

MONTHLY
WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

FOR RELEASE
MARCH 7, 1949

SALES AND INVENTORIES
UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
JANUARY 1949

Data contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 2,947 wholesale houses in various lines of trade.

SALES

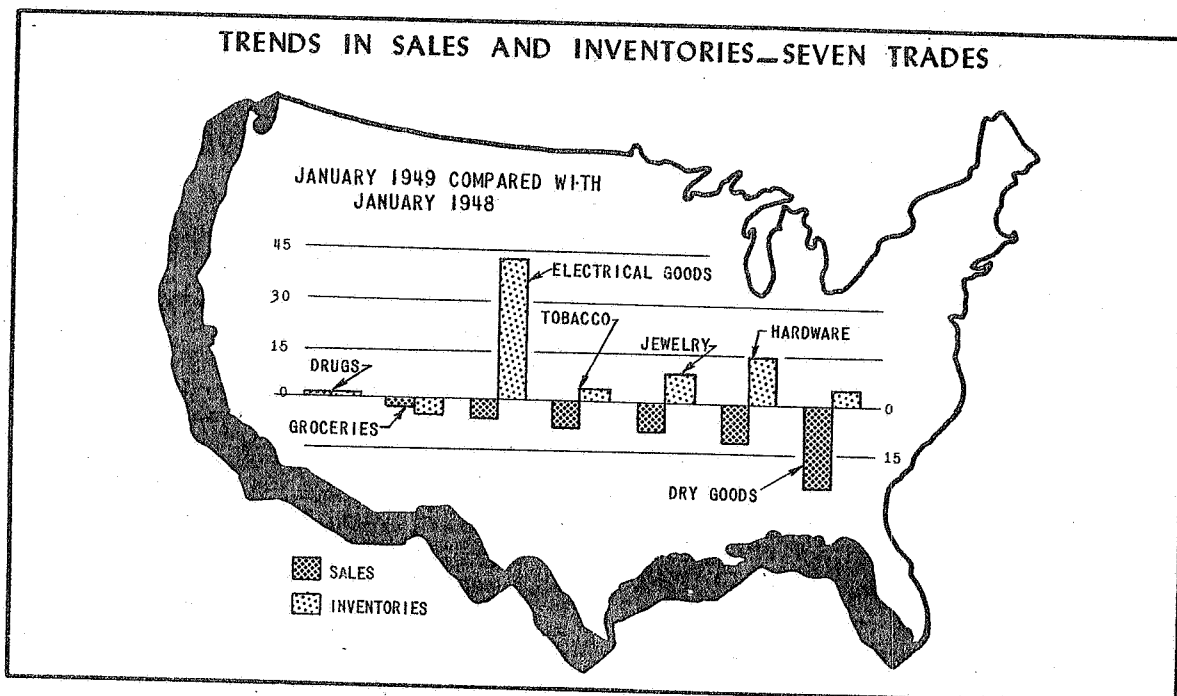
January sales dropped 14 percent below those recorded in December 1948. While this decrease follows the usual seasonal trend, it is somewhat greater than would normally be expected. Compared with January 1948, a drop in sales level of 8 percent is noted--the first January to January-a-year-ago decrease recorded since 1943. With but few exceptions, all trades covered by this report registered lower dollar volume sales levels compared with the corresponding month a year ago and with December 1948.

INVENTORIES

January inventories, valued at cost, continue to increase somewhat, gaining 16 percent over the corresponding period a year ago and 5 percent over December 1948, according to reports submitted by 1,885 firms. Expressed in terms of stock-sales ratios, the 185 reported for January is an increase of 35 points above December 1948 and a 40-point increase over January a year ago.

RETAIL TRADE

January sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, recorded a decrease of 38 percent below December 1948, and 5 percent below the same month a year ago.



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

WHOLESALESALES' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		January 1949 sample		Percent change		January 1949 sample				
	Jan. 1949 from Jan. 1948	Jan. 1949 from Dec. 1948	No. of firms report- ing	Reported dollar sales (add 000)	Jan. 1949 from Jan. 1948	Jan. 1949 from Dec. 1948	No. of firms report- ing	Reported dollar values (add 000)	Jan. 1949	Jan. 1948	Dec. 1948
Farm supplies.....	-18	+18	16	\$3,535	-36	-3	9	\$989	94	110	103
Fresh fruits and vegetables.....	-8	-18	66	4,030	0	+8	39	910	38	35	29
New England.....	-16	-22	10	366	0	+12	7	28	11	9	8
Middle Atlantic.....	-12	-9	16	1,209	-5	+33	10	149	23	22	16
East North Central.....	-12	-32	17	1,013	-17	-9	10	268	44	46	37
Groceries, total.....	-2	-1	546	89,458	-4	0	321	75,131	144	146	140
Non-affiliated full-line wholesalers ^c	-5	-3	311	39,341	-3	+2	182	39,168	149	146	138
New England.....	-4	-5	5	760	b	b	b	b	b	b	b
Middle Atlantic.....	-1	-21	20	3,035	-14	+1	8	2,735	128	150	93
East North Central.....	-1	-3	48	7,993	-2	-3	24	9,637	154	152	154
West North Central.....	+4	-2	48	6,711	-1	+1	37	8,153	145	157	139
South Atlantic.....	-12	0	60	6,025	-1	+1	26	3,635	143	132	141
East South Central.....	-13	-10	32	2,966	-7	+2	21	3,193	151	137	134
West South Central.....	-14	-4	78	8,214	0	+15	53	8,114	150	129	125
Mountain.....	-4	+7	10	1,373	-15	-7	8	1,817	153	176	177
Pacific.....	+24	+24	10	2,264	b	b	b	b	b	b	b
Voluntary-group wholesalers.....	-1	-1	127	27,131	-8	-1	81	17,832	144	156	145
New England.....	-2	-10	7	1,148	+1	0	5	1,203	147	144	136
Middle Atlantic.....	+3	0	33	8,292	-17	-14	17	2,837	123	139	133
East North Central.....	-5	0	35	7,408	-8	+1	19	4,566	178	182	171
West North Central.....	+2	-6	26	5,400	-12	+2	19	3,402	128	167	143
South Atlantic.....	-5	+2	9	1,362	-9	+7	5	829	138	154	123
Pacific.....	-3	-3	5	2,044	0	-2	5	2,635	129	125	128
Retailer-cooperative warehouses.....	+14	+11	20	9,341	+2	-2	12	6,029	130	134	155
Specialty lines wholesalers.....	-4	0	88	13,645	-3	-2	46	12,102	136	136	132
New England.....	-13	-10	7	284	+9	-6	4	149	69	53	70
Middle Atlantic.....	-16	+2	18	3,118	-14	-10	9	1,857	120	120	124
East North Central.....	+12	-2	12	640	-12	+8	5	160	73	97	65
South Atlantic.....	+1	-2	21	1,328	+3	-4	9	1,129	112	111	119
East South Central.....	-15	-9	4	186	b	b	b	b	b	b	b
West South Central.....	+26	+27	5	403	b	b	b	b	b	b	b
Pacific.....	+2	0	17	6,783	-1	-1	11	7,835	162	166	153
Leather and shoe findings.....	-12	0	29	392	-1	+4	12	931	468	390	514
Meats and meat products.....	-15	-8	50	36,421	-16	+8	31	7,282	60	63	47
Middle Atlantic.....	-7	-8	8	2,278	-20	+2	7	802	39	48	36
East North Central.....	-18	-24	12	7,719	-13	+10	10	4,197	82	75	63
South Atlantic.....	-20	-24	5	1,072	-18	0	4	485	45	44	34
East South Central.....	-10	-19	4	1,192	b	b	b	b	b	b	b
Pacific.....	-2	-7	5	3,463	-14	+16	4	566	29	38	25
Paper and its products.....	-10	-5	52	6,657	+17	+1	24	4,401	150	116	125
Middle Atlantic.....	-14	-4	15	1,624	b	b	b	b	b	b	b
East North Central.....	-8	+2	16	3,440	b	b	b	b	b	b	b
West North Central.....	-14	-19	4	147	b	b	b	b	b	b	b
South Atlantic.....	-14	+1	7	555	b	b	b	b	b	b	b
Petroleum.....	-11	-16	27	1,028	+7	-8	25	595	62	52	56
Shoes and other footwear.....	-12	+9	25	22,781	+35	0	17	12,961	113	73	181
Tobacco products.....	-7	-23	244	26,603	+4	+10	131	11,683	75	65	53
New England.....	-3	-30	18	1,919	b	b	b	b	b	b	b
Middle Atlantic.....	-13	-28	53	9,260	+5	+15	37	6,577	86	70	55
East North Central.....	-3	-24	48	4,941	+2	+11	21	1,565	63	61	44
West North Central.....	-5	-19	35	2,943	+14	+2	15	719	90	65	65
South Atlantic.....	-7	-12	19	1,938	+11	+3	14	1,021	60	50	51
East South Central.....	+1	+5	5	542	b	b	b	b	b	b	b
West South Central.....	0	-10	25	1,443	b	b	b	b	b	b	b
Mountain.....	+4	-19	19	1,075	+13	+15	14	474	75	74	70
Pacific.....	-3	-24	22	2,542	b	b	b	b	b	b	b
Miscellaneous.....	-3	-7	12	2,561	+13	-2	7	2,345	264	220	265

a 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 reporting inventories in conjunction with sales.

b Insufficient data to show separately.

c Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

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

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

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SALES AND INVENTORIES

UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

FEBRUARY 1949

Data contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 2,996 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales volume for the total reporting panel during the month of February is approximately the same as recorded in the previous month. Compared with February 1948, however, a drop in sales level of 3 percent is indicated. By kinds of business, seasonal advances are noted in clothing and furnishings, farm supplies, jewelry, furniture and house furnishings, electrical group, and shoes and other footwear; while most of the remaining kinds of business, when compared with January 1949, experienced decreases ranging from 2 percent to 14 percent.

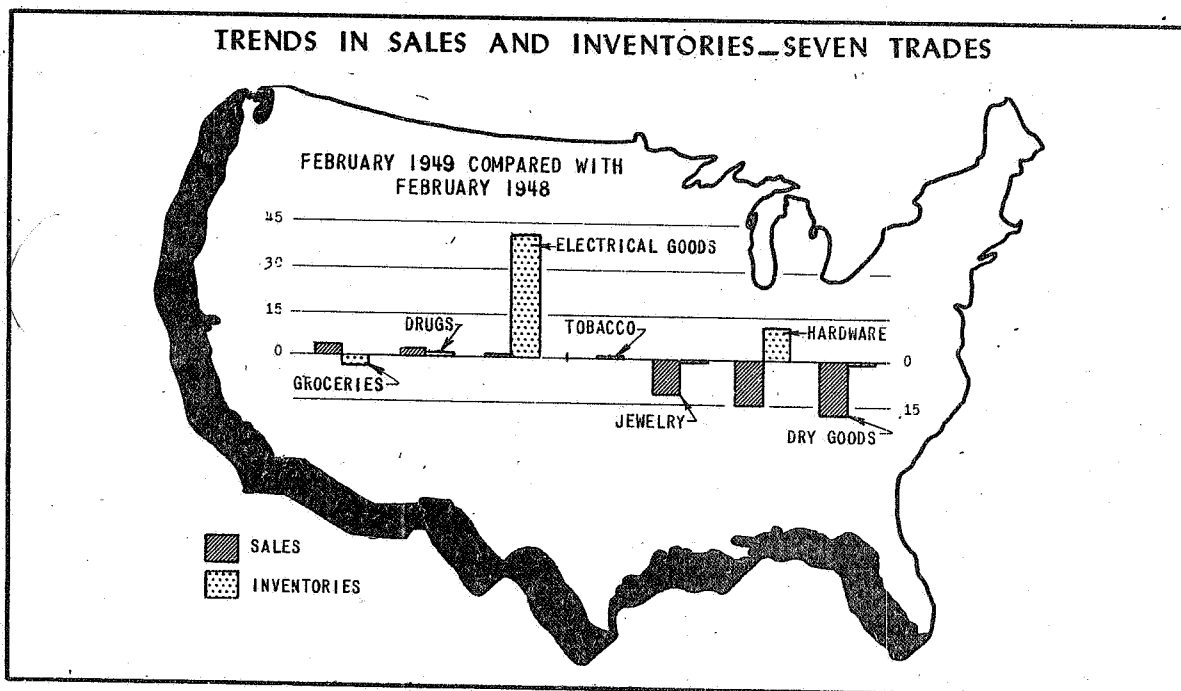
On a cumulative basis, the first two months of 1949 dropped 6 percent below the corresponding period a year ago. With but few exceptions, all trades covered by this report registered lower dollar volume sales levels compared with a similar period in 1948.

INVENTORIES

February inventories, valued at cost, gained 3 percent over the previous month and 14 percent over February 1948, according to reports submitted by 1,962 firms reporting inventory in conjunction with sales. Expressed in terms of stock-sales ratios, the 187 reported for February is an increase of 3 points above the January ratio and a 28-point increase over February a year ago.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, February sales of independent retail stores recorded a decrease of 5 percent below the previous month and a 2 percent drop below February 1948. Cumulative sales for the first two months of 1949 registered a 3 percent drop below the corresponding period a year ago.



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

WHOLESALESALES' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

FEBRUARY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		February 1949 sample			Percent change		February 1949 sample		Feb. 1949	Feb. 1948	Jan. 1949
	Feb. 1949 from Feb. 1948	Feb. 1949 from Jan. 1949	2 mos. 1949 from 2 mos. 1948 ^b	No. of firms report- ing	Reported dollar sales (add 000)	Feb. 1949 from Feb. 1948	Feb. 1949 from Jan. 1949	No. of firms report- ing	Reported dollar values (add 000)			
United States total.....	-3	0	-6	2,996	\$454,553	+14	+3	1,962	\$ 609,224	187	159	184
New England.....	-7	-2	-6	194	19,713	+20	+7	127	27,622	198	153	181
Middle Atlantic.....	-3	-1	-4	600	84,320	+17	+3	357	78,938	155	133	153
East North Central.....	-2	-2	-4	580	88,782	+15	+4	371	116,512	178	148	169
West North Central.....	-2	+5	-6	336	62,932	+14	+4	256	102,954	206	178	207
South Atlantic.....	+1	-2	-4	386	45,412	+19	+3	254	60,413	174	150	169
East South Central.....	-5	-5	-8	161	17,897	+10	+5	99	23,991	193	169	180
West South Central.....	+4	+1	0	260	37,026	+18	+3	174	51,358	193	169	186
Mountain.....	-5	+3	-7	123	13,709	+5	+8	82	19,032	176	161	171
Pacific.....	-8	-5	-7	331	52,061	+12	+1	218	87,896	232	189	222
Automotive supplies.....	-11	0	-10	204	8,710	+11	+6	134	15,245	298	247	281
Middle Atlantic.....	-10	-17	-9	36	741	+14	+64	29	1,559	307	238	153
East North Central.....	-18	+1	-16	43	1,889	+16	-1	30	3,551	246	182	258
West North Central.....	-2	+11	-4	32	2,613	+12	+5	27	5,036	300	273	317
South Atlantic.....	-8	-12	-11	15	665	+11	+2	11	1,220	295	253	242
West South Central.....	-18	-5	-17	8	327	+15	+8	5	1,063	373	261	328
Mountain.....	-3	+8	-5	16	776	+13	0	5	461	290	254	331
Pacific.....	-20	-2	-17	45	1,383	-4	-1	22	1,713	451	369	431
Electrical group, total.....	+1	+10	-2	582	100,847	+40	+7	505	185,883	194	139	202
Full-line wholesalers.....	+1	+11	-2	390	85,838	+43	+7	378	166,454	197	140	205
New England.....	+5	+4	+3	30	4,128	+49	+9	30	10,603	257	181	246
Middle Atlantic.....	+17	+19	+10	53	13,120	+43	+7	52	22,491	174	142	194
East North Central.....	-1	+9	-3	74	21,148	+44	+8	70	37,642	184	127	186
West North Central.....	-6	+10	-8	41	9,550	+54	+7	40	18,224	191	117	196
South Atlantic.....	+5	+11	-1	61	11,583	+51	+8	58	22,146	199	140	207
East South Central.....	-3	+16	-7	23	3,772	+51	+8	22	6,905	188	120	202
West South Central.....	+13	+17	+9	43	8,361	+61	+7	43	15,350	184	128	200
Mountain.....	-4	+12	-8	18	2,791	+14	+7	17	5,508	200	169	212
Pacific.....	-11	+4	-11	47	11,385	+26	+4	46	27,585	243	171	244
Wiring supplies, construction materials distributors.....	-5	-2	-5	111	5,819	+15	+3	68	6,324	147	122	146
New England.....	+1	-15	+9	13	460	+5	-5	5	251	193	197	155
Middle Atlantic.....	+2	-5	+4	26	949	+9	+1	16	1,135	162	154	164
East North Central.....	-6	0	-11	24	1,188	+25	+5	14	1,447	169	138	174
West North Central.....	+16	+13	+6	7	618	c	c	c	c	c	c	c
South Atlantic.....	-13	-5	-10	18	1,569	+19	0	15	1,665	115	83	110
West South Central.....	+6	+20	-3	8	510	+21	+24	5	687	158	152	164
Appliances and specialties wholesalers.....	-1	+13	-4	81	9,190	+25	+5	59	13,105	181	138	193
New England.....	-16	+9	-17	7	656	c	c	c	c	c	c	c
Middle Atlantic.....	+26	+40	+18	17	2,289	-7	-10	8	1,844	132	151	222
East North Central.....	+3	+13	0	14	1,647	+19	+13	9	1,397	123	109	130
West North Central.....	+4	-10	-3	9	891	+24	+1	7	1,199	150	125	135
South Atlantic.....	+7	+31	-2	14	1,738	c	c	c	c	c	c	c
Pacific.....	-24	-1	-25	9	703	+19	+14	9	1,641	233	148	204
Furniture and house furnishings.....	-1	+18	-13	39	5,821	+89	+3	22	6,636	181	95	204
Middle Atlantic.....	+14	+10	+11	11	2,343	c	c	c	c	c	c	c
East North Central.....	+1	+33	-8	4	847	c	c	c	c	c	c	c
South Atlantic.....	-5	+42	-2	5	758	c	c	c	c	c	c	c
West South Central.....	-10	+10	-13	4	495	c	c	c	c	c	c	c
Pacific.....	-33	-1	-33	8	271	c	c	c	c	c	c	c
Hardware.....	-15	-3	-13	117	32,664	+12	+6	88	85,372	310	237	294
Middle Atlantic.....	-2	+11	-6	25	5,416	+18	+4	18	9,477	213	182	242
East North Central.....	-25	-5	-18	14	5,489	+5	+4	14	16,672	304	216	277
West North Central.....	-16	+4	-15	16	7,419	+12	+9	16	23,477	316	236	304
South Atlantic.....	-1	-12	-3	19	3,179	+30	+2	12	6,248	289	227	252
East South Central.....	-15	-20	-10	11	2,633	+14	+2	4	2,439	243	205	194
West South Central.....	-9	-6	-14	13	2,605	+11	+2	8	6,379	310	253	287
Pacific.....	-21	-5	-17	13	5,172	+9	+6	11	18,174	409	297	376
Industrial supplies.....	-1	+6	-1	70	9,919	+5	-7	37	7,979	223	199	227
New England.....	-8	-7	-8	8	466	c	c	c	c	c	c	c
Middle Atlantic.....	-14	-9	-8	18	1,655	+6	-1	9	1,880	207	158	185
East North Central.....	-12	-15	-4	11	875	+18	+2	6	400	387	341	354
West North Central.....	-25	+7	-21	8	521	c	c	c	c	c	c	c
South Atlantic.....	+13	-7	-1	8	683	+18	+4	6	1,356	220	214	197
West South Central.....	+17	+29	+22	5	3,272	c	c	c	c	c	c	c
Pacific.....	-2	+14	-11	8	1,876	+3	-5	4	648	220	212	300

(Continued on next page)

**WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
FEBRUARY 1949**

Page 3

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			February 1949 sample		Percent change		February 1949 sample		Feb. 1949	Feb. 1948	Jan. 1949
	Feb. 1949 from Feb. 1948	Feb. 1949 Jan. 1949	2 mos. from Feb. 1948 ^b	No. of firms report- ing	Reported dollar sales (add 000)	Feb. 1949 from Feb. 1948	Feb. 1949 Jan. 1949	No. of firms report- ing	Reported dollar values (add 000)			
Jewelry.....	-11	+23	-10	137	\$4,575	- 1	+ 2	63	\$9,757	334	296	429
Middle Atlantic.....	-23	- 2	-20	36	765	c	c	c	c	c	c	c
East North Central.....	- 8	+35	-15	41	1,421	c	c	c	c	c	c	c
West North Central.....	0	+38	+ 3	17	816	c	c	c	c	c	c	c
Pacific.....	-16	+20	-10	26	1,022	c	c	c	c	c	c	c
Lumber and building materials.....	-11	- 9	-11	53	6,993	+37	+ 6	26	5,758	162	106	141
Middle Atlantic.....	+19	-13	+16	12	1,691	c	c	c	c	c	c	c
East North Central.....	-23	-16	-22	13	839	+44	- 1	7	1,084	205	127	187
South Atlantic.....	+ 4	-12	- 4	7	750	c	c	c	c	c	c	c
Mountain.....	-37	- 6	-35	4	923	c	c	c	c	c	c	c
Pacific.....	-31	- 9	-26	9	1,277	+13	- 2	7	1,510	168	111	178
Machinery equipment, supplies (except electrical).....	-14	- 5	- 9	48	5,095	+12	+ 2	32	9,132	217	171	204
New England.....	-18	-19	-21	4	194	c	c	c	c	c	c	c
Middle Atlantic.....	-13	-10	- 9	6	613	c	c	c	c	c	c	c
East North Central.....	-19	-14	-11	12	706	+ 4	+ 4	8	1,044	215	149	176
South Atlantic.....	-12	-13	- 6	6	245	c	c	c	c	c	c	c
West South Central.....	- 8	-11	- 2	6	1,697	+15	- 1	5	3,738	229	191	208
Metals.....	- 6	-12	0	21	3,792	+28	0	14	6,766	212	158	183
Optical goods.....	+21	+14	+15	7	235	c	c	c	c	c	c	c
Paints and varnishes.....	- 3	- 3	+ 1	21	934	+ 2	-10	11	1,071	166	154	169
Middle Atlantic.....	- 7	+41	- 8	4	62	c	c	c	c	c	c	c
East North Central.....	-10	- 7	-10	5	297	c	c	c	c	c	c	c
Plumbing and heating supplies.....	- 8	- 8	- 8	62	4,556	+29	+ 5	36	5,931	230	160	197
New England.....	- 5	-27	+ 4	7	234	c	c	c	c	c	c	c
Middle Atlantic.....	- 8	- 5	-10	18	1,164	+33	+ 2	8	1,064	215	153	183
East North Central.....	- 2	- 5	- 2	13	845	+25	+ 7	11	1,643	224	173	203
West North Central.....	-11	-15	-11	10	815	+34	+ 7	8	1,819	241	157	193
Pacific.....	0	- 1	0	4	821	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	-14	-10	-15	20	494	- 1	- 1	15	1,397	415	266	390
Surgical, medical, equipment, supplies.	+ 6	- 2	0	25	3,004	+18	- 2	17	2,682	116	106	117
Beer.....	+14	+ 3	+ 9	41	1,774	-14	0	30	539	38	52	38
Middle Atlantic.....	+18	+ 5	+ 5	9	286	-18	+ 4	7	80	28	41	29
East North Central.....	- 3	+ 3	- 5	10	374	-19	-17	7	93	43	52	53
South Atlantic.....	+ 5	-12	+ 2	4	110	c	c	c	c	c	c	c
East South Central.....	+ 2	-25	+ 6	4	50	c	c	c	c	c	c	c
Pacific.....	+ 7	+24	- 4	5	204	c	c	c	c	c	c	c
Chemicals, industrial.....	-22	-14	-20	14	959	+12	-10	10	1,078	154	101	144
Clothing and furnishings (except shoes)	-12	+44	-11	23	1,983	- 6	- 3	12	1,205	175	198	223
Coal.....	- 2	- 2	- 6	10	6,659	c	c	c	c	c	c	c
Confectionery.....	- 2	- 5	- 1	51	1,974	-11	- 3	22	1,131	103	114	101
Middle Atlantic.....	- 5	- 3	- 5	10	561	c	c	c	c	c	c	c
East North Central.....	- 5	- 2	- 5	8	295	c	c	c	c	c	c	c
South Atlantic.....	- 2	- 5	- 3	12	239	c	c	c	c	c	c	c
East South Central.....	- 7	-17	0	7	205	c	c	c	c	c	c	c
Dairy and poultry products.....	- 6	- 5	-13	26	4,449	-24	+ 4	14	369	28	32	24
Drugs and sundries (liquor excluded)...	+ 3	-10	+ 2	163	26,901	+ 2	+ 2	119	52,836	192	194	169
New England.....	+ 2	-11	+ 2	13	2,027	+ 2	0	9	2,953	200	199	179
Middle Atlantic.....	- 1	- 9	- 1	19	6,213	+ 4	+ 2	11	5,412	180	174	162
East North Central.....	+ 7	- 7	+ 5	26	7,074	+ 7	+ 2	17	8,232	174	173	159
West North Central.....	+ 4	- 6	+ 2	19	4,665	+ 3	+ 3	17	7,552	185	189	170
South Atlantic.....	+ 4	-14	+ 5	26	4,466	- 6	- 1	20	6,827	207	226	181
East South Central.....	+ 3	- 9	+ 1	17	3,031	- 2	+ 3	11	4,339	195	205	171
West South Central.....	+ 2	-12	+ 5	19	4,030	+ 6	+ 5	15	7,670	219	213	180
Mountain.....	+ 4	- 8	0	8	1,418	+ 9	+ 8	6	2,693	198	188	170
Pacific.....	+ 1	-13	- 3	16	3,977	- 1	+ 1	13	7,158	184	187	158
Dry goods.....	-17	+ 1	-21	164	35,707	- 1	0	113	74,448	248	208	260
New England.....	-22	+17	-14	7	499	+ 1	+ 8	7	827	166	128	180
Middle Atlantic.....	-24	-14	-20	46	5,394	+16	+ 6	25	7,340	221	157	186
East North Central.....	-23	- 4	-27	13	1,803	+ 6	+ 2	12	3,385	226	163	214
West North Central.....	-12	+19	-23	11	5,812	+ 3	+13	8	12,560	235	200	254
South Atlantic.....	- 4	+13	-16	20	2,356	- 6	+ 2	15	5,172	236	242	263
East South Central.....	-12	+ 1	-17	18	1,679	-14	+10	10	2,575	217	219	201
West South Central.....	- 5	-15	-10	13	1,433	-18	+ 3	10	2,647	219	263	178
Mountain.....	-21	+24	-23	6	619	-10	+11	4	797	155	138	183
Pacific.....	- 7	-12	- 5	18	3,742	+36	+ 3	10	7,333	390	251	383

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION FEBRUARY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		February 1949 sample			Percent change		February 1949 sample		Feb. 1949	Feb. 1948	Jan. 1949
	Feb. 1949 from Feb. 1948	Feb. 1949 from Jan. 1949	2 mos. from 1948 ^b	No. of firms report- ing	Reported dollar sales (add 000)	Feb. 1949 from Feb. 1948	Feb. 1949 from Jan. 1949	No. of firms report- ing	Reported dollar values (add 000)			
Farm supplies.....	- 2	+34	-10	17	\$4,890	+ 6	-14	9	\$750	95	94	119
Fresh fruits and vegetables.....	- 5	-10	- 6	65	3,771	+14	+10	38	917	38	32	32
New England.....	-12	- 7	-15	7	239	-15	-15	6	22	10	10	11
Middle Atlantic.....	-12	-11	-12	16	1,056	-21	-14	10	123	20	25	23
East North Central.....	+ 4	- 6	- 5	16	937	+ 2	- 2	9	262	44	44	44
West North Central.....	+ 3	-10	+ 2	4	208	c	c	c	c	c	c	c
South Atlantic.....	+ 3	+ 3	- 3	8	348	+29	-11	4	63	31	27	37
East South Central.....	+ 5	-14	+ 6	6	319	c	c	c	c	c	c	c
Pacific.....	-16	- 9	- 3	5	288	c	c	c	c	c	c	c
Groceries, total.....	+ 4	- 7	+ 1	573	84,425	- 4	+ 1	343	88,818	161	176	149
Non-affiliated full-line wholesalers ^d	+ 7	- 4	0	324	38,505	- 2	+ 2	186	41,937	160	174	151
New England.....	- 8	-10	- 7	7	1,218	- 9	0	4	2,115	208	215	185
Middle Atlantic.....	+ 3	- 4	+ 1	24	3,189	- 9	+ 4	11	3,151	136	156	127
East North Central.....	+ 8	- 2	+ 3	52	7,820	- 1	+ 1	24	9,988	170	177	171
West North Central.....	+22	- 4	+ 8	49	6,573	+ 1	+ 1	39	9,002	155	190	147
South Atlantic.....	- 1	-11	- 7	61	5,358	- 4	+ 5	27	3,735	157	168	133
East South Central.....	- 4	- 3	-12	32	2,768	- 8	0	20	2,906	155	159	148
West South Central.....	+ 7	0	- 2	83	9,096	+ 6	+ 7	53	8,352	162	156	150
Mountain.....	+10	-10	+ 2	8	949	-14	+ 5	5	1,230	171	257	151
Pacific.....	+11	-12	+16	8	1,534	c	c	c	c	c	c	c
Voluntary-group wholesalers.....	- 1	- 7	- 1	138	27,609	- 9	+ 1	98	28,487	172	191	159
New England.....	- 9	- 9	- 6	10	2,197	- 2	- 5	5	1,138	154	151	147
Middle Atlantic.....	- 1	- 9	0	34	7,886	- 3	- 3	18	3,438	160	167	149
East North Central.....	+ 3	- 8	- 1	37	6,870	-12	+ 2	30	8,273	165	190	151
West North Central.....	+ 1	- 2	+ 2	25	5,152	-11	+ 4	23	9,793	195	220	184
South Atlantic.....	+ 7	- 7	+ 1	10	1,399	- 8	+ 3	5	853	157	178	138
Pacific.....	-12	- 7	- 8	8	2,454	- 9	- 7	4	2,168	131	142	129
Retailer-cooperative warehouses.....	+ 9	-12	+12	19	5,711	0	+ 1	11	6,012	155	170	131
Middle Atlantic.....	+ 4	- 8	+ 7	6	1,058	c	c	c	c	c	c	c
West North Central.....	+22	- 9	+16	4	1,758	c	c	c	c	c	c	c
Specialty lines wholesalers.....	+ 8	-12	+ 2	92	12,600	+ 1	- 2	48	12,382	149	156	137
New England.....	-10	- 8	-10	7	132	0	c	c	c	c	c	c
Middle Atlantic.....	+ 5	-14	- 7	19	3,015	0	+10	9	2,044	152	141	120
East North Central.....	+10	-12	+11	12	562	- 7	+ 4	5	166	79	93	73
South Atlantic.....	+ 4	- 6	+ 3	20	1,194	+ 2	- 7	8	988	112	114	113
East South Central.....	+ 7	-13	+ 1	6	455	c	c	c	c	c	c	c
Mountain.....	- 2	- 8	- 9	4	786	c	c	c	c	c	c	c
Pacific.....	+13	-12	+ 7	18	6,073	- 1	- 7	12	7,672	167	190	163
Leather and shoe findings.....	0	- 5	- 6	29	366	- 6	- 1	12	924	510	522	469
Meats and meat products.....	+ 1	- 7	-10	41	18,731	-24	- 1	33	7,285	63	87	59
Middle Atlantic.....	-16	- 7	-13	10	3,672	-12	+ 6	9	975	46	50	39
East North Central.....	+ 8	- 8	- 7	12	7,114	-14	+ 1	10	4,256	95	110	82
Pacific.....	+ 4	-12	+ 1	5	3,054	- 9	-24	4	430	25	30	29
Paper and its products.....	-13	- 8	-12	58	6,719	+14	0	24	4,412	164	126	151
New England.....	- 7	- 3	+ 1	4	226	c	c	c	c	c	c	c
Middle Atlantic.....	-19	-17	-18	18	1,715	c	c	c	c	c	c	c
East North Central.....	-13	- 4	-11	17	3,410	c	c	c	c	c	c	c
West North Central.....	- 7	+ 4	-10	5	268	c	c	c	c	c	c	c
South Atlantic.....	-11	-13	-13	7	477	c	c	c	c	c	c	c
Petroleum.....	-12	- 9	-12	27	939	- 9	- 6	25	557	63	61	62
Shoes and other footwear.....	- 8	+ 9	-10	24	24,735	+32	-10	17	11,637	87	62	113
Tobacco products.....	0	- 4	- 3	252	28,646	+ 1	- 6	128	11,125	71	68	69
New England.....	- 2	+ 3	- 2	18	2,036	c	c	c	c	c	c	c
Middle Atlantic.....	- 4	- 1	- 8	54	9,996	+ 1	- 8	33	5,874	83	78	90
East North Central.....	+ 2	-16	0	51	5,221	- 4	- 7	21	1,398	58	62	44
West North Central.....	- 5	- 2	- 5	33	2,901	+13	- 2	16	902	82	61	90
South Atlantic.....	+ 4	- 5	0	18	2,562	+ 3	- 7	14	1,099	46	46	47
East South Central.....	+ 1	-12	+ 1	7	608	c	c	c	c	c	c	c
West South Central.....	+10	- 2	+ 3	25	1,411	c	c	c	c	c	c	c
Mountain.....	+ 8	0	+ 6	21	1,180	c	c	c	c	c	c	c
Pacific.....	+ 2	0	- 3	25	2,731	c	c	c	c	c	c	c
Miscellaneous.....	- 5	- 8	- 4	12	2,366	+10	+ 1	7	2,378	320	234	265

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

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.)

MONTHLY

WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

FOR RELEASE
MAY 3, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

MARCH 1949

Sales and inventory trends contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,047 wholesale houses in various lines of trade.

SALES

Following the usual seasonal trend, wholesale dollar sales volume for the month of March is 13 percent higher than reported during the previous month but continued below the sales level established for the comparable period in 1948.

By kinds of business, seasonal increases are noticed in practically all trades, ranging from 3 percent in automotive supplies to 34 percent each in clothing and furnishings and farm supplies. Generally speaking, all trades continue to report sales below the 1948 volume although moderate gains were established in confectionery, drugs and sundries, tobacco products, optical goods, and the grocery group.

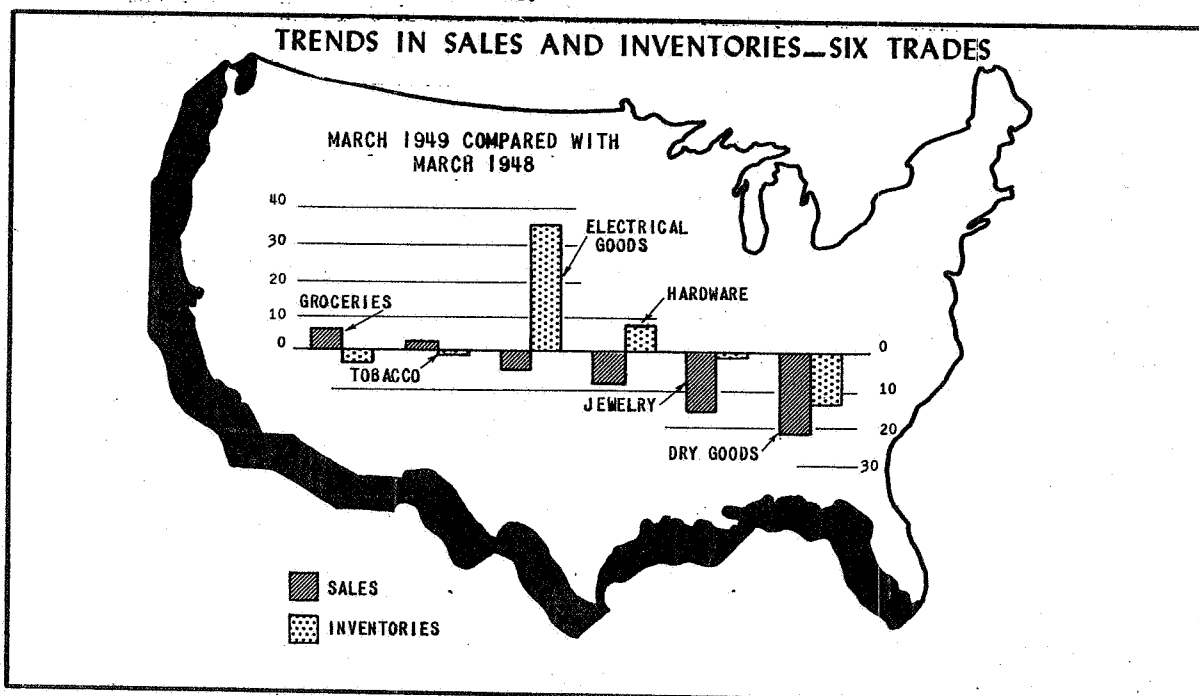
First quarter sales for 1949 are 6 percent lower in dollar volume than for the corresponding period a year ago, reflecting the 8, 3, and 7 percent declines as reported for January, February and March, respectively.

INVENTORIES

Wholesalers' inventories, valued at cost, continue to increase over those on hand a year ago (11%) although less marked than recorded for previous months. Expressed in terms of stock-sales ratios, the 165 as reported for March is a marked decline from the February ratio of 189 but represents an increase of 24 points from March a year ago.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, March sales of independent retail stores registered an increase of 22 percent above the previous month but a 5 percent drop below the sales level established in March 1948.



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
MARCH 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			March 1949 sample		Percent change		March 1949 sample		Mar. 1949	Mar. 1948	Feb. 1949
	Mar. 1949 from Mar. 1948	Mar. 1949 from Feb. 1949	3 mos. from Mar. 1948	No. of firms report- ing	Reported dollar sales (add 000)	Mar. 1949 from Mar. 1948	Mar. 1949 from Feb. 1949	No. of firms report- ing	Reported dollar values (add 000)			
United States.....	- 7	+13	- 6	3,047	\$536,323	+11	0	2,065	\$616,756	165	141	189
New England.....	-12	+12	- 9	195	21,250	+15	- 3	129	24,726	169	125	193
Middle Atlantic.....	- 3	+15	- 4	604	88,856	+15	+ 1	348	72,402	138	118	157
East North Central.....	- 2	+13	- 4	580	96,088	+16	0	373	109,743	149	125	171
West North Central.....	+ 1	+20	- 4	322	74,352	+11	- 1	331	105,124	177	159	212
South Atlantic.....	- 6	+12	- 4	379	48,976	+16	0	243	57,827	159	129	178
East South Central.....	- 7	+17	- 8	156	20,736	+10	- 1	92	21,544	165	139	196
West South Central.....	+ 2	+14	+ 1	268	46,492	+15	+ 1	175	60,442	175	153	194
Mountain.....	- 1	+17	- 5	132	19,010	+ 6	+ 4	92	21,604	151	141	170
Pacific.....	-11	+17	- 8	340	62,358	+14	+ 3	221	89,586	194	151	220
Automotive supplies.....	-13	+ 3	-11	206	9,118	+ 3	0	139	17,028	307	259	309
Middle Atlantic.....	-16	+ 4	-12	36	693	+ 6	- 3	30	1,552	314	250	328
East North Central.....	-20	- 6	-16	42	1,251	+20	+ 1	29	2,614	300	195	264
West North Central.....	- 6	- 1	- 5	33	2,627	+ 1	- 1	28	5,117	303	292	302
South Atlantic.....	-19	+ 4	-14	13	574	+10	0	9	998	315	216	314
West South Central.....	-15	+16	-16	11	573	c	c	c	c	c	c	c
Mountain.....	- 5	+11	- 5	15	881	0	+30	7	918	247	231	213
Pacific.....	-11	+11	-13	47	2,315	- 1	- 3	24	3,914	339	299	376
Electrical group, total.....	- 5	+13	- 3	605	118,926	+36	+ 3	519	195,922	176	122	195
Full-line wholesalers.....	- 3	+14	- 3	401	100,640	+39	+ 3	385	174,853	178	124	198
New England.....	-13	+13	- 3	31	4,926	+35	0	30	11,167	230	148	260
Middle Atlantic.....	+ 2	+ 9	+ 6	54	14,441	+40	+ 3	51	23,004	164	120	174
East North Central.....	- 1	+12	- 2	78	24,408	+42	+ 3	73	39,307	167	117	184
West North Central.....	+ 2	+18	- 4	41	11,507	+40	0	41	18,494	161	117	191
South Atlantic.....	- 3	+15	- 2	61	13,364	+44	+ 3	58	22,702	177	119	199
East South Central.....	+ 1	+20	- 4	24	4,780	+40	+ 3	22	7,104	161	117	188
West South Central.....	+ 7	+14	+ 8	43	10,000	+53	+ 4	43	17,001	170	119	187
Mountain.....	+ 1	+28	- 4	18	3,582	+18	+12	17	6,180	175	151	200
Pacific.....	-19	+16	-15	51	13,632	+31	+ 6	50	29,894	221	136	242
Wiring supplies, construction materials distributors.....	- 9	+ 7	- 6	114	6,276	+ 6	- 1	72	6,175	138	114	147
New England.....	-25	-10	- 4	12	411	+ 4	- 2	5	245	183	145	189
Middle Atlantic.....	+ 5	+14	+ 4	27	1,165	+ 8	0	16	1,141	153	142	160
East North Central.....	-19	- 3	-13	27	1,215	- 6	- 8	21	1,788	180	152	189
West North Central.....	+ 7	- 4	+ 5	6	576	c	c	c	c	c	c	c
South Atlantic.....	- 9	+17	+10	15	1,689	+17	+ 2	12	1,527	95	73	109
West South Central.....	- 5	+17	- 3	10	665	c	c	c	c	c	c	c
Pacific.....	-20	+ 2	-21	9	219	- 2	- 3	7	443	250	195	270
Appliances and specialties wholesalers.....	-11	+ 8	- 7	90	12,010	+23	- 1	62	14,894	178	113	189
New England.....	-14	+38	-15	6	751	c	c	c	c	c	c	c
Middle Atlantic.....	+ 9	+10	+ 9	22	4,600	+16	0	10	3,505	166	117	180
East North Central.....	-12	- 7	- 4	14	1,445	+ 8	- 5	9	1,329	137	102	123
West North Central.....	- 5	- 1	- 3	10	768	+25	- 6	8	1,124	167	125	175
South Atlantic.....	-23	- 5	- 8	14	1,653	+42	0	13	2,884	206	109	192
Mountain.....	-24	+12	-27	8	911	+36	+ 5	7	1,641	201	114	209
Pacific.....	-27	+16	-25	9	797	+23	-12	6	1,130	166	90	200
Furniture and house furnishings.....	- 3	+21	-12	41	8,955	c	c	c	c	c	c	c
Hardware.....	- 8	+26	-11	125	45,133	+ 8	0	88	83,403	247	210	313
Middle Atlantic.....	- 3	+19	- 6	23	5,260	+ 3	- 1	16	7,325	215	215	242
East North Central.....	-12	+24	-16	15	6,550	+12	+10	14	15,764	256	198	286
West North Central.....	- 6	+34	-12	17	11,696	+ 7	- 2	17	27,462	235	206	321
South Atlantic.....	- 1	+18	- 2	20	3,996	+21	- 4	13	6,315	222	187	281
East South Central.....	- 6	+36	- 9	11	3,922	c	c	c	c	c	c	c
West South Central.....	- 9	+18	-10	16	4,970	+ 7	- 4	9	7,358	258	226	318
Pacific.....	-16	+28	-16	13	6,284	+ 2	- 2	10	13,920	303	256	418
Industrial supplies.....	- 6	+ 8	- 3	68	11,302	+26	+ 1	44	19,580	255	184	257
New England.....	-13	+12	-10	8	602	c	c	c	c	c	c	c
Middle Atlantic.....	-14	+13	-10	17	1,713	+ 4	- 2	8	1,735	195	151	229
East North Central.....	- 8	+35	- 6	11	1,180	+15	+ 1	7	679	235	173	315
West North Central.....	-18	+10	-20	6	433	c	c	c	c	c	c	c
South Atlantic.....	-19	- 8	- 8	8	629	+12	- 1	6	1,340	245	170	220
West South Central.....	+ 6	+ 4	+15	6	4,114	+18	+ 9	5	7,791	274	233	237
Pacific.....	-10	+ 4	-11	8	2,009	c	c	c	c	c	c	c
Jewelry.....	-15	+17	-12	142	5,716	- 1	+ 6	67	9,756	268	234	298
New England.....	-30	+14	-15	7	391	c	c	c	c	c	c	c
Middle Atlantic.....	-19	+16	-19	36	1,031	c	c	c	c	c	c	c
East North Central.....	- 9	+22	-13	45	1,757	c	c	c	c	c	c	c
West North Central.....	-11	+29	- 3	14	965	c	c	c	c	c	c	c
South Atlantic.....	-22	0	-10	5	206	c	c	c	c	c	c	c
Pacific.....	-14	+ 8	-13	29	1,228	c	c	c	c	c	c	c

(Continued on next page)

**WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
MARCH 1949**

Page 3

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			March 1949 sample		Percent change		March 1949 sample				
	Mar. 1949 from Mar. 1948	Mar. 1949 from Feb. 1949	3 mos. 1949 from 3 mos. 1948 ^b	No. of firms report- ing	Reported dollar sales (add 000)	Mar. 1949 from Mar. 1948	Mar. 1949 from Feb. 1949	No. of firms report- ing	Reported dollar values (add 000)	Mar. 1949	Mar. 1948	Feb. 1949
Lumber and building materials.....	- 5	+27	- 9	60	\$9,905	+31	+ 2	30	\$7,191	133	99	179
Middle Atlantic.....	+14	+45	+15	14	2,535	c	c	c	c	c	c	c
East North Central.....	-17	+24	-20	13	1,066	c	c	c	c	c	c	c
West North Central.....	+24	+23	+18	6	1,702	c	c	c	c	c	c	c
South Atlantic.....	-16	+17	-11	8	1,190	c	c	c	c	c	c	c
East South Central.....	-17	+ 7	-20	4	652	c	c	c	c	c	c	c
Mountain.....	-16	+34	-28	4	1,510	c	c	c	c	c	c	c
Pacific.....	-18	+13	-24	8	1,085	c	c	c	c	c	c	c
Machinery equipment, supplies (except electrical).....	- 4	+18	- 8	51	6,237	+10	+ 1	37	10,117	185	169	221
New England.....	-13	+35	-19	7	477	+17	- 1	6	936	271	194	340
Middle Atlantic.....	-10	+10	- 9	7	721	c	c	c	c	c	c	c
East North Central.....	-16	+ 9	-13	10	612	- 2	- 2	8	1,027	179	157	215
South Atlantic.....	-15	+13	- 9	6	278	- 9	+ 2	4	247	187	201	213
Pacific.....	-30	+ 7	-34	9	634	+19	- 4	5	1,380	419	271	504
Metals.....	- 8	+11	- 2	26	5,616	+34	+ 7	17	8,554	171	122	181
Optical goods.....	+ 5	+ 8	+12	11	288	+19	- 6	5	175	158	167	182
Paints and varnishes.....	-12	+14	- 5	54	5,007	- 5	- 4	43	14,963	333	312	386
Middle Atlantic.....	-15	+29	-11	4	80	c	c	c	c	c	c	c
East North Central.....	-12	+12	- 9	6	501	c	c	c	c	c	c	c
South Atlantic.....	- 2	+15	+ 1	4	306	c	c	c	c	c	c	c
Plumbing and heating supplies.....	-13	+ 7	-10	66	5,283	+16	- 2	38	6,044	207	165	229
New England.....	-29	- 3	- 8	7	226	c	c	c	c	c	c	c
Middle Atlantic.....	-12	+10	-11	19	1,430	c	c	c	c	c	c	c
East North Central.....	- 6	+ 8	- 4	14	1,028	c	c	c	c	c	c	c
West North Central.....	-13	+ 7	-12	11	886	c	c	c	c	c	c	c
Pacific.....	-21	+ 2	- 8	5	941	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	-17	+21	-15	24	776	+ 2	- 2	14	1,270	333	263	402
Surgical, medical, equipment, supplies..	+10	+15	+ 3	29	3,465	+15	+ 4	20	3,228	114	109	128
Middle Atlantic.....	+ 5	+15	+ 2	8	331	c	c	c	c	c	c	c
East North Central.....	+14	+17	+10	7	2,337	c	c	c	c	c	c	c
South Atlantic.....	+ 2	+ 4	-14	5	309	c	c	c	c	c	c	c
West South Central.....	+ 7	+15	+ 1	4	261	c	c	c	c	c	c	c
Beer.....	+ 9	+20	+ 9	40	2,292	-10	+ 4	29	527	31	39	36
Chemicals, industrial.....	-10	+24	-18	14	1,161	+ 8	+ 5	9	1,070	133	107	157
Clothing and furnishings (except shoes).	- 6	+34	- 9	22	3,988	-11	- 8	11	957	108	96	148
Coal.....	-15	-28	- 8	9	4,417	c	c	c	c	c	c	c
Confectionery.....	+ 2	+16	0	45	1,632	+ 4	+16	20	1,028	98	101	98
Dairy and poultry products.....	-10	+10	-12	27	3,609	-30	+10	14	769	37	46	36
Drugs and sundries (liquor excluded) ^d ..	+ 2	+14	+ 2	101	22,125	+ 1	0	57	20,803	179	186	203
Dry goods.....	-21	+15	-21	164	41,710	-13	- 3	116	73,941	208	189	247
New England.....	-19	+16	-17	9	911	- 7	+ 1	8	996	131	109	154
Middle Atlantic.....	-29	+ 6	-23	43	5,998	- 8	- 1	23	5,991	221	183	244
East North Central.....	-16	+20	-23	14	2,289	- 4	+ 5	14	4,658	203	178	232
West North Central.....	-11	+14	-19	10	6,222	- 8	- 5	9	12,047	194	189	233
South Atlantic.....	-19	+ 2	-18	22	2,713	-12	+ 1	16	5,499	232	213	237
East South Central.....	-18	0	-17	16	1,554	-23	-10	8	1,974	194	208	208
West South Central.....	-17	+17	-12	13	1,375	-20	- 2	10	2,418	224	230	259
Mountain.....	- 1	+32	-16	6	876	-20	- 4	5	997	131	160	177
Pacific.....	- 3	+25	- 4	19	4,829	+22	- 1	10	7,239	283	233	390
Farm supplies.....	- 6	+34	- 8	15	5,611	-49	-14	9	676	59	93	76
Fresh fruits and vegetables.....	+ 3	+28	- 2	72	5,885	+ 6	+ 7	43	1,082	28	27	33
New England.....	-10	+19	-13	11	466	-15	+27	8	33	10	11	10
Middle Atlantic.....	- 3	+30	- 9	17	1,505	+ 6	+17	10	150	19	18	20
East North Central.....	+ 9	+29	0	17	1,235	+ 8	+13	10	299	39	41	43
West North Central.....	- 3	+19	- 2	5	477	+12	- 6	4	337	77	65	96
South Atlantic.....	+19	+29	+ 5	9	472	+32	+ 9	5	70	23	27	28
East South Central.....	+15	+22	+ 9	6	390	c	c	c	c	c	c	c
Pacific.....	+ 9	+32	+ 3	5	1,170	c	c	c	c	c	c	c

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION MARCH 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			March 1949 sample		Percent change		March 1949 sample				
	Mar. 1949 from Mar. 1948	Mar. 1949 from Feb. 1949	3 mos. from Feb. 1948 ^b	No. of firms reporting	Reported dollar sales (add 000)	Mar. 1949 from Mar. 1948	Mar. 1949 from Feb. 1949	No. of firms reporting	Reported dollar values (add 000)			
Groceries, total.....	+ 6	+16	+ 3	573	\$103,538	- 3	- 1	339	\$90,431	132	143	155
Non-affiliated full-line wholesalers ^c	+ 6	+16	+ 2	327	48,058	0	- 3	182	42,755	129	136	155
New England.....	-10	+16	- 8	6	856	c	c	c	c	c	c	c
Middle Atlantic.....	+19	+39	+ 7	21	4,327	- 6	- 5	8	2,742	86	116	137
East North Central.....	+10	+16	+ 5	51	8,572	+ 2	- 3	25	9,910	148	155	177
West North Central.....	+19	+19	+11	44	7,307	+ 1	- 3	33	7,131	116	141	143
South Atlantic.....	- 2	+16	- 5	62	6,492	- 8	- 3	27	3,772	129	140	154
East South Central.....	-10	+17	-12	34	3,746	- 4	- 6	22	3,664	127	118	160
West South Central.....	+ 2	+ 9	0	87	12,348	+ 8	- 3	55	11,429	135	124	150
Mountain.....	- 1	+ 5	+ 1	9	1,174	c	c	c	c	c	c	c
Pacific.....	+14	+18	+18	13	3,236	c	c	c	c	c	c	c
Voluntary-group wholesalers.....	+ 5	+15	+ 1	130	35,093	- 8	+ 1	98	33,599	143	163	162
New England.....	+ 9	+25	- 1	8	2,526	- 9	- 3	5	1,103	126	135	154
Middle Atlantic.....	+ 3	+16	+ 1	33	8,991	- 4	- 2	18	4,572	154	166	180
East North Central.....	+ 4	+14	+ 1	36	8,441	- 7	- 4	27	7,730	134	145	157
West North Central.....	+16	+13	+ 7	24	5,825	- 6	+ 6	24	10,566	181	223	194
South Atlantic.....	+ 3	+17	+ 2	9	1,424	- 4	- 2	5	840	129	142	157
Pacific.....	+ 2	+14	- 2	6	5,927	-18	+ 2	5	5,706	106	132	117
Retailer-cooperative warehouses.....	+ 8	+13	+13	21	7,612	- 2	- 2	11	6,069	135	151	160
Specialty lines wholesalers.....	+ 5	+23	+ 3	95	12,775	+ 2	+ 3	48	8,008	105	108	127
Middle Atlantic.....	+ 8	+24	- 2	23	3,653	- 9	- 7	10	1,968	120	135	157
East North Central.....	+29	+35	+17	12	757	- 7	- 2	5	162	61	92	79
South Atlantic.....	+ 6	+21	+ 3	21	1,533	+ 3	-11	9	890	79	83	110
East South Central.....	+ 7	+18	+ 2	5	247	c	c	c	c	c	c	c
West South Central.....	- 5	+20	+ 6	4	326	c	c	c	c	c	c	c
Mountain.....	+14	+20	- 2	4	947	c	c	c	c	c	c	c
Pacific.....	0	+23	+ 5	17	5,010	+ 9	+19	11	3,852	118	109	125
Leather and shoe findings.....	- 5	+26	- 6	31	492	-11	- 5	13	885	383	415	499
Middle Atlantic.....	- 5	+24	+18	9	63	c	c	c	c	c	c	c
East North Central.....	- 1	+32	+ 2	5	66	c	c	c	c	c	c	c
West North Central.....	0	+14	-10	5	65	c	c	c	c	c	c	c
Pacific.....	- 9	+28	-13	6	225	c	c	c	c	c	c	c
Meats and meat products.....	-27	- 2	-16	51	39,151	-28	- 8	34	7,889	45	59	57
Middle Atlantic.....	- 4	+10	-10	10	4,056	-14	+ 8	9	1,676	45	50	45
East North Central.....	- 8	+23	- 8	12	8,750	-28	-20	11	3,965	48	61	74
South Atlantic.....	+ 2	+20	0	5	1,354	-25	- 5	4	411	30	42	38
Pacific.....	-18	- 2	- 6	5	2,992	c	c	c	c	c	c	c
Paper and its products.....	- 9	+10	-11	62	7,730	+ 6	- 3	28	5,121	146	134	173
New England.....	-17	+ 8	- 6	4	245	c	c	c	c	c	c	c
Middle Atlantic.....	- 7	+21	-14	19	2,109	c	c	c	c	c	c	c
East North Central.....	-11	+ 6	-11	19	3,733	c	c	c	c	c	c	c
West North Central.....	- 7	+ 9	- 9	5	291	c	c	c	c	c	c	c
South Atlantic.....	- 6	+15	-10	7	548	c	c	c	c	c	c	c
Petroleum.....	- 7	+19	-10	27	1,120	- 4	+ 2	25	570	56	53	64
Shoes and other footwear.....	- 3	+ 5	- 8	26	26,313	+22	- 7	17	10,854	82	65	87
Tobacco products.....	+ 2	+16	- 2	249	27,616	- 1	0	126	7,324	52	53	61
New England.....	0	+16	- 1	20	2,642	c	c	c	c	c	c	c
Middle Atlantic.....	- 3	+14	- 6	49	5,807	c	c	c	c	c	c	c
East North Central.....	+ 2	+14	+ 1	51	6,129	c	c	c	c	c	c	c
West North Central.....	- 2	+16	- 3	34	3,492	c	c	c	c	c	c	c
South Atlantic.....	+15	+16	+ 3	15	1,696	c	c	c	c	c	c	c
East South Central.....	+11	+18	+ 4	7	710	c	c	c	c	c	c	c
West South Central.....	+11	+17	+ 6	28	2,257	c	c	c	c	c	c	c
Mountain.....	+ 6	+12	+ 6	20	1,297	c	c	c	c	c	c	c
Pacific.....	0	+19	- 2	25	3,586	c	c	c	c	c	c	c
Miscellaneous.....	- 9	+ 1	- 5	11	2,206	+ 6	- 1	7	2,361	291	220	320

^a 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.

^b Includes reports received too late for inclusion in previous monthly trends.

^c Insufficient data to show separately.

^d To be published in the March edition of Trends in the Drug Trade.

^e Not affiliated with voluntary or cooperative groups.

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
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

FOR RELEASE
JUNE 3, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

APRIL 1949

Sales and inventory trends contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,029 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales for the month of April dropped 9 percent below those recorded in March. While this decrease follows the usual seasonal trend, it is somewhat greater than would normally be expected. Compared with April 1948, sales were 12 percent lower, the largest year-to-year decrease reported so far this year.

With but few exceptions, all trades presented in this report registered lower sales levels than those recorded for the same month a year ago and for March 1949.

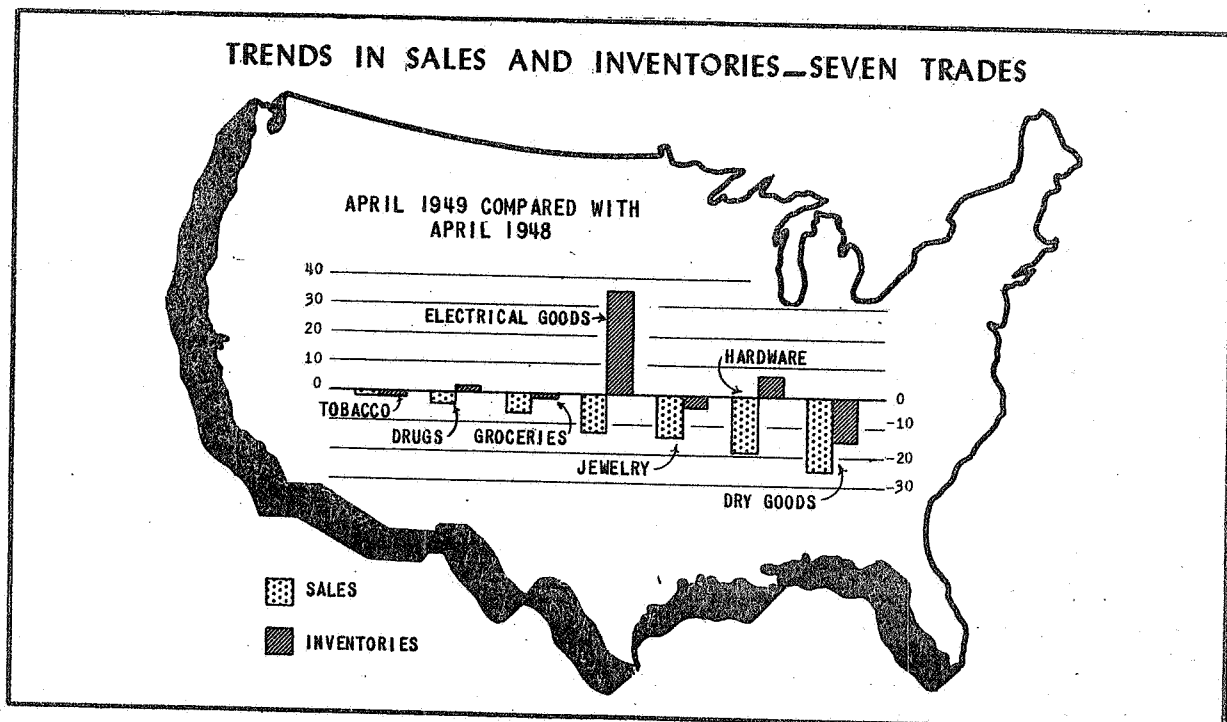
Cumulative sales for the first four months of 1949 are 7 percent below the corresponding period in 1948, reflecting the 8, 3, 7, and 12 percent declines reported for January, February, March, and April, respectively.

INVENTORIES

End-of-month inventories (valued at cost) are still in excess of those on hand a year ago (9%) but are 2 percent lower than those established for March 1949. Expressed in terms of stock-sales ratios, the 178 reported for April is an increase of 12 points above March and a 35-point increase over April a year ago.

RETAIL TRADE

According to the Bureau's monthly retail trade report, March sales of independent retail stores registered an increase of 5 percent above the previous month and a similar increase over April a year ago.



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
APRIL 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			April 1949 sample		Percent change		April 1949 sample		Apr. 1949	Apr. 1948	Mar. 1949
	Apr. 1949 from Apr. 1948	Apr. 1949 from Mar. 1949	4 mos. 1949 from 4 mos. 1948b	No. of firms report- ing	Reported dollar sales (add 000)	Apr. 1949 from Apr. 1948	Apr. 1949 from Mar. 1949	No. of firms report- ing	Reported dollar values (add 000)			
United States.....	-12	-9	-7	3,029	\$491,361	+9	-2	1,781	\$574,981	178	143	166
New England.....	-10	-3	-9	202	21,503	+13	-1	119	25,939	199	159	198
Middle Atlantic.....	-8	-10	-5	618	92,980	+14	-1	336	75,120	152	121	138
East North Central.....	-13	-7	-6	586	96,538	+7	-4	341	104,984	154	123	148
West North Central.....	-9	-10	-5	311	63,467	+13	-3	215	95,738	198	156	188
South Atlantic.....	-12	-12	-6	393	47,946	+14	-1	224	57,513	177	138	162
East South Central.....	-14	-9	-10	167	22,363	+6	-4	90	22,576	163	132	156
West South Central.....	-10	-8	-2	273	45,138	+16	-1	165	57,231	185	146	173
Mountain.....	-9	-4	-6	136	19,257	+7	-1	81	20,372	160	136	155
Pacific.....	-13	-7	-9	317	51,769	+9	-1	185	74,112	230	179	218
Automotive supplies.....	-14	+5	-10	179	8,529	0	-3	102	12,052	278	232	302
Middle Atlantic.....	-13	+5	-12	36	822	+6	-4	30	1,606	255	212	287
East North Central.....	-20	+4	-16	36	1,146	+12	-5	25	2,332	267	187	299
West North Central.....	-13	+4	-7	16	1,742	+7	0	8	1,774	286	211	259
South Atlantic.....	-20	+5	-15	15	746	+14	0	8	1,088	279	202	288
West South Central.....	-18	+7	-17	11	630	-8	-5	7	1,296	236	213	269
Mountain.....	-11	-9	-7	14	762	c	c	c	c	c	c	c
Pacific.....	-10	+7	-12	42	2,320	-11	-2	20	3,481	346	322	352
Electrical group, total.....	-13	-6	-6	548	102,295	+35	-1	473	182,193	189	122	181
Full-line wholesalers.....	-12	-6	-5	377	89,447	+38	-1	360	164,343	189	121	181
New England.....	-12	+1	-5	29	4,640	+33	-1	29	10,531	227	150	230
Middle Atlantic.....	-3	-5	+3	53	13,756	+50	+2	50	23,403	178	115	164
East North Central.....	-14	-6	-5	75	22,239	+34	-5	70	35,850	167	107	165
West North Central.....	-4	+4	-4	38	10,244	+33	-6	38	16,586	162	116	179
South Atlantic.....	-12	-9	-5	61	12,048	+37	-2	58	21,946	190	122	176
East South Central.....	-13	-6	-6	21	3,949	+28	-5	19	6,741	177	120	177
West South Central.....	-13	-9	+2	43	8,703	+56	+4	42	16,431	192	107	168
Mountain.....	-15	-10	-7	18	3,239	+19	-1	17	6,122	192	137	175
Pacific.....	-20	-6	-16	39	10,629	+35	+2	37	26,733	255	151	235
Wiring supplies, construction materials distributors.....	-20	-6	-9	98	4,518	+2	-2	65	5,227	157	125	156
New England.....	-19	0	-7	11	365	+8	+5	4	186	219	190	201
Middle Atlantic.....	-15	-16	0	27	1,126	+5	-1	19	1,274	141	115	129
East North Central.....	-32	-14	-16	21	908	-15	-4	17	1,397	193	160	174
South Atlantic.....	-29	-10	-12	14	618	+4	-4	10	847	174	116	174
West South Central.....	-6	+4	-6	9	749	c	c	c	c	c	c	c
Pacific.....	-19	+16	-22	9	264	-9	-8	7	408	187	162	239
Appliances and specialties wholesalers.....	-19	-7	-9	73	8,330	+18	-1	48	12,623	205	130	192
Middle Atlantic.....	-9	-14	+5	20	2,699	+2	-7	7	2,745	235	160	211
East North Central.....	-9	+10	-4	11	1,376	+8	-8	8	1,271	115	97	142
West North Central.....	-18	-21	-6	9	364	+28	+10	7	871	316	184	215
South Atlantic.....	-33	-6	-12	13	1,315	c	c	c	c	c	c	c
Mountain.....	-33	-4	-29	6	661	c	c	c	c	c	c	c
Pacific.....	-33	0	-27	5	479	-4	-9	5	842	176	123	192
Furniture and house furnishings.....	-8	-10	-11	40	7,966	+41	+3	17	5,315	188	132	162
Middle Atlantic.....	-8	-13	0	13	2,215	c	c	c	c	c	c	c
East North Central.....	-2	-9	-1	4	981	c	c	c	c	c	c	c
South Atlantic.....	-2	-20	+6	5	757	c	c	c	c	c	c	c
Pacific.....	-24	-9	-29	7	214	c	c	c	c	c	c	c
Hardware.....	-19	-8	-13	122	41,449	+7	-2	83	81,631	268	200	247
New England.....	-13	+11	-18	4	594	c	c	c	c	c	c	c
Middle Atlantic.....	-16	-8	-8	24	5,661	+5	0	15	7,565	209	161	180
East North Central.....	-23	-7	-18	16	6,707	+3	0	13	15,438	266	195	212
West North Central.....	-20	-13	-14	14	8,498	+12	-5	14	21,965	258	183	238
South Atlantic.....	-14	-8	-5	19	3,516	+17	-4	15	7,498	245	181	233
East South Central.....	-15	-8	-10	12	3,714	c	c	c	c	c	c	c
West South Central.....	-15	-7	-12	13	3,871	c	c	c	c	c	c	c
Mountain.....	-13	-3	-4	6	1,914	c	c	c	c	c	c	c
Pacific.....	-21	-7	-18	14	6,974	0	0	11	19,409	334	261	311
Industrial supplies.....	-12	-12	-5	59	8,090	+9	-2	36	14,420	258	217	258
New England.....	-15	+5	-11	7	569	0	+1	6	2,013	361	306	375
Middle Atlantic.....	-23	-16	-13	17	1,423	-3	-4	7	1,557	212	160	187
East North Central.....	-8	-18	-6	11	968	+12	-1	7	670	242	184	235
West North Central.....	-12	-9	-19	5	299	c	c	c	c	c	c	c
South Atlantic.....	-23	-10	-11	7	524	+8	-6	5	1,226	267	188	262
West South Central.....	-4	-14	+10	6	3,541	+15	-2	4	7,410	261	243	270
Jewelry.....	-18	0	-14	135	5,042	-4	-3	65	9,974	258	233	287
New England.....	-34	-2	-19	5	256	c	c	c	c	c	c	c
Middle Atlantic.....	-21	+6	-21	33	1,012	c	c	c	c	c	c	c
East North Central.....	-20	-7	-15	42	1,638	c	c	c	c	c	c	c
West North Central.....	-11	+1	-5	16	801	c	c	c	c	c	c	c
South Atlantic.....	-13	-2	-10	6	220	c	c	c	c	c	c	c
Pacific.....	-16	+7	-14	27	1,042	c	c	c	c	c	c	c

**WHOLESALESAERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
APRIL 1949**

Page 3

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			April 1949 sample		Percent change		April 1949 sample		Apr. 1949	Apr. 1948	Mar. 1949
	Apr. 1949 from Apr. 1948	Apr. 1949 from Mar. 1949	4 mos. from Apr. 1948 ^b	No. of firms report- ing	Reported dollar sales (add 000)	Apr. 1949 from Apr. 1948	Apr. 1949 from Mar. 1949	No. of firms report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+ 1	+14	- 6	59	\$11,399	+22	+ 2	25	\$6,143	103	89	121
Middle Atlantic.....	+19	+23	+16	14	3,094	c	c	c	c	c	c	c
East North Central.....	-20	+14	-20	12	1,211	c	c	c	c	c	c	c
West North Central.....	+19	- 2	+18	6	1,756	c	c	c	c	c	c	c
South Atlantic.....	-23	-13	-14	7	764	c	c	c	c	c	c	c
Mountain.....	+18	+33	-15	4	2,002	c	c	c	c	c	c	c
Pacific.....	- 5	+19	-19	9	1,723	c	c	c	c	c	c	c
Machinery equipment, supplies (except electrical).....	- 9	- 1	- 8	46	6,029	+10	- 3	31	9,215	177	161	183
New England.....	-22	-16	-20	6	390	+ 9	- 7	4	798	303	214	271
Middle Atlantic.....	-21	-11	-12	6	601	c	c	c	c	c	c	c
East North Central.....	-28	-11	-16	10	544	c	c	c	c	c	c	c
South Atlantic.....	-14	+ 2	-10	4	185	c	c	c	c	c	c	c
West South Central.....	+ 6	+ 4	+ 3	6	2,388	+23	- 3	5	3,811	164	152	180
Pacific.....	-24	+ 9	-31	8	630	+14	0	5	1,296	362	306	394
Metals.....	-20	-21	- 5	18	3,305	+40	- 1	12	6,879	242	138	188
Optical goods.....	+ 6	-10	+11	10	256	c	c	c	c	c	c	c
Paints and varnishes.....	-12	+19	- 4	24	1,712	- 2	- 1	10	1,054	159	150	167
Plumbing and heating supplies.....	-23	- 5	-13	63	4,803	+11	- 3	30	4,260	195	143	191
New England.....	-35	- 9	-16	7	205	c	c	c	c	c	c	c
Middle Atlantic.....	-27	-16	-15	19	1,207	+ 5	+ 6	7	849	187	133	149
East North Central.....	-23	- 4	- 9	14	956	+18	- 3	10	1,538	225	151	216
South Atlantic.....	-14	+12	-13	11	991	+11	- 7	8	1,428	172	134	213
Pacific.....	-29	- 6	-14	4	780	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	- 8	+ 7	-13	22	918	+ 5	+ 1	15	1,426	256	218	264
Middle Atlantic.....	-14	+ 4	-10	6	263	c	c	c	c	c	c	c
South Atlantic.....	- 3	+ 6	- 8	4	210	c	c	c	c	c	c	c
Pacific.....	-24	+ 4	-24	4	104	c	c	c	c	c	c	c
Surgical, medical, equipment, supplies.	- 2	-12	+ 2	25	2,904	+12	+ 6	18	3,259	129	113	106
Middle Atlantic.....	- 9	-14	- 1	7	262	+ 8	+ 1	5	409	288	245	248
East North Central.....	+ 4	-13	+ 9	6	2,026	+13	+10	5	1,883	99	92	77
South Atlantic.....	-25	-19	-14	5	261	c	c	c	c	c	c	c
Beer.....	+ 3	+ 6	+ 7	40	2,437	- 9	+ 2	27	567	29	34	30
Middle Atlantic.....	+27	+19	+17	9	423	-16	+ 9	7	99	24	36	26
East North Central.....	-11	- 1	- 7	11	471	-38	+11	5	39	20	26	18
West North Central.....	+ 8	+ 1	+20	6	862	c	c	c	c	c	c	c
South Atlantic.....	- 8	+ 3	- 3	5	327	c	c	c	c	c	c	c
Pacific.....	+ 8	+21	0	5	266	c	c	c	c	c	c	c
Chemicals, industrial.....	-24	-11	-19	14	1,026	+10	0	9	935	151	101	132
Clothing and furnishings (except shoes)	-12	-16	-10	22	3,253	-33	-10	9	726	112	168	112
Coal.....	+ 8	+ 9	- 6	9	3,316	c	c	c	c	c	c	c
Confectionery.....	- 3	- 8	- 1	43	1,704	+ 3	-18	16	645	110	94	107
Middle Atlantic.....	+ 5	+ 6	- 4	7	463	c	c	c	c	c	c	c
East North Central.....	-19	-12	- 9	6	203	c	c	c	c	c	c	c
South Atlantic.....	- 4	-15	- 3	11	229	c	c	c	c	c	c	c
East South Central.....	- 2	-13	+ 1	7	146	c	c	c	c	c	c	c
Dairy and poultry products.....	- 5	- 6	-12	22	2,895	+10	+ 3	12	672	35	30	32
Drugs and sundries (liquor excluded)...	- 4	-11	0	161	37,266	+ 2	- 1	117	49,878	186	174	165
New England.....	- 2	- 9	+ 1	12	2,128	+ 1	+ 1	9	3,031	196	183	173
Middle Atlantic.....	- 4	-10	- 3	20	7,062	+ 6	0	13	5,696	163	146	142
East North Central.....	- 5	-13	+ 2	25	6,704	0	0	16	6,833	158	150	143
West North Central.....	- 4	-12	+ 1	17	4,180	0	- 2	15	6,257	175	167	157
South Atlantic.....	- 3	-11	+ 2	27	4,547	+ 3	+ 3	19	6,636	215	203	181
East South Central.....	- 7	-12	- 1	17	2,984	0	0	12	4,612	202	186	174
West South Central.....	- 2	-12	- 1	17	2,984	0	0	12	4,612	202	186	174
Mountain.....	- 1	- 6	+ 1	9	1,614	+ 4	- 1	13	6,199	218	205	193
Pacific.....	- 7	-13	- 2	16	4,196	+ 7	0	7	3,045	196	180	183
Dry goods.....	-25	-17	-22	154	32,603	-15	0	99	68,780	254	220	211
New England.....	- 7	- 2	-15	7	741	-18	- 4	7	950	128	144	131
Middle Atlantic.....	-26	-20	-24	43	4,094	+ 6	+ 1	22	7,250	299	203	222
East North Central.....	-14	- 8	-21	11	1,649	- 9	0	10	3,760	232	219	216
West North Central.....	-17	-13	-18	9	5,422	-14	- 1	8	11,876	226	216	199
South Atlantic.....	-13	- 9	-16	20	2,362	-14	c	13	5,101	245	253	226
East South Central.....	-19	-14	-18	17	1,457	-20	+ 9	7	1,351	264	274	224
West South Central.....	-28	-16	-16	12	1,055	-25	- 6	7	1,440	273	257	240
Mountain.....	-13	-16	-15	5	371	-25	- 2	4	728	258	284	227
Pacific.....	-11	-17	- 5	17	2,528	- 7	+ 1	8	1,834	263	260	239
Farm supplies.....	-14	-27	-10	15	4,102	- 4	0	7	347	61	62	55
Fresh fruits and vegetables.....	-10	+ 3	- 5	64	6,229	-11	-10	32	577	28	28	29
New England.....	-14	- 1	-14	10	442	0	+16	6	22	10	8	9
Middle Atlantic.....	-17	- 2	-11	16	1,434	-44	- 9	7	32	8	14	9
East North Central.....	-11	+ 5	- 4	15	1,364	-15	-10	7	259	44	45	46
South Atlantic.....	+14	+ 7	+ 7	7	419	c	c	c	c	c	c	c
East South Central.....	-20	- 9	+ 2	5	264	c	c	c	c	c	c	c
Pacific.....	- 6	-16	- 1	5	374	c	c	c	c	c	c	c

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(Continued on next page)

WHOLESALESAERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION APRIL 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios		
	Percent change			April 1949 sample		Percent change		April 1949 sample				
	Apr. 1949 from Apr. 1948	Apr. 1949 from Mar. 1949	4 mos. from 4 mos. 1948 ^b	No. of firms report- ing	Reported dollar sales (add 000)	Apr. 1949 from Apr. 1948	Apr. 1949 from Mar. 1949	No. of firms report- ing	Reported dollar values (add 000)	Apr. 1949	Apr. 1948	Mar. 1949
Groceries, total.....	- 7	-11	+ 1	540	\$79,150	- 2	- 4	307	\$74,261	150	142	139
Non-affiliated full-line wholesalers ^d	- 6	-10	+ 1	306	37,912	- 2	- 5	164	36,939	147	139	138
New England.....	-13	- 7	- 8	6	799	c	c	c	c	c	c	c
Middle Atlantic.....	- 7	-25	+ 4	21	3,214	-15	- 5	10	2,960	122	132	89
East North Central.....	- 2	-13	+ 4	51	7,462	+ 2	- 5	19	8,316	158	147	144
West North Central.....	- 6	- 7	+ 9	41	4,249	- 7	- 4	31	5,609	176	177	173
South Atlantic.....	- 9	- 7	- 6	51	4,459	- 3	- 3	19	2,441	131	129	126
East South Central.....	-12	- 5	-12	33	3,258	- 8	- 8	20	3,125	119	114	124
West South Central.....	- 8	- 8	- 2	84	11,303	+ 6	- 3	54	11,399	144	125	138
Mountain.....	- 6	- 5	- 1	9	1,128	- 8	-12	7	1,491	157	164	168
Pacific.....	+ 7	-12	+14	10	2,040	c	c	c	c	c	c	c
Voluntary-group wholesalers.....	- 8	-11	- 1	128	26,790	- 2	- 2	87	26,924	169	159	156
New England.....	+ 1	- 3	0	7	2,118	c	c	c	c	c	c	c
Middle Atlantic.....	-10	-14	- 1	35	7,930	+ 4	- 2	14	3,806	157	139	149
East North Central.....	- 9	- 9	- 2	36	7,061	- 4	- 5	25	6,655	144	137	139
West North Central.....	- 5	-12	+ 4	23	4,990	+ 2	+ 3	23	10,643	213	199	183
South Atlantic.....	-13	-13	- 2	9	1,238	- 3	- 6	4	656	130	128	124
Pacific.....	- 9	- 7	- 4	5	1,871	-17	-11	4	1,653	126	131	125
Retailer-cooperative warehouses.....	0	-11	+11	20	6,677	+ 2	- 7	11	5,442	137	135	131
Specialty lines wholesalers.....	- 7	-15	+ 2	86	7,771	- 2	- 5	45	4,956	110	103	97
New England.....	-24	-21	- 8	7	134	c	c	c	c	c	c	c
Middle Atlantic.....	-12	-14	- 4	19	2,261	- 8	- 6	11	1,850	112	107	101
East North Central.....	+ 9	-13	+15	10	647	- 3	+ 1	5	164	70	74	61
South Atlantic.....	- 1	-13	+ 2	20	1,313	+ 3	- 3	10	958	94	95	84
West South Central.....	-13	- 9	+ 1	5	301	c	c	c	c	c	c	c
Pacific.....	- 2	-13	+ 5	14	1,928	- 2	0	9	827	177	189	166
Leather and shoe findings.....	-15	+ 7	- 7	29	502	- 7	0	11	857	400	368	400
Middle Atlantic.....	-16	+ 9	+ 7	7	51	c	c	c	c	c	c	c
East North Central.....	-13	+ 6	- 2	6	86	c	c	c	c	c	c	c
West North Central.....	0	+14	- 7	4	48	c	c	c	c	c	c	c
Pacific.....	-17	+ 7	-12	6	241	c	c	c	c	c	c	c
Meats and meat products.....	-17	- 1	-16	39	20,281	-40	-13	32	7,273	41	56	-
Middle Atlantic.....	-12	- 6	-10	9	3,776	-20	-11	8	1,493	42	48	-
East North Central.....	-25	- 1	-13	12	8,699	-51	-19	11	3,222	39	60	3
South Atlantic.....	- 1	0	- 1	5	1,357	-30	+ 2	4	418	31	43	30
Pacific.....	+11	+19	- 2	4	3,290	c	c	c	c	c	c	c
Paper and its products.....	-15	- 6	-12	56	6,754	- 2	+ 1	29	4,899	153	139	145
New England.....	-17	- 4	- 9	4	234	c	c	c	c	c	c	c
Middle Atlantic.....	-20	-12	-16	17	1,723	c	c	c	c	c	c	c
East North Central.....	-10	- 3	-11	16	3,373	c	c	c	c	c	c	c
West North Central.....	-22	- 5	-13	5	275	c	c	c	c	c	c	c
South Atlantic.....	-20	-10	-13	7	491	c	c	c	c	c	c	c
Petroleum.....	- 7	- 2	- 9	27	1,098	- 1	+ 5	25	599	59	55	56
Shoes and other footwear.....	-17	-20	-10	28	21,168	+12	-11	18	9,804	88	79	81
New England.....	-14	+10	-23	4	543	c	c	c	c	c	c	c
South Atlantic.....	-11	-31	-13	4	1,417	c	c	c	c	c	c	c
Pacific.....	- 7	- 2	-26	6	303	c	c	c	c	c	c	c
Tobacco products.....	- 2	- 3	- 2	224	23,515	- 2	- 3	101	5,495	53	51	51
New England.....	0	+ 1	- 1	21	2,684	c	c	c	c	c	c	c
Middle Atlantic.....	- 3	- 1	- 6	44	5,350	- 1	- 5	25	1,513	49	46	51
East North Central.....	- 1	- 2	0	47	5,589	- 9	- 6	16	1,127	49	54	50
West North Central.....	- 8	- 3	- 4	33	3,053	+ 1	+ 2	14	727	82	67	72
South Atlantic.....	- 6	-12	+ 2	15	1,797	+ 3	+ 2	10	807	59	54	50
East South Central.....	-12	-11	0	7	629	c	c	c	c	c	c	c
West South Central.....	+ 7	- 5	+ 6	23	1,925	c	c	c	c	c	c	c
Mountain.....	+11	- 2	+ 7	19	1,238	c	c	c	c	c	c	c
Pacific.....	- 5	- 5	- 3	15	1,250	c	c	c	c	c	c	c
Wines and distilled spirits ^e	-10	-19	0	181	36,724	c	c	c	c	c	c	c
New England.....	-15	-15	c	14	2,038	c	c	c	c	c	c	c
Middle Atlantic.....	- 2	-12	c	24	11,164	c	c	c	c	c	c	c
East North Central.....	-14	-19	c	32	4,583	c	c	c	c	c	c	c
West North Central.....	-11	-22	c	20	3,274	c	c	c	c	c	c	c
South Atlantic.....	-13	-29	c	27	4,837	c	c	c	c	c	c	c
East South Central.....	- 7	-11	c	10	1,981	c	c	c	c	c	c	c
West South Central.....	-19	-16	c	15	1,735	c	c	c	c	c	c	c
Mountain.....	- 8	-12	c	13	1,588	c	c	c	c	c	c	c
Pacific.....	-12	-26	c	26	5,524	c	c	c	c	c	c	c
Miscellaneous.....	-19	- 9	- 9	10	2,113	+ 5	+ 1	5	1,155	228	148	194

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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. Dal., 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

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

J. C. Capt, Director

FOR RELEASE
JULY 1, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY GEOGRAPHIC DIVISIONS

MAY 1949

Sales and inventory trends contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,096 wholesale houses in various lines of trade.

SALES

Following the usual seasonal trend, sales of wholesalers for the month of May are slightly higher (1 percent) in dollar volume than the previous month but continue below the sales levels established for the comparable period in 1948.

Seasonal trends for the various trades presented in this report showed considerable variations. Wholesalers specializing in the sale of beer recorded a 21 percent increase over the previous month, while those wholesalers specializing in clothing and furnishings registered a decline of 24 percent. Generally speaking, most of the trades continue to report sales below the 1948 volume, although gains were established in drugs, groceries, tobacco, wines and liquors, and a few others.

Cumulative sales for the first five months of 1949 are 7 percent lower than those reported for the corresponding period a year ago, the same percent decline (cumulative) recorded for the first four months of this year.

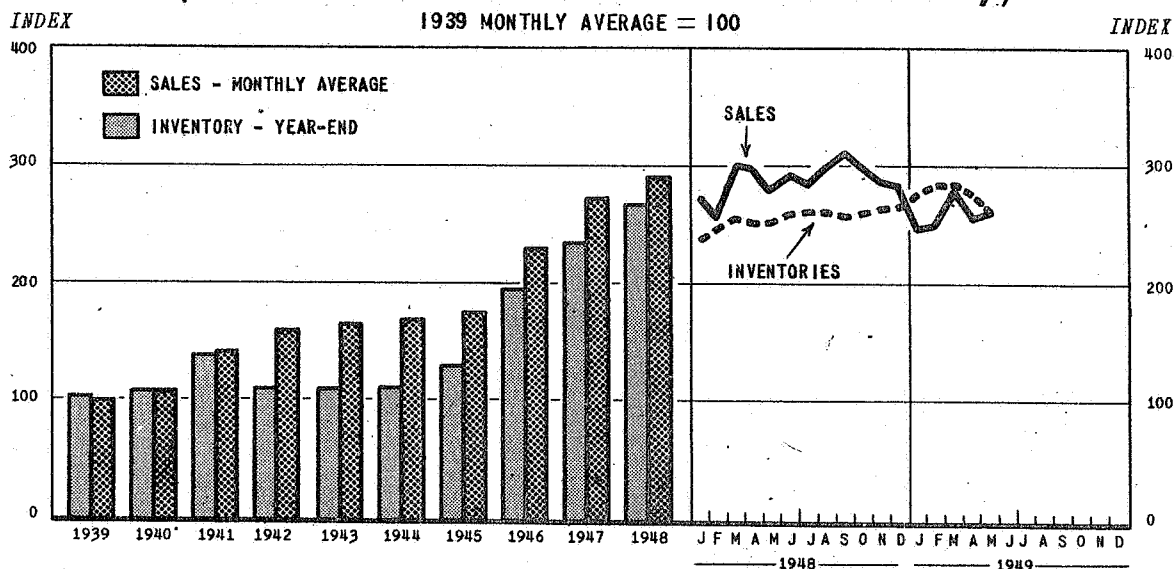
INVENTORY

May 31 inventories (valued at cost) are still somewhat (3 percent) in excess of the dollar values established a year ago but are 4 percent lower than those established for April 1949. Expressed in terms of stock-sales ratios, the 171 reported for May represents a decrease of 6 points below April, but a 14-point increase over May a year ago.

RETAIL TRADE

According to the Bureau's monthly retail trade report, May sales of independent retail stores registered a decrease of 5 percent below the previous month but recorded an increase of 1 percent over May a year ago.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES* (Service and Limited Function Wholesalers Only)



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

**WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
MAY 1949**

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			May 1949 sample		Percent change		May 1949 sample				
	May 1949 from May 1948	May 1949 from Apr. 1949	5 mos. 1949 from 5 mos. 1948 ^b	No. of firms report- ing	Reported dollar sales (add 000)	May 1949 from May 1948	May 1949 from Apr. 1949	No. of firms report- ing	Reported dollar values (add 000)	May 1949	May 1948	Apr. 1949
United States.....	- 5	+ 1	- 7	3,096	\$487,805	+ 3	- 4	1,890	\$578,798	171	157	177
New England.....	- 7	0	- 8	195	21,261	+10	- 5	121	22,954	175	144	181
Middle Atlantic.....	- 4	+ 2	- 5	591	83,775	+ 7	- 5	333	69,571	151	133	159
East North Central.....	- 5	+ 1	- 6	599	98,964	+ 4	- 3	362	105,122	147	132	152
West North Central.....	- 3	+ 2	- 5	344	63,749	+ 7	- 1	242	99,307	187	172	192
South Atlantic.....	- 4	+ 2	- 6	402	51,183	+ 5	- 6	236	55,421	183	152	177
East South Central.....	- 7	+ 2	- 9	163	22,103	- 2	- 8	89	21,260	154	148	171
West South Central.....	- 1	- 2	- 3	283	44,000	+ 9	- 6	185	57,642	171	157	178
Mountain.....	- 5	0	- 6	158	19,359	+ 8	- 1	103	22,806	168	149	175
Pacific.....	- 2	+ 5	- 8	337	66,988	+ 8	- 5	195	87,358	203	179	220
Automotive supplies.....	-10	+ 1	-10	186	9,430	- 3	- 3	121	13,725	257	236	272
New England.....	-37	-34	-14	7	206	c	c	c	c	c	c	c
Middle Atlantic.....	- 2	+ 7	-11	35	819	+ 2	- 5	29	1,409	234	225	256
East North Central.....	- 8	+ 3	-16	39	1,580	+ 8	- 5	27	2,302	240	188	266
West North Central.....	- 7	+ 2	- 6	28	2,340	- 2	- 4	24	3,556	254	261	288
South Atlantic.....	- 9	+ 9	-14	13	662	- 3	- 7	7	622	259	215	284
West South Central.....	-18	+ 5	-17	14	681	- 8	- 2	11	1,353	213	186	228
Mountain.....	- 8	+ 3	- 7	15	849	- 4	+21	7	817	233	238	217
Pacific.....	-11	- 2	-12	35	2,293	-10	- 5	13	3,282	325	308	332
Electrical group, total.....	- 1	+ 4	- 5	574	106,607	+24	- 8	488	169,716	167	134	189
Full-line wholesalers.....	0	+ 3	- 4	378	91,050	+25	- 8	365	150,975	169	135	189
New England.....	- 4	+ 9	- 5	30	5,146	+22	- 8	30	9,761	190	150	226
Middle Atlantic.....	+ 3	- 3	+ 3	45	13,215	+34	- 9	43	21,734	166	128	177
East North Central.....	- 5	- 2	- 6	74	21,775	+24	- 7	70	33,611	159	122	169
West North Central.....	+ 3	+ 1	- 3	39	10,423	+22	- 9	39	15,286	147	123	162
South Atlantic.....	+ 3	+ 5	- 3	60	12,304	+21	- 9	56	19,227	165	141	190
East South Central.....	+ 6	+10	- 5	20	4,094	+17	-11	19	5,585	139	127	173
West South Central.....	+ 6	+ 2	+ 2	43	8,842	+41	- 9	43	15,177	172	129	191
Mountain.....	+ 1	+ 9	- 6	28	3,546	+19	+ 1	27	6,178	177	150	192
Pacific.....	- 5	+10	-14	39	11,705	+21	- 9	38	24,416	210	165	255
Wiring supplies, construction materials distributors.....	-11	+ 4	-10	113	4,880	+ 4	0	64	5,052	171	147	175
New England.....	-17	+ 4	- 9	13	417	- 1	- 9	4	169	228	190	245
Middle Atlantic.....	- 3	+ 2	- 1	30	864	+ 1	- 4	16	1,073	191	179	196
East North Central.....	-18	+ 7	-16	23	1,051	-13	+ 1	15	1,226	151	144	165
West North Central.....	+ 2	+11	- 2	10	1,048	+54	+ 9	5	638	160	108	167
South Atlantic.....	-22	- 2	-15	15	624	- 2	- 3	10	824	170	133	174
Pacific.....	-17	-13	-23	8	177	-11	+ 6	6	392	235	228	190
Appliances and specialties wholesalers.....	- 6	+14	- 9	83	10,677	+13	- 9	59	13,689	148	124	192
Middle Atlantic.....	-14	+ 5	+ 2	16	1,728	-12	-14	9	2,487	177	170	223
East North Central.....	+ 3	+ 5	- 3	14	1,620	- 1	- 4	8	1,255	102	114	121
West North Central.....	+ 4	+20	- 9	11	857	+22	-15	6	1,078	161	138	248
South Atlantic.....	-12	+31	-12	14	2,123	+39	-12	13	2,722	151	98	234
Mountain.....	-22	+12	-28	8	992	+36	- 6	7	1,554	178	100	208
Furniture and house furnishings.....	-11	- 5	-11	41	7,329	+79	- 1	25	12,431	216	104	207
Middle Atlantic.....	- 8	-10	- 1	12	1,659	c	c	c	c	c	c	c
East North Central.....	- 2	- 4	- 1	4	938	c	c	c	c	c	c	c
Mountain.....	- 4	+ 9	-13	4	236	c	c	c	c	c	c	c
Pacific.....	-22	0	-29	8	267	c	c	c	c	c	c	c
Hardware.....	-10	+ 1	-13	126	42,211	+ 3	- 3	90	82,210	254	221	267
Middle Atlantic.....	- 4	+ 2	- 7	26	6,750	+ 5	- 6	17	8,632	195	179	217
East North Central.....	-10	+11	-17	13	6,216	0	- 2	13	14,997	241	217	274
West North Central.....	- 9	- 2	-14	16	8,545	+ 8	+ 3	14	21,598	271	227	255
South Atlantic.....	- 6	0	- 6	20	3,960	+ 2	-11	16	7,559	212	194	246
East South Central.....	- 6	+ 3	-10	12	3,807	+ 8	- 8	5	3,174	182	165	209
West South Central.....	-14	+ 1	-12	15	4,424	- 1	- 3	9	6,886	269	221	274
Pacific.....	-18	- 2	-18	14	6,284	- 2	- 4	11	17,260	335	276	340
Industrial supplies.....	-11	0	- 7	64	8,795	+26	- 2	42	18,168	262	188	269
Middle Atlantic.....	-16	+ 5	-13	17	1,491	- 3	+ 1	8	1,604	197	181	213
East North Central.....	-16	- 9	- 8	9	756	+ 4	- 2	6	632	232	195	248
West North Central.....	- 3	+13	-16	7	584	c	c	c	c	c	c	c
South Atlantic.....	-28	- 3	-14	8	577	+11	- 1	6	1,250	243	154	239
West South Central.....	- 5	- 4	+ 7	5	2,763	+14	- 1	5	7,510	272	227	265
Pacific.....	-12	0	-13	9	1,849	c	c	c	c	c	c	c
Jewelry.....	-20	- 5	-15	140	5,270	-14	- 9	67	8,906	261	248	276
New England.....	-31	- 4	-20	4	241	c	c	c	c	c	c	c
Middle Atlantic.....	-21	- 6	-21	34	974	c	c	c	c	c	c	c
East North Central.....	-15	- 8	-14	43	1,511	c	c	c	c	c	c	c
West North Central.....	-17	- 6	- 8	18	810	c	c	c	c	c	c	c
South Atlantic.....	-19	- 7	-12	6	204	c	c	c	c	c	c	c
Pacific.....	-27	0	-18	27	1,246	c	c	c	c	c	c	c

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION MAY 1949

Page 3

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			May 1949 sample		Percent change		May 1949 sample		May 1949	May 1948	Apr. 1949
	May 1949 from May 1948	May 1949 from Apr. 1949	5 mos. from 5 mos. 1948b	No. of firms report- ing	Reported dollar sales (add 000)	May 1949 from May 1948	May 1949 from Apr. 1949	No. of firms report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	-10	-1	-7	58	\$8,017	+17	-2	30	\$6,971	153	119	153
Middle Atlantic.....	-19	-16	+12	12	775	c	c	c	c	c	c	c
East North Central.....	-13	+13	-18	13	1,370	c	c	c	c	c	c	c
West North Central.....	-29	-9	+14	5	374	c	c	c	c	c	c	c
South Atlantic.....	-11	+15	-14	7	1,066	c	c	c	c	c	c	c
East South Central.....	-6	+10	-20	4	693	c	c	c	c	c	c	c
Pacific.....	-14	-5	-17	10	1,717	c	c	c	c	c	c	c
Machinery equipment, supplies (except electrical).....	-4	-7	-8	40	5,321	+9	+1	30	9,076	193	185	175
New England.....	-21	-8	-20	4	127	c	c	c	c	c	c	c
Middle Atlantic.....	-16	-10	-13	5	504	c	c	c	c	c	c	c
East North Central.....	+1	-1	-15	8	520	c	c	c	c	c	c	c
Pacific.....	-8	+17	-26	8	782	+7	-3	5	1,338	267	300	348
Metals.....	-28	-12	-8	15	1,769	+41	+2	11	4,727	278	149	248
Optical goods.....	+12	-1	+10	8	232	+9	-6	4	139	153	158	157
Paints and varnishes.....	-4	-2	-5	21	1,195	-13	-1	11	976	159	155	155
Middle Atlantic.....	-2	+19	-9	4	113	c	c	c	c	c	c	c
East North Central.....	-10	-4	-11	5	341	c	c	c	c	c	c	c
Plumbing and heating supplies.....	-12	+4	-13	55	4,062	+8	-2	31	4,188	208	163	210
New England.....	-23	+13	-17	7	232	c	c	c	c	c	c	c
Middle Atlantic.....	-17	0	-15	16	905	+8	+1	8	834	247	188	249
East North Central.....	-10	+9	-11	12	818	+3	-5	10	1,294	186	162	212
West North Central.....	-18	-6	-13	7	548	+24	-2	5	930	208	131	191
Pacific.....	-1	+13	-11	4	884	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	+3	+16	-11	22	990	-2	-8	17	1,651	215	238	271
Surgical, medical, equipment, supplies..	-4	-2	+1	24	2,799	+15	+3	17	2,945	123	103	117
East North Central.....	-4	-1	+7	6	1,983	+14	+5	4	1,906	103	87	97
West South Central.....	-6	-6	-1	4	215	c	c	c	c	c	c	c
Beer.....	+21	+20	+10	38	2,818	-12	+6	29	633	25	35	29
Middle Atlantic.....	+45	+21	+23	8	481	-21	+10	6	100	21	39	23
East North Central.....	-1	+13	-6	10	492	-25	+1	8	118	27	35	30
West North Central.....	+22	+22	+21	6	1,054	c	c	c	c	c	c	c
South Atlantic.....	+33	+21	+5	4	378	c	c	c	c	c	c	c
Pacific.....	+24	+16	+5	5	309	c	c	c	c	c	c	c
Chemicals, industrial.....	-5	+4	-19	13	880	+6	0	8	882	147	129	156
Clothing and furnishings (except shoes).	-24	-30	-13	21	1,724	-34	-8	10	879	144	198	141
Coal.....	-27	-12	-10	10	4,033	+70	+25	4	4,704	381	128	224
Confectionery.....	-1	+2	-1	41	1,516	+34	+33	20	1,162	119	89	92
Middle Atlantic.....	+4	+6	-3	5	249	c	c	c	c	c	c	c
East North Central.....	-7	+1	-9	5	147	c	c	c	c	c	c	c
West North Central.....	+10	-1	+17	4	316	c	c	c	c	c	c	c
South Atlantic.....	+2	+10	-2	11	253	c	c	c	c	c	c	c
East South Central.....	-11	-3	0	6	119	c	c	c	c	c	c	c
West South Central.....	-9	-27	+9	4	119	c	c	c	c	c	c	c
Dairy and poultry products.....	-10	+5	-13	30	4,043	-18	+17	17	1,058	39	45	35
Middle Atlantic.....	-20	-12	-22	7	628	-51	+11	4	293	53	86	43
East North Central.....	-9	+13	-1	12	1,344	c	c	c	c	c	c	c
South Atlantic.....	-4	-5	-5	4	221	c	c	c	c	c	c	c
Drugs and sundries (liquor excluded)....	+5	+1	+1	158	37,115	-1	-3	119	51,430	180	190	187
New England.....	+9	+2	+2	11	1,970	+3	-5	9	2,600	178	186	190
Middle Atlantic.....	+4	+6	-2	20	7,302	-3	-3	14	6,800	153	159	160
East North Central.....	+3	-1	+2	25	6,816	-1	-3	18	7,878	166	172	170
West North Central.....	+4	-2	+2	16	3,937	-2	-4	15	6,859	176	187	181
South Atlantic.....	+6	0	+3	27	4,711	0	-4	19	6,660	208	224	216
East South Central.....	+3	+1	0	17	2,839	-4	-5	11	4,203	190	205	203
West South Central.....	+11	+4	+5	17	3,789	+3	-3	13	6,002	202	219	218
Mountain.....	+2	-4	+1	9	1,546	+8	0	7	3,037	204	191	196
Pacific.....	+5	0	-1	16	4,205	-4	-2	13	7,391	179	197	184
Dry goods.....	-18	-3	-21	154	31,458	-26	-5	104	64,072	249	265	249
New England.....	-4	+3	-14	5	191	-12	-15	5	321	168	183	203
Middle Atlantic.....	-18	+4	-23	40	3,878	-18	-4	21	4,477	238	228	261
East North Central.....	-12	0	-18	13	1,762	-14	-4	12	3,755	216	221	225
West North Central.....	-17	-5	-18	10	5,158	-24	-6	10	11,490	223	242	225
South Atlantic.....	-12	+1	-16	20	2,276	-19	-4	13	4,366	238	258	249
East South Central.....	-19	-4	-18	16	1,323	-25	-8	8	1,754	249	268	247
West South Central.....	-23	0	-17	13	1,212	-32	-9	9	1,687	203	222	228
Mountain.....	-2	-1	-13	7	699	-19	-1	5	979	173	211	170
Pacific.....	+3	+2	-5	18	4,004	+20	-3	9	6,891	357	284	341
Farm supplies.....	-12	-2	-10	15	2,416	-37	+1	9	624	59	86	55
Fresh fruits and vegetables.....	+11	+5	-2	65	6,209	+10	+12	35	825	23	25	20
New England.....	+1	+33	-10	10	589	c	c	c	c	c	c	c
Middle Atlantic.....	-10	+16	-11	18	1,705	c	c	c	c	c	c	c
East North Central.....	+6	+10	-2	15	1,306	c	c	c	c	c	c	c
South Atlantic.....	+28	+10	+11	6	436	c	c	c	c	c	c	c
East South Central.....	-13	+8	-1	5	286	c	c	c	c	c	c	c

(Continued on next page)

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WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION MAY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		May 1949 sample			Percent change		May 1949 sample		May 1949	May 1948	Apr. 1949
	May 1949 from May 1948	May 1949 from Apr. 1949	5 mos. 1949 from 5 mos. 1948b	No. of firms report- ing	Reported dollar sales (add 000)	May 1949 from May 1948	May 1949 from Apr. 1949	No. of firms report- ing	Reported dollar values (add 000)			
Groceries, total.....	+ 1	+ 3	+ 1	555	\$91,389	- 4	- 2	328	\$83,416	142	148	149
Non-affiliated full-line wholesalers ^d	+ 2	+ 3	+ 1	318	42,906	- 2	- 1	176	43,323	144	153	149
New England.....	- 1	+ 8	- 8	5	540	c	c	c	c	c	c	c
Middle Atlantic.....	0	+ 3	+ 3	20	1,721	- 6	- 1	8	1,281	136	149	142
East North Central.....	+ 7	+ 2	+ 4	57	8,471	+ 1	+ 2	26	9,531	159	165	159
West North Central.....	+17	+10	+11	46	9,062	+ 3	+10	35	11,236	141	165	142
South Atlantic.....	- 5	+ 3	- 6	59	6,125	- 8	- 4	23	3,041	112	124	124
East South Central.....	-12	- 1	-12	28	2,465	-13	- 3	17	2,188	125	124	127
West South Central.....	- 3	- 1	- 3	80	10,472	- 4	-11	50	9,329	129	131	143
Mountain.....	- 6	+ 4	- 4	16	2,035	- 4	- 3	13	3,667	210	209	227
Pacific.....	+ 4	- 3	+ 9	7	2,015	c	c	c	c	c	c	c
Voluntary-group wholesalers.....	- 4	+ 4	- 2	130	31,831	- 7	- 4	95	29,839	147	152	158
New England.....	- 6	- 1	- 1	10	2,563	- 4	- 2	4	745	147	170	165
Middle Atlantic.....	- 1	+ 5	- 1	31	7,950	- 3	-13	15	3,114	149	150	170
East North Central.....	- 5	+ 2	- 2	37	7,937	- 6	- 2	27	6,935	131	130	138
West North Central.....	- 6	+ 8	+ 2	22	4,786	- 1	- 1	22	10,127	212	201	231
South Atlantic.....	- 2	+ 6	- 2	7	1,023	- 9	- 4	5	768	127	137	138
Pacific.....	- 3	+ 1	- 4	9	5,795	-21	- 4	8	5,483	105	129	110
Retailer-cooperative warehouses.....	+13	+ 8	+12	19	7,858	+ 1	- 1	11	5,396	130	133	137
Specialty lines wholesalers.....	- 1	+ 3	- 1	88	8,794	- 3	- 1	46	4,858	113	112	116
New England.....	-13	-15	- 9	7	247	- 9	0	4	81	43	42	35
Middle Atlantic.....	- 9	+ 1	- 7	20	3,045	- 7	+ 4	10	1,900	130	118	127
East North Central.....	+10	- 6	+14	10	607	- 3	+ 1	5	156	67	74	66
South Atlantic.....	+ 1	+ 3	+ 2	21	1,102	- 3	- 2	8	563	90	95	92
East South Central.....	+ 4	- 1	+ 5	5	397	c	c	c	c	c	c	c
Mountain.....	-14	+10	- 9	4	699	c	c	c	c	c	c	c
Pacific.....	+15	+ 9	+ 1	15	2,265	+13	- 7	10	1,053	170	173	185
Leather and shoe findings.....	-14	- 4	- 9	26	439	-11	- 3	10	719	361	379	363
Middle Atlantic.....	-12	0	+ 2	8	59	c	c	c	c	c	c	c
West North Central.....	- 4	-10	- 7	4	43	c	c	c	c	c	c	c
Pacific.....	-17	- 5	-13	6	228	c	c	c	c	c	c	c
Meats and meat products.....	-17	- 5	-17	36	18,142	-37	0	32	6,963	44	56	41
Middle Atlantic.....	-23	- 4	-13	9	3,618	-22	- 2	9	1,618	45	44	44
East North Central.....	-20	- 7	-14	11	7,642	-51	- 2	11	3,151	41	68	39
South Atlantic.....	-14	-22	- 3	5	1,061	-37	- 6	4	393	37	50	31
Paper and its products.....	-12	- 5	-12	53	6,268	- 4	0	24	4,495	164	148	149
New England.....	-11	- 6	- 9	4	220	c	c	c	c	c	c	c
Middle Atlantic.....	-23	-13	-17	15	1,373	-13	- 2	9	1,011	122	116	106
East North Central.....	- 6	- 1	-10	18	3,506	- 6	- 3	8	1,817	140	138	140
South Atlantic.....	-12	+ 2	-13	7	499	c	c	c	c	c	c	c
Petroleum.....	+ 7	+14	- 7	25	946	- 4	+ 7	23	372	44	50	47
Shoes and other footwear.....	-11	-33	-10	26	7,958	+23	+27	17	12,411	175	130	89
New England.....	-34	-25	-25	4	405	c	c	c	c	c	c	c
Middle Atlantic.....	-12	- 5	- 3	6	650	c	c	c	c	c	c	c
South Atlantic.....	-29	-43	-15	4	806	c	c	c	c	c	c	c
Pacific.....	- 8	-11	-24	5	245	c	c	c	c	c	c	c
Tobacco products.....	+ 3	+ 2	- 1	241	25,230	+ 1	+ 5	111	-6,355	56	56	54
New England.....	+ 6	+ 3	+ 1	19	2,524	+ 6	- 1	6	174	41	40	41
East North Central.....	+ 5	+ 4	+ 1	54	6,441	+13	+ 9	20	1,419	50	47	48
West North Central.....	0	+ 5	- 3	40	3,765	- 3	+ 1	19	1,206	68	64	69
South Atlantic.....	+ 7	+ 1	+ 1	15	1,717	+ 5	- 1	11	833	57	59	58
West South Central.....	+11	0	+ 7	28	2,178	c	c	c	c	c	c	c
Mountain.....	+ 3	- 7	+ 6	19	1,107	+10	0	12	273	68	67	70
Pacific.....	+ 7	+ 4	- 3	18	2,303	- 1	- 4	7	365	52	57	56
Wines and distilled spirits ^e	+ 3	+ 9	c	205	39,286	c	c	c	c	c	c	c
New England.....	+ 8	+10	c	13	1,706	c	c	c	c	c	c	c
Middle Atlantic.....	+10	+19	c	27	9,266	c	c	c	c	c	c	c
East North Central.....	+ 3	+10	c	35	6,213	c	c	c	c	c	c	c
West North Central.....	-10	- 2	c	24	2,745	c	c	c	c	c	c	c
South Atlantic.....	- 2	+ 7	c	33	6,277	c	c	c	c	c	c	c
East South Central.....	+ 1	+ 2	c	14	2,559	c	c	c	c	c	c	c
West South Central.....	+ 9	- 6	c	15	1,809	c	c	c	c	c	c	c
Mountain.....	+14	+ 3	c	15	1,384	c	c	c	c	c	c	c
Pacific.....	+ 3	+10	c	29	7,327	c	c	c	c	c	c	c
Miscellaneous.....	- 7	- 4	- 9	10	1,908	+ 1	- 7	6	1,969	299	197	300

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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.)

10/14/5

MONTHLY
WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

FOR RELEASE
AUGUST 1, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

JUNE 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,083 wholesale houses in various lines of trade.

SALES

Cumulative sales for the first six months of 1949 dropped 7 percent below the sales level established for the corresponding period a year ago, reflecting the 8, 3, 7, 12, 5 and 8 percent year-to-year declines reported for each of the six months from January through June, respectively.

Wholesalers' sales for the month of June advanced slightly (1%) over the previous month but decreased 8 percent below the sales volume recorded in the same month a year ago.

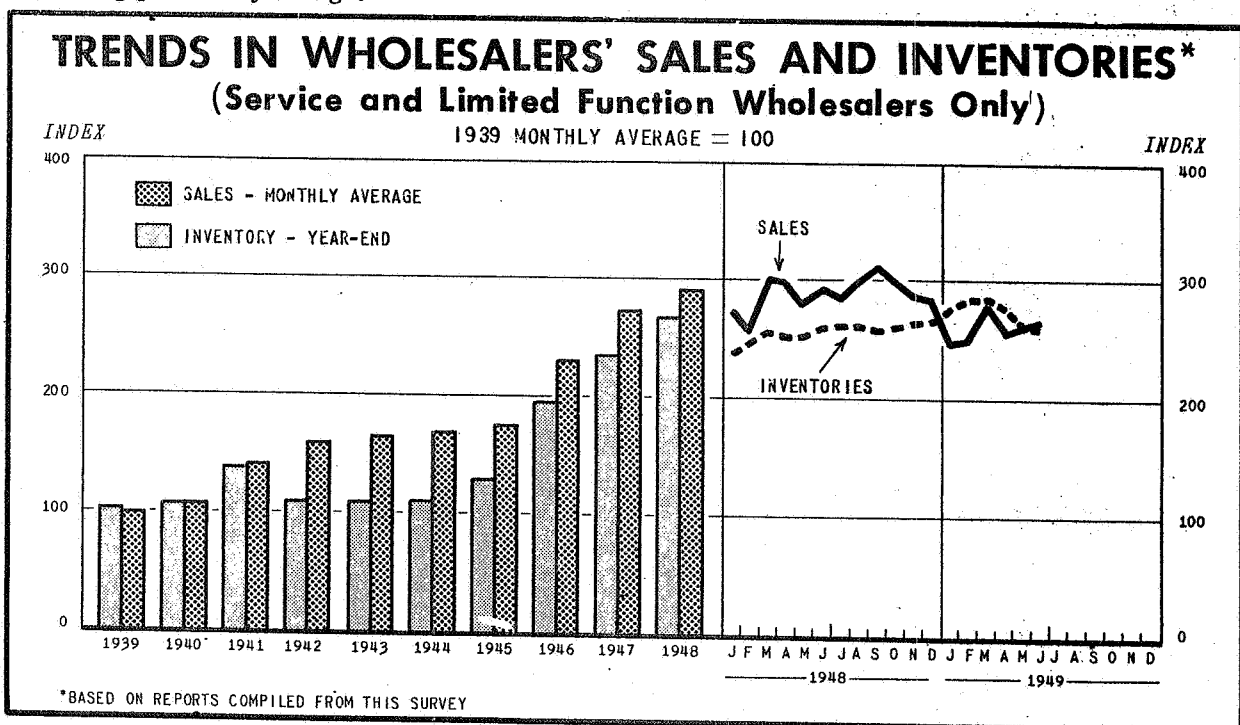
June sales (with but few exceptions) for all trades presented in this release, continue below the corresponding 1948 volume, although gains were noted in beer, drugs, wines and liquors, and a few others. Seasonal trends, however, show considerable variation, ranging from a 1 percent increase in optical goods to 18 percent in shoes and other footwear. In contrast, many trades reflect decreases--from 1 percent in the automotive supplies, electrical group and leather and shoe findings to 32 percent in farm supplies.

INVENTORY

Inventories for June 30 (valued at cost) are 4 percent in excess of the dollar value of stocks on hand a year ago but 5 percent lower than reported at the end of the previous month. Expressed in terms of stock-sales ratios, a drop of 8 points is noted from the previous month, while a gain of 22 points is recorded over the 135 established in June 1948.

RETAIL TRADE

According to the Bureau's monthly retail trade report, June sales of independent retail stores reported little or no change over the previous month but a slight decrease (1%) below June 1948. Cumulative sales for the first six months of 1949 were 1 percent below the corresponding period a year ago.



WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JUNE 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			June 1949 sample		Percent change		June 1949 sample		June 1949	June 1948	May 1949
	June 1949 from June 1948	June 1949 from May 1949	6 mos. 1949 from 6 mos. 1948 b	No. of firms report- ing	Reported dollar sales (add 000)	June 1949 from June 1948	June 1949 from May 1949	No. of firms report- ing	Reported dollar values (add 000)			
United States.....	- 8	+ 1	- 7	3,083	\$523,227	+ 4	- 5	2,086	\$579,547	157	135	165
New England.....	- 7	+ 4	- 8	200	21,748	+15	- 9	133	23,077	157	127	178
Middle Atlantic.....	- 8	+ 4	- 5	608	97,850	+13	- 4	385	82,555	127	98	129
East North Central.....	- 9	+ 1	- 7	584	98,294	+ 7	- 4	392	108,721	149	125	154
West North Central.....	- 4	+ 2	- 5	327	67,400	+ 5	- 3	260	95,533	169	153	179
South Atlantic.....	- 7	- 2	- 6	398	49,036	+10	- 3	271	59,151	153	130	154
East South Central.....	-13	- 3	-10	180	19,775	0	- 7	104	20,073	140	125	149
West South Central.....	- 5	+ 2	- 3	287	47,682	+19	- 6	209	60,576	160	127	172
Mountain.....	-11	+ 1	- 7	144	18,413	+ 8	- 9	103	19,091	139	115	151
Pacific.....	- 8	+ 1	- 8	320	54,887	+ 6	- 7	215	75,521	184	164	210
Automotive supplies.....	-12	- 1	-10	221	14,145	- 3	- 2	141	14,039	243	211	251
New England.....	- 7	+24	-13	8	297	-14	- 6	4	405	181	208	253
Middle Atlantic.....	- 9	+ 4	-11	37	920	- 4	- 2	31	1,535	220	211	234
East North Central.....	-16	+ 5	-16	40	1,726	- 2	- 5	30	2,664	202	172	223
West North Central.....	-13	- 5	- 8	32	2,683	+ 2	- 3	26	4,940	277	239	270
South Atlantic.....	-14	- 1	-14	15	813	+ 1	- 1	10	1,055	233	188	232
East South Central.....	-28	- 1	-20	15	709	- 9	+ 6	11	1,457	232	182	218
West South Central.....	-18	+ 1	-10	15	854	- 4	+ 4	6	517	240	212	233
Mountain.....	-13	+ 4	-12	43	1,695	-13	0	21	1,266	363	309	377
Pacific.....	-13	+ 4	-12	43	1,695	-13	0	21	1,266	363	309	377
Electrical group, total.....	- 6	- 1	- 5	563	104,808	+ 9	-10	500	154,339	152	132	167
Full-line wholesalers.....	- 5	- 2	- 5	385	91,633	+10	-10	376	139,188	154	133	168
New England.....	- 4	- 5	- 5	30	4,872	+ 4	-16	30	8,192	168	155	190
Middle Atlantic.....	- 8	- 3	+ 1	44	12,841	+17	-10	42	19,222	152	120	165
East North Central.....	-14	- 7	- 7	75	20,438	+15	- 7	73	32,972	164	122	163
West North Central.....	- 7	- 5	- 3	40	10,577	+ 8	-10	40	14,162	134	116	140
South Atlantic.....	- 1	- 3	- 3	59	12,278	+10	- 9	57	18,497	157	142	166
East South Central.....	+ 2	+ 1	- 3	22	4,400	+ 1	-12	21	5,011	115	118	134
West South Central.....	+11	+12	+ 4	43	9,888	+20	-13	43	13,290	134	124	174
Mountain.....	-19	- 9	- 8	28	3,233	+ 1	-13	27	5,598	176	141	184
Pacific.....	+ 1	+ 4	-12	44	13,106	- 1	-13	43	22,254	171	175	203
Wiring supplies, construction materials distributors.....	-22	+ 1	-13	104	4,921	+ 1	- 4	70	5,763	150	113	157
New England.....	-20	+12	-11	13	469	c	c	c	c	c	c	c
Middle Atlantic.....	-14	0	- 2	26	979	+ 1	- 1	17	1,100	132	112	134
East North Central.....	-19	+ 4	-17	25	1,038	- 9	- 2	19	1,497	165	151	180
West North Central.....	- 3	+ 7	- 3	5	425	+36	- 8	5	588	138	98	160
South Atlantic.....	-36	- 4	-22	17	1,283	- 1	- 4	12	1,384	135	81	137
Pacific.....	-29	0	-23	7	166	- 9	- 4	6	583	239	186	248
Appliances and specialties wholesalers.....	- 5	+ 5	- 8	74	8,254	+ 3	- 7	54	9,388	134	123	151
Middle Atlantic.....	-26	+ 4	+ 2	12	685	-27	-13	7	722	147	136	163
East North Central.....	+ 3	+ 5	- 1	16	1,914	+ 5	- 6	9	1,193	87	90	100
West North Central.....	+ 2	- 1	- 8	9	385	+ 4	+ 3	7	790	251	248	241
South Atlantic.....	+ 8	+ 1	- 7	13	1,991	+23	-10	11	1,890	117	100	129
Mountain.....	-20	+ 4	-27	5	683	+ 5	-22	5	949	139	107	185
Pacific.....	-22	+14	-12	8	873	+12	+10	6	1,362	160	112	166
Furniture and house furnishings.....	-11	+ 3	-10	40	10,541	+40	- 3	23	16,609	184	121	199
Middle Atlantic.....	-34	-15	- 6	10	1,117	c	c	c	c	c	c	c
East North Central.....	-11	- 2	- 3	4	920	c	c	c	c	c	c	c
South Atlantic.....	- 9	- 6	+ 3	5	675	c	c	c	c	c	c	c
Mountain.....	- 4	+27	-11	4	282	c	c	c	c	c	c	c
Pacific.....	-31	+ 1	-21	7	211	c	c	c	c	c	c	c
Hardware.....	-14	- 4	-13	127	43,011	- 3	- 5	92	82,031	237	213	244
New England.....	-22	-17	-15	4	533	c	c	c	c	c	c	c
Middle Atlantic.....	-12	- 6	- 8	26	6,264	+ 1	- 3	18	9,276	182	166	189
East North Central.....	-11	- 4	-16	17	8,795	- 6	- 3	16	19,936	236	221	234
West North Central.....	- 7	+ 5	-12	15	9,354	+ 2	- 2	15	21,972	235	213	253
South Atlantic.....	-21	-18	- 8	22	3,355	+ 7	+ 3	17	6,999	256	201	199
East South Central.....	-23	-17	-12	12	3,173	+ 5	- 4	5	3,062	190	148	182
West South Central.....	-13	+ 4	-12	13	3,977	-10	- 5	6	4,063	240	226	277
Mountain.....	-10	+14	- 8	5	1,694	c	c	c	c	c	c	c
Pacific.....	-23	- 5	-19	13	5,866	-13	-13	10	14,623	290	262	337
Industrial supplies.....	-21	- 4	- 9	65	9,217	+17	- 3	44	17,484	263	174	259
New England.....	-22	+ 2	-13	7	529	+ 1	0	5	1,234	488	364	482
Middle Atlantic.....	-28	-12	-16	19	1,396	- 6	- 3	11	2,015	217	170	198
East North Central.....	-15	+ 7	- 9	9	636	+ 3	- 2	7	646	207	176	230
West North Central.....	+ 7	+21	-14	7	659	c	c	c	c	c	c	c
South Atlantic.....	-26	+ 9	-16	7	570	+ 8	- 2	6	1,225	217	149	243
West South Central.....	-25	-10	0	6	3,471	+ 8	- 2	5	7,352	296	199	272
Pacific.....	-22	- 1	-14	7	1,639	c	c	c	c	c	c	c
Jewelry.....	-27	-17	-17	145	4,388	-11	+ 5	80	11,688	366	293	282
New England.....	-20	- 1	-19	7	336	c	c	c	c	c	c	c
Middle Atlantic.....	-30	-11	-22	39	905	c	c	c	c	c	c	c
East North Central.....	-30	-18	-17	45	1,267	c	c	c	c	c	c	c
West North Central.....	-16	-21	- 9	13	666	c	c	c	c	c	c	c
South Atlantic.....	-22	-11	-14	6	182	c	c	c	c	c	c	c
Pacific.....	-29	-20	-19	28	926	c	c	c	c	c	c	c

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JUNE 1949

Page 3

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios		
	Percent change			June 1949 sample		Percent change		June 1949 sample				
	June 1949 from June 1948	June 1949 from May 1949	6 mos. 1949 from 6 mos. 1948b	No. of firms report- ing	Reported dollar sales (add 000)	June 1949 from June 1948	June 1949 from May 1949	No. of firms report- ing	Reported dollar values (add 000)	June 1949	June 1948	May 1949
Lumber and building materials.....	- 1	+ 4	- 4	59	\$11,925	+ 6	- 4	33	\$10,069	121	124	134
Middle Atlantic.....	+ 3	+ 5	+12	12	2,754	c	c	c	c	c	c	c
East North Central.....	-11	+ 8	-17	12	1,537	+29	+ 2	7	1,097	123	90	132
West North Central.....	+36	+11	+23	6	2,108	c	c	c	c	c	c	c
South Atlantic.....	-22	- 4	-16	8	1,179	- 5	- 3	5	1,072	169	143	167
East South Central.....	-18	- 3	-20	4	671	c	c	c	c	c	c	c
Mountain.....	+11	+11	- 7	4	2,024	c	c	c	c	c	c	c
Pacific.....	-16	- 4	-17	10	1,643	- 4	-10	8	1,642	139	138	151
Machinery equipment, supplies (except electrical).....	-16	- 7	- 9	46	5,259	+14	+ 2	32	9,847	221	174	198
New England.....	-35	- 7	-22	5	310	c	c	c	c	c	c	c
Middle Atlantic.....	-25	0	-15	7	559	- 3	- 4	4	1,052	214	167	221
East North Central.....	-26	+ 2	-17	10	597	- 2	- 3	7	742	203	184	189
Pacific.....	-33	-30	-27	8	544	c	c	c	c	c	c	c
Metals.....	-24	0	-11	22	4,732	+33	+ 2	12	7,329	237	141	224
Optical goods.....	- 7	+ 1	+ 7	11	261	+ 3	- 7	5	144	137	144	157
Paints and varnishes.....	- 2	+ 5	- 7	22	1,594	+10	+14	12	1,084	131	112	128
Middle Atlantic.....	-10	- 8	- 9	4	104	c	c	c	c	c	c	c
East North Central.....	-15	+ 6	-12	6	607	c	c	c	c	c	c	c
South Atlantic.....	+ 3	+20	- 8	4	387	c	c	c	c	c	c	c
Plumbing and heating supplies.....	-18	+ 2	-14	54	4,215	+ 5	- 5	31	4,362	187	152	207
New England.....	-18	+11	-17	6	231	c	c	c	c	c	c	c
Middle Atlantic.....	-16	+11	-16	17	1,020	+20	+ 3	8	852	198	159	245
East North Central.....	-15	+ 1	-11	13	1,045	- 1	- 8	11	1,616	179	154	194
West North Central.....	-13	+11	-14	7	607	+18	- 5	5	879	174	127	208
Refrigeration equipment, parts (commercial).....	- 8	+14	-10	23	1,190	0	+ 1	17	1,844	208	198	237
Middle Atlantic.....	- 3	+13	- 7	6	321	c	c	c	c	c	c	c
Pacific.....	-13	+ 2	-18	5	181	c	c	c	c	c	c	c
Medical, medical, equipment, supplies....	+ 2	+ 5	+ 1	24	2,904	+11	- 3	18	2,893	113	104	122
Middle Atlantic.....	+ 5	+ 8	0	5	206	c	c	c	c	c	c	c
East North Central.....	+ 3	+ 5	+ 6	7	2,137	c	c	c	c	c	c	c
Beer.....	+13	+11	+11	41	3,009	+ 9	+ 6	29	649	26	28	27
Middle Atlantic.....	+53	+23	+29	8	570	c	c	c	c	c	c	c
East North Central.....	-10	+18	- 7	10	426	c	c	c	c	c	c	c
West North Central.....	+19	+ 6	+20	6	1,115	c	c	c	c	c	c	c
South Atlantic.....	+15	+ 8	+ 8	5	424	c	c	c	c	c	c	c
Pacific.....	- 9	+ 6	+ 2	5	328	c	c	c	c	c	c	c
Chemicals, industrial.....	-28	+ 4	-20	12	923	-14	0	9	458	62	49	63
Clothing and furnishings (except shoes)...	- 3	+ 6	-11	22	2,134	-26	+24	12	956	200	268	136
Middle Atlantic.....	- 4	+ 7	-10	9	1,798	c	c	c	c	c	c	c
East North Central.....	-12	+13	-26	5	127	c	c	c	c	c	c	c
Coal.....	-34	-13	-12	8	2,682	c	c	c	c	c	c	c
Confectionery.....	- 2	0	- 1	43	1,616	+ 3	-22	19	914	97	94	125
Middle Atlantic.....	- 5	- 5	- 4	7	471	c	c	c	c	c	c	c
South Atlantic.....	- 7	- 6	- 3	12	240	c	c	c	c	c	c	c
East South Central.....	- 5	- 1	- 1	7	130	c	c	c	c	c	c	c
West South Central.....	- 5	- 6	+ 7	4	112	c	c	c	c	c	c	c
Dairy and poultry products.....	-14	+12	-14	26	5,879	-14	+17	16	2,555	52	52	49
Middle Atlantic.....	-21	+16	-23	6	2,925	c	c	c	c	c	c	c
East North Central.....	- 9	+19	- 2	11	1,372	c	c	c	c	c	c	c
Drugs and sundries (liquor excluded).....	+ 2	+ 4	+ 1	94	20,461	+ 2	- 1	63	21,078	190	157	161
Dry goods.....	-28	- 5	-22	166	30,492	-34	- 3	118	62,817	248	261	244
New England.....	-16	- 8	-13	7	517	-30	-12	7	853	165	195	172
Middle Atlantic.....	-25	- 3	-24	44	4,895	-11	- 9	25	6,693	223	173	244
East North Central.....	-22	- 4	-19	12	1,613	-19	- 4	11	3,508	221	217	221
West North Central.....	-27	- 2	-19	10	5,049	-24	- 1	9	11,342	227	218	222
South Atlantic.....	-21	-18	-16	24	2,165	-27	- 4	17	5,252	284	310	243
East South Central.....	-30	-18	-20	17	1,147	-31	- 2	11	2,377	294	297	254
West South Central.....	-29	- 7	-19	15	1,379	-34	- 3	12	2,580	221	243	212
Mountain.....	-16	- 7	-13	7	649	-15	+ 4	4	878	189	194	164
Pacific.....	- 5	0	- 5	18	2,969	-13	- 4	10	2,256	274	279	261
Farm supplies.....	-18	-32	-10	18	3,509	-32	+ 2	9	639	68	83	59
Middle Atlantic.....	- 6	+ 7	-10	4	833	c	c	c	c	c	c	c
East North Central.....	-11	-15	-10	5	401	c	c	c	c	c	c	c
Fresh fruits and vegetables.....	+ 1	+ 9	- 2	61	7,315	+ 7	- 5	35	846	24	21	25
New England.....	- 8	+25	- 9	8	517	c	c	c	c	c	c	c
Middle Atlantic.....	+ 9	+25	- 7	16	2,058	c	c	c	c	c	c	c
East North Central.....	+11	+ 6	- 2	15	2,228	c	c	c	c	c	c	c
South Atlantic.....	+19	-10	+12	7	447	c	c	c	c	c	c	c
Pacific.....	0	+ 6	- 1	4	200	c	c	c	c	c	c	c

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WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JUNE 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)					Stock-sales ratios		
	Percent change			June 1949 sample		Percent change		June 1949 sample			June 1949	June 1948	May 1949
	June 1949 from June 1948	June 1949 from May 1949	6 mos. 1949 from 6 mos. 1948b	No. of firms report- ing	Reported dollar sales (add 000)	June 1949 from June 1948	June 1949 from May 1949	No. of firms report- ing	Reported dollar values (add 000)				
Groceries, total.....	- 1	+ 9	0	539	\$87,790	- 6	- 3	334	\$87,311	117	124	132	
Non-affiliated full-line wholesalers ^a	+ 2	+ 8	+ 1	303	43,025	- 8	- 5	178	35,815	117	132	133	
New England.....	- 4	+16	- 6	6	1,021	c	c	c	c	c	c	c	
Middle Atlantic.....	0	+11	+ 2	18	1,904	-11	- 3	8	1,230	105	119	122	
East North Central.....	+ 6	+ 9	+ 5	49	8,441	+ 3	- 4	21	8,430	138	142	156	
West North Central.....	+14	+13	+11	49	8,330	-12	- 9	37	6,809	98	128	122	
South Atlantic.....	- 8	+ 4	- 6	57	5,944	-10	- 5	25	3,128	106	116	118	
East South Central.....	-10	+ 2	-12	29	2,768	-19	- 4	18	2,270	113	122	118	
West South Central.....	0	+ 4	- 3	78	10,502	- 8	- 4	55	8,964	117	125	126	
Mountain.....	+ 7	+ 4	- 2	9	1,166	-20	-12	7	1,312	127	174	149	
Pacific.....	+ 8	+14	+10	8	2,949	- 4	+ 1	4	2,806	147	166	161	
Voluntary-group wholesalers.....	- 6	+ 8	- 2	130	27,837	- 6	- 4	98	19,341	117	114	131	
New England.....	- 9	+10	- 3	8	2,820	0	- 6	5	986	114	109	130	
Middle Atlantic.....	0	+ 8	- 1	35	8,800	0	- 4	18	2,957	120	116	132	
East North Central.....	-10	+ 9	- 4	38	8,690	+ 2	0	31	7,999	120	103	135	
West North Central.....	+ 3	+ 1	+ 2	17	1,944	-13	- 6	17	2,134	110	131	117	
South Atlantic.....	- 6	+ 8	- 3	10	1,611	-10	- 5	6	947	107	114	126	
Pacific.....	-11	+ 5	- 4	8	2,331	-19	- 5	7	1,861	104	109	119	
Retailer-cooperative warehouses.....	+ 3	+ 7	+11	19	6,555	+ 1	0	11	5,370	123	127	130	
Middle Atlantic.....	+ 3	+10	+11	6	1,290	c	c	c	c	c	c	c	
West North Central.....	+ 7	+ 7	+14	4	2,032	c	c	c	c	c	c	c	
Specialty lines wholesalers.....	- 2	+17	- 3	87	10,373	- 4	+ 6	47	6,785	107	118	135	
New England.....	+11	+24	- 6	7	1,186	c	c	c	c	c	c	c	
Middle Atlantic.....	0	+12	- 6	20	3,405	- 7	- 8	10	1,754	103	116	130	
East North Central.....	+14	+21	+14	11	743	+ 1	- 2	5	153	57	62	67	
South Atlantic.....	- 7	+ 2	+ 1	21	1,057	- 3	- 2	10	644	93	89	95	
East South Central.....	0	0	+ 5	5	219	c	c	c	c	c	c	c	
Mountain.....	-10	- 9	-10	4	760	c	c	c	c	c	c	c	
Pacific.....	- 3	+31	- 3	13	3,553	- 3	+20	9	3,110	127	144	205	
Leather and shoe findings.....	-11	- 1	- 9	24	813	-10	0	11	779	368	392	372	
Middle Atlantic.....	- 9	+ 4	0	7	51	c	c	c	c	c	c	c	
East North Central.....	-13	+ 2	- 7	4	60	c	c	c	c	c	c	c	
West North Central.....	-15	+ 7	- 8	4	46	c	c	c	c	c	c	c	
Pacific.....	-12	- 3	-13	5	111	c	c	c	c	c	c	c	
Meats and meat products.....	- 9	-10	-15	46	35,447	-48	-11	32	5,994	42	62	49	
Middle Atlantic.....	-18	+ 9	-14	10	4,020	-27	- 1	10	1,811	40	45	44	
East North Central.....	-14	+10	-14	12	3,981	-63	- 9	10	2,252	45	96	50	
Pacific.....	-10	-12	- 2	4	3,050	c	c	c	c	c	c	c	
Paper and its products.....	-12	+ 6	-12	58	6,930	- 3	0	29	5,517	155	147	173	
New England.....	-13	+ 9	-10	4	239	c	c	c	c	c	c	c	
Middle Atlantic.....	-14	+15	-17	12	1,664	- 9	0	10	1,034	109	111	120	
East North Central.....	-14	- 2	-11	17	3,111	-12	- 7	9	1,638	120	123	140	
West North Central.....	-15	+ 3	-12	4	283	c	c	c	c	c	c	c	
South Atlantic.....	-10	+ 6	-12	7	527	c	c	c	c	c	c	c	
Pacific.....	- 6	+22	- 8	4	711	c	c	c	c	c	c	c	
Petroleum.....	- 9	-10	- 7	25	855	-14	+ 8	24	457	54	58	45	
Shoes and other footwear.....	-12	+18	-11	29	18,824	+21	+13	13	14,029	209	138	173	
New England.....	-23	+ 5	-25	4	426	c	c	c	c	c	c	c	
Middle Atlantic.....	-20	-26	- 5	7	593	c	c	c	c	c	c	c	
South Atlantic.....	-16	+ 7	-15	4	831	c	c	c	c	c	c	c	
Pacific.....	-10	+ 1	-22	6	274	c	c	c	c	c	c	c	
Tobacco products.....	- 2	+ 4	- 1	235	31,480	- 4	- 2	127	11,225	57	57	60	
New England.....	+ 3	+10	+ 1	19	2,677	+11	- 5	6	182	35	31	41	
Middle Atlantic.....	- 5	+ 2	- 4	54	11,928	- 8	- 4	36	6,145	66	67	68	
East North Central.....	- 1	+ 5	+ 1	47	5,535	+13	+ 2	17	1,354	52	45	51	
West North Central.....	- 6	+ 3	- 3	33	3,346	-11	- 5	19	1,048	52	53	61	
South Atlantic.....	+ 9	+ 8	+ 3	15	2,447	+ 3	- 2	13	928	38	41	42	
East South Central.....	- 5	- 5	- 1	7	595	+ 6	+ 6	4	290	76	62	63	
West South Central.....	+ 3	+ 4	+ 5	26	2,231	-10	0	12	601	49	52	49	
Mountain.....	+ 4	+ 7	+ 6	19	1,187	+ 2	- 2	13	282	61	67	70	
Pacific.....	+ 1	+ 3	- 2	15	1,514	+16	+ 5	7	397	49	46	50	
Wines and distilled spirits ^f	+ 4	+ 5	c	206	44,473	c	- 4	163	45,447	141	c	153	
New England.....	- 8	+ 6	c	17	3,049	c	- 4	13	2,638	109	c	133	
Middle Atlantic.....	+11	+21	c	25	11,380	c	+10	20	8,752	122	c	131	
East North Central.....	+ 4	- 1	c	34	6,743	c	- 4	27	7,885	143	c	144	
West North Central.....	+15	+20	c	25	5,263	c	- 9	19	2,961	121	c	153	
South Atlantic.....	+ 7	- 1	c	28	4,491	c	- 3	25	5,322	136	c	131	
East South Central.....	-21	- 4	c	13	2,120	c	-15	11	2,111	126	c	142	
West South Central.....	- 7	-10	c	29	4,951	c	- 7	23	9,980	205	c	199	
Mountain.....	+ 9	+ 5	c	13	1,481	c	-12	10	1,396	120	c	139	
Pacific.....	+ 4	- 7	c	22	4,995	c	-12	15	5,402	148	c	192	
Miscellaneous.....	- 8	- 4	- 9	9	1,593	- 9	- 4	5	1,272	327	243	329	

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Information by geographic divisions to be published in June issue of "Trends in the Drug Trade."

e Not affiliated with voluntary or cooperative groups.

f Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

FOR RELEASE
SEPTEMBER 1, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

JULY 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,422 wholesale houses in various lines of trade.

SALES

July sales lagged 8 percent behind those reported for the previous month and dropped 13 percent below the sales level established for the same month a year ago. Cumulative sales for the first seven months of this year are 8 percent below the corresponding period of 1948.

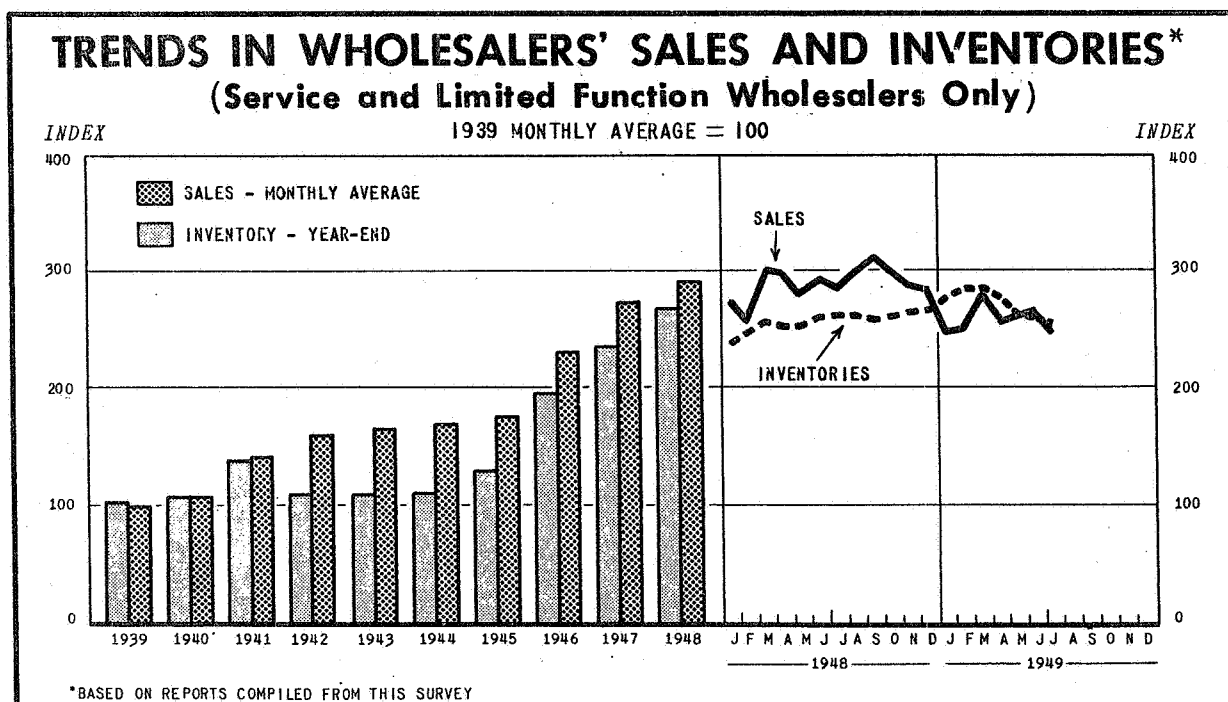
With but few exceptions, all trades covered by this report indicate lower dollar sales levels compared with the same month a year ago and with June 1949.

INVENTORIES

According to reports submitted by 2,406 firms reporting inventory in conjunction with sales, July inventories (valued at cost) declined 3 percent below the previous month's level, but represent little or no change compared with stocks on hand July 1948. The stock-sales ratio of 163 for July, however, is 22 points above the 141 recorded for the same month a year ago.

RETAIL TRADE

July sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, recorded a 15 percent drop below the previous month and 7 percent below July 1948. Cumulative sales for the first seven months of 1949 are 2 percent below the corresponding period a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JULY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		July 1949 panel			Percent change		July 1949 panel		ratios		
	July 1949 from July 1948	July 1949 from June 1948	7 mos. from July 1948 b	No. of estab- lishments report- ing	Reported dollar sales (add 000)	July 1949 from July 1948	July 1949 from June 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
	July 1948	July 1949	July 1948 b			July 1948	July 1949			July 1949	July 1948	June 1949
United States.....	-13	-8	-8	3,422	\$540,965	0	-3	2,406	\$667,120	163	141	157
New England.....	-18	-11	-10	217	22,752	+8	-3	145	26,491	170	128	154
Middle Atlantic.....	-13	-12	-6	661	94,124	+10	-3	422	92,885	157	109	126
East North Central.....	-14	-9	-8	634	98,041	0	-4	444	118,837	147	127	141
West North Central.....	-14	-13	-6	386	75,812	-3	-3	310	118,789	186	165	166
South Atlantic.....	-9	-3	-6	425	51,810	+9	-3	302	64,507	155	131	156
East South Central.....	-11	-4	-3	178	22,110	-1	0	122	24,460	143	154	158
West South Central.....	-10	-6	-4	306	46,123	+13	-5	225	61,781	165	131	165
Mountain.....	-12	-4	-7	158	18,542	+1	-5	115	21,620	153	136	159
Pacific.....	-18	-12	-9	338	63,897	+3	-3	262	94,008	199	156	161
Automotive supplies.....	-16	-1	-11	217	10,787	-4	-3	151	16,973	248	214	255
New England.....	-27	-3	-15	7	253	c	c	c	c	c	c	c
Middle Atlantic.....	-18	-5	-12	38	891	-3	-2	33	1,605	230	194	221
East North Central.....	-18	-2	-16	47	2,088	-5	-4	36	3,761	208	182	214
West North Central.....	-8	+6	-3	33	2,924	+4	0	29	5,074	265	245	285
South Atlantic.....	-13	-4	-14	14	673	-5	+1	9	878	284	231	256
West South Central.....	-36	-6	-23	15	670	-17	-12	10	1,212	209	163	227
Mountain.....	-15	-3	-10	16	812	-19	-6	7	475	251	265	258
Pacific.....	-13	-8	-12	46	2,440	-8	-2	23	3,418	303	266	304
Electrical group, total.....	-12	-8	-6	618	102,237	-2	-11	541	145,405	147	133	152
Full-line wholesalers.....	-11	-7	-6	391	84,241	-3	-11	380	122,693	148	135	155
New England.....	-18	-15	-7	32	4,706	-7	-8	31	7,720	172	151	160
Middle Atlantic.....	-16	-15	-2	48	11,297	-2	-11	46	17,633	158	130	151
East North Central.....	-15	-5	-3	76	19,655	+1	-10	74	29,497	152	128	164
West North Central.....	-8	-7	-4	59	9,251	-10	-15	39	11,465	124	126	136
South Atlantic.....	-2	0	-3	60	11,990	-4	-12	57	15,959	138	142	158
East South Central.....	+9	+2	-1	22	4,489	-6	-5	21	4,739	107	126	115
West South Central.....	+2	-6	+3	43	9,294	+3	-16	45	11,221	121	119	154
Mountain.....	-13	0	-9	28	3,251	-6	-9	27	5,068	159	147	176
Pacific.....	-21	-15	-15	43	10,328	-7	-11	42	19,588	189	160	178
Wiring supplies, construction materials distributors.....	-28	-8	-15	127	5,686	-5	-5	87	7,074	163	121	158
New England.....	-28	-16	-14	13	395	+3	-2	5	237	199	159	192
Middle Atlantic.....	-18	-9	-5	33	1,156	-2	-6	22	1,457	176	147	161
East North Central.....	-25	-3	-18	31	1,449	-11	-3	24	2,099	168	143	168
West North Central.....	-17	-13	-5	6	515	+7	-11	4	467	146	122	152
South Atlantic.....	-43	-5	-25	20	1,222	-8	-8	14	1,585	133	78	135
West South Central.....	-26	-10	-9	9	539	+15	-5	7	728	168	101	153
Pacific.....	-37	-16	-25	9	237	-17	+4	8	558	241	183	195
Appliances and specialties wholesalers.....	-6	-10	-6	100	12,310	+5	-10	74	13,639	132	116	131
Middle Atlantic.....	-12	-13	-4	25	2,988	+15	-11	14	3,236	148	105	149
East North Central.....	-6	-20	-2	17	1,480	+5	+2	9	1,508	132	123	92
West North Central.....	-4	-4	-7	11	813	+7	-4	9	1,091	151	132	147
South Atlantic.....	0	-4	-7	17	2,732	+1	-20	15	2,450	104	103	124
West South Central.....	-4	-5	-11	7	859	-7	-2	5	1,751	217	221	208
Mountain.....	-29	-11	-27	8	813	+2	-1	8	1,290	159	111	143
Pacific.....	-21	-16	-9	7	895	+15	-12	6	1,579	172	114	161
Furniture and house furnishings.....	-27	-31	-12	59	7,896	+27	+1	42	18,285	288	160	185
Middle Atlantic.....	-17	-18	-7	13	1,412	c	c	c	c	c	c	c
East North Central.....	-32	-36	-6	4	587	c	c	c	c	c	c	c
South Atlantic.....	-26	-37	0	5	427	c	c	c	c	c	c	c
West South Central.....	-12	-6	-5	4	565	c	c	c	c	c	c	c
Mountain.....	-14	-32	-13	4	196	c	c	c	c	c	c	c
Pacific.....	-39	-15	-20	8	241	c	c	c	c	c	c	c
Hardware.....	-20	-13	-14	133	37,305	-2	-1	100	84,662	275	224	239
New England.....	-26	-31	-16	4	387	+8	-2	4	1,729	471	324	330
Middle Atlantic.....	-21	-22	-10	24	4,456	+1	+1	17	8,801	251	200	199
East North Central.....	-18	-12	-15	17	6,595	-6	-4	16	15,959	251	218	232
West North Central.....	-20	-14	-14	17	9,444	0	-4	17	24,899	264	209	235
South Atlantic.....	-14	-5	-9	22	3,490	+8	+2	18	7,787	261	205	250
East South Central.....	-21	+2	-13	11	2,679	+8	0	4	2,175	219	149	202
West South Central.....	-12	-13	-12	13	3,474	-7	-2	7	5,028	265	252	244
Mountain.....	-24	-12	-11	10	1,958	+12	+1	4	2,107	321	244	357
Pacific.....	-25	-18	-19	15	4,842	-7	+4	13	16,187	357	285	275
Industrial supplies.....	-25	-12	-12	71	8,777	+1	-5	46	17,611	269	213	268
New England.....	-25	-17	-16	9	543	-2	-3	8	1,861	430	337	377
Middle Atlantic.....	-39	-28	-18	18	962	-15	-5	10	1,614	279	223	234
East North Central.....	-29	-13	-12	10	757	+3	-1	6	579	233	191	207
West North Central.....	-19	-19	-14	9	682	c	c	c	c	c	c	c
South Atlantic.....	-32	-17	-18	8	519	+3	+3	7	1,451	278	184	223
West South Central.....	-24	-9	-3	6	3,164	-1	-9	5	6,703	255	214	296
Pacific.....	-13	+1	-14	9	1,858	+10	-2	7	4,709	231	223	290
Jewelry.....	-34	-27	-19	155	3,154	-14	0	78	10,522	461	358	342
New England.....	-37	-34	-21	6	210	c	c	c	c	c	c	c
Middle Atlantic.....	-42	-39	-24	44	542	-16	-1	16	2,238	678	442	591
East North Central.....	-36	-26	-19	45	921	-21	+2	22	2,970	430	352	321
West North Central.....	-32	-27	-12	17	584	0	-1	12	2,111	448	313	364
Pacific.....	-25	-18	-20	34	788	-15	0	19	2,704	395	348	327
Lumber and building materials.....	-25	-18	-8	62	10,050	+2	-4	33	9,641	140	111	120
Middle Atlantic.....	-21	-21	+7	13	2,231	c	c	c	c	c	c	c
East North Central.....	-26	-16	-18	13	1,227	+28	-4	8	1,097	135	84	114
West North Central.....	-27	-24	+13	6	1,603	c	c	c	c	c	c	c
South Atlantic.....	-31	-11	-18	8	1,046	-4	0	5	1,072	191	142	169
East South Central.....	-36	-29	-23	4	479	c	c	c	c	c	c	c
Mountain.....	-13	-17	-7	4	1,681	c	c	c	c	c	c	c
Pacific.....	-28	-12	-19	11	1,585	-7	-1	8	1,623	159	131	139

(Continued on next page)

**WHOLESALE SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
JULY 1949**

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(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		July 1949 panel			Percent change		July 1949 panel		July 1949	July 1948	June 1949
	July 1949 from July 1948	July 1949 from June 1949	7 mos. 1949 from 7 mos. 1948 b	No. of estab- lishments report- ing	Reported dollar sales (add 000)	July 1949 from July 1948	July 1949 from June 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Machinery equipment, supplies (except electrical).....	-17	-10	-10	51	\$5,138	+8	-5	36	\$10,050	225	179	219
New England.....	-39	-20	-25	5	288	c	c	c	c	c	c	c
Middle Atlantic.....	-39	-19	-18	7	451	-8	-4	4	876	232	180	196
East North Central.....	-25	-18	-18	13	770	-5	-1	9	1,190	193	163	189
South Atlantic.....	-28	-32	-20	5	158	c	c	c	c	c	c	c
Pacific.....	-35	-12	-28	10	587	+17	-1	7	1,812	487	279	415
Metals.....	-33	-18	-14	23	4,878	+25	-2	17	11,569	242	136	207
Optical goods.....	-5	-11	+5	11	241	-12	-10	5	130	129	147	137
Paints and varnishes.....	-12	-2	-9	54	5,470	-10	+1	44	13,555	233	281	281
Middle Atlantic.....	-25	-25	-12	4	78	c	c	c	c	c	c	c
East North Central.....	-14	-12	-12	6	537	c	c	c	c	c	c	c
South Atlantic.....	-1	-17	-7	4	323	c	c	c	c	c	c	c
Plumbing and heating supplies.....	-18	-7	-14	55	3,792	+8	-5	28	3,632	185	153	186
New England.....	-14	+7	-17	7	273	c	c	c	c	c	c	c
Middle Atlantic.....	-24	-10	-17	18	1,142	-5	-9	7	746	153	130	151
East North Central.....	+4	+9	-9	10	612	+20	-3	7	891	190	169	221
West North Central.....	-4	-5	-13	8	605	+12	-2	6	895	176	148	171
Refrigeration equipment, parts (commercial).....	-9	-3	-10	31	1,472	-3	+7	24	2,648	229	216	206
Middle Atlantic.....	-11	-3	-8	6	302	c	c	c	c	c	c	c
East North Central.....	+10	+3	+2	6	387	0	+37	5	761	219	243	163
South Atlantic.....	-9	+5	-6	5	245	+7	+5	5	484	198	168	197
Pacific.....	-20	-10	-19	9	241	-10	-1	8	589	256	232	232
Surgical, medical, equipment, supplies.....	+4	-4	+1	30	3,286	+6	+1	21	3,787	136	137	151
Middle Atlantic.....	+2	-11	-2	7	302	c	c	c	c	c	c	c
East North Central.....	+8	-5	+6	8	2,128	+4	+1	7	2,242	111	116	104
Beer.....	+9	+3	+10	40	3,572	+10	+1	32	1,263	39	40	40
Middle Atlantic.....	+17	+1	+26	8	574	+29	+7	6	89	16	14	15
East North Central.....	-11	-1	-7	10	569	-1	-2	9	145	27	24	27
West North Central.....	+17	-1	+20	6	1,154	+25	-6	5	154	12	12	13
South Atlantic.....	+21	+18	+8	6	871	+9	+1	5	721	88	102	108
Pacific.....	-8	-8	0	5	303	c	c	c	c	c	c	c
Chemicals, industrial.....	-24	-15	-21	14	907	-8	+1	9	939	162	127	143
Clothing and furnishings (except shoes).....	-43	-4	-21	24	919	-19	+11	13	1,158	194	219	213
Middle Atlantic.....	-54	+1	-23	9	584	c	c	c	c	c	c	c
East North Central.....	-28	-24	-26	5	96	c	c	c	c	c	c	c
South Atlantic.....	-26	-26	-21	4	37	c	c	c	c	c	c	c
Coal.....	-60	-25	-22	10	2,830	+8	+10	6	6,855	446	148	307
Confectionery.....	-7	-5	-2	45	1,611	+16	+8	24	1,193	106	82	93
Middle Atlantic.....	-10	-7	-4	7	443	c	c	c	c	c	c	c
West North Central.....	-5	-4	+12	4	326	c	c	c	c	c	c	c
South Atlantic.....	-12	-11	-4	12	214	c	c	c	c	c	c	c
East South Central.....	-5	+8	-1	7	103	c	c	c	c	c	c	c
West South Central.....	+14	+13	+8	4	128	c	c	c	c	c	c	c
Dairy and poultry products.....	-22	-10	-15	29	6,240	-15	+3	17	2,686	54	52	50
Middle Atlantic.....	-25	-14	-23	7	2,845	c	c	c	c	c	c	c
East North Central.....	-21	-18	-5	12	1,561	c	c	c	c	c	c	c
Drugs and sundries (liquor excluded).....	-3	-4	+1	169	40,876	+1	+2	150	58,859	164	178	174
New England.....	-3	-4	+2	11	1,597	+8	+5	9	2,721	137	139	158
Middle Atlantic.....	-2	-5	-1	24	7,882	+5	+2	17	8,202	168	184	155
East North Central.....	-2	-5	+1	24	6,505	-1	+2	15	7,700	155	184	145
West North Central.....	-3	-9	+1	16	4,500	+6	+5	14	7,124	181	167	162
South Atlantic.....	-1	+2	+2	27	4,716	+2	+1	19	6,546	199	199	206
East South Central.....	-3	+3	-1	17	3,037	-3	+1	13	4,607	184	187	188
West South Central.....	-2	-3	+4	21	4,646	+4	+3	16	8,114	219	208	206
Mountain.....	-1	-2	0	11	1,868	+2	0	9	3,688	204	197	199
Pacific.....	-8	-9	-2	18	5,268	-5	+1	15	10,137	198	190	176
Dry goods.....	-31	-3	-23	187	29,628	-33	0	124	65,889	281	281	259
New England.....	-28	-12	-15	6	350	-27	+5	6	785	227	224	148
Middle Atlantic.....	-24	-13	-24	45	3,380	-23	+1	27	5,556	292	280	276
East North Central.....	-33	-16	-21	13	1,615	-21	-1	13	4,117	255	215	215
West North Central.....	-28	-11	-21	11	4,512	-33	-7	10	10,574	287	254	227
South Atlantic.....	-41	-8	-20	25	1,928	-23	+5	17	5,429	325	244	235
East South Central.....	-38	+2	-22	19	1,297	-33	+7	12	2,730	292	274	276
West South Central.....	-34	-3	-21	14	1,154	-32	+3	12	2,253	227	221	204
Mountain.....	-16	-3	-14	7	631	-15	+9	5	1,039	309	308	184
Pacific.....	-25	-13	-8	17	3,214	+9	0	10	6,966	539	285	412
Farm supplies.....	-10	-18	-10	15	2,001	-14	+7	10	744	72	71	65
Fresh fruits and vegetables.....	-18	-20	-4	89	7,122	+1	-5	45	1,055	24	21	22
New England.....	-26	-14	-13	11	686	+8	-7	9	40	11	9	10
Middle Atlantic.....	-18	-14	-9	17	1,806	+18	-11	10	154	23	16	20
East North Central.....	-18	-34	-2	17	1,618	+12	+26	10	344	40	34	32
South Atlantic.....	+3	-25	+11	6	291	c	c	c	c	c	c	c
East South Central.....	-20	-24	-6	6	274	c	c	c	c	c	c	c
Pacific.....	-1	-8	-1	6	1,052	+4	+27	4	93	13	10	9
Groceries, total.....	-9	-10	-1	597	97,702	-8	0	388	89,697	134	133	120
Non-affiliated full-line wholesalers.....	-8	-12	0	542	47,211	-7	+1	214	47,283	158	136	117
New England.....	-11	-7	-7	6	1,088	c	c	c	c	c	c	c
Middle Atlantic.....	-5	-19	+2	23	3,510	-8	+4	13	3,214	112	117	85
East North Central.....	-5	-14	+3	53	7,659	+1	+4	27	9,708	168	157	139
West North Central.....	-2	-26	+11	56	9,388	-5	0	44	12,448	163	157	108
South Atlantic.....	-10	-2	-7	60	6,458	-10	-5	30	3,956	107	109	107
East South Central.....	-17	-6	-12	30	2,750	-16	-3	20	2,839	131	128	127
West South Central.....	-9	-2	-3	88	9,998	-2	+7	64	9,571	132	124	123
Mountain.....	-10	+5	-3	11	1,560	-25	-10	8	1,381	115	139	128
Pacific.....	-11	-11	+7	15	4,792	-18	-6	5	2,814	123	119	116

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION **JULY 1949**

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			July 1949 panel		Percent change		July 1949 panel		July 1949	July 1948	June 1949
	July 1949 from July 1948	July 1949 from June 1949	7 mos. 1949 from 7 mos. 1948 b	No. of estab- lishments report- ing	Reported dollar sales (add 000)	July 1949 from July 1948	July 1949 from June 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Voluntary-group wholesalers.....	-13	-7	-3	139	\$34,053	-13	-3	107	\$31,738	129	132	126
New England.....	-13	-5	-4	8	2,315	c	c	c	c	c	c	c
Middle Atlantic.....	-14	-11	-3	35	7,863	-6	0	20	3,505	117	114	112
East North Central.....	-12	-9	-4	39	9,015	-1	-1	32	8,626	119	106	110
West North Central.....	+1	+1	+2	24	5,654	-17	-3	24	10,098	179	219	187
South Atlantic.....	-15	-9	-5	10	1,471	-9	0	6	946	121	119	107
Pacific.....	-23	-11	-6	10	6,001	-24	-7	9	5,755	102	107	100
Retailer-cooperative warehouses.....	+2	-7	+10	23	9,290	-1	+1	14	6,021	132	134	125
Middle Atlantic.....	+10	-8	+11	7	1,965	c	c	c	c	c	c	c
West North Central.....	+8	-7	+12	4	1,892	c	c	c	c	c	c	c
South Atlantic.....	-10	-17	-5	4	927	c	c	c	c	c	c	c
Specialty lines wholesalers.....	-12	-16	-3	93	7,148	-1	-2	53	4,655	128	128	108
New England.....	-17	-16	-10	7	176	c	c	c	c	c	c	c
Middle Atlantic.....	-8	-22	-6	20	2,538	+2	-4	10	1,683	143	126	103
East North Central.....	-15	-27	+9	12	822	-7	-8	6	191	70	62	55
South Atlantic.....	-4	-12	0	25	1,275	-2	-5	14	1,090	130	135	123
East South Central.....	+3	-6	+5	6	425	c	c	c	c	c	c	c
West South Central.....	-15	-9	-5	4	233	c	c	c	c	c	c	c
Pacific.....	-24	-6	-3	14	1,563	-1	+5	10	897	164	168	155
Leather and shoe findings.....	-27	-16	-12	32	442	+8	+1	16	1,134	481	345	386
Middle Atlantic.....	-15	-15	-2	8	50	c	c	c	c	c	c	c
East North Central.....	-23	-7	-10	7	88	c	c	c	c	c	c	c
West North Central.....	-14	-10	-10	6	71	c	c	c	c	c	c	c
Pacific.....	-35	-21	-16	6	185	c	c	c	c	c	c	c
Meats and meat products.....	-9	-4	-14	48	35,007	-47	-2	32	5,646	37	59	35
Middle Atlantic.....	-14	-5	-14	10	3,677	-35	-15	10	1,366	36	47	40
East North Central.....	-11	-4	-14	13	8,762	-58	+5	12	2,807	34	72	31
Pacific.....	-25	-8	-5	4	2,593	c	c	c	c	c	c	c
Paper and its products.....	-12	-10	-12	59	6,358	-5	-1	34	6,574	166	146	149
New England.....	-14	-3	-11	4	233	c	c	c	c	c	c	c
Middle Atlantic.....	-16	-15	-17	15	1,285	-14	-4	10	1,002	129	124	110
East North Central.....	-12	-15	-11	19	2,889	-9	0	12	2,570	148	130	117
West North Central.....	-7	-2	-11	5	270	c	c	c	c	c	c	c
South Atlantic.....	-17	-14	-13	7	454	c	c	c	c	c	c	c
Pacific.....	-10	+21	-7	5	925	c	c	c	c	c	c	c
Petroleum.....	-17	-10	-10	26	2,588	+7	+2	25	3,039	118	92	105
Shoes and other footwear.....	+5	+25	-9	27	23,316	+16	-10	18	12,777	101	99	211
New England.....	-16	+12	-24	4	478	c	c	c	c	c	c	c
Middle Atlantic.....	-4	+34	-5	5	488	c	c	c	c	c	c	c
West North Central.....	+2	+14	-6	4	1,721	c	c	c	c	c	c	c
South Atlantic.....	+4	+62	-13	4	1,398	c	c	c	c	c	c	c
Pacific.....	-20	-21	-21	5	205	c	c	c	c	c	c	c
Tobacco products.....	-4	0	-1	274	37,088	-5	-9	152	12,454	51	51	58
New England.....	-6	-6	0	23	3,002	+2	0	8	409	50	47	48
Middle Atlantic.....	0	+9	-4	62	14,715	-13	-16	42	5,915	48	54	65
East North Central.....	-5	-3	0	51	6,183	+22	+1	21	1,571	57	44	54
West North Central.....	-6	-5	-4	41	3,902	-4	-2	25	1,580	57	54	55
South Atlantic.....	-9	-11	+2	17	2,401	-2	+5	15	1,079	45	42	38
East South Central.....	+1	+10	-1	10	922	-3	-1	7	411	56	57	64
West South Central.....	+3	-5	+5	29	1,944	-8	-2	9	267	49	52	47
Mountain.....	+4	-2	+6	18	1,143	+13	0	13	483	73	63	87
Pacific.....	-7	-12	-2	23	2,876	-13	-13	12	739	51	53	57
Wines and spirits.....	-7	-16	c	196	36,717	c	-1	160	46,858	155	c	136
New England.....	+4	-7	c	14	2,326	c	+4	13	2,681	134	c	117
Middle Atlantic.....	-9	-32	c	21	8,068	c	+3	17	10,379	179	c	129
East North Central.....	-6	-11	c	33	5,726	c	-19	27	5,190	116	c	128
West North Central.....	-11	-27	c	18	2,120	c	+2	14	2,090	120	c	87
South Atlantic.....	+11	+2	c	28	5,373	c	+14	25	7,163	152	c	132
East South Central.....	-17	-17	c	12	1,835	c	+6	11	2,605	153	c	125
West South Central.....	-14	-3	c	25	4,415	c	-6	21	3,236	197	c	207
Mountain.....	-12	-12	c	11	1,054	c	-12	8	774	99	c	99
Pacific.....	-10	-13	c	34	5,780	c	-1	24	7,740	162	c	141
Miscellaneous.....	-18	+9	-10	11	2,058	-17	-4	7	2,027	350	222	307

- a 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 reporting inventories in conjunction with sales.
- b Includes reports received too late for inclusion in previous monthly trends.
- c Insufficient data to show separately.
- d Not affiliated with voluntary or cooperative groups.
- e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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. Mexico., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

PHILIP M. HAUSER, Acting Director.

FOR RELEASE
SEPTEMBER 30, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

AUGUST 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,419 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales for the month of August were 12 percent above the sales level reported for the previous month. While this increase follows the usual seasonal trend, it is substantially greater than would normally be expected. However, compared with August a year ago, a drop of 8 percent is indicated. With but few exceptions, all trades covered by this report registered material increases in dollar sales volume compared with the previous month, but, in general, are still below the sales levels established in August 1948.

Cumulative sales for the first eight months of this year were 8 percent below the corresponding period in 1948.

INVENTORIES

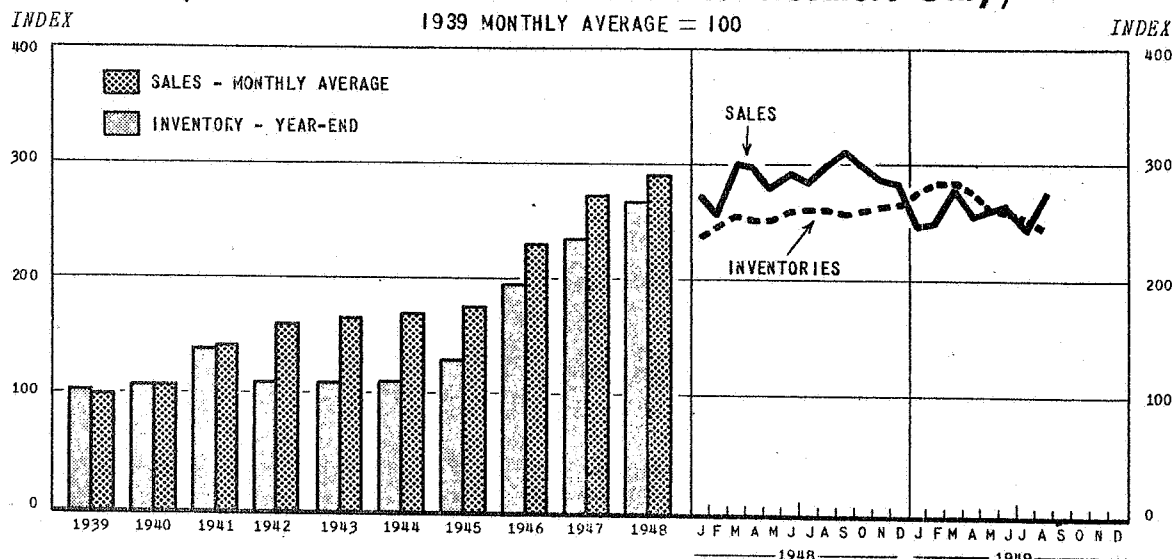
August inventories, valued at cost, declined 2 percent below the previous month's level and 7 percent lower than the dollar value of stocks on hand in August 1948, according to reports submitted by 2,477 firms reporting inventories in conjunction with sales. The stock-sales ratio of 147 for August was 20 points below the previous month but indicated a 2-point gain above the 145 recorded for the same month a year ago.

RETAIL TRADE

August sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, recorded a 10 percent increase above the previous month but declined 2 percent below August 1948. Cumulative sales for the first eight months of 1949 are 2 percent below the corresponding period a year ago.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES*

(Service and Limited Function Wholesalers Only)



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
AUGUST 1949

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(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios			
	Percent change		August 1949 from August 1948	No. of estab- lishments report- ing	Reported dollar sales (add 000)	Percent change		August 1949 from August 1948	No. of estab- lishments report- ing	Reported dollar values (add 000)	August 1949	August 1948	July 1949
	August 1949 from August 1948	August 1949 from July 1949				August 1949 from August 1948	August 1949 from July 1949						
United States.....	-8	+12	-8	3,419	\$620,257	-7	-2	2,477	\$736,961	147	145	167	
New England.....	-3	+11	-9	219	25,359	-10	-4	159	25,322	141	149	160	
Middle Atlantic.....	-8	+11	-7	668	112,509	+1	+1	450	111,774	135	125	146	
East North Central.....	-7	+11	-8	533	106,353	-6	-3	456	113,379	130	130	147	
West North Central.....	-7	+14	-6	386	84,500	-5	-2	301	113,905	159	155	186	
South Atlantic.....	-8	+9	-7	455	62,797	-6	-3	335	70,847	140	138	156	
East South Central.....	-11	+13	-9	186	26,311	-8	+3	133	27,344	132	129	143	
West South Central.....	-7	+3	-5	283	45,757	-6	0	207	56,693	160	157	163	
Mountain.....	0	+13	-6	156	22,351	-3	-2	119	23,330	136	139	155	
Pacific.....	-12	+17	-9	356	70,066	-3	-2	245	94,927	170	154	199	
Automotive supplies.....	-12	+14	-11	225	17,344	-3	-3	143	14,533	223	184	249	
New England.....	-10	+20	-14	9	517	-11	-5	4	380	199	166	186	
Middle Atlantic.....	-12	+11	-12	38	1,148	-3	-1	35	2,296	215	194	243	
East North Central.....	-17	+16	-17	53	2,939	-4	-1	41	3,568	214	166	223	
West North Central.....	-17	+5	-10	31	3,957	+15	-2	12	2,033	276	181	302	
South Atlantic.....	+4	+21	-8	19	2,903	+9	-4	12	1,262	158	147	229	
West South Central.....	-13	+17	-21	12	1,242	-15	0	8	1,230	190	170	217	
Mountain.....	-2	+22	-8	18	2,208	-3	-27	7	576	166	155	233	
Pacific.....	-20	+2	-13	45	2,430	-11	-3	24	3,168	297	242	304	
Electrical group, total.....	-8	+5	-6	613	108,808	-10	-9	544	139,292	129	130	143	
Full-line wholesalers.....	-9	+3	-6	395	88,469	-10	-10	389	112,439	128	131	147	
New England.....	-6	+10	-7	32	4,813	-17	-11	32	6,925	144	162	178	
Middle Atlantic.....	-8	+6	-2	47	11,689	-4	-1	45	15,779	134	127	153	
East North Central.....	-7	+6	-6	78	21,156	-6	-9	75	27,245	131	129	152	
West North Central.....	-7	+4	-4	40	10,400	-22	-13	40	10,513	101	180	121	
South Atlantic.....	-7	+2	-3	57	11,454	-11	-8	55	14,098	127	135	142	
East South Central.....	-9	+8	-2	25	4,654	-5	-5	24	4,829	105	102	102	
West South Central.....	-6	+11	+2	43	8,289	-7	-3	43	10,309	124	126	121	
Mountain.....	-7	+6	-9	28	3,432	-13	-8	28	4,696	137	145	158	
Pacific.....	-19	+8	-14	46	12,372	-14	-11	45	18,094	147	140	179	
Wiring supplies, construction materials distributors.....	-18	+7	-15	124	5,314	-7	-1	82	5,631	152	137	173	
New England.....	-27	+2	-16	13	403	+3	+2	5	241	180	152	199	
Middle Atlantic.....	-15	+12	-6	35	1,071	-3	0	24	1,490	179	156	203	
East North Central.....	-23	+10	-19	29	1,358	-12	-2	23	1,799	152	132	169	
West North Central.....	-12	-3	-5	9	999	-1	0	7	927	134	124	159	
South Atlantic.....	-19	+5	-25	15	592	-9	-4	9	348	139	134	147	
Pacific.....	-18	+15	-23	7	175	-15	-3	6	371	220	225	260	
Appliances and specialties wholesalers.....	0	+20	-5	93	14,940	-4	-5	73	15,172	116	119	146	
New England.....	-21	+26	-11	7	511	-1	+15	7	531	104	83	123	
Middle Atlantic.....	+5	+39	-3	28	5,798	-2	-6	17	5,657	123	127	164	
East North Central.....	-15	+14	-4	12	1,464	-9	-14	10	1,355	103	95	139	
West North Central.....	-10	-3	-8	12	804	-4	-3	9	1,043	148	134	143	
South Atlantic.....	-1	+15	-6	14	2,802	-1	-1	13	2,127	92	90	104	
East South Central.....	-6	+85	-25	6	793	-4	+1	6	992	125	123	167	
West South Central.....	-6	+27	-6	6	1,079	+3	-15	5	1,026	105	135	162	
Pacific.....	+26	+27	-6	6	1,079	+3	-15	5	1,026	105	135	162	
Furniture and house furnishings.....	-11	+38	-12	52	10,902	+25	-10	37	16,106	183	129	289	
Middle Atlantic.....	-10	+55	-7	13	2,182	0	0	0	0	0	0	0	
East North Central.....	-14	+45	-7	4	849	0	0	0	0	0	0	0	
West North Central.....	-3	+55	0	4	640	0	0	0	0	0	0	0	
South Atlantic.....	+35	+4	-5	5	473	0	0	0	0	0	0	0	
Mountain.....	-19	+12	-14	132	43,077	-3	-4	103	85,342	235	196	275	
Pacific.....	-15	+84	-16	4	490	+3	-5	4	1,635	334	275	471	
New England.....	-13	+18	-10	24	5,793	-4	-2	18	9,388	188	168	229	
Middle Atlantic.....	-15	+17	-16	18	8,026	-13	-7	17	15,141	195	191	247	
East North Central.....	-23	+4	-15	17	9,642	+2	-3	17	24,780	257	194	277	
West North Central.....	-12	+16	-10	21	3,778	+9	0	17	7,750	239	196	281	
South Atlantic.....	-19	+12	-14	12	3,331	+4	-4	6	3,137	186	144	222	
East South Central.....	-20	+5	-13	14	3,897	-7	0	8	5,343	235	213	252	
West South Central.....	-3	+12	-10	8	2,212	+9	-3	4	2,049	237	257	321	
Mountain.....	-25	+15	-20	14	5,908	-5	-5	12	16,119	288	225	358	
Pacific.....	-19	+8	-13	73	9,450	0	-1	49	17,249	252	211	267	
Industrial supplies.....	-25	+10	-17	8	358	+4	-1	6	1,401	454	324	532	
New England.....	-23	+19	-20	18	1,276	-17	-1	11	1,845	222	184	243	
Middle Atlantic.....	-10	+25	-12	10	833	+1	-2	7	627	178	183	229	
East North Central.....	+3	+24	-12	7	654	0	0	0	0	0	0	0	
West North Central.....	-27	+16	-20	9	715	0	-1	8	1,677	237	178	279	
South Atlantic.....	-21	-3	-6	6	3,070	+3	+1	5	6,759	274	231	255	
East South Central.....	-14	+6	-14	11	2,065	0	-5	8	4,584	251	215	280	
West South Central.....	-12	+63	-19	149	5,178	-8	+8	83	10,708	284	268	434	
Mountain.....	-8	+64	-20	7	370	0	0	0	0	0	0	0	
Pacific.....	-25	+63	-25	40	915	-12	+7	19	2,500	404	316	644	
New England.....	-12	+71	-18	44	1,530	-12	+5	24	2,337	205	200	355	
Middle Atlantic.....	-7	+72	-12	14	820	+2	+6	10	1,705	250	229	413	
East North Central.....	-14	+61	-15	6	248	0	0	0	0	0	0	0	
West North Central.....	-1	+44	-18	31	1,111	-4	+13	20	3,069	304	327	387	
South Atlantic.....	-13	+23	-8	56	11,288	-5	-6	36	9,629	106	99	136	
East South Central.....	-10	+22	+4	13	2,700	+13	-1	4	946	49	42	59	
West South Central.....	-9	+19	-17	11	1,052	+20	-7	8	1,061	131	111	174	
Mountain.....	-12	+28	+8	5	2,024	0	0	0	0	0	0	0	
Pacific.....	-27	+21	-19	7	895	-21	-18	6	967	141	119	185	
New England.....	-25	+31	-23	4	628	0	0	0	0	0	0	0	
Middle Atlantic.....	+4	+23	-6	4	2,063	-9	-9	4	2,149	104	120	141	
East North Central.....	-22	+21	-19	9	1,650	0	+5	8	1,569	96	75	111	
West North Central.....	-23	+12	-12	44	3,570	+3	+1	29	5,742	195	152	210	
South Atlantic.....	-22	+7	-24	5	213	0	0	0	0	0	0	0	
East South Central.....	-36	+14	-20	6	463	0	0	0	0	0	0	0	
West South Central.....	-33	+15	-19	9	522	+1	+3	7	955	192	152	213	
Mountain.....	-1	+31	-18	5	220	0	0	0	0	0	0	0	
Pacific.....	-25	+48	-28	7	323	+1	-4	4	469	233	191	249	
Machinery equipment, supplies (except electrical).....	-29	+8	-28	7	323	+1	-4	4	469	233	191	249	
New England.....	-32	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
Middle Atlantic.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
East North Central.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
West North Central.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
South Atlantic.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
East South Central.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
West South Central.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
Mountain.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
Pacific.....	-22	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	
Metals.....	-32	+19	-17	22	4,792	+22	-2	18	9,833	210	118	254	

(Continued on next page)

WHOLESALESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
AUGUST 1949

Page 3

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)					Stock-sales ^a ratios		
	Percent change			No. of estab- lishments report- ing	Reported dollar sales (add 000)	Percent change		No. of estab- lishments report- ing	Reported dollar values (add 000)		August 1949	August 1948	July 1949
	August 1949 from August 1948	August 1949 from July 1948	8 mos. from 8 mos. 1948 b			August 1949 from August 1948	August 1949 from July 1949						
Optical goods.....	+5	+24	+5	8	\$260	-20	-3	4	\$111		97	134	123
Paints and varnishes.....	-15	+4	-9	56	5,859	-12	-2	49	14,211		250	243	265
Middle Atlantic.....	-17	+1	-12	4	79	c	c	c	c		c	c	c
East North Central.....	-4	+15	-11	6	619	-7	-9	4	447		75	79	95
South Atlantic.....	-9	+8	-7	4	350	+9	-17	4	382		109	91	142
Plumbing and heating supplies.....	-17	+17	-15	70	9,099	-28	-1	47	10,011		140	160	186
New England.....	-15	+22	-17	7	333	c	c	c	c		c	c	c
Middle Atlantic.....	-25	+16	-18	16	1,158	-2	+4	7	839		152	119	188
East North Central.....	-3	+20	-9	13	1,353	-5	-7	11	1,646		140	141	179
West North Central.....	-1	+25	-12	6	683	c	c	c	c		c	c	c
South Atlantic.....	-17	+16	-17	21	4,664	-38	-1	21	6,597		137	177	160
Pacific.....	-32	+14	-17	4	661	c	c	c	c		c	c	c
Refrigeration equipments, parts (commercial).....	-4	-6	-9	26	1,210	-4	-2	20	2,172		224	235	224
Middle Atlantic.....	-9	-3	-8	6	294	c	c	c	c		c	c	c
East North Central.....	-8	-17	+3	4	185	+5	+1	4	449		243	249	201
South Atlantic.....	+10	+9	-4	5	266	+2	-1	5	477		179	193	198
Pacific.....	-12	+7	-18	5	190	-6	+2	4	450		243	231	284
Surgical, medical, equipment, supplies.....	+11	+8	+2	29	3,424	+7	-2	23	3,757		125	131	136
Middle Atlantic.....	-11	-4	-2	5	172	+7	0	4	332		302	242	295
East North Central.....	+11	+10	+7	7	2,214	+6	-5	6	1,918		92	97	103
South Atlantic.....	+26	+13	-11	5	350	-3	+2	4	519		156	209	173
Beer.....	+9	+4	+10	41	3,282	+15	+3	36	874		28	27	28
Middle Atlantic.....	+18	+1	+25	8	578	+24	+20	6	107		19	18	16
East North Central.....	-11	0	-8	11	596	+21	+7	10	184		32	24	30
West North Central.....	+18	+6	+20	5	1,156	+23	-2	5	137		12	11	13
South Atlantic.....	+1	-9	+7	5	385	+40	+11	4	190		58	45	47
Pacific.....	+15	+27	+2	5	384	c	c	c	c		c	c	c
Chemicals, industrial.....	-18	+27	-21	14	1,403	-16	-5	11	1,113		91	88	121
Clothing and furnishings (except shoes).....	-47	+161	-26	26	2,477	-14	-2	14	1,205		117	144	200
Middle Atlantic.....	-54	+208	-30	10	1,891	c	c	c	c		c	c	c
East North Central.....	-25	+82	-25	5	175	c	c	c	c		c	c	c
South Atlantic.....	-7	+159	-18	4	98	c	c	c	c		c	c	c
Pacific.....	-6	+87	-15	4	129	c	c	c	c		c	c	c
Coal.....	-38	+44	-24	8	3,752	-15	+3	4	4,706		232	191	350
Confectionery.....	+2	+7	-1	44	1,802	+14	-6	26	1,228		86	78	97
Middle Atlantic.....	+8	+4	-3	7	517	-11	-17	4	160		41	52	51
West North Central.....	+6	+8	+11	4	352	+4	+5	4	218		62	63	63
South Atlantic.....	-4	+16	-4	12	248	+3	-1	6	189		108	101	129
East South Central.....	+1	+4	-1	6	72	c	c	c	c		c	c	c
Dairy and poultry products.....	-12	+5	-15	28	4,047	-34	-4	17	1,084		37	53	38
East North Central.....	-9	+9	-6	11	1,455	c	c	c	c		c	c	c
South Atlantic.....	-6	+10	-6	4	219	c	c	c	c		c	c	c
Drugs and sundries (liquor excluded).....	+7	+12	+2	179	45,537	+2	+3	140	61,809		170	179	184
New England.....	+13	+9	+5	13	2,496	-2	-1	10	3,132		183	184	181
Middle Atlantic.....	+10	+10	0	23	7,616	+3	+3	16	6,911		151	164	159
East North Central.....	+7	+10	+2	28	7,924	-3	+1	20	9,084		147	161	158
West North Central.....	+6	+12	+2	19	5,234	+3	+4	17	7,643		166	173	180
South Atlantic.....	+7	+8	+3	28	5,136	+3	+4	21	7,084		190	197	192
East South Central.....	+1	+9	-1	16	3,139	+2	+6	13	4,861		180	181	184
West South Central.....	+4	+12	+4	24	5,440	+13	+3	18	8,601		203	187	221
Mountain.....	+7	+15	+1	11	2,150	+5	+4	9	5,827		184	187	204
Pacific.....	+8	+19	0	19	6,402	-3	+4	16	10,666		169	186	194
Dry goods.....	-17	+52	-22	180	46,172	-30	+1	121	67,723		169	199	257
New England.....	-10	+72	-14	7	626	-28	+6	6	617		117	150	207
Middle Atlantic.....	-17	+49	-25	45	6,711	-8	-1	28	7,856		176	163	257
East North Central.....	-21	+52	-21	12	2,355	-20	+2	12	3,866		164	163	245
West North Central.....	-7	+87	-18	11	7,696	-21	+8	10	11,577		151	180	236
South Atlantic.....	-25	+79	-21	20	3,205	-23	-4	15	4,961		173	167	324
East South Central.....	-28	+75	-25	18	2,800	-25	+8	12	2,961		174	182	292
West South Central.....	-25	+70	-21	12	1,500	-59	-4	11	1,650		131	164	229
Mountain.....	-8	+78	-13	6	1,044	-13	-2	6	1,309		125	132	228
Pacific.....	-12	+44	-9	17	4,749	+14	+4	9	7,115		331	220	544
Farm supplies.....	+3	+25	-9	15	3,204	-5	+45	8	840		84	88	67
Fresh fruits and vegetables.....	-2	-13	-4	62	4,905	-6	-8	41	672		26	28	25
New England.....	-8	-12	-15	9	418	-6	-26	8	29		10	10	11
Middle Atlantic.....	-8	-17	-9	16	1,303	-30	0	8	47		13	16	11
East North Central.....	+2	-21	-2	14	1,346	-5	-7	9	485		44	47	38
West North Central.....	+13	-8	+10	7	302	+3	-2	5	41		17	20	16
South Atlantic.....	+5	+10	-5	6	301	c	c	c	c		c	c	c
East South Central.....	-4	-8	-2	5	745	-1	-18	4	76		11	11	13
Groceries, total.....	-3	+8	-1	574	100,153	-6	+5	381	94,511		129	134	154
Non-affiliated full-line wholesalers ^d	-1	+9	0	336	52,070	-6	+4	216	51,393		129	135	153
New England.....	-10	+5	-7	6	1,151	c	c	c	c		c	c	c
Middle Atlantic.....	-5	+8	+1	22	3,538	-8	0	13	3,244		110	112	118
East North Central.....	0	+19	+5	55	8,692	-8	+2	27	9,930		145	159	168
West North Central.....	+5	+8	+11	54	9,965	0	+7	44	13,339		151	159	162
South Atlantic.....	-6	+5	-7	65	7,087	-8	+9	35	4,963		109	116	106
East South Central.....	-4	+20	-12	32	5,670	-10	+2	24	3,061		101	107	123
West South Central.....	-3	+1	-3	79	11,927	-6	+5	57	11,184		123	123	114
Mountain.....	0	+2	-3	9	1,228	-24	0	7	1,589		120	162	123
Pacific.....	+1	+16	+6	14	4,614	-11	-5	6	2,780		105	108	125
Voluntary-group wholesalers.....	-1	+9	-3	128	33,690	-10	+5	100	30,850		129	142	132
Middle Atlantic.....	-1	+7	-3	34	8,291	-3	+8	18	3,550		128	126	123
East North Central.....	-4	+10	-4	34	7,719	-2	+6	28	7,784		122	110	124
West North Central.....	+8	+9	+3	23	5,583	-10	+3	23	9,843		176	212	167
South Atlantic.....	-4	+11	-5	9	1,468	-2	+5	6	972		109	113	121
East South Central.....	-4	+12	-6	8	6,368	-24	+6	7	5,536		96	123	98

11/26/49

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION AUGUST 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			No. of estab- lishments report- ing	Reported dollar sales (add 000)	Percent change		No. of estab- lishments report- ing	Reported dollar values (add 000)	August 1949	August 1948	July 1949
	August 1949 from August 1948	August 1949 from July 1949	8 mos. 1949 from 8 mos. 1948 b			August 1949 from August 1948	August 1949 from July 1949					
Retailer-cooperative warehouses.....	-6	-3	+9	19	\$5,884	-2	+2	12	\$4,624	124	131	126
Middle Atlantic.....	+7	+20	+10	6	1,312	c	c	c	c	c	c	c
South Atlantic.....	-10	+10	-6	4	1,023	c	c	c	c	c	c	c
Specialty lines wholesalers.....	-17	+11	-6	91	9,009	+12	+12	53	7,444	141	102	152
New England.....	-4	+1	-12	6	125	c	c	c	c	c	c	c
Middle Atlantic.....	-13	+2	-7	21	2,952	+6	+13	10	1,908	121	109	143
East North Central.....	-11	-4	+7	11	535	-12	+1	5	147	62	67	70
South Atlantic.....	-5	+4	-1	24	1,319	-4	-5	16	1,135	120	122	126
East South Central.....	+9	+13	+6	6	479	c	c	c	c	c	c	c
West South Central.....	-2	+5	-4	5	321	0	+8	4	206	105	104	99
Pacific.....	-31	+32	-9	13	2,985	+26	+21	9	3,454	206	97	229
Leather and shoe findings.....	-21	+21	-14	31	535	-5	-4	16	1,101	356	332	435
Middle Atlantic.....	-13	+9	-3	7	48	c	c	c	c	c	c	c
East North Central.....	-21	+6	-11	6	25	c	c	c	c	c	c	c
West North Central.....	-14	+14	-11	6	81	c	c	c	c	c	c	c
Pacific.....	-28	+29	-18	6	238	c	c	c	c	c	c	c
Meats and meat products.....	0	+16	-12	45	38,675	-21	-9	40	15,354	43	54	55
Middle Atlantic.....	-3	+3	-13	9	3,377	-20	+18	9	1,528	39	48	36
East North Central.....	+6	+3	-12	13	9,054	-47	+1	12	2,831	33	66	34
Paper and its product.....	-5	+22	-11	53	7,616	-6	-2	34	5,908	126	131	161
New England.....	0	+16	-10	4	174	+19	+1	4	349	201	169	231
Middle Atlantic.....	-6	+22	-16	16	1,542	-15	-3	10	737	87	95	109
East North Central.....	-13	+17	-11	18	3,205	-12	-4	11	2,160	115	115	144
West North Central.....	-6	+14	-10	4	301	c	c	c	c	c	c	c
South Atlantic.....	-13	+9	-14	7	494	c	c	c	c	c	c	c
Pacific.....	+19	+40	-3	5	1,531	c	c	c	c	c	c	c
Petroleum.....	-2	+21	-6	28	3,406	-5	-11	27	2,936	87	89	117
Shoes and other footwear.....	-3	+19	-8	29	27,336	-3	-8	21	54,106	199	201	256
New England.....	-1	+42	-21	4	661	c	c	c	c	c	c	c
Middle Atlantic.....	+11	+70	-2	6	1,075	c	c	c	c	c	c	c
West North Central.....	+3	+19	-4	4	2,051	c	c	c	c	c	c	c
South Atlantic.....	-3	+72	-11	4	2,408	c	c	c	c	c	c	c
Pacific.....	-14	+70	-21	6	353	c	c	c	c	c	c	c
Tobacco products.....	+6	+4	-1	242	34,111	-15	+6	141	12,279	53	65	51
New England.....	+23	+24	+3	21	3,525	-2	-1	10	433	40	46	46
Middle Atlantic.....	0	-6	-3	50	12,181	-26	+15	36	6,118	58	79	47
East North Central.....	+5	+7	0	49	6,570	+1	-1	20	1,550	43	52	53
West North Central.....	+4	+6	-3	39	3,531	-11	+1	23	1,479	57	65	59
South Atlantic.....	+5	+8	+1	18	2,859	+9	-9	15	1,043	39	37	47
East South Central.....	+18	+16	+2	9	1,004	-13	-5	6	373	46	63	68
West South Central.....	+11	+5	+6	26	1,965	-15	+1	10	478	60	70	61
Mountain.....	+11	+8	+6	13	1,212	+53	+8	13	511	77	59	73
Pacific.....	+7	+11	-1	12	1,263	-3	+3	8	294	39	46	44
Wines and spirits ^a	-3	0	c	270	54,791	+13	+8	208	74,822	181	144	163
New England.....	-5	-18	c	21	2,958	0	+1	17	2,931	137	136	102
Middle Atlantic.....	-5	-2	c	46	17,630	+20	+11	40	26,965	189	148	167
East North Central.....	-8	+5	c	44	7,605	+12	+8	32	9,617	166	131	160
West North Central.....	-11	+16	c	30	4,379	+1	+6	23	4,595	166	142	161
South Atlantic.....	-16	-22	c	39	5,961	+28	+2	34	10,149	193	129	149
East South Central.....	-22	+18	c	16	2,501	-14	+17	13	3,013	156	136	151
West South Central.....	-7	-4	c	28	3,931	-15	+1	17	4,858	243	270	269
Mountain.....	+7	+8	c	14	1,909	+16	+16	12	2,415	141	129	130
Pacific.....	-7	+16	c	32	7,867	+26	+7	20	10,079	187	132	137
Miscellaneous.....	-18	+2	-11	12	2,165	-13	0	6	1,994	301	197	347

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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. Mexico., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

4186P

MONTHLY

WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Philip M. Hauser, Acting Director

FOR RELEASE
NOVEMBER 1, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

SEPTEMBER 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,597 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales in September showed a seasonal increase of 5 percent above the previous month but were still 9 percent below September of last year. Cumulative sales for the first nine months of 1949 were 8 percent below the same period of 1948.

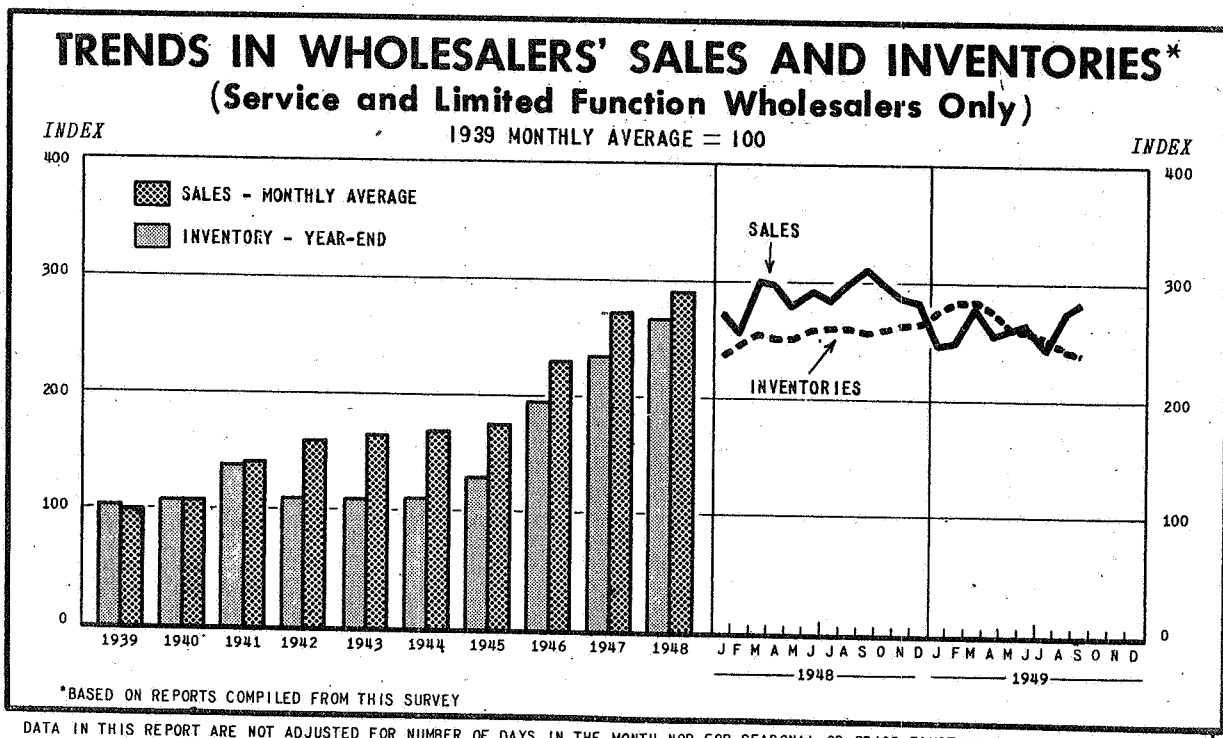
Regionally, declines from September 1948 were reported from all areas. However, moderate gains over the previous month were shown in all regions, except the New England and Mountain regions, which indicated declines of 2 percent. The Middle Atlantic area, with an increase of 12 percent, showed the most substantial month-to-month gain and was only 3 percent below September 1948.

INVENTORIES

Inventories which have declined steadily since February 1949, were off slightly (1%) from the previous month and 8 percent below the stock level at the end of September a year ago. According to the reports of 2,612 establishments reporting inventories in conjunction with sales, the September stock-sales ratio of 137 was 9 points below the previous month but 3 points above the September 1948 ratio.

RETAIL TRADE

September sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, registered a gain of 9 percent over the previous month but declined 2 percent below September 1948. Cumulative sales for the first nine months of 1949 were 2 percent below the corresponding period of last year.



WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
SEPTEMBER 1949

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(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		September 1949 panel			Percent change		September 1949 panel		Sept. 1949	Sept. 1948	August 1949
	Sept. 1949 from Sept. 1948	Sept. 1949 from Aug. 1949	9 mos. 1949 from 9 mos. 1948	No. of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1949 from Sept. 1948	Sept. 1949 from Aug. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States.....	-9	+5	-8	3,597	\$689,588	-8	-1	2,612	\$762,695	137	134	146
New England.....	-12	-2	-10	230	26,758	-7	-1	168	26,233	131	125	185
Middle Atlantic.....	-3	+13	-6	667	129,931	-5	-2	468	112,666	117	120	184
East North Central.....	-9	+7	-8	972	121,995	-5	0	432	125,657	123	119	134
West North Central.....	-7	+6	-6	410	91,397	-7	-2	310	108,616	145	145	156
South Atlantic.....	-11	+8	-8	477	71,497	-8	0	362	78,088	133	128	133
East South Central.....	-10	+6	-9	187	27,640	-7	-2	132	26,108	125	121	121
West South Central.....	-13	+4	-6	308	49,694	-6	+1	233	63,462	155	144	162
Mountain.....	-6	-2	-6	152	21,393	-5	0	116	22,830	139	137	137
Pacific.....	-11	+4	-10	403	86,857	-4	+1	280	104,995	160	147	166
Automotive supplies.....	-8	+8	-11	240	18,517	-5	+3	149	15,034	208	183	213
New England.....	-11	+11	-13	9	576	-5	+6	4	404	185	153	199
Middle Atlantic.....	-15	-12	-12	38	909	-2	+4	35	1,979	237	206	199
East North Central.....	-10	+8	-16	57	4,218	-7	+5	33	4,980	184	161	191
West North Central.....	-10	-1	-10	39	4,490	+8	-3	19	2,956	267	199	275
South Atlantic.....	+3	+10	-5	19	3,162	0	+8	11	1,278	142	145	157
East South Central.....	+4	+1	-13	18	2,617	-24	-3	12	1,225	156	195	188
West South Central.....	-15	+10	-11	14	820	-3	+4	6	525	233	199	220
Mountain.....	-24	-7	-14	46	1,725	-7	+4	24	1,687	359	276	343
Pacific.....	-13	+5	-7	632	118,786	-13	-4	563	130,219	116	115	127
Electrical group, total.....	-15	+5	-7	408	95,693	-13	-4	400	110,737	117	115	129
Full-line wholesalers.....	-19	+6	-9	31	5,076	-18	-8	31	6,509	123	127	144
New England.....	-10	+11	-3	49	13,744	-14	-8	48	15,271	112	118	135
Middle Atlantic.....	-17	+6	-9	82	23,121	-6	-3	79	26,793	119	106	131
East North Central.....	-18	0	-6	39	9,745	-22	-2	39	9,714	100	105	102
West North Central.....	-12	+2	-4	60	12,700	-12	-4	58	14,513	117	120	125
South Atlantic.....	-17	-4	-4	25	4,455	-5	-5	24	4,594	105	95	105
East South Central.....	-16	-1	-1	43	8,195	-9	0	43	10,273	125	115	124
West South Central.....	-15	+4	-10	28	3,580	-17	-7	28	4,344	121	123	137
Mountain.....	-16	+13	-14	51	15,067	-17	-3	50	18,726	125	127	145
Pacific.....	-20	0	-16	129	6,630	-13	-2	88	6,773	130	119	133
Wiring supplies, construction materials distributors.....	-21	+11	-12	13	449	+10	+1	5	243	153	130	130
New England.....	-9	-1	-6	36	1,237	0	+4	22	1,446	153	143	147
Middle Atlantic.....	-17	+3	-13	31	1,721	-14	-3	24	2,014	128	126	137
East North Central.....	-7	-1	-5	8	945	-16	-3	6	717	117	137	121
West North Central.....	-41	-5	-28	19	1,305	-25	-3	14	1,138	100	77	106
South Atlantic.....	-21	-5	-10	8	387	0	0	0	0	0	0	0
East South Central.....	-1	+16	-21	9	410	-26	+3	8	627	155	208	176
West South Central.....	-1	+16	-21	9	410	-26	+3	8	627	155	208	176
Mountain.....	-1	+16	-21	9	410	-26	+3	8	627	155	208	176
Pacific.....	+4	+6	-4	95	16,473	-11	-6	75	12,709	101	111	115
Appliances and specialties wholesalers.....	+15	+13	-9	12	1,171	-12	-12	12	1,014	87	114	111
New England.....	+23	+20	0	22	6,392	-24	-15	13	2,829	81	113	125
Middle Atlantic.....	+6	+35	-3	15	2,099	-29	-9	9	995	60	92	96
East North Central.....	-8	+16	-12	9	1,067	+17	-2	7	1,235	124	97	151
West North Central.....	-11	-14	-6	17	2,632	-4	-5	16	2,299	100	95	93
South Atlantic.....	-8	-19	+27	4	835	-5	+1	4	784	94	91	76
East South Central.....	-24	-13	-12	5	666	-15	-1	4	1,601	244	216	215
West South Central.....	-22	-11	-24	7	788	0	-1	6	980	149	111	125
Mountain.....	+9	-7	-1	4	825	+9	+9	4	971	118	118	101
Pacific.....	-2	+14	-11	58	13,595	+19	-2	41	17,044	152	124	175
Furniture and house furnishings.....	+13	+25	-5	11	2,407	0	0	0	0	0	0	0
Middle Atlantic.....	-21	+5	-8	5	691	0	0	0	0	0	0	0
South Atlantic.....	-8	-2	-6	4	658	0	0	0	0	0	0	0
West South Central.....	+19	+4	-2	5	490	0	0	0	0	0	0	0
Mountain.....	-4	+11	-16	8	1,695	0	0	0	0	0	0	0
Pacific.....	-10	+11	-14	135	50,146	-6	-4	108	63,653	204	199	236
Hardware.....	-17	+8	-16	4	523	-11	-2	19	7,843	159	157	187
New England.....	-7	+16	-10	25	9,980	-8	-4	20	19,234	173	182	206
Middle Atlantic.....	-4	+14	-14	20	11,115	-5	+6	16	23,176	203	199	257
East North Central.....	-7	+19	-14	17	11,464	+3	+1	17	7,987	223	182	234
West North Central.....	-17	+5	-11	13	3,423	0	0	6	3,127	187	148	186
South Atlantic.....	-23	+2	-15	12	3,401	-5	+4	9	6,323	210	205	244
East South Central.....	-9	+11	-13	15	4,801	+9	+2	4	2,003	266	240	237
West South Central.....	-12	-4	-11	8	2,120	-11	-3	13	17,421	266	257	231
Mountain.....	-14	+2	-19	15	6,863	-11	-3	13	17,421	266	257	231
Pacific.....	-23	0	-14	70	9,201	-2	-2	50	17,328	242	196	249
Industrial supplies.....	-23	+10	-17	8	593	-19	-2	11	1,451	431	312	471
New England.....	-36	-4	-22	18	1,230	0	0	7	1,812	215	189	222
Middle Atlantic.....	-17	-5	-12	9	531	0	0	7	625	190	159	178
East North Central.....	+5	-1	-11	7	650	0	0	0	0	0	0	0
West North Central.....	-25	+4	-20	9	741	+16	-4	8	1,607	220	142	237
South Atlantic.....	-23	+4	-20	6	3,192	-1	-2	5	5,627	258	220	274
East South Central.....	-23	+4	-20	6	1,667	-2	-1	7	4,230	257	205	245
West South Central.....	-23	+4	-20	6	1,667	-2	-1	7	4,230	257	205	245
Mountain.....	-11	+80	-18	159	7,784	-11	+1	89	12,851	226	220	288
Pacific.....	-11	+80	-18	159	7,784	-11	+1	89	12,851	226	220	288
Jewelry.....	-6	+42	-15	7	524	0	0	0	0	0	0	0
New England.....	-16	+46	-23	41	1,510	-12	-3	19	2,265	238	208	338
Middle Atlantic.....	-9	+31	-17	47	2,367	-13	+3	25	3,495	191	196	239
East North Central.....	-4	+23	-14	15	1,168	+5	+1	11	2,046	220	195	262
West North Central.....	-3	+37	-24	5	144	0	0	0	0	0	0	0
South Atlantic.....	-23	+35	-18	36	1,641	-15	0	24	3,975	263	267	308
East South Central.....	-14	+18	-15	36	1,641	-15	0	24	3,975	263	267	308
West South Central.....	-14	+18	-15	36	1,641	-15	0	24	3,975	263	267	308
Mountain.....	-11	+4	-9	61	12,813	-11	-6	35	9,003	97	94	105
Pacific.....	-11	+4	-9	61	12,813	-11	-6	35	9,003	97	94	105
Lumber and building materials.....	-19	+1	0	13	2,718	+14	-4	4	308	49	31	49
Middle Atlantic.....	-12	+4	-16	13	1,564	0	-10	8	1,007	89	86	100
East North Central.....	-18	+4	+4	6	2,130	0	0	0	0	0	0	0
West North Central.....	-11	+14	-18	8	1,389	-27	-8	6	989	127	137	141
South Atlantic.....	-7	+22	-21	4	765	0	0	0	0	0	0	0
East South Central.....	+5	+2	-4	4	2,099	-20	-10	4	1,943	98	131	104
West South Central.....	-9	+3	-19	11	1,948	+3	+8	8	1,534	104	93	104
Mountain.....	-9	+3	-19	11	1,948	+3	+8	8	1,534	104	93	104
Pacific.....	-9	+3	-19	11	1,948	+3	+8	8	1,534	104	93	104
Machinery, equipment, supplies (except electrical).....	-17	+6	-12	45	3,844	+7	+4	29	6,080	196	158	200
New England.....	-39	+1	-22	7	502	-5	-2	4	972	228	143	230
Middle Atlantic.....	-16	+13	-19	10	577	0	-1	7	897	189	169	209
East North Central.....	-5	+31	-17	5	278	0	0	0	0	0	0	0
West North Central.....	-24	-8	-23	8	414	+7	+3	4	482	246	213	233
South Atlantic.....	-24	-8	-23	8	414	+7	+3	4	482	246	213	233
East South Central.....	-24	-8	-23	8	414	+7	+3	4	482	246	213	233
West South Central.....	-24	-8	-23	8	414	+7	+3	4	482	246	213	233
Mountain.....	-21	+14	-17	24	5,658	+17	-2	17	9,085	176	123	205
Pacific.....	-21	+14	-17	24	5,658	+17	-2	17	9,085	176	123	205
Metals.....	-21	+14	-17	24	5,658	+17	-2	17	9,085	176	123	205

(Continued on next page)

**WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
SEPTEMBER 1949**

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

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Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		Sept. 1949 from Sept. 1948	Sept. 1949 from 9 mos. 1948 b	No. of estab- lishments report- ing	Reported dollar sales (add 000)	Percent change		Sept. 1949 from Sept. 1948	Sept. 1949 from Aug. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)
	Sept. 1949 from Sept. 1948	Sept. 1949 from Aug. 1949					Sept. 1949 from Sept. 1948	Sept. 1949 from Aug. 1949				Sept. 1949 from Sept. 1948
Optical goods.....	-4	-2	+4	10		\$278	-16	+2	4			\$126
Paints and varnishes.....	-10	+5	-9	55		5,787	-12	0	48			14,110
Plumbing and heating supplies.....	-15	+9	-15	77		10,451	-25	-1	50			10,008
New England.....	-2	+5	-15	7		282	0	0	0			c
Middle Atlantic.....	-14	+15	-17	18		1,101	0	+2	6			548
East North Central.....	+5	+6	-8	13		1,408	-6	-3	11			1,553
West North Central.....	+6	+13	-10	11		1,440	-4	-7	9			1,264
South Atlantic.....	-16	+6	-19	22		5,085	-35	0	21			6,417
Pacific.....	-59	+3	-20	4		681	c	c	c			c
Refrigeration equipment, parts (commercial).....	-5	-14	-9	30		1,138	-8	-2	23			2,367
Middle Atlantic.....	-5	-15	-8	5		211	0	0	0			c
East North Central.....	-7	-22	+2	5		173	-2	-3	4			477
South Atlantic.....	-4	-13	-4	5		232	+1	+3	5			492
Pacific.....	-8	-10	-17	10		295	-12	-3	9			752
Surgical, medical, equipment, supplies..	+5	-5	+2	31		3,332	+14	+5	24			3,913
Middle Atlantic.....	-5	+9	-2	7		283	+13	+1	5			395
East North Central.....	+8	-5	+7	7		2,112	+18	+12	6			2,146
South Atlantic.....	+11	-8	-9	5		296	+3	-3	4			425
West South Central.....	0	-14	-1	4		238	c	c	0			c
Beer.....	-9	-22	+7	42		2,550	+12	-5	34			773
Middle Atlantic.....	-7	-34	+20	8		383	-24	-34	6			71
East North Central.....	-18	-19	-9	11		482	+10	-3	9			149
West North Central.....	-2	-19	+16	7		1,006	+28	+1	6			142
South Atlantic.....	-12	-12	+5	6		357	+43	+15	5			228
Pacific.....	-8	-29	+1	4		257	-10	-14	4			151
Chemicals, industrial.....	-24	+1	-22	14		1,499	-14	-7	10			1,074
New England.....	-16	-2	-24	4		580	c	c	0			c
Middle Atlantic.....	-35	+2	-28	4		581	c	c	0			c
Clothing and furnishings (except shoes).....	-4	+94	-23	24		4,485	-21	+36	15			2,164
Coal.....	-32	+1	-25	8		3,917	-18	+3	4			6,916
Confectionery.....	-7	+1	-2	49		1,960	+10	+3	31			1,362
Middle Atlantic.....	-4	-2	-5	10		651	-2	+9	8			252
North Central.....	-7	-8	+1	8		424	+12	+6	7			285
South Atlantic.....	-9	+4	-5	13		282	+2	+6	7			203
South Central.....	0	+13	+2	10		255	+12	+14	8			214
Pacific.....	-19	+5	-11	4		273	c	c	0			c
Dairy and poultry products.....	-20	-8	-16	30		5,751	-25	-11	21			2,509
Drugs and sundries (liquor excluded)....	+1	+5	+1	179		47,611	+1	+4	145			65,220
New England.....	+1	+6	+8	12		2,512	+5	+7	10			3,081
Middle Atlantic.....	+4	+7	+1	25		9,350	+1	+5	18			8,984
East North Central.....	0	+6	+2	22		6,889	-4	+3	19			8,313
West North Central.....	-2	+7	+2	20		5,762	+2	+1	18			8,140
South Atlantic.....	-2	+4	+2	30		5,783	-1	+1	22			7,384
East South Central.....	+1	+6	-1	16		3,399	-3	+5	12			4,881
West South Central.....	+5	+7	+4	23		5,452	+6	+3	19			5,121
Mountain.....	-1	+1	+1	11		2,167	+4	+3	9			3,932
Pacific.....	+1	+1	0	20		6,497	0	+7	15			11,394
Dry goods.....	-14	+7	-21	165		50,928	-27	-6	125			65,709
New England.....	-11	+29	-15	7		782	-32	-6	7			679
Middle Atlantic.....	-11	+13	-21	48		8,301	-9	-3	29			8,718
East North Central.....	-7	+16	-19	14		3,297	-16	-2	13			4,147
West North Central.....	-5	+1	-17	9		7,419	-25	-6	8			10,398
South Atlantic.....	-25	+3	-21	22		8,596	-17	-3	17			5,136
East South Central.....	-15	+15	-22	16		2,445	-18	-4	11			2,591
West South Central.....	-19	-7	-20	15		1,885	-35	-3	12			2,455
Mountain.....	-4	-8	-11	6		983	-6	-3	6			1,270
Pacific.....	-5	+4	-9	18		5,032	+21	+1	10			7,325
Farm supplies.....	-19	-14	-10	25		3,004	+14	-4	10			847
Fresh fruits and vegetables.....	-9	-10	-5	68		5,749	-10	+6	45			1,129
New England.....	-58	-56	-14	8		259	+6	+13	8			34
Middle Atlantic.....	-15	-2	-9	17		1,479	-12	+61	9			158
East North Central.....	+7	-7	-1	17		1,521	-1	-3	11			473
West North Central.....	-7	-14	0	4		281	+26	+17	4			149
South Atlantic.....	+9	+14	+10	8		401	+18	+48	4			59
East South Central.....	-5	-1	-5	5		184	c	c	0			c
Pacific.....	+5	-9	-3	6		1,551	+3	+47	4			122
Groceries, total.....	-6	+5	-2	591		113,458	-4	+4	399			109,516
Non-affiliated full-line wholesalers ^a ..	-6	+2	-1	337		52,984	-5	+4	216			48,075
New England.....	-8	+6	-8	7		1,551	-2	-3	4			1,918
Middle Atlantic.....	-3	+10	0	24		4,154	+8	+3	13			3,455
East North Central.....	-1	+12	+2	55		10,527	+8	+5	25			10,174
West North Central.....	+4	0	+10	52		9,125	-2	+8	43			9,272
South Atlantic.....	-9	+2	-7	62		7,198	-6	+9	36			5,671
East South Central.....	-10	+2	-11	30		3,306	-7	+5	22			2,585
West South Central.....	-15	-1	-4	85		10,930	-3	+1	60			10,673
Mountain.....	0	+2	-3	9		1,245	-14	+15	7			1,503
Pacific.....	-4	-7	+4	15		5,168	-18	-4	8			2,846
Voluntary-group wholesalers.....	-8	-1	-4	141		37,900	-6	+5	112			43,491
New England.....	-10	-7	-4	9		2,511	-11	+7	4			651
Middle Atlantic.....	-4	0	-5	35		8,941	-14	+2	22			10,576
East North Central.....	-8	+2	-4	38		10,075	+4	+10	33			11,129
West North Central.....	-11	-8	+1	24		5,701	-3	0	24			10,547
South Atlantic.....	-6	0	-5	11		1,652	-8	0	6			969
Pacific.....	-10	0	-7	10		6,753	-6	+13	9			6,863
Retailer-cooperative warehouses.....	+8	+14	+9	21		10,127	-8	+2	14			8,084

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
SEPTEMBER 1949

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(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios			
	Percent change			September 1949 panel	Reported dollar sales (add 000)	Percent change		September 1949 panel		Sept. 1949	Sept. 1948	August 1949	
	Sept. 1949 from Sept. 1948	Sept. 1949 from Aug. 1949	9 mos. 1949 from 9 mos. 1948 b			No. of estab-lishments reporting	Sept. 1949 from Sept. 1948	Sept. 1949 from Aug. 1949	No. of estab-lishments reporting				Reported dollar values (add 000)
Specialty lines wholesalers.....	-9	+18	-7	92	\$12,445	+3	-1	57	\$11,876	145	128	162	
New England.....	+7	+21	-11	6	151	c	c	c	c	c	c	c	
Middle Atlantic.....	-1	+19	-6	20	3,347	+9	-3	10	1,843	114	108	121	
East North Central.....	+14	+49	+8	11	762	+4	+12	6	190	71	70	73	
South Atlantic.....	+9	+14	+1	24	1,508	-7	+7	16	1,210	109	139	120	
East South Central.....	+6	+15	+6	4	171	c	c	c	c	c	c	c	
West South Central.....	+10	+6	-5	5	340	+2	+9	4	225	110	97	106	
Pacific.....	-20	+6	-11	18	5,822	+4	-3	14	8,132	177	188	200	
Leather and shoe findings.....	-12	+7	-13	34	592	-7	-8	17	1,071	317	317	354	
Middle Atlantic.....	0	+21	-2	9	75	c	c	c	c	c	c	c	
East North Central.....	-9	+14	-11	6	84	c	c	c	c	c	c	c	
West North Central.....	+2	+12	-8	6	91	c	c	c	c	c	c	c	
Pacific.....	-24	-1	-19	6	235	c	c	c	c	c	c	c	
Meats and meat products.....	-12	-9	-12	49	37,240	-4	-5	43	14,689	45	42	42	
Middle Atlantic.....	-10	-6	-12	10	3,676	c	c	c	c	c	c	c	
East North Central.....	-22	+2	-13	13	9,231	c	c	c	c	c	c	c	
South Atlantic.....	-23	-17	-10	4	395	c	c	c	c	c	c	c	
Paper and its products.....	-7	0	-10	62	7,912	-9	-1	37	6,176	122	130	126	
New England.....	-14	-10	-10	5	241	+8	-10	4	313	213	178	201	
Middle Atlantic.....	-8	+12	-14	17	2,053	-19	-1	10	948	75	98	94	
East North Central.....	-15	-3	-11	20	3,372	-11	+1	13	2,593	122	117	119	
West North Central.....	-8	-2	-10	4	234	c	c	c	c	c	c	c	
South Atlantic.....	-7	+17	-13	6	428	c	c	c	c	c	c	c	
Pacific.....	+18	-8	-1	4	984	c	c	c	c	c	c	c	
Petroleum.....	-12	-2	-9	25	3,056	-8	-2	25	2,592	85	82	84	
Shoes and other footwear.....	-5	+4	-8	27	28,642	-7	-8	20	49,637	176	179	199	
New England.....	-17	-5	-20	4	647	c	c	c	c	c	c	c	
Middle Atlantic.....	-7	-25	-2	5	652	c	c	c	c	c	c	c	
West North Central.....	+11	-11	-8	4	1,817	c	c	c	c	c	c	c	
Pacific.....	-11	+1	-20	5	286	c	c	c	c	c	c	c	
Tobacco products.....	-3	-6	-1	278	37,730	-4	+4	165	14,537	59	59	54	
New England.....	-13	-26	+1	24	2,822	+5	0	14	722	55	53	50	
Middle Atlantic.....	-6	-4	-3	58	12,119	-12	+5	38	6,248	63	67	58	
East North Central.....	+1	-3	0	54	6,572	+10	+8	24	1,921	58	54	53	
West North Central.....	-2	-1	-3	44	4,831	-17	-3	25	1,497	56	68	57	
South Atlantic.....	-10	-6	0	19	3,976	+2	+1	18	2,005	51	45	47	
East South Central.....	0	-14	+1	13	1,068	0	+10	9	487	59	58	44	
West South Central.....	+5	-2	+6	28	1,912	+2	+2	11	400	49	47	46	
Mountain.....	+9	-1	+7	15	1,081	+57	+19	12	584	95	73	79	
Pacific.....	+10	+1	0	23	3,348	+6	+4	14	773	51	54	48	
Wines and spirits ^c	-1	+23	c	290	69,782	+5	+2	235	78,825	144	135	174	
New England.....	-13	-6	c	22	3,277	+1	+2	17	3,258	131	109	122	
Middle Atlantic.....	+17	+41	c	44	21,511	+6	-3	39	21,415	128	145	186	
East North Central.....	+4	+24	c	51	10,811	+10	+2	42	11,788	139	126	163	
West North Central.....	-4	+34	c	30	5,791	+4	0	22	4,129	120	106	162	
South Atlantic.....	-9	+11	c	48	9,253	+4	+5	43	13,677	163	143	171	
East South Central.....	+8	+21	c	15	2,650	0	+1	12	2,482	128	136	151	
West South Central.....	-15	+81	c	30	6,067	-14	+6	25	9,243	167	164	211	
Mountain.....	-11	-5	c	15	1,415	-10	+1	12	2,043	157	158	150	
Pacific.....	-17	+10	c	35	9,007	+80	+6	23	10,790	164	113	178	
Miscellaneous.....	-9	+11	-11	12	2,413	-11	+1	6	2,012	268	204	301	

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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. Mexico., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Philip M. Hauser, Acting Director

For Release
December 2, 1949

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

OCTOBER 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,664 wholesale houses in various lines of trade.

SALES

October dollar sales of wholesalers declined 3 percent from the previous month and were 10 percent lower than sales a year ago. Cumulative sales for the first ten months of 1949 were 8 percent below the same period of 1948.

While declines from October 1948 were reported from all geographic divisions, month-to-month gains were shown in the New England and Pacific regions with little or no change indicated for the Middle Atlantic region.

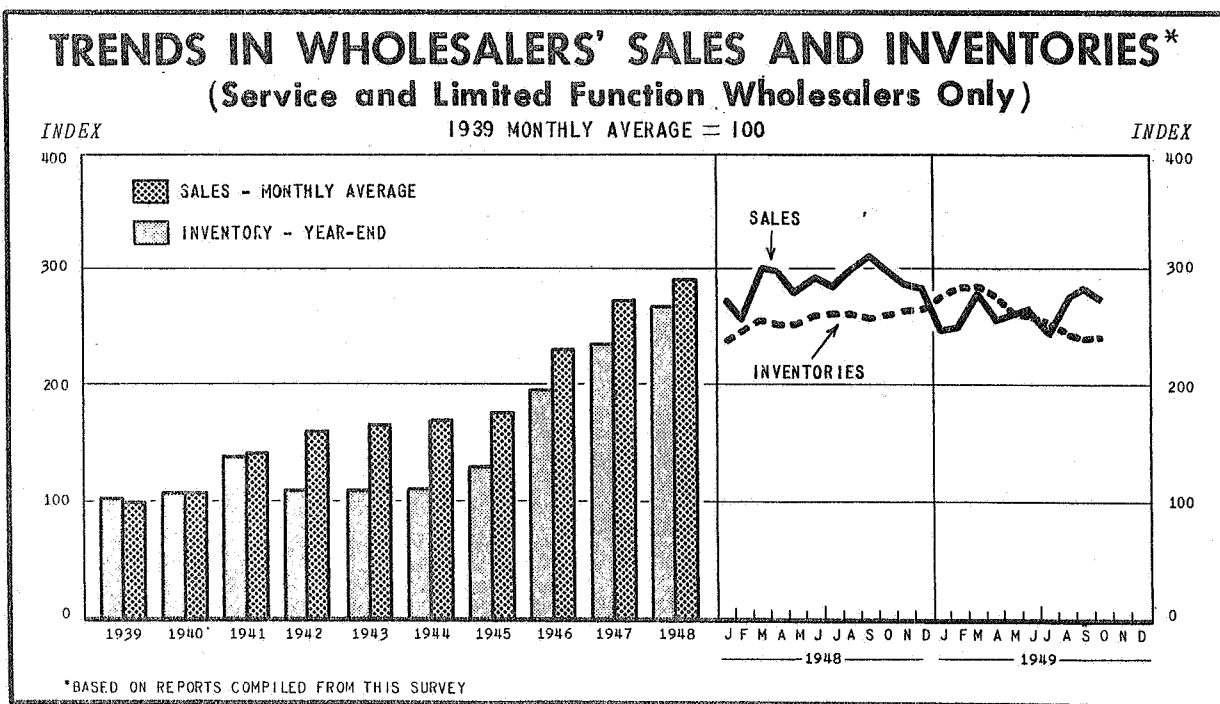
With few exceptions, October sales for trades covered by this report were lower than last year. There were marked variations among trades, however, in month-to-month sales trends, ranging from a 23 percent decline in shoes and other footwear to a gain of 12 percent in paints and varnishes. Twenty-one trades reported declines, 16 showed gains and 1 no change.

INVENTORIES

Inventories, after declining steadily since February, leveled off at the end of October (with little or no change from the previous month) but were still 9 percent lower than October 1948 stocks. According to the reports of 2,680 establishments reporting inventories in conjunction with sales, the October stock-sales ratio of 146 was 6 points above the September ratio and 2 points over October of last year.

RETAIL TRADE

October sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 2 percent above the previous month but 6 percent lower than October 1948. Cumulative sales for the first ten months of 1949 were 2 percent below the corresponding period in 1948.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

**WHOLESALESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
OCTOBER 1949**

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(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios			
	Percent change			October 1949 panel		Percent change			October 1949 panel		Oct. 1949	Oct. 1948	Sept. 1949
	Oct. 1949	Oct. 1949	10 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1949	Oct. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)				
	From Oct. 1948	From Sept. 1949	From 10 mos. 1948 ^b			From Oct. 1948	From Sept. 1949						
United States.....	-10	-3	-8	3,664	\$665,541	-9	+1	2,680	776,775	146	144	140	
New England.....	-8	+3	-10	231	27,103	-14	0	173	27,060	134	144	136	
Middle Atlantic.....	-6	0	-6	687	131,784	-10	0	463	113,207	117	120	118	
East North Central.....	-11	-5	-8	370	112,013	-7	+1	427	120,887	130	125	123	
West North Central.....	-7	-3	-6	400	89,613	-7	0	307	111,552	151	151	146	
South Atlantic.....	-12	-6	-8	453	61,491	-6	+1	339	73,411	151	139	140	
East South Central.....	-15	-8	-10	203	29,943	-13	+1	150	33,638	141	137	129	
West South Central.....	-13	-5	-6	320	50,647	-3	+3	237	67,817	165	146	151	
Mountain.....	-8	-5	-7	171	21,641	-7	0	137	27,622	159	158	144	
Pacific.....	-6	+2	-9	370	75,101	-7	-1	247	94,599	160	163	166	
Automotive supplies.....	-11	-4	-11	251	17,974	-8	-2	158	16,476	217	202	224	
New England.....	-22	-15	-15	8	438	+13	+10	4	396	240	149	200	
Middle Atlantic.....	-17	+4	-13	40	1,064	-5	-1	37	2,343	241	211	232	
East North Central.....	-21	-9	-16	37	3,143	-6	-2	43	4,014	200	167	201	
West North Central.....	-12	+3	-10	37	4,327	+3	-5	17	2,572	222	189	223	
South Atlantic.....	+5	-9	-4	20	2,910	-15	-9	13	1,261	115	168	148	
East South Central.....	-4	-11	-11	16	2,384	-13	-4	10	1,300	213	192	174	
West South Central.....	-10	-4	-11	18	1,050	+5	+4	10	1,197	253	219	232	
Mountain.....	-10	+7	-14	35	2,508	-13	0	24	3,393	291	233	304	
Pacific.....	-11	-3	-8	613	111,575	-20	-4	543	122,478	117	129	117	
Electrical group, total.....	-13	-4	-8	390	87,609	-21	-4	380	102,168	118	130	113	
Full-line wholesalers.....	-2	+7	-8	31	5,449	-81	-8	31	5,970	110	155	123	
New England.....	-15	-2	-5	50	13,310	-24	-7	49	13,932	106	118	111	
Middle Atlantic.....	-12	-8	-10	77	21,759	-17	-6	74	24,644	116	123	119	
East North Central.....	-18	-5	-7	40	9,236	-26	0	40	9,222	106	118	100	
West North Central.....	-15	-9	-6	36	11,101	-20	-3	35	13,534	123	137	113	
South Atlantic.....	-11	-10	-5	22	3,678	-12	0	20	4,207	120	122	106	
East South Central.....	-13	-8	-2	43	7,517	-14	-3	43	9,990	133	134	125	
West South Central.....	-9	-7	-10	33	3,822	-20	0	27	4,274	131	149	122	
Mountain.....	-15	-2	-14	41	12,137	-23	-5	40	15,745	130	143	134	
Pacific.....	-9	+7	-16	130	6,233	-11	-2	31	6,446	137	140	131	
Wiring supplies, construction materials distributors.....	-10	+4	-15	13	467	+3	+3	5	453	132	150	133	
New England.....	-3	+15	-6	30	1,197	-3	-20	20	1,273	123	127	137	
Middle Atlantic.....	-11	+11	-13	29	1,771	-13	+3	23	2,193	139	144	141	
East North Central.....	-11	+3	-6	8	304	-15	-7	5	463	120	136	123	
West North Central.....	-30	-10	-29	16	333	-8	+6	11	732	137	123	141	
South Atlantic.....	+10	+15	-10	9	370	+3	-6	6	649	134	144	170	
West South Central.....	-3	+5	-19	3	466	-23	+3	7	708	154	192	158	
Pacific.....	-3	0	-3	103	17,633	-13	0	33	13,564	101	117	93	
New England.....	-3	-14	-10	13	1,009	-20	-11	12	903	89	124	87	
Middle Atlantic.....	+16	+3	+3	23	7,324	-31	+5	14	3,573	30	114	30	
East North Central.....	+5	-9	-2	13	1,990	-21	+9	11	1,322	79	111	64	
West North Central.....	-16	-12	-13	12	1,052	+4	+1	9	1,513	159	124	135	
South Atlantic.....	-11	+3	-7	15	1,334	-5	-7	14	1,423	129	112	130	
East South Central.....	-26	-13	+20	4	673	-19	-11	4	650	97	39	93	
West South Central.....	-19	+3	-13	6	699	-15	-1	5	1,573	223	213	240	
Mountain.....	-22	+3	-24	7	305	-7	+3	7	1,150	143	120	143	
Pacific.....	+13	+3	+3	3	2,436	-6	-1	7	1,743	73	94	79	
Furniture and home furnishings.....	-5	+2	-10	39	13,343	+119	-4	45	16,931	144	116	133	
Middle Atlantic.....	+9	+6	-4	12	3,713	+41	-11	3	2,344	116	100	142	
East North Central.....	-11	0	-8	5	920	0	0	0	0	0	0	0	
West North Central.....	-15	-4	-15	6	3,413	+29	-5	6	5,473	161	106	162	
South Atlantic.....	+5	+10	-3	5	759	0	0	0	0	0	0	0	
East South Central.....	+4	-3	-4	10	1,433	+1	-1	9	1,932	146	154	153	
West South Central.....	+3	+6	-1	6	717	+15	0	5	1,135	135	173	136	
Mountain.....	-9	+3	-15	13	3,137	+3	-3	10	3,741	124	105	131	
Pacific.....	-14	-1	-14	142	50,347	-3	-3	110	33,334	202	166	205	
Middle Atlantic.....	-5	+3	-9	37	7,627	-3	-3	13	7,641	149	150	153	
East North Central.....	-17	-4	-15	17	3,349	-4	+1	17	15,007	130	136	173	
West North Central.....	-15	-3	-14	17	11,023	-9	-4	16	21,673	133	135	199	
South Atlantic.....	-19	-4	-12	25	4,993	-3	-5	11	10,069	227	192	229	
East South Central.....	-22	+3	-16	12	3,433	0	0	0	0	0	0	0	
West South Central.....	-13	-4	-13	15	4,354	-5	0	9	6,300	215	210	207	
Mountain.....	-14	0	-11	11	2,356	+3	-4	7	2,445	277	251	279	
Pacific.....	-13	+3	-19	15	7,567	-14	-2	13	13,930	253	256	266	
Industrial supplies.....	-22	+2	-15	72	9,225	-3	-5	31	17,214	226	203	243	
New England.....	-9	+11	-15	9	599	-12	-5	3	1,033	301	319	357	
Middle Atlantic.....	-22	+11	-23	19	1,411	-20	-2	12	1,920	204	177	222	
East North Central.....	-22	+3	-13	10	335	-2	-7	6	523	191	179	133	
West North Central.....	-3	-1	-10	7	646	0	0	0	0	0	0	0	
South Atlantic.....	-39	-10	-23	3	647	-9	+1	7	1,557	243	163	217	
East South Central.....	-24	-6	-10	6	2,935	-5	-7	5	6,176	252	227	253	
West South Central.....	-14	+10	-15	10	2,057	-9	-7	7	3,933	213	204	237	
Pacific.....	-12	+10	-17	154	3,210	-4	-1	33	11,335	137	165	210	
New England.....	+1	-1	-15	7	519	0	0	0	0	0	0	0	
Middle Atlantic.....	-13	+11	-21	43	2,434	-9	-2	20	2,933	152	147	166	
East North Central.....	-3	+11	-16	45	2,462	+1	-3	23	3,371	174	159	201	
West North Central.....	-14	+7	-11	15	1,190	+12	+3	12	2,222	223	169	223	
South Atlantic.....	-6	-3	-13	5	235	0	0	0	0	0	0	0	
Pacific.....	-20	+25	-13	33	1,135	-17	-2	21	1,931	136	136	254	
Lumber and building materials.....	-9	-1	-9	62	12,433	-12	0	33	9,431	112	110	103	
Middle Atlantic.....	-19	+4	-2	15	3,041	+9	+3	3	954	49	33	43	
East North Central.....	-2	+4	-15	12	1,323	-15	-1	3	944	109	127	114	
West North Central.....	-4	-1	+2	6	2,111	0	0	0	0	0	0	0	
South Atlantic.....	-9	+4	-17	3	1,422	-24	+4	3	972	131	146	127	
East South Central.....	-3	-1	-19	4	735	0	0	0	0	0	0	0	
West South Central.....	-17	-25	-6	4	1,571	-25	-1	4	1,915	132	136	93	
Mountain.....	-17	-25	-6	4	1,571	-25	-1	4	1,915	132	136	93	
Pacific.....	+1	+3	-13	10	2,019	+19	-3	7	1,935	160	133	173	

(Continued on next page)

**WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
OCTOBER 1949**

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(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		October 1949 panel			Percent change		October 1949 panel				
	Oct. 1949 from Oct. 1948	Oct. 1949 from Sept. 1949	10 mos. from 10 mos. 1948 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1949 from Oct. 1948	Oct. 1949 from Sept. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1949	Oct. 1948	Sept. 1949
	Oct. 1948	Oct. 1949	1948 ^b			1948	1949					
Machinery equipment, supplies (except electrical).....	-18	-1	-13	48	4,031	+4	-4	33	27,033	206	162	213
Middle Atlantic.....	-44	-4	-25	7	484	-12	-8	4	895	210	127	228
East North Central.....	-13	-3	-19	12	819	0	-1	10	1,329	177	148	172
South Atlantic.....	-11	-17	-15	6	243	c	c	c	c	c	c	c
West North Central.....	-11	-7	+3	5	662	+33	-9	4	1,545	254	185	254
Pacific.....	-23	+5	-28	8	429	+7	-1	4	1,174	720	433	596
Metals.....	-18	+9	-17	26	7,850	+1	-10	21	11,493	153	124	163
New England.....	-30	0	-27	4	251	c	c	c	c	c	c	c
Middle Atlantic.....	-13	+15	-12	4	2,728	c	c	c	c	c	c	c
East North Central.....	-31	0	-22	5	1,089	+22	-10	4	1,758	177	100	194
Optical goods.....	-4	-4	+3	8	240	-25	-5	4	110	108	142	109
Paints and varnishes.....	+2	+12	-8	55	6,458	-9	+2	47	14,800	228	256	252
Plumbing and heating supplies.....	-16	+2	-15	80	10,634	-24	-2	55	10,159	120	134	126
New England.....	-5	+16	-14	7	404	c	c	c	c	c	c	c
Middle Atlantic.....	-17	-4	-17	16	1,058	-6	-8	6	505	162	146	166
East North Central.....	-3	+5	-7	11	1,572	-13	-1	9	1,460	123	136	127
West North Central.....	-15	-5	-11	11	1,564	-4	-4	9	1,210	96	83	93
South Atlantic.....	-16	+5	-18	27	5,600	-32	-2	25	6,399	118	146	127
Refrigeration equipment, parts (commercial).....	-1	-7	-8	30	1,045	-8	+1	24	2,364	287	305	280
Middle Atlantic.....	+8	-4	-6	6	240	c	c	c	c	c	c	c
East North Central.....	-1	-14	+2	5	137	-9	+2	4	c	c	c	c
South Atlantic.....	+1	-6	-3	6	241	+11	+9	6	487	393	417	322
Pacific.....	-14	-21	-17	7	173	-14	0	7	547	246	224	211
Surgical, medical, equipment, supplies..	+4	+3	+2	31	3,440	+2	+1	35	3,341	139	118	135
Middle Atlantic.....	-2	+8	-2	7	305	+5	+1	4	337	243	215	272
East North Central.....	+5	+3	+7	8	2,243	+28	+8	7	2,534	119	98	113
South Atlantic.....	+19	+6	-9	5	314	c	c	c	c	c	c	c
West North Central.....	0	+2	-1	4	245	c	c	c	c	c	c	c
Beer.....	0	-12	+6	44	2,341	+15	-4	37	826	37	33	54
Middle Atlantic.....	-10	-14	+19	8	365	+10	-11	7	86	23	23	22
East North Central.....	-4	-6	-8	12	479	+9	-4	10	174	59	35	39
West North Central.....	+7	-12	+16	6	872	+17	-11	5	102	12	12	12
South Atlantic.....	-13	-14	+5	6	307	+33	-13	5	198	70	49	72
East South Central.....	-12	-14	-10	5	72	+14	+6	5	106	147	113	119
Pacific.....	-5	-18	+1	5	224	c	c	c	c	c	c	c
Chemicals, industrial.....	-20	+7	-21	13	1,486	-11	+5	10	1,071	85	76	87
Clothing and furnishings (except shoes).....	-1	-22	-20	24	2,696	-11	+1	14	2,334	104	127	88
Middle Atlantic.....	+2	-22	-22	6	3,024	c	c	c	c	c	c	c
East North Central.....	-17	-24	-1	5	171	c	c	c	c	c	c	c
South Atlantic.....	-27	-17	-20	4	220	c	c	c	c	c	c	c
Coal.....	-42	-2	-17	10	4,071	-24	-15	5	5,952	201	286	275
Confectionery.....	-2	+5	-2	49	1,508	+8	+4	29	1,244	88	80	87
Middle Atlantic.....	-11	-3	-4	8	435	-16	-3	4	186	51	54	48
East North Central.....	-16	-6	-10	4	25	c	c	c	c	c	c	c
West North Central.....	-3	-2	+8	4	233	+15	+9	4	c	c	c	c
South Atlantic.....	+2	0	-4	13	262	+6	+5	7	250	77	65	69
East South Central.....	-13	-7	-2	6	90	c	c	c	c	c	c	c
Dairy and poultry products.....	-14	+4	-15	26	5,891	-23	-15	18	2,058	41	47	51
Drugs and sundries (liquor excluded)....	0	-5	+1	109	49,138	+4	+3	147	69,852	188	180	167
New England.....	0	-5	+2	14	2,335	+4	+5	11	3,545	192	183	171
Middle Atlantic.....	-5	-7	0	25	8,666	+4	+3	18	9,488	173	169	146
East North Central.....	-4	-6	+1	25	7,505	0	+7	20	9,565	160	154	140
West North Central.....	-3	-6	+1	23	5,054	+7	+6	19	9,129	180	169	163
South Atlantic.....	0	-5	+2	30	1,472	+5	+5	22	7,778	202	192	179
East South Central.....	+1	-8	0	18	3,277	0	+2	14	5,527	203	201	178
West South Central.....	+16	-7	+5	23	1,039	+11	+5	18	4,541	223	242	196
Mountain.....	-5	-4	0	11	2,080	+8	+4	9	4,082	202	170	187
Pacific.....	+1	-1	0	20	6,462	+2	+5	16	11,896	183	183	178
Dry goods.....	-17	-11	-21	188	45,934	-24	-1	151	46,101	106	179	147
New England.....	-1	-4	-13	8	223	-13	-1	8	785	85	116	83
Middle Atlantic.....	-18	-12	-21	45	7,048	-7	+4	29	8,658	183	162	144
East North Central.....	-14	-18	-18	15	2,868	-10	+5	15	4,945	173	165	136
West North Central.....	-11	-11	-16	13	7,011	-11	+6	11	11,612	168	169	141
South Atlantic.....	-28	-16	-22	22	3,019	-12	-1	17	5,175	199	188	165
East South Central.....	-31	-23	-23	17	1,894	-7	0	11	2,699	184	189	140
West South Central.....	-15	-11	-19	13	1,065	-20	+1	13	1,802	150	178	132
Mountain.....	-9	-7	-11	6	899	-2	-3	3	1,282	147	128	132
Pacific.....	+10	+7	-7	17	5,291	+13	-7	9	6,714	260	246	350
Farm supplies.....	-13	+7	-10	16	2,906	+15	+12	9	316	96	77	73
Fresh fruits and vegetables.....	-19	-0	-6	68	3,654	-24	0	42	699	29	29	29
New England.....	-24	-4	-15	10	250	+17	+7	9	42	17	10	13
Middle Atlantic.....	-19	-18	-10	10	1,068	-33	+16	11	44	9	20	8
East North Central.....	-10	+3	-2	17	1,339	-18	+1	10	389	44	47	40
South Atlantic.....	+16	-1	+10	6	241	c	c	c	c	c	c	c
East South Central.....	-12	-3	+6	6	295	c	c	c	c	c	c	c
Pacific.....	-15	+3	-3	4	113	c	c	c	c	c	c	c

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WHOLESALESA'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION OCTOBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change					Percent change						
	October 1949 panel					October 1949 panel						
	Oct. 1949 from Oct. 1948	Oct. 1949 from Sept. 1949	10 mos. 1949 from 10 mos. 1948 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1949 from Oct. 1948	Oct. 1949 from Sept. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1949	Oct. 1948	Sept. 1949
Groceries, total.....	-4	-4	-2	596	\$102,554	-6	+4	413	\$113,567	144	147	132
Non-affiliated full-line wholesalers ^d	-6	-7	-1	351	53,175	-4	+6	237	61,897	146	145	126
New England.....	-4	-4	-7	7	1,470	0	+1	4	1,936	154	151	147
Middle Atlantic.....	-8	-14	0	24	3,707	0	+4	14	3,805	127	116	103
East North Central.....	-5	-9	+1	56	9,481	-3	+9	27	11,412	161	157	133
West North Central.....	+6	-6	+9	53	10,762	-2	+9	43	14,808	152	168	133
South Atlantic.....	-7	-6	-7	65	6,841	-7	+1	37	5,724	126	131	118
East South Central.....	-15	-13	-12	32	3,309	-10	+7	26	3,590	130	121	105
West South Central.....	-9	-4	-5	89	12,458	0	+8	66	14,021	145	128	127
Mountain.....	-10	-15	-4	17	2,140	-16	+1	15	3,914	188	208	159
Pacific.....	-11	-4	+2	8	3,057	-23	0	5	2,687	117	181	115
Voluntary-group wholesalers.....	-4	-2	-4	131	33,346	-8	+1	105	41,024	151	159	147
New England.....	-4	+6	-4	8	2,497	-4	+7	5	1,118	129	134	115
Middle Atlantic.....	-9	-3	-4	35	7,920	-27	+1	19	9,221	188	225	183
East North Central.....	-4	-8	-4	37	8,337	+4	+5	33	10,663	147	135	126
West North Central.....	+7	+13	+1	23	5,834	+7	-2	23	9,687	166	166	191
South Atlantic.....	-10	-10	-6	9	1,816	-7	+6	6	1,029	193	127	111
Pacific.....	-6	-3	-7	6	5,648	-15	-1	6	6,592	117	129	115
Retailer-cooperative warehouses.....	+3	+1	+8	19	6,149	-8	+5	12	4,984	123	136	121
Middle Atlantic.....	+7	+2	+9	5	1,008	c	c	c	c	c	c	c
West North Central.....	+14	-1	+10	4	2,894	c	c	c	c	c	c	c
South Atlantic.....	-3	-4	-6	4	1,026	c	c	c	c	c	c	c
Specialty lines wholesalers.....	+1	+5	-6	95	9,884	+4	+4	59	5,712	108	110	110
New England.....	-20	-15	-11	7	137	-3	+13	4	72	95	74	72
Middle Atlantic.....	+1	+11	-5	21	3,924	-8	-5	11	1,751	85	91	110
East North Central.....	+14	0	+8	12	853	+7	+8	7	249	66	65	64
South Atlantic.....	+5	-1	+1	26	1,835	+8	+16	17	1,877	131	184	112
East South Central.....	+1	-4	+5	6	502	c	c	0	c	c	c	c
West South Central.....	+2	+10	-4	4	853	c	c	0	c	c	c	c
Pacific.....	-4	+16	-11	13	1,920	-6	-2	9	751	148	192	177
Leather and shoe findings.....	-12	-9	-13	32	566	-11	-1	16	1,098	319	329	293
Middle Atlantic.....	-16	-14	-8	7	48	c	c	c	c	c	c	c
East North Central.....	-2	+6	-10	6	112	0	c	c	c	c	c	c
West North Central.....	-9	-9	-9	6	83	c	c	c	c	c	c	c
Pacific.....	-16	-14	-18	7	243	c	c	0	c	c	c	c
Meats and meat products.....	-16	-12	-12	40	19,310	-21	-5	34	5,419	36	37	34
Middle Atlantic.....	-11	+3	-12	9	3,727	-11	-6	9	1,368	37	37	40
East North Central.....	-19	-15	-14	13	7,572	-27	-6	12	2,598	35	39	32
Pacific.....	-9	-7	-6	5	3,396	+1	+5	4	524	30	29	29
Paper and its products.....	-7	+1	-10	61	8,128	-10	+1	36	5,118	125	130	120
New England.....	-14	+5	-11	5	254	c	c	c	c	c	c	c
Middle Atlantic.....	-9	-2	-13	18	2,036	-21	-2	11	955	79	91	76
East North Central.....	-7	+8	-11	19	3,614	-11	+1	12	2,541	115	120	120
West North Central.....	-11	-4	-10	4	283	c	c	c	c	c	c	c
South Atlantic.....	-6	+4	-12	6	555	c	c	c	c	c	c	c
Pacific.....	+2	-12	-1	5	1,042	c	c	0	c	c	c	c
Petroleum.....	-16	-10	-10	25	2,765	-3	+3	25	2,672	97	83	85
Shoes and other footwear.....	-13	-23	-8	29	22,247	-5	-1	22	49,653	227	207	176
New England.....	-29	-22	-21	4	504	c	c	c	c	c	c	c
Middle Atlantic.....	-15	-31	-4	6	548	c	c	c	c	c	c	c
East North Central.....	+1	-9	-2	4	1,662	c	c	c	c	c	c	c
West North Central.....	-22	-36	-13	4	1,310	c	c	c	c	c	c	c
South Atlantic.....	-18	-11	-19	6	315	c	c	c	c	c	c	c
Pacific.....	-18	-11	-19	6	315	c	c	c	c	c	c	c
Tobacco products.....	-3	-4	-1	276	39,072	-2	0	162	16,408	64	63	60
New England.....	-5	+5	0	24	2,944	+7	+3	15	748	59	56	54
Middle Atlantic.....	-5	-6	-3	62	12,961	-4	+2	40	7,134	71	69	65
East North Central.....	-6	-5	0	59	7,933	-1	-8	29	2,898	59	57	60
West North Central.....	-6	-4	-3	44	5,448	+1	+9	26	2,203	66	64	57
South Atlantic.....	-2	-2	0	18	3,480	-8	-4	16	1,610	50	53	51
East South Central.....	+16	0	+2	8	686	+12	+7	4	349	76	87	73
West South Central.....	+8	0	+6	28	2,148	+4	+4	12	551	48	46	46
Mountain.....	+5	0	+6	15	1,082	+2	-16	12	488	82	89	95
Pacific.....	-2	-13	0	18	2,390	+1	+2	8	427	58	56	50
Wines and spirits ^e	-7	+8	0	264	67,592	+3	+8	210	77,352	143	132	145
New England.....	0	+25	0	20	3,253	-23	+3	15	2,768	122	171	149
Middle Atlantic.....	+7	+14	c	41	23,600	-3	+6	37	22,296	126	140	131
East North Central.....	-8	-5	c	49	10,008	+3	+7	38	11,425	153	135	137
West North Central.....	0	+10	c	27	5,145	+3	+5	21	4,044	130	129	137
South Atlantic.....	-21	+3	c	44	8,804	+6	+9	40	14,364	178	132	169
East South Central.....	-25	-10	c	15	2,423	-14	+3	18	3,319	153	134	143
West South Central.....	-38	+1	c	27	5,399	+12	+18	20	8,721	194	104	162
Mountain.....	-3	+9	c	16	2,223	-7	+2	12	2,384	123	130	132
Pacific.....	+16	+20	c	25	6,727	+39	+12	14	8,031	162	131	152
Miscellaneous.....	-10	-8	-11	12	2,217	-16	-6	6	1,891	246	223	263

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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. Mexico, Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Philip M. Hauser, Acting Director

FOR RELEASE
JANUARY 4, 1950

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS NOVEMBER 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,729 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales in November registered a gain of 2 percent over the previous month but were still 6 percent lower than November sales a year ago. Regionally, declines from November 1948 were reported from all geographic divisions. However, small to moderate month-to-month gains were noted for all areas, except the East South Central region, which indicated a decline of 2 percent, and the West North Central region, which reported little or no change. The South Atlantic region, with an increase of 6 percent, showed the highest gain over the previous month.

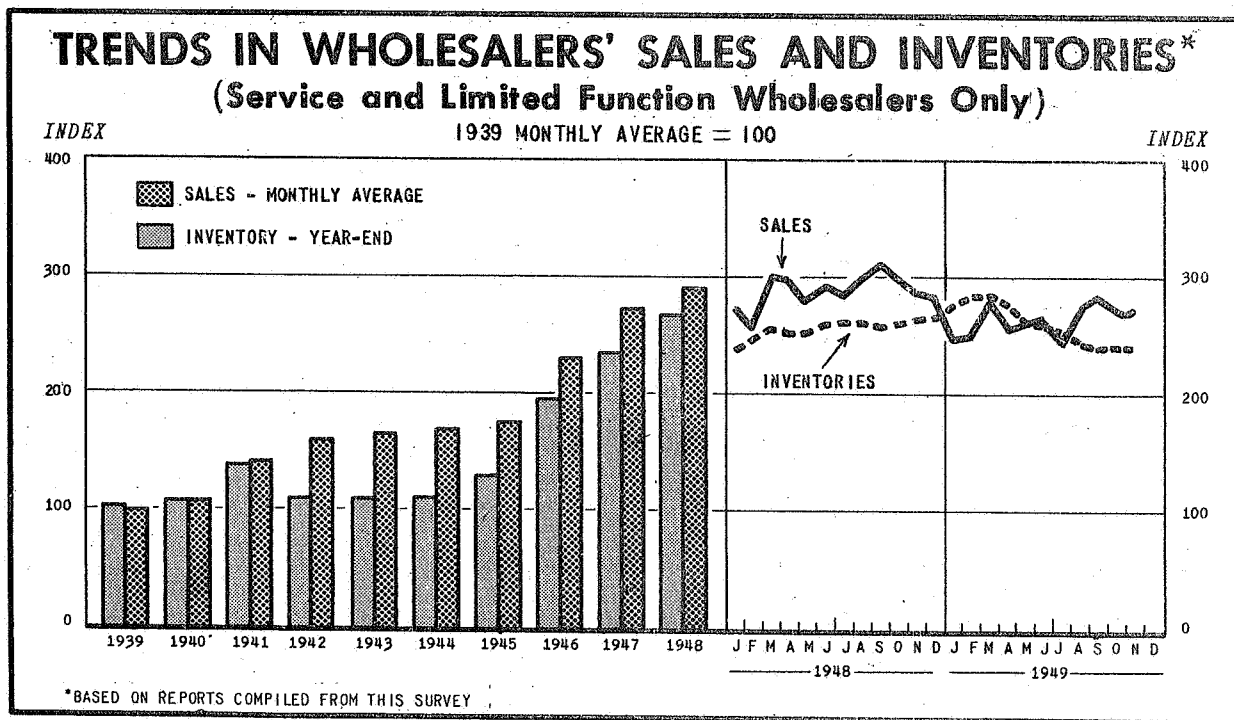
Cumulative sales for the first eleven months of 1949 were 8 percent below the same period of 1948. While most trades were lower than a year ago, beer, drugs, grocery retailer-cooperative warehouses, optical goods and surgical equipment were from 1 to 7 percent higher.

INVENTORIES

Wholesalers' inventories at the end of November rose slightly (1%) above the October stock level but were 10 percent lower than stocks on hand a year ago. According to the reports of 2,754 establishments reporting inventories in conjunction with sales, the November stock-sales ratio of 143 remained at the same level as a month ago but was 4 points below November 1948.

RETAIL TRADE

November sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 4 percent above the previous month but 2 percent lower than November 1948. Cumulative sales for the first eleven months of 1949 were 2 percent below the corresponding period in 1948.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION NOVEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		November 1949 panel			Percent change		November 1949 panel		Nov. 1949	Nov. 1948	Oct. 1949
	Nov. 1949 from Nov. 1948	Nov. 1949 from Oct. 1949	11 mos. 1949 from 11 mos. 1948b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1949 from Nov. 1948	Nov. 1949 from Oct. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States.....	-6	+2	-8	3,729	\$713,590	-10	+1	2,754	\$827,288	143	147	143
New England.....	-5	+4	-9	233	30,039	-15	-1	174	29,191	129	144	134
Middle Atlantic.....	-4	+4	-6	704	148,055	-8	+2	482	132,499	117	121	119
East North Central.....	-6	+2	-8	730	118,921	-10	-1	552	123,629	129	135	130
West North Central.....	-4	0	-6	410	92,807	-7	0	314	116,996	153	155	150
South Atlantic.....	-6	+6	-8	481	73,952	-11	+1	365	82,583	138	144	144
East South Central.....	-15	-2	-11	191	26,202	-9	+1	137	28,839	145	135	141
West South Central.....	-9	+4	-7	324	55,535	-6	+1	242	72,336	160	155	164
Mountain.....	-6	+2	-7	179	23,175	-7	+2	146	30,290	154	157	154
Pacific.....	-5	+2	-9	417	94,452	-8	+1	281	117,248	158	163	161
Automotive supplies.....	-10	-6	-11	253	17,044	-8	0	161	16,802	226	208	218
New England.....	-24	-8	-16	8	422	0	0	0	0	0	0	0
Middle Atlantic.....	-9	+1	-12	36	896	-4	+1	33	1,814	224	212	221
East North Central.....	-9	-5	-16	54	3,303	-7	+1	42	4,370	186	186	182
West North Central.....	-10	-10	-10	42	4,132	-1	-1	18	2,734	259	206	232
South Atlantic.....	-3	-5	-4	17	2,039	-8	+2	10	946	258	246	237
Mountain.....	-3	-11	-10	13	1,893	-20	+4	8	921	257	240	211
Pacific.....	-9	-5	-11	16	973	+21	+6	8	1,062	243	214	237
Electrical group, total.....	-14	-8	-14	58	2,257	-20	0	23	3,212	233	341	292
Full-line wholesalers.....	-13	0	-8	621	118,769	-26	-1	551	124,084	112	131	113
New England.....	-17	-1	-9	401	91,363	-27	-1	391	104,687	117	138	116
Middle Atlantic.....	0	-1	-8	31	5,384	-36	0	31	5,962	111	171	110
East North Central.....	-17	+1	-6	48	13,324	-26	+3	47	14,077	107	120	105
West North Central.....	-16	-3	-10	75	20,559	-26	-5	72	23,038	114	129	116
South Atlantic.....	-23	-3	-9	40	9,589	-30	-2	40	10,162	106	116	105
East South Central.....	-13	+4	-6	59	12,264	-24	+2	56	13,680	119	140	122
West South Central.....	-30	-9	-8	25	3,759	-22	-1	23	4,410	121	108	113
Mountain.....	-21	-1	-4	45	8,252	-21	-4	45	11,581	140	140	143
Pacific.....	-19	+2	-11	29	3,578	-19	-2	29	4,457	125	125	130
Wiring supplies, construction materials distributors.....	-14	-4	-14	49	14,654	-31	+3	48	17,370	119	150	112
New England.....	-14	+1	-16	114	6,627	-15	+1	78	6,032	129	128	126
Middle Atlantic.....	-10	+14	-15	12	458	+2	-2	4	186	175	170	190
East North Central.....	-11	-3	-6	30	1,207	-4	+3	21	1,369	148	134	135
West North Central.....	-6	+6	-16	22	1,687	-13	-4	18	1,725	122	136	134
South Atlantic.....	-20	-7	-8	7	833	-16	+21	5	603	126	111	93
East South Central.....	-31	+1	-30	18	1,223	-24	+1	14	1,196	111	100	109
West South Central.....	+8	+4	-9	11	737	-26	-10	5	323	113	186	136
Pacific.....	-15	-4	-18	8	259	-18	+1	7	423	169	-176	156
Appliances and specialties wholesalers..	+13	+7	-1	106	20,779	-23	-2	82	13,365	82	123	90
New England.....	+12	+9	-6	12	1,310	-22	+22	10	1,080	96	139	87
Middle Atlantic.....	+33	+23	+6	26	9,192	-36	-6	15	3,369	59	116	80
East North Central.....	+21	+10	0	14	2,008	-31	-6	10	1,177	68	123	83
West North Central.....	-1	-3	-10	12	1,371	-18	-2	10	1,749	131	156	130
South Atlantic.....	-12	-23	-7	20	2,603	-25	-7	19	2,265	96	113	85
East South Central.....	-19	+10	-13	4	525	0	0	0	0	0	0	0
West South Central.....	-18	-2	-23	6	525	-12	+6	6	962	183	169	168
Pacific.....	+13	+11	+5	9	2,747	-34	-5	6	1,508	57	106	67
Furniture and house furnishings.....	+8	+4	-8	58	14,316	+4	-4	44	15,932	131	137	143
Middle Atlantic.....	+16	+6	-2	14	3,162	+13	-11	10	2,185	97	102	112
East North Central.....	-1	-2	-7	5	905	0	0	0	0	0	0	0
West North Central.....	-3	+6	-14	5	3,496	+6	-8	5	4,943	141	129	162
South Atlantic.....	+43	-10	0	5	684	0	0	0	0	0	0	0
East South Central.....	+25	+21	+3	7	1,032	-3	+8	5	1,281	173	256	185
West South Central.....	+1	-3	-12	12	3,048	+2	0	10	3,741	127	129	124
Pacific.....	-13	-8	-14	142	48,819	-10	-1	114	88,378	213	211	198
Hardware.....	-14	-3	-15	4	510	-5	-2	4	1,526	299	270	297
Middle Atlantic.....	-11	-7	-10	28	7,364	-10	+1	23	10,078	157	156	143
East North Central.....	-4	-8	-13	18	9,602	-13	-5	18	17,186	179	199	173
West North Central.....	-14	-8	-14	18	10,494	-7	-1	18	25,082	220	203	199
South Atlantic.....	-8	+3	-11	23	4,917	-11	0	19	9,647	223	229	228
East South Central.....	-26	-11	-17	11	3,080	+3	+11	5	3,081	222	162	169
West South Central.....	-18	-5	-13	14	3,959	-10	-3	8	5,212	230	241	219
Mountain.....	-19	-13	-12	8	1,850	+7	-4	5	2,631	236	243	264
Pacific.....	-17	-12	-19	13	6,869	-18	-2	11	15,431	272	276	245
Industrial supplies.....	-26	-5	-16	66	8,803	-7	-2	46	15,766	235	191	228
New England.....	-14	-3	-16	8	665	+16	+3	7	1,932	316	236	295
Middle Atlantic.....	-31	+1	-23	14	867	-15	+1	8	1,168	222	191	218
East North Central.....	-27	-8	-14	10	765	-3	+1	7	594	211	189	187
West North Central.....	-12	-14	-10	7	602	0	0	0	0	0	0	0
South Atlantic.....	-38	-4	-24	9	649	-14	-3	8	1,569	245	176	243
East South Central.....	-27	0	-12	8	3,475	-4	-1	7	6,696	229	181	229
West South Central.....	-23	-11	-16	10	1,780	-15	-8	7	3,560	229	206	215
Pacific.....	-9	+8	-16	143	9,225	-8	-3	79	12,301	167	164	189
Jewelry.....	-2	+5	-18	40	2,441	-20	-5	14	2,035	121	141	138
Middle Atlantic.....	-12	+11	-15	44	2,714	-11	-3	26	3,316	152	151	177
East North Central.....	-11	+11	-11	13	1,339	+7	-5	10	1,994	192	155	223
West North Central.....	-24	+1	-14	5	237	0	0	0	0	0	0	0
South Atlantic.....	-6	+30	-15	6	315	-12	-8	5	664	221	248	312
East South Central.....	-9	+6	-16	29	2,040	-5	0	19	3,908	206	199	218
West South Central.....	-9	+6	-16	29	2,040	-5	0	19	3,908	206	199	218
Pacific.....	-9	+6	-16	29	2,040	-5	0	19	3,908	206	199	218
Lumber and building materials.....	+3	+1	-8	57	12,008	-13	+4	35	9,066	105	123	105
Middle Atlantic.....	-12	-5	-3	14	2,880	+3	+3	5	932	52	41	49
East North Central.....	+3	-12	-13	11	1,260	-20	-1	8	960	97	135	86
West North Central.....	0	+5	+2	5	2,168	0	0	0	0	0	0	0
South Atlantic.....	-3	-8	-16	7	967	-25	-5	5	205	68	65	59
East South Central.....	+14	-9	-17	4	688	0	0	0	0	0	0	0
West South Central.....	+43	+39	-2	4	2,182	-25	+4	4	1,985	91	178	122
Pacific.....	-2	-10	-15	9	1,597	+10	+11	7	2,210	202	180	160

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
NOVEMBER 1949

Page 3

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			November 1949 panel		Percent change		November 1949 panel		Nov. 1949	Nov. 1948	Oct. 1949
	Nov. 1949	Nov. 1949	11 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1949	Nov. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
	from Nov. 1948	from Oct. 1949	from 11 mos. 1948 ^b			from Nov. 1948	from Oct. 1949					
Machinery equipment; supplies (except electrical).....	-13	-13	-12	47	\$5,519	+9	+4	32	\$10,161	223	181	183
Middle Atlantic.....	-36	-2	-25	7	694	-10	0	4	897	220	156	210
East North Central.....	-5	-1	-18	10	687	+2	-2	8	1,048	160	151	170
South Atlantic.....	-18	-12	-16	8	745	-5	-5	5	1,315	268	202	227
West South Central.....	+8	-25	+4	6	1,804	+28	+9	5	4,056	230	202	157
Pacific.....	0	+20	-26	7	481	+8	+1	4	1,226	429	499	687
Metals.....	-23	-12	-18	24	6,455	-2	+1	20	10,846	171	134	151
Optical goods.....	-5	-4	+2	11	260	-26	+5	4	114	110	153	101
Paints and varnishes.....	-20	-24	-9	53	4,612	-13	-5	46	13,063	292	270	235
Plumbing and heating supplies.....	-15	-9	-15	21	9,604	-25	0	59	10,402	180	149	120
New England.....	-10	-14	-13	7	343	c	c	c	c	c	c	c
Middle Atlantic.....	-7	-12	-17	17	812	-5	+1	9	749	163	155	148
East North Central.....	-17	-20	-8	12	1,130	-8	-2	10	1,497	150	137	123
West North Central.....	-10	-10	-11	10	1,167	-17	+2	9	1,234	107	117	96
South Atlantic.....	-13	-4	-18	19	4,189	-32	-1	19	5,117	122	156	118
East South Central.....	-11	-7	-11	8	1,140	-33	0	6	1,176	125	160	117
Pacific.....	-38	-8	-23	4	598	c	c	c	c	c	c	c
Refrigeration equipment, parts (com- mercial).....	+13	+1	-6	27	957	-7	0	20	2,117	279	352	290
Middle Atlantic.....	+8	-10	-6	6	215	c	c	c	c	c	c	c
South Atlantic.....	+55	+24	+2	6	300	+11	+3	6	610	203	283	246
Pacific.....	+7	+7	-16	5	105	-19	-5	4	312	309	416	347
Surgical, medical, equipment, supplies..	+13	+3	+3	26	3,240	+26	-5	19	3,366	117	108	130
Middle Atlantic.....	-2	0	-2	6	224	+2	+4	4	185	226	222	217
East North Central.....	+16	+6	+7	8	2,377	+37	-8	6	2,298	97	85	113
South Atlantic.....	+17	-6	-7	5	296	0	-3	4	411	145	170	143
West South Central.....	+1	-6	-1	4	228	c	c	c	c	c	c	c
Beer.....	-2	+1	+6	43	2,327	-1	-11	36	701	32	32	36
Middle Atlantic.....	-12	-5	+16	8	300	+15	-5	6	70	24	18	24
East North Central.....	-4	-1	-8	13	502	+6	-2	12	200	42	38	42
West North Central.....	+6	+3	+15	6	896	+3	-12	5	90	11	11	12
South Atlantic.....	-10	+2	+2	6	313	-5	-26	5	146	51	54	70
Pacific.....	+4	+10	+1	5	247	-4	-3	4	146	63	68	71
Chemicals, industrial.....	-6	-11	-20	13	1,177	-5	-1	10	1,191	124	117	108
Clothing and furnishings (except shoes).	-44	-44	-23	20	1,914	-11	-20	13	2,250	163	118	117
Coal.....	-5	+58	-25	9	6,137	-48	-21	4	4,589	157	308	216
Confectionery.....	-9	0	-3	47	1,770	+10	+1	26	1,178	106	84	99
Middle Atlantic.....	-12	+8	-5	7	309	+5	+11	4	131	73	58	68
East North Central.....	-11	+6	-11	5	163	c	c	c	c	c	c	c
South Atlantic.....	-5	+4	-4	13	273	+2	0	7	211	110	105	116
East South Central.....	-1	+9	-2	8	212	+8	+16	4	43	93	85	88
Pacific.....	-17	-18	-8	5	362	c	c	c	c	c	c	c
Dairy and poultry products.....	-10	+1	-15	27	5,779	0	+4	18	2,289	44	39	43
Drugs and sundries (liquor excluded)....	+2	+2	+1	185	48,648	+2	-4	142	65,958	175	176	187
New England.....	+3	+1	+3	12	2,436	+5	-2	10	3,491	183	176	189
Middle Atlantic.....	-3	-1	0	25	8,917	+1	-4	18	9,082	167	161	173
East North Central.....	0	+1	+1	29	8,317	-3	-4	22	9,965	157	161	163
West North Central.....	+8	+3	+1	21	5,617	+2	-6	18	8,238	170	173	186
South Atlantic.....	+6	+6	+2	29	5,586	+3	-2	21	7,166	180	188	201
East South Central.....	+3	+1	0	15	3,028	-4	-5	11	4,330	177	189	196
West South Central.....	+10	+9	+6	25	5,854	+8	-7	18	8,699	190	196	223
Mountain.....	+2	-2	0	11	2,051	+7	-6	9	3,861	194	185	202
Pacific.....	0	-3	-1	18	6,842	+4	-4	15	11,126	182	181	184
Dry goods.....	-13	-8	-20	154	39,536	-21	-3	150	63,238	176	194	168
New England.....	+9	-7	-11	8	859	-25	-3	8	761	89	129	85
Middle Atlantic.....	-15	-3	-20	42	6,438	-7	-4	28	8,079	180	165	185
East North Central.....	-3	+2	-17	15	2,919	-9	-5	15	4,708	161	172	173
West North Central.....	-5	-12	-15	10	5,682	-9	-7	9	10,213	181	189	170
South Atlantic.....	-17	+2	-22	21	2,790	-16	-11	18	4,677	173	170	199
East South Central.....	-11	0	-22	17	1,890	-12	-14	11	2,238	161	166	184
West South Central.....	-8	-11	-18	13	1,730	-32	-2	13	2,683	155	211	142
Mountain.....	-17	-7	-12	6	514	-14	-5	5	891	192	189	186
Pacific.....	+1	-3	-6	15	3,278	+7	-3	9	6,533	254	231	260
Farm supplies.....	-10	-13	-10	21	2,536	+5	+3	9	943	91	89	86
Fresh fruits and vegetables.....	+5	+27	-5	68	5,951	-7	+12	46	1,106	28	29	30
New England.....	-23	+9	-15	10	382	0	-14	9	36	12	10	17
Middle Atlantic.....	+11	+27	-8	17	1,374	-28	+25	11	55	10	13	9
East North Central.....	+13	+52	0	14	1,623	-6	+5	9	413	46	54	51
South Atlantic.....	+14	-3	+11	8	383	+14	+25	5	84	30	34	24
East South Central.....	-6	+4	-6	5	278	c	c	c	c	c	c	c
Groceries, total.....	0	+4	-2	687	121,603	-4	+1	505	136,170	145	152	149
Non-affiliated full-line wholesalers d/	0	+3	-1	429	58,399	-4	+1	316	67,886	147	153	150
New England.....	-10	-4	-7	7	1,412	-1	+2	4	1,959	155	151	155
Middle Atlantic.....	-7	+1	-1	26	4,067	-6	+2	15	4,446	138	137	139
East North Central.....	+3	+5	+2	124	9,680	-2	-1	96	11,175	153	164	162
West North Central.....	+9	+8	+9	56	11,974	+2	+1	46	15,765	145	155	155
South Atlantic.....	-1	+2	-7	57	5,884	-5	-1	36	5,176	125	135	129
East South Central.....	-8	-1	-11	35	3,637	-11	+1	28	4,098	136	139	133
West South Central.....	-2	+2	-4	93	13,512	-7	-1	72	15,737	143	150	147
Mountain.....	-13	-7	-7	17	2,035	-10	+14	14	4,317	237	231	190
Pacific.....	-1	+4	+2	14	6,198	-4	+3	5	5,203	140	138	144

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WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION NOVEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			November 1949 panel	Percent change	November 1949 panel			Nov. 1949	Nov. 1948	Oct. 1949	
	Nov. 1949 from Nov. 1948	Nov. 1949 from Oct. 1949	11 mos. 1949 from 11 mos. 1948 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1949 from Nov. 1948	Nov. 1949 from Oct. 1949	No. of estab- lishments report- ing				Reported dollar values (add 000)
Groceries—Continued												
Voluntary-group wholesalers.....	0	+3	-3	144	\$38,206	-7	+1	117	\$45,723	148	160	149
New England.....	-1	+9	-4	9	2,912	-15	-4	6	1,506	122	140	131
Middle Atlantic.....	-3	+5	-3	42	10,956	-25	-1	28	12,968	160	211	172
East North Central.....	+1	0	-3	38	8,969	+6	+3	34	11,482	149	141	143
West North Central.....	+11	+1	+2	24	6,415	+14	+5	24	10,791	188	164	162
South Atlantic.....	-2	+10	-6	11	1,744	-7	-1	6	1,023	121	127	133
Mountain.....	-2	+5	-6	12	1,641	+1	0	12	2,290	140	134	147
Pacific.....	-6	+3	-7	5	5,452	-17	-2	4	5,517	110	123	113
Retailer-cooperative warehouses.....	+1	-2	+7	20	9,510	-15	-4	13	5,844	125	146	122
Specialty lines wholesalers.....	+2	+12	-5	94	15,688	+11	+5	60	16,717	138	128	153
New England.....	+2	+6	-10	5	124	c	c	c	c	c	c	c
Middle Atlantic.....	+15	+13	-3	22	4,451	+5	+17	12	3,380	97	113	94
East North Central.....	+13	-1	+9	12	848	+4	-1	7	246	62	63	66
South Atlantic.....	+11	+11	+2	24	1,920	+7	-1	16	1,848	117	126	134
East South Central.....	+3	+17	+5	5	487	c	c	c	c	c	c	c
West South Central.....	0	-3	-4	4	545	c	c	c	c	c	c	c
Pacific.....	-8	+14	-10	17	7,210	+13	+2	13	10,316	176	144	207
Leather and shoe findings.....	-14	-11	-13	29	418	-10	-1	14	949	402	403	369
Middle Atlantic.....	-15	-8	-4	7	44	c	c	c	c	c	c	c
East North Central.....	-4	-17	-10	6	71	c	c	c	c	c	c	c
West North Central.....	+4	0	-7	6	83	c	c	c	c	c	c	c
Pacific.....	-24	-14	-19	6	173	c	c	c	c	c	c	c
Meats and meat products.....	-4	+3	-11	50	36,889	-15	+9	44	16,741	51	57	49
Middle Atlantic.....	-5	+3	-12	10	3,917	-11	+7	10	1,471	38	40	36
East North Central.....	-11	-6	-13	13	7,405	-17	+22	12	3,176	46	49	35
South Atlantic.....	-15	+2	-10	4	394	c	c	c	c	c	c	c
Pacific.....	-1	-12	-8	5	2,991	-20	-6	4	495	30	36	30
Paper and its products.....	-3	+1	-9	61	8,064	-9	0	34	5,687	122	134	124
New England.....	-9	0	-11	5	254	+18	-2	4	348	218	178	242
Middle Atlantic.....	-3	-1	-12	18	2,019	-17	-1	11	948	74	100	79
East North Central.....	-5	+7	-11	17	3,570	-10	+2	10	2,154	105	106	110
West North Central.....	-8	+5	-10	4	296	c	c	c	c	c	c	c
South Atlantic.....	-6	-3	-12	7	566	c	c	c	c	c	c	c
Pacific.....	+1	-15	-1	5	883	c	c	c	c	c	c	c
Petroleum.....	-16	-1	-11	25	2,733	+7	+5	25	2,796	102	81	97
Shoes and other footwear.....	-11	-14	-8	29	19,188	-4	+4	22	51,599	275	256	227
New England.....	-7	-5	-20	4	477	c	c	c	c	c	c	c
Middle Atlantic.....	-9	-13	-4	7	597	-1	-15	4	546	126	116	126
West North Central.....	-3	-40	-2	4	994	c	c	c	c	c	c	c
South Atlantic.....	-18	+1	-13	4	1,319	c	c	c	c	c	c	c
Pacific.....	-31	-24	-20	5	221	+9	-1	5	646	292	185	223
Tobacco products.....	-1	+4	-1	269	39,238	-1	+5	160	16,363	65	65	63
New England.....	-2	+5	0	25	3,288	+10	+2	14	778	62	57	61
Middle Atlantic.....	-4	+3	-3	60	12,953	-10	+3	41	7,553	72	76	71
East North Central.....	0	+6	0	54	7,739	+16	+13	25	2,543	59	52	55
West North Central.....	-2	+3	-5	40	4,821	+11	+11	23	1,866	69	61	63
South Atlantic.....	-2	+3	0	19	3,890	-7	+5	17	1,810	50	52	49
East South Central.....	+1	+1	+2	9	750	-6	+2	5	381	72	79	72
West South Central.....	+6	0	+6	28	1,810	+19	+11	10	440	67	55	61
Mountain.....	+12	+9	+7	17	1,242	+8	0	14	529	77	81	82
Pacific.....	+5	+14	+1	17	2,745	0	-8	11	463	46	52	57
Wines and spirits ^c	0	+20	c	274	91,631	+9	+12	223	102,390	139	125	148
New England.....	-4	+6	c	23	4,180	-21	+5	19	3,645	114	135	111
Middle Atlantic.....	+2	+11	c	45	33,239	+14	+12	41	33,300	125	111	124
East North Central.....	-2	+13	c	39	9,771	0	+9	32	11,015	143	143	152
West North Central.....	+6	+24	c	32	8,137	+8	+21	25	6,820	128	116	126
South Atlantic.....	+4	+38	c	49	13,611	+4	+9	42	17,281	146	141	176
East South Central.....	-20	+20	c	15	2,888	-5	+2	12	2,806	128	111	149
West South Central.....	-18	+39	c	24	6,069	+17	+34	19	10,519	183	130	194
Mountain.....	-7	+8	c	14	1,725	-5	+11	11	2,024	140	141	139
Pacific.....	+11	+51	c	33	12,011	+26	+8	22	15,000	157	131	192
Miscellaneous.....	+6	+16	-9	13	2,693	-14	+6	7	2,247	285	234	259

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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. Mexico, Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Philip M. Hauser, Acting Director

FOR RELEASE
FEBRUARY 3, 1950

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS DECEMBER 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,713 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales for the year 1949 were 8 percent lower than 1948. Regionally, declines from 1948 were experienced in all geographic divisions, ranging from 6 percent in the Middle Atlantic and West North Central regions to 11 percent in the East South Central region. Of the 38 kinds of business covered in this report, only beer, drugs, grocery retailer-cooperative warehouses, optical goods and surgical equipment reported gains over 1948 of 1 to 7 percent.

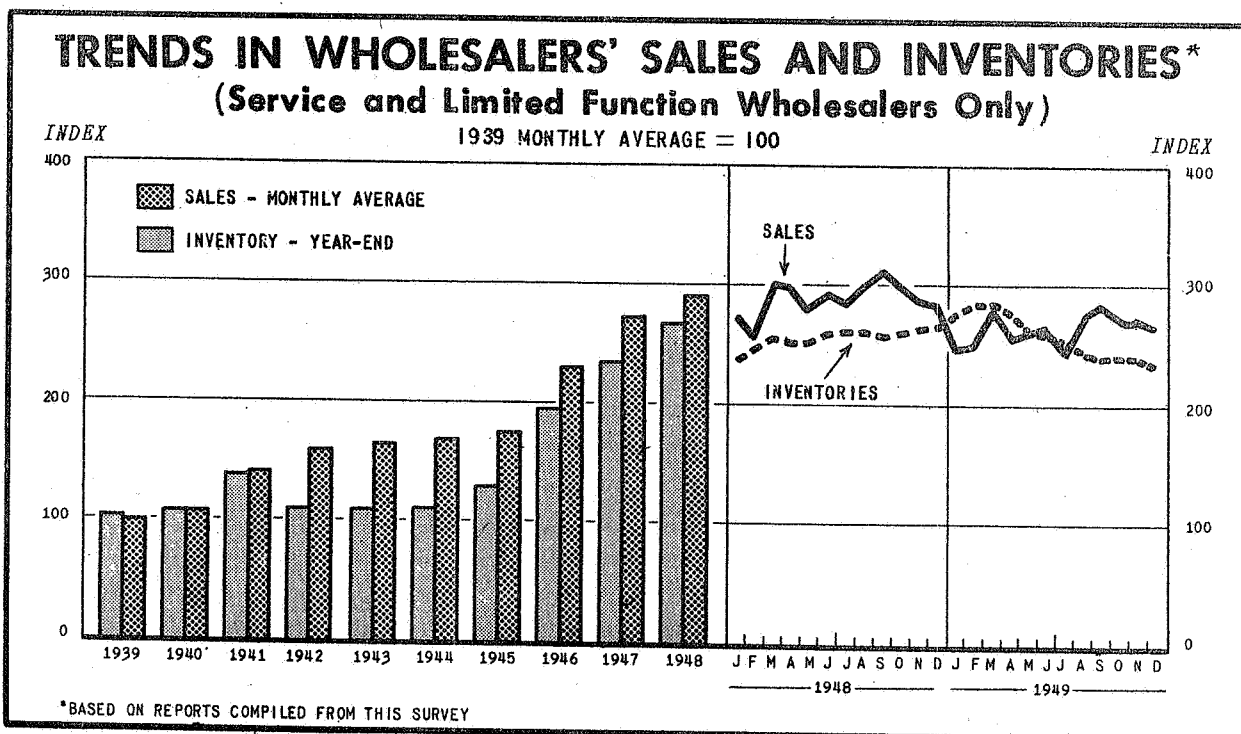
December sales of wholesalers declined slightly (1%) from the previous month and were 8 percent lower than sales a year ago. While declines from December 1948 were indicated for all divisions, month-to-month gains were experienced in the New England (9%) Middle Atlantic (8%) and East North Central (2%) regions. The South Central regions reported little or no change.

INVENTORIES

Year-end inventories of wholesalers declined 9 percent from stocks on hand at the end of 1948 and were 4 percent lower than the November 30, 1949 stock level. According to the reports of 2,636 establishments reporting inventories in conjunction with sales, the December stock-sales ratio of 139 was 4 points below November and 3 points below a year ago.

RETAIL TRADE

December sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 26 percent above the previous month but 4 percent lower than December 1948. Cumulative sales for the year 1949 were 3 percent below sales for 1948.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
DECEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		December 1949 panel			Percent change		December 1949 panel		Dec. 1949	Dec. 1948	Nov. 1949
	Dec. 1949	Dec. 1948	12 mos. from Dec. 1948	No. of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1949	Dec. 1948	No. of estab- lishments report- ing	Reported dollar values (add 000)			
	1949	1948	1948b			1949	1948					
United States.....	-8	-1	-8	3,713	\$705,822	-9	-4	2,636	\$761,824	139	142	143
New England.....	-7	+9	-9	223	33,306	-11	0	152	24,077	111	117	122
Middle Atlantic.....	-4	+8	-6	705	159,204	-4	-9	458	111,346	94	95	117
East North Central.....	-9	+2	-8	741	126,148	-9	-4	538	115,774	122	123	129
West North Central.....	-9	-10	-6	408	82,122	-8	-1	289	100,339	167	167	150
South Atlantic.....	-8	-1	-8	469	69,073	-10	-4	331	69,377	130	132	134
East South Central.....	-14	0	-11	195	28,549	-9	-1	125	24,202	141	131	145
West South Central.....	-4	0	-7	312	58,148	-11	-7	213	63,223	150	162	164
Mountain.....	-5	-1	-7	180	22,656	-6	-4	137	25,228	147	151	155
Pacific.....	-11	-7	-8	419	86,830	-9	-4	261	96,397	161	157	156
Automotive supplies.....	-8	-12	-11	283	13,698	-11	-2	134	13,986	227	224	232
New England.....	+1	-24	-15	7	246	0	0	0	0	0	0	0
Middle Atlantic.....	-28	-17	-13	33	615	-14	+2	30	1,589	293	299	298
East North Central.....	-12	+1	-16	52	3,635	-6	-8	40	4,339	154	148	198
West North Central.....	-2	-10	-10	38	3,861	-8	-3	14	1,789	308	309	290
South Atlantic.....	-2	-25	-3	17	1,636	-6	+15	10	1,093	279	234	213
East South Central.....	-2	-21	-10	14	1,510	-25	-8	8	610	235	266	239
South Central.....	-1	-15	-10	16	627	+5	-5	7	702	241	271	263
Mountain.....	-14	-10	-14	56	1,968	-20	+1	22	2,924	340	361	309
Pacific.....	-18	+6	-9	607	128,394	-25	+4	434	106,223	114	129	117
Electrical group, total.....	-21	+7	-10	406	98,304	-25	+5	297	89,358	122	132	124
Full-line wholesalers.....	-14	+6	-3	33	6,271	-36	+3	25	5,386	108	151	111
New England.....	-20	+19	-8	49	15,977	-22	+5	37	12,687	101	114	118
Middle Atlantic.....	-16	+13	-11	80	24,988	-24	0	61	21,257	110	126	125
East North Central.....	-31	-3	-11	39	9,193	-26	+6	29	8,176	126	124	114
West North Central.....	-19	+8	-7	58	11,903	-25	+9	39	10,540	126	142	121
South Atlantic.....	-30	+9	-10	24	3,755	-25	+7	14	2,960	131	125	135
East South Central.....	-32	-3	-7	45	8,025	-19	+9	32	9,883	162	135	144
South Central.....	-20	+4	-12	29	3,713	-19	+4	24	3,360	127	123	132
Mountain.....	-19	-2	-14	49	14,489	-27	+7	36	15,109	140	153	124
Pacific.....	-15	+4	-16	118	6,442	-15	+3	76	5,674	121	118	128
Wiring supplies, construction materials distributors.....	-27	-3	-16	11	389	0	0	0	0	0	0	0
New England.....	-11	+2	-7	34	1,060	-1	+1	19	1,092	171	151	191
Middle Atlantic.....	-9	+3	-16	25	1,881	-16	+3	20	1,961	110	121	109
East North Central.....	-12	+10	-8	7	746	-16	-11	4	1,384	109	112	124
West North Central.....	-31	+10	-30	18	1,375	-24	+2	13	1,122	94	83	104
South Atlantic.....	+16	-5	-8	10	446	-11	+31	8	501	163	166	108
East South Central.....	-19	+4	-10	4	243	0	0	0	0	0	0	0
South Central.....	+7	+8	-17	9	302	-18	0	7	416	150	195	167
Mountain.....	+7	0	-1	83	18,648	-28	-6	61	11,191	75	112	82
Pacific.....	+38	+26	-3	4	749	-4	+13	4	579	77	111	86
Appliances and specialties wholesalers.....	+10	-10	+7	20	7,700	-37	-15	11	2,435	51	89	56
New England.....	+36	+38	+4	14	2,736	-27	-2	9	1,066	44	89	64
Middle Atlantic.....	-24	-7	-12	11	1,746	-22	-5	8	2,334	145	138	189
East North Central.....	-17	-13	-8	13	1,731	-26	+1	12	1,644	108	118	93
West North Central.....	-21	-7	+12	4	589	-26	-5	4	797	135	145	131
South Atlantic.....	+9	+9	-20	6	818	-23	-3	6	913	112	158	125
East South Central.....	+56	+10	+9	8	2,224	-33	-7	4	942	46	112	54
South Central.....	+1	-14	-8	58	12,093	-4	+1	44	16,130	155	168	132
Mountain.....	-4	-23	-2	15	2,311	-2	0	11	2,265	136	143	108
Pacific.....	+7	+8	-6	4	933	0	0	0	0	0	0	0
Furniture and house furnishings.....	+7	-8	-13	5	3,214	-7	+8	5	5,351	166	193	141
New England.....	-3	-5	0	5	649	0	0	0	0	0	0	0
Middle Atlantic.....	+14	-7	+2	8	1,268	-8	-7	8	1,645	130	161	129
East North Central.....	+10	-9	+4	6	767	+2	+6	5	1,352	198	227	173
West North Central.....	-10	-24	-12	11	2,259	-2	-3	9	3,420	159	148	123
South Atlantic.....	-13	-11	-14	142	43,251	-13	-2	113	81,374	238	235	207
East South Central.....	-12	-9	-10	29	6,642	-4	-1	23	9,930	172	156	157
South Central.....	-7	-10	-13	19	9,020	-17	-4	17	15,977	186	207	176
Mountain.....	-15	-17	-14	17	8,432	-9	-1	16	17,409	254	241	207
Pacific.....	-13	-17	-11	24	4,036	-13	+2	21	10,078	274	269	221
Hardware.....	-21	-3	-17	12	3,027	-5	+5	6	3,522	246	209	225
New England.....	-4	-11	-12	15	3,959	-14	-3	9	5,845	243	209	220
Middle Atlantic.....	-12	+8	-12	8	1,868	-3	-4	5	2,109	278	268	204
East North Central.....	-20	-12	-19	15	6,074	-20	-3	13	16,081	308	311	279
West North Central.....	-24	+2	-16	69	9,077	-10	+3	51	16,987	241	209	238
South Atlantic.....	-13	+28	-16	8	733	-6	0	8	2,001	252	232	323
East South Central.....	-36	-11	-24	16	907	-18	+1	10	1,283	192	156	188
South Central.....	-19	+4	-15	10	796	-8	-3	7	577	209	229	211
Mountain.....	-12	+1	-10	9	769	-13	0	5	783	200	191	212
Pacific.....	-29	+6	-25	9	689	-10	-2	8	1,537	225	181	245
Industrial supplies.....	-18	+5	-12	7	3,462	-4	+5	5	6,606	243	226	238
New England.....	-36	-8	-18	10	1,661	-16	+6	8	4,200	276	213	241
Middle Atlantic.....	0	+9	-14	157	10,413	-12	-16	78	9,727	185	150	168
East North Central.....	-10	+31	-14	5	503	0	0	0	0	0	0	0
West North Central.....	-2	-3	-16	48	2,507	-16	-10	15	2,134	132	158	142
South Atlantic.....	-8	-1	-15	42	2,614	-13	-14	24	2,636	135	143	146
East South Central.....	+2	+11	-10	14	1,443	-1	-14	9	1,512	139	135	180
South Central.....	+13	+14	-11	7	388	0	0	0	0	0	0	0
Mountain.....	+59	+75	-6	6	601	0	0	0	0	0	0	0
Pacific.....	-1	+20	-14	32	2,338	-13	-21	20	2,931	137	156	206
Jewelry.....	+8	-15	-7	58	9,968	-7	+3	34	8,061	126	136	102
New England.....	-8	-21	-4	14	2,275	+10	+6	5	1,042	71	54	52
Middle Atlantic.....	-6	-27	-12	12	939	-7	+4	8	803	145	134	86
East North Central.....	+17	-6	+8	5	2,037	0	0	0	0	0	0	0
West North Central.....	-12	-22	-15	6	612	-24	+3	5	212	70	84	63
South Atlantic.....	+30	-24	0	4	1,304	0	0	0	0	0	0	0
East South Central.....	+22	+4	-12	11	1,984	+6	-5	7	1,608	156	184	185
South Central.....												
Mountain.....												
Pacific.....												
Lumber and building material.....												
New England.....												
Middle Atlantic.....												
East North Central.....												
West North Central.....												
South Atlantic.....												
East South Central.....												
South Central.....												
Mountain.....												
Pacific.....												

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(Continued on next page)

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(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		12 mos. 1949 from 12 mos. 1948 ^b	December No. of estab- lishments report- ing	1949 panel Reported dollar values (add 000)	Percent change		December No. of estab- lishments report- ing	1949 panel Reported dollar values (add 000)	Dec. 1949	Dec. 1948	Nov. 1949
	Dec. 1949 from Dec. 1948	Dec. 1949 from Nov. 1948										
Machinery equipment, supplies (except electrical).....	-12	+6	-12	48	\$5,875	+14	+8	33	\$10,718	215	172	215
New England.....	-8	0	-21	5	400	+5	+3	4	897	330	305	301
Middle Atlantic.....	-32	+10	-26	8	782	-9	-2	4	877	188	147	220
East North Central.....	-19	-7	-18	12	687	+3	-3	9	1,068	167	130	158
South Atlantic.....	-24	-13	-17	7	582	+6	+9	4	1,521	376	269	295
West South Central.....	+8	+5	+4	6	1,895	+40	+16	5	4,704	254	204	230
Pacific.....	-21	-29	-26	5	216	c	c	c	c	c	c	c
Metals.....	-27	+1	-19	22	3,147	-5	-1	18	8,985	148	115	152
Optical goods.....	-10	-16	+2	11	280	-28	+10	4	140	158	217	118
Paints and varnishes.....	-21	-35	-10	47	2,851	c	c	c	c	c	c	c
Plumbing and heating supplies.....	-20	-6	-16	76	8,618	-20	+4	53	10,512	142	147	131
New England.....	-11	-21	-13	6	244	c	c	c	c	c	c	c
Middle Atlantic.....	-25	-27	-17	14	502	+6	+1	6	828	249	174	187
East North Central.....	-16	-7	-9	11	901	+1	+3	9	1,566	178	147	158
South Atlantic.....	-15	-23	-11	9	855	-11	+27	7	1,189	155	153	95
West South Central.....	-18	+2	-18	19	4,165	-25	+1	19	5,174	124	187	125
Pacific.....	-48	-17	-24	5	606	c	c	c	c	c	c	c
Refrigeration equipment, parts (com- mercial).....	+4	-16	-5	25	781	-7	-2	20	2,041	535	382	279
Middle Atlantic.....	+16	+7	-4	6	251	c	c	c	c	c	c	c
South Atlantic.....	+8	-40	+2	6	179	+10	-4	6	583	326	319	203
Pacific.....	+26	+11	-14	6	155	-24	-4	6	393	254	421	292
Surgical, medical, equipment, supplies...	+12	-1	+3	30	3,393	+13	-2	25	4,005	129	126	131
Middle Atlantic.....	+2	-6	-2	5	190	c	c	c	c	c	c	c
East North Central.....	+16	-3	+8	7	2,193	+17	-5	7	2,245	102	101	104
South Atlantic.....	-7	-5	-8	6	249	-3	+2	5	514	216	206	201
Beer.....	+4	+5	+6	44	2,496	-8	-5	37	681	29	35	32
Middle Atlantic.....	+8	+7	+16	9	599	+14	-10	7	74	19	18	23
East North Central.....	0	+7	-7	13	537	-10	-2	12	196	38	42	42
West North Central.....	+8	+7	+14	6	956	-23	-19	5	73	8	11	11
South Atlantic.....	+3	+4	+2	5	327	-1	+5	5	153	54	64	51
Pacific.....	+7	-3	+2	6	239	+1	-6	4	137	60	85	65
Chemicals, industrial.....	-15	-12	-19	12	699	-4	+3	9	1,062	148	129	131
Clothing and furnishings (except shoes)...	-12	-34	-22	24	1,533	+14	0	15	1,724	190	169	119
Coal.....	-17	-5	-24	9	5,907	-44	-9	4	4,258	123	222	149
Confectionery.....	+1	+10	-3	42	1,643	-5	-11	25	697	80	95	101
Middle Atlantic.....	+4	+17	-4	5	314	c	c	c	c	c	c	c
South Atlantic.....	-3	-5	-4	13	258	-2	-4	7	202	114	118	110
East South Central.....	+3	+9	-1	8	251	-19	-12	4	38	79	98	95
Pacific.....	+9	+50	-8	4	405	c	c	c	c	c	c	c
Dairy and poultry products.....	-7	+6	-14	27	6,260	-5	-17	20	1,921	33	53	43
Drugs and sundries (liquor excluded).....	+4	-6	+1	183	45,675	+5	-5	139	60,379	178	177	174
New England.....	+8	+1	+5	13	2,514	d	d	d	d	d	d	d
Middle Atlantic.....	+1	-3	0	24	8,596	d	d	d	d	d	d	d
East North Central.....	+5	-4	+1	24	7,281	d	d	d	d	d	d	d
West North Central.....	+6	-6	+1	20	5,044	d	d	d	d	d	d	d
South Atlantic.....	+11	-3	+5	30	5,629	d	d	d	d	d	d	d
East South Central.....	+3	-5	0	15	2,685	d	d	d	d	d	d	d
West South Central.....	+11	-11	+6	26	5,858	d	d	d	d	d	d	d
Mountain.....	+4	-14	+1	11	1,766	d	d	d	d	d	d	d
Pacific.....	-3	-12	-1	20	6,152	d	d	d	d	d	d	d
Dry goods.....	-15	-52	-19	145	26,510	-16	+4	115	81,241	267	270	175
New England.....	-8	-27	-11	8	624	-14	-5	8	722	116	127	99
Middle Atlantic.....	-13	-10	-20	37	5,087	-1	-2	24	6,347	237	171	174
East North Central.....	+6	-32	-16	13	1,757	+2	-4	13	5,644	207	216	147
West North Central.....	-2	-32	-14	11	4,139	-5	+6	10	11,352	277	285	177
South Atlantic.....	0	-18	-20	19	2,036	-8	-4	15	3,975	205	225	178
East South Central.....	-2	-31	-21	16	1,229	-6	+5	10	2,151	252	261	160
West South Central.....	-5	-33	-18	9	747	-21	+8	9	1,980	265	317	164
Mountain.....	-1	-29	-11	5	351	0	0	5	885	270	288	192
Pacific.....	-16	-51	-5	15	2,582	-2	-4	9	5,894	402	372	253
Farm supplies.....	-30	-1	-11	20	2,459	+2	+4	8	915	104	100	86
Fresh fruits and vegetables.....	-10	-10	-5	73	5,358	+10	-12	48	681	23	17	25
New England.....	-29	-14	-16	10	332	-14	0	9	36	15	12	12
Middle Atlantic.....	-7	-16	-8	19	1,311	+46	-12	12	169	24	15	26
East North Central.....	-4	-11	0	16	1,545	-5	-13	9	160	30	31	39
South Atlantic.....	+8	+17	+11	9	470	+25	-29	6	60	18	17	23
East South Central.....	-20	-6	-8	6	290	c	c	c	c	c	c	c
Pacific.....	-15	-8	-2	8	1,208	+13	-1	5	205	22	15	22
Groceries, total.....	-7	-12	-2	690	107,328	-2	-5	507	121,899	153	145	141
Non-affiliated full-line wholesalers ^c	-5	-11	-2	451	50,216	-5	-8	318	59,795	148	148	142
New England.....	-16	-14	-8	7	1,211	-5	-2	4	1,920	195	172	166
Middle Atlantic.....	-1	+16	-1	22	4,061	-3	-7	12	5,546	104	108	158
East North Central.....	-8	-15	+1	124	7,846	+2	-5	96	10,588	177	161	153
West North Central.....	+4	-18	+9	65	9,786	+5	-7	57	14,463	180	162	144
South Atlantic.....	-7	-10	-7	60	5,954	-7	-5	37	5,479	133	138	124
East South Central.....	-18	-8	-12	52	2,761	-12	-5	25	3,215	137	131	133
West South Central.....	-6	-7	-6	87	12,013	-11	-15	64	12,474	131	139	145
Mountain.....	-11	-19	-7	18	1,347	-22	-13	16	1,907	150	173	158
Pacific.....	-5	-17	+1	16	5,239	-10	-3	7	5,203	167	161	149

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION DECEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change			December 1949 panel		Percent change		December 1949 panel		Dec. 1949	Dec. 1948	Nov. 1949
	Dec. 1949 from Dec. 1948	Dec. 1949 Nov. 1949	12 mos. 1949 from 12 mos. 1948b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1949 from Dec. 1948	Dec. 1949 Nov. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries—Continued												
Voluntary-group wholesalers.....	-9	-11	-4	142	\$86,093	-2	-4	115	\$41,232	153	141	141
New England.....	-4	+1	-4	8	2,677	-17	-8	5	885	123	129	113
Middle Atlantic.....	-5	-9	-3	40	9,742	-4	+1	27	7,437	152	157	140
East North Central.....	-10	-10	-4	42	9,686	+5	-7	37	12,325	144	122	139
West North Central.....	-15	-23	+1	23	4,812	+5	-1	23	9,411	196	158	151
South Atlantic.....	-7	-10	-6	11	1,554	-8	-15	6	867	119	119	121
Mountain.....	-5	-9	-6	9	1,499	-5	-1	9	4,103	274	273	250
Pacific.....	-11	-6	-7	6	5,738	-14	-5	5	5,720	107	112	109
Retailer-cooperative warehouses.....	-3	-12	+7	22	8,487	-7	+2	15	6,519	146	155	127
Specialty lines wholesalers.....	-12	-21	-6	95	12,530	+15	-2	59	15,353	176	139	144
New England.....	-4	+10	-10	5	136	c	c	c	c	c	c	c
Middle Atlantic.....	-10	-25	-4	22	3,478	-6	-12	11	1,955	106	123	105
East North Central.....	-7	-17	+7	11	646	-2	-2	6	190	69	65	59
South Atlantic.....	-11	-20	+1	23	1,472	+14	+7	15	1,981	162	127	117
East South Central.....	-1	-11	+5	5	434	c	c	c	c	c	c	c
West South Central.....	-13	-22	-5	291	281	c	c	c	c	c	c	c
Pacific.....	-16	-21	-11	18	5,729	+21	0	14	10,286	222	156	175
Leather and shoe findings.....	-6	-13	-13	31	417	-9	+2	16	1,064	405	444	356
Middle Atlantic.....	0	-14	-4	7	38	c	c	c	c	c	c	c
East North Central.....	-7	-21	-9	6	56	c	c	c	c	c	c	c
West North Central.....	-5	-22	-7	5	62	c	c	c	c	c	c	c
Pacific.....	-21	-16	-19	7	178	c	c	c	c	c	c	c
Meats and meat products.....	-15	-9	-12	49	33,412	-27	-4	43	16,011	54	63	51
Middle Atlantic.....	-18	-10	-12	10	3,523	-20	-5	10	1,392	40	41	38
East North Central.....	-29	-1	-15	13	7,300	-10	+22	12	3,871	57	44	46
South Atlantic.....	-27	-7	-11	4	368	c	c	c	c	c	c	c
Pacific.....	-17	+3	-7	5	3,074	+4	+1	4	501	32	24	30
Paper and its products.....	-3	-5	-9	58	7,582	-9	-4	34	5,797	123	123	123
New England.....	-3	+5	-10	4	242	c	c	c	c	c	c	c
Middle Atlantic.....	-5	-6	-12	18	1,809	-18	-2	10	924	86	102	82
East North Central.....	0	-5	-10	17	3,697	-11	-4	11	2,462	105	113	106
West North Central.....	-23	-24	-11	4	226	c	c	c	c	c	c	c
South Atlantic.....	-1	-1	-11	6	494	c	c	c	c	c	c	c
Pacific.....	-3	+12	-1	4	743	c	c	c	c	c	c	c
Petroleum.....	-21	-2	-12	24	2,633	+19	+13	24	3,164	120	80	104
Shoes and other footwear.....	-15	-7	-9	28	17,865	-5	+7	22	55,261	315	280	275
Middle Atlantic.....	-18	-20	-5	6	461	-1	+18	4	543	204	164	126
West North Central.....	-17	-3	-3	4	960	c	c	c	c	c	c	c
South Atlantic.....	+32	-33	-12	4	880	c	c	c	c	c	c	c
Pacific.....	-35	-37	-21	6	154	-3	+5	5	678	506	389	292
Tobacco products.....	-3	+8	-1	294	45,533	-6	-16	181	16,395	54	55	69
New England.....	-1	+16	0	23	3,529	+3	+3	12	546	45	47	53
Middle Atlantic.....	-2	+14	-3	65	15,945	-12	-23	45	6,084	48	54	71
East North Central.....	-2	+8	0	64	9,462	-4	-18	34	2,501	47	48	61
West North Central.....	+2	+11	-3	45	6,229	+6	-9	27	3,721	69	87	112
South Atlantic.....	-14	-6	-1	21	4,212	-12	-10	18	1,793	48	46	50
East South Central.....	-7	+6	+1	14	1,423	-6	-15	10	552	47	46	58
West South Central.....	+11	+5	+6	24	1,788	-3	-29	9	291	43	44	65
Mountain.....	+2	+8	+6	18	1,328	+19	-4	15	521	75	71	74
Pacific.....	-7	-2	0	20	2,717	-9	-4	11	386	49	52	47
Wines and spirits ^f	+4	+23	c	316	124,877	+7	-17	259	93,074	89	88	139
New England.....	-3	+22	c	28	6,546	+5	-12	22	4,059	87	78	121
Middle Atlantic.....	+10	+42	c	51	45,804	+15	-17	48	31,392	77	73	131
East North Central.....	-1	+31	c	58	16,372	+2	-9	47	13,410	108	104	152
West North Central.....	-4	+4	c	28	7,459	-3	-1	20	4,638	101	102	112
South Atlantic.....	+4	+25	c	45	14,843	+9	-23	41	11,971	85	83	137
East South Central.....	-11	+35	c	16	4,074	+32	-8	13	3,117	96	63	137
West South Central.....	+28	+31	c	31	11,369	-22	-29	25	10,091	96	164	178
Mountain.....	+3	+23	c	16	3,225	+11	-13	13	2,578	89	82	127
Pacific.....	-2	+10	c	43	15,185	+31	-19	30	11,918	108	80	145
Miscellaneous.....	+4	+11	-3	12	3,036	-22	-7	6	1,892	239	269	280

a 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 reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d To be published in the December edition of Trends in the Drug Trade.

e Not affiliated with voluntary or cooperative groups.

f Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

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. Mexico, Utah, Wyo.)
 Pacific - (Calif., Oreg., Wash.)