	7	+ 41	+ 2	2,033	+ 48	7,260	5	+141	+ 10	2,059	201	109	179
Lumber and Building Materials	4	+120	+ 12	1,642	+ 93	5,587	d	d	d	d	d	d	d
Tobacco Products	9	- 14	- 6	696	- 3	2,156	6	* 87	- 6	273	119	46	104
Pacific	294	+ 21	+ 2	59,217	+ 23	255,005	186	+ 74	+ 2	73,235	177	126	178
Automotive Supplies	60	+ 18	+ 4	3,193	+ 20	12,791	29	+ 57	0	3,225	203	171	211
Clothing and Furnishings, except Shoes	4	+ 16	+ 10	102	+ 9	677	d	d	d	d	d	d	d
Shoes and Other Footwear	7	+ 22	- 6	407	+ 37	1,704	5	+158	+ 12	827	219	105	183
Drugs and Sundries (liquor excluded)	15	- 1	+ 4	5,862	+ 1	21,456	12	+ 3	- 8	7,317	167	159	192
Dry Goods	9	+ 15	- 1	1,908	+ 29	7,038	d	d	d	d	d	d	d
Electrical Group	32	+149	+ 8	10,077	+115	40,320	32	+211	+ 7	14,643	145	116	146
Furniture and House Furnishings	9	+ 1	+ 9	1,635	+ 50	9,688	6	+106	+ 9	4,524	295	146	299
Groceries	39	- 5	- 7	11,775	+ 2	63,543	22	+ 65	+ 7	12,789	183	97	156
Confectionery	4	+ 7	+ 2	62	- 10	752	d	d	d	d	d	d	d
Meats and Meat Products	4	+ 55	+ 12	1,423	+ 46	7,390	4	+ 40	- 4	395	28	31	33
Beer	5	+ 19	+ 17	235	- 16	817	d	d	d	d	d	d	d
General Hardware	12	+ 36	+ 7	6,955	+ 37	28,606	8	+ 78	+ 2	10,001	215	179	228
Industrial Supplies	6	+ 30	- 3	1,995	+ 23	6,056	4	+ 70	0	3,966	228	175	216
Plumbing and Heating Supplies	4	+ 18	+ 4	911	+ 64	3,543	d	d	d	d	d	d	d
Jewelry	6	- 10	+ 9	770	- 14	2,773	5	+ 45	+ 3	2,508	342	217	374
Lumber and Building Materials	11	+ 46	+ 1	1,604	+ 66	5,722	9	+159	+ 19	1,159	100	58	86
Machinery, Eqpt., and Supplies, except Electrical	10	+ 15	- 9	994	+ 36	4,020	6	+ 80	- 2	965	192	111	169
Tobacco Products	22	+ 5	+ 8	2,642	- 1	9,523	11	+ 38	- 2	438	53	40	58
Leather and Shoe Findings	6	+ 14	+ 6	328	+ 10	1,160	d	d	d	d	d	d	d

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) 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.)

MONTHLY

WHOLESALE TRADE REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*
BUREAU OF THE CENSUS
J. C. CAPT, *Director*

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
May 1947

For Release
July 7, 1947

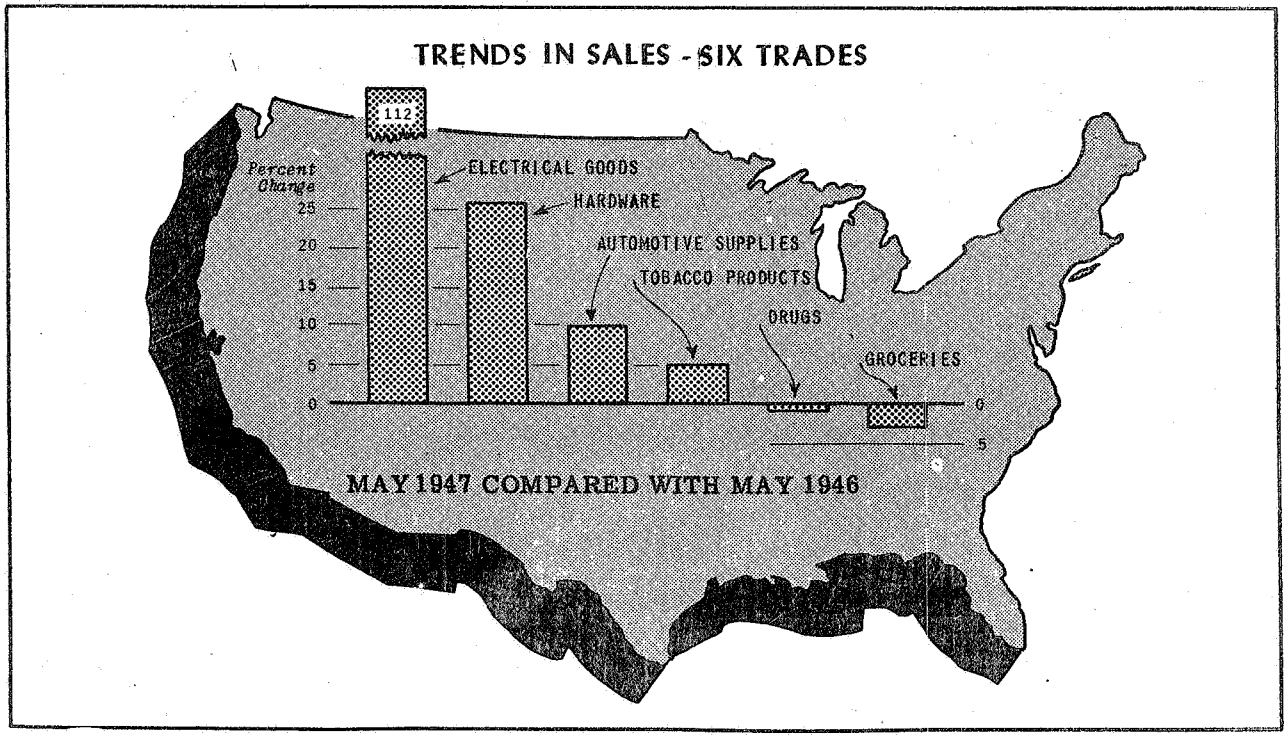
Data contained herein were compiled from confidential reports to the Bureau of the Census by 2,974 merchant wholesalers representing all parts of the country.

May sales were up 19 percent over May of last year but showed little change (down 2 percent) from April of this year. Dollar sales, all trades combined, for the first five months of this year were up 25 percent over the first five months of last year.

Trades showing the largest increase of dollar volume over May of last year included electrical goods, sales up 112 percent; meats, up 66 percent; machinery and equipment, up 39 percent;and lumber and building materials, up 38 percent. Of the 37 trades for which data are shown separately in the accompanying tables, 25 recorded sales increases, 11 reported smaller dollar volume in May compared with a year ago, while one (full-line grocery wholesalers) reported no change.

Inventories, valued at cost, were up 64 percent over May 31 of last year but they registered little or no change from April 30 of this year. Number of days' supply of merchandise on hand has been on the increase for the past two years but it is still below pre-war levels for most lines of trade.

Beginning-of-April accounts receivable derived from sales of merchandise were 49 percent above a year earlier, and up two percent over the beginning of April this year. With accounts receivable increasing at a more rapid rate than dollar sales,the credit period increased from an average of about three weeks in May of last year to three and a half or four weeks this year. The credit period, however, is still considerably shorter than before the war for most lines of trade.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

MAY 1947

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales [c]	SALES—CURRENT MONTH: Percent change May 1947 vs. May 1946	SALES—CURRENT MONTH: Percent change May 1947 vs. April 1947	SALES—CURRENT MONTH: May 1947 (Add 000)	SALES—YEAR-TO-DATE [a]: Percent change From 5 Mos. 1946	SALES—YEAR-TO-DATE [a]: Five months 1947 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change May 1947 vs. May 1946	INVENTORY—END-OF-MONTH (At Cost): Percent change May 1947 vs. April 1947	INVENTORY—END-OF-MONTH (At Cost): May 31, 1947 (Add 000)	STOCK-SALES RATIOS [b]: May 1947	STOCK-SALES RATIOS [b]: May 1946	STOCK-SALES RATIOS [b]: April 1947
UNITED STATES	2,974	+ 19	− 2	$455,263	+ 25	$2,537,626	2,004	+ 64	0	$454,362	136	103	133
Automotive Supplies	245	+ 10	− 4	16,312	+ 14	85,910	148	+ 72	0	14,641	224	140	218
Chemicals (industrial)	15	+ 6	−19	1,513	+ 39	9,443	9	+ 54	+ 9	443	51	39	39
Paints and Varnishes	23	+ 10	+ 4	1,812	+ 53	31,924	12	+ 56	+ 2	1,020	113	79	104
Clothing and Furnishings, except Shoes	29	+ 4	− 6	3,510	+ 22	22,796	12	+ 99	− 1	704	121	62	127
Shoes and Other Footwear	28	+ 1	−16	10,771	+ 21	104,477	18	+ 59	+21	7,135	75	48	52
Drugs and Sundries (liquor excluded)	153	− 1	− 9	35,427	+ 6	191,624	115	+ 10	− 3	47,038	177	160	166
Dry Goods	85	− 14	− 4	20,298	+ 3	108,262	51	+ 39	− 2	28,465	185	116	190
Total Electrical Group	568	+112	0	101,814	+116	397,458	488	+167	+ 5	109,685	114	92	108
Full-line	356	+122	0	81,428	+121	359,573	346	+179	+ 6	94,624	118	94	111
Wiring Supplies, Construction Materials Distributors	127	+ 54	+ 2	7,557	+ 60	21,096	80	+ 98	+ 4	5,732	106	85	104
Appliances and Specialties	85	+ 98	+ 5	12,829	+ 98	16,789	63	+119	+ 5	9,329	88	82	87
Dairy and Poultry Products	23	+ 25	+ 1	2,749	+ 36	24,777	13	− 10	− 7	574	33	45	36
Fresh Fruits and Vegetables	69	− 4	+19	7,425	− 1	34,445	43	+ 25	−13	871	17	13	23
Farm Supplies	17	+ 30	− 9	2,136	+ 24	26,140	11	+ 42	−15	332	65	70	68
Furniture and House Furnishings	48	+ 26	− 2	9,753	+ 41	59,062	29	+ 83	0	10,278	131	89	124
Groceries	576	− 3	− 5	82,587	+ 6	491,361	357	+ 46	− 6	80,013	155	106	156
Full-line wholesalers [d]	329	0	− 4	39,088	+ 6	234,822	206	+ 47	− 6	38,354	152	102	157
Voluntary-group wholesalers	129	− 7	− 6	27,637	+ 5	158,406	89	+ 40	− 6	28,028	163	115	161
Retailer-cooperative warehouses	19	− 2	− 6	5,628	+ 5	30,142	11	+ 87	− 4	4,892	149	85	145
Specialty lines	99	− 3	− 4	10,234	+ 6	67,991	51	+ 38	− 4	8,739	145	105	146
Confectionery	54	+ 9	+ 6	2,269	+ 11	11,142	32	+ 53	+ 3	1,173	72	52	73
Meats and Meat Products	44	+ 66	+11	17,123	+ 69	159,779	36	+ 69	− 3	8,060	64	57	66
Beer	45	+ 17	− 1	1,832	+ 6	9,342	32	+ 78	+10	577	48	33	46
Wines and Liquors	25	− 30	− 2	4,375	− 21	49,604	21	+ 66	− 8	7,656	179	76	192
Liquor Department of Other Trades [e]	45	− 37	−10	7,392	− 31	40,477	45	+ 85	− 9	24,983	338	116	336
Total Hardware Group	250	+ 26	− 4	53,310	+ 37	315,704	169	+ 65	+ 1	70,929	180	138	171
General hardware	118	+ 24	− 6	38,248	+ 36	234,261	88	+ 65	0	54,466	179	136	167
Industrial supplies	68	+ 29	+ 1	9,084	+ 36	52,438	46	+ 50	+ 4	12,061	197	167	199
Plumbing and heating supplies	64	+ 32	+ 3	5,978	+ 46	29,005	35	+113	+ 4	4,402	152	99	153
Jewelry	38	− 24	− 3	2,130	− 19	11,719	20	+ 3	− 5	2,592	234	159	239
Optical Goods	15	− 10	−12	247	− 2	1,286	8	− 10	− 7	125	142	134	123
Lumber and Building Materials	59	+ 38	− 9	8,544	+ 61	44,441	31	+135	+ 2	3,802	85	48	75
Machinery, Eqpt., and Supplies, except Electrical	53	+ 39	+ 5	5,468	+ 35	28,912	37	+ 46	+ 2	6,238	151	149	154
Surgical, Medical, Eqpt, Supplies	21	+ 35	− 4	2,251	+ 31	10,725	16	+ 52	+ 2	2,238	111	101	105
Metals	20	+ 4	− 8	3,116	+ 20	20,164	12	+ 61	+ 6	4,191	206	136	177
Paper and Its Products	70	+ 11	− 3	9,028	+ 24	47,544	35	+ 33	+ 4	4,576	110	100	102
Petroleum	29	+ 13	− 3	952	+ 18	4,560	27	+ 26	+ 5	601	69	62	63
Tobacco Products	273	+ 5	+ 5	36,289	+ 6	155,796	149	+ 19	+ 1	11,500	53	48	56
Leather and Shoe Findings	33	− 9	− 2	676	− 5	3,561	15	+ 33	0	1,029	303	221	302
Miscellaneous	21	+ 71	+ 7	4,154	+ 24	35,191	12	+ 60	+33	2,393	88	97	69

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the Wholesale Drug Trade.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MAY 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		May 1947	May 1946	April 1947	May 1947 vs. May 1946	May 1947 vs. April 1947	May 1 1947 (Add 000)
UNITED STATES	2,291	112	126	109	+ 49	+ 2	$330,475
Automotive Supplies	182	93	100	93	+ 28	+ 4	9,183
Chemicals (industrial)	14	83	94	87	+ 40	+ 3	1,983
Paints and Varnishes	21	80	86	81	+ 31	+ 7	1,615
Clothing and Furnishings, except Shoes	25	103	123	107	+ 26	- 4	3,378
Shoes and Other Footwear	25	76	89	77	+ 31	- 3	16,158
Drugs and Sundries (liquor excluded)	75	107	116	107	+ 9	- 2	14,267
Dry Goods	76	75	94	74	+ 19	- 4	25,098
Total Electrical Group	518	96	100	93	+142	+ 8	98,817
Full-line	342	93	97	91	+151	+ 9	82,878
Wiring Supplies, Construction Materials Distributors	106	94	95	89	+ 75	+ 4	6,964
Appliances and Specialties	70	118	129	112	+131	+ 3	8,975
Dairy and Poultry Products	16	209	226	204	+ 21	- 4	796
Fresh Fruits and Vegetables	51	200	220	190	+ 4	+ 8	1,747
Farm Supplies	12	165	161	152	+ 49	- 6	772
Furniture and House Furnishings	40	89	118	94	+ 69	+ 4	9,617
Groceries	425	189	184	167	+ 10	- 5	39,263
Full-line wholesalers [b]	240	175	191	177	+ 10	- 4	17,491
Voluntary-group wholesalers	95	234	176	167	+ 8	- 2	13,209
Retailer-cooperative warehouses	14	232	277	238	+ 15	- 6	2,079
Specialty lines	76	122	152	121	+ 16	- 12	6,484
Confectionery	25	148	149	150	+ 15	- 2	583
Meats and Meat Products	41	282	275	263	+149	- 5	5,246
Beer	18	179	187	170	+ 10	- 4	433
Wines and Liquors	18	214	201	169	- 39	- 22	1,112
Total Hardware Group	228	96	108	93	+ 48	+ 4	51,912
General hardware	111	98	113	95	+ 48	+ 3	37,987
Industrial Supplies	58	91	99	92	+ 46	+ 6	7,846
Plumbing and Heating supplies	59	84	93	84	+ 48	+ 5	6,079
Jewelry	30	68	81	70	- 11	+ 1	2,285
Optical Goods	12	99	94	91	- 4	- 3	279
Lumber and Building Materials	54	110	128	109	+ 80	+ 4	7,903
Machinery, Equipment, and Supplies, except Electrical	40	77	86	75	+ 51	+ 7	5,397
Surgical, Medical, Eqpt. Supplies	21	57	60	61	+ 49	+ 7	3,739
Metals	19	99	107	105	+ 18	- 6	3,086
Paper and Its Products	61	99	101	98	+ 32	+ 1	8,557
Petroleum	26	118	133	119	+ 38	+ 5	684
Tobacco Products	173	195	211	206	+ 13	+ 8	12,432
Leather and Shoe Findings	20	78	96	80	+ 20	+ 5	686
Miscellaneous	25	130	151	123	+ 70	- 11	3,447

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1947

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 1947 vs. May 1946	Percent change: May 1947 vs. April 1947	May 1947 (Add 000)	Percent change from 5 mos. 1946	Five Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: May 1947 vs. May 1946	Percent change: May 1947 vs. April 1947	May 31, 1947 (Add 000)	May 1947	May 1946	April 1947
New England	203	+ 14	- 2	$21,844	+ 22	$111,611	131	+ 56	0	$19,078	128	103	123
Automotive Supplies	7	+ 3	+42	452	+ 17	2,325	d	d	d	d	d	d	d
Shoes and Other Footwear	4	- 29	-28	580	+ 4	3,189	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	9	- 3	- 8	1,715	+ 3	10,194	8	+ 11	+ 1	2,470	171	147	153
Dry Goods	4	- 35	+ 2	176	- 21	1,072	4	+115	- 1	239	136	41	139
Full-line Electrical	30	+ 99	-10	4,687	+112	24,277	30	+151	- 1	5,474	117	93	104
Electrical Wiring Supplies, Construction Materials Distributors	15	+ 46	-10	548	+ 46	1,242	7	+ 59	- 4	266	129	123	105
Electrical Appliances and Specialties	6	+166	+24	450	+166	450	6	+140	- 7	412	92	102	122
Fresh Fruits and Vegetables	8	- 17	+31	483	- 18	1,774	6	- 33	-43	16	5	6	12
Groceries	25	- 7	+ 4	3,620	- 3	19,472	11	+ 34	- 5	2,103	148	100	163
Industrial Supplies	9	+ 11	+ 4	783	+ 22	3,587	7	+ 50	+ 7	1,999	282	207	276
Plumbing and Heating Supplies	7	+ 43	- 3	304	+ 49	1,451	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	+ 15	+ 4	442	+ 9	1,748	4	+ 25	+ 7	488	258	195	254
Metals	4	+ 13	+ 5	98	+ 38	1,647	d	d	d	d	d	d	d
Paper and Its Products	5	+ 9	-11	278	+ 21	1,522	4	+ 18	- 1	248	155	149	149
Tobacco Products	25	- 6	+ 5	2,931	- 3	11,837	8	+ 11	0	332	42	41	46
Middle Atlantic	625	+ 12	- 1	96,135	+ 15	494,657	391	+ 54	- 4	69,875	109	86	116
Automotive Supplies	39	+ 1	- 3	1,005	+ 10	5,351	31	+ 73	- 2	1,420	208	123	202
Paints and Varnishes	4	+ 17	+ 3	128	+ 14	509	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	9	+ 22	- 5	2,936	+ 42	17,915	d	d	d	d	d	d	d
Shoes and Other Footwear	7	- 9	- 6	903	- 9	4,816	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	20	+ 1	- 7	5,941	+ 4	31,319	14	- 1	- 6	5,473	143	148	142
Dry Goods	32	- 12	-12	5,039	+ 10	31,039	16	+ 52	- 9	4,582	149	103	167
Full-line Electrical	55	+120	+ 6	13,481	+129	57,194	52	+158	0	13,233	99	86	105
Electrical Wiring Supplies, Construction Materials Distributors	30	+ 31	- 9	1,136	+ 46	3,452	19	+ 52	+ 1	995	113	98	101
Electrical Appliances and Specialties	17	+127	+11	6,220	+121	7,254	11	+212	+ 2	3,106	65	50	68
Dairy and Poultry Products	6	+ 5	+ 1	891	+ 34	14,454	4	- 12	+ 3	201	45	60	42
Fresh Fruits and Vegetables	19	- 17	+ 7	1,610	- 9	7,456	12	+ 16	+ 7	92	12	9	13
Furniture and House Furnishings	14	+ 19	- 2	1,904	+ 31	9,401	8	+ 11	+ 5	391	75	70	65
Groceries	85	- 16	- 6	14,843	- 1	82,566	39	+ 29	-11	8,972	141	101	154
Confectionery	9	+ 11	+18	618	+ 8	2,033	5	+ 65	+ 2	168	65	42	69
Meats and Meat Products	10	+ 16	- 8	2,188	+ 34	17,653	10	+ 71	+12	1,344	61	41	50
Beer	11	+ 49	+12	370	+ 13	1,585	9	+ 30	+21	114	32	37	29
General Hardware	25	+ 16	- 5	6,915	+ 27	30,872	16	+ 59	- 2	6,840	155	122	154
Industrial Supplies	24	+ 28	- 6	2,312	+ 46	12,429	17	+ 28	- 1	2,202	139	146	142
Plumbing and Heating Supplies	17	+ 25	+ 2	1,266	+ 42	7,122	5	+ 78	- 3	349	147	120	161
Jewelry	10	- 31	- 5	680	- 23	2,564	5	- 5	- 6	1,280	254	184	265
Optical Goods	4	- 1	- 8	135	0	675	d	d	d	d	d	d	d
Lumber and Building Materials	14	+ 5	-17	1,756	+ 38	10,475	6	+ 46	+ 5	625	52	34	39
Machinery, Eqpt., and Supplies, except Electrical	6	+ 11	- 6	644	+ 25	3,392	4	+ 22	0	974	169	173	159
Surgical, Medical Equipment and Supplies	7	+ 14	+ 6	257	+ 19	1,130	6	+ 30	+ 2	359	191	178	212
Paper and Its Products	23	+ 25	+ 5	2,533	+ 31	13,012	12	+ 40	+13	911	72	65	66
Petroleum	23	+ 10	- 5	722	+ 17	3,443	d	d	d	d	d	d	d
Tobacco Products	74	+ 11	+ 9	15,528	+ 11	59,747	43	+ 15	- 2	6,329	55	53	62
Leather and Shoe Findings	9	- 8	+ 5	104	- 15	415	4	+ 25	-11	85	129	96	146

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1947

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 1947 (Add 000)	Percent change from 5 mos. 1946	Five months 1947 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1947 (Add 000)	May 1947	May 1946	April 1947
		May 1947 vs. May 1946	May 1947 vs. April 1947					May 1947 vs. May 1946	May 1947 vs. April 1947				
East North Central	589	+ 24	- 2	$ 86,918	+ 27	$ 442,885	411	+ 69	0	$ 82,105	129	98	125
Automotive Supplies	47	+ 12	- 4	1,911	+ 19	12,680	37	+ 62	- 1	2,467	195	119	187
Paints and Varnishes	7	+ 17	- 7	595	+ 28	3,055	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	5	- 33	- 9	145	- 27	1,011	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	24	+ 3	- 9	6,207	+ 8	33,428	17	+ 19	- 2	6,958	161	136	147
Dry Goods	8	- 22	- 6	1,498	- 3	7,641	7	+ 95	- 1	2,201	155	61	149
Full-line Electrical	63	+125	- 1	17,503	+123	81,169	60	+178	+10	19,646	115	95	104
Electrical Wiring Supplies, Construction Materials Distributors	31	+ 33	+ 4	1,566	+ 40	3,549	22	+ 95	+ 1	1,588	128	85	130
Electrical Appliances and Specialties	19	+ 98	+ 5	1,912	+ 96	2,242	12	+ 73	+ 8	912	69	81	67
Dairy and Poultry Products	11	+ 54	- 1	1,014	+ 44	4,558	6	- 11	- 2	58	12	17	13
Fresh Fruits and Vegetables	14	- 4	+20	991	- 2	5,250	8	+ 53	-16	135	26	19	37
Farm Supplies	5	+ 1	- 6	781	- 3	3,769	d	d	d	d	d	d	d
Furniture and House Furnishings	5	+ 9	0	810	+ 21	4,235	4	+ 49	+ 2	440	67	48	61
Groceries	108	- 1	- 4	14,940	+ 6	88,967	82	+ 43	- 7	16,507	148	105	155
Confectionery	6	- 6	+ 6	162	+ 5	1,246	d	d	d	d	d	d	d
Meats and Meat Products	13	+ 57	+14	6,841	+ 52	33,782	10	+ 56	- 6	3,531	75	66	80
Beer	11	+ 56	+10	520	+ 18	2,572	d	d	d	d	d	d	d
Wines and Liquors	8	- 31	0	614	- 28	4,476	8	+47	- 7	1,084	177	83	191
General hardware	18	+ 26	- 6	8,706	+ 39	43,958	14	+ 65	0	13,928	174	134	164
Industrial supplies	9	+ 13	- 5	619	+ 31	4,603	6	+ 49	+ 6	419	150	105	143
Plumbing and heating supplies	14	+ 25	- 1	1,088	+ 39	5,554	12	+ 93	+ 2	1,743	183	117	178
Jewelry	13	- 17	- 1	743	- 20	3,526	5	+ 10	- 5	673	228	133	234
Lumber and Building Materials	13	+ 47	-10	1,781	+ 48	5,893	7	+236	+ 5	491	80	34	76
Machinery, Eqpt., and Supplies, except Electrical	11	+ 20	-11	1,004	+ 33	5,111	8	+ 47	+ 6	611	103	97	85
Surgical, Medical Eqpt. Supplies	6	+ 41	- 7	1,619	+ 39	7,459	6	+ 63	+ 2	1,539	95	83	87
Metals	4	+ 12	-12	597	+ 30	3,360	d	d	d	d	d	d	d
Paper and Its Products	22	+ 5	- 6	4,523	+ 24	21,857	13	+ 42	+ 3	1,636	95	88	88
Tobacco Products	71	+ 3	+ 3	6,585	+ 4	33,447	34	+ 19	+ 4	1,469	57	51	58
Leather and Shoe Findings	8	- 5	+10	123	- 13	694	d	d	d	d	d	d	d
West North Central	288	+ 13	- 7	51,281	+ 25	329,469	225	+ 52	+ 3	71,052	160	119	145
Drugs and Sundries (liquor excluded)	16	+ 1	- 8	4,300	+ 7	23,455	15	+ 2	- 4	6,516	173	171	166
Dry Goods	5	- 17	+ 4	7,293	- 1	36,500	5	+ 24	- 2	12,709	174	117	185
Full-line Electrical	34	+126	- 5	8,222	+121	37,351	33	+187	+ 9	9,203	114	91	99
Electrical Wiring Supplies, Construction Materials Distributors	8	+ 41	- 4	758	+ 41	2,569	5	+184	+11	455	169	71	122
Electrical Appliances and Specialties	11	+ 50	-17	1,005	+ 88	1,828	9	+ 83	+ 7	1,166	124	103	95
Fresh Fruits and Vegetables	6	+ 7	+23	423	+ 5	2,941	d	d	d	d	d	d	d
Furniture and House Furnishings	5	+ 19	- 2	2,372	+ 52	22,861	4	+ 73	- 4	2,081	90	62	91
Groceries	63	+ 0	-13	8,701	+ 6	58,615	47	+ 47	0	15,142	216	148	190
Confectionery	4	+ 11	+ 7	292	+ 12	1,586	4	+ 62	+12	178	61	42	58
Beer	5	+129	+ 7	80	+ 40	1,493	d	d	d	d	d	d	d
General hardware	15	+ 15	-22	5,399	+ 44	48,405	15	+ 43	+ 5	9,716	180	144	152
Industrial supplies	6	+ 17	-10	471	+ 24	2,848	d	d	d	d	dd	d	d
Plumbing and heating supplies	13	+ 56	+16	1,655	+ 49	6,679	9	+125	+ 8	1,201	121	86	138
Paper and Its Products	5	- 7	- 6	266	+ 11	1,486	d	d	d	d	d	d	d
Tobacco Products	23	+ 10	+ 7	2,187	+ 8	11,563	14	+ 60	+21	1,078	72	51	64
Leather and Shoe Findings	4	- 16	+10	69	- 12	358	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

May 1947

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 1947 vs. May 1946	Percent change: May 1947 vs. April 1947	May 1947 (Add 000)	Percent change from 5 mos. 1946	Five Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: May 1947 vs. May 1946	Percent change: May 1947 vs. April 1947	May 31, 1947 (Add 000)	May 1947	May 1946	April 1947
South Atlantic	396	+ 31	0	$51,142	+ 29	$248,147	258	+ 76	- 1	$49,112	125	98	127
Automotive Supplies	18	+ 32	- 8	1,309	+ 10	5,811	10	+ 83	- 3	998	202	118	214
Paints and Varnishes	4	+ 19	+ 8	345	+ 13	1,314	4	+ 53	+ 6	290	84	65	85
Clothing and Furnishings, except Shoes	5	- 32	- 2	177	- 27	916	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+ 11	- 3	2,189	+ 15	11,815	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	26	+ 1	- 9	4,154	+ 9	22,709	18	+ 14	- 2	6,163	211	185	195
Dry Goods	10	+ 5	- 6	1,838	+ 11	9,344	6	+ 89	+ 7	3,816	305	181	267
Full-line Electrical	54	+142	+ 4	11,237	+132	48,762	53	+188	+ 3	12,885	116	98	118
Electrical Wiring Supplies, Construction Materials Distributors	15	+120	+20	1,886	+118	6,432	9	+161	+ 4	1,184	71	61	83
Electrical Appliances and Specialties	15	+ 76	- 8	1,247	+ 69	1,399	12	+135	+15	1,422	116	89	93
Fresh Fruits and Vegetables	8	- 2	+ 7	662	- 1	3,453	5	+ 37	- 3	70	19	12	19
Furniture and House Furnishings	5	+ 6	- 9	521	+ 34	2,702	d	d	d	d	d	d	d
Groceries	103	+ 13	- 1	10,759	+ 15	58,530	51	+ 44	- 7	6,415	114	87	118
Confectionery	16	+ 12	- 1	480	+ 17	2,397	8	+ 70	+ 6	358	92	61	86
Meats and Meat Products	5	+ 61	+25	1,208	+ 24	5,720	4	+ 26	+ 7	502	42	53	48
Beer	7	- 29	-26	467	- 22	1,740	4	+ 18	+ 5	113	48	29	41
General Hardware	20	+ 37	+ 4	2,984	+ 33	20,231	17	+ 76	+ 4	4,128	147	114	155
Industrial Supplies	8	+ 85	+11	1,139	+ 53	5,270	5	+ 63	+ 6	1,249	130	149	136
Lumber and Building Materials	9	+ 36	- 1	1,214	+ 54	5,044	4	+102	- 1	632	111	79	120
Machinery, Eqpt., and Supplies, except Electrical	11	+ 26	- 4	403	+ 28	1,681	9	+ 52	+ 3	431	173	144	169
Paper and Its Products	6	+ 38	- 1	652	+ 31	3,587	d	d	d	d	d	d	d
Tobacco Products	20	- 2	- 4	3,254	+ 4	12,144	14	+ 12	- 4	931	33	29	33
East South Central	142	+ 28	+ 2	20,769	+ 28	110,768	92	+ 58	- 3	18,642	122	101	126
Drugs and Sundries (liquor excluded)	15	- 2	- 9	2,710	+ 7	13,867	11	+ 11	- 3	3,671	169	148	159
Dry Goods	9	- 18	- 8	1,425	- 6	8,230	5	+ 15	0	1,963	192	162	178
Full-line Electrical	21	+129	+ 9	3,996	+107	15,537	19	+170	0	3,997	102	87	112
Electrical Wiring Supplies, Construction Materials Distributors	7	+112	+ 7	490	+101	740	5	+162	+ 1	338	75	65	81
Fresh Fruits and Vegetables	5	+ 20	+158	292	- 12	951	d	d	d	d	d	d	d
Groceries	28	+ 5	0	3,367	+ 14	20,926	15	+ 63	- 6	2,820	130	85	139
Confectionery	5	+ 28	+12	299	+ 14	1,652	d	d	d	d	d	d	d
Meats and Meat Products	4	+ 87	+17	1,408	+ 73	6,422	d	d	d	d	d	d	d
Beer	5	+ 79	+12	109	+ 17	401	5	+103	-10	81	74	66	93
General Hardware	7	+ 60	+ 1	2,287	+ 43	18,077	4	+ 73	- 4	2,433	139	124	146
Lumber and Building Materials	4	+147	+ 7	754	+183	3,252	d	d	d	d	d	d	d
Tobacco Products	8	- 15	-13	901	+ 2	3,699	4	+ 11	+ 1	294	42	32	35
West South Central	261	+ 19	- 1	43,174	+ 24	212,260	192	+ 65	- 2	53,403	149	110	153
Automotive Supplies	14	+ 5	- 2	946	0	4,600	11	+ 88	+ 2	1,677	189	108	183
Drugs and Sundries (liquor excluded)	18	- 3	-12	3,917	+ 5	21,425	13	+ 21	0	6,906	213	178	196
Dry Goods	6	- 34	+ 5	999	- 24	3,864	5	+ 23	- 2	1,787	236	130	264
Full-line Electrical	39	+114	- 5	7,137	+118	30,729	39	+180	+ 3	7,893	111	84	103
Electrical Wiring Supplies, Construction Materials Distributors	8	+ 86	0	552	+ 54	1,044	5	+ 16	-15	169	58	115	65
Electrical Appliances and Specialties	5	+ 83	+10	778	+ 69	817	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+ 30	+ 9	830	+ 35	2,597	d	d	d	d	d	d	d
Groceries	95	+ 1	- 4	12,373	+ 13	65,080	64	+ 47	- 8	11,478	126	88	131
Confectionery	4	+ 7	-10	111	+ 50	681	d	d	d	d	d	d	d
General Hardware	15	+ 22	+ 3	3,752	+ 31	24,927	11	+ 96	0	6,959	214	134	228
Industrial Supplies	5	+ 29	+10	3,007	+ 40	13,900	4	+ 61	+ 5	5,199	242	180	261
Machinery, Eqpt., and Supplies, except Electrical	5	+101	+17	1,843	+ 42	7,500	4	+ 52	0	2,382	141	185	162
Tobacco Products	15	+ 12	+ 4	977	+ 26	7,064	7	+ 12	+ 2	202	60	62	63

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

May 1947

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 1947 (Add 000)	Percent change from 5 mos. 1946	Five Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		May 31, 1947 (Add 000)	May 1947	May 1946	April 1947
		May 1947 vs. May 1946	May 1947 vs. April 1947					May 1947 vs. May 1946	May 1947 vs. April 1947				
Mountain	133	+ 30	- 1	$16,991	+ 33	$84,399	96	+ 92	- 1	$21,107	164	111	162
Automotive Supplies	11	+ 10	- 5	681	+ 27	4,162	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	11	+ 14	- 6	1,250	+ 22	8,538	8	+ 26	- 2	1,931	196	184	190
Full-line Electrical	14	+140	+ 8	3,007	+128	12,359	14	+277	+ 8	3,955	132	84	131
Electrical Wiring Supplies, Construction Materials Distributors	4	+ 31	- 6	189	+ 20	642	d	d	d	d	d	d	d
Electrical Appliances and Specialties	5	+ 62	+11	598	+ 59	1,085	d	d	d	d	d	d	d
Groceries	28	- 6	- 5	3,559	+ 10	16,331	25	+ 66	- 6	7,257	224	125	225
General Hardware	4	+ 35	+ 3	1,718	+ 45	9,007	d	d	d	d	d	d	d
Lumber and Building Materials	4	+105	- 7	1,528	+ 92	7,398	d	d	d	d	d	d	d
Tobacco Products	13	+ 1	+ 4	784	- 2	2,940	8	+ 3	+ 3	276	77	71	87
Pacific	320	+ 19	- 5	57,457	+ 21	327,568	207	+ 74	+ 1	67,517	174	124	159
Automotive Supplies	61	+ 9	- 5	2,930	+ 18	15,937	28	+ 58	+ 2	3,560	251	196	225
Clothing and Furnishings, except Shoes	6	- 42	+ 3	162	- 6	909	d	d	d	d	d	d	d
Shoes and Other Footwear	6	0	-11	325	+ 29	2,029	4	+147	+ 3	757	256	104	218
Drugs and Sundries (liquor excluded)	14	- 9	-10	5,233	- 1	26,689	11	+ 2	- 5	6,950	177	161	167
Dry Goods	8	+ 3	-11	1,683	+ 23	8,767	d	d	d	d	d	d	d
Full-line Electrical	46	+109	- 5	12,158	+111	52,195	46	+184	+ 8	18,338	151	111	133
Electrical Wiring Supplies, Construction Materials Distributors	9	+ 3	-11	434	+ 29	1,426	7	+ 93	+27	696	189	98	132
Electrical Appliances and Specialties	4	+ 20	- 4	213	+ 93	1,308	4	+115	+11	419	197	110	170
Fresh Fruits and Vegetables	5	+ 2	+ 8	1,073	+ 18	5,464	d	d	d	d	d	d	d
Furniture and House Furnishings	10	+ 53	- 4	2,640	+ 49	13,538	7	+111	0	5,139	207	151	193
Groceries	41	- 3	- 5	10,425	+ 1	80,874	23	+ 50	- 5	9,319	165	101	161
Confectionery	5	- 16	- 4	184	- 11	936	4	+ 35	-10	93	51	32	55
Meats and Meat Products	5	+113	+28	3,100	+ 61	10,490	4	+ 21	- 2	386	29	38	28
General Hardware	11	+ 22	- 8	6,114	+ 33	36,696	7	+ 85	- 3	8,944	228	189	213
Industrial Supplies	4	- 2	-31	249	+ 20	6,729	d	d	d	d	d	d	d
Plumbing and Heating Supplies	5	+ 24	- 4	984	+ 53	4,717	d	d	d	d	d	d	d
Jewelry	4	- 26	+ 5	204	- 15	2,977	d	d	d	d	d	d	d
Lumber and Building Materials	10	+ 6	- 7	1,225	+ 51	6,945	8	+201	+ 3	1,107	131	62	123
Machinery, Eqpt., and Supplies, except Electrical	9	+ 27	+13	729	+ 35	4,749	5	+ 73	- 1	808	184	115	190
Tobacco Products	24	+ 7	+ 5	3,142	- 3	13,355	14	+ 37	+ 4	589	53	37	52
Leather and Shoe Findings	6	- 9	-10	294	+ 5	1,454	d	d	d	d	d	d	d

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales.
(including any direct shipments and consignment business) 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.)

MONTHLY

WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*

BUREAU OF THE CENSUS
J. C. CAPT, *Director*

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
JUNE 1947

For Release
August 4, 1947

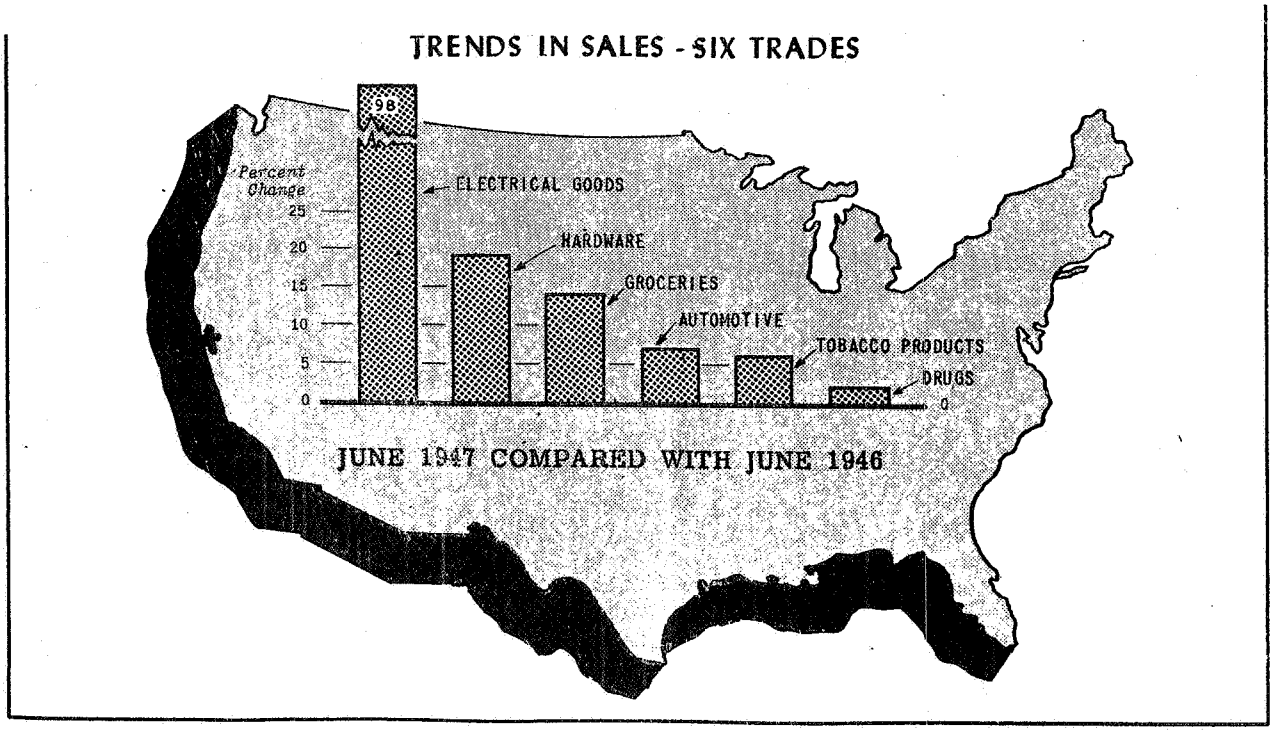
Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,947 merchant wholesalers representing all parts of the country.

June sales were up 22 percent over June of last year but they showed little change from May of this year, off one percent. Dollar sales, all trades combined, for the first half of this year were up 24 percent over the six months of last year.

Trades showing the largest increase in dollar volume over the first half of 1946 included electrical goods, up 110 percent; meats 77 percent; lumber and building materials 58 percent; and paints 50 percent. Of the 39 trades for which data are shown separately in the accompanying tables, 30 recorded sales increases over the first half of last year, one — dry goods -- recorded no change, and seven reported decreases. Comparisons are not available in the case of "refrigeration equipment, parts (commercial)", a classification shown in this issue for the first time.

Inventories, valued at cost, were up 64 percent over June 30 of last year, but they registered little change from May 31 of this year. It might be pointed out that the large inventory accumulations since June of last year occurred during the period September through January. Since January of this year, the increase in dollar inventories has, for the most part, reflected increases in prices.

Beginning-of-June accounts receivable derived from sales of merchandise were 38 percent above a year earlier, but they were off slightly (1 percent) from May 1 of this year. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is increasing. It is still considerably short of pre-war, however, for most lines of trade.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

40562

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JUNE 1947

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 1947 vs June 1946	Percent change: June 1947 vs. May 1947	June 1947 (Add 000)	Percent change From 6 Mos. 1946	Six Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: June 1947 vs. June 1946	Percent change: June 1947 vs. May 1947	June 30, 1947 (Add 000)	June 1947	June 1946	May 1947
UNITED STATES	2,947	+ 22	- 1	$446,414	+24	$3,093,585	1,863	+ 64	+ 1	$386,438	134	106	133
Automotive Supplies	210	+ 7	- 2	11,108	+13	99,143	144	+ 73	+ 2	14,705	225	140	218
Chemicals (industrial)	13	+ 4	+ 2	833	+34	10,498	9	+ 34	+ 3	723	141	103	134
Paints and Varnishes	23	+ 6	-12	1,655	+50	40,059	13	+ 71	+ 7	1,104	126	85	108
Clothing and Furnishings, except Shoes	31	+ 12	-10	3,999	+19	27,840	11	+138	+ 8	753	166	64	129
Shoes and Other Footwear	28	+ 14	-15	19,980	+21	137,669	18	+ 88	+27	8,626	101	55	71
Drugs and Sundries...(liquor excluded)	149	+ 2	- 3	33,630	+ 5	228,207	52	+ 10	- 3	20,193	218	207	217
Dry Goods	77	- 18	- 5	17,068	0	125,638	45	+ 40	+ 1	27,491	222	128	205
Coal	9	+ 50	- 5	2,828	+46	27,999	5	+ 49	+41	2,162	107	126	74
Total Electrical Group	550	+ 98	+ 2	99,164	+110	503,974	465	+144	+ 4	102,974	120	102	118
Full-line	350	+107	+ 3	83,738	+118	446,916	337	+153	+ 4	90,208	121	104	121
Wiring Supplies, Construction Materials Distributors	121	+ 35	- 3	5,483	+51	27,990	74	+ 76	0	4,608	135	105	131
Appliances and Specialties	79	+ 73	- 2	9,943	+85	29,068	54	+108	+ 6	8,158	101	88	92
Dairy and Poultry Products	23	+ 19	+ 1	2,383	+38	30,849	13	+ 23	+46	662	41	40	29
Fresh Fruits and Vegetables	69	- 4	- 5	7,917	- 1	43,242	41	+ 6	- 8	748	16	14	16
Farm Supplies	17	+ 36	- 6	3,046	+25	29,886	8	+ 30	+ 9	486	74	79	73
Furniture and House Furnishings	44	+ 29	- 6	7,605	+39	69,552	27	+ 52	- 3	5,389	87	76	89
Refrigeration Eqpt., Parts (commercial)	33	+ 34	+ 5	2,183	(f)	(f)	28	+ 65	- 3	3,433	165	135	179
Groceries	528	+ 14	+ 8	82,487	+ 7	588,566	317	+ 42	- 5	65,483	131	106	148
Full-line wholesalers[d]	294	+ 17	+ 6	39,613	+ 7	281,169	176	+ 47	- 6	35,822	139	109	157
Voluntary-group wholesalers	118	+ 13	+10	25,933	+ 6	189,867	78	+ 25	- 7	16,799	115	108	138
Retailer-cooperative warehouses	19	+ 17	+14	6,432	+ 7	36,788	12	+ 83	0	4,963	140	101	148
Specialty lines	97	+ 5	+ 5	10,509	+ 5	80,722	51	+ 45	0	7,879	127	93	134
Confectionery	54	+ 4	-13	1,900	+10	13,137	29	+ 43	- 6	935	76	58	74
Meats and Meat Products	41	+ 86	+ 2	16,659	+77	195,251	34	+ 99	- 1	8,505	60	56	64
Beer	46	+ 39	+ 4	1,880	+12	11,626	36	+ 96	- 7	629	40	28	45
Wines and Liquors	21	- 17	- 3	3,240	-22	57,113	18	+ 63	- 6	5,965	176	90	182
Liquor Department of other Trades[e]	46	- 39	- 5	7,204	-33	48,260	(g)	(g)	(g)	(g)	(g)	(g)	(g)
Total Hardware Group	241	+ 19	- 6	50,487	+34	377,727	154	+ 60	0	70,353	208	154	194
General hardware	116	+ 15	- 6	36,992	+33	279,881	82	+ 60	0	56,215	211	153	197
Industrial supplies	60	+ 23	- 5	7,846	+32	62,676	36	+ 50	0	9,972	225	182	204
Plumbing and heating supplies	65	+ 38	- 4	5,649	+45	35,170	36	+100	- 2	4,166	149	112	149
Jewelry	126	- 29	-12	4,266	-22	16,615	70	0	+ 1	7,317	259	180	230
Optical Goods	16	- 13	+ 4	266	- 4	1,563	9	- 24	-12	115	111	133	140
Lumber and Building Materials	59	+ 53	0	7,791	+58	54,117	32	+108	- 2	3,804	82	60	90
Machinery, Eqpt., and Supplies, except Electrical	45	+ 15	-13	4,569	+33	34,940	30	+ 45	- 3	5,769	168	132	147
Surgical, Medical, Eqpt. Supplies	18	+ 32	+ 5	2,109	+30	13,272	13	+ 42	+ 3	2,804	115	109	103
Metals	18	- 2	- 2	2,360	+16	24,485	11	+ 63	+ 2	3,761	201	116	200
Paper and Its Products	67	+ 12	+ 4	8,638	+22	56,517	33	+ 42	+ 3	4,296	107	96	113
Petroleum	26	+ 18	+ 9	926	+18	5,486	24	+ 47	- 1	570	68	56	75
Tobacco Products	269	+ 6	- 2	35,513	+ 6	199,857	138	+ 29	+ 5	11,938	57	47	54
Leather and Shoe Findings	36	- 13	- 5	693	- 6	4,264	16	+ 40	- 1	1,173	383	216	341
Miscellaneous	14	- 7	-17	1,847	- 1	14,050	20	+ 47	- 6	4,287	249	95	228

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business 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 Not available.
g Insufficient data to show separately.

4062

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		June 1947	June 1946	May 1947	June 1947 vs. June 1946	June 1947 vs. May 1947	June 1 1947 (Add 000)
UNITED STATES	2,226	112	119	111	+ 38	- 1	$289,856
Automotive Supplies	167	88	97	91	+ 21	- 2	8,419
Chemicals (industrial)	13	86	91	82	+ 10	-15	959
Paints and Varnishes	21	80	83	82	+ 33	- 1	1,653
Clothing and Furnishings, except Shoes	26	101	105	103	+ 16	0	4,273
Shoes and Other Footwear	24	81	89	79	+ 27	- 9	14,107
Drugs and Sundries (liquor excluded)	73	109	104	108	- 6	- 6	12,325
Dry Goods	68	72	82	74	+ 7	- 1	22,444
Coal	9	121	111	119	+121	+ 8	2,527
Total Electrical Group	453	97	97	98	+134	+ 1	70,825
Full-line	284	95	97	96	+156	+ 1	57,406
Wiring Supplies, Construction Materials Distributors	101	81	90	85	+ 66	+ 7	5,704
Appliances and Specialties	68	125	103	118	+ 72	- 4	7,515
Dairy and Poultry Products	17	185	209	193	+ 23	+ 4	851
Fresh Fruits and Vegetables	53	209	213	224	+ 2	+17	2,257
Farm Supplies	11	211	220	216	+ 44	+ 5	653
Furniture and House Furnishings	38	100	113	90	+ 61	- 7	7,103
Refrigeration Equipment, Parts (commercial)	26	103	99	98	+ 37	- 2	1,570
Groceries	389	178	174	193	+ 10	+ 1	35,758
Full-line wholesalers [b]	220	173	173	172	+ 9	+ 2	17,108
Voluntary-group wholesalers	84	163	165	259	+ 2	+ 3	10,596
Retailer-cooperative warehouses	13	261	315	234	+ 37	0	2,049
Specialty lines	72	137	156	124	+ 25	- 3	6,005
Confectionery	28	157	166	171	+ 23	+ 9	584
Meats and Meat Products	38	237	258	259	+ 90	+21	6,604
Beer	20	222	227	246	+ 34	+19	280
Wines and Liquors	15	171	150	199	- 47	+ 8	1,101
Total Hardware Group	214	94	104	95	+ 39	- 2	48,545
General hardware	103	97	108	98	+ 39	- 3	35,215
Industrial Supplies	52	89	92	90	+ 34	0	7,251
Plumbing and Heating Supplies	59	83	94	85	+ 49	+ 2	6,079
Jewelry	91	87	71	85	- 18	- 3	5,292
Optical Goods	14	90	101	102	- 2	0	289
Lumber and Building Materials	55	108	122	110	+ 70	- 5	6,821
Machinery, Equipment, and Supplies, except Electrical	33	81	89	72	+ 52	- 2	4,884
Surgical, Medical, Eqpt. Supplies	18	60	60	57	+ 41	- 4	3,495
Metals	17	109	112	112	+ 12	+ 2	2,167
Paper and Its Products	58	94	98	100	+ 32	+ 2	8,273
Petroleum	23	125	131	125	+ 22	- 5	579
Tobacco Products	173	199	200	194	+ 12	+ 2	12,613
Leather and Shoe Findings	23	76	89	79	+ 3	0	762
Miscellaneous	18	111	98	124	- 6	-10	2,043

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1947

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 1947 vs. June 1946	Percent change: June 1947 vs. May 1947	June 1947 (Add 000)	Percent change from 6 mos. 1946	Six Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: June 1947 vs. June 1946	Percent change: June 1947 vs. May 1947	June 1947 (Add 000)	June 1947	June 1946	May 1947
New England	194	+22	+ 4	$21,906	+21	$135,951	122	+65	+ 9	$14,216	123	100	113
Automotive Supplies	6	+11	- 6	385	+15	2,773	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	10	+ 9	- 1	1,791	+ 4	12,088	5	+23	+ 2	1,073	197	176	197
Dry Goods	4	-22	+ 5	185	-21	1,257	4	+126	+ 2	244	132	46	136
Full-line Electrical	29	+87	+ 2	4,722	+106	29,654	28	+183	+32	5,012	150	112	120
Electrical Wiring Supplies, Construction Materials Distributors	15	+34	- 9	504	+42	1,746	8	+47	- 1	269	150	108	121
Electrical Appliances and Specialties	5	+74	-17	349	+93	896	5	+131	+ 7	354	101	76	78
Fresh Fruits and Vegetables	6	- 8	+32	591	-16	2,365	5	+ 6	+36	19	5	5	5
Groceries	26	+13	+11	4,023	- 1	23,734	14	+31	- 8	1,616	107	95	119
Industrial Supplies	6	+ 9	- 2	373	+20	3,960	4	+41	+ 3	1,091	383	280	345
Plumbing and Heating Supplies	6	+57	+ 7	296	+50	1,747	d	d	d	d	d	d	d
Jewelry	4	+ 2	- 4	330	- 9	1,816	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+32	+13	282	+12	2,030	d	d	d	d	d	d	d
Metals	4	+22	-10	88	+26	2,001	d	d	d	d	d	d	d
Paper and Its Products	4	+13	+ 2	271	+20	1,793	d	d	d	d	d	d	d
Tobacco Products	26	+ 5	+ 5	3,388	- 1	15,613	9	+12	- 2	282	35	33	35
Middle Atlantic	613	+12	- 2	89,794	+15	599,317	356	+51	- 2	53,397	107	87	106
Automotive Supplies	32	+ 5	+ 3	916	+ 9	6,337	23	+55	- 1	1,125	211	141	208
Paints and Varnishes	4	+ 8	- 9	116	+13	625	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	+22	- 9	3,319	+38	21,986	d	d	d	d	d	d	d
Shoes and Other Footwear	6	+ 6	+ 5	847	- 7	5,663	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	22	- 8	- 1	6,028	+ 1	38,168	6	- 5	- 7	1,396	119	130	127
Dry Goods	29	-24	- 5	3,659	+ 6	35,006	14	+51	- 6	3,802	230	121	219
Full-line Electrical	57	+88	- 2	13,395	+120	70,689	54	+137	+ 1	11,195	118	104	115
Electrical Wiring Supplies, Construction Materials Distributors	31	+16	- 6	923	+33	4,828	18	+48	- 1	996	157	130	151
Electrical Appliances and Specialties	16	+94	- 3	3,501	+106	11,184	7	+126	+ 2	1,494	52	56	49
Dairy and Poultry Products	5	+ 4	- 4	634	+39	18,121	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	17	- 2	+15	1,789	- 8	9,468	10	+41	+ 5	62	8	6	9
Farm Supplies	4	+58	- 1	892	+24	4,859	d	d	d	d	d	d	d
Furniture and House Furnishings	13	+ 6	-16	1,577	+26	10,978	8	+11	-24	575	56	46	64
Groceries	81	- 3	+ 4	14,587	- 1	97,525	36	+17	- 9	6,418	112	96	125
Confectionery	7	-17	-29	357	+ 4	2,390	d	d	d	d	d	d	d
Meats and Meat Products	9	+64	+ 7	3,566	+39	21,219	9	+104	- 5	1,893	53	43	60
Beer	9	+17	+12	352	+13	1,937	d	d	d	d	d	d	d
General Hardware	26	+11	- 9	5,569	+24	36,441	17	+57	- 1	6,443	205	151	178
Industrial Supplies	19	+19	- 1	1,652	+42	14,347	12	+27	+ 1	1,671	184	181	176
Plumbing and Heating Supplies	18	+16	-14	1,083	+38	8,721	6	+81	+ 6	367	160	133	146
Jewelry	19	-38	-20	696	-27	3,260	8	- 4	+ 4	1,575	324	202	250
Optical Goods	6	- 8	+ 1	152	- 1	838	d	d	d	d	d	d	d
Lumber and Building Materials	14	+32	+ 9	2,055	+37	12,936	6	+42	+ 4	647	43	39	52
Machinery, Eqpt., and Supplies, except Electrical	6	+17	- 3	611	+25	4,086	d	d	d	d	d	d	d
Surgical, Medical Equipment and Supplies	5	+16	-12	208	+19	1,338	4	+34	+ 7	324	240	213	180
Paper and Its Products	22	+21	- 7	2,237	+30	15,272	12	+57	+ 6	969	83	61	72
Petroleum	23	+18	+ 9	784	+17	4,227	d	d	d	d	d	d	d
Tobacco Products	69	+ 6	- 5	13,548	+10	74,456	41	+22	0	6,096	58	51	55
Leather and Shoe Findings	9	- 2	+10	85	-13	500	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1947

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 1947 vs. June 1946	Percent change June 1947 vs. May 1947	June 1947 (Add 000)	Percent change from 6 mos. 1946	Six months 1947 (Add 000)	Number of firms reporting stocks	Percent change June 1947 vs. June 1946	Percent change June 1947 vs. May 1947	June 30, 1947 (Add 000)	June 1947	June 1946	May 1947
East North Central	586	+31	+ 2	$85,900	+ 28	$541,260	377	+ 66	0	$73,169	118	102	122
Automotive Supplies	49	+12	+ 1	2,487	+ 18	16,207	37	+ 57	- 1	2,887	157	111	166
Paints and Varnishes	6	+18	- 7	532	+ 27	3,587	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Clothing and Furnishings, except Shoes	6	-41	- 2	165	- 29	1,198	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Drugs and Sundries (liquor excluded)	21	+ 9	0	5,357	+ 8	39,257	6	+ 40	- 2	1,557	198	168	198
Dry Goods	6	-11	0	1,057	- 4	8,698	6	+ 84	0	1,655	157	76	156
Full-line Electrical	65	+101	+ 3	19,940	+117	102,914	61	+139	+ 2	20,782	107	91	108
Electrical Wiring Supplies, Construction Materials Distributors	30	+42	- 3	1,365	+ 40	5,137	20	+ 80	- 2	1,447	156	109	136
Electrical Appliances and Specialties	14	+94	- 7	1,549	+ 92	4,017	6	+105	+ 3	550	71	66	59
Dairy and Poultry Products	10	+41	+ 7	773	+ 43	5,403	5	+ 4	+19	56	13	17	12
Fresh Fruits and Vegetables	14	+ 1	-10	1,493	- 2	8,743	9	+ 56	+ 1	153	27	18	25
Farm Supplies	5	+15	+ 1	765	0	4,547	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Furniture and House Furnishings	5	+25	- 2	794	+ 21	5,092	4	+ 57	+ 3	455	70	56	67
Groceries	81	+20	+12	14,370	+ 8	104,580	57	+ 37	- 7	13,090	121	110	146
Confectionery	9	+20	- 2	326	+ 8	1,572	4	+ 28	- 5	59	74	70	78
Meats and Meat Products	15	+85	+ 1	7,184	+ 57	40,968	12	+101	+ 3	3,726	71	65	75
Beer	10	+64	+ 4	525	+ 24	3,097	8	+123	- 8	158	34	24	39
Wines and Liquor	6	- 6	+ 6	497	- 26	5,516	6	+ 39	- 4	1,002	202	136	224
General hardware	13	+21	- 4	6,578	+ 36	52,603	11	+ 52	- 2	12,145	191	153	186
Industrial supplies	7	+23	+ 2	719	+ 29	5,521	4	+ 50	+ 5	201	168	134	159
Plumbing and Heating Supplies	15	+41	0	1,103	+ 40	6,657	12	+ 67	- 4	1,763	182	151	190
Jewelry	54	-29	- 7	1,758	- 23	5,284	26	- 5	+ 3	2,468	196	156	187
Lumber and Building Materials	11	+54	+ 5	907	+ 49	6,848	7	+210	- 1	486	94	50	109
Machinery, Eqpt., and Supplies, except Electrical	11	+15	- 9	858	+ 31	6,186	9	+ 56	- 2	780	107	76	99
Surgical, Medical Equipment Supplies	7	+38	- 5	1,628	+ 38	9,545	5	+ 49	0	1,508	101	94	95
Paper and Its Products	20	+ 3	+ 4	4,386	+ 20	26,243	10	+ 48	+ 1	1,507	89	82	91
Tobacco Products	61	+ 9	+ 3	6,357	+ 4	42,010	28	+ 57	+30	2,094	69	50	55
Leather and Shoe Findings	9	-12	- 8	145	- 13	839	(d)	(d)	(d)	(d)	(d)	(d)	(d)
West North Central	304	+15	- 1	53,161	+ 23	398,653	218	+ 50	+ 1	66,675	161	124	159
Automotive Supplies	29	+ 9	- 4	2,577	+ 17	17,819	24	+ 98	+ 3	3,840	276	149	261
Drugs and Sundries (liquor excluded)	15	+ 4	- 5	3,906	+ 7	27,552	5	- 7	0	2,003	205	211	190
Dry Goods	6	-21	- 7	7,120	- 5	43,620	6	+ 25	+ 1	14,719	207	130	192
Full-line Electrical	34	+110	+ 4	8,558	+119	45,928	33	+142	+ 1	9,271	110	98	114
Electrical Wiring Supplies, Construction Materials Distributors	6	+37	- 4	590	+ 40	3,213	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Electrical Appliances and Specialties	11	+59	+ 1	1,017	+ 77	2,845	9	+ 86	- 1	1,155	120	105	124
Fresh Fruits and Vegetables	6	+10	+ 1	428	+ 6	3,588	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Furniture and House Furnishings	5	+37	+11	2,631	+ 48	28,276	4	+ 57	+ 5	2,095	81	83	86
Groceries	62	+17	+15	9,145	+ 5	70,702	46	+ 47	- 5	12,213	177	134	205
Confectionery	5	+13	- 1	354	+ 12	2,008	5	+ 50	- 6	175	49	38	52
Beer	7	+97	+ 8	118	+ 56	1,995	(d)	(d)	(d)	(d)	(d)	(d)	(d)
General Hardware	14	+13	- 5	5,398	+ 39	56,909	14	+ 40	+ 5	10,652	197	159	182
Industrial Supplies	6	+21	+ 3	484	+ 24	3,543	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Plumbing and Heating Supplies	11	+40	-13	1,352	+ 48	8,051	8	+116	- 7	1,040	121	88	119
Jewelry	12	-32	-26	555	- 25	823	7	+ 20	0	1,348	385	194	295
Lumber and Building Materials	4	+58	+ 2	179	+ 70	5,641	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Paper and Its Products	4	+36	+11	162	+ 13	1,648	(d)	(d)	(d)	(d)	(d)	(d)	(d)
Tobacco Products	29	+16	+ 3	3,124	+ 8	16,381	18	+ 65	+ 7	1,273	73	50	73
Leather and Shoe Findings	6	-13	-10	76	- 12	444	(d)	(d)	(d)	(d)	(d)	(d)	(d)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1947

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 1947 vs. June 1946	Percent change June 1947 vs. May 1947	June 1947 (Add 000)	Percent change from 6 mos. 1946	Six Months 1947 (Add 000)	Number of firms reporting stocks	Percent change June 1947 vs. June 1946	Percent change June 1947 vs. May 1947	June 30, 1947 (Add 000)	June 1947	June 1946	May 1947
South Atlantic	392	+34	- 2	$46,305	+30	$297,551	241	+75	+ 3	$35,263	120	101	117
Automotive Supplies	16	+15	-11	573	+10	6,516	13	+92	+19	918	256	160	210
Clothing and Furnishings, except Shoes	5	-38	-11	157	-29	1,073	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+26	-29	1,550	+17	13,365	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	26	+ 7	- 6	3,893	+ 9	26,770	9	+13	- 1	2,933	228	209	214
Dry Goods	9	-12	-11	1,502	+ 7	10,846	5	+85	+ 8	3,631	358	180	302
Full-line Electrical	55	+138	+ 6	11,625	+133	60,611	52	+144	+ 4	9,171	112	127	118
Electrical Wiring Supplies, Construction Materials Distributors	13	+61	+11	599	+109	7,214	8	+131	- 4	435	146	99	168
Electrical Appliances and Specialties	13	+81	+18	1,389	+68	3,045	13	+136	+ 3	1,541	111	85	127
Dairy and Poultry Products	4	+12	-10	227	+16	1,432	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	10	- 3	-10	690	- 2	4,143	5	+ 7	+ 1	72	20	18	18
Furniture and House Furnishings	5	-22	-37	326	+27	3,028	d	d	d	d	d	d	d
Groceries	99	+21	0	10,260	+16	69,614	47	+44	- 2	5,367	102	84	106
Confectionery	15	+ 8	- 8	408	+16	2,805	7	+50	-12	300	89	66	97
Meats and Meat Products	5	+127	+13	1,371	+36	7,091	4	+69	+ 3	524	38	51	42
Beer	6	+11	+ 9	342	-18	2,082	4	+ 9	- 6	104	42	38	47
General Hardware	16	+15	- 9	2,174	+31	25,531	11	+100	+ 4	2,283	199	124	158
Industrial Supplies	7	+53	-13	932	+54	6,247	5	+43	- 6	1,086	129	136	121
Jewelry	7	-14	+ 2	128	-18	416	d	d	d	d	d	d	d
Lumber and Building Materials	9	+42	- 7	1,128	+51	6,172	4	+123	+13	712	142	95	111
Machinery, Eqpt., and Supplies, except Electrical	5	+35	+ 3	249	+29	1,930	d	d	d	d	d	d	d
Paper and Its Products	8	+34	- 5	740	+31	4,327	d	d	d	d	d	d	d
Tobacco Products	19	- 3	- 5	2,839	+ 3	14,983	11	+23	+ 1	786	36	28	34
East South Central	146	+28	- 5	20,983	+28	133,845	85	+72	0	15,604	119	101	118
Automotive Supplies	4	-24	- 6	179	-15	938	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	13	+ 3	- 6	2,394	+ 6	16,261	d	d	d	d	d	d	d
Dry Goods	8	-26	-14	1,062	- 8	9,292	4	+36	+ 9	1,729	240	135	190
Full-line Electrical	18	+101	+10	4,146	+104	19,726	17	+162	+ 4	4,341	106	82	114
Electrical Wiring Supplies, Construction Materials Distributors	6	+80	- 7	427	+33	1,167	6	+151	+17	396	93	67	74
Fresh Fruits and Vegetables	6	+17	-10	275	- 6	1,241	d	d	d	d	d	d	d
Groceries	31	+32	- 5	3,610	+18	25,839	19	+57	- 4	2,587	106	92	105
Confectionery	7	+10	-18	260	+14	1,928	d	d	d	d	d	d	d
Beer	5	+84	- 2	107	+26	508	5	+83	-20	64	60	60	73
General Hardware	11	+11	-11	3,424	+36	21,540	5	+57	- 1	2,547	147	145	144
Industrial Supplies	4	+ 4	-36	412	+29	2,890	d	d	d	d	d	d	d
Lumber and Building Materials	4	+68	-17	629	+155	3,881	d	d	d	d	d	d	d
Tobacco Products	8	0	- 1	882	+ 1	4,608	d	d	d	d	d	d	d
West South Central	243	+24	- 5	38,378	+24	253,571	164	+64	- 1	42,898	151	119	142
Automotive Supplies	14	- 3	- 6	711	+ 1	5,471	11	+89	- 2	1,355	211	112	198
Drugs and Sundries (liquor excluded)	13	- 4	-13	3,379	+ 4	24,806	9	+15	- 1	4,776	270	219	241
Dry Goods	4	-19	- 9	437	-23	4,301	d	d	d	d	d	d	d
Full-line Electrical	39	+116	0	7,166	+118	37,971	39	+156	+ 3	8,143	114	96	111
Electrical Wiring Supplies, Construction Materials Distributors	5	+87	- 9	332	+56	1,530	d	d	d	d	d	d	d
Electrical Appliances and Specialties	5	+25	-15	921	+42	1,738	d	d	d	d	d	d	d
Groceries	78	+13	+ 1	10,295	+14	75,792	48	+38	- 8	8,193	114	96	127
Confectionery	4	- 5	-23	86	+40	767	d	d	d	d	d	d	d
Beer	5	+55	-11	185	+52	395	d	d	d	d	d	d	d
General Hardware	15	+33	- 3	4,709	+32	29,645	9	+77	- 2	6,253	223	156	211
Industrial Supplies	5	+32	- 2	2,837	+39	16,737	4	+66	+ 1	4,937	272	194	242
Machinery, Eqpt., and Supplies, except Electrical	4	+24	-24	1,294	+39	8,794	d	d	d	d	d	d	d
Tobacco Products	16	+14	- 3	1,376	+27	10,335	7	+13	0	286	51	50	49

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JUNE 1947

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 1947 vs. June 1946	Percent change: June 1947 vs. May 1947	June 1947 (Add 000)	Percent change from 6 mos. 1946	Six Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: June 1947 vs. June 1946	Percent change: June 1947 vs. May 1947	June 30, 1947 (Add 000)	June 1947	June 1946	May 1947
Mountain	134	+30	+ 2	$17,854	+32	$105,504	98	+72	- 2	$20,375	150	116	159
Automotive Supplies	11	+16	+ 3	700	+25	4,862	5	+68	- 2	348	243	134	248
Drugs and Sundries (liquor excluded)	10	+ 3	-11	1,424	+18	10,460	5	0	- 4	1,872	216	234	222
Full-line Electrical	14	+159	+ 1	3,031	+133	15,390	14	+234	+ 7	4,240	140	108	132
Electrical Wiring Supplies, Construction Materials Distributors	4	+29	+ 5	199	+21	969	d	d	d	d	d	d	d
Electrical Appliances and Specialties	6	+46	- 2	618	+59	1,905	4	+39	- 3	489	104	108	103
Groceries	29	+16	+19	4,097	+11	20,922	28	+57	- 5	6,956	171	126	216
General Hardware	6	+31	- 8	1,615	+42	10,734	4	+142	- 4	1,184	176	87	171
Lumber and Building Materials	4	+106	- 3	1,478	+89	9,109	d	d	d	d	d	d	d
Tobacco Products	13	- 9	+10	1,119	- 4	4,329	7	+ 4	- 5	346	78	69	78
Pacific	331	+119	+ 4	56,565	+20	400,888	201	+77	+ 1	61,268	179	130	184
Automotive Supplies	49	+ 5	- 3	2,580	+15	18,672	26	+72	+ 2	3,514	272	183	249
Clothing and Furnishings, except Shoes	6	-27	-24	124	-10	1,033	d	d	d	d	d	d	d
Shoes and Other Footwear	6	+83	+13	389	+35	2,418	5	+265	- 4	835	220	113	256
Drugs and Sundries (liquor excluded)	15	+ 4	+ 4	5,458	0	32,847	5	+14	- 7	4,117	245	260	288
Dry Goods	8	+12	+13	1,708	+21	10,475	d	d	d	d	d	d	d
Full-line Electrical	39	+108	+ 7	11,055	+109	64,033	39	+167	+ 7	18,103	164	128	164
Electrical Wiring Supplies, Construction Materials Distributors	11	- 2	+ 2	544	+19	2,186	7	+70	- 2	775	195	110	206
Electrical Appliances and Specialties	6	+53	0	417	+88	2,557	5	+140	+ 3	533	226	114	199
Fresh Fruits and Vegetables	6	-22	-13	1,085	+ 9	6,972	d	d	d	d	d	d	d
Furniture and House Furnishings	8	+127	- 7	1,221	+54	14,759	5	+57	- 3	830	77	129	74
Groceries	40	+19	+16	12,036	+ 2	99,858	22	+59	- 1	9,044	144	103	162
General Hardware	12	+ 6	- 5	7,097	+27	45,526	8	+71	0	13,869	282	165	264
Industrial Supplies	5	-12	+ 4	390	+ 9	8,790	d	d	d	d	d	d	d
Plumbing and Heating Supplies	6	+45	+ 9	1,133	+52	5,850	d	d	d	d	d	d	d
Jewelry	24	-24	-10	652	-17	4,216	18	- 7	- 5	1,242	235	192	217
Lumber and Building Materials	10	+45	- 1	1,206	+49	8,458	8	+109	-12	974	116	90	131
Machinery, Eqpt., and Supplies, except Electrical	9	- 7	-19	828	+27	5,680	6	+75	- 1	981	202	124	182
Metals	4	+ 1	+ 5	600	+15	3,872	d	d	d	d	d	d	d
Tobacco Products	28	+ 3	- 8	2,880	- 3	17,142	14	+17	- 5	561	55	50	57
Leather and Shoe Findings	6	-18	- 8	302	0	1,756	4	+65	+ 2	603	464	194	351

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) 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.

40562

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages[a]			Accounts Receivable		
					Percent change		As of
		June 1947	June 1946	May 1947	June 1947 vs. June 1946	June 1947 vs. May 1947	June 1, 1947 (Add 000)
New England	154	107	115	109	+41	+ 5	215,437
Automotive Supplies	5	85	92	85	+23	0	451
Drugs and Sundries (liquor excluded)	6	118	119	122	+10	- 4	652
Dry Goods	4	112	110	89	-19	- 9	164
Full-line Electrical	28	84	95	87	+180	+14	4,041
Electrical Wiring Supplies, Construction Materials Distributors	12	84	90	94	+56	+ 5	458
Electrical Appliances and Specialties	5	125	177	153	+215	+26	309
Fresh Fruits and Vegetables	6	262	274	218	+ 6	+18	182
Industrial Supplies	5	84	91	87	+28	0	455
Plumbing and Heating Supplies	5	73	80	76	+58	+ 6	319
Machinery, Eqpt., and Supplies, except Electrical	4	74	82	68	+21	- 2	277
Metals	4	110	103	121	+11	+11	81
Paper and Its Products	4	90	94	98	+18	+ 2	282
Tobacco Products	15	193	190	182	+ 4	- 1	1,287
Middle Atlantic	495	123	130	122	+28	0	58,225
Automotive Supplies	29	72	82	78	+23	0	651
Clothing and Furnishings, except Shoes	8	117	115	117	+19	0	3,061
Shoes and Other Footwear	5	65	92	67	+40	- 1	1,164
Drugs and Sundries (liquor excluded)	10	96	68	95	-24	- 2	2,347
Dry Goods	25	87	93	90	- 4	- 7	3,038
Full-line Electrical	56	98	114	101	+177	+ 7	9,957
Electrical Wiring Supplies, Construction Materials Distributors	26	84	98	84	+55	- 1	1,023
Electrical Appliances and Specialties	12	143	118	125	+104	-11	2,638
Dairy and Poultry Products	5	214	256	245	+26	+15	252
Fresh Fruits and Vegetables	14	155	175	177	+22	+40	630
Farm Supplies	4	361	317	337	+26	0	231
Furniture and House Furnishings	12	91	105	93	+41	- 1	1,909
Meats and Meat Products	9	224	205	212	+34	+ 3	1,424
Groceries	60	158	173	156	+ 4	+ 1	7,562
Beer	5	194	205	239	+37	+44	108
General Hardware	22	90	105	93	+36	- 4	6,022
Industrial Supplies	17	87	86	87	+22	- 7	1,436
Plumbing and Heating Supplies	16	81	93	81	+44	+ 6	1,395
Jewelry	16	68	75	64	-30	- 8	832
Optical Goods	6	94	101	100	+ 5	0	165
Lumber and Building Materials	13	100	111	103	+33	-11	1,842
Machinery, Eqpt., and Supplies, except Electrical	5	104	105	100	+25	+ 1	592
Surgical, Medical, Equipment, Supplies	5	75	59	63	+23	- 8	293
Paper and Its Products	17	100	99	95	+31	- 5	1,974
Tobacco Products	51	260	265	248	+14	- 1	4,287
Leather and Shoe Findings	5	90	93	95	-11	- 2	41
East North Central	430	116	124	117	+49	+ 3	51,738
Automotive Supplies	42	107	116	103	+17	- 9	1,261
Paints and Varnishes	6	79	78	78	+21	- 7	702
Clothing and Furnishings, except Shoes	5	86	105	77	- 8	- 8	209
Drugs and Sundries (liquor excluded)	10	105	117	106	+27	- 1	1,516
Dry Goods	6	82	89	81	+ 2	- 2	1,319
Full-line Electrical	47	104	101	104	+150	0	12,144
Electrical Wiring Supplies, Construction Materials Distributors	23	86	98	88	+64	+10	1,274
Electrical Appliances and Specialties	12	117	120	128	+126	+18	1,145
Dairy and Poultry Products	5	172	207	186	+54	+18	106
Fresh Fruits and Vegetables	8	301	322	477	+12	+85	384
Furniture and House Furnishings	5	122	125	119	+30	- 1	872
Groceries	57	198	220	187	+25	+ 3	4,315
Confectionery	6	178	147	170	- 6	0	64
Meats and Meat Products	14	231	290	280	+115	+35	2,800
Wines and Liquors	4	113	132	135	+34	- 3	91
General Hardware	13	97	108	99	+41	- 3	6,731
Industrial Supplies	7	94	95	87	+27	- 6	796
Plumbing and Heating Supplies	13	86	99	89	+51	+ 3	1,207
Jewelry	36	70	72	68	-21	+ 1	2,246
Lumber and Building Materials	11	111	139	120	+73	+ 1	759
Machinery, Eqpt., and Supplies, except Electrical	8	85	91	81	+52	-12	628
Surgical, Medical, Equipment, Supplies	7	58	59	56	+46	- 3	2,802
Paper and Its Products	20	93	100	107	+37	+ 7	4,401
Tobacco Products	34	164	161	165	+20	+10	2,734
Leather and Shoe Findings	6	97	117	104	+10	+ 6	114
West North Central	225	96	104	93	+30	- 4	44,150
Automotive Supplies	28	91	95	94	+30	+ 2	2,896
Drugs and Sundries (liquor excluded)	6	117	122	117	+ 1	-10	1,306
Dry Goods	6	62	72	64	+ 5	+ 2	11,909
Full-line Electrical	24	85	82	85	+178	- 6	6,037
Electrical Wiring Supplies, Construction Materials Distributors	5	91	93	91	+49	+ 8	814
Electrical Appliances and Specialties	10	108	85	106	+ 4	- 6	846
Fresh Fruits and Vegetables	4	220	219	223	+ 2	+ 4	118
Furniture and House Furnishings	5	119	132	90	+45	-16	2,013
Groceries	49	161	173	155	+13	+ 5	4,422
Beer	4	217	208	217	+50	0	18
General Hardware	14	107	124	100	+41	-16	5,659
Industrial Supplies	6	97	103	92	+30	-11	491
Plumbing and Heating Supplies	10	78	94	81	+88	+ 6	1,396
Jewelry	9	74	71	73	-13	- 6	899
Tobacco Products	12	211	206	194	+13	- 1	504
Leather and Shoe Findings	5	73	81	82	- 8	+ 4	95

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		June 1947	June 1946	May 1947	June 1947 vs. June 1946	June 1947 vs. May 1947	June 1, 1947 (Add 000)
South Atlantic	301	112	121	112	+ 50	0	$29,920
Automotive Supplies	12	87	96	92	+ 28	+ 4	364
Clothing and Furnishings, except Shoes	4	76	94	76	- 9	-11	178
Shoes and Other Footwear	4	65	77	67	+ 32	- 3	3,330
Drugs and Sundries (liquor excluded)	15	116	117	117	+ 7	- 4	1,925
Dry Goods	7	75	88	71	+ 33	0	2,049
Full Line Electrical	53	95	97	95	+166	- 1	7,733
Electrical Wiring Supplies, Construction Materials Distributors	13	79	89	93	+ 78	+19	599
Electrical Appliances and Specialties	13	150	107	128	+ 47	- 5	922
Dairy and Poultry Products	4	144	146	158	+ 7	+ 2	115
Fresh Fruits and Vegetables	8	171	153	183	- 5	+ 8	273
Groceries	69	171	177	177	+ 22	0	3,887
Confectionery	6	123	135	120	+ 24	+ 5	197
Meats and Meat Products	4	317	275	310	+ 77	+17	428
General Hardware	16	96	102	95	+ 35	+ 1	2,312
Industrial Supplies	5	97	103	99	+ 90	+ 1	904
Lumber and Building Materials	8	129	139	124	+ 52	- 6	896
Machinery, Eqpt., and Supplies, except Electrical	4	65	110	66	+ 60	+15	158
Paper and Its Products	7	104	93	95	+ 32	-10	656
Tobacco Products	14	162	181	173	+ 19	+ 7	1,554
East South Central	105	114	121	118	+ 47	+ 3	13,181
Automotive Supplies	4	82	102	89	- 7	- 9	199
Drugs and Sundries (liquor excluded)	5	98	103	99	+ 8	- 6	621
Dry Goods	8	78	95	85	+ 3	- 7	1,493
Full Line Electrical	11	112	111	115	+126	+ 6	2,040
Electrical Wiring Supplies, Construction Materials Distributors	6	65	74	64	+137	+15	725
Fresh Fruits and Vegetables	5	243	243	196	+ 19	- 9	99
Groceries	25	159	152	164	+ 18	+ 3	1,945
General Hardware	7	98	92	98	+ 58	+ 5	2,504
Industrial Supplies	4	82	99	89	+ 76	+21	675
Lumber and Building Materials	4	154	205	175	+109	+ 6	451
Tobacco Products	6	193	184	171	- 7	-18	267
West South Central	174	113	120	115	+ 37	- 2	23,521
Automotive Supplies	10	78	99	90	+ 11	-10	632
Drugs and Sundries (liquor excluded)	11	107	115	107	+ 8	- 9	2,254
Dry Goods	4	66	88	67	0	0	707
Electrical Wiring Supplies, Construction Materials Distributors	4	76	87	82	+166	- 3	396
Electrical Appliances and Specialties	5	91	92	98	+ 55	-10	1,033
Groceries	55	200	185	205	+ 1	- 1	3,626
General Hardware	13	105	117	110	+ 42	+ 8	3,241
Industrial Supplies	4	95	99	101	+ 28	+ 7	1,923
Tobacco Products	9	167	116	152	- 11	- 1	263
Mountain	102	125	145	123	+ 52	+ 3	9,296
Automotive Supplies	8	87	99	90	+ 42	- 1	582
Drugs and Sundries (liquor excluded)	5	191	262	194	+ 10	0	205
Electrical Wiring Supplies, Construction Materials Distributors	4	72	71	82	+ 30	+ 5	227
Electrical Appliances and Specialties	4	105	118	115	+ 99	+17	175
Groceries	28	169	172	162	+ 7	+ 6	2,185
Lumber and Building Materials	4	99	120	96	+182	- 1	1,371
Tobacco Products	10	161	164	162	- 9	+ 4	509
Pacific	239	106	113	104	+ 36	- 3	38,004
Automotive Supplies	29	82	89	82	+ 10	- 4	1,585
Clothing and Furnishings, except Shoes	5	64	97	65	+ 12	+ 5	237
Shoes and Other Footwear	6	88	109	89	+ 76	- 3	423
Drugs and Sundries (liquor excluded)	5	107	99	100	- 33	-15	1,500
Dry Goods	6	89	110	102	+ 41	+ 3	1,491
Full Line Electrical	27	91	90	92	+143	- 3	7,934
Electrical Wiring Supplies, Construction Materials Distributors	8	80	81	87	+ 24	+ 4	488
Electrical Appliances and Specialties	5	105	90	94	+ 45	- 4	298
Fresh Fruits and Vegetables	5	208	206	207	- 19	-12	483
Furniture and House Furnishings	8	97	97	83	+191	-11	1,410
Groceries	30	177	176	155	+ 10	- 4	5,181
General Hardware	12	94	100	97	+ 36	0	8,126
Industrial Supplies	4	57	64	56	+ 16	-11	575
Plumbing and Heating Supplies	6	78	82	80	+ 25	- 6	1,183
Jewelry	18	49	69	47	+ 5	- 1	954
Lumber and Building Materials	10	95	108	100	+ 59	- 3	1,228
Machinery, Eqpt., and Supplies, except Electrical	7	74	83	77	+ 20	0	971
Metals	4	104	96	107	+ 4	0	619
Tobacco Products	22	138	141	138	+ 11	0	1,608
Leather and Shoe Findings	4	69	85	71	+ 8	- 3	451

[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, Wisc.)
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.)

4057

MONTHLY

WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*

BUREAU OF THE CENSUS
J. C. CAPT, *Director*

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
JULY 1947

For Release
September 2, 1947

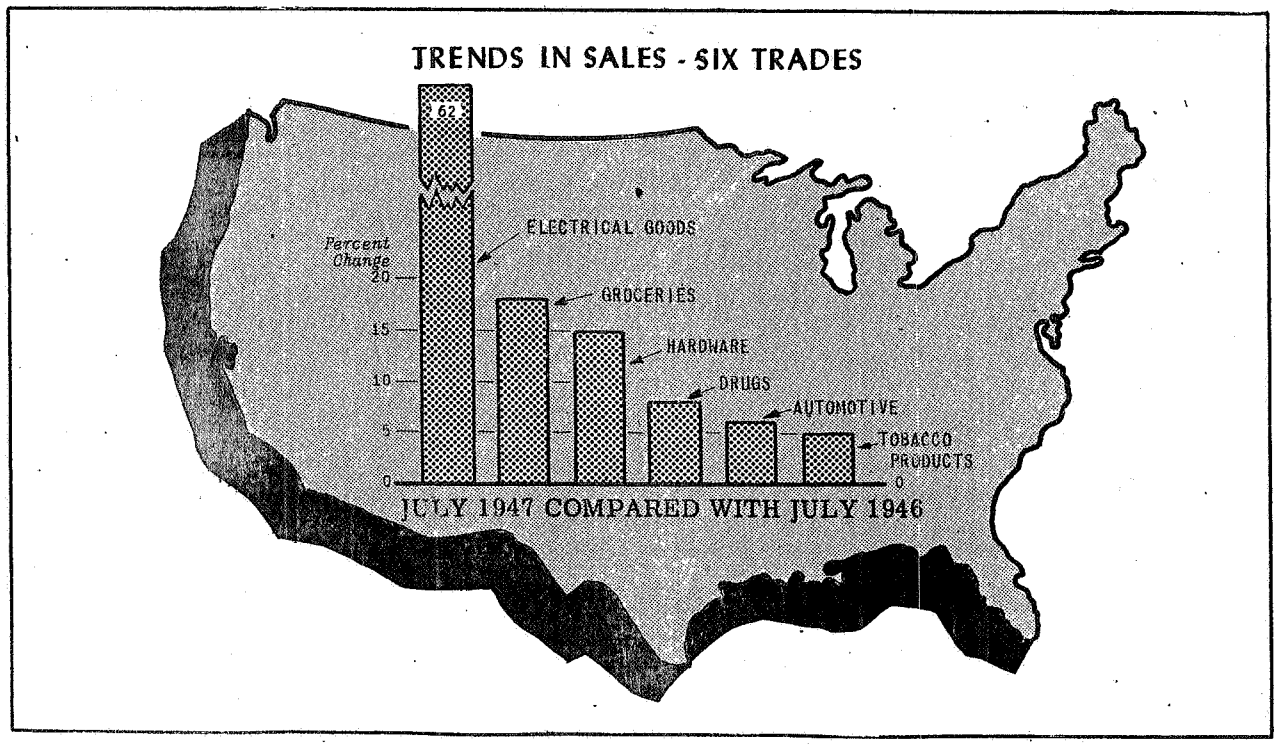
Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,041 merchant wholesalers representing all parts of the country.

July sales were up 19 percent over July of last year and were up only slightly (2 percent) from June of this year. Dollar sales, all trades combined, for the first seven months of this year were up 24 percent over the corresponding period of last year.

Trades showing the largest increases in dollar volume in July over July 1946 included electrical goods, 62 percent; beer, 50 percent; shoes and other footwear, 46 percent; and paints and varnishes, 37 percent. Of the 34 trades for which data are shown separately in the accompanying tables, 24 recorded sales increases over July 1946, and 10 reported decreases. Comparing the first seven months of 1947 with the corresponding period of 1946, electrical goods sales were up 100 percent; meats, 70 percent; lumber and building materials, 54 percent; and paints, 47 percent.

Inventories, valued at cost, were up 56 percent over July 31 of last year, but they registered little change (off one percent) from June 30 of this year. It might be pointed out that of the inventory accumulations since June of last year, the largest occurred during the period September through January. Since January of this year, the increase in dollar inventories has, for the most part, reflected increases in prices.

Beginning-of-July accounts receivable were 38 percent above a year earlier, but they were off slightly (2 percent) from June 1 of this year. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is increasing. It is still considerably short of the pre-war, however, for most lines of trade.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

JULY 1947

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 1947 (Add 000)	Percent change From 7 Mos. 1946	Seven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1947 (Add 000)	July 1947	July 1946	June 1947
		July 1947 vs July 1946	July 1947 vs June 1947					July 1947 vs July 1946	July 1947 vs June 1947				
UNITED STATES	3,041	+ 19	+ 2	$475,039	+ 24	$3,676,370	1,882	+ 56	- 1	$390,656	128	102	132
Automotive Supplies	197	+ 6	+ 4	11,124	+ 12	116,084	130	+ 53	- 3	12,466	188	131	206
Chemicals (industrial)	12	- 2	- 4	831	+ 29	12,152	9	+ 45	+ 1	854	128	87	125
Paints and Varnishes	56	+ 37	- 5	7,088	+ 47	53,171	14	+ 80	-12	8,164	120	91	138
Clothing and Furnishings, except Shoes	26	+ 10	0	3,110	+ 18	31,047	11	+ 89	+ 9	1,030	197	88	179
Shoes and Other Footwear	29	+ 46	+17	23,838	+ 24	161,824	20	+ 68	- 7	8,687	85	62	105
Coal	7	+ 5	+ 6	1,353	+ 41	30,511	4	+ 37	0	1,209	227	187	252
Drugs and Sundries (liquor excluded)	148	+ 8	+ 9	35,112	+ 6	265,709	46	+ 10	0	14,711	189	185	209
Dry Goods	70	- 10	+ 4	15,273	- 1	142,649	43	+ 58	- 3	22,468	188	124	198
Total Electrical Group	560	+ 62	- 2	97,465	+100	612,926	475	+116	0	113,701	122	93	120
Full-line	341	+ 68	- 1	80,636	+108	532,391	350	+124	0	97,602	123	92	121
Wiring Supplies, Construction Materials Distributors	129	+ 19	- 4	6,143	+ 45	36,679	79	+ 58	- 2	5,717	140	103	136
Appliances and Specialties	90	+ 52	- 6	10,686	+ 79	43,856	66	+ 92	+ 2	10,382	113	91	103
Dairy and Poultry Products	23	- 6	+11	3,168	+ 35	38,117	12	+ 1	+18	1,107	42	38	40
Fresh Fruits and Vegetables	75	+ 2	+ 3	8,859	- 1	53,225	46	- 2	- 9	837	15	16	18
Farm Supplies	17	+ 6	+ 1	3,205	+ 23	33,331	10	+ 75	+25	1,357	97	66	77
Furniture and House Furnishings	42	+ 9	-14	6,705	+ 36	80,376	25	+ 42	+ 5	8,782	166	128	131
Refrigeration Eqpt., Parts (commercial)	28	+ 22	+ 4	1,987	f	4,878	26	+ 63	- 2	3,626	185	140	196
Groceries	545	+ 18	+ 3	86,589	+ 8	693,331	338	+ 34	- 3	68,285	125	110	135
Full-line wholesalers[d]	324	+ 17	+ 5	45,517	+ 9	332,703	200	+ 36	- 3	38,231	126	108	138
Voluntary-group wholesalers	116	+ 16	- 1	25,970	+ 7	225,980	79	+ 26	- 2	17,220	112	108	115
Retailer-cooperative warehouses	18	+ 30	+ 4	6,325	+ 10	43,248	12	+ 75	- 1	4,937	117	88	140
Specialty lines	87	+ 21	+ 4	8,777	+ 7	91,400	47	+ 23	- 8	7,895	159	145	178
Confectionery	58	+ 12	+ 4	2,489	+ 10	15,965	32	+ 41	+ 2	1,490	76	59	75
Meats and Meat Products	50	+ 25	+ 7	35,115	+ 70	245,778	36	+ 94	+ 1	7,381	49	28	53
Beer	44	+ 50	+12	2,162	+ 15	14,192	33	+ 94	- 5	589	39	29	46
Wines and Liquors	17	- 1	+ 4	3,102	- 22	65,217	15	+ 41	- 2	3,647	129	91	137
Liquor Department of other Trades[e]	40	- 32	- 1	6,606	- 32	55,021	g	g	g	g	g	g	g
Total Hardware Group	237	+ 15	- 2	49,210	+ 31	438,158	154	+ 54	- 1	71,133	200	152	201
General hardware	115	+ 14	- 2	35,069	+ 30	325,332	82	+ 55	- 1	52,822	199	150	202
Industrial supplies	63	+ 15	- 4	9,376	+ 30	74,202	42	+ 46	+ 1	14,858	229	177	215
Plumbing and heating supplies	59	+ 26	+ 4	4,765	+ 42	40,624	30	+ 95	- 1	3,473	138	96	147
Jewelry	185	- 30	-12	4,011	- 24	21,629	88	- 6	+ 1	7,517	359	265	306
Optical Goods	12	- 10	+ 6	236	- 4	1,810	7	- 21	0	100	112	120	108
Lumber and Building Materials	57	+ 35	+ 2	8,158	+ 54	64,138	29	+ 95	0	8,614	79	55	78
Machinery, Eqpt., and Supplies, except Electrical	38	- 3	-15	3,431	+ 29	39,934	24	+ 41	- 2	5,027	198	134	172
Surgical, Medical, Eqpt. Supplies	19	+ 35	+ 2	2,122	+ 31	15,578	14	+ 45	+ 1	2,025	114	109	115
Metals	19	+ 1	- 8	3,370	+ 13	32,085	9	+ 51	- 4	4,874	195	133	191
Paper and Its Products	67	+ 10	- 5	8,253	+ 20	65,472	31	+ 32	0	3,876	106	101	102
Petroleum	28	+ 19	+ 1	981	+ 18	6,479	26	+ 40	+10	578	67	56	60
Tobacco Products	279	+ 5	+ 5	36,942	+ 6	243,666	141	+ 18	- 8	12,489	56	50	64
Leather and Shoe Findings	38	- 14	+ 4	815	- 8	5,129	19	+ 27	- 2	1,289	294	203	331
Miscellaneous	18	- 3	- 4	2,329	- 2	16,688	15	+ 16	+ 2	2,765	227	158	212

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business 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 Not available.
g Insufficient data to show separately.

46644

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JULY 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		
		July 1947	July 1946	June 1947	July 1947 vs. July 1946	July 1947 vs. June 1947	As of July 1 1947 (Add 000)
UNITED STATES	2,323	113	123	111	+ 38	- 2	$318,905
Automotive Supplies	152	87	93	86	+ 14	0	8,058
Chemicals (industrial)	11	84	89	84	+ 7	+ 3	849
Paints and Varnishes	22	78	85	81	+ 30	- 6	1,425
Clothing and Furnishings, except Shoes	22	100	112	102	+ 22	-11	2,960
Shoes and Other Footwear	25	81	87	77	+ 11	-15	12,965
Drugs and Sundries (liquor excluded)	70	107	116	107	+ 13	- 1	10,974
Dry Goods	64	69	82	71	+ 4	- 3	19,363
Coal	7	114	110	114	+ 19	- 3	1,138
Total Electrical Group	520	93	102	93	+106	+ 1	101,427
Full-line	336	91	102	92	+118	+ 2	87,396
Wiring Supplies, Construction Materials Distributors	106	84	91	84	+ 46	- 3	6,170
Appliances and Specialties	78	120	115	122	+ 61	- 5	7,861
Dairy and Poultry Products	16	210	288	202	+ 14	+10	1,075
Fresh Fruits and Vegetables	57	229	211	206	- 10	- 8	2,291
Farm Supplies	13	181	251	142	+ 65	-37	1,402
Furniture and House Furnishings	37	86	108	96	+ 37	+ 1	7,739
Refrigeration Equipment, Parts (commercial)	22	98	104	99	+ 34	+ 2	1,606
Groceries	411	174	180	171	+ 18	+ 4	37,750
Full-line Wholesalers [b]	246	177	184	176	+ 18	+ 7	19,781
Voluntary-group Wholesalers	86	172	175	168	+ 13	+ 4	11,157
Retailer-cooperative Warehouses	13	275	283	274	+ 36	+ 6	1,956
Specialty Lines	66	126	139	123	+ 25	- 7	4,856
Confectionery	31	158	162	151	+ 17	- 1	980
Meats and Meat Products	46	245	221	234	+ 42	+ 2	12,356
Beer	16	237	253	207	+ 38	+ 5	270
Wines and Liquors	14	223	208	202	- 25	- 8	839
Total Hardware Group	213	96	105	95	+ 31	- 5	46,573
General Hardware	105	99	109	98	+ 30	- 5	32,539
Industrial Supplies	55	90	94	89	+ 28	- 1	9,009
Plumbing and Heating Supplies	53	87	93	84	+ 46	- 1	5,025
Jewelry	135	62	76	66	- 18	- 8	5,716
Optical Goods	10	84	91	80	- 5	0	262
Lumber and Building Materials	52	113	123	109	+ 63	+ 1	6,850
Machinery, Equipment, and Supplies, except Electrical	25	71	89	76	+ 36	-12	4,177
Surgical, Medical, Eqpt. Supplies	19	61	62	59	+ 39	- 3	3,400
Metals	18	100	109	103	+ 10	- 7	3,326
Paper and Its Products	58	93	97	95	+ 29	+ 4	8,269
Petroleum	25	122	123	120	+ 25	+11	703
Tobacco Products	167	207	207	197	+ 7	- 3	10,985
Leather and Shoe Findings	25	77	89	77	0	- 2	804
Miscellaneous	20	113	121	104	- 13	- 6	2,273

[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.

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
JULY 1947

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 1947 vs. July 1946	Percent change: July 1947 vs. June 1947	July 1947 (Add 000)	Percent change from 7 mos. 1946	Seven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: July 1947 vs. July 1946	Percent change: July 1947 vs. June 1947	July 1947 (Add 000)	July 1947	July 1946	June 1947
New England	190	+13	- 1	$19,913	+ 20	$159,276	117	+ 59	- 2	$15,448	128	103	135
Automotive Supplies	7	+ 1	- 1	280	+ 13	3,169	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	10	+ 6	+ 6	1,908	+ 4	14,082	5	+ 22	0	1,068	179	159	197
Dry Goods	4	-30	-10	167	- 22	1,424	4	+ 80	+ 1	247	148	57	132
Full-line Electrical	30	+76	+11	5,307	+100	35,619	30	+123	- 3	6,421	121	96	138
Electrical Wiring Supplies, Construction Materials Distributors	13	+25	- 4	390	+ 39	2,144	4	+ 56	+ 2	100	189	128	192
Electrical Appliances and Specialties	5	+16	+10	217	+ 64	1,209	5	+102	-13	332	153	88	192
Fresh Fruits and Vegetables	6	-10	+43	783	- 14	3,176	4	- 14	-29	12	4	3	6
Groceries	24	+ 6	-10	3,448	0	27,495	14	+ 46	+ 3	2,040	122	102	124
Industrial Supplies	6	+15	-18	418	+ 20	4,677	4	+ 30	- 2	1,249	347	315	302
Plumbing and Heating Supplies	6	+44	+ 7	318	+ 49	2,065	d	d	d	d	d	d	d
Jewelry	6	-17	-31	107	- 10	1,923	d	d	d	d	d	d	d
Metals	4	-25	-43	219	+ 17	2,554	d	d	d	d	d	d	d
Paper and Its Products	5	+23	- 1	280	+ 20	2,085	4	+ 13	- 1	253	153	167	152
Tobacco Products	27	0	+ 5	3,380	- 1	19,126	10	+ 11	- 4	342	37	37	40
Middle Atlantic	639	+14	- 1	89,180	+ 15	710,487	369	+ 44	- 1	57,842	104	88	104
Automotive Supplies	33	- 6	+ 1	977	+ 7	7,519	24	+ 58	- 4	1,194	194	116	211
Paints and Varnishes	4	+20	- 9	106	+ 14	731	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	+25	- 1	2,646	+ 36	24,693	4	+119	+ 7	654	169	70	157
Shoes and Other Footwear	7	+38	-13	810	- 4	6,560	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 6	+ 5	6,315	+ 4	45,285	6	- 2	- 2	1,365	105	120	120
Dry Goods	26	- 5	- 3	3,809	+ 6	40,208	15	+ 54	- 1	4,384	174	111	163
Full-line Electrical	60	+55	- 6	12,803	+106	83,718	56	+102	- 1	14,056	112	87	107
Electrical Wiring Supplies, Construction Materials Distributors	31	+14	- 8	1,107	+ 29	6,516	19	+ 29	0	1,166	201	126	134
Electrical Appliances and Specialties	17	+95	- 9	3,973	+115	17,652	8	+ 84	+10	2,611	78	89	64
Dairy and Poultry Products	5	-32	-11	556	+ 38	21,779	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	20	- 4	+ 1	2,069	- 7	11,820	13	- 8	- 9	120	11	12	12
Furniture and House Furnishings	11	+ 9	-23	1,178	+ 24	12,184	6	+ 27	+63	783	118	84	49
Groceries	79	+17	+ 7	14,627	+ 1	113,226	34	+ 1	- 8	5,926	98	116	113
Confectionery	9	+19	+17	492	+ 6	3,037	6	+ 15	- 3	178	53	53	60
Meats and Meat Products	8	+ 9	+ 5	2,026	+ 36	23,502	8	+ 75	0	1,065	53	33	55
Beer	8	+31	+19	411	+ 17	2,402	d	d	d	d	d	d	d
General Hardware	26	- 6	-15	4,485	+ 21	42,054	16	+ 62	- 5	5,431	214	128	207
Industrial Supplies	20	+20	-13	1,662	+ 41	16,946	15	+ 25	+ 1	2,114	170	159	144
Plumbing and Heating Supplies	17	+11	+ 1	1,306	+ 34	10,511	5	+ 84	-12	478	101	81	125
Jewelry	55	-27	-11	1,024	- 26	4,486	19	- 10	+ 5	1,388	353	367	265
Lumber and Building Materials	13	+24	+ 8	2,450	+ 34	15,493	4	+ 36	+ 5	624	41	36	41
Machinery, Eqpt., and Supplies, except Electrical	4	+11	0	534	+ 24	4,670	d	d	d	d	d	d	d
Surgical, Medical Equipment and Supplies	6	+15	0	147	+ 18	1,505	5	+ 40	0	182	249	210	246
Paper and Its Products	19	+34	- 4	1,852	+ 30	17,124	12	+ 38	+ 2	997	84	77	74
Petroleum	23	+23	+ 5	827	+ 18	5,054	d	d	d	d	d	d	d
Tobacco Products	68	+10	+ 7	14,498	+ 10	90,287	39	+ 34	+ 5	6,412	58	49	59
Leather and Shoe Findings	9	-15	-11	105	- 13	645	4	+ 18	0	77	131	90	117

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1947

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 1947 (Add 000)	Percent change From 7 Mos. 1946	Seven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1947 (Add 000)	July 1947	July 1946	June 1947
		July 1947 vs July 1946	July 1947 vs June 1947					July 1947 vs July 1946	July 1947 vs June 1947				
East North Central	585	+ 21	+ 1	$89,725	+ 26	$647,520	374	+ 57	- 1	$75,684	116	94	119
Automotive Supplies	45	+ 14	+ 7	2,472	+ 17	18,906	36	+ 64	- 2	2,933	140	98	153
Paints and Varnishes	7	+ 12	0	550	+ 25	4,155	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	5	- 46	- 4	147	- 32	1,345	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 10	+ 4	5,923	+ 9	46,177	5	+ 28	- 6	1,447	178	164	200
Dry Goods	4	- 4	+ 3	874	- 4	9,572	4	+ 28	- 3	1,125	129	97	136
Full-line Electrical	54	+ 63	0	17,804	+105	122,189	51	+103	0	19,951	114	92	114
Electrical Wiring Supplies, Construction Materials Distributors	31	+ 7	- 6	1,300	+ 31	6,889	20	+ 91	+ 1	1,316	128	71	120
Electrical Appliances and Specialties	21	+ 32	- 8	1,857	+ 68	6,280	12	+103	+14	1,055	92	57	76
Dairy and Poultry Products	10	+ 10	+ 5	899	+ 42	6,770	6	+ 8	- 1	66	12	11	13
Fresh Fruits and Vegetables	15	+ 14	-14	1,456	+ 1	8,498	9	+ 46	-10	121	24	18	28
Farm Supplies	5	0	+15	657	0	5,220	d	d	d	d	d	d	d
Furniture and House Furnishings	5	+ 9	-22	623	+ 20	5,788	4	+ 42	+25	568	118	96	70
Groceries	88	+ 22	+ 1	16,261	+ 10	125,086	64	+ 36	0	15,692	124	115	125
Confectionery	7	+ 19	+ 8	244	+ 9	1,816	d	d	d	d	d	d	d
Meats and Meat Products	14	+ 17	+ 6	9,260	+ 48	50,226	12	+130	+ 2	4,290	53	26	59
Beer	12	+ 74	+22	717	+ 31	3,883	d	d	d	d	d	d	d
Wines and Liquor	7	- 9	+ 1	690	- 23	6,679	6	+ 29	+ 1	756	181	125	167
General Hardware	16	+ 21	+ 1	7,851	+ 35	63,176	14	+ 46	- 2	13,683	178	148	183
Industrial Supplies	7	+ 26	+ 2	650	+ 29	6,451	4	+ 50	- 2	219	155	121	154
Plumbing and Heating Supplies	15	+ 30	+ 7	1,182	+ 38	7,952	12	+ 70	- 2	1,652	159	123	175
Jewelry	50	- 32	- 9	1,222	- 25	6,709	22	- 12	0	2,106	356	279	319
Lumber and Building Materials	11	+ 44	+ 5	1,102	+ 48	8,348	8	+170	0	535	69	37	71
Machinery, Eqpt., and Supplies, except Electrical	9	+ 14	- 3	603	+ 29	6,833	6	+ 23	- 6	524	115	104	116
Surgical, Medical Equipment Supplies	5	+ 48	+ 3	1,602	+ 39	11,041	4	+ 55	+ 3	1,419	96	92	96
Metals	4	+ 7	0	545	+ 24	4,596	d	d	d	d	d	d	d
Paper and Its Products	22	- 1	- 8	4,222	+ 17	30,581	9	+ 38	+ 1	1,317	98	91	90
Tobacco Products	63	+ 6	+ 2	7,439	+ 5	51,062	28	+ 23	-19	1,701	52	44	63
Leather and Shoe Findings	11	- 5	+ 6	212	- 11	1,051	4	+ 20	+ 2	232	309	266	300
West North Central	295	+ 17	+ 2	53,561	+ 22	467,615	200	+ 42	- 1	56,584	141	119	146
Automotive Supplies	18	+ 9	- 1	2,097	+ 16	20,410	11	+ 23	- 3	1,864	216	170	220
Drugs and Sundries (liquor excluded)	14	+ 13	+10	4,024	+ 8	31,576	4	- 8	+ 4	1,669	193	235	220
Dry Goods	4	- 14	+ 2	5,550	- 6	49,170	4	+ 24	- 4	9,775	176	123	186
Full-line Electrical	34	+ 72	+ 5	8,965	+109	55,475	33	+116	0	9,293	106	85	110
Electrical Wiring Supplies, Construction Materials Distributors	7	+ 23	- 2	782	+ 37	4,087	4	+ 43	0	419	135	123	131
Electrical Appliances and Specialties	12	+ 41	- 3	1,001	+ 66	3,846	9	+101	+ 7	1,294	141	102	125
Fresh Fruits and Vegetables	7	+ 6	+32	855	+ 6	4,443	4	+ 28	+ 1	192	33	27	43
Furniture and House Furnishings	5	+ 37	-19	2,167	+ 47	32,991	4	+ 17	+11	2,328	109	132	79
Groceries	57	+ 13	- 2	7,252	+ 7	82,612	41	+ 30	- 1	7,718	143	123	151
Confectionery	6	+ 18	0	651	+ 13	2,657	6	+ 81	- 1	554	85	55	85
Beer	5	+122	+10	162	+ 61	2,233	d	d	d	d	d	d	d
General Hardware	15	+ 15	+ 7	6,229	+ 36	65,094	15	+ 45	+ 1	12,128	195	155	205
Industrial Supplies	7	+ 31	+ 1	565	+ 25	4,321	d	d	d	d	d	d	d
Plumbing and Heating Supplies	6	+ 54	+ 7	404	+ 48	8,527	4	+ 77	- 5	322	97	83	108
Jewelry	17	- 34	- 9	705	- 30	1,528	10	+ 6	+ 1	1,487	376	198	337
Lumber and Building Materials	5	+ 64	- 2	202	+ 61	6,659	d	d	d	d	d	d	d
Tobacco Products	33	+ 4	- 8	2,920	+ 8	20,608	19	+ 33	- 6	1,064	67	56	64
Leather and Shoe Findings	6	- 5	+20	91	- 11	535	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1947

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 1947 (Add 000)	Percent change from 7 mos. 1946	Seven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1947 (Add 000)	July 1947	July 1946	June 1947
		July 1947 vs. July 1946	July 1947 vs. June 1947					July 1947 vs. July 1946	July 1947 vs. June 1947				
South Atlantic	405	+18	+ 1	$47,616	+28	$350,132	255	+71	0	$40,667	124	90	122
Automotive Supplies	17	+14	+14	721	+12	7,808	11	+68	- 4	648	170	103	195
Clothing and Furnishings, except Shoes	5	-30	+11	175	-29	1,248	d	d	d	d	d	d	d
Shoes and Other Footwear	5	-33	-10	1,400	+ 9	14,765	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	27	+ 7	+ 9	4,393	+ 9	31,329	9	+12	- 1	2,894	194	183	228
Dry Goods	9	- 6	+22	1,829	+ 5	12,675	5	+73	- 5	3,436	255	165	358
Full-line Electrical	56	+74	- 7	11,115	+121	71,726	54	+123	0	13,522	125	98	115
Electrical Wiring Supplies, Construction Materials Distributors	18	+27	0	740	+104	9,033	13	+61	+ 1	917	152	123	154
Electrical Appliances and Specialties	18	+40	- 9	1,416	+57	4,604	18	+93	- 9	1,641	116	84	117
Fresh Fruits and Vegetables	11	- 5	-15	606	- 2	4,749	6	- 3	-19	61	19	18	20
Furniture and House Furnishings	4	- 6	+ 1	252	+23	3,280	d	d	d	d	d	d	d
Groceries	104	+20	+ 7	11,521	+16	81,790	50	+38	- 5	5,646	101	87	112
Confectionery	16	+10	- 2	428	+15	3,263	8	+48	+ 6	331	95	69	85
Meats and Meat Products	4	-13	-13	1,186	+26	8,277	4	+36	- 1	518	44	28	38
Beer	5	- 3	- 7	304	-20	2,576	d	d	d	d	d	d	d
General Hardware	14	+16	+10	1,977	+29	26,545	10	+89	- 2	2,231	166	107	203
Industrial Supplies	8	+24	-11	867	+49	7,220	6	+64	+23	1,372	177	130	126
Jewelry	9	-26	-16	253	-24	819	6	+12	- 3	574	321	222	312
Lumber and Building Materials	8	+58	+12	1,128	+53	7,300	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+15	- 2	215	+27	2,202	4	+36	+ 1	248	175	146	180
Paper and Its Products	8	+21	- 4	709	+29	5,069	d	d	d	d	d	d	d
Tobacco Products	18	- 2	+10	3,082	+ 2	18,587	13	+16	- 3	813	32	27	36
East South Central	156	+20	+ 4	21,357	+26	157,149	98	+55	- 3	16,969	116	94	121
Drugs and Sundries (liquor excluded)	15	+ 3	+ 6	2,717	+ 6	19,008	d	d	d	d	d	d	d
Dry Goods	8	-25	+17	1,245	-11	10,677	4	+28	+ 2	1,770	227	138	240
Full-line Electrical	19	+73	-13	3,732	+98	23,865	18	+144	- 1	4,051	111	79	97
Electrical Wiring Supplies, Construction Materials Distributors	6	+38	- 5	433	+74	1,600	5	+113	-18	321	81	52	93
Fresh Fruits and Vegetables	6	+49	-10	248	0	1,489	d	d	d	d	d	d	d
Groceries	39	+15	+11	5,296	+17	31,550	28	+46	- 4	4,307	105	83	122
Confectionery	8	+ 7	+12	310	+13	2,238	d	d	d	d	d	d	d
Beer	5	+122	+24	133	+39	641	5	+17	-14	54	41	77	59
General Hardware	7	+33	+ 1	2,197	+36	23,785	4	+33	- 8	2,216	131	149	141
Lumber and Building Materials	4	+25	+ 8	682	+120	4,563	d	d	d	d	d	d	d
Tobacco Products	9	+ 2	+ 6	388	+ 1	5,022	4	+ 9	- 1	86	46	41	49
West South Central	279	+15	+ 4	44,016	+22	301,011	185	+55	0	46,432	142	109	149
Automotive Supplies	14	0	+ 3	821	+ 1	6,399	11	+83	- 7	1,404	187	104	207
Drugs and Sundries (liquor excluded)	18	- 1	+ 8	3,512	+ 3	28,623	8	+11	0	3,800	254	220	272
Dry Goods	4	- 3	+17	513	-22	4,814	d	d	d	d	d	d	d
Full-line Electrical	38	+77	+ 7	7,469	+110	45,440	38	+136	+ 1	8,040	108	81	114
Electrical Wiring Supplies, Construction Materials Distributors	7	+30	-14	464	+50	2,156	5	+46	- 6	297	107	84	94
Electrical Appliances and Specialties	5	+14	-12	810	+32	2,548	d	d	d	d	d	d	d
Groceries	93	+19	+ 9	12,511	+13	89,199	62	+41	+ 6	9,863	111	93	113
Confectionery	5	-12	- 1	240	+23	1,007	d	d	d	d	d	d	d
General Hardware	17	+10	- 7	4,916	+28	34,970	11	+69	- 1	7,372	235	149	222
Industrial Supplies	6	+21	+ 2	3,390	+35	20,127	5	+67	+ 2	5,593	225	170	236
Jewelry	5	-36	+27	98	-39	482	4	-38	-14	240	276	267	397
Machinery, Eqpt., and Supplies, except Electrical	4	-23	-31	887	+29	9,819	d	d	d	d	d	d	d
Tobacco Products	29	- 5	+15	3,062	+20	14,609	11	-27	-37	1,501	79	96	156

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1947

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 1947 (Add 000)	Percent change from 7 mos. 1946	Seven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		July 31, 1947 (Add 000)	July 1947	July 1946	June 1947
		July 1947 vs. July 1946	July 1947 vs. June 1947					July 1947 vs. July 1946	July 1947 vs. June 1947				
Mountain	135	+25	+ 1	$17,029	+ 31	$124,765	93	+ 69	- 3	$17,835	147	111	150
Automotive Supplies	11	+14	+ 4	727	+ 23	5,614	5	+ 71	0	349	222	144	243
Drugs and Sundries (liquor excluded)	10	+17	+14	1,498	+ 18	11,958	4	+ 12	0	1,468	189	192	199
Full-line Electrical	14	+95	- 4	2,915	+126	18,305	14	+204	- 2	4,150	142	91	140
Electrical Wiring Supplies, Construction Materials Distributors	6	+34	+ 5	333	+ 24	1,302	d	d	d	d	d	d	d
Electrical Appliances and Specialties	5	+54	+13	549	+ 67	2,680	4	+ 14	+ 7	521	98	135	104
Groceries	27	+21	- 7	3,783	+ 12	24,880	25	+ 54	- 7	6,395	174	137	176
General Hardware	8	+29	0	1,775	+ 40	12,583	5	+244	- 3	1,032	169	67	173
Jewelry	4	-58	- 9	31	- 51	157	d	d	d	d	d	d	d
Lumber and Building Materials	4	+44	-12	1,300	+ 81	10,672	d	d	d	d	d	d	d
Tobacco Products	13	+ 3	- 2	847	- 3	5,434	7	- 9	-15	180	75	89	89
Pacific	317	+17	+ 2	53,870	+ 19	468,161	189	+ 66	- 2	60,108	180	129	186
Automotive Supplies	49	+ 4	+ 7	2,932	+ 14	21,893	27	+ 55	- 1	3,541	237	178	275
Shoes and Other Footwear	6	+36	-14	336	+ 35	2,768	5	+177	- 6	789	242	121	220
Drugs and Sundries (liquor excluded)	12	+17	+22	4,824	+ 2	37,671	d	d	d	d	d	d	d
Dry Goods	8	- 7	- 4	923	+ 18	11,603	d	d	d	d	d	d	d
Full-line Electrical	36	+63	- 2	10,528	+100	76,054	36	+152	+ 3	18,118	172	111	163
Electrical Wiring Supplies, Construction Materials Distributors	10	+ 9	+ 6	594	+ 14	2,952	7	+ 60	- 5	1,075	211	137	230
Electrical Appliances and Specialties	4	+44	+ 7	446	+ 78	3,275	4	+124	- 3	644	144	93	160
Fresh Fruits and Vegetables	6	- 4	+14	1,238	+ 3	8,724	d	d	d	d	d	d	d
Furniture and House Furnishings	9	- 7	0	1,617	+ 39	17,846	6	+ 64	- 4	4,313	292	164	304
Groceries	34	+19	0	11,890	+ 4	117,493	20	+ 29	-12	10,696	161	132	190
Meats and Meat Products	4	+20	+10	1,498	+ 57	13,028	4	+ 50	+ 3	369	25	20	27
Beer	4	+55	+ 8	241	+ 5	1,528	d	d	d	d	d	d	d
General Hardware	11	+16	- 6	5,523	+ 26	51,648	6	+ 57	0	8,359	260	193	242
Industrial Supplies	7	- 8	- 6	1,594	+ 6	10,580	5	+ 34	- 5	4,105	301	199	295
Plumbing and Heating Supplies	4	+32	- 8	689	+ 49	6,539	d	d	d	d	d	d	d
Jewelry	36	-28	-22	496	- 18	5,154	20	- 5	+ 3	1,347	376	287	288
Lumber and Building Materials	9	+26	- 3	1,099	+ 45	9,836	7	+115	- 4	852	116	66	115
Machinery, Eqpt., and Supplies, except Electrical	9	- 8	-12	704	+ 22	6,396	5	+ 64	+ 2	929	276	179	214
Metals	5	+ 4	+ 6	739	+ 13	4,611	d	d	d	d	d	d	d
Paper and Its Products	4	+ 9	+10	739	+ 10	5,738	d	d	d	d	d	d	d
Tobacco Products	19	+ 3	+ 4	1,326	- 3	18,931	10	+ 39	- 2	390	49	37	52
Leather and Shoe Findings	6	-19	+ 7	323	- 4	2,089	4	+ 52	- 6	567	342	194	464

a. Includes reports received too late for inclusion in previous monthly totals.
b. Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) 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.)

40644

MONTHLY

WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*
BUREAU OF THE CENSUS
J. C. CAPT, *Director*

For Release
October 1, 1947

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
AUGUST 1947

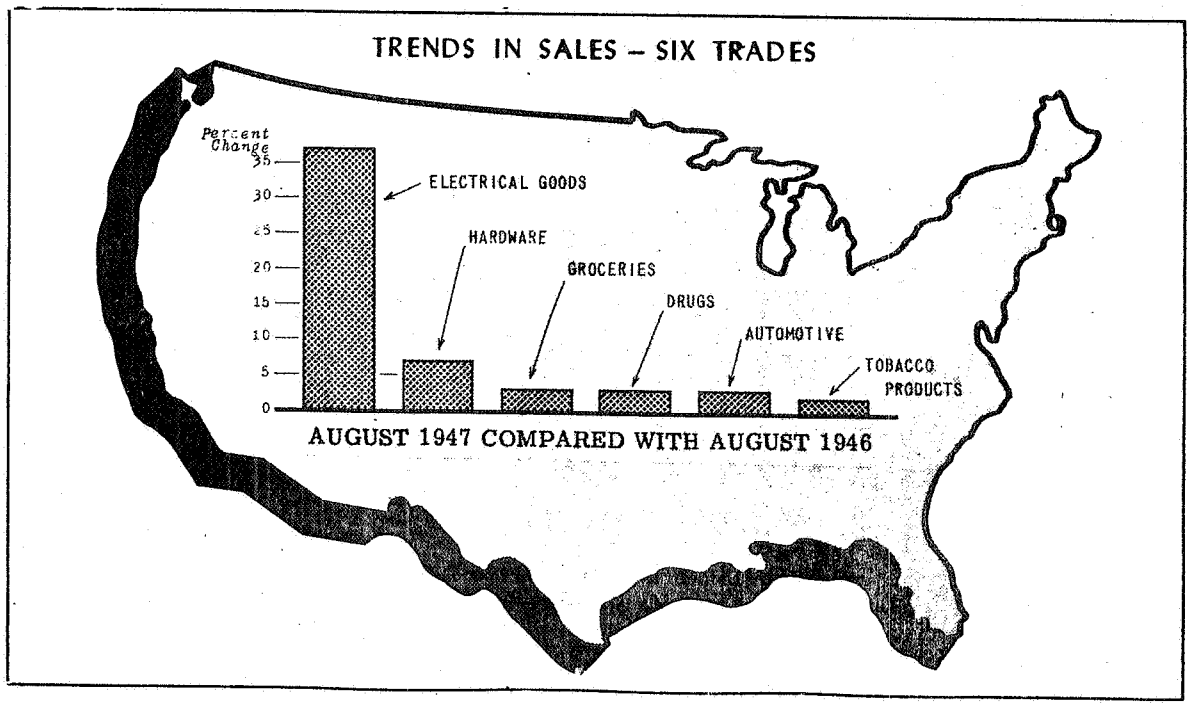
Data contained herein were compiled from confidentail reports submitted to the Bureau of the Census by 2,907 merchant wholesalers representing all parts of the country.

August sales were up 9 percent over August of last year, but they recorded little change, off one percent, from July of this year. The 9 percent represented a two year low in percentage gain over the corresponding month a year earlier. Not since September 1945 has the rate of gain been below the August level. In contrast gains of 40 percent or more were recorded during the period from August through December of last year. The 9 percent increase from August 1946 to August 1947 was more than matched by the rise in the wholesale price index. Dollar sales, all trades combined, for the first eight months of this year were up 22 percent over the corresponding period of 1946.

Twenty-eight of the 39 trades for which data are shown separately in the accompanying tables recorded increases in sales over August of last year, while 11 reported declines in dollar volume. Trades reporting gains of 25 percent or more include electrical goods wholesalers, 37 percent; beer, 41 percent; coal, 28 percent; furniture, 27 percent; and building materials, 34 percent. On the other hand, jewelry and wines and liquors recorded decreases of more than 20 percent.

Inventories, valued at cost, were up 45 percent over August 31 of last year but they registered little change (up 1 percent) from July 31 of this year. As in the case of sales, the rate of increase in dollar inventories has been declining for several months. The 45 percent gain over August of last year was the smallest year-to-year ratio since July 1946. Little or no change has been noted in inventories, valued at cost, for most lines of trade since February or March of this year.

Beginning-of-August accounts receivable were 30 percent above a year earlier, but they showed no change from July 1 of this year. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is lengthening. For most lines of trade it is approximately a week longer than it was a year ago. However, it is still considerably short of pre-war for most lines of trade.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

AUGUST 1947

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales[c]	Percent change: August 1947 vs August 1946	Percent change: August 1947 vs July 1947	August 1947 (Add 000)	SALES—YEAR-TO-DATE[a]: Percent change From 8 Mos. 1946	Eight Months 1947 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	Percent change: August 1947 vs August 1946	Percent change: August 1947 vs July 1947	August 31, 1947 (Add 000)	STOCK-SALES RATIOS[b]: August 1947	August 1946	July 1947
UNITED STATES	2,907	+ 9	- 1	$434,869	+22	$4,206,224	1,913	+ 45	+ 1	$424,566	139	106	135
Automotive Supplies	184	+ 3	- 2	13,135	+11	135,930	112	+ 54	0	8,786	192	125	191
Chemicals (industrial)	13	+ 1	+ 7	946	+26	13,661	8	+ 41	+ 2	757	140	100	143
Paints and Varnishes	25	+14	- 6	3,336	+45	56,507	12	+ 54	+ 8	3,108	124	94	109
Clothing and Furnishings, except Shoes	27	+14	+18	4,502	+17	35,796	9	+ 81	+ 3	844	141	101	198
Shoes and Other Footwear	26	+ 7	+ 2	22,945	+21	184,888	17	+ 75	- 4	6,444	64	37	74
Coal	11	+28	+31	4,975	+37	38,172	5	+ 48	+70	3,828	176	152	136
Drugs and Sundries (liquor excluded)	170	+ 3	- 2	36,853	+ 6	306,039	135	+ 11	+ 5	54,132	185	171	173
Dry Goods	73	- 7	+24	15,496	- 3	160,980	41	+ 36	- 2	15,295	167	109	199
Total Electrical Group	534	+37	- 6	90,370	+88	713,956	455	+ 92	- 3	109,963	128	92	122
Full-line	346	+38	- 8	76,966	+94	614,911	339	+ 95	- 3	97,687	129	91	122
Wiring Supplies, Construction Materials Distributors	116	+18	0	4,967	+42	44,188	69	+ 57	- 5	4,842	143	106	152
Appliances and Specialties	72	+51	+ 1	8,437	+74	54,857	47	+ 73	0	7,434	108	103	110
Dairy and Poultry Products	19	- 6	- 9	2,527	+31	44,531	9	+ 29	+19	926	52	43	41
Fresh Fruits and Vegetables	73	- 6	-25	6,135	- 2	59,837	42	- 32	-23	571	15	21	14
Farm Supplies	20	+ 7	- 9	3,379	+21	37,046	13	+ 28	+12	2,089	105	86	87
Furniture and House Furnishings	40	+27	+31	10,397	+33	93,857	24	+ 40	+ 3	12,637	139	127	177
Refrigeration Eqpt., Parts (commercial)	27	+17	-10	1,900	d	d	22	+ 53	- 2	2,978	167	130	160
Groceries	520	+ 3	- 5	77,144	+ 8	788,534	324	+ 34	+ 8	65,829	135	103	118
Full-line wholesalers[e]	296	+ 3	- 5	39,913	+ 8	379,740	189	+ 36	+ 6	38,546	138	104	123
Voluntary-group wholesalers	118	+ 4	- 5	24,302	+ 8	257,654	80	+ 30	+12	19,555	134	105	114
Retailer-cooperative warehouses	19	+12	- 2	5,317	+11	48,787	11	+ 66	+ 8	3,976	144	103	125
Specialty lines	87	- 4	+ 1	7,612	+ 6	102,353	44	+ 15	+22	3,752	105	87	92
Confectionery	52	+ 3	+ 3	2,098	+ 9	18,416	27	+ 37	+ 4	991	68	51	68
Meats and Meat Products	43	+ 2	-11	18,356	+63	269,103	35	+108	-10	5,570	46	23	47
Beer	42	+41	+ 2	2,076	+18	16,363	29	+ 69	-10	419	30	24	35
Wines and Liquors	19	-24	-12	2,850	-24	73,835	17	+ 30	- 1	5,118	181	106	161
Liquor Department of other Trades[f]	46	-31	- 1	6,795	-32	62,616	44	+ 40	0	19,620	290	145	286
Total Hardware Group	236	+ 7	+ 2	48,396	+28	500,297	160	+ 51	0	68,985	194	135	199
General hardware	115	+ 6	+ 2	35,371	+27	369,073	84	+ 51	- 2	55,021	192	133	199
Industrial supplies	62	+ 1	0	7,404	+26	83,455	44	+ 40	+ 6	12,348	236	163	226
Plumbing and heating supplies	59	+19	+ 5	5,621	+39	47,769	32	+ 86	- 1	3,616	130	91	139
Jewelry	174	-21	+49	6,312	-23	29,491	85	- 8	- 1	9,151	238	208	376
Optical Goods	14	- 9	- 2	250	- 5	2,079	8	- 11	- 1	104	96	110	112
Lumber and Building Materials	58	+34	+ 1	7,860	+51	72,811	29	+ 94	+ 1	3,201	71	46	73
Machinery, Eqpt., and Supplies, except Electrical	34	+15	+10	3,053	+27	44,305	24	+ 38	+ 2	3,973	170	138	185
Surgical, Medical, Eqpt. Supplies	17	+ 5	+ 2	1,079	+28	17,017	10	+ 20	- 1	869	124	112	130
Metals	19	- 9	+ 1	3,551	+10	37,676	10	+ 75	- 3	3,284	231	117	241
Paper and Its Products	67	+ 1	+ 1	8,214	+18	74,929	31	+ 31	0	4,085	119	101	116
Petroleum	26	+19	0	933	+18	7,412	24	+ 29	- 5	542	67	59	70
Tobacco Products	247	+ 2	- 4	25,938	+ 6	278,177	125	+ 23	- 1	7,858	59	50	56
Leather and Shoe Findings	36	-13	- 6	645	- 8	5,774	17	+ 27	- 1	1,069	314	225	311
Miscellaneous	15	- 1	+14	2,403	- 2	19,091	10	+ 9	+ 1	1,540	160	165	180

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not available.
e Not affiliated with voluntary or cooperative groups.
f Chiefly of the Wholesale Drug Trade.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

AUGUST 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES[a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		August 1947	August 1946	July 1947	August 1947 vs. August 1946	August 1947 vs. July 1947	August 1, 1947 (Add 000)
UNITED STATES	2,230	107	120	112	+30	0	$300,345
Automotive Supplies	131	89	95	89	+15	0	6,217
Chemicals (industrial)	13	91	94	87	+ 9	- 1	1,006
Paints and Varnishes	22	83	88	79	+33	- 3	1,558
Clothing and Furnishings, except Shoes	24	97	93	94	+ 7	+ 7	4,032
Shoes and Other Footwear	22	76	83	85	+23	+ 4	10,848
Coal	11	88	89	95	+14	- 1	4,034
Drugs and Sundries (liquor excluded)	88	105	112	106	+13	+ 3	14,452
Dry Goods	65	76	88	82	- 5	+ 9	13,632
Total Electrical Group	493	89	104	95	+81	0	99,425
Full-line	342	88	104	93	+86	0	88,442
Wiring Supplies, Construction Materials Distributors	92	85	93	84	+29	- 1	4,682
Appliances and Specialties	59	108	116	120	+67	+ 4	6,301
Dairy and Poultry Products	12	193	188	218	-16	+12	1,027
Fresh Fruits and Vegetables	57	184	189	209	+ 1	+ 4	2,239
Farm Supplies	15	165	203	179	+25	- 4	1,480
Furniture and House Furnishings	35	99	117	90	+38	- 7	8,660
Refrigeration Equipment, Parts (commercial)	20	108	100	102	+29	- 4	1,459
Groceries	391	162	182	174	+15	+ 1	35,371
Full-line Wholesalers[b]	229	159	182	174	+17	+ 2	19,692
Voluntary-group Wholesalers	85	162	172	171	+13	- 1	10,430
Retailer-cooperative Warehouses	12	287	303	264	+12	-15	1,414
Specialty Lines	65	130	164	144	+ 9	+ 4	3,835
Confectionery	24	154	156	158	+14	+ 5	556
Meats and Meat Products	39	269	294	296	+11	- 3	5,602
Beer	14	251	242	239	+22	- 2	281
Wines and Liquors	15	187	144	186	-47	-14	960
Total Hardware Group	215	93	105	95	+26	- 2	45,619
General Hardware	107	97	110	99	+26	- 2	33,088
Industrial Supplies	53	82	90	85	+18	- 4	6,924
Plumbing and Heating Supplies	55	84	94	86	+36	+ 2	5,607
Jewelry	125	63	72	64	-21	- 5	6,003
Optical Goods	12	90	101	89	+ 1	+ 9	293
Lumber and Building Materials	54	105	113	109	+43	+ 2	6,909
Machinery, Equipment, and Supplies, except Electrical	24	93	100	89	+13	- 8	2,240
Surgical, Medical, Eqpt. Supplies	17	64	64	65	+29	- 3	1,562
Metals	19	100	109	97	+ 6	- 1	3,568
Paper and Its Products	57	92	92	95	+27	- 1	7,887
Petroleum	23	118	120	128	+16	+ 1	655
Tobacco Products	149	171	177	174	+ 8	+ 1	9,366
Leather and Shoe Findings	22	71	87	75	+ 3	+ 1	681
Miscellaneous	22	109	100	114	-23	+ 5	2,723

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales [c]	SALES—CURRENT MONTH: Percent change August 1947 vs. August 1946	SALES—CURRENT MONTH: Percent change August 1947 vs. July 1947	SALES—CURRENT MONTH: August 1947 (Add 000)	SALES—YEAR-TO-DATE [a]: Percent change from 8 mos. 1946	SALES—YEAR-TO-DATE [a]: Eight Months 1947 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	INVENTORY—END-OF-MONTH (At Cost): Percent change August 1947 vs. August 1946	INVENTORY—END-OF-MONTH (At Cost): Percent change August 1947 vs. July 1947	INVENTORY—END-OF-MONTH (At Cost): August 31, 1947 (Add 000)	STOCK-SALES RATIOS [b]: August 1947	STOCK-SALES RATIOS [b]: August 1946	STOCK-SALES RATIOS [b]: July 1947
New England	204	+ 3	- 4	$21,552	+17	$184,251	128	+36	+ 2	$19,978	138	105	131
Automotive Supplies	7	+ 6	+ 7	314	+12	3,531	d	d	d	d	d	d	d
Shoes and Other Footwear	4	-11	+33	664	- 9	4,701	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	12	+ 5	- 6	2,069	+ 5	16,308	10	+ 9	+ 2	2,895	173	166	160
Dry Goods	4	-35	- 1	214	-24	1,638	4	+75	+ 5	303	142	53	133
Electrical Group	50	+17	-16	5,282	+80	44,587	39	+47	- 1	6,892	143	115	121
Fresh Fruits and Vegetables	8	- 7	-39	630	-13	3,879	5	- 7	0	14	5	5	4
Groceries	26	- 2	- 6	3,486	0	31,118	13	+58	+ 7	1,917	134	81	114
Industrial Supplies	8	- 1	- 4	609	+17	5,503	6	+33	+ 1	1,961	355	265	338
Plumbing and Heating Supplies	6	+50	+13	322	+50	2,420	d	d	d	d	d	d	d
Jewelry	5	-10	+43	291	-11	2,390	d	d	d	d	d	d	d
Metals	4	- 2	- 3	87	+16	2,667	d	d	d	d	d	d	d
Paper and Its Products	5	+10	+ 6	297	+19	2,382	4	+10	- 4	244	144	157	153
Tobacco Products	27	- 1	- 2	3,292	- 1	22,457	7	+ 4	- 1	262	37	36	38
Middle Atlantic	617	+ 5	+ 2	82,718	+13	811,314	365	+39	+ 2	62,546	126	98	125
Automotive Supplies	34	- 8	0	1,220	+ 5	8,776	25	+47	- 2	1,595	185	118	191
Paints and Varnishes	4	+ 7	-18	87	+13	818	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	8	+25	+14	3,614	+35	28,307	d	d	d	d	d	d	d
Shoes and Other Footwear	6	+18	+34	930	- 1	7,490	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	20	+ 2	- 8	5,639	+ 4	50,924	15	+ 7	+ 7	5,910	158	150	157
Dry Goods	29	- 6	+35	5,133	+ 4	46,189	15	+53	+ 6	4,152	166	108	196
Electrical Group	100	+45	- 3	16,074	+91	125,646	77	+74	- 3	15,930	106	91	108
Dairy and Poultry Products	4	-34	0	544	+34	26,050	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	21	- 3	-23	1,614	- 6	13,465	13	+ 6	+ 9	159	19	17	13
Farm Supplies	5	+ 3	- 7	1,133	+12	6,847	d	d	d	d	d	d	d
Furniture and House Furnishings	11	+17	+67	1,396	+23	13,671	7	+41	- 5	792	69	54	124
Groceries	81	- 3	- 2	14,701	+ 1	128,122	38	+11	+16	7,319	115	96	100
Confectionery	6	+ 5	+ 5	458	+ 6	3,495	d	d	d	d	d	d	d
Meats and Meat Products	9	- 5	- 8	2,029	+35	27,612	9	+81	- 5	1,084	53	28	52
Beer	8	+34	+11	458	+19	2,860	d	d	d	d	d	d	d
General Hardware	26	- 9	+ 2	5,108	+16	47,791	17	+64	+ 5	6,935	217	127	213
Industrial Supplies	22	+ 8	0	1,698	+37	19,305	15	+18	- 1	1,974	177	161	188
Plumbing and Heating Supplies	17	+11	+14	1,461	+31	12,105	7	+79	+ 3	641	120	79	103
Jewelry	53	-30	+38	1,325	-28	5,968	22	- 3	0	2,408	298	216	442
Optical Goods	5	-15	-14	128	- 2	1,115	d	d	d	d	d	d	d
Lumber and Building Materials	15	+20	- 5	2,322	+32	17,846	5	+36	+ 6	684	48	36	42
Machinery, Eqpt., and Supplies, except Electrical	5	+15	+10	601	+21	5,354	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	6	+ 1	+12	230	+16	1,800	5	+21	+ 1	337	223	188	256
Paper and Its Products	19	+16	+ 7	1,889	+28	19,469	9	+42	+ 4	710	108	80	93
Petroleum	23	+19	- 4	796	+18	5,850	d	d	d	d	d	d	d
Tobacco Products	45	+ 5	+ 1	5,429	+10	97,236	22	+16	+ 2	991	35	34	37
Leather and Shoe Findings	10	-12	+ 3	114	-13	759	4	+15	- 3	75	121	93	131

(Continued on next page)

42 000

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1947

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 1947 (Add 000)	Percent change From 8 Mos. 1946	Eight Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1947 (Add 000)	August 1947	August 1946	July 1947
		August 1947 vs August 1946	August 1947 vs July 1947					August 1947 vs August 1946	August 1947 vs July 1947				
East North Central	552	+ 6	- 4	$84,161	+24	$743,427	373	+ 38	+ 1	$80,535	128	101	121
Automotive Supplies	44	+ 4	- 1	1,716	+16	20,779	54	+ 60	0	2,223	162	112	161
Paints and Varnishes	7	- 1	- 6	517	+21	4,672	d	d	d	d	d	d	d
Coal	4	+23	+33	2,238	+32	14,304	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	24	+ 3	- 5	6,111	+ 8	53,307	18	+ 21	+ 7	7,928	185	153	163
Dry Goods	4	-15	+ 2	999	- 5	10,634	4	+ 47	+ 7	1,307	131	75	125
Electrical Group	101	+27	- 6	20,894	+85	158,765	84	+ 56	- 5	22,728	115	94	112
Dairy and Poultry Products	8	+ 5	-20	447	+39	7,230	4	- 6	+ 7	29	25	29	20
Fresh Fruits and Vegetables	12	+15	- 7	597	+ 1	9,095	7	+ 39	- 8	110	24	21	26
Farm Supplies	6	+ 6	- 4	871	+ 1	6,360	d	d	d	d	d	d	d
Groceries	85	+ 1	- 6	14,255	+ 9	139,966	61	+ 35	+12	15,797	146	115	125
Confectionery	6	+ 1	0	177	+ 8	2,044	d	d	d	d	d	d	d
Meats and Meat Products	14	0	-15	7,289	+39	57,931	11	+139	- 5	1,861	45	19	38
Beer	11	+82	+ 6	717	+37	4,600	d	d	d	d	d	d	d
Wines and Liquors	6	-35	-12	368	-23	7,474	6	- 1	+ 1	701	190	124	167
General Hardware	14	+ 3	- 3	7,374	+51	72,524	15	+ 39	- 2	13,024	179	132	176
Industrial Supplies	7	0	- 9	207	+28	7,046	6	+ 45	+ 3	353	177	121	155
Plumbing and Heating Supplies	12	+12	0	1,058	+34	9,010	10	+ 57	- 3	1,443	158	109	162
Jewelry	52	-23	+50	2,175	-24	9,311	23	- 12	+ 2	2,999	230	198	355
Lumber and Building Materials	12	+21	- 1	1,263	+42	9,844	7	+ 97	-10	455	65	44	71
Machinery, Eqpt., and Supplies, except Electrical	9	+14	- 9	684	+27	7,517	7	+ 41	+ 4	682	125	96	107
Surgical, Medical, Eqpt., Supplies	4	+10	- 4	487	+57	11,657	d	d	d	d	d	d	d
Paper and Its Products	22	-11	- 2	4,147	+13	34,980	10	+ 34	- 2	1,464	97	81	94
Tobacco Products	52	+ 4	- 1	6,928	+ 5	58,579	27	+ 15	- 4	1,780	52	47	54
Leather and Shoe Findings	9	-16	- 5	127	-12	1,178	d	d	d	d	d	d	d
West North Central	278	+ 9	+ 1	50,607	+20	538,202	208	+ 38	+ 3	60,856	148	118	146
Clothing and Furnishings, except Shoes	4	-17	+14	281	+ 9	2,165	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+ 1	- 4	4,538	+ 7	36,319	20	+ 6	+ 5	7,066	175	170	162
Electrical Group	53	+40	- 8	9,790	+88	74,005	49	+ 77	- 2	11,067	117	94	110
Fresh Fruits and Vegetables	5	+11	- 2	587	+ 7	5,030	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+39	+38	5,390	+42	40,305	d	d	d	d	d	d	d
Groceries	51	- 2	- 8	5,852	+ 8	95,475	38	+ 28	+ 6	7,675	174	131	149
Confectionery	4	- 5	- 4	270	+11	2,927	4	+ 31	- 5	151	56	41	57
Beer	6	+90	- 1	188	+65	2,449	d	d	d	d	d	d	d
General Hardware	14	+ 7	+ 6	6,337	+32	76,244	14	+ 54	- 1	11,954	188	131	201
Industrial Supplies	4	+16	-13	276	+26	4,757	d	d	d	d	d	d	d
Plumbing and Heating Supplies	8	+ 9	- 4	863	+42	10,336	5	+ 79	- 4	385	106	74	107
Jewelry	14	- 5	+65	1,068	-21	2,658	6	+ 9	- 7	1,085	221	183	415
Paper and Its Products	4	- 2	- 6	168	+12	1,994	d	d	d	d	d	d	d
Tobacco Products	29	+ 6	- 4	2,138	+ 7	23,529	16	+ 24	- 5	672	57	50	58
Leather and Shoe Findings	4	-11	- 5	40	-11	575	d	d	d	d	d	d	d

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1947

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 1947 (Add 000)	Percent change from 8 mos. 1946	Eight Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		August 31, 1947 (Add 000)	August 1947	August 1946	July 1947
		August 1947 vs. August 1946	August 1947 vs. July 1947					August 1947 vs. August 1946	August 1947 vs. July 1947				
South Atlantic	386	+12	- 5	$42,245	+ 26	$396,020	251	+ 55	- 2	$41,451	136	100	133
Automotive Supplies	16	- 5	- 5	624	+ 11	8,565	11	+ 75	- 4	693	211	116	215
Paints and Varnishes	4	+10	+ 8	322	+ 16	2,115	4	+ 48	+ 1	274	85	65	92
Drugs and Sundries (liquor excluded)	30	+ 4	- 2	4,691	+ 8	36,188	20	+ 11	+ 4	6,524	220	205	203
Dry Goods	9	+12	+28	1,814	+ 6	14,489	5	+ 82	- 4	2,587	226	162	288
Electrical Group	75	+41	- 7	10,946	+103	97,542	69	+116	- 8	13,578	127	83	128
Fresh Fruits and Vegetables	10	- 8	-14	510	- 3	5,259	6	- 11	- 8	56	20	21	19
Furniture and House Furnishings	5	+34	+56	454	+ 24	3,734	d	d	d	d	d	d	d
Groceries	99	+ 8	- 7	10,727	+ 15	93,553	46	+ 33	+ 9	5,449	105	83	90
Confectionery	16	+ 4	- 1	430	+ 14	5,693	9	+ 37	+ 6	357	99	77	95
Meats and Meat Products	5	-16	- 2	1,169	+ 19	9,446	4	+ 47	- 6	489	42	24	44
Beer	6	- 6	- 6	301	+ 19	2,877	d	d	d	d	d	d	d
General Hardware	17	+15	- 5	2,495	+ 28	29,268	13	+ 62	- 4	2,898	155	118	152
Industrial Supplies	7	+18	+10	716	+ 45	8,007	5	+ 63	- 1	927	147	105	168
Jewelry	9	- 7	+68	314	- 20	1,224	4	- 10	-13	375	186	217	384
Lumber and Building Materials	7	+72	- 4	531	+ 54	7,831	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	- 5	-15	124	+ 25	2,326	4	+ 49	+12	278	224	144	175
Paper and Its Products	9	+22	- 3	714	+ 28	5,810	d	d	d	d	d	d	d
Tobacco Products	20	- 4	-11	1,859	+ 1	20,925	14	+ 15	+ 3	765	52	44	46
East South Central	161	+ 6	- 2	21,089	+ 25	180,531	104	+ 55	- 1	20,376	132	104	129
Drugs and Sundries (liquor excluded)	20	- 4	+ 1	3,175	+ 4	22,183	14	+ 12	+ 2	4,589	186	163	186
Dry Goods	8	-10	+26	1,567	- 11	12,441	4	+ 29	- 7	1,647	153	115	227
Electrical Group	23	+46	- 5	3,439	+ 85	30,986	23	+104	- 5	4,070	118	85	118
Fresh Fruits and Vegetables	7	+22	-16	284	+ 3	1,773	d	d	d	d	d	d	d
Groceries	35	- 1	- 9	4,512	+ 14	36,700	23	+ 37	+ 2	4,016	121	89	107
Confectionery	8	+12	- 3	300	+ 13	2,538	d	d	d	d	d	d	d
Beer	5	+115	0	133	+ 48	774	5	- 7	-26	40	30	69	41
General Hardware	8	+10	- 9	2,026	+ 33	25,841	5	+ 30	- 4	2,377	160	137	144
Lumber and Building Materials	4	+120	+15	771	+120	5,334	d	d	d	d	d	d	d
Tobacco Products	14	+ 1	- 4	923	0	6,878	6	+ 43	- 5	273	48	34	47
West South Central	263	+14	- 3	39,519	+ 22	344,249	185	+ 57	+ 1	45,357	146	107	139
Automotive Supplies	12	-14	+ 4	574	- 1	6,973	10	+ 69	0	900	226	104	226
Drugs and Sundries (liquor excluded)	18	+17	+11	3,988	+ 5	32,843	15	+ 19	+ 8	6,500	175	175	183
Dry Goods	4	+40	+29	663	- 17	5,477	d	d	d	d	d	d	d
Electrical Group	49	+57	- 7	8,214	+ 92	58,709	43	+124	+ 1	10,332	130	93	121
Groceries	87	+ 8	- 3	11,951	+ 13	102,285	58	+ 48	+ 5	9,656	112	83	105
Confectionery	4	-18	+ 8	79	+ 19	1,130	d	d	d	d	d	d	d
General Hardware	15	+ 8	+ 9	3,690	+ 26	38,660	9	+ 66	- 1	5,494	212	129	227
Industrial Supplies	4	+19	+ 1	1,995	+ 34	22,122	d	d	d	d	d	d	d
Jewelry	4	-14	+58	210	- 33	692	4	- 35	+11	381	181	241	257
Tobacco Products	31	+ 8	-16	3,308	+ 24	19,321	15	+ 43	+ 1	2,349	114	87	88

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1947

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 1947 vs. August 1946	Percent change: August 1947 vs. July 1947	August 1947 (Add 000)	Percent change from 8 mos. 1946	Eight Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: August 1947 vs. August 1946	Percent change: August 1947 vs. July 1947	August 31, 1947 (Add 000)	August 1947	August 1946	July 1947
Mountain	139	+16	- 3	$17,238	+29	$145,520	106	+68	+ 3	$21,132	160	111	151
Automotive Supplies	11	+ 7	- 5	631	+21	6,565	5	+80	- 1	219	228	139	235
Drugs and Sundries (liquor excluded)	10	+ 6	+ 3	1,192	+17	13,382	8	+29	+ 3	1,858	195	160	197
Electrical Group	27	+52	- 6	3,653	+97	26,095	21	+124	+ 9	5,233	157	109	134
Groceries	29	+10	- 4	3,880	+12	28,956	27	+61	+ 6	6,988	187	128	168
General Hardware	7	+10	- 9	1,816	+35	14,641	d	d	d	d	d	d	d
Jewelry	4	-48	+ 4	55	-50	212	d	d	d	d	d	d	d
Lumber and Building Materials	4	+38	+ 1	1,314	+73	12,183	d	d	d	d	d	d	d
Tobacco Products	12	- 1	+ 2	929	- 2	6,726	8	+11	+ 1	351	88	86	84
Pacific	290	+12	0	52,675	+18	542,942	192	+52	+ 2	69,300	177	128	173
Automotive Supplies	25	+ 1	- 4	1,266	+13	23,409	11	+105	+ 6	1,129	192	117	173
Clothing and Furnishings, except Shoes	5	+ 4	+54	186	- 7	1,298	d	d	d	d	d	d	d
Shoes and Other Footwear	6	+46	+24	416	+36	3,205	5	+103	- 6	742	184	135	242
Drugs and Sundries (liquor excluded)	15	- 3	- 1	5,450	+ 1	44,585	15	+ 3	+ 4	10,840	199	188	190
Electrical Group	56	+34	- 4	12,078	+81	97,621	50	+169	- 1	20,133	171	86	166
Fresh Fruits and Vegetables	6	- 4	+ 6	1,292	+ 3	10,389	d	d	d	d	d	d	d
Furniture and House Furnishings	8	+21	- 1	1,536	+36	20,359	5	+ 48	- 5	3,975	290	237	297
Groceries	27	+10	- 1	7,780	+ 5	132,359	20	+ 23	+ 7	7,014	141	118	129
Meats and Meat Products	5	+27	-11	2,702	+51	17,278	d	d	d	d	d	d	d
General Hardware	11	+22	+10	6,201	+23	59,805	7	+ 52	- 5	8,709	215	151	262
Industrial Supplies	7	-25	0	1,481	+ 1	12,201	6	+ 32	+25	4,181	304	166	236
Plumbing and Heating Supplies	5	+ 8	- 5	909	+43	7,860	d	d	d	d	d	d	d
Jewelry	32	-23	+44	838	-19	6,629	19	- 10	- 3	1,510	215	222	340
Lumber and Building Materials	10	+34	+14	1,341	+44	11,509	8	+145	+ 8	977	96	60	111
Machinery, Eqpt., and Supplies, except Electrical	8	+ 9	+ 1	664	+21	7,130	5	+ 56	+ 3	961	289	200	276
Metals	5	- 1	- 5	696	+11	5,307	d	d	d	d	d	d	d
Tobacco Products	17	- 7	- 8	1,152	- 4	22,526	10	+ 8	- 4	415	54	47	53
Leather and Shoe Findings	6	- 9	-12	266	- 4	2,355	d	d	d	d	d	d	d

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

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) 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.)

42000

MONTHLY

WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*
BUREAU OF THE CENSUS
J. C. CAPT, *Director*

For Release
NOVEMBER 3, 1947

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
SEPTEMBER 1947

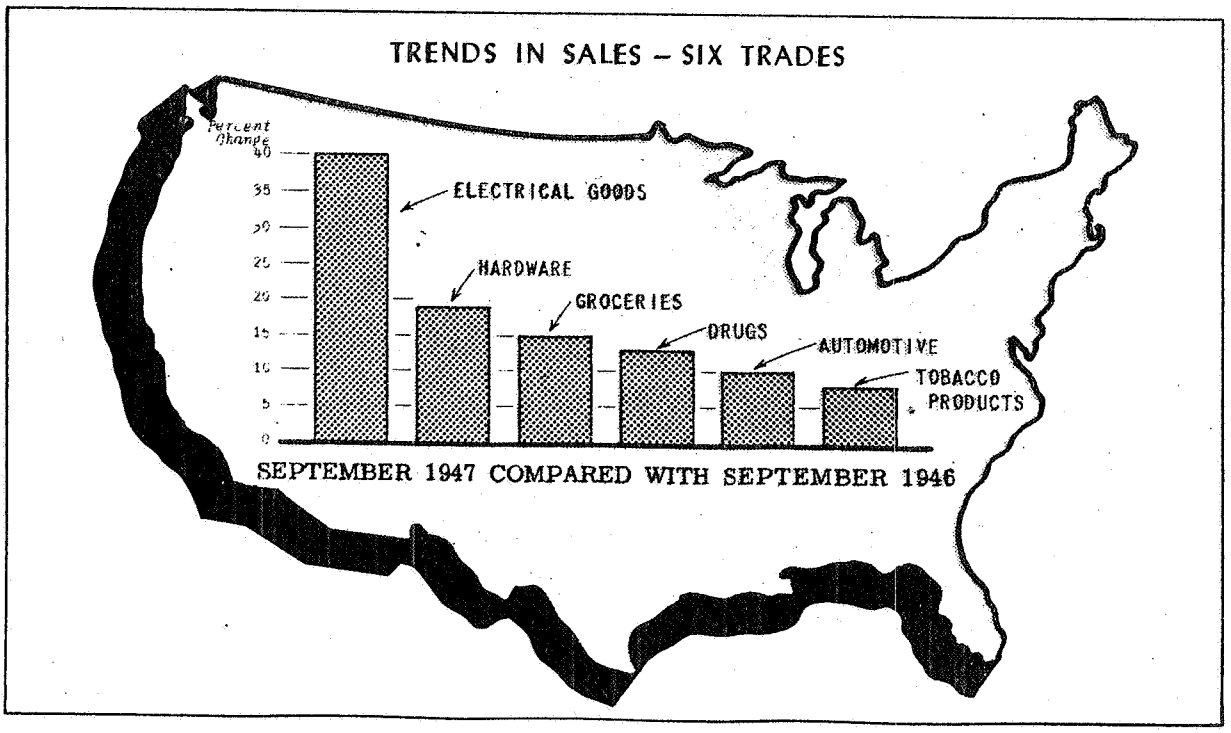
Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,033 merchant wholesalers representing all parts of the country.

Reversing a declining sales increase, September sales of merchant wholesalers were up 20 percent over September 1946, whereas corresponding August sales were up only nine percent over last year and July sales were up 19 percent. September sales were up seven percent over August of this year, the second largest month-to-month increase of the year — March sales were up nine percent over February. Dollar sales, all trades combined, for the first nine months of this year were up 21 percent over the corresponding period of last year.

Thirty-four of the 39 trades for which data are shown separately in the accompanying tables recorded sales increases over September of last year, decreases being recorded by dairy products, wines and liquors, jewelry, and "miscellaneous." Trades recording sales increases of 40 percent or more over last year included electrical goods, furniture, meats, and lumber. On the year-to-date basis, 30 of the 39 trades recorded increases over dollar volume of last year, the increases ranging up to 50 percent or more in the case of electrical goods, meats, and lumber.

Inventories, valued at cost, were up 36 percent over September 30 of last year but they registered little change (up 1 percent) from August 31 of this year. The 36 percent increase over a year ago is the smallest year-to-year percentage increase in dollar inventories since June 1946. Most trades have recorded little change in inventories (valued at cost) in the past six months.

Beginning-of-September accounts receivable were 26 percent above a year earlier and up five percent over the first of August. With sales up only 20 percent from September 1946 to September 1947 and receivables up 26 percent, the credit period recorded a slight increase. It is slightly longer than it was a year ago for most lines of trade.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

SEPTEMBER 1947

KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales[c]	Percent change: Sept. 1947 vs. Sept. 1946	Percent change: Sept. 1947 vs. Aug. 1947	September 1947 (Add 000)	SALES—YEAR-TO-DATE[a]: Percent change from 9 mos. 1946	Nine Months 1947 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	Percent change: Sept. 1947 vs. Sept. 1946	Percent change: Sept. 1947 vs. Aug. 1947	September 30 1947 (Add 000)	STOCK-SALES RATIOS[b]: Sept. 1947	Sept. 1946	Aug. 1947
UNITED STATES	3,033	+20	+ 7	$499,442	+21	$4,835,815	1,991	+ 36	+ 1	$452,835	126	112	138
Automotive Supplies	213	+10	+ 9	16,844	+11	157,351	126	+ 44	+ 1	11,634	182	153	187
Chemicals (industrial)	13	+ 7	+ 2	1,023	+22	15,606	9	+ 46	- 2	851	133	94	130
Paints and Varnishes	24	+ 8	+ 3	1,744	+43	62,531	13	+ 59	+ 2	1,266	128	95	138
Clothing and Furnishings, except Shoes	32	+32	+20	5,659	+19	41,536	14	+104	- 9	964	102	77	127
Shoes and Other Footwear	25	+32	+ 6	25,840	+23	210,880	15	+ 85	-11	6,565	54	35	64
Coal	10	+35	+ 7	3,932	+36	42,283	4	+ 50	+31	3,804	395	317	329
Drugs and Sundries (liquor excluded)	171	+13	+17	43,060	+ 6	352,258	134	+ 11	+ 5	57,101	168	171	187
Dry Goods	76	+ 6	+16	24,411	- 1	188,901	44	+ 18	- 8	25,143	151	114	169
Total Electrical Group	541	+40	+10	102,496	+80	828,390	459	+ 78	- 1	110,549	113	90	126
Full-line	356	+42	+12	68,208	+85	708,609	349	+ 80	- 1	98,821	113	89	128
Wiring Supplies, Construction Materials Distributors	119	+31	- 2	6,528	+39	53,023	66	+ 54	+ 2	4,897	111	99	106
Appliances and Specialties	66	+30	+ 8	7,763	+68	66,758	44	+ 75	0	7,031	115	88	122
Dairy and Poultry Products	23	-11	+ 2	2,852	+27	48,315	13	+ 14	-10	1,283	54	42	60
Fresh Fruits and Vegetables	70	+ 6	+12	6,169	- 1	66,685	41	+ 24	+29	528	20	16	14
Farm Supplies	17	+32	+ 3	3,206	+22	40,340	9	+ 45	+ 6	1,283	113	98	116
Furniture and House Furnishings	43	+42	+12	10,530	+34	106,460	26	+ 55	- 2	9,091	104	109	120
Refrigeration Eqpt., Parts (commercial)	29	+25	- 2	969	d	d	25	+ 40	- 1	1,689	194	171	193
Groceries[e]	545	+15	+16	97,559	+ 9	914,502	345	+ 30	+ 5	81,342	124	112	137
Full-line wholesalers	327	+15	+15	55,857	+ 9	448,926	212	+ 33	+ 6	54,021	129	112	141
Voluntary-group wholesalers	112	+12	+17	23,063	+ 8	288,896	79	+ 22	+ 4	19,295	120	114	135
Retailer-cooperative warehouses	18	+20	+27	6,761	+12	56,628	11	+ 58	+ 8	4,320	121	95	140
Specialty lines	88	+20	+14	11,848	+ 8	120,052	43	+ 10	- 2	3,706	93	107	107
Confectionery	56	+11	+ 9	2,619	+ 9	21,311	29	+ 38	+12	1,177	65	53	64
Meats and Meat Products	37	+97	+ 8	9,430	+62	300,857	31	+145	+12	4,200	49	39	47
Beer	39	+25	-14	1,689	+18	18,185	28	+ 41	+ 5	387	32	28	26
Wines and Liquor	19	- 8	+24	3,919	-23	83,209	17	+ 19	- 2	5,535	142	110	181
Liquor Departments of Other Trades	49	- 8	+25	9,146	-30	72,498	46	+ 6	+ 3	20,307	229	197	277
Total Hardware Group	231	+19	+ 9	54,046	+27	568,632	148	+ 42	- 1	67,531	169	144	187
General hardware	112	+18	+ 9	41,137	+26	420,941	81	+ 40	- 2	55,723	169	145	189
Industrial supplies	59	+17	+ 7	7,349	+26	93,316	36	+ 44	+ 2	8,340	200	155	202
Plumbing and heating supplies	60	+36	+ 7	5,560	+39	54,375	31	+ 70	- 3	3,468	125	101	136
Jewelry	179	-12	+18	7,173	-21	38,958	94	- 10	- 3	9,681	210	202	249
Optical Goods	13	+ 4	+ 7	259	- 4	2,361	8	- 12	- 6	99	85	100	97
Lumber and Building Materials	57	+52	+10	8,219	+51	83,175	31	+ 80	0	3,846	71	60	79
Machinery, Eqpt., and Supplies, except Electrical	38	+11	-13	3,689	+26	51,387	27	+ 45	+13	5,579	200	146	142
Surgical, Medical, Equipment Supplies	19	+22	0	1,039	+27	18,433	13	+ 15	0	1,027	132	143	134
Metals	19	+ 7	+ 4	3,010	+ 9	41,131	9	+ 58	- 2	3,473	170	117	180
Paper and Its Products	63	+24	+11	7,687	+18	83,274	32	+ 34	+ 2	4,064	100	89	108
Petroleum	26	+28	+ 9	1,019	+19	8,431	24	+ 17	- 1	536	60	64	67
Tobacco Products	304	+ 8	- 1	37,002	+ 6	330,862	150	+ 18	+ 7	11,375	57	53	52
Leather and Shoe Findings	36	+ 6	+ 9	686	- 8	6,537	16	+ 28	- 1	1,090	310	240	351
Miscellaneous	16	- 8	0	2,452	- 3	21,600	11	+ 20	+ 4	1,835	176	159	174

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not available.
e Not affiliated with voluntary or cooperative groups.
f Chiefly of the Wholesale Drug Trade.

1948

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

SEPTEMBER 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		
		September 1947	September 1946	August 1947	Sept. 1947 vs. Sept. 1946	Sept. 1947 vs. Aug. 1947	As of September 1, 1947 (Add 000)
UNITED STATES	2,332	108	113	106	+26	+ 5	$531,585
Automotive Supplies	152	98	92	85	+11	+ 2	7,778
Chemicals (industrial)	12	90	90	92	+ 3	+ 5	966
Paints and Varnishes	23	83	81	79	+22	- 4	1,590
Clothing and Furnishings, except Shoes	28	107	101	102	+17	+14	4,543
Shoes and Other Footwear	21	81	87	76	+34	+31	15,892
Coal	10	83	88	84	+23	+23	4,144
Drugs and Sundries (liquor excluded)	84	105	111	106	+12	+ 3	13,587
Dry Goods	69	68	78	66	+ 5	+16	26,494
Total Electrical Group	508	91	98	90	+58	- 1	101,425
Full-line	352	90	98	89	+62	- 2	88,577
Wiring Supplies, Construction Materials Distributors	96	84	90	85	+46	+ 6	6,652
Appliances and Specialties	60	112	99	110	+28	+ 2	6,194
Dairy and Poultry Products	16	126	140	118	- 4	- 4	1,421
Fresh Fruits and Vegetables	56	191	197	185	+11	+ 8	2,173
Farm Supplies	13	173	226	162	+54	- 6	1,293
Furniture and House Furnishings	38	96	103	92	+43	+13	9,746
Refrigeration Equipment, Parts (commercial)	24	82	102	88	+36	- 5	893
Groceries	418	171	168	167	+10	+ 8	41,081
Full-line wholesalers [b]	260	167	161	163	+ 9	+ 8	25,929
Voluntary-group wholesalers	81	190	191	189	+ 9	+ 7	7,186
Retailer-cooperative warehouses	13	301	276	291	+14	+15	1,661
Specialty lines	64	134	144	126	+19	+10	6,305
Confectionery	28	160	163	154	+16	+ 3	688
Meats and Meat Products	35	275	204	265	+38	+15	4,036
Beer	13	220	250	258	+44	+ 6	299
Wines and Liquors	14	204	174	194	-30	- 2	949
Total Hardware Group	208	97	103	94	+23	+ 3	46,584
General hardware	102	100	107	97	+21	+ 5	35,043
Industrial supplies	49	87	89	86	+19	+ 3	5,978
Plumbing and heating supplies	55	86	93	84	+34	+ 5	5,563
Jewelry	132	65	70	61	-11	+24	7,211
Optical Goods	11	97	95	86	- 4	- 7	267
Lumber and Building Materials	52	108	109	103	+45	+ 1	6,730
Machinery, Equipment, and Supplies, except Electrical	27	73	86	81	+44	+21	4,116
Surgical, Medical, Equipment Supplies	17	65	74	67	+27	+ 1	1,424
Metals	15	105	107	107	+10	+ 1	2,717
Paper and Its Products	54	88	94	89	+26	+ 9	7,389
Petroleum	23	125	116	118	+22	+12	732
Tobacco Products	158	206	201	201	+ 7	- 2	11,710
Leather and Shoe Findings	22	77	85	72	+ 4	+ 1	710
Miscellaneous	15	94	101	97	+ 4	+ 7	2,394

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH: Number of firms reporting sales [c]	Percent change: Sept. 1947 vs Sept. 1946	Percent change: Sept. 1947 vs Aug. 1947	September 1947 (Add 000)	SALES—YEAR-TO-DATE [a]: Percent change from 9 mos. 1946	Nine Months 1947 (Add 000)	INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks	Percent change: Sept. 1947 vs Sept. 1946	Percent change: Sept. 1947 vs Aug. 1947	Sept. 30, 1947 (Add 000)	STOCK-SALES RATIOS [b]: Sept. 1947	Sept. 1946	Aug. 1947
New England	200	+ 9	+ 9	$20,291	+16	$206,418	129	+39	+ 2	$18,525	130	105	143
Automotive Supplies	7	- 8	- 2	323	+10	3,891	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	11	+16	+24	2,338	+ 6	18,712	10	+ 4	+ 1	2,848	139	155	171
Electrical Group	47	+31	+10	5,461	+72	50,090	38	+77	0	6,884	134	100	148
Fresh Fruits and Vegetables	9	-11	-26	501	-13	4,430	6	+38	+47	22	10	6	5
Furniture and House Furnishings	4	+ 9	+11	566	+27	3,789	d	d	d	d	d	d	d
Groceries	26	+ 5	+14	3,020	0	34,539	15	+40	+ 4	2,319	126	100	147
Confectionery	5	- 2	+ 5	385	+ 2	1,598	4	+33	+33	56	16	12	12
Industrial Supplies	6	+12	+15	585	+17	6,088	4	+28	- 1	1,362	286	234	305
Plumbing and Heating Supplies	6	+38	+ 6	341	+48	2,761	d	d	d	d	d	d	d
Jewelry	7	+16	+22	443	- 7	2,844	4	+17	0	91	276	195	314
Metals	5	-18	+ 5	294	+ 8	3,154	d	d	d	d	d	d	d
Paper and Its Products	5	+16	- 1	295	+18	2,677	4	+16	+ 4	254	147	154	144
Tobacco Products	28	+ 5	- 2	3,241	0	25,898	10	+10	+ 3	354	38	40	37
Middle Atlantic	618	+20	+ 9	89,856	+14	927,164	366	+31	+ 1	62,019	108	102	114
Automotive Supplies	34	+10	+ 7	1,180	+ 5	10,112	24	+59	+ 6	1,504	195	137	197
Clothing and Furnishings, except Shoes	11	+51	+15	4,405	+36	32,763	4	+128	-12	544	91	74	112
Shoes and Other Footwear	6	+30	+ 4	965	+ 1	8,591	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	18	+21	+25	5,636	+ 5	56,648	13	+13	+ 6	5,431	137	147	165
Dry Goods	29	+17	+15	5,878	+ 6	53,824	14	+43	- 7	3,753	131	118	165
Electrical Group	98	+42	+10	15,423	+83	143,497	74	+72	+ 3	13,248	107	89	113
Dairy and Poultry Products	5	-25	+27	840	+30	27,006	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	16	+ 7	+10	1,300	- 5	14,765	10	- 1	+27	70	16	17	13
Farm Supplies	4	+71	+21	950	+17	7,797	d	d	d	d	d	d	d
Furniture and House Furnishings	11	+94	+17	2,087	+29	16,331	6	- 1	-13	664	48	94	87
Groceries	78	+ 8	+13	12,350	+ 1	141,038	37	+18	+ 1	5,970	110	112	114
Confectionery	9	+11	+ 2	647	+ 6	4,305	5	+17	+ 5	143	52	49	53
Meats and Meat Products	7	+50	- 2	1,545	+37	30,956	7	+123	+ 3	994	64	43	82
Beer	9	+15	-18	441	+19	3,382	7	+111	+10	74	17	9	13
General Hardware	26	+25	+25	6,755	+17	55,482	17	+52	- 2	6,286	146	135	184
Industrial Supplies	21	+18	+ 6	1,792	+34	21,502	14	+27	+ 3	2,095	179	179	183
Plumbing and Heating Supplies	13	+31	+ 4	1,228	+31	15,461	d	d	d	d	d	d	d
Jewelry	43	-22	+23	1,295	-25	7,825	15	- 5	- 3	1,504	219	184	278
Optical Goods	3	+ 4	+ 4	141	+ 2	1,274	d	d	d	d	d	d	d
Lumber and Building Materials	17	+24	+ 2	2,553	+32	20,666	5	+31	- 2	668	46	37	48
Machinery, Eqpt., and Supplies, except Electrical	5	+11	+ 1	638	+20	6,026	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	7	+23	+ 8	258	+17	2,067	6	+33	+ 3	395	228	208	240
Paper and Its Products	20	+31	+ 4	2,181	+29	21,719	12	+80	+ 4	1,086	84	61	85
Petroleum	23	+30	+11	880	+19	6,730	d	d	d	d	d	d	d
Tobacco Products	67	+ 8	- 7	13,558	+ 9	121,138	39	+16	+10	6,677	64	60	53
Leather and Shoe Findings	10	- 1	+11	88	-12	847	4	+16	- 9	67	197	166	274

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

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 Sept. 1947 vs Sept. 1946	Percent change Sept. 1947 vs Aug. 1947	September 1947 (Add 000)	Percent change from 9 mos. 1946	Nine Months 1947 (Add 000)	Number of firms reporting stocks	Percent change Sept. 1947 vs Sept. 1946	Percent change Sept. 1947 vs Aug. 1947	Sept. 30, 1947 (Add 000)	Sept. 1947	Sept. 1946	Aug. 1947
East North Central	**582**	**+19**	**+13**	**$90,358**	**+23**	**$850,330**	**587**	**+32**	**0**	**$82,078**	**119**	**108**	**135**
Automotive Supplies	50	+10	+10	2,826	+14	24,203	37	+48	+ 2	2,799	140	102	144
Paints and Varnishes	7	+ 4	+12	577	+19	5,249	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	6	-10	+55	295	-27	1,746	d	d	d	d	d	d	d
Coal	4	+40	+ 8	2,422	+35	16,726	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	26	+11	+21	7,159	+ 8	61,090	18	+14	+ 5	7,014	150	145	178
Dry Goods	8	+10	+28	2,179	- 2	13,153	7	+51	- 7	2,038	98	71	136
Electrical Group	108	+35	+11	24,328	+74	186,185	90	+59	- 2	22,694	99	84	115
Dairy and Poultry Products	9	+15	0	463	+35	8,258	4	- 9	0	29	24	27	25
Fresh Fruits and Vegetables	15	+ 8	-17	746	+ 1	10,047	9	+69	+25	159	53	22	22
Farm Supplies	4	+44	+ 1	375	+ 5	6,735	d	d	d	d	d	d	d
Groceries	84	+15	+22	19,027	+10	164,847	61	+24	+ 4	18,849	122	117	144
Confectionery	6	+18	+13	220	+ 9	2,264	d	d	d	d	d	d	d
Meats and Meat Products	11	+72	+ 9	1,362	+40	59,295	8	+49	+22	191	25	24	20
Beer	11	+46	-20	560	+39	5,195	8	+48	0	93	29	29	22
Wines and Liquors	6	-11	+41	829	-24	8,907	6	+ 5	- 6	1,258	149	127	225
General Hardware	14	+21	+11	8,028	+29	82,513	12	+30	0	12,599	158	148	175
Industrial Supplies	7	+ 1	+ 1	529	+24	7,873	4	+93	- 2	309	154	81	163
Plumbing and Heating Supplies	15	+20	+ 9	1,279	+32	10,565	12	+45	- 8	1,564	139	115	165
Jewelry	51	-14	+24	2,576	-22	12,509	26	- 9	- 4	4,095	203	194	267
Lumber and Building Materials	10	+59	+ 6	1,092	+43	10,999	7	+97	0	427	55	42	57
Machinery, Eqpt., and Supplies, except Electrical	9	- 6	+ 1	635	+24	8,157	7	+15	+ 1	601	118	98	117
Surgical, Medical, Eqpt., Supplies	6	+19	- 3	450	+35	12,258	4	- 9	- 7	370	91	121	94
Paper and Its Products	20	+21	+13	3,282	+14	38,262	9	+30	+ 1	1,221	92	78	95
Tobacco Products	61	+12	+ 5	6,327	+ 5	65,827	28	+16	+ 7	1,194	64	62	62
Leather and Shoe Findings	9	+ 3	+17	148	-10	1,363	d	d	d	d	d	d	d
West North Central	**306**	**+15**	**+15**	**65,384**	**+19**	**621,713**	**232**	**+26**	**+ 1**	**76,882**	**137**	**127**	**154**
Drugs and Sundries (liquor excluded)	19	+10	+17	5,044	+ 7	41,544	18	+ 5	+ 4	5,965	158	166	176
Dry Goods	5	- 7	+18	8,548	- 9	62,509	5	+ 1	- 7	11,290	132	122	168
Electrical Group	54	+37	+ 7	10,851	+79	85,643	48	+64	- 1	10,982	109	98	117
Fresh Fruits and Vegetables	5	+31	-18	484	+ 8	5,514	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+48	0	2,497	+43	42,885	d	d	d	d	d	d	d
Groceries	67	+18	+27	12,918	+ 9	115,291	55	+22	+ 5	16,295	145	159	173
Confectionery	5	+18	+ 8	375	+12	3,378	5	+20	+11	183	49	48	48
Beer	5	+54	-18	94	+62	2,543	d	d	d	d	d	d	d
General Hardware	14	+20	+14	9,437	+29	89,864	15	+38	- 2	15,366	163	142	189
Industrial Supplies	6	+21	+11	504	+25	5,369	d	d	d	d	d	d	d
Plumbing and Heating Supplies	8	+51	+11	650	+42	11,504	5	+65	- 5	578	109	103	134
Jewelry	13	+ 1	+ 5	881	-17	3,571	9	-13	- 4	1,119	191	219	217
Lumber and Building Materials	4	+107	+27	232	+58	7,877	d	d	d	d	d	d	d
Paper and Its Products	4	+40	+39	235	+15	2,345	d	d	d	d	d	d	d
Tobacco Products	37	+ 3	+ 2	3,688	+ 5	28,825	19	+18	-12	870	51	52	64
Leather and Shoe Findings	5	- 1	+20	89	-10	704	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

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: Sept. 1947 vs Sept. 1946	Percent change: Sept. 1947 vs Aug. 1947	September 1947 (Add 000)	Percent change from 9 mos. 1946	Nine Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: Sept. 1947 vs Sept. 1946	Percent change: Sept. 1947 vs Aug. 1947	Sept. 30, 1947 (Add 000)	Sept. 1947	Sept. 1946	Aug. 1947
South Atlantic	389	+23	+12	$52,934	+26	$455,697	258	+48	0	$46,282	113	96	127
Automotive Supplies	16	+ 5	+13	712	+10	9,456	12	+54	- 5	801	206	139	222
Paints and Varnishes	4	+35	+ 6	341	+18	2,456	4	+61	+ 4	284	83	70	85
Clothing and Furnishings, except Shoes	5	+12	+33	288	-24	1,752	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	30	+13	+18	5,413	+ 9	41,748	21	+15	+ 6	7,137	195	192	219
Dry Goods	9	+20	+21	2,665	+ 8	17,743	5	+47	-13	2,917	151	138	219
Electrical Group	78	+43	+15	15,078	+91	113,598	70	+72	- 1	14,800	101	84	118
Dairy and Poultry Products	4	-11	+ 5	235	+ 9	2,158	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	11	- 3	+12	609	- 3	5,868	6	+ 9	+50	84	26	22	20
Furniture and House Furnishings	5	+37	+21	548	+26	4,282	d	d	d	d	d	d	d
Groceries	97	+17	+11	11,374	+15	105,806	45	+50	+13	5,772	102	79	102
Confectionery	15	+18	+19	504	+14	4,225	7	+51	+19	406	105	86	105
Meats and Meat Products	5	+127	+ 7	1,256	+26	10,702	4	+125	+13	555	44	45	42
Beer	5	- 4	+ 3	290	-17	3,167	d	d	d	d	d	d	d
General Hardware	15	+22	+ 5	2,428	+28	32,791	12	+62	+ 1	2,980	149	116	156
Industrial Supplies	7	+26	+ 7	858	+42	9,192	5	+60	+ 7	1,142	152	114	149
Jewelry	9	+ 5	+15	348	-17	1,784	5	+20	-10	397	155	154	189
Lumber and Building Materials	6	+72	- 6	600	+55	8,865	4	+59	+ 2	831	150	172	144
Machinery, Eqpt., and Supplies, except Electrical	6	+23	+14	334	+26	2,829	4	+30	- 1	276	170	162	224
Paper and Its Products	6	+ 7	+ 9	600	+26	6,410	d	d	d	d	d	d	d
Tobacco Products	21	0	+ 4	2,926	0	25,261	13	+37	+12	880	36	26	34
East South Central	154	+17	+10	22,608	+23	205,511	101	+37	+ 4	20,440	117	101	124
Drugs and Sundries (liquor excluded)	15	+10	+16	3,279	+ 5	25,497	12	+17	+ 9	4,775	172	162	185
Dry Goods	8	+ 5	+21	1,899	-10	14,533	4	+18	-13	1,439	114	107	153
Electrical Group	26	+46	+ 9	4,831	+77	37,421	24	+90	+ 2	4,661	99	76	106
Fresh Fruits and Vegetables	6	+ 1	- 7	178	+ 3	1,951	d	d	d	d	d	d	d
Groceries	35	+10	+ 6	4,414	+14	41,541	21	+38	+ 3	5,449	119	93	119
Confectionery	8	+ 8	+ 9	326	+12	2,864	d	d	d	d	d	d	d
Beer	5	+78	-16	112	+51	886	3	+21	+55	58	52	76	29
General Hardware	7	+16	- 2	2,111	+32	27,952	4	+22	- 2	2,199	140	137	140
Jewelry	4	-30	+25	129	-29	594	4	- 4	+ 8	250	194	142	225
Tobacco Products	13	+ 9	+ 2	939	+ 1	7,817	6	+37	+ 7	309	49	38	45
West South Central	284	+19	+ 4	47,149	+21	396,981	193	+49	+ 4	52,505	148	120	146
Automotive Supplies	9	+ 3	+ 8	594	0	7,978	6	+55	0	768	149	102	162
Drugs and Sundries (liquor excluded)	25	+14	+ 9	5,207	+ 6	40,518	19	+16	+ 3	8,650	183	180	187
Dry Goods	4	+ 4	- 2	652	-15	6,129	d	d	d	d	d	d	d
Electrical Group	47	+40	+ 3	8,257	+85	67,432	42	+87	- 2	9,919	125	92	129
Groceries	99	+18	+ 9	16,390	+13	119,984	88	+49	+ 9	14,462	116	94	114
Confectionery	2	+ 4	+29	102	+18	1,232	d	d	d	d	d	d	d
General Hardware	17	+ 9	- 2	5,042	+24	44,131	11	+52	- 3	6,445	196	141	215
Industrial Supplies	4	+35	+ 7	2,130	+35	25,218	d	d	d	d	d	d	d
Jewelry	7	-29	-23	198	-33	917	5	-27	+ 4	633	354	332	245
Machinery, Eqpt., and Supplies, except Electrical	4	+ 9	-41	1,000	+27	13,109	d	d	d	d	d	d	d
Tobacco Products	32	+ 9	- 9	2,426	+22	20,279	11	+18	+ 1	346	56	53	55

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

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 Sept. 1947 vs. Sept. 1946	Percent change Sept. 1947 vs. Aug. 1947	September 1947 (Add 000)	Percent change from 9 mos. 1946	Nine Months 1947 (Add 000)	Number of firms reporting stocks	Percent change Sept. 1947 vs. Sept. 1946	Percent change Sept. 1947 vs. Aug. 1947	Sept. 30, 1947 (Add 000)	Sept. 1947	Sept. 1946	Aug. 1947
Mountain	136	+27	+14	$19,142	+28	$168,336	103	+57	+ 3	$21,645	143	121	162
Automotive Supplies	9	- 7	+ 4	396	+18	6,864	d	d	d	d	d	d	d
Drug and Sundries (liquor excluded)	12	+11	+17	2,072	+16	15,986	9	+ 6	+ 1	2,853	163	169	191
Electrical Group	21	+75	+22	3,552	+94	29,806	17	+187	- 2	4,671	140	89	176
Groceries	26	+16	+23	4,337	+13	33,658	25	+50	+ 7	6,888	159	123	182
General Hardware	5	+ 7	+15	1,695	+31	16,362	d	d	d	d	d	d	d
Jewelry	5	-28	+23	54	-48	279	d	d	d	d	d	d	d
Lumber and Building Materials	4	+85	+25	1,649	+74	14,024	d	d	d	d	d	d	d
Tobacco Products	19	+ 3	+ 5	1,289	- 2	8,497	13	+32	- 3	258	62	62	74
Pacific	346	+19	+12	66,577	+18	634,255	221	+55	- 1	89,685	152	134	168
Automotive Supplies	52	- 4	+ 8	3,211	+10	28,367	29	+37	+ 1	3,464	232	173	229
Clothing and Furnishings, except Shoes	6	-21	+ 7	200	- 9	1,498	d	d	d	d	d	d	d
Shoes and Other Footwear	5	-12	-11	200	+32	3,419	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	15	+ 9	+ 9	5,912	+ 2	50,515	14	+ 5	+ 6	11,428	194	201	201
Dry Goods	7	+36	+ 3	1,943	+19	15,715	d	d	d	d	d	d	d
Electrical Group	62	+40	+11	14,718	+73	114,718	56	+100	- 2	20,690	143	101	162
Fresh Fruits and Vegetables	5	+ 8	+72	2,194	+ 4	13,006	d	d	d	d	d	d	d
Furniture and House Furnishings	10	+37	+23	3,545	+36	25,242	7	+55	- 5	4,653	138	122	182
Groceries	33	+19	+17	13,729	+ 8	157,798	20	+11	0	7,338	123	119	142
Meats and Meat Products	4	+61	+ 2	1,437	+52	18,715	4	+125	+20	408	28	20	24
General Hardware	12	+11	0	5,475	+21	67,320	8	+40	- 4	8,930	224	174	228
Industrial Supplies	6	- 9	+16	520	+ 1	13,108	d	d	d	d	d	d	d
Plumbing and Heating Supplies	5	+42	+ 8	1,020	+43	9,004	d	d	d	d	d	d	d
Jewelry	40	- 9	+20	1,249	-17	8,835	23	-16	0	1,479	215	212	227
Lumber and Building Materials	10	+63	+18	1,587	+45	13,453	8	+131	-10	881	82	62	96
Machinery, Eqpt., and Supplies, except Electrical	7	+ 9	+13	431	+20	7,602	5	+85	+10	563	206	111	197
Metals	5	- 4	+15	799	+ 9	6,106	d	d	d	d	d	d	d
Tobacco Products	26	+16	+13	2,869	- 3	27,320	11	+17	+ 5	487	51	51	53
Leather and Shoe Findings	6	- 9	+ 3	274	- 5	2,629	d	d	d	d	d	d	d

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

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.

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

d Insufficient data to show separately.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		September 1947	September 1946	August 1947	Sept. 1947 vs. Sept. 1946	Sept. 1947 vs. Aug. 1947	September 1, 1947 (Add 000)
New England	151	104	117	101	+ 28	- 2	$14,250
Automotive Supplies	5	80	83	80	+ 5	+16	302
Drugs and Sundries (liquor excluded)	6	120	121	115	+ 15	- 5	731
Electrical Group	43	84	94	81	+ 52	- 6	6,038
Fresh Fruits and Vegetables	9	218	230	201	- 1	-38	209
Furniture and House Furnishings	4	83	84	78	+ 19	- 3	638
Groceries	17	153	157	148	+ 3	+ 3	1,384
Industrial Supplies	5	72	98	77	+ 31	- 5	545
Plumbing and Heating Supplies	5	88	85	75	+ 58	+ 3	534
Metals	5	83	116	83	+ 17	- 4	347
Paper and Its Products	5	93	106	98	+ 32	+ 5	314
Tobacco Products	15	185	191	171	+ 9	- 5	1,515
Middle Atlantic	490	118	125	117	+ 22	+ 5	57,060
Automotive Supplies	30	79	81	82	+ 15	+ 6	859
Clothing and Furnishings, except Shoes	9	117	100	112	+ 21	+11	5,422
Shoes and Other Footwear	5	60	73	50	+ 59	+42	1,424
Drugs and Sundries (liquor excluded)	7	101	107	105	+ 26	+ 3	903
Dry Goods	25	77	96	87	+ 9	+33	3,937
Electrical Group	87	95	108	92	+ 62	- 2	15,218
Dairy and Poultry Products	4	241	384	201	- 1	+ 3	215
Fresh Fruits and Vegetables	13	127	135	135	+ 12	+29	610
Farm Supplies	4	373	278	318	- 1	-13	216
Furniture and House Furnishings	10	107	93	107	+ 30	+22	1,655
Groceries	60	167	179	159	+ 6	+ 7	5,507
Confectionery	5	156	147	140	+ 1	- 1	158
Meats and Meat Products	7	239	180	241	+ 15	- 2	524
Beer	5	184	193	223	+ 37	+13	188
General Hardware	22	94	95	91	+ 7	+ 2	5,496
Industrial Supplies	18	88	82	85	+ 12	+ 4	1,560
Plumbing and Heating Supplies	13	78	92	80	+ 25	+20	1,268
Jewelry	32	63	77	62	- 17	+21	1,124
Optical Goods	5	95	86	83	- 12	-14	149
Lumber and Building Materials	14	104	109	102	+ 27	- 3	2,286
Machinery, Eqpt., and Supplies, except Electrical	4	102	105	100	+ 25	+13	589
Surgical, Medical, Eqpt. Supplies	6	61	63	57	+ 16	+ 5	327
Paper and Its Products	15	88	97	89	+ 36	+11	2,013
Tobacco Products	49	261	253	257	+ 8	- 5	4,383
Leather and Shoe Findings	5	81	84	86	- 5	0	42
East North Central	442	112	111	111	+ 22	+ 6	58,637
Automotive Supplies	43	107	111	100	+ 4	+ 2	1,320
Paints and Varnishes	7	87	82	76	+ 3	-15	579
Clothing and Furnishings, except Shoes	5	87	104	83	- 22	+37	238
Coal	4	70	79	66	+ 33	+35	2,996
Drugs and Sundries (liquor excluded)	13	96	101	97	+ 19	+ 5	2,155
Dry Goods	8	82	84	79	+ 8	+13	2,058
Electrical Group	99	101	107	104	+ 46	+ 1	20,701
Dairy and Poultry Products	4	216	256	200	+ 28	-14	32
Fresh Fruits and Vegetables	8	188	184	236	+ 15	+10	176
Groceries	59	160	135	155	- 3	+ 8	6,679
Confectionery	4	143	124	148	- 5	+ 3	63
Meats and Meat Products	11	363	236	326	+ 47	+26	1,100
Wines and Liquors	4	340	421	285	+ 2	- 5	99
General Hardware	14	100	107	101	+ 21	+ 3	7,206
Industrial Supplies	6	82	83	86	+ 8	- 8	490
Plumbing and Heating Supplies	13	84	94	86	+ 28	+ 4	1,321
Jewelry	34	70	72	65	- 14	+26	2,529
Lumber and Building Materials	10	113	124	115	+ 49	+ 9	891
Machinery, Eqpt., and Supplies, except Electrical	6	91	95	135	+ 4	+60	316
Surgical, Medical, Eqpt. Supplies	5	70	86	72	+ 38	- 4	600
Paper and Its Products	20	92	102	97	+ 24	+ 5	3,214
Tobacco Products	35	177	163	173	+ 10	+ 3	2,122
Leather and Shoe Findings	6	101	114	93	+ 14	+12	103
West North Central	233	101	107	98	+ 20	+ 5	51,553
Drugs and Sundries (liquor excluded)	9	121	121	120	0	+ 3	1,486
Dry Goods	5	58	67	54	- 5	+ 9	12,347
Furniture and House Furnishings	4	110	127	111	+ 67	+ 7	2,281
Groceries	56	222	211	219	+ 9	+11	4,718
Electrical Group	52	85	91	85	+ 62	- 2	11,820
General Hardware	14	114	128	107	+ 33	+ 4	7,706
Industrial Supplies	6	93	103	82	+ 47	+ 6	539
Plumbing and Heating Supplies	8	85	90	83	+ 44	+ 1	704
Jewelry	11	69	70	66	- 4	+33	1,084
Tobacco Products	12	199	216	201	+ 17	0	533
Leather and Shoe Findings	4	76	85	67	+ 3	+ 1	103

(Continued on Next Page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		September 1947	September 1946	August 1947	Sept. 1947 vs. Sept. 1946	Sept. 1947 vs. Aug. 1947	September 1, 1947 (Add 000)
South Atlantic	299	105	116	103	+ 41	+ 5	$36,383
Automotive Supplies	12	93	99	92	+ 11	- 6	380
Paints and Varnishes	4	81	79	79	+ 38	+ 8	407
Clothing and Furnishings, except Shoes	4	67	78	63	- 4	+19	231
Drugs and Sundries (liquor excluded)	18	111	113	111	+ 11	+ 7	2,570
Dry Goods	7	71	79	71	+ 21	+24	2,692
Electrical Group	77	90	96	86	+ 68	0	14,701
Dairy and Poultry Products	4	148	169	141	+ 17	+ 7	118
Fresh Fruits and Vegetables	10	150	160	157	+ 14	+12	277
Groceries	69	173	176	159	+ 20	+ 1	4,231
Confectionery	6	123	159	119	+ 24	+ 6	183
Meats and Meat Products	4	296	191	307	- 2	- 2	368
General Hardware	15	99	107	89	+ 31	- 3	2,401
Industrial Supplies	5	102	110	99	+ 22	+10	684
Jewelry	6	69	74	64	+ 7	+29	322
Lumber and Building Materials	5	103	124	111	+119	+ 9	559
Machinery, Eqpt., and Supplies, except Electrical	5	89	92	85	+ 44	+ 7	236
Paper and Its Products	5	96	89	97	+ 4	- 5	457
Tobacco Products	13	202	208	186	+ 4	+ 5	1,222
East South Central	120	97	112	99	+ 36	+ 7	16,924
Drugs and Sundries (liquor excluded)	7	97	106	98	+ 11	0	776
Dry Goods	8	76	88	77	0	+26	1,864
Electrical Group	26	82	101	84	+ 86	+ 2	5,666
Fresh Fruits and Vegetables	5	195	196	284	+ 5	+ 5	78
Groceries	27	144	154	152	+ 14	+15	2,367
General Hardware	7	89	101	89	+ 33	0	2,297
Jewelry	4	50	60	44	- 18	+ 8	176
Tobacco Products	9	135	130	132	+ 3	+ 1	274
West South Central	213	111	119	110	+ 33	+ 4	30,182
Automotive Supplies	8	84	91	77	+ 16	+ 1	702
Drugs and Sundries (liquor excluded)	15	92	103	95	+ 11	+ 4	3,234
Dry Goods	4	59	72	61	+ 42	+18	961
Electrical Group	45	85	90	86	+ 66	- 4	8,955
Groceries	75	169	171	166	+ 15	+ 6	6,969
General Hardware	15	103	116	99	+ 31	+ 8	3,626
Jewelry	7	43	82	93	- 21	+15	247
Tobacco Products	14	145	153	158	+ 26	+ 8	250
Mountain	108	120	128	118	+ 40	+ 2	10,480
Automotive Supplies	5	74	77	75	+ 21	+ 1	262
Drugs and Sundries (liquor excluded)	4	147	196	150	+ 51	+35	275
Electrical Group	21	86	87	85	+ 74	-10	3,421
Groceries	25	155	173	171	+ 26	+16	2,346
Jewelry	4	72	66	67	- 31	+25	64
Lumber and Building Materials	4	115	106	101	+ 52	- 5	1,083
Tobacco Products	17	146	159	137	+ 23	- 4	392
Pacific	275	103	106	99	+ 24	+ 5	48,565
Automotive Supplies	32	82	85	80	+ 12	+ 3	1,733
Clothing and Furnishings, except Shoes	6	75	106	72	+ 37	+30	243
Shoes and Other Footwear	5	98	105	98	+ 38	0	228
Drugs and Sundries (liquor excluded)	5	110	114	110	+ 5	- 8	1,455
Electrical Group	58	88	88	86	+ 47	+ 2	14,903
Fresh Fruits and Vegetables	5	253	257	197	+ 11	+26	650
Furniture and House Furnishings	10	85	99	77	+ 46	+18	3,910
Groceries	30	170	165	166	+ 15	+10	6,880
Meats and Meat Products	4	250	327	250	+ 96	+ 5	518
General Hardware	11	92	95	89	+ 13	+ 4	5,729
Industrial Supplies	4	67	62	55	- 3	+ 2	523
Plumbing and Heating Supplies	5	79	80	78	+ 23	- 7	1,103
Jewelry	31	53	57	48	- 4	+19	1,629
Lumber and Building Materials	10	107	100	97	+ 44	+ 6	1,337
Machinery, Eqpt., and Supplies, except Electrical	5	69	85	82	+ 39	+ 3	357
Metals	5	93	99	100	+ 5	+ 8	807
Tobacco Products	19	138	128	132	- 6	- 3	1,219
Leather and Shoe Findings	4	69	76	66	+ 5	- 3	375

(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, Wisc.)
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.)

MONTHLY

WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*
BUREAU OF THE CENSUS
J. C. CAPT, *Director*

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
OCTOBER 1947

For Release
December 4, 1947

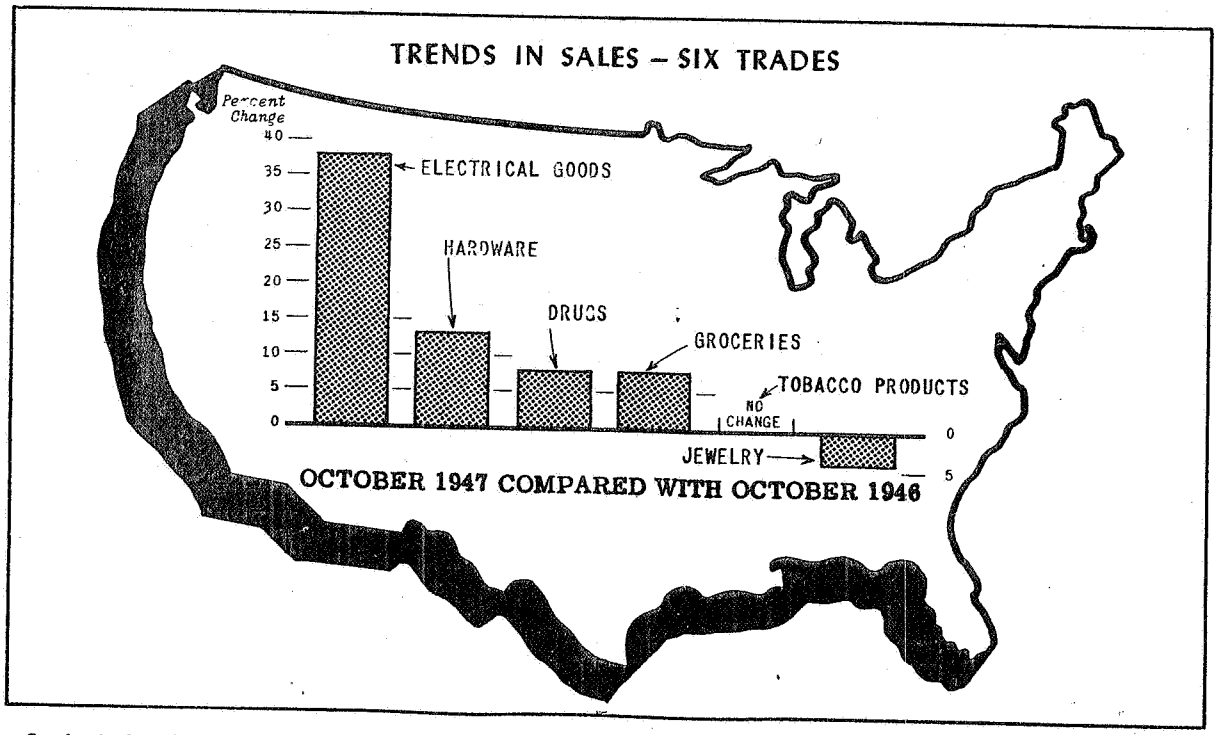
Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,143 merchant wholesalers representing all parts of the country.

October sales of merchant wholesalers were up 17 percent over October of last year, and up seasonally by 13 percent over September of this year. Although up 17 percent over last year, the October increase was the second smallest percentage gain over the corresponding period of last year for any month of 1947. August sales were up only 9 percent over August of last year. On a year-to-date basis — first 10 months of 1947 compared with January-October 1946 — sales were up 21 percent for all trades combined.

Of the 39 trades for which data are shown separately in the accompanying tables, 31 recorded sales increases over October of last year, the increases ranging up to 35 percent or more in the case of shoes, coal, electrical goods, furniture, meats, plumbing and heating, and lumber. Six kinds of business registered small declines while two, automotive supplies and tobacco products, showed no change. All but four kinds of business recorded seasonal gains over September.

Inventories, valued at cost, were up 27 percent over October of last year -- the smallest percentage increase in inventories this year over the corresponding date of last year. Little change was noted in over-all inventories from September to October -- up one percent. The largest increases, percentage-wise, in inventories over October 31 of last year included lumber and building materials, plumbing and heating merchandise, and electrical goods.

Beginning-of-October accounts receivable were up 27 percent over the corresponding period of last year, somewhat more than the 17 percent increase in sales. Most kinds of business reported some slowing up in collections when comparing October of this year with October of 1946.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

OCTOBER 1947

KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK–SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change: Oct. 1947 vs Oct. 1946	Percent change: Oct. 1947 vs Sept. 1947	October 1947 (Add 000)	Percent change from 10 mos. 1946	Ten Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: Oct. 1947 vs Oct. 1946	Percent change: Oct. 1947 vs Sept. 1947	October 31 1947 (Add 000)	Oct. 1947	Oct. 1946	Sept. 1947
UNITED STATES	3,143	+17	+13	$611,083	+21	$5,550,980	2,108	+27	+ 1	$500,651	112	103	126
Automotive Supplies	203	0	+ 5	13,229	+10	173,550	130	+39	+ 2	12,077	169	123	173
Chemicals (industrial)	15	+11	+12	1,246	+19	17,950	10	+44	- 5	820	108	85	130
Paints and Varnishes	25	+17	+ 5	1,875	+41	70,533	13	+57	- 2	1,245	110	94	128
Clothing and Furnishings, except Shoes	32	+24	+14	6,636	+20	48,342	14	+30	- 9	751	68	62	78
Shoes and Other Footwear	31	+69	+17	31,665	+27	245,261	19	+69	-11	5,365	45	39	54
Coal	11	+40	+23	6,189	+37	48,795	6	+22	+ 2	5,124	100	118	122
Drugs and Sundries (liquor excluded)	174	+ 8	+10	49,339	+ 7	405,773	129	+ 8	+ 1	56,516	154	151	169
Dry Goods	75	- 8	+ 8	27,895	- 2	219,562	45	+ 8	- 3	23,568	115	97	127
Total Electrical Group	571	+38	+ 9	119,995	+72	958,944	497	+66	+ 2	120,519	105	88	112
Full-line	369	+39	+ 9	99,170	+77	815,895	361	+67	+ 3	104,559	107	89	115
Wiring Supplies, Construction Materials Distributors	120	+ 4	0	6,617	+34	61,700	76	+43	- 5	5,625	124	85	124
Appliances and Specialties	82	+58	+19	14,208	+67	83,349	60	+74	+ 1	10,155	83	80	97
Dairy and Poultry Products	25	- 2	- 6	3,242	+21	55,289	14	+14	- 9	1,191	44	38	45
Fresh Fruits and Vegetables	64	- 2	+10	4,887	- 1	72,408	41	+ 9	+36	769	25	22	20
Farm Supplies	17	+ 9	+21	3,597	+21	44,111	10	+50	+ 2	1,356	94	77	112
Furniture and House Furnishings	45	+38	+18	13,856	+54	123,687	25	+10	- 9	10,804	95	119	122
Refrigeration Eqpt., Parts (commercial)	29	+ 3	- 4	1,009	d	d	24	+26	+ 4	1,891	214	177	198
Groceries	581	+ 8	+13	113,514	+ 9	1,052,088	377	+23	+ 6	92,854	120	106	126
Full-line wholesalers[e]	347	+ 6	+11	60,507	+ 9	513,512	225	+24	+ 6	54,119	126	109	132
Voluntary-group wholesalers	126	+10	+15	33,551	+ 9	338,029	89	+17	+ 5	27,252	117	112	128
Retailer-cooperative warehouses	19	+ 9	+15	8,582	+12	85,996	13	+58	+ 7	6,766	104	75	108
Specialty lines	89	+17	+18	11,074	+ 9	134,551	50	+ 8	+16	4,717	98	87	94
Confectionery	51	+16	+22	2,879	+10	24,330	27	+29	0	1,360	68	63	84
Meats and Meat Products	39	+74	+ 7	16,193	+63	317,050	33	+46	+ 9	5,387	44	52	46
Beer	41	+24	0	1,758	+19	20,238	30	+22	+ 1	442	37	36	36
Wines and Liquor	30	+27	+80	16,164	-18	105,321	28	- 2	- 8	13,013	81	104	157
Liquor Departments of Other Trades[f]	50	+23	+81	16,545	-23	89,359	46	-11	- 9	18,466	114	157	229
Total Hardware Group	257	+13	+13	69,185	+25	653,741	172	+40	- 2	78,653	154	124	177
General hardware	128	+10	+14	53,899	+23	486,075	93	+40	- 2	65,680	154	125	178
Industrial supplies	66	+13	+ 8	8,807	+24	104,998	44	+58	- 1	9,585	181	148	201
Plumbing and heating supplies	63	+41	+14	6,479	+38	62,668	35	+62	- 1	3,388	101	92	117
Jewelry	184	- 4	+24	10,995	-16	53,158	89	-11	+ 1	10,566	156	164	190
Optical Goods	16	+ 7	+11	509	- 3	2,690	9	-10	- 2	118	105	117	103
Lumber and Building Materials	58	+45	+13	10,236	+50	95,509	30	+75	+ 1	3,288	57	45	64
Machinery, Eqpt., and Supplies, except Electrical	46	+11	+20	4,517	+25	57,777	31	+30	+ 2	5,651	188	153	214
Surgical, Medical, Equipment Supplies	19	+24	+12	2,392	+27	22,207	12	+18	+ 2	1,853	94	101	104
Metals	21	+ 9	+14	4,145	+10	49,238	13	+32	- 1	5,521	161	130	189
Paper and Its Products	67	+12	+ 8	10,036	+18	94,662	33	+35	+ 2	4,617	100	80	103
Petroleum	24	+33	+ 8	845	+20	9,276	22	+38	+ 3	345	46	46	51
Tobacco Products	294	0	+ 7	43,503	+ 5	382,259	152	- 2	0	14,041	55	56	59
Leather and Shoe Findings	33	- 5	+15	711	- 8	7,307	14	+27	0	974	289	237	328
Miscellaneous	17	- 4	+ 5	2,680	- 3	24,280	11	+15	+ 5	1,923	160	161	176

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not available.
e Not affiliated with voluntary or cooperative groups.
f Chiefly of the Wholesale Drug Trade.

42134

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

OCTOBER 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		October 1947	October 1946	September 1947	Oct. 1947 vs Oct. 1946	Oct. 1947 vs Sept. 1947	October 1, 1947 (Add 000)
UNITED STATES	2,425	112	120	108	+27	+ 8	$391,834
Automotive Supplies	161	92	95	91	+11	+ 5	9,182
Chemicals (industrial)	13	89	92	87	+ 7	+ 3	1,105
Paints and Varnishes	23	91	92	83	+16	+ 1	1,602
Clothing and Furnishings, except Shoes	27	105	106	104	+19	+15	5,505
Shoes and Other Footwear	27	81	88	77	+30	+ 3	18,737
Coal	11	101	104	88	+49	+ 7	5,726
Drugs and Sundries (liquor excluded)	82	106	114	107	+16	+13	16,883
Dry Goods	67	76	83	70	+12	+11	31,085
Total Electrical Group	527	97	102	91	+50	+ 7	113,174
Full-line	365	96	102	90	+50	+ 7	98,412
Wiring Supplies, Construction Materials Distributors	97	85	94	81	+34	+ 4	6,072
Appliances and Specialties	65	128	118	109	+61	+ 4	8,690
Dairy and Poultry Products	18	173	202	194	- 1	+ 1	1,203
Fresh Fruits and Vegetables	50	186	209	168	+14	- 2	1,749
Farm Supplies	14	183	271	173	+61	+15	1,511
Furniture and House Furnishings	37	107	109	101	+37	+ 5	10,814
Refrigeration Equipment, Parts (commercial)	24	93	99	87	+26	- 5	916
Groceries	429	178	200	173	+19	+10	46,740
Full-line wholesalers [b]	258	180	200	175	+17	+ 8	26,321
Voluntary-group wholesalers	93	180	199	173	+16	+ 8	11,949
Retailer-cooperative warehouses	14	238	270	225	+25	+14	2,885
Specialty lines	64	134	163	136	+36	+17	5,585
Confectionery	28	160	156	149	+13	+ 4	890
Meats and Meat Products	34	241	331	268	+173	+18	4,916
Beer	13	231	206	205	+15	-14	264
Wines and Liquors	25	135	135	125	-10	+26	6,377
Total Hardware Group	230	97	107	96	+26	+ 9	56,716
General hardware	115	99	111	99	+26	+10	43,517
Industrial supplies	58	92	92	86	+15	+ 2	7,173
Plumbing and heating supplies	57	87	94	87	+44	+10	6,026
Jewelry	135	64	68	66	- 2	+16	10,251
Optical Goods	12	94	96	96	0	+ 4	294
Lumber and Building Materials	52	118	117	112	+44	+ 4	7,349
Machinery, Equipment, and Supplies, except Electrical	34	77	90	84	+ 6	+ 6	3,486
Surgical, Medical, Equipment Supplies	19	58	63	57	+37	+ 6	3,511
Metals	20	110	106	101	+10	0	5,516
Paper and Its Products	58	96	93	100	+17	+14	9,285
Petroleum	23	128	123	126	+18	- 1	717
Tobacco Products	188	196	210	196	+10	+ 4	14,492
Leather and Shoe Findings	20	77	88	76	+ 4	+ 3	653
Miscellaneous	22	119	109	114	- 8	+10	5,185

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.

42134

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change: Oct. 1947 vs Oct. 1946	Percent change: Oct. 1947 vs Sept. 1947	October 1947 (Add 000)	Percent change from 10 mos. 1946	Ten Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: Oct. 1947 vs Oct. 1946	Percent change: Oct. 1947 vs Sept. 1947	October 31, 1947 (Add 000)	Oct. 1947	Oct. 1946	Sept. 1947
New England	199	+10	+20	$26,934	+15	$237,856	129	+29	- 2	$20,654	110	97	155
Automotive Supplies	7	- 8	+10	356	+ 8	4,278	d	d	d	d	d	d	d
Shoes and Other Footwear	4	-20	- 5	745	-10	6,227	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	8	+ 9	+10	2,124	+ 6	20,858	7	+11	+12	2,538	148	137	138
Electrical Group	48	+32	+21	6,706	+65	57,614	39	+74	- 6	6,472	102	79	132
Fresh Fruits and Vegetables	6	-31	+ 2	332	-15	4,782	4	0	+11	20	11	8	10
Furniture and House Furnishings	4	+21	+37	776	+27	4,727	d	d	d	d	d	d	d
Groceries	28	+ 2	+22	5,016	0	40,935	15	+25	+ 4	2,156	108	86	118
Confectionery	4	+ 1	+ 7	93	+ 2	1,691	d	d	d	d	d	d	d
Industrial Supplies	6	- 6	- 1	594	+14	6,810	5	+23	+ 5	1,855	319	244	303
Plumbing and Heating Supplies	6	+39	+ 3	316	+47	3,109	d	d	d	d	d	d	d
Jewelry	5	- 7	+17	502	- 7	3,471	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	+12	+14	464	+11	3,862	5	+17	- 4	742	235	216	274
Metals	5	- 7	+19	349	+ 6	3,503	d	d	d	d	d	d	d
Paper and Its Products	4	+ 5	+ 2	286	+17	2,965	d	d	d	d	d	d	d
Tobacco Products	27	- 1	+ 6	3,363	0	29,397	8	0	+ 7	372	47	50	47
Middle Atlantic	651	+13	+17	124,608	+14	1,077,808	402	+15	- 2	77,158	90	91	109
Automotive Supplies	33	+ 6	+14	1,218	+ 5	11,518	25	+60	+ 2	1,270	162	114	180
Paints and Varnishes	4	+25	- 2	96	+17	1,012	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	10	+37	+20	5,212	+37	37,975	d	d	d	d	d	d	d
Shoes and Other Footwear	7	+ 4	+ 3	1,138	+ 1	9,867	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	20	+ 5	+16	8,408	+ 5	65,205	13	+15	+ 7	6,184	129	112	152
Dry Goods	30	+ 6	+11	8,014	+ 8	63,587	17	+27	+ 3	4,861	104	101	109
Electrical Group	104	+47	+10	21,339	+77	166,851	86	+63	+ 2	18,505	92	85	99
Dairy and Poultry Products	5	-34	- 6	788	+24	50,770	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	17	+ 3	+13	1,859	- 4	17,000	13	+ 5	+36	264	28	27	23
Farm Supplies	4	+59	0	946	+21	8,743	d	d	d	d	d	d	d
Furniture and House Furnishings	12	+43	+11	2,339	+31	18,845	7	+ 4	- 8	609	40	50	48
Groceries	82	+ 2	+16	16,923	+ 3	163,976	37	+ 9	+ 7	7,851	105	91	110
Confectionery	4	- 4	+ 3	195	+ 6	4,500	d	d	d	d	d	d	d
Meats and Meat Products	10	+54	+14	2,651	+38	33,607	10	+35	- 3	1,202	45	52	53
Beer	8	+20	-15	314	+19	3,396	6	+122	+16	71	23	13	17
Wines and Liquors	14	+19	+83	11,053	-24	62,976	14	- 6	- 9	9,961	90	114	181
General Hardware	24	+ 8	+11	7,228	+16	63,646	16	+48	0	5,834	137	108	142
Industrial Supplies	21	+12	+ 5	1,814	+32	24,114	14	+27	- 1	1,830	144	132	167
Plumbing and Heating Supplies	17	+37	+14	1,527	+31	15,409	6	+51	- 1	315	85	95	98
Jewelry	51	+ 1	+29	2,210	-19	10,644	19	-10	- 1	1,683	153	167	193
Optical Goods	5	+10	+24	175	0	1,449	d	d	d	d	d	d	d
Lumber and Building Materials	14	+16	+20	2,645	+30	25,429	5	+28	- 1	864	37	32	46
Machinery, Eqpt., and Supplies, except Electrical	7	+15	+22	822	+19	6,884	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	4	+14	+14	151	+16	2,218	d	d	d	d	d	d	d
Paper and Its Products	20	+ 3	+ 7	2,520	+25	24,277	11	+78	+ 3	1,101	79	45	85
Petroleum	21	+38	+ 8	693	+21	7,423	d	d	d	d	d	d	d
Tobacco Products	72	- 2	+ 8	15,458	+ 8	137,776	43	-15	- 1	7,026	58	66	64
Leather and Shoe Findings	9	-14	+ 7	89	-12	936	d	d	d	d	d	d	d

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1947

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		October 1947 (Add 000)	Percent change from 10 mos. 1946	Ten Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		Oct. 31, 1947 (Add 000)	Oct. 1947	Oct. 1946	Sept. 1947
		Oct. 1947 vs Oct. 1946	Oct. 1947 vs Sept. 1947					Oct. 1947 vs Oct. 1946	Oct. 1947 vs Sept. 1946				
East North Central	632	+18	+12	$112,891	+22	$983,666	435	+30	+ 2	$86,195	100	92	109
Automotive Supplies	50	- 2	+ 5	3,107	+12	28,197	39	+52	+ 5	3,336	135	89	133
Paints and Varnishes	7	+31	+14	658	+20	5,907	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	6	-24	+ 5	310	-27	2,056	d	d	d	d	d	d	d
Coal	4	+41	+21	2,981	+34	19,657	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	27	+15	+12	8,580	+ 9	70,790	19	+15	+ 4	8,063	138	134	151
Dry Goods	6	+ 2	+ 6	1,889	- 2	15,288	5	+29	- 4	1,561	87	69	97
Electrical Group	115	+23	+ 2	27,191	+64	216,335	96	+52	+ 5	25,866	101	81	97
Dairy and Poultry Products	11	+30	- 4	1,038	+22	9,997	6	+ 3	- 8	73	11	16	11
Fresh Fruits and Vegetables	14	+ 6	+ 9	649	+ 2	10,696	10	+13	+ 6	169	32	29	33
Farm Supplies	4	+17	+12	164	+ 3	6,944	d	d	d	d	d	d	d
Groceries	103	+10	+18	21,015	+10	190,880	80	+24	+ 8	13,036	111	104	122
Confectionery	7	+27	+21	369	+11	2,680	d	d	d	d	d	d	d
Meats and Meat Products	12	+90	0	6,608	+44	65,901	9	+41	+ 4	840	27	41	33
Beer	12	+33	+ 6	619	+38	5,887	9	+91	+ 3	134	35	25	37
Wines and Liquors	7	+94	+85	1,580	-18	10,815	7	-15	-13	1,134	71	162	152
General Hardware	13	+14	+25	7,745	+28	92,580	12	+29	- 7	9,323	122	107	162
Industrial Supplies	10	+ 4	+15	1,071	+21	9,178	7	+35	- 1	477	127	99	139
Plumbing and Heating Supplies	16	+32	+19	1,698	+32	12,478	14	+43	- 1	1,674	110	102	132
Jewelry	57	- 2	+25	3,760	-18	16,475	26	- 6	+ 2	3,495	130	134	158
Lumber and Building Materials	11	+57	+20	1,525	+43	12,672	7	+55	- 8	585	40	40	52
Machinery, eqpt., and Supplies, except Electrical	11	+23	+42	1,126	+24	9,283	8	+16	- 2	962	136	120	161
Surgical, Medical, Eqpt., Supplies	7	+29	+14	1,808	+34	15,338	5	+13	+ 1	1,395	83	96	95
Metals	5	+16	+24	803	+20	6,754	d	d	d	d	d	d	d
Paper and Its Products	22	+18	+15	5,026	+14	45,527	10	+22	- 3	1,404	78	69	89
Tobacco Products	64	+ 4	+ 6	8,414	+ 6	77,428	33	+12	+ 7	2,189	56	52	55
Leather and Shoe Findings	8	- 1	+ 8	135	- 9	1,539	d	d	d	d	d	d	d
West North Central	316	+12	+12	83,235	+19	723,263	238	+20	0	89,910	123	116	139
Automotive Supplies	20	+ 3	+ 1	2,459	+14	30,697	13	+11	+ 2	1,557	178	169	184
Clothing and Furnishings, except Shoes	4	+13	-16	422	+ 7	3,099	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	21	+10	+ 8	5,566	+ 7	47,403	19	+ 4	+ 3	7,221	151	159	158
Dry Goods	5	-20	+10	9,426	-11	72,456	5	- 7	- 4	10,805	115	99	132
Electrical Group	54	+36	+10	12,154	+72	98,810	48	+60	+ 2	11,367	100	86	109
Fresh Fruits and Vegetables	4	+13	+ 3	290	+ 9	5,804	d	d	d	d	d	d	d
Furniture and House Furnishings	5	+67	+25	6,432	+44	52,070	4	+ 5	-10	5,281	83	133	115
Groceries	73	+16	+11	18,980	+10	137,700	58	+21	+ 6	23,418	137	132	145
Confectionery	5	+12	+ 6	398	+12	3,776	5	+27	+18	207	52	46	47
Beer	5	+62	+ 3	151	+63	2,792	d	d	d	d	d	d	d
General Hardware	17	+ 4	+10	13,236	+25	105,226	16	+39	- 3	19,149	145	109	165
Industrial Supplies	7	+26	+19	673	+25	6,105	d	d	d	d	d	d	d
Plumbing and Heating Supplies	8	+47	+ 6	569	+41	13,133	5	+78	+11	401	92	77	86
Jewelry	15	- 1	+27	1,332	-12	5,122	9	- 9	- 2	1,196	158	141	201
Lumber and Building Materials	4	+80	+ 9	259	+58	9,132	d	d	d	d	d	d	d
Paper and Its Products	4	+27	+15	198	+16	2,659	d	d	d	d	d	d	d
Tobacco Products	32	+ 4	+ 4	3,856	+ 5	34,344	18	+13	- 4	1,125	56	55	59
Leather and Shoe Findings	5	+ 2	+ 7	65	- 9	769	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE [a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS [b]		
	Number of firms reporting sales [c]	Percent change: Oct. 1947 vs Oct. 1946	Percent change: Oct. 1947 vs Sept. 1947	October 1947 (Add 000)	Percent change from 10 mos. 1946	Ten Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: Oct. 1947 vs Oct. 1946	Percent change: Oct. 1947 vs Sept. 1947	October 31, 1947 (Add 000)	Oct. 1947	Oct. 1946	Sept. 1947
South Atlantic	400	+18	+10	$60,426	+25	$521,138	262	+43	+ 5	$47,717	110	93	115
Automotive Supplies	18	+35	+12	1,291	+12	10,878	10	+61	- 1	531	171	117	192
Paints and Varnishes	4	+37	+11	378	+20	2,834	4	+50	+ 2	291	77	70	83
Clothing and Furnishings, except Shoes	4	+ 7	- 2	259	-21	2,011	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+ 1	- 2	2,773	+ 7	20,137	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	30	+ 8	+ 5	5,707	+ 8	47,455	21	+16	+ 3	7,383	191	178	195
Dry Goods	8	- 5	- 3	2,569	+ 6	20,312	4	+43	- 6	2,729	155	104	152
Electrical Group	80	+41	+ 4	14,526	+83	128,927	73	+76	+ 6	14,857	105	84	102
Fresh Fruits and Vegetables	10	-11	+ 3	521	- 3	6,389	6	+31	+46	123	34	25	26
Furniture and House Furnishings	5	+36	+10	605	+27	4,887	d	d	d	d	d	d	d
Groceries	95	+ 8	+12	15,004	+15	119,836	46	+38	+ 9	6,694	101	79	103
Confectionery	15	+ 2	+ 9	579	+12	4,834	7	+65	+13	439	106	69	104
Meats and Meat Products	5	+117	+31	1,646	+33	12,348	4	+35	-25	419	25	41	44
Beer	4	+12	+ 7	288	-16	3,472	d	d	d	d	d	d	d
General Hardware	19	+14	+14	3,238	+26	37,280	15	+60	+ 7	3,824	141	103	150
Industrial Supplies	9	+29	+10	1,336	+41	10,966	7	+65	0	1,574	128	99	142
Jewelry	8	- 5	+14	466	-15	2,250	4	-31	- 8	353	112	146	132
Lumber and Building Materials	8	+61	+19	1,188	+56	10,526	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	+24	+20	403	+26	3,232	4	+41	+ 3	284	175	115	170
Paper and Its Products	8	+15	+11	835	+25	7,400	d	d	d	d	d	d	d
Tobacco Products	22	- 5	+12	3,981	- 1	29,563	13	+12	0	1,467	44	37	49
East South Central	157	+17	+12	27,205	+22	234,159	102	+24	4	20,711	104	100	122
Drugs and Sundries (liquor excluded)	18	+ 7	+ 6	3,734	+ 5	29,816	13	+ 6	- 4	4,624	155	159	172
Dry Goods	8	-14	0	1,901	-10	16,434	4	0	- 9	1,306	103	89	114
Electrical Group	28	+53	+17	5,636	+74	43,316	27	+72	- 7	4,967	90	80	113
Fresh Fruits and Vegetables	6	+ 2	+13	202	+ 3	2,153	d	d	d	d	d	d	d
Groceries	33	- 1	+11	4,242	+12	46,066	21	+17	+ 1	3,730	116	95	129
Confectionery	7	+12	+15	327	+12	3,191	d	d	d	d	d	d	d
Beer	5	+69	+ 5	118	+53	1,004	4	- 4	+ 2	49	53	82	49
General Hardware	12	+15	+14	4,227	+29	32,220	5	+17	0	2,343	120	137	145
Lumber and Building Materials	4	+56	0	859	+109	6,475	d	d	d	d	d	d	d
Tobacco Products	10	- 1	+ 9	1,404	+ 1	9,221	5	+28	0	521	45	34	48
West South Central	285	+18	+12	54,130	+21	455,351	198	+34	+ 1	52,157	127	116	144
Automotive Supplies	10	- 1	- 2	678	0	8,656	6	+42	+ 2	725	143	99	135
Drugs and Sundries (liquor excluded)	23	+ 8	+ 7	6,287	+ 6	46,805	16	+20	+ 3	7,462	172	156	179
Dry Goods	5	-18	+ 5	1,023	-16	7,152	4	+10	- 1	983	142	116	143
Electrical Group	49	+58	+19	10,107	+79	77,976	45	+70	+ 2	10,437	106	99	125
Groceries	99	+10	+ 8	17,533	+13	137,548	70	+28	+ 5	15,138	114	101	117
Confectionery	5	- 5	+31	178	+14	1,410	d	d	d	d	d	d	d
General Hardware	19	+14	+12	6,422	+23	51,265	13	+47	0	7,893	185	145	198
Industrial Supplies	4	+15	+ 2	2,172	+33	28,177	d	d	d	d	d	d	d
Jewelry	5	-32	+17	200	-16	2,018	4	-17	+14	610	321	255	323
Tobacco Products	30	0	+ 6	3,331	+18	24,450	12	+ 5	- 8	728	53	46	58

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change Oct. 1947 vs. Oct. 1946	Percent change Oct. 1947 vs. Sept. 1947	October 1947 (Add 000)	Percent change from 10 mos. 1946	Ten Months 1947 (Add 000)	Number of firms reporting stocks	Percent change Oct. 1947 vs. Oct. 1946	Percent change Oct. 1947 vs. Sept. 1947	Oct. 31, 1947 (Add 000)	Oct. 1947	Oct. 1946	Sept. 1947
Mountain	142	+21	+10	$22,901	+27	$193,714	107	+47	+ 6	$24,075	140	116	144
Automotive Supplies	11	+ 5	+ 9	828	+17	7,692	5	+110	+ 1	373	247	112	256
Drugs and Sundries (liquor excluded)	12	+ 1	+ 2	2,121	+14	18,114	9	+ 10	+ 5	3,004	171	158	163
Electrical Group	23	+58	+ 6	4,104	+89	34,359	19	+134	+ 2	5,154	136	95	140
Furniture and House Furnishings	4	-18	- 1	397	- 8	2,511	d	d	d	d	d	d	d
Groceries	31	+ 9	+ 6	5,227	+12	39,124	28	+ 42	+ 8	8,059	160	123	157
General Hardware	6	+33	+22	2,350	+32	19,050	d	d	d	d	d	d	d
Lumber and Building Materials	4	+63	+11	1,855	+72	15,859	d	d	d	d	d	d	d
Tobacco Products	15	- 7	+ 7	1,043	- 2	9,540	11	+ 31	+ 6	233	76	64	75
Pacific	359	+14	+14	74,811	+17	724,938	230	+ 26	0	79,609	141	129	165
Automotive Supplies	52	-11	+ 1	3,245	+ 7	31,751	28	+ 35	0	3,426	227	155	231
Clothing and Furnishings, except Shoes	6	-19	+ 2	203	-10	1,701	d	d	d	d	d	d	d
Shoes and Other Footwear	7	+28	+ 8	491	+31	3,993	5	+ 32	-28	481	105	101	158
Drugs and Sundries (liquor excluded)	15	+ 2	+15	6,812	+ 2	57,327	12	- 8	- 9	10,037	150	166	189
Dry Goods	7	+ 9	+11	2,377	+18	18,342	d	d	d	d	d	d	d
Electrical Group	70	+39	+13	18,232	+67	134,756	64	+ 68	+ 3	22,694	127	106	139
Fresh Fruits and Vegetables	5	+ 2	+12	864	+ 5	14,330	d	d	d	d	d	d	d
Furniture and House Furnishings	8	- 1	+ 6	2,126	+32	27,368	5	+ 18	- 8	3,399	180	146	202
Groceries	37	+ 6	+12	11,574	+ 8	176,023	22	+ 7	+ 4	7,772	119	102	128
Beer	4	+ 7	-11	192	+10	2,192	d	d	d	d	d	d	d
General Hardware	15	+ 5	+12	8,915	+18	79,062	11	+ 40	- 2	15,758	213	162	247
Industrial Supplies	6	+ 3	+ 1	603	+ 1	13,968	4	+ 17	+ 2	857	229	221	224
Plumbing and Heating Supplies	5	+48	+27	1,297	+44	10,387	d	d	d	d	d	d	d
Jewelry	37	-11	+18	2,353	-15	12,133	18	- 16	+ 1	2,897	189	201	230
Lumber and Building Materials	10	+55	+ 7	1,696	+46	15,512	8	+150	+13	992	85	56	82
Machinery, Eqpt., and Supplies, except Electrical	9	-10	+13	791	+16	8,588	6	+ 56	+ 1	1,204	268	153	343
Metals	5	+ 5	+ 2	818	+ 8	6,924	d	d	d	d	d	d	d
Tobacco Products	22	+ 7	+ 6	2,653	- 2	30,540	9	+ 10	+ 4	380	54	48	52
Leather and Shoe Findings	5	- 7	+19	314	- 5	2,943	d	d	d	d	d	d	d

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

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) 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, Wisc.)
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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MONTHLY

WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*
BUREAU OF THE CENSUS
J. C. CAPT, *Director*

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
NOVEMBER 1947

For Release
January 5, 1948

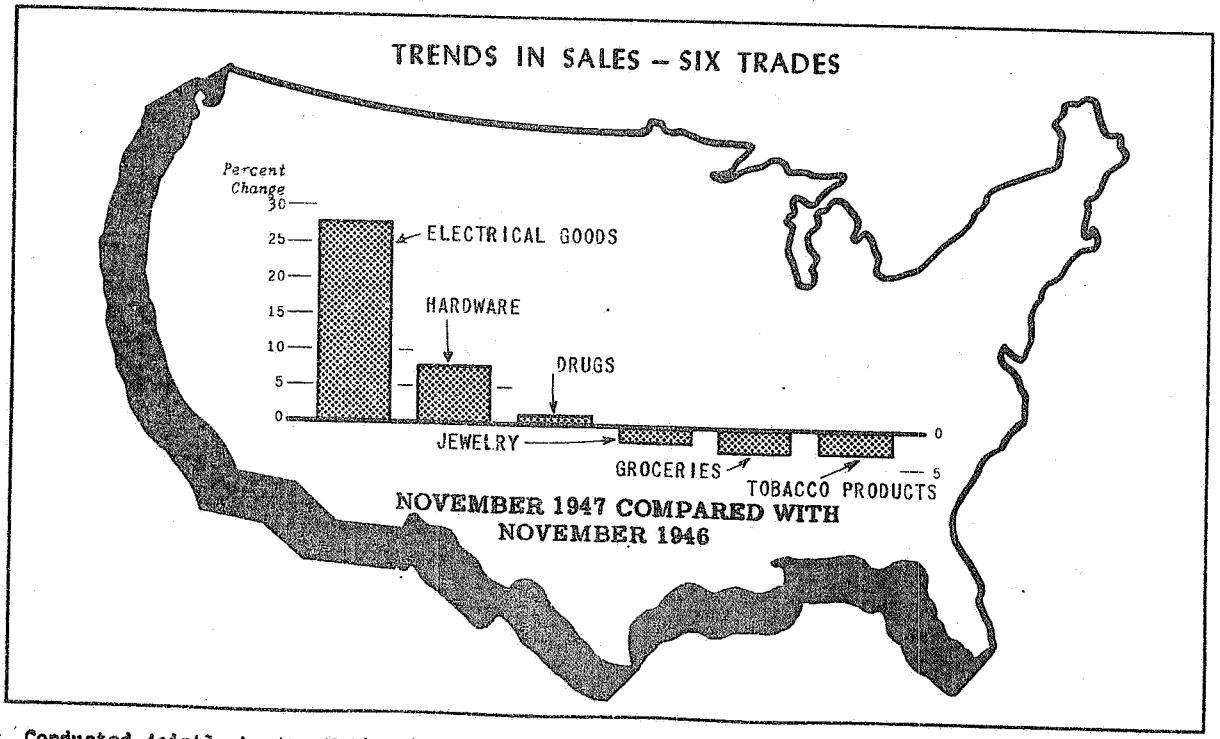
Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,976 merchant wholesalers representing all parts of the country.

November sales of merchant wholesalers were up 6 percent over November of last year. This percentage gain was the smallest for any month compared with the same month of the previous year since September 1945. November sales were down seasonally by 14 percent from October of this year. Comparing the first 11 months of 1947 with the corresponding period of last year, dollar sales were up 20 percent.

Of the 39 trades for which data are shown separately in the accompanying tables, 25 recorded sales increases over November of last year, the gains ranging up to 25 percent or more in the case of electrical goods, furniture, coal, plumbing and heating supplies, lumber and building materials, and petroleum. Thirteen kinds of business registered decreases, while one (industrial chemicals) showed no change. All kinds of business except "miscellaneous" recorded seasonal declines from October.

Inventories, valued at cost, were up 24 percent over November of last year---the smallest percentage increase in inventories this year over the corresponding date of last year. From October to November of this year, inventories on the average were up 6 percent. Twenty-seven trades showed increases in inventories from October to November, 10 recorded decreases, while two showed no change.

Beginning-of-November accounts receivable were 25 percent above a year earlier, and up 5 percent over the first of October. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is lengthening. However, it is still considerably short of prewar for most lines of trade.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

NOVEMBER 1947

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 1947 (Add 000)	Percent change from 11 mos. 1946	Eleven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		November 30 1947 (Add 000)	Nov. 1947	Nov. 1946	Oct. 1947
		Nov. 1947 vs Nov. 1946	Nov. 1947 vs Oct. 1947					Nov. 1947 vs Nov. 1946	Nov. 1947 vs Oct. 1947				
UNITED STATES	2,976	+ 6	-14	$491,733	+20	$6,128,199	1,976	+24	+ 6	$500,880	139	120	113
Automotive Supplies	156	- 2	- 7	9,207	+ 9	191,196	93	+39	+ 2	8,665	191	134	171
Chemicals (industrial)	16	0	-13	1,356	+17	20,400	11	+21	+ 6	998	114	87	86
Paints and Varnishes	24	+18	-19	3,113	+40	80,297	12	+60	- 2	1,089	121	95	106
Clothing and Furnishings, except Shoes	31	+13	-15	5,345	+19	55,732	12	+40	- 5	663	92	60	80
Shoes and Other Footwear	27	+21	-18	12,226	+27	255,487	17	+39	+17	5,637	60	52	45
Coal	11	+65	- 1	6,395	+39	55,463	5	+19	+11	5,634	191	208	172
Drugs and Sundries (liquor excluded)	173	+ 1	-17	40,017	+ 6	445,204	138	+11	+ 3	60,189	194	177	155
Dry Goods	78	-13	-16	22,493	- 3	243,571	46	- 3	- 6	21,785	156	117	120
Total Electrical Group	524	+28	- 7	101,224	+67	1,067,218	451	+56	+ 4	115,843	119	99	107
Full-line	348	+29	- 6	87,102	+71	903,732	340	+58	+ 5	103,305	120	99	108
Wiring Supplies, Construction Materials Distributors	109	+15	- 8	5,642	+32	68,025	63	+32	0	4,658	127	109	116
Appliances and Specialties	67	+25	-11	8,480	+62	95,461	48	+49	- 1	7,880	110	97	100
Dairy and Poultry Products	24	+ 7	- 5	5,860	+20	61,455	13	+35	- 7	1,305	30	41	56
Fresh Fruits and Vegetables	73	- 8	-15	4,874	- 1	78,704	47	+17	+ 8	970	32	27	26
Farm Supplies	15	+ 9	-19	2,147	+21	46,258	9	+35	+ 2	1,322	123	101	93
Furniture and House Furnishings	38	+28	-16	9,775	+33	135,200	21	0	+10	7,953	99	129	75
Refrigeration Eqpt., Parts (commercial)	27	-14	-24	706	d	d	21	+33	+ 3	1,735	308	189	223
Groceries	591	- 3	-19	101,212	+ 8	1,170,323	384	+11	+ 7	107,053	157	138	118
Full-line Wholesalers[e]	339	- 6	-19	50,446	+ 7	567,308	222	+13	+ 6	59,614	161	134	124
Voluntary-group wholesalers	140	- 3	-20	32,786	+ 8	375,958	102	+10	+ 8	34,107	161	150	118
Retailer-cooperative warehouses	18	+ 4	-20	6,861	+11	74,381	11	+31	+ 4	4,599	147	128	115
Specialty lines	94	+ 3	-17	11,119	+ 8	152,676	49	- 6	+12	8,733	127	132	92
Confectionery	49	+ 2	- 2	2,053	+ 9	26,780	23	+31	- 2	979	80	61	78
Meats and Meat Products	44	+ 3	-14	20,394	+60	353,434	36	+47	+23	8,821	60	43	41
Beer	39	- 4	-27	1,280	+17	21,684	25	+21	+13	450	53	42	36
Wines and Liquor	18	-12	-38	3,766	-18	110,797	16	+23	+40	5,602	150	107	66
Liquor Departments of Other Trades[f]	49	-10	-29	11,292	-22	101,118	46	+12	+40	25,306	226	180	114
Total Hardware Group	244	+ 8	-12	56,026	+23	719,479	164	+37	+ 2	74,305	181	144	153
General hardware	122	+ 6	-15	42,772	+22	554,982	90	+37	+ 2	61,710	183	144	154
Industrial supplies	62	+11	- 6	7,674	+24	115,110	41	+33	0	9,014	208	170	188
Plumbing and heating supplies	60	+25	-16	5,580	+37	69,387	33	+50	+ 2	3,581	119	108	98
Jewelry	162	- 2	- 3	9,857	-14	64,187	79	-16	- 7	8,881	139	156	148
Optical Goods	13	- 7	-17	258	- 3	2,961	8	-17	- 1	101	112	122	95
Lumber and Building Materials	61	+34	-13	9,260	+48	105,903	33	+64	+ 4	4,266	83	65	67
Machinery, Eqpt., and Supplies, except Electrical	45	+ 3	-11	4,815	+24	64,695	31	+27	+ 1	6,457	181	145	161
Surgical, Medical, Equipment Supplies	19	+ 4	-12	2,152	+24	24,633	12	+12	- 2	1,950	110	104	98
Metals	28	+ 6	-13	5,011	+ 9	54,889	20	+36	+ 1	7,067	162	124	138
Paper and Its Products	66	+ 3	-14	8,178	+16	105,648	32	+33	+ 3	4,060	114	86	96
Petroleum	27	+26	- 8	1,072	+21	10,348	25	+44	+ 7	644	67	59	56
Tobacco Products	251	- 3	-12	27,124	+ 4	412,837	124	+ 8	+ 7	8,179	61	55	50
Leather and Shoe Findings	35	-13	-18	627	- 8	8,016	16	+15	- 6	956	304	241	269
Miscellaneous	16	+ 3	+ 3	2,620	- 2	26,900	11	+13	+ 3	1,979	163	167	160

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not available.
e Not affiliated with voluntary or cooperative groups.
f Chiefly of the Wholesale Drug Trade.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
					Percent change		As of
		November 1947	November 1946	October 1947	Nov. 1947 vs. Nov. 1946	Nov. 1947 vs. Oct. 1947	November 1, (Add 000)
UNITED STATES	2,297	102	113	113	+25	+ 5	$592,597
Automotive Supplies	110	90	95	91	+ 8	+ 2	6,465
Chemicals (industrial)	14	95	96	97	+ 6	+ 8	1,410
Paints and Varnishes	21	80	80	92	+30	0	1,458
Clothing and Furnishings, except Shoes	26	91	109	111	+31	+14	5,605
Shoes and Other Footwear	24	80	85	85	+48	+ 1	17,256
Coal	11	91	100	105	+45	+ 7	6,243
Drugs and Sundries (liquor excluded)	86	97	106	105	+16	+ 5	17,519
Dry Goods	70	67	76	75	0	+ 4	30,937
Total Electrical Group	489	88	96	95	+49	+ 3	110,505
Full-line	345	87	95	94	+51	+ 2	98,108
Wiring Supplies, Construction Materials Distributors	87	78	89	85	+29	+ 6	5,864
Appliances and Specialties	57	105	116	116	+41	+ 9	6,533
Dairy and Poultry Products	17	140	188	154	+55	+ 3	5,452
Fresh Fruits and Vegetables	55	163	183	175	- 1	- 9	1,974
Farm Supplies	11	187	257	209	+59	+ 2	966
Furniture and House Furnishings	33	99	107	116	+42	+14	9,584
Refrigeration Equipment, Parts (commercial)	24	85	95	89	+15	-10	841
Groceries	461	150	169	178	+15	+ 7	55,081
Full-line wholesalers [b]	270	156	174	185	+ 9	+ 6	28,105
Voluntary-group wholesalers	108	143	158	171	+13	+10	16,960
Retailer-cooperative warehouses	15	249	279	273	+15	-11	2,424
Specialty lines	68	108	134	128	+47	+11	7,594
Confectionery	23	134	153	160	+ 9	+ 8	550
Meats and Meat Products	38	223	321	255	+53	+ 1	6,665
Beer	11	201	215	240	+15	- 5	220
Wines and Liquors	14	146	137	276	+12	+75	2,168
Total Hardware Group	221	94	101	98	+20	+ 6	56,045
General hardware	111	96	104	101	+17	+ 6	42,329
Industrial supplies	55	92	91	94	+14	+ 2	6,762
Plumbing and heating	55	84	91	86	+46	+ 8	6,954
Jewelry	116	57	61	61	+ 1	+26	11,313
Optical Goods	13	88	94	100	+10	+ 9	323
Lumber and Building Materials	56	108	108	115	+40	+10	8,605
Machinery, Equipment, and Supplies, except Electrical	31	82	92	79	+33	+ 8	4,527
Surgical, Medical, Equipment Supplies	19	57	59	58	+19	- 1	3,553
Metals	27	107	114	106	+10	+ 1	5,070
Paper and Its Products	57	91	95	96	+15	+ 2	8,979
Petroleum	24	112	117	123	+25	+ 4	796
Tobacco Products	150	161	171	185	+ 8	+ 5	10,338
Leather and Shoe Findings	21	74	83	78	0	+ 4	708
Miscellaneous	24	107	108	120	- 1	+20	3,667

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.

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
NOVEMBER 1947

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 1947 (Add 000)	Percent change from 11 mos. 1946	Eleven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		November 30, 1947 (Add 000)	Nov. 1947	Nov. 1946	Oct. 1947
		Nov. 1947 vs. Nov. 1946	Nov. 1947 vs. Oct. 1947					Nov. 1947 vs. Nov. 1946	Nov. 1947 vs. Oct. 1947				
New England	197	+ 1	-17	$22,415	+14	$263,577	130	+26	+ 4	$21,125	157	114	107
Automotive Supplies	7	-16	-15	299	+ 6	4,607	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	10	- 6	-21	1,898	+ 5	22,869	9	+17	+ 5	3,125	192	152	148
Dry Goods	4	-23	0	202	-27	2,215	4	+61	- 1	249	123	59	124
Electrical Group	50	+14	-20	6,012	+56	65,165	42	+65	+ 3	7,020	124	86	95
Fresh Fruits and Vegetables	9	-12	+ 9	421	-14	5,340	7	+52	+21	47	25	16	17
Groceries	23	-12	-19	4,011	- 1	45,412	12	+16	+ 6	2,408	154	119	115
Confectionery	4	+ 7	+15	107	+ 2	1,798	d	d	d	d	d	d	d
Industrial Supplies	6	+ 2	- 1	591	+13	7,527	5	+20	+ 2	1,898	328	277	319
Plumbing and Heating Supplies	5	+28	-19	235	+45	3,344	d	d	d	d	d	d	d
Jewelry	7	-10	-12	456	- 8	3,931	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	-15	-26	241	+ 9	4,105	d	d	d	d	d	d	d
Metals	5	-19	-25	269	+ 4	3,772	d	d	d	d	d	d	d
Paper and Its Products	5	+ 6	-12	264	+16	3,241	4	+16	+ 3	278	175	165	148
Tobacco Products	25	- 4	- 8	3,117	0	32,809	7	+ 1	+ 4	370	54	54	48
Middle Atlantic	608	- 1	-14	95,524	+12	1,185,414	353	+23	+10	66,737	122	99	94
Automotive Supplies	18	- 7	- 9	775	+ 4	12,461	11	+44	+ 2	774	192	119	167
Paints and Varnishes	4	-15	-27	70	+14	1,082	d	d	d	d	d	d	d
Clothing and Furnishings (except Shoes)	11	+19	-13	4,568	+34	42,545	4	+24	- 7	414	75	54	62
Shoes and Other Footwear	7	+35	-33	782	+ 3	10,629	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	20	- 2	-22	5,798	+ 5	71,165	14	+13	0	6,241	169	156	129
Dry Goods	30	- 8	-14	5,712	+ 7	69,724	15	+ 2	- 5	5,313	130	116	112
Electrical Group	104	+17	-11	16,539	+69	185,036	80	+80	+ 6	17,927	118	88	99
Dairy and Poultry Products	7	+ 3	- 2	4,052	+21	35,088	4	+50	-15	594	50	35	68
Fresh Fruits and Vegetables	17	+ 7	-20	1,479	- 4	18,533	13	- 1	-11	251	29	32	28
Farm Supplies	4	+ 6	-11	842	+19	9,585	d	d	d	d	d	d	d
Furniture and House Furnishings	12	+22	-18	1,929	+30	20,804	6	+15	+ 3	627	52	51	40
Groceries	84	-14	-17	16,512	0	184,892	57	+ 5	+17	9,842	149	114	107
Confectionery	7	+ 3	+21	531	+ 2	5,338	d	d	d	d	d	d	d
Meats and Meat Products	11	+ 5	- 9	4,001	+34	37,608	11	+39	+17	2,252	56	42	45
Beer	6	+20	-11	277	+21	4,080	d	d	d	d	d	d	d
General Hardware	26	- 7	-14	6,514	+14	71,352	18	+55	+ 9	7,177	192	128	141
Industrial Supplies	18	+ 4	+ 2	1,520	+30	26,309	11	+27	- 3	1,506	180	152	184
Plumbing and Heating Supplies	18	+18	-21	1,557	+30	17,361	7	+58	+ 2	556	92	91	69
Jewelry	45	- 6	- 6	2,595	-15	14,052	17	-12	-11	2,020	113	123	126
Optical Goods	6	- 6	-19	152	- 1	1,614	d	d	d	d	d	d	d
Lumber and Building Materials	15	+ 9	-15	2,340	+29	28,188	5	+29	+10	735	55	39	37
Machinery, Eqpt., and Supplies, except Electrical	5	-11	-23	602	+17	7,536	d	d	d	d	d	d	d
Surgical, Medical, Equipment Supplies	5	+ 1	-14	213	+15	2,527	4	+33	+ 3	344	261	188	223
Paper and Its Products	22	+ 6	- 9	2,552	+23	26,665	13	+68	- 1	1,171	92	53	82
Petroleum	23	+24	-12	865	+21	8,288	d	d	d	d	d	d	d
Tobacco Products	51	- 6	-11	5,506	+ 7	144,558	23	+13	+12	1,309	50	42	41
Leather and Shoe Findings	8	- 9	-17	68	-12	1,004	d	d	d	d	d	d	d

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(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1947

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 1947 (Add 000)	Percent change from 11 mos. 1946	Eleven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		November 30, 1947 (Add 000)	Nov. 1947	Nov. 1946	Oct. 1947
		Nov. 1947 vs. Nov. 1946	Nov. 1947 vs. Oct. 1947					Nov. 1947 vs. Nov. 1946	Nov. 1947 vs. Oct. 1947				
East North Central	570	+ 9	-15	$93,362	+21	$1,086,468	388	+25	+ 6	$88,574	127	112	101
Automotive Supplies	47	- 5	- 9	2,192	+10	30,893	36	+45	+ 1	2,461	149	108	138
Paints and Varnishes	7	+ 8	-19	535	+19	6,442	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	6	-13	-23	224	-25	2,280	d	d	d	d	d	d	d
Coal	4	+97	- 5	2,798	+40	22,455	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	26	+ 9	+17	7,008	+ 9	78,548	19	+17	+ 3	8,540	175	161	139
Dry Goods	6	-10	-20	1,516	- 3	17,006	5	+32	- 6	1,466	103	69	87
Electrical Group	96	+25	- 3	22,754	+59	240,134	84	+41	+ 5	24,067	109	95	102
Dairy and Poultry Products	10	+12	-16	518	+21	10,515	5	+15	+18	52	30	24	19
Fresh Fruits and Vegetables	15	- 7	-17	698	+ 1	11,589	10	+ 6	+ 6	168	36	35	30
Farm Supplies	5	+ 6	-27	389	+ 4	7,333	d	d	d	d	d	d	d
Groceries	86	- 2	-24	15,749	+ 9	207,610	64	+ 9	+ 8	19,920	161	154	115
Confectionery	7	+ 4	-14	318	+10	2,998	d	d	d	d	d	d	d
Meats and Meat Products	14	+ 3	-17	8,114	+38	74,015	10	+60	+22	2,252	30	35	30
Beer	12	+ 4	-28	462	+35	6,400	7	+54	+ 4	125	30	34	35
Wines and Liquors	6	-23	-44	851	-14	12,666	6	+51	+51	1,657	192	113	71
General Hardware	14	+11	-18	6,671	+27	102,249	13	+30	+ 3	10,480	160	137	128
Industrial Supplies	10	+ 1	-19	870	+18	10,334	7	+40	+ 9	518	174	120	127
Plumbing and Heating Supplies	15	+21	-18	1,300	+31	13,778	13	+51	+ 3	1,627	137	130	112
Jewelry	46	- 4	- 4	2,543	-16	19,080	21	- 9	- 5	2,193	130	138	133
Lumber and Building Materials	12	+49	-14	1,329	+45	14,159	8	+58	+11	485	58	57	44
Machinery, Eqpt., and Supplies, except Electrical	11	+25	-15	848	+24	10,190	7	+30	+ 6	905	187	155	143
Surgical, Medical, Equipment Supplies	6	+ 6	-14	1,516	+31	16,908	4	+ 6	- 4	1,284	93	93	82
Metals	5	+ 7	-24	613	+19	7,367	d	d	d	d	d	d	d
Paper and Its Products	21	- 1	-19	3,868	+13	47,395	9	+23	+ 4	1,296	99	82	82
Tobacco Products	53	- 1	-14	7,483	+ 5	85,440	26	- 2	+ 9	2,812	71	69	55
Leather and Shoe Findings	9	+ 3	-11	140	- 8	1,725	4	+28	+ 2	124	258	220	222
West North Central	320	+ 6	-14	75,068	+17	805,042	250	+18	+ 4	94,650	150	135	124
Automotive Supplies	18	+ 2	0	2,064	+13	33,909	11	+ 9	0	1,511	216	211	210
Drugs and Sundries (liquor excluded)	19	0	-18	4,333	+ 7	51,948	17	+ 6	+ 1	7,055	189	180	155
Dry Goods	6	-23	-19	8,085	-13	81,116	6	-15	- 6	11,371	141	124	121
Electrical Group	51	+33	- 3	11,985	+66	111,222	46	+58	+ 7	12,183	108	93	99
Fresh Fruits and Vegetables	6	- 6	-17	586	+ 7	6,349	4	+35	+ 2	134	61	45	62
Furniture and House Furnishings	5	+40	-16	5,410	+44	57,480	4	- 3	+12	5,905	110	160	85
Groceries	87	+ 4	-20	17,199	+10	155,220	72	+17	+ 7	26,912	184	164	140
Confectionery	4	- 3	-13	268	+11	4,044	4	+ 7	-12	183	61	56	60
Beer	6	-15	-45	94	+59	2,907	d	d	d	d	d	d	d
General Hardware	16	- 3	-14	9,639	+22	114,865	16	+38	+ 1	16,558	170	119	145
Industrial Supplies	6	+45	-15	518	+26	6,747	d	d	d	d	d	d	d
Plumbing and Heating Supplies	7	+25	-20	554	+39	14,391	5	+58	- 5	556	117	97	100
Jewelry	12	+ 5	0	1,294	- 9	6,512	8	-19	- 7	1,064	142	164	154
Tobacco Products	34	- 1	- 7	2,675	+ 5	37,290	22	+ 9	+ 5	1,172	66	65	60
Leather and Shoe Findings	5	0	-12	57	- 8	862	d	d	d	d	d	d	d

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
NOVEMBER 1947

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 1947 (Add 000)	Percent change from 11 mos. 1946	Eleven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		November 30, 1947 (Add 000)	Nov. 1947	Nov. 1946	Oct. 1947
		Nov. 1947 vs Nov. 1946	Nov. 1947 vs Oct. 1947					Nov. 1947 vs Nov. 1946	Nov. 1947 vs Oct. 1947				
South Atlantic	586	+ 7	-15	$48,351	+25	$573,701	254	+32	+ 4	$47,329	136	113	115
Automotive Supplies	10	+ 7	-17	580	+12	11,712	6	+33	+ 5	539	209	165	169
Paints and Varnishes	4	+55	-13	329	+22	3,163	4	+74	+11	322	98	76	77
Clothing and Furnishings, except Shoes	5	- 5	-24	216	-20	2,227	d	d	d	d	d	d	d
Shoes and Other Footwear	5	+25	-17	2,310	+ 9	22,447	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	29	0	-14	4,805	+ 8	52,260	21	+13	0	7,375	220	195	191
Dry Goods	8	- 6	-16	2,102	+ 5	22,414	5	+27	- 8	2,510	161	150	154
Electrical Group	79	+29	-10	12,877	+77	142,729	70	+50	+ 3	14,328	119	105	104
Fresh Fruits and Vegetables	11	-11	- 4	656	- 4	7,158	6	+55	+ 7	152	36	20	34
Furniture and House Furnishings	4	+23	- 5	534	+27	5,421	d	d	d	d	d	d	d
Groceries	101	0	-18	11,052	+13	151,666	52	+18	+ 4	7,945	125	110	101
Confectionery	12	- 2	- 4	312	+11	5,146	5	+59	-17	255	112	81	151
Meats and Meat Products	5	-29	-26	1,224	+25	15,572	4	+ 2	+21	506	41	29	25
Beer	6	-24	-26	241	-16	3,750	d	d	d	d	d	d	d
General Hardware	16	+ 4	-18	2,365	+24	40,757	12	+74	+ 5	3,447	184	113	158
Industrial Supplies	9	+33	- 6	1,262	+40	12,336	8	+52	0	1,765	141	124	132
Jewelry	7	- 7	-10	402	-14	2,652	4	-25	+15	405	156	180	112
Lumber and Building Materials	8	+42	-15	1,010	+55	11,536	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	6	+12	-15	340	+24	3,572	4	+52	- 6	287	187	157	175
Paper and Its Products	7	+19	- 7	749	+24	8,149	d	d	d	d	d	d	d
Tobacco Products	19	- 6	-18	2,278	- 1	52,205	12	+21	+ 4	754	41	52	32
East South Central	158	+ 7	-15	23,382	+20	259,900	99	+16	+ 4	21,230	130	125	105
Drugs and Sundries (liquor excluded)	17	- 2	-17	3,011	+ 5	32,943	12	+12	- 1	4,535	195	175	182
Dry Goods	9	-16	-16	1,811	-11	18,488	5	- 4	- 2	1,632	126	116	110
Electrical Group	25	+37	-13	4,440	+69	48,193	23	+54	- 1	4,638	108	97	94
Fresh Fruits and Vegetables	6	- 7	- 5	192	+ 2	2,345	d	d	d	d	d	d	d
Groceries	42	-15	-21	4,426	+ 9	51,961	27	- 5	+15	4,594	149	152	102
Confectionery	8	+ 3	-13	329	+11	3,572	d	d	d	d	d	d	d
Beer	4	+ 2	-41	54	+49	1,058	4	-16	+10	46	85	104	46
General Hardware	12	+25	- 7	3,953	+29	36,153	5	+25	+ 8	2,554	151	160	120
Lumber and Building Materials	4	+16	-13	749	+93	7,224	d	d	d	d	d	d	d
Tobacco Products	6	- 6	-13	251	+ 1	9,472	d	d	d	d	d	d	d
West South Central	280	+11	-11	45,661	+20	504,847	199	+26	+ 3	52,942	146	132	127
Automotive Supplies	13	- 1	- 6	813	0	9,805	11	+40	+ 3	1,315	170	119	154
Drugs and Sundries (liquor excluded)	24	+ 3	-14	5,762	+ 6	52,626	18	+14	- 1	8,678	197	176	175
Dry Goods	4	-26	-16	607	-17	7,759	d	d	d	d	d	d	d
Electrical Group	48	+51	- 4	9,538	+76	87,605	43	+56	+ 1	10,425	111	108	108
Groceries	99	- 2	-16	14,719	+11	152,497	70	+17	+ 5	15,719	139	115	111
Confectionery	4	0	+ 9	140	+15	1,550	d	d	d	d	d	d	d
General Hardware	17	+17	- 7	4,210	+22	55,475	12	+34	+ 2	7,175	205	181	188
Industrial Supplies	4	+14	- 6	2,051	+32	31,191	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	4	+24	+32	812	+31	18,491	d	d	d	d	d	d	d
Tobacco Products	29	- 5	-12	2,566	+15	27,110	11	+10	+ 6	517	55	47	46

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	SALES—CURRENT MONTH				SALES—YEAR-TO-DATE[a]		INVENTORY—END-OF-MONTH (At Cost)				STOCK-SALES RATIOS[b]		
	Number of firms reporting sales[c]	Percent change: Nov. 1947 vs. Nov. 1946	Percent change: Nov. 1947 vs. Oct. 1947	November 1947 (Add 000)	Percent change from 11 mos. 1946	Eleven Months 1947 (Add 000)	Number of firms reporting stocks	Percent change: Nov. 1947 vs. Nov. 1946	Percent change: Nov. 1947 vs. Oct. 1947	November 30, 1947 (Add 000)	Nov. 1947	Nov. 1946	Oct. 1947
Mountain	138	+14	-15	$20,539	+26	$215,110	104	+56	+ 4	$26,319	163	154	136
Automotive Supplies	10	+24	-13	654	+17	8,391	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	12	+ 5	-10	1,899	+13	20,013	9	+12	+ 1	5,023	191	177	171
Electrical Group	23	+51	- 2	3,924	+84	38,518	19	+109	+ 3	5,271	142	104	155
Groceries	29	- 1	-24	3,906	+11	45,205	27	+18	+ 1	8,123	216	179	162
General Hardware	7	+16	-17	2,015	+30	21,180	d	d	d	d	d	d	d
Jewelry	4	+11	+35	73	-40	381	d	d	d	d	d	d	d
Lumber and Building Materials	5	+62	-12	1,801	+70	17,865	d	d	d	d	d	d	d
Tobacco Products	10	- 3	-12	805	- 2	10,401	7	+33	+ 4	301	75	64	65
Pacific	313	+ 8	-15	61,332	+16	800,679	193	+22	+ 7	76,780	167	147	136
Automotive Supplies	51	- 5	- 6	1,790	+ 6	35,723	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	6	-25	- 6	190	-12	1,891	d	d	d	d	d	d	d
Shoes and Other Footwear	6	+16	-36	256	+30	4,249	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	16	- 5	-20	5,505	+ 1	62,832	14	+ 2	+14	11,625	214	199	149
Dry Goods	8	+ 2	-12	1,975	+16	20,368	d	d	d	d	d	d	d
Electrical Group	48	+30	- 2	15,345	+32	148,618	44	+64	+ 4	19,984	151	121	142
Fresh Fruits and Vegetables	7	-23	-20	902	+ 5	15,976	d	d	d	d	d	d	d
Furniture and House Furnishings	7	+34	- 7	329	+32	29,523	4	- 3	-11	177	112	163	171
Groceries	40	+ 3	-19	13,838	+ 6	197,860	23	- 5	+ 4	11,590	135	139	104
Meats and Meat Products	4	+ 7	-13	1,363	+47	21,325	4	+44	+32	512	38	28	25
General Hardware	12	+14	- 7	7,280	+18	86,762	9	+29	- 2	13,241	218	193	209
Industrial Supplies	6	-26	- 1	466	0	14,590	4	- 8	0	659	288	185	270
Plumbing and Heating Supplies	4	+28	-11	996	+42	11,383	d	d	d	d	d	d	d
Jewelry	37	+ 2	+ 1	2,375	-13	14,695	20	-21	- 5	2,961	172	201	188
Lumber and Building Materials	11	+42	- 6	1,682	+45	17,528	9	+67	- 4	1,096	95	79	90
Machinery, Eqpt., and Supplies, except Electrical	8	-54	-25	561	+11	9,149	5	+62	+ 4	1,176	378	142	295
Metals	4	+15	+ 1	694	+ 9	7,618	d	d	d	d	d	d	d
Tobacco Products	24	+ 3	-17	2,443	- 1	33,952	14	+17	+ 3	890	87	74	68
Leather and Shoe Findings	6	-23	-23	249	- 7	3,192	d	d	d	d	d	d	d

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

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) 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, Wisc.)
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 - (Arix., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

42/82

MONTHLY

WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*
BUREAU OF THE CENSUS
J. C. CAPT, *Director*

For Release
February 9, 1948

SALES, INVENTORIES, AND CREDITS
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
DECEMBER 1947

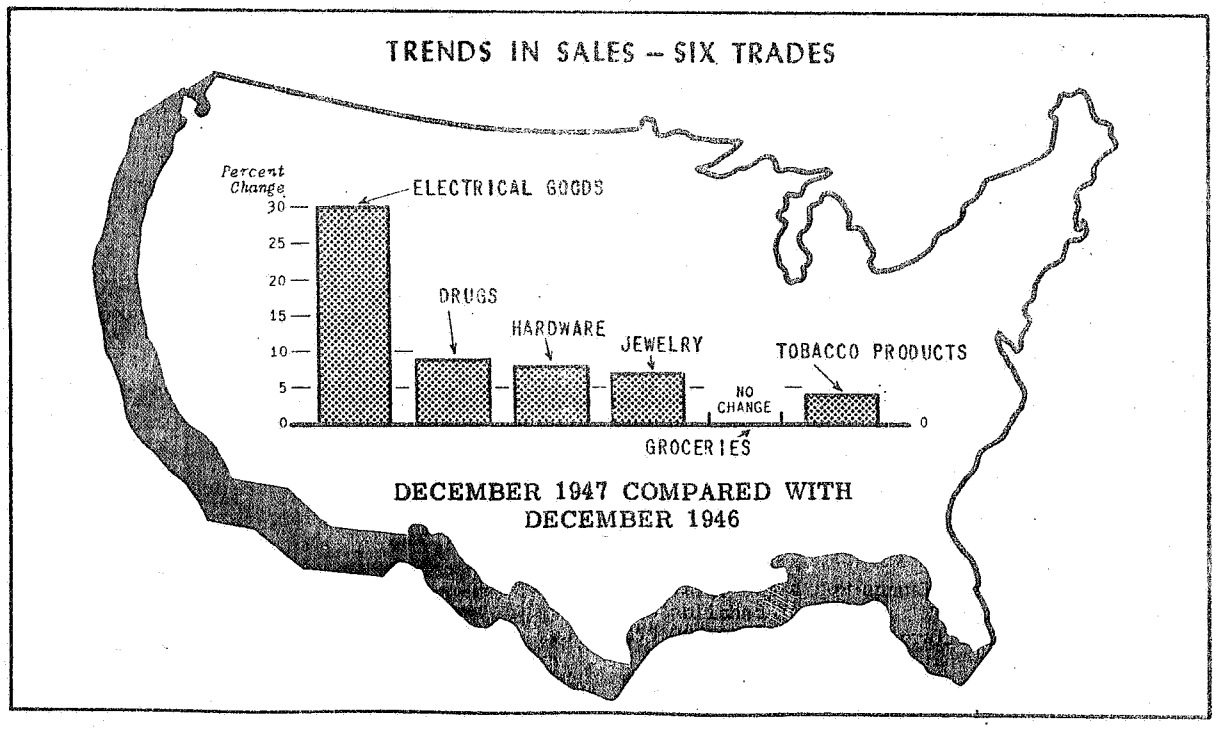
Dollar sales volume of merchant wholesalers in 1947 set a new annual record, approximately 15 percent higher than the previous record volume established in 1946. The Office of Business Economics of the Department estimated 1946 sales at $55,088,000,000, while preliminary estimates for 1947 are slightly more than $63,360,000,000.

December sales likewise set a new record for the month, as they were approximately 12 percent above the previous December record, 1946. December sales were up 4 percent from November. These data are based upon confidential reports submitted to the Bureau of the Census by 2,995 merchant wholesalers representing all parts of the country.

Thirty of the 39 trades for which data are shown separately in the accompanying tables reported sales increases in December 1947 compared with December 1946. Sales gains of 30 percent or more were recorded for electrical goods, furniture, lumber and building materials, petroleum, and coal. Seven kinds of business registered decreases, while two--full-line and voluntary-group grocery wholesalers--showed no change. Comparing December with November 1947, 22 kinds of business recorded sales increases; 16, decreases; and one, no change.

Inventories, valued at cost, at the end of the year were up 20 percent over 1946, the smallest year-to-year increase since the April 1945-46 comparison. From November to December, inventories on the average were up 2 percent. Twenty-three trades showed increases in inventories from November to December, while 15 recorded decreases.

Beginning-of-December accounts receivable were up 19 percent from a year earlier, the smallest year-to-year increase since April 1946. December receivables were off 4 percent from November, the first decrease in five months.



* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

42305

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

WHOLESALERS' SALES AND INVENTORIES

DECEMBER 1947

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 1947 (Add 000)	Percent change from 12 mos. 1946	Twelve Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		December 31 1947 (Add 000)	Dec. 1947	Dec. 1946	Nov. 1947
		Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947					Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947				
UNITED STATES	2,995	+12	+ 4	$533,681	+19	$6,780,841	1,621	+20	+ 2	$546,110	133	123	133
Automotive Supplies	189	-10	-13	12,621	+ 7	212,270	106	+19	+ 2	10,488	225	173	197
Chemicals (industrial)	13	+ 2	+ 1	1,104	+15	22,208	8	+28	+ 5	887	130	104	139
Paints and Varnishes	54	+ 4	-43	3,812	+37	89,498	11	+21	+17	1,172	163	160	113
Clothing and Furnishings, except Shoes	26	+ 2	-22	3,918	+17	57,699	11	+42	+ 7	559	96	64	79
Shoes and Other Footwear	29	+11	+ 3	25,574	+24	293,954	19	+53	+30	9,603	100	66	64
Coal	10	+65	+20	6,954	+42	62,397	4	+21	- 9	3,588	107	145	169
Drugs and Sundries (liquor excluded)	158	+ 9	+ 2	38,195	+ 6	484,443	49	+ 6	- 4	14,762	192	203	198
Dry Goods	66	+ 4	-20	10,253	- 3	255,070	35	+ 9	+ 3	8,929	180	176	134
Total Electrical Group	544	+30	+27	153,430	+61	1,213,649	267	+48	+ 5	55,991	103	97	119
Full-line	361	+50	+29	116,507	+64	1,027,650	141	+52	+ 9	41,449	106	100	121
Wiring Supplies, Construction Materials Distributors	101	+13	0	4,732	+30	75,092	68	+23	- 4	4,381	129	120	137
Appliances and Specialties	82	+53	+17	12,191	+59	110,907	58	+46	- 6	7,961	84	77	104
Dairy and Poultry Products	23	+19	+14	2,885	+20	64,767	13	+17	- 1	882	38	41	45
Fresh Fruits and Vegetables	68	+ 9	+14	6,602	0	85,729	41	+ 1	-27	746	17	20	29
Farm Supplies	16	+ 4	+ 8	2,836	+18	49,601	9	+49	+11	1,402	123	107	121
Furniture and House Furnishings	39	+30	-11	7,165	+32	144,544	22	+12	+13	8,387	155	187	118
Refrigeration Eqpt., Parts (commercial)	27	- 9	+ 8	869	d	d	22	+26	+ 2	2,141	289	213	305
Groceries	533	0	- 3	85,841	+ 7	1,265,328	335	+ 3	- 1	84,847	153	149	153
Full-line Wholesalers [e]	300	0	- 5	40,080	+ 7	608,873	183	+ 2	- 1	45,670	168	167	163
Voluntary-group Wholesalers	128	0	- 1	26,500	+ 7	407,043	95	0	- 4	24,364	148	148	154
Retailer-cooperative Warehouses	16	+ 5	- 3	7,349	+11	81,730	10	+14	- 1	6,582	137	130	133
Specialty Lines	89	- 2	+ 5	11,912	+ 6	167,682	47	+13	+ 4	8,231	116	96	120
Confectionery	50	+ 9	+ 7	2,903	+ 9	29,790	24	+17	- 8	1,561	75	68	86
Meats and Meat Products	50	+23	-11	36,395	+54	412,811	35	+51	+10	9,493	67	52	61
Beer	43	+14	+14	1,462	+17	23,272	28	+50	+16	532	57	44	55
Wines and Liquor	20	- 7	+25	4,616	-17	124,549	17	+14	+ 3	5,526	124	100	151
Liquor Departments of Other Trades [f]	48	-14	+ 9	12,182	-21	113,597	g	g	g	g	g	g	g
Total Hardware Group	243	+ 8	- 5	54,977	+22	785,224	159	+32	+ 4	78,666	208	170	185
General Hardware	116	+ 4	- 6	39,619	+20	581,380	82	+33	+ 4	61,947	215	170	189
Industrial Supplies	67	+15	- 2	9,795	+23	127,529	46	+24	+ 4	12,818	201	187	201
Plumbing and Heating Supplies	60	+21	- 7	5,563	+36	76,315	31	+45	+19	3,901	162	131	112
Jewelry	163	+ 7	+ 8	10,711	-11	75,827	77	-15	-13	8,532	123	150	162
Optical Goods	14	- 5	-17	173	- 3	3,143	8	+ 1	- 4	99	155	158	145
Lumber and Building Materials	57	+33	- 5	7,515	+47	115,186	27	+62	+15	2,791	92	69	72
Machinery, Eqpt., and Supplies, except Electrical	45	+ 3	+ 6	4,489	+23	70,265	28	+31	- 2	6,888	209	173	238
Surgical, Medical, Equipment Supplies	29	+12	+ 3	2,735	+23	27,466	20	+13	+ 2	2,559	111	112	113
Metals	18	+17	- 5	2,915	+ 8	59,625	12	+41	+ 6	4,289	184	155	165
Paper and Its Products	65	+15	+ 4	8,002	+16	112,734	32	+28	+ 2	4,241	111	99	118
Petroleum	26	+43	+11	1,151	+23	11,499	24	+30	+ 2	595	56	63	63
Tobacco Products	279	+ 4	+12	38,670	+ 4	464,678	142	+ 6	- 1	12,541	59	56	65
Leather and Shoe Findings	36	-17	-24	496	- 9	8,589	16	+14	+ 1	1,085	417	350	316
Miscellaneous	14	+ 5	+ 8	2,252	- 2	29,152	20	+ 8	-13	4,328	139	152	190

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not available.
e Not affiliated with voluntary or cooperative groups.
f Chiefly of the Wholesale Drug Trade.
g Insufficient to show separately.

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER 1947

KIND OF BUSINESS	Number of firms reporting	COLLECTION PERCENTAGES [a]			ACCOUNTS RECEIVABLE		
		December 1947	December 1946	November 1947	Percent change: Dec. 1947 vs. Dec. 1946	Percent change: Dec. 1947 vs. Nov. 1947	As of December 1, 1947 (Add 000)
UNITED STATES	2,066	122	127	110	+19	- 4	$297,656
Automotive Supplies	130	89	95	87	+ 9	- 3	7,748
Chemicals (industrials)	11	93	97	93	+ 9	- 8	1,053
Paints and Varnishes	21	76	94	79	+36	- 3	1,464
Clothing and Furnishings, except Shoes	21	99	113	94	+32	+ 3	5,118
Shoes and Other Footwear	26	90	96	80	+31	-12	16,015
Coal	10	89	97	101	+86	+ 9	6,523
Drugs and Sundries (liquor excluded)	75	110	115	96	+11	- 8	14,025
Dry Goods	58	93	94	77	+ 2	- 8	12,912
Total Electrical Group	297	101	99	87	+40	- 1	48,723
Full-line	148	99	96	85	+42	- 2	35,881
Wiring Supplies, Construction Materials Distributors	80	82	92	79	+27	+ 1	5,054
Appliances and Specialties	69	125	117	106	+42	0	7,788
Dairy and Poultry Products	16	198	196	180	+11	0	959
Fresh Fruits and Vegetables	51	194	191	176	- 1	- 3	1,805
Farm Supplies	12	180	234	154	+50	- 5	1,407
Furniture and House Furnishings	32	105	108	87	+32	-12	7,681
Refrigeration Equipment, Parts (commercial)	24	97	100	92	- 3	-10	860
Groceries	409	167	174	152	+ 6	- 7	43,921
Full-line wholesalers [b]	288	174	172	154	+ 1	-12	19,994
Voluntary-group wholesalers	101	169	172	158	+ 2	- 4	12,928
Retailer-cooperative warehouses	13	226	277	221	+29	+ 4	3,175
Specialty lines	67	125	147	109	+20	- 3	7,824
Confectionery	25	133	154	119	+24	+ 5	1,163
Meats and Meat Products	47	244	244	250	+20	- 3	14,696
Beer	14	218	265	203	+38	- 5	175
Wines and Liquors	16	170	168	127	-21	-26	1,904
Total Hardware Group	217	101	105	93	+19	- 4	53,577
General hardware	104	103	110	94	+18	- 4	38,989
Industrial supplies	59	99	92	92	+14	- 4	8,755
Plumbing and heating	54	92	92	86	+32	-11	5,833
Jewelry	120	68	72	56	+ 4	+ 8	12,966
Optical Goods	12	96	99	90	- 2	-10	224
Lumber and Building Materials	51	113	115	110	+33	- 6	6,842
Machinery, Equipment, and Supplies, Except Electrical	29	85	87	70	+25	-12	4,022
Surgical, Medical, Equipment Supplies	27	62	63	61	+19	+ 3	4,223
Metals	17	114	112	109	+15	- 5	2,725
Paper and Its Products	55	96	96	89	+12	- 6	7,860
Petroleum	25	128	125	115	+32	+ 4	777
Tobacco Products	174	217	225	176	+ 8	- 6	11,972
Leather and Shoe Findings	23	70	80	73	- 1	- 9	698
Miscellaneous	25	116	126	105	+ 6	+10	3,620

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

WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

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	Percent change		December 1947 (Add 000)	Percent change from 12 Mos. 1946	Twelve Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		December 31, 1947 (Add 000)	Dec. 1947	Dec. 1946	Nov. 1947
		Dec. 1947 vs. Dec. 1946	Dec. 1947 vs. Nov. 1947					Dec. 1947 vs. Dec. 1946	Dec. 1947 vs. Nov. 1947				
New England	187	+12	+18	$25,296	+14	$291,207	95	+ 27	+11	$13,052	109	110	125
Automotive Supplies	6	-16	-10	163	+ 5	4,805	d	d	d	d	d	d	d
Shoes and Other Footwear	4	- 9	- 9	496	-10	7,270	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	8	+ 5	+ 7	1,771	+ 5	24,734	d	d	d	d	d	d	d
Dry Goods	4	0	-15	171	-25	2,386	4	+ 44	+ 2	252	147	102	122
Electrical Group	50	+21	+34	7,842	+52	73,565	22	+103	+24	3,580	119	96	143
Fresh Fruits and Vegetables	7	+ 5	-17	309	-13	5,649	5	+ 6	-35	17	10	10	18
Groceries	22	- 1	- 2	3,934	- 1	49,783	12	+ 9	+ 8	2,612	154	151	142
Industrial Supplies	5	+ 7	+42	762	+13	8,289	4	+ 16	- 7	1,570	183	170	280
Plumbing and Heating Supplies	5	+53	- 3	229	+46	3,575	d	d	d	d	d	d	d
Jewelry	7	+ 7	+32	601	- 6	4,532	d	d	d	d	d	d	d
Machinery, Equipment, Supplies (except electrical)	4	+ 1	+18	323	+10	4,607	d	d	d	d	d	d	d
Paper and Its Products	4	+22	+21	284	+16	5,525	d	d	d	d	d	d	d
Tobacco Products	24	+ 6	+17	3,394	0	56,170	9	+ 11	+ 5	386	38	37	45
Middle Atlantic	594	+ 5	+ 5	97,536	+11	1,308,953	305	+ 13	0	48,594	102	97	108
Automotive Supplies	17	- 9	-13	525	+ 4	13,483	9	+ 34	+ 7	389	206	146	170
Clothing and Furnishings (except Shoes)	9	+ 3	-22	3,527	+31	46,070	d	d	d	d	d	d	d
Shoes and Other Footwear	6	+31	-16	615	+ 4	11,244	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	17	+ 1	+11	6,093	+ 4	77,347	d	d	d	d	d	d	d
Dry Goods	24	- 1	- 9	4,342	+ 6	74,965	11	- 5	- 2	2,621	164	153	135
Electrical Group	103	+13	+26	19,326	+62	206,857	52	+ 43	+ 2	7,409	103	97	124
Dairy and Poultry Products	4	0	+ 8	447	+21	35,544	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	16	+ 3	+ 4	1,336	- 3	19,869	12	- 19	-40	82	12	16	25
Farm Supplies	4	+22	+ 6	890	+19	10,475	d	d	d	d	d	d	d
Furniture and House Furnishings	12	+38	+ 3	1,725	+30	22,698	6	+ 9	- 7	637	57	74	71
Groceries	79	- 2	+ 2	16,908	0	201,826	35	- 8	- 8	8,878	125	131	145
Confectionery	8	+12	+ 8	634	+ 6	6,058	4	+ 9	-10	188	43	40	53
Meats and Meat Products	10	+ 2	- 7	3,453	+30	41,061	10	+ 42	+ 5	2,150	62	45	55
Beer	9	+21	0	326	+22	4,402	d	d	d	d	d	d	d
Wines and Liquors	4	-12	+31	1,588	-22	75,896	d	d	d	d	d	d	d
Hardware	22	+ 2	+ 7	6,684	+13	78,871	14	+ 55	+ 9	6,938	181	135	184
Industrial Supplies	21	+ 4	-10	1,935	+27	29,312	14	+ 19	+ 5	2,285	151	136	149
Plumbing and Heating Supplies	16	+22	- 9	1,075	+29	18,471	4	+ 20	+28	212	189	173	85
Jewelry	41	+ 9	+ 4	2,450	-12	16,626	15	- 18	- 6	1,749	102	130	112
Optical Goods	5	- 9	-18	98	- 1	1,712	d	d	d	d	d	d	d
Lumber and Building Materials	13	+18	- 5	2,069	+28	28,397	d	d	d	d	d	d	d
Machinery, Equipment, Supplies (except electrical)	6	- 1	+ 4	623	+15	8,198	d	d	d	d	d	d	d
Surgical, Medical, Equipment Supplies	7	+13	- 2	251	+15	2,778	6	+ 35	- 1	298	154	129	148
Paper and Its Products	21	+ 7	- 8	1,922	+22	28,585	12	+ 48	+ 9	924	90	67	85
Petroleum	23	+40	+ 8	934	+23	9,222	d	d	d	d	d	d	d
Tobacco Products	65	0	+ 9	13,225	+ 6	166,324	37	+ 4	+ 1	6,858	64	62	68
Leather and Shoe Findings	9	-15	-24	56	-12	1,066	d	d	d	d	d	d	d

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

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 1947 (Add 000)	Percent change from 12 mos. 1946	Twelve Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		December 31 1947 (Add 000)	Dec. 1947	Dec. 1946	Nov. 1947
		Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947					Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947				
East North Central	558	+16	+ 9	$96,886	+20	$1,193,715	325	+20	+ 5	$54,572	186	120	128
Automotive Supplies	44	- 8	-11	1,959	+ 9	33,380	34	+21	- 1	2,957	177	136	161
Paints and Varnishes	7	+ 3	-15	455	+18	6,897	d	d	d	d	d	d	d
Clothing and Furnishings, except Shoes	6	+ 9	-25	168	-24	2,474	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	25	+13	+ 1	6,365	+ 9	85,398	8	+15	- 2	2,215	168	175	179
Dry Goods	5	+15	-22	454	- 3	17,649	4	+61	+36	508	135	96	77
Electrical Group	100	+51	+28	30,803	+54	274,059	48	+54	+ 8	13,348	106	109	118
Dairy and Poultry Products	9	+11	+10	500	+20	11,221	5	+42	- 7	51	23	22	45
Fresh Fruits and Vegetables	14	+10	+ 4	1,025	+ 2	12,614	7	- 3	+ 7	147	45	50	46
Farm Supplies	4	+20	+28	393	+ 4	7,726	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+39	- 4	762	+25	10,005	d	d	d	d	d	d	d
Groceries	82	+ 1	- 4	14,282	+ 8	222,954	59	+ 6	- 2	17,504	161	157	157
Confectionery	7	+ 9	+ 8	544	+10	3,342	d	d	d	d	d	d	d
Meats and Meat Products	14	+30	+10	8,929	+37	82,944	11	+46	+26	2,851	67	55	49
Beer	12	+18	+17	544	+33	6,967	7	+55	+ 3	116	39	32	44
Wines and Liquors	8	+ 1	+21	1,399	-14	14,499	8	+75	+14	2,419	173	100	165
General Hardware	10	-11	-19	4,052	+25	108,540	9	+32	+ 3	8,819	222	149	175
Industrial Supplies	10	- 3	+ 8	912	+16	11,311	7	+14	- 2	509	162	165	190
Plumbing and Heating Supplies	15	+ 9	- 1	1,064	+29	14,930	11	+20	+ 9	1,579	146	151	133
Jewelry	49	+14	+ 9	2,910	-13	22,614	25	- 5	-15	2,753	135	161	166
Lumber and Building Materials	12	+51	-15	1,238	+44	15,541	7	+81	+35	571	92	77	82
Machinery, Eqpt., and Supplies, except Electrical	12	+10	- 1	880	+22	11,115	7	+20	- 4	869	161	175	187
Surgical, Medical, Equipment Supplies	9	+16	+ 8	1,786	+29	18,734	6	+ 1	+ 1	1,435	89	103	96
Paper and Its Products	18	+16	+10	3,672	+13	51,298	7	+17	+ 8	1,111	85	83	91
Tobacco Products	55	+ 6	+14	7,576	+ 5	93,613	26	+ 7	- 8	1,879	57	55	68
Leather and Shoe Findings	9	- 5	-25	105	- 8	1,872	d	d	d	d	d	d	d
West North Central	303	+14	+ 1	54,990	+17	868,941	191	+20	+ 1	58,247	159	153	152
Drugs and Sundries (liquor excluded)	18	+13	+ 3	4,352	+ 7	56,546	6	- 1	- 3	1,897	204	240	205
Electrical Group	51	+51	+21	14,250	+61	125,540	25	+48	+ 3	5,094	69	92	103
Fresh Fruits and Vegetables	5	+ 2	+15	436	+ 7	6,785	d	d	d	d	d	d	d
Furniture and House Furnishings	4	+86	-26	1,664	+44	59,234	d	d	d	d	d	d	d
Groceries	66	- 4	- 8	8,199	+ 9	165,825	52	+ 2	- 6	12,932	181	171	180
Confectionery	4	+ 7	+15	509	+11	4,353	4	+33	+ 1	165	33	45	61
Beer	6	- 2	+16	109	+56	3,016	d	d	d	d	d	d	d
General Hardware	17	+10	- 9	8,893	+21	125,495	17	+33	+ 1	16,672	187	154	170
Industrial Supplies	6	+16	+ 5	487	+25	7,405	d	d	d	d	d	d	d
Plumbing and Heating Supplies	11	+15	-16	1,248	+37	16,759	7	+74	+42	1,167	195	121	90
Jewelry	15	+ 7	+ 8	1,578	- 6	8,210	8	-29	-13	870	112	162	145
Lumber and Building Materials	4	+38	+15	173	+58	10,593	d	d	d	d	d	d	d
Paper and Its Products	5	+25	- 5	273	+17	5,342	d	d	d	d	d	d	d
Tobacco Products	35	+ 5	+16	4,108	+ 5	42,715	19	+15	+ 9	1,015	60	59	66
Leather and Shoe Findings	5	-28	-31	55	-10	946	d	d	d	d	d	d	d

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

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 1947 (Add 000)	Percent change from 12 mos. 1946	Twelve Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		December 31 1947 (Add 000)	Dec. 1947	Dec. 1946	Nov. 1947
		Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947					Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947				
South Atlantic	388	+14	+ 6	$50,745	+22	$629,420	215	+32	+ 5	$84,409	150	115	124
Automotive Supplies	13	+10	- 2	804	+11	12,837	8	+27	0	646	167	141	163
Paints and Varnishes	4	+24	-35	222	+22	3,385	4	+39	+ 9	351	158	141	98
Clothing and Furnishings, except Shoes	4	+16	- 9	86	-19	2,315	d	d	d	d	d	d	d
Shoes and Other Footwear	4	-22	-50	1,052	+ 7	23,499	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	29	+ 9	- 2	4,842	+ 8	57,214	11	+12	- 4	3,348	204	199	215
Dry Goods	8	+13	-24	1,627	+ 5	24,041	5	+38	+ 3	2,985	206	213	161
Electrical Group	84	+35	+31	17,538	+71	161,328	48	+47	+ 9	6,778	95	91	105
Dairy and Poultry Products	4	+ 9	+16	346	+ 9	2,998	d	d	d	d	d	d	d
Fresh Fruits and Vegetables	11	- 6	+24	811	- 4	7,969	6	0	-41	78	17	16	26
Furniture and House Furnishings	4	+ 8	+ 6	568	+25	5,989	d	d	d	d	d	d	d
Groceries	94	+ 8	- 2	10,087	+13	142,246	48	+ 6	- 3	6,732	118	122	121
Confectionery	13	- 1	- 3	533	+10	5,679	6	+38	-15	370	97	67	101
Meats and Meat Products	5	+ 2	+ 4	1,268	+21	14,840	4	+44	+ 8	544	43	30	41
Beer	5	-15	+ 6	140	-16	3,890	d	d	d	d	d	d	d
General Hardware	16	+27	0	2,248	+24	43,989	12	+74	+14	4,345	246	189	217
Industrial Supplies	8	+52	- 9	1,044	+41	13,447	7	+30	- 3	1,530	147	173	139
Jewelry	7	+ 6	+13	432	-12	3,091	d	d	d	d	d	d	d
Lumber and Building Materials	7	+21	+ 3	865	+52	12,401	d	d	d	d	d	d	d
Machinery, Eqpt., and Supplies, except Electrical	5	+ 3	+ 2	285	+22	3,857	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	5	0	-10	342	+ 7	1,868	d	d	d	d	d	d	d
Paper and Its Products	7	+25	+ 7	713	+24	8,907	d	d	d	d	d	d	d
Tobacco Products	20	+ 1	+ 9	2,306	- 1	36,096	12	- 2	- 5	670	49	52	56
East South Central	159	+20	+ 5	24,339	+20	284,852	76	+10	+ 9	13,786	133	140	118
Automotive Supplies	4	+ 1	-11	135	-18	1,607	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	17	+11	+ 3	2,935	+ 5	35,918	d	d	d	d	d	d	d
Dry Goods	8	+18	-31	1,077	-10	19,565	4	-12	+11	1,343	181	265	115
Electrical Group	26	+56	+35	6,544	+68	55,255	10	+65	+20	1,634	105	92	85
Fresh Fruits and Vegetables	6	+20	+39	266	+ 4	2,611	d	d	d	d	d	d	d
Groceries	39	+ 7	+ 1	5,930	+ 9	55,991	24	- 5	- 2	4,171	151	170	155
Confectionery	7	- 1	+ 9	353	+10	3,925	d	d	d	d	d	d	d
Beer	5	+28	+26	88	+46	1,162	5	+35	+24	97	110	104	111
General Hardware	12	+21	- 1	3,906	+28	40,039	5	+27	+16	2,950	171	194	151
Lumber and Building Materials	4	+12	- 8	690	+82	7,914	d	d	d	d	d	d	d
Tobacco Products	9	+ 2	+ 8	1,197	+ 1	10,682	4	+15	0	277	54	46	56
West South Central	256	+17	+ 1	46,150	+20	565,945	138	+18	0	39,647	149	149	155
Automotive Supplies	12	- 1	- 6	699	0	10,565	10	+40	+ 6	1,329	198	142	177
Drugs and Sundries (liquor excluded)	19	+17	- 1	4,412	+ 7	57,038	8	- 5	- 7	3,501	217	250	230
Electrical Group	47	+52	+ 9	10,379	+69	98,925	17	+42	- 1	3,686	97	95	120
Groceries	81	+ 6	- 7	11,552	+11	164,092	55	+ 7	0	12,808	150	154	148
General Hardware	16	+ 9	- 8	4,718	+21	60,193	10	+22	+ 5	6,152	226	198	189
Industrial Supplies	6	+27	- 2	3,542	+32	35,658	4	+30	+ 5	3,103	264	241	251
Machinery, Eqpt., and Supplies, except Electrical	4	+29	+13	1,392	+31	18,666	d	d	d	d	d	d	d
Surgical, Medical, Eqpt. Supplies	4	+11	0	214	+11	1,653	d	d	d	d	d	d	d
Paper and Its Products	4	+ 1	+ 4	281	+13	3,292	d	d	d	d	d	d	d
Tobacco Products	51	+ 3	+ 3	2,355	+14	29,504	12	+13	+ 8	525	56	52	54

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WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

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 1947 (Add 000)	Percent change from 12 mo. 1946	Twelve Months 1947 (Add 000)	Number of firms reporting stocks	Percent change		December 31, 1947 (Add 000)	Dec. 1947	Dec. 1946	Nov. 1947
		Dec. 1947 vs. Dec. 1946	Dec. 1947 vs. Nov. 1947					Dec. 1947 vs. Dec. 1946	Dec. 1947 vs. Nov. 1947				
Mountain	145	+12	+ 5	$19,327	+25	$256,071	90	+19	- 1	$17,825	188	155	188
Automotive Supplies	9	+ 3	- 4	655	+16	9,094	d	d	d	d	d	d	d
Drugs and Sundries (liquor excluded)	11	+16	-10	1,700	+15	21,715	4	+21	- 5	1,426	207	201	180
Electrical Group	25	+27	+25	5,568	+75	44,648	10	+82	+ 5	2,510	121	87	152
Groceries	31	- 7	- 8	5,647	+ 9	47,072	28	+ 5	- 2	7,990	228	202	215
General Hardware	6	- 3	+14	1,515	+27	22,715	d	d	d	d	d	d	d
Jewelry	4	-18	+ 3	75	-37	456	d	d	d	d	d	d	d
Tobacco Products	20	+ 7	+10	1,232	- 2	12,055	14	+21	- 9	457	65	55	74
Pacific	348	+ 9	+ 8	75,601	+15	890,521	186	+20	+ 1	57,080	155	135	159
Automotive Supplies	51	-15	-11	2,560	+ 4	37,596	27	+13	+ 5	3,515	305	251	272
Clothing and Furnishings, except Shoes	4	-12	-16	103	-12	1,994	d	d	d	d	d	d	d
Shoes and Other Footwear	7	-20	-30	227	+26	4,545	5	+51	+54	697	369	216	179
Drugs and Sundries (liquor excluded)	16	+ 2	+ 4	5,705	+ 1	68,555	d	d	d	d	d	d	d
Dry Goods	9	+ 3	-25	1,607	+15	22,135	d	d	d	d	d	d	d
Electrical Group	58	+37	+34	21,380	+58	173,474	55	+55	- 2	10,152	110	97	135
Fresh Fruits and Vegetables	6	- 8	+17	1,036	+ 5	17,455	d	d	d	d	d	d	d
Furniture and House Furnishings	8	+ 5	-24	1,581	+27	32,750	5	+ 9	+ 9	3,175	227	215	152
Groceries	59	- 5	+ 1	15,502	+ 6	217,659	22	+ 5	+ 8	11,220	159	117	152
Meats and Meat Products	4	+50	+25	1,675	+45	25,000	4	+60	+ 7	549	55	27	58
Beer	4	+56	+55	245	+10	2,618	d	d	d	d	d	d	d
General Hardware	15	- 2	- 9	7,480	+16	94,929	11	+25	+ 1	15,760	262	201	228
Industrial Supplies	7	-12	+ 4	615	- 1	15,583	5	+14	+ 6	1,217	300	230	311
Plumbing and Heating Supplies	4	+24	+ 9	1,136	+41	12,641	d	d	d	d	d	d	d
Jewelry	56	- 3	+ 6	2,412	-11	17,127	18	-20	-14	2,525	126	145	174
Lumber and Building Materials	11	+56	- 7	1,444	+44	19,322	8	+47	+30	777	121	91	90
Machinery, Eqpt., and Supplies, except Electrical	9	-32	+ 6	627	+ 7	9,809	6	+47	- 2	1,225	535	171	565
Metals	4	+ 7	- 5	670	+ 8	8,288	d	d	d	d	d	d	d
Tobacco Products	22	+15	+21	3,277	0	37,541	9	+15	- 7	496	44	40	55
Leather and Shoe Findings	6	-18	-18	205	- 8	3,397	d	d	d	d	d	d	d

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

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WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		December 1947	December 1946	November 1947	Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947	December 1, 1947 (Add 000)
New England	127	112	121	105	+15	- 6	$14,447
Automotive Supplies	5	73	76	63	+ 2	- 7	195
Shoes and Other Footwear	4	114	112	89	+ 6	-36	868
Drugs and Sundries (liquor excluded)	4	129	129	111	+ 6	-12	522
Dry Goods	4	95	98	89	- 2	+12	227
Electrical Group	25	89	87	79	+28	-10	3,013
Fresh Fruits and Vegetables	7	204	191	229	-12	+ 4	130
Groceries	18	118	124	105	+ 5	- 3	3,402
Industrial Supplies	5	76	99	80	+25	- 3	573
Plumbing and Heating Supplies	4	93	91	85	+38	-13	233
Paper and Its Products	4	83	91	85	+27	+17	322
Tobacco Products	14	203	211	157	+ 7	- 3	1,423
Middle Atlantic	438	126	132	112	+10	- 5	58,182
Automotive Supplies	14	78	84	76	+11	- 8	364
Clothing and Furnishings, except Shoes	8	101	117	96	+38	+ 4	4,562
Shoes and Other Footwear	6	97	102	77	+34	-33	1,001
Drugs and Sundries (liquor excluded)	6	97	101	81	- 1	- 7	1,844
Dry Goods	21	92	96	86	+ 7	- 2	3,550
Electrical Group	64	102	105	89	+36	0	7,780
Fresh Fruits and Vegetables	13	179	178	171	+ 1	-10	398
Farm Supplies	4	330	446	258	+73	-16	314
Furniture and House Furnishings	10	107	105	94	+38	- 1	1,659
Groceries	61	152	159	142	+ 1	- 4	10,065
Meats and Meat Products	10	190	209	213	+ 2	- 3	1,537
Beer	5	189	261	202	+54	- 3	111
Wines and Liquors	4	147	137	119	-40	-29	937
General Hardware	20	99	100	85	+ 3	- 6	6,728
Industrial Supplies	18	107	92	90	+ 3	- 6	1,807
Plumbing and Heating Supplies	13	92	90	85	+ 9	-20	1,136
Jewelry	30	75	78	61	+ 6	+ 9	2,802
Optical Goods	5	89	87	78	- 3	-12	142
Lumber and Building Materials	10	103	110	99	+22	-14	2,013
Machinery, Eqpt., and Supplies, except Electrical	5	97	100	96	+ 7	-10	583
Surgical, Medical, Eqpt. Supplies	6	65	63	63	+17	+ 6	358
Paper and Its Products	15	109	107	97	+20	+ 2	1,581
Tobacco Products	44	295	307	215	+ 5	-14	3,790
Leather and Shoe Findings	5	52	73	68	+12	+ 5	46
East North Central	392	123	127	110	+23	- 3	50,929
Automotive Supplies	40	104	111	106	+ 3	- 6	1,759
Paints and Varnishes	7	81	102	83	+34	+ 1	630
Clothing and Furnishings, except Shoes	4	93	89	83	- 8	-14	226
Drugs and Sundries (liquor excluded)	12	112	114	91	+19	- 8	2,207
Dry Goods	5	92	108	66	+18	- 9	745
Electrical Group	54	108	107	94	+39	+ 2	9,758
Dairy and Poultry Products	4	198	268	163	+43	+ 5	40
Fresh Fruits and Vegetables	8	255	209	259	- 8	+10	222
Furniture and House Furnishings	4	153	139	119	+24	-16	576
Groceries	60	204	208	181	+ 6	- 8	5,065
Confectionery	5	169	220	140	+45	- 2	80
Meats and Meat Products	13	292	278	245	+19	- 4	2,934
Wines and Liquors	6	187	260	133	+48	-21	515
General Hardware	10	92	106	90	+30	- 4	5,378
Industrial Supplies	8	97	89	95	- 1	- 8	788
Plumbing and Heating Supplies	12	95	89	87	+16	-11	1,152
Jewelry	34	71	72	57	+ 5	+ 7	3,878
Lumber and Building Materials	12	112	110	98	+57	- 9	1,322
Machinery, Eqpt., and Supplies, except Electrical	7	89	78	83	+ 9	-16	397
Surgical, Medical, Eqpt. Supplies	8	58	58	56	+23	+ 4	2,782
Paper and Its Products	18	100	100	92	+ 8	-11	3,662
Tobacco Products	30	199	191	172	+12	+ 1	2,269
Leather and Shoe Findings	6	85	109	86	+38	- 7	105
West North Central	210	119	128	105	+23	- 3	36,435
Drugs and Sundries (liquor excluded)	8	121	123	105	+ 9	- 7	1,443
Electrical Group	28	99	100	85	+63	- 1	5,856
Furniture and House Furnishings	4	102	117	94	+78	-10	2,399
Groceries	55	195	203	181	+ 3	- 6	4,951
Beer	4	125	132	125	- 4	0	24
General Hardware	17	120	127	102	+13	- 5	9,409
Industrial Supplies	6	103	85	98	+26	- 8	457
Plumbing and Heating Supplies	10	86	93	84	+63	+ 3	1,224
Jewelry	13	77	80	63	+ 2	+10	1,780
Tobacco Products	13	208	217	182	+11	+ 3	535
Leather and Shoe Findings	4	62	84	70	+10	- 2	109

(Continued on next page)

WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

GEOGRAPHIC DIVISION AND KIND OF BUSINESS	Number of firms reporting	Collection Percentages [a]			Accounts Receivable		
					Percent change		As of
		December 1947	December 1946	November 1947	Dec. 1947 vs Dec. 1946	Dec. 1947 vs Nov. 1947	December 1, 1947 (Add 000)
South Atlantic	272	115	119	103	+21	- 7	$30,129
Automotive Supplies	9	85	92	83	+ 6	+ 2	506
Paints and Varnishes	4	74	78	76	+46	- 3	391
Drugs and Sundries (liquor excluded)	18	119	125	101	+13	- 9	2,690
Dry Goods	6	89	77	70	- 4	-11	2,857
Electrical Group	51	111	105	93	+39	- 4	6,651
Dairy and Poultry Products	4	200	190	167	- 4	+ 9	94
Fresh Fruits and Vegetables	10	160	170	157	+ 9	+17	330
Groceries	67	174	168	158	+ 5	- 9	4,125
Confectionery	6	112	132	109	+21	+17	282
Meats and Meat Products	4	254	285	229	+ 8	-14	451
General Hardware	16	98	104	93	+36	- 6	2,507
Industrial Supplies	7	112	100	93	+29	- 9	1,038
Jewelry	5	60	69	46	+ 7	0	425
Lumber and Building Materials	6	130	158	124	+50	-12	632
Machinery, Eqpt., and Supplies, except Electrical	4	95	90	70	+21	0	204
Surgical, Medical, Eqpt. Supplies	5	74	69	79	+ 6	- 3	495
Paper and Its Products	6	93	99	99	+11	- 2	572
Tobacco Products	13	181	189	180	+ 2	0	885
East South Central	105	111	120	99	+23	- 6	13,813
Drugs and Sundries (liquor excluded)	7	92	101	86	+23	- 2	684
Dry Goods	8	84	85	68	0	- 3	2,284
Electrical Group	12	87	87	80	+58	- 2	2,184
Groceries	31	165	164	140	+ 4	-16	2,106
General Hardware	8	103	115	90	+46	-10	2,301
Lumber and Building Materials	4	185	177	165	+ 4	- 9	433
Tobacco Products	7	181	168	163	-11	- 9	443
West South Central	163	127	134	114	+22	- 4	23,178
Automotive Supplies	8	87	95	79	+20	+ 2	654
Drugs and Sundries (liquor excluded)	11	94	103	92	+10	- 5	2,782
Electrical Group	18	103	90	90	+29	+ 3	3,294
Groceries	60	208	215	178	+ 6	-14	4,436
General Hardware	14	107	117	101	+23	- 2	3,605
Industrial Supplies	5	103	104	99	+35	0	2,580
Surgical, Medical, Eqpt. Supplies	4	64	71	67	+12	+ 8	329
Paper and Its Products	4	94	87	85	+ 7	-13	310
Tobacco Products	16	164	165	142	+14	-10	439
Mountain	99	136	142	129	+20	- 4	8,019
Automotive Supplies	6	94	95	86	+37	- 7	566
Drugs and Sundries (liquor excluded)	4	149	188	133	+43	- 1	321
Electrical Group	10	111	102	99	+62	0	1,289
Groceries	28	153	166	141	+ 6	-13	2,360
Tobacco Products	18	144	163	133	+20	+ 6	425
Pacific	250	106	110	95	+16	- 4	47,484
Automotive Supplies	31	79	84	78	+ 8	- 6	1,658
Shoes and Other Footwear	7	89	154	91	+87	-18	409
Drugs and Sundries (liquor excluded)	5	122	124	100	+ 9	-13	1,530
Dry Goods	7	112	121	86	+12	-20	1,669
Electrical Group	35	94	91	80	+37	- 2	8,898
Fresh Fruits and Vegetables	5	175	190	142	- 5	-15	479
Furniture and House Furnishings	8	97	101	70	+12	-18	2,229
Groceries	29	148	163	137	+16	+ 4	8,011
Meats and Meat Products	4	289	354	232	+58	- 2	506
General Hardware	14	95	101	96	+19	+ 2	8,773
Industrial Supplies	6	79	70	74	+21	- 7	700
Plumbing and Heating Supplies	4	81	81	77	+31	-14	1,186
Jewelry	28	57	60	50	- 3	+ 7	3,561
Lumber and Building Materials	11	93	92	103	+24	+ 5	1,535
Machinery, Eqpt., and Supplies, except Electrical	6	76	76	59	-10	-11	590
Metals	4	94	103	98	+13	+10	720
Tobacco Products	19	145	145	119	+15	- 3	1,763
Leather and Shoe Findings	4	68	72	70	-11	-12	339

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

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