

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, SecretaryBUREAU OF THE CENSUS
Philip M. Hauser, Acting DirectorFOR RELEASE
MARCH 8, 1950

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

JANUARY 1950

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 3,727 wholesale houses in various lines of trade.

SALES

January 1950 sales of wholesalers followed their usual seasonal trend with a decline of 14 percent from the previous month. Compared with a year ago, January sales were off only 3 percent.

Regionally, all geographic divisions experienced declines from December 1949, ranging from 10 percent in the West North Central division to 25 percent in New England. While the Mountain division registered a gain of 3 percent over January 1949, all other regions reported decreases of 2 to 9 percent.

While wholesale trade is down somewhat compared with January 1949, 13 of the trades covered in this report indicated sales increases over the corresponding period a year ago, ranging from 1 percent in dry goods to 42 percent in surgical and medical equipment and supplies. Individually by trades, a comparison with the previous month (December 1949) indicates wide variation in seasonal sales patterns, ranging from a drop of 65 percent in jewelry to an increase of 55 percent in farm supplies.

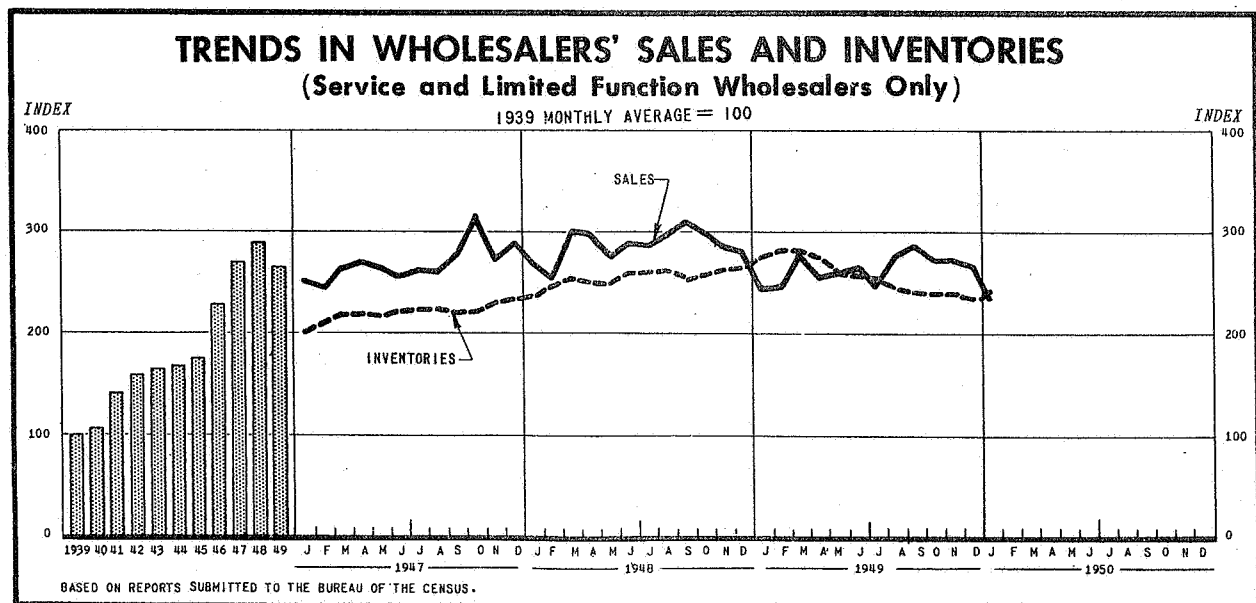
INVENTORIES

Wholesalers' inventories (valued at cost) at the end of January rose 2 percent over December 1949 but were considerably below (11 percent) the stock level established a year ago. According to the reports of 2,750 establishments reporting inventories in conjunction with sales, the January stock-sales ratio of 167 was 27 points above December but 13 points below a year ago.

While inventory levels for wholesale trade in general are down substantially below the dollar value of stocks on hand a year ago, wide variations in inventory trends by individual trades are noted, ranging from a decrease of 58 percent in coal to an increase of 19 percent in clothing and furnishings.

RETAIL TRADE

January sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 35 percent below the previous month but recorded a gain of 3 percent over January 1949 sales.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
JANUARY 1950

(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 1950 panel		Percent change		January 1950 panel		Jan. 1950	Jan. 1949	Dec. 1949
	Jan. 1950 from Jan. 1949	Jan. 1950 from Dec. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1950 from Jan. 1949	Jan. 1950 from Dec. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	-3	-14	3,727	\$598,787	-11	+2	2,750	\$790,764	167	180	140
New England.....	-2	-25	233	24,764	-11	+5	174	30,426	158	179	118
Middle Atlantic.....	-2	-24	692	114,208	-9	+2	462	108,027	139	149	108
East North Central.....	-3	-16	730	102,928	-13	+2	556	125,056	147	166	121
West North Central.....	-2	-10	415	73,093	-11	+4	323	108,101	182	202	156
South Atlantic.....	-5	-11	474	61,483	-10	+2	357	77,612	153	162	130
East South Central.....	-9	-11	201	23,610	-5	+6	146	31,534	177	169	147
West South Central.....	-5	-11	330	52,356	-7	+4	253	76,418	178	181	150
Mountain.....	+3	-13	174	18,560	-6	+5	140	26,388	172	188	142
Pacific.....	-4	-15	413	76,770	-8	0	279	109,497	195	204	160
Automotive supplies.....	-2	-12	242	12,458	-8	0	143	14,540	282	287	227
New England.....	-26	-26	8	260	-7	+6	4	410	390	237	253
Middle Atlantic.....	-13	+1	37	777	-8	-4	34	1,870	263	248	281
East North Central.....	-3	-28	53	2,518	-9	+3	40	4,142	238	257	144
West North Central.....	-3	-21	39	2,717	-4	-1	15	1,927	328	344	299
South Atlantic.....	+5	+13	17	1,763	-5	-2	9	827	314	260	312
South Central.....	+7	+6	13	1,716	-23	+6	8	992	221	291	197
Mountain.....	+9	-3	16	805	+33	+7	8	1,094	315	271	257
Pacific.....	-9	-9	59	1,902	-16	-5	25	3,278	343	354	347
Electrical group, total.....	-2	-25	616	96,495	-32	0	553	126,822	142	202	108
Full-line wholesalers.....	-6	-23	406	75,208	-33	0	400	108,199	145	205	111
New England.....	+2	-25	32	4,679	-40	+2	32	6,450	138	237	101
Middle Atlantic.....	+1	-25	48	11,697	-35	-2	47	14,229	123	192	94
East North Central.....	-6	-25	78	18,385	-31	+6	77	25,148	138	188	97
West North Central.....	-18	-23	40	7,159	-34	+2	40	10,987	153	192	116
South Atlantic.....	-6	-22	59	9,358	-31	+3	57	13,718	152	208	116
East South Central.....	-6	-20	25	3,242	-25	+3	24	4,829	152	193	119
West South Central.....	-13	-12	45	7,054	-32	-7	45	11,428	162	207	153
Mountain.....	0	-28	29	2,691	-25	+2	29	4,252	158	212	112
Pacific.....	-2	-24	50	10,943	-36	-6	49	17,158	158	241	127
Wiring supplies, construction materials distributors.....	-12	-19	114	5,410	-17	-1	79	6,017	148	156	122
New England.....	-22	-13	13	423	-1	+4	4	194	226	177	197
Middle Atlantic.....	-23	-23	34	953	-2	0	21	1,384	200	165	152
East North Central.....	-2	-21	25	1,618	-24	-1	20	1,952	146	183	114
West North Central.....	-6	-31	6	529	-11	+12	4	389	154	158	100
South Atlantic.....	-25	-10	14	1,070	-30	-8	12	933	96	103	94
West South Central.....	+8	-18	8	322	-6	0	6	473	190	201	175
Pacific.....	+7	-12	9	269	-14	0	8	458	175	218	154
Appliances and specialties wholesalers.....	+24	-33	96	15,877	-26	+6	74	12,606	118	203	84
New England.....	+71	-4	10	975	-9	+4	10	909	93	175	86
Middle Atlantic.....	+20	-45	20	6,289	-48	+3	9	1,431	72	185	46
East North Central.....	+50	-23	13	1,941	-33	+4	7	850	58	144	42
West North Central.....	+10	-14	16	1,801	-27	+5	14	3,124	177	266	145
South Atlantic.....	+15	-9	16	1,823	-22	+16	15	2,413	157	222	116
South Central.....	-18	-13	8	922	-17	+13	7	1,499	164	162	129
Mountain.....	+49	-28	5	510	-8	+21	5	965	189	307	113
Pacific.....	+52	-42	8	1,616	-17	-12	7	1,415	93	178	60
Furniture and house furnishings.....	+15	-8	55	10,852	-12	+11	34	15,954	187	252	153
Middle Atlantic.....	+2	0	14	2,140	-2	+26	4	1,213	139	150	112
West North Central.....	+9	-14	5	2,767	-24	+1	5	3,397	195	282	166
South Atlantic.....	-13	-29	5	463	b	b	b	b	b	b	b
Pacific.....	+19	+7	11	2,411	-8	+17	9	3,993	173	227	159
Hardware.....	-7	-9	134	38,524	-11	+10	102	80,415	276	294	229
Middle Atlantic.....	-1	-16	26	5,431	-5	+10	19	9,435	209	228	162
East North Central.....	-4	-21	17	6,661	-18	+5	15	11,513	244	291	166
West North Central.....	-9	-11	17	7,652	-9	+14	16	20,007	309	306	250
South Atlantic.....	-4	+15	24	4,695	-7	+6	20	10,485	254	268	275
East South Central.....	-14	+3	12	3,120	+4	+8	6	3,794	263	222	246
West South Central.....	+5	+10	15	4,365	-12	+11	9	6,493	233	289	243
Mountain.....	-18	-33	7	966	-6	+12	4	1,142	342	347	314
Pacific.....	-15	-7	13	5,345	-14	+12	10	16,348	365	370	300
Industrial supplies.....	-17	-8	65	8,069	-12	+2	46	16,700	272	267	244
New England.....	-6	-28	9	610	-2	0	8	1,994	354	340	252
Middle Atlantic.....	-44	-10	14	782	-26	-1	7	845	170	153	168
East North Central.....	-11	+5	9	774	-11	+3	6	506	225	234	228
West North Central.....	-19	-25	8	493	-6	+5	6	1,129	314	256	246
South Atlantic.....	-20	+12	6	339	-2	+11	5	923	281	226	279
South Central.....	-12	-6	9	3,504	-7	+6	7	7,453	268	268	235
Pacific.....	-13	-5	10	1,567	-23	-4	7	3,850	280	312	276
Jewelry.....	-17	-65	141	3,258	-10	+5	81	10,604	451	408	149
New England.....	-21	-66	7	221	b	b	b	b	b	b	b
Middle Atlantic.....	-14	-54	40	818	-10	+9	17	2,032	484	439	181
East North Central.....	-19	-65	40	850	-15	+10	23	2,638	386	364	135
West North Central.....	-10	-64	12	469	0	+12	10	1,895	461	386	157
South Atlantic.....	-22	-65	5	122	b	b	b	b	b	b	b
South Central.....	-22	-73	6	160	-17	-8	5	697	447	422	129
Pacific.....	-20	-72	28	608	-11	-1	19	2,936	523	468	145

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WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
JANUARY 1950

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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		January 1950 panel		Percent change		January 1950 panel		Jan. 1950	Jan. 1949	Dec. 1949
	Jan. 1950 from Jan. 1949	Jan. 1950 from Dec. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1950 from Jan. 1949	Jan. 1950 from Dec. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+8	-10	60	\$8,950	-2	+7	37	\$9,239	141	157	120
Middle Atlantic.....	-7	-16	14	1,783	0	-5	5	989	82	72	71
East North Central.....	+1	-6	11	842	-15	+8	8	1,009	165	228	148
West North Central.....	+16	-19	7	1,777	-9	+14	5	2,946	184	236	137
South Atlantic.....	0	+6	7	853	-4	+12	5	237	73	79	70
East South Central.....	+3	-9	4	574	b	b	b	b	b	b	b
Pacific.....	+15	-5	11	1,893	+15	-1	9	2,105	122	124	125
Machinery equipment, supplies (except electrical).....	+3	+8	48	6,417	+8	+2	33	11,483	204	200	223
New England.....	+1	-9	4	315	b	b	b	b	b	b	b
Middle Atlantic.....	-27	-1	7	715	b	b	b	b	b	b	b
East North Central.....	-3	+8	10	729	-6	0	8	1,019	144	150	161
South Atlantic.....	-24	+28	8	816	-1	+4	5	1,470	254	171	329
Pacific.....	-7	-11	8	331	+1	0	6	1,443	532	521	545
Metals.....	-9	0	26	6,668	-8	0	16	8,904	185	181	178
Optical goods.....	+4	+19	9	233	-23	-3	4	136	131	201	161
Paints and varnishes.....	-21	+19	54	3,824	-9	+4	47	13,644	367	319	422
Plumbing and heating supplies.....	-18	-21	82	7,077	-19	+8	59	11,875	206	211	146
New England.....	-8	+9	6	266	b	b	b	b	b	b	b
Middle Atlantic.....	-4	-1	17	594	-16	-3	9	752	246	269	230
East North Central.....	-17	-25	12	761	+3	+6	10	1,833	283	227	195
West North Central.....	-18	-18	11	786	-11	+10	9	1,549	218	196	159
Pacific.....	-40	-5	5	578	b	b	b	b	b	b	b
Refrigeration equipment, parts (commercial).....	+1	-3	30	826	-14	0	20	1,973	326	384	319
Middle Atlantic.....	+37	+6	6	244	b	b	b	b	b	b	b
South Atlantic.....	+7	+5	6	188	+5	+1	6	590	314	320	326
Pacific.....	-23	-34	9	121	-29	+27	4	228	321	326	151
Surgical, medical, equipment, supplies...	+42	+30	33	4,727	+7	-1	28	4,198	96	133	131
Beer.....	+4	-20	44	1,999	-9	0	35	653	35	40	28
Middle Atlantic.....	+6	-28	9	262	+11	+11	6	29	28	19	19
East North Central.....	-1	-22	12	401	-11	-2	11	173	45	50	36
South Atlantic.....	-6	-9	6	299	-5	+5	5	170	60	64	54
Pacific.....	+9	-26	5	176	+8	-7	4	120	7	78	60
Chemicals, industrial.....	+10	+11	15	1,832	-10	-3	11	1,291	85	103	96
Clothing and furnishings (except shoes)...	-5	+14	25	2,079	+19	+16	15	2,437	205	195	184
Coal.....	-17	-3	9	5,593	-58	-32	4	2,815	87	206	127
Confectionery.....	-6	-26	46	1,330	-10	-8	28	964	100	106	81
Middle Atlantic.....	-2	-27	8	327	-8	-	5	167	77	81	59
East North Central.....	-20	-15	4	72	b	b	b	b	b	b	b
South Atlantic.....	+3	-2	13	253	-7	-2	7	198	111	130	114
East South Central.....	-14	-34	8	153	-33	-18	4	31	72	110	79
Pacific.....	-15	-43	4	229	b	b	b	b	b	b	b
Dairy and poultry products.....	-3	-18	26	5,591	-5	-6	17	1,766	38	40	35
Drugs and sundries (liquor excluded).....	+6	+11	184	50,863	+3	+2	140	61,388	163	167	178
New England.....	+4	+2	11	2,199	+2	+1	9	2,842	172	178	178
Middle Atlantic.....	+7	+9	27	9,842	0	+2	20	9,152	149	155	158
East North Central.....	+4	+8	26	8,193	0	+2	20	9,246	146	153	156
West North Central.....	+10	+11	20	5,606	+3	+4	17	7,559	157	168	171
South Atlantic.....	+4	+10	28	5,624	+3	+4	21	7,172	172	174	180
East South Central.....	+1	+7	16	3,199	+1	0	12	4,453	172	174	184
West South Central.....	+6	+13	27	6,826	+5	+2	22	10,538	186	188	207
Mountain.....	+11	+28	10	2,097	+8	+5	6	2,701	163	170	196
Pacific.....	+4	+19	19	7,277	+8	-2	13	7,725	165	158	196
Dry goods.....	+1	+25	159	34,459	-10	+6	124	67,334	235	262	271
New England.....	-3	-10	8	589	+6	+26	8	1,078	183	166	131
Middle Atlantic.....	-2	+14	38	5,887	+6	+14	23	7,326	240	198	222
East North Central.....	+9	+5	13	1,837	+11	+14	13	4,326	235	231	217
West North Central.....	+14	+28	10	5,107	+3	+5	8	11,479	228	254	280
South Atlantic.....	-3	-10	21	2,039	+3	+18	15	4,524	265	251	201
East South Central.....	-1	+27	17	1,629	+18	+28	12	3,090	246	213	260
West South Central.....	-16	+27	12	1,387	+3	+18	12	3,390	244	200	264
Mountain.....	0	+27	5	280	+28	+9	4	737	307	231	365
Pacific.....	+6	+43	23	4,481	-3	-2	17	6,939	340	383	377
Farm supplies.....	-5	+55	20	3,811	-4	-10	8	826	81	88	104
Fresh fruits and vegetables.....	-5	-15	65	4,710	+5	+11	41	969	32	27	24
New England.....	-12	-3	8	305	+8	+24	7	42	19	15	16
Middle Atlantic.....	-8	-9	17	1,148	+38	+23	10	202	33	22	25
East North Central.....	+6	-17	15	1,234	+2	+7	9	400	47	50	43
South Atlantic.....	+3	-22	9	387	-8	+12	6	67	26	32	18
East South Central.....	-15	+13	5	284	b	b	b	b	b	b	b
Pacific.....	-1	+2	6	978	b	b	b	b	b	b	b

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WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JANUARY 1950

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

Kind of business and geographic division	Sales				Percent change				Stock sales ^a ratios		
	Percent change		January 1950 panel		Percent change		January 1950 panel		Jan. 1950	Jan. 1949	Dec. 1949
	Jan. 1950 from Jan. 1949	Jan. 1950 from Dec. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1950 from Jan. 1949	Jan. 1950 from Dec. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	-3	+1	695	\$106,475	-2	+1	515	\$119,030	150	149	147
Non-affiliated full-line wholesalers ^c	-1	+1	447	51,328	-3	+2	335	59,560	145	149	142
New England.....	-4	+8	6	1,221	-5	+6	4	2,015	182	185	192
Middle Atlantic.....	-4	-22	24	3,389	-11	-6	14	3,463	132	143	105
East North Central.....	+5	+5	134	11,404	+5	-1	107	14,930	156	161	165
West North Central.....	+7	0	71	8,367	-2	0	62	9,874	132	145	130
South Atlantic.....	-6	+3	60	5,720	+1	0	34	4,905	131	127	135
East South Central.....	-9	-1	35	3,302	-13	+2	26	3,561	141	147	138
West South Central.....	-3	+1	89	11,835	-6	+11	66	13,488	149	149	132
Mountain.....	-13	+11	19	1,725	-10	+7	17	2,318	142	136	149
Pacific.....	-2	+15	9	4,365	-7	0	5	5,006	146	151	168
Voluntary-group wholesalers.....	-4	-3	132	32,754	-5	+2	105	37,098	154	155	146
New England.....	-6	-21	10	2,447	-11	+4	7	1,534	136	144	128
Middle Atlantic.....	-1	+4	42	10,303	-1	+3	28	7,809	156	159	152
East North Central.....	-4	+5	30	6,255	-9	-4	26	7,422	130	140	143
West North Central.....	-11	-24	23	4,552	+2	+9	23	9,618	211	184	148
South Atlantic.....	+7	0	10	1,440	-13	+15	5	833	141	154	127
Mountain.....	-1	+7	9	1,611	-15	-14	9	3,523	219	253	274
Pacific.....	-5	+5	5	5,634	-10	+6	4	5,704	115	116	109
Retailer-cooperative warehouses.....	0	+14	23	9,742	-6	-5	16	6,591	127	134	153
Specialty lines wholesalers.....	-8	+3	93	12,651	+12	-2	59	15,781	175	142	173
New England.....	+4	+4	4	75	b	b	b	b	b	b	b
Middle Atlantic.....	+5	+12	22	3,818	-4	+2	12	3,085	107	118	116
East North Central.....	+1	+6	12	750	+6	+3	7	247	73	69	72
South Atlantic.....	-2	+3	24	1,652	-2	-15	16	1,763	133	132	159
East South Central.....	+26	-5	5	260	b	b	b	b	b	b	b
West South Central.....	-32	0	5	281	b	b	b	b	b	b	b
Pacific.....	-17	-2	15	5,466	+23	-1	11	10,114	262	166	226
Leather and shoe findings.....	-10	+4	31	352	-8	+4	14	943	481	472	534
Middle Atlantic.....	-9	+4	8	50	b	b	b	b	b	b	b
East North Central.....	-14	-12	6	49	b	b	b	b	b	b	b
West North Central.....	+16	-24	5	29	b	b	b	b	b	b	b
Pacific.....	-15	+13	6	162	b	b	b	b	b	b	b
Meats and meat products.....	-9	0	50	32,589	-19	+11	44	19,921	69	77	62
Middle Atlantic.....	-12	-2	11	3,452	-9	+13	11	1,567	45	44	40
East North Central.....	-7	0	13	7,274	-15	+6	12	4,108	60	66	57
Pacific.....	-8	+4	5	3,192	+8	+22	4	611	33	29	32
Paper and its products.....	+2	0	60	7,975	-8	+2	34	5,940	128	145	123
New England.....	-11	-18	5	219	-1	+1	4	343	258	243	223
Middle Atlantic.....	-1	+13	16	1,905	-8	+9	10	1,007	95	106	86
East North Central.....	+5	+5	19	3,985	-9	+5	12	2,694	108	124	106
West North Central.....	+7	+21	4	273	b	b	b	b	b	b	b
South Atlantic.....	-2	+6	7	542	b	b	b	b	b	b	b
Pacific.....	-2	-36	5	672	b	b	b	b	b	b	b
Petroleum.....	-11	-4	25	2,460	+16	-5	24	2,957	121	92	122
Shoes and other footwear.....	-1	+29	29	23,009	-6	0	22	55,122	244	257	315
Tobacco products.....	-5	-22	277	33,864	-5	+10	169	15,330	67	65	49
New England.....	-3	-29	23	2,320	-5	-13	11	325	51	50	44
Middle Atlantic.....	-5	-29	61	10,871	-10	-15	44	6,642	75	80	47
East North Central.....	-13	-21	56	6,625	-3	+1	29	2,448	63	52	49
West North Central.....	+1	-19	35	3,764	-2	+11	20	1,804	69	73	51
South Atlantic.....	-6	-7	22	3,953	+1	+7	19	2,014	55	51	48
East South Central.....	-12	-11	13	1,216	+15	+21	10	667	63	48	47
West South Central.....	+4	-11	30	2,145	-10	+2	14	695	61	65	53
Mountain.....	+10	-23	18	901	+2	+2	13	298	72	78	58
Pacific.....	-4	-26	19	2,069	+6	+3	9	437	60	60	50
Wines and spirits ^d	-10	-49	314	61,107	+12	0	256	86,962	186	149	94
New England.....	-2	-53	26	2,809	+23	+16	20	4,491	205	171	89
Middle Atlantic.....	-8	-60	44	14,591	+4	-2	38	20,069	212	192	80
East North Central.....	-4	-44	55	10,103	+3	-3	43	13,281	173	162	101
West North Central.....	-7	-38	33	5,492	+14	+1	26	6,248	168	142	102
South Atlantic.....	-10	-41	44	8,828	+6	-2	41	12,367	147	124	90
East South Central.....	-19	-45	16	2,537	+3	-5	13	3,524	170	131	99
West South Central.....	-26	-49	37	5,855	+10	-1	30	11,203	213	141	108
Mountain.....	+6	-33	19	2,048	+5	+14	17	2,835	146	146	86
Pacific.....	-11	-48	40	8,844	+55	0	28	12,944	219	120	106
Miscellaneous.....	+8	-2	12	2,878	-19	+1	6	1,885	282	263	236

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.

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

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

ROY V. PEEL, Director

FOR RELEASE
APRIL 3, 1950

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

FEBRUARY 1950

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 3,871 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales in February registered a gain of 4 percent over the previous month but dropped slightly (1%) below February sales a year ago. Cumulative sales for the first two months of 1950 were 2 percent lower than in the corresponding period in 1949.

Regionally, the Pacific area reported a decline of 3 percent from January 1950 sales, while all other geographic divisions experienced gains, ranging from 1 percent in the New England and East North Central divisions to 8 percent in the West North Central division. While the Mountain division indicated a gain of 4 percent over February 1949, all other regions ranged within the narrow limits of +2 and -2 percent, when compared with sales a year ago.

Most trades followed their normal seasonal pattern. Clothing and furnishings (55%), electrical appliances and specialties (45%), farm supplies (30%) and jewelry (26%) reported the most substantial seasonal advances, while coal (32%), surgical and medical equipment and supplies (24%), drugs (12%) and fresh fruits and vegetables (12%) experienced the heaviest declines. Although year-to-year sales trends ranged from an increase of 33 percent in electrical appliances and specialties to a decrease of 43 percent in coal, most trades showed only small changes from their sales levels of last year.

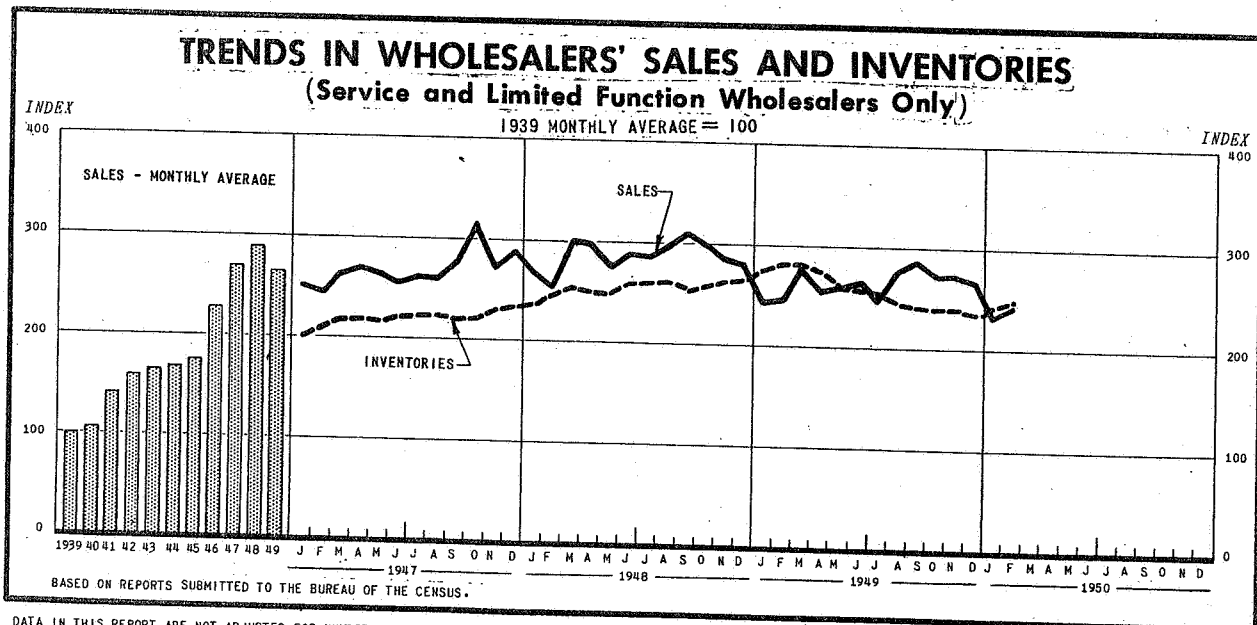
INVENTORIES

Wholesalers inventories at the end of February rose slightly (1%) over January 1950, but were 11 percent below the dollar value of stocks on hand last February. According to reports of 2,878 establishments reporting inventories in conjunction with sales, the February stock-sales ratio of 164 was 4 points below the previous month and 18 points lower than a year ago.

All geographic divisions indicated declines in inventories as compared with a year ago, but only the Pacific region showed a decline, 4 percent, from the previous month. By trades, machinery equipment and supplies, surgical and medical equipment and supplies, clothing and furnishings, farm supplies, drugs, grocery specialty lines and wines and spirits were above their inventory level of February 1949, while 31 other trades covered by this report showed reduced inventories, ranging from a decline of 2 percent for tobacco to 69 percent for coal.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, February sales of independent retail stores dropped 4 percent below the previous month but were 4 percent higher than February 1949 sales. Cumulative sales for the first two months of 1950 were 3 percent above the same period last year.



**WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
FEBRUARY 1950**

(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 1950 panel		Percent change		February 1950 panel		Feb. 1950	Feb. 1949	Jan. 1950
	Feb. 1950 from Feb. 1949	Feb. 1950 from Jan. 1950	2 mo. 1950 from 2 mo. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1950 from Feb. 1949	Feb. 1950 from Jan. 1950	No. of estab- lishments report- ing	Reported dollar values ^c (add 000)			
United States total.....	-1	+4	-2	3,871	\$634,734	-11	+1	2,878	\$831,924	164	182	168
New England.....	+2	+1	0	245	25,883	-15	+4	179	30,608	157	188	152
Middle Atlantic.....	-2	+2	-2	701	119,135	-8	+1	475	117,099	140	147	140
East North Central.....	0	+1	-1	724	102,940	-13	+2	553	125,789	145	171	148
West North Central.....	+1	+8	-1	422	80,664	-11	+4	337	116,504	178	201	183
South Atlantic.....	-2	+6	-3	487	68,060	-10	0	367	84,680	150	163	159
East South Central.....	0	+5	-3	190	23,109	-7	+3	139	31,271	169	179	173
West South Central.....	-1	+4	-2	328	53,098	-13	+1	252	76,557	173	197	179
Mountain.....	+4	+4	+3	185	18,666	-7	+5	144	30,138	192	213	190
Pacific.....	-1	-3	-2	395	76,157	-12	-4	264	107,190	187	213	195
Automotive supplies.....	+1	+4	-2	236	12,786	-11	+1	136	14,845	303	302	286
New England.....	-31	-7	-28	8	243	c	c	c	c	c	c	c
Middle Atlantic.....	-14	-10	-14	36	579	-8	+5	32	1,738	359	328	297
East North Central.....	-1	+3	-3	53	2,625	-9	0	40	4,213	231	242	238
West North Central.....	-1	+9	-5	39	2,966	-4	+3	15	1,971	378	349	326
South Atlantic.....	+20	+8	+12	19	1,820	-5	0	12	1,216	318	305	292
South Central.....	+6	-1	+7	13	866	-20	+8	10	1,284	296	352	243
Mountain.....	-7	-5	0	18	795	-4	-16	10	1,042	291	277	330
Pacific.....	+5	+7	-1	50	2,892	-18	+2	14	3,009	370	378	341
Electrical group, total.....	+4	+20	+1	625	116,431	-34	+3	555	132,143	124	192	143
Full-line wholesalers.....	0	+17	-3	408	88,407	-36	+3	401	111,657	127	197	145
New England.....	+3	+4	+3	33	4,905	-43	+4	33	6,732	137	247	137
Middle Atlantic.....	-6	+10	-3	51	13,588	-38	+1	48	14,489	113	173	122
East North Central.....	+2	+18	-1	76	21,641	-35	+2	76	26,401	119	185	136
West North Central.....	-10	+21	-14	40	8,628	-38	+2	40	11,162	129	187	153
South Atlantic.....	+3	+23	-1	59	11,391	-32	+7	57	14,367	130	199	150
East South Central.....	+3	+26	-1	26	4,070	-24	+10	25	5,298	133	179	152
West South Central.....	-5	+24	-9	45	8,777	-37	-2	45	11,216	128	191	162
Mountain.....	+6	+16	+3	29	3,131	-23	+10	29	4,684	150	206	158
Pacific.....	+7	+13	+2	49	12,276	-37	+1	48	17,308	142	241	159
Wiring supplies, construction materials distributors.....	-11	+2	-13	119	6,214	-13	+1	79	6,643	144	145	150
New England.....	-12	-4	-17	13	404	-4	-2	5	242	205	193	167
Middle Atlantic.....	-13	+3	-17	31	1,089	-6	+1	20	1,370	152	141	166
East North Central.....	-10	-6	-5	24	1,438	-10	+3	17	1,651	170	170	155
West North Central.....	-11	-1	-12	8	696	+13	+5	6	765	192	141	170
South Atlantic.....	-5	+20	-15	18	1,486	-30	+1	12	1,005	77	108	96
South Central.....	-31	-4	-25	9	409	-16	-2	7	684	207	152	202
Mountain.....	-29	-22	-14	6	258	c	c	c	c	c	c	c
Pacific.....	+21	+17	+6	10	434	-20	-3	9	694	162	249	197
Appliances and specialties wholesalers.....	+33	+45	+29	98	21,810	-26	+3	75	13,843	96	177	126
New England.....	+78	+16	+68	13	1,758	-18	+10	11	1,283	80	179	85
Middle Atlantic.....	+23	+58	+22	22	9,774	-39	+2	11	2,290	64	133	85
East North Central.....	+55	+13	+51	13	1,334	-29	+8	8	996	102	234	110
West North Central.....	+19	+41	+15	14	2,145	-22	+10	12	2,980	141	217	183
South Atlantic.....	+26	+47	+22	17	3,021	-27	-3	16	2,749	107	174	161
South Central.....	+42	+87	+6	6	1,071	-14	+12	5	1,179	111	185	187
Mountain.....	+31	+50	+33	6	627	-17	-13	6	923	147	233	254
Pacific.....	+82	+28	+62	7	2,080	-20	+5	6	1,443	73	172	90
Furniture and house furnishings.....	+10	+10	+12	62	12,520	-5	+7	46	19,670	183	223	193
New England.....	+13	+34	+16	4	621	c	c	c	c	c	c	c
Middle Atlantic.....	-10	-4	-5	15	2,194	+20	+10	11	3,258	202	166	185
East North Central.....	+5	+28	+6	4	889	c	c	c	c	c	c	c
West North Central.....	+18	+16	+14	6	3,351	-19	+14	6	6,276	187	275	192
South Atlantic.....	-13	+43	-13	5	662	c	c	c	c	c	c	c
South Central.....	+33	+17	+37	10	1,491	-1	0	10	2,442	164	220	190
Mountain.....	+30	-12	+34	7	804	+13	-4	5	1,481	273	307	307
Pacific.....	+15	+4	+17	11	2,508	-8	-1	9	3,960	165	208	173
Hardware.....	0	+5	-3	132	40,876	-8	+6	105	95,613	278	305	276
Middle Atlantic.....	-7	+1	-4	26	5,697	-5	+8	19	10,359	214	213	204
East North Central.....	+9	+15	+3	17	8,090	-11	+5	16	18,388	234	285	253
West North Central.....	-5	+11	-7	16	8,267	-8	+10	15	21,431	305	315	309
South Atlantic.....	+5	-6	+1	25	5,267	-5	-3	21	12,139	252	285	247
East South Central.....	+6	0	-7	8	1,866	+7	+6	6	4,024	275	269	263
West South Central.....	+7	0	+6	15	4,351	-9	+5	9	6,787	246	301	233
Mountain.....	+1	+16	-2	6	1,360	c	c	c	c	c	c	c
Pacific.....	-8	+3	-11	16	5,775	-13	+6	13	19,131	386	417	379
Industrial supplies.....	-17	+3	-17	65	8,414	-16	-3	50	17,228	261	256	269
New England.....	-4	-3	-5	7	511	-2	+8	6	1,869	404	403	361
Middle Atlantic.....	-31	0	-37	16	957	-22	0	9	1,254	188	186	189
East North Central.....	+4	0	-9	9	584	-8	+3	7	618	270	315	245
West North Central.....	+2	+19	-8	9	530	-6	+5	6	1,189	281	298	314
South Atlantic.....	-26	-16	-24	9	611	-7	-3	8	1,711	288	225	247
South Central.....	-22	-1	-17	8	3,424	-17	-11	7	6,659	259	235	268
Pacific.....	-9	+19	-11	9	1,797	-24	+2	7	3,928	237	288	280
Jewelry.....	-12	+26	-14	150	4,723	-9	+2	82	9,160	290	292	367
New England.....	-4	+17	-14	6	216	c	c	c	c	c	c	c
Middle Atlantic.....	-5	+17	-10	44	1,331	-11	+4	19	2,497	268	307	318
East North Central.....	-9	+41	-13	38	1,196	-11	0	20	2,002	222	234	313
West North Central.....	-12	+33	-11	14	633	+4	+3	11	1,890	333	307	441
South Atlantic.....	-9	+32	-14	8	229	-15	+1	4	333	203	212	275
South Central.....	-16	+10	-19	7	206	-17	+6	6	848	428	433	436
Pacific.....	-26	+21	-23	30	886	-13	-3	18	1,487	392	311	478

(Continued on next page)

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Kind of business and geographic division	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		February 1950 panel			Percent change		February 1950 panel				
	Feb. 1950 from Feb. 1949	Feb. 1950 from Jan. 1950	2 mo. 1950 from 2 mo. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1950 from Feb. 1949	Feb. 1950 from Jan. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1950	Feb. 1949	Jan. 1950
Lumber and building materials.....	+19	+3	+14	62	\$9,500	-6	+3	40	\$10,527	156	196	157
Middle Atlantic.....	-4	-12	-5	13	1,561	+2	-3	5	961	96	82	82
East North Central.....	+20	+2	+10	12	1,026	-17	-4	8	1,022	134	217	151
West North Central.....	+30	+15	+23	7	2,040	-11	+6	5	3,111	176	241	184
South Atlantic.....	+25	+4	+18	8	1,271	-3	0	6	1,110	151	219	160
East South Central.....	+11	+6	+7	4	609	c	c	c	c	c	c	c
Pacific.....	+27	-2	+21	10	1,733	+12	-7	8	1,949	160	176	177
Machinery equipment, supplies (except electrical).....	+5	-1	+4	49	6,484	+9	+2	34	11,969	213	214	207
New England.....	+5	-4	0	5	353	+1	+2	4	905	329	343	296
Middle Atlantic.....	-28	-5	-26	8	722	-8	+6	4	960	230	180	203
East North Central.....	-8	-15	-7	11	630	-4	+4	9	1,116	182	174	148
South Atlantic.....	-24	-10	-23	8	755	-5	+1	5	1,491	293	196	254
Pacific.....	0	+8	-6	7	397	0	+2	4	1,269	542	836	667
Metals.....	0	+2	-5	24	6,691	-8	+3	21	10,451	159	173	159
Optical goods.....	-8	-4	-2	12	259	-19	+5	6	162	132	170	123
Paints and varnishes.....	-10	+1	-16	54	3,828	-15	0	47	13,505	363	388	366
Plumbing and heating supplies.....	-13	+1	-15	84	7,504	-11	+9	62	13,287	210	210	198
New England.....	0	-20	-4	7	235	c	c	c	c	c	c	c
Middle Atlantic.....	-9	-11	-7	17	729	+1	+10	9	1,183	253	212	202
East North Central.....	-8	-1	-10	14	891	+1	+9	12	1,932	247	225	225
West North Central.....	-5	-1	-12	11	780	-13	+5	9	1,626	227	245	218
Pacific.....	-40	-2	-40	4	526	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	+5	-4	+7	25	659	-14	-5	19	1,571	339	393	325
Middle Atlantic.....	+21	-4	+29	6	233	c	c	c	c	c	c	c
South Atlantic.....	+1	-23	+5	4	90	+7	+3	5	457	444	333	282
Pacific.....	+23	+14	+4	6	117	-18	-3	5	341	299	474	350
Surgical, medical, equipment, supplies..	+12	-24	+27	28	3,329	+9	-1	24	3,649	118	123	90
Beer.....	+2	+2	+3	45	2,075	-8	+9	38	741	38	42	35
Middle Atlantic.....	+2	+2	+4	9	292	+21	+18	7	97	34	28	29
East North Central.....	-3	0	-2	13	420	+5	+8	12	200	50	46	46
West North Central.....	+10	+4	+10	6	799	-15	+18	5	87	11	15	10
South Atlantic.....	-6	-4	-6	6	287	-8	+18	5	188	73	80	60
Pacific.....	-4	+11	+2	5	196	-17	+2	4	131	71	82	77
Chemicals, industrial.....	+11	-5	+10	14	1,363	-4	-4	10	1,243	114	137	115
Clothing and furnishings (except shoes)..	-7	+55	-7	26	3							

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION **FEBRUARY 1950**

(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 1950 panel		Percent change		February 1950 panel		Feb. 1950	Feb. 1949	Jan. 1950
	Feb. 1950 from Feb. 1949	Feb. 1950 from Jan. 1950	2 mo. from 2 mo. 1949 ^b	No. of establishments reporting	Reported dollar values (add 000)	Feb. 1950 from Feb. 1949	Feb. 1950 from Jan. 1950	No. of establishments reporting	Reported dollar values (add 000)			
Groceries, total.....	0	-5	-2	718	\$104,387	-3	0	524	\$121,905	160	164	153
Non-affiliated full-line wholesalers ^d	+1	-4	-2	475	53,985	-4	+1	354	66,984	157	166	151
New England.....	-6	-12	-5	7	1,144	+2	+8	4	2,167	228	208	182
Middle Atlantic.....	+3	-1	-1	26	3,695	-12	0	16	4,027	134	160	137
East North Central.....	+2	-5	+4	140	10,847	+6	+2	113	15,081	169	164	158
West North Central.....	+14	+4	+8	77	10,647	-4	-2	67	14,680	150	180	163
South Atlantic.....	-1	-6	-17	64	5,942	-1	+4	36	5,700	148	152	133
East South Central.....	0	+1	-5	34	3,066	-11	0	26	3,536	144	160	144
West South Central.....	-5	-3	-4	93	11,885	-8	+4	70	14,495	156	158	147
Mountain.....	-14	-12	-14	20	1,504	-12	+4	17	2,324	174	168	144
Pacific.....	+2	-13	+1	14	5,255	-4	+1	5	4,974	166	165	142
Voluntary-group wholesalers.....	-1	-5	-2	132	31,095	-6	0	104	36,036	163	168	153
New England.....	+9	+4	0	9	2,246	-2	+5	6	1,208	147	159	139
Middle Atlantic.....	+2	-6	0	39	9,094	-7	-8	25	5,858	145	161	148
East North Central.....	-2	-8	-3	33	6,459	-4	+5	28	8,163	151	153	130
West North Central.....	-5	+4	-8	24	5,106	-2	+2	24	10,637	208	202	213
South Atlantic.....	-2	-3	+2	10	1,471	-11	-2	5	848	139	146	131
Pacific.....	-5	-12	-5	5	4,778	-12	-12	4	4,685	111	116	112
Retailer-cooperative warehouses.....	+2	-9	+1	19	7,805	-12	-1	13	5,064	132	152	120
Specialty lines wholesalers.....	-6	-10	-7	92	11,502	+12	-4	53	13,821	132	151	178
New England.....	-1	-20	+1	5	110	c	c	c	c	c	c	c
Middle Atlantic.....	0	-19	+3	22	3,095	-6	+11	11	1,976	111	137	86
East North Central.....	+15	-3	+7	10	673	+9	+1	5	186	70	68	65
South Atlantic.....	+4	+1	+1	25	1,728	-5	0	15	1,678	126	141	133
East South Central.....	+15	-4	+9	5	487	c	c	c	c	c	c	c
West South Central.....	-5	-4	-21	5	269	c	c	c	c	c	c	c
Pacific.....	-16	-9	-16	15	4,846	+21	-8	11	9,044	260	168	264
Leather and shoe findings.....	-8	-5	-9	30	327	-8	-1	13	883	510	508	471
Middle Atlantic.....	-11	-18	-10	8	41	c	c	c	c	c	c	c
East North Central.....	-14	-10	-14	5	38	c	c	c	c	c	c	c
West North Central.....	+9	+24	+12	5	36	c	c	c	c	c	c	c
Pacific.....	-9	-1	-12	6	160	c	c	c	c	c	c	c
Meats and meat products.....	-5	+8	-7	50	36,099	-17	+3	43	20,854	65	73	69
Middle Atlantic.....	-7	-2	-10	11	3,422	-3	+7	11	1,686	49	47	45
East North Central.....	+2	+1	-2	13	7,379	-18	-1	12	4,059	58	74	60
South Atlantic.....	-7	+1	-8	4	349	c	c	c	c	c	c	c
Pacific.....	-1	-6	-5	5	3,011	+26	-11	4	542	33	25	33
Paper and its products.....	+4	-7	+3	60	7,277	-5	+2	35	6,251	142	160	131
New England.....	-12	-5	-11	5	207	+1	0	4	343	286	268	258
Middle Atlantic.....	+12	-8	+6	18	1,843	-4	+6	10	1,065	101	125	95
East North Central.....	+1	-8	+2	19	3,670	-10	-2	12	2,649	116	132	108
West North Central.....	-5	-10	+1	4	245	c	c	c	c	c	c	c
South Atlantic.....	+7	-3	+2	6	465	c	c	c	c	c	c	c
Pacific.....	+6	-3	+2	4	497	c	c	c	c	c	c	c
Petroleum.....	+1	+17	-5	27	3,274	-3	-6	27	3,012	92	96	115
Shoes and other footwear.....	-7	+3	-4	28	23,432	-5	-1	21	53,924	236	229	244
Tobacco products.....	-3	-1	-4	286	33,134	-2	-1	170	14,859	69	68	68
New England.....	0	+2	-1	25	2,613	0	-1	14	584	61	61	62
Middle Atlantic.....	-5	+1	-5	64	11,299	-1	+2	44	7,110	79	76	78
East North Central.....	-2	-3	-8	59	6,509	-3	-5	32	2,366	62	63	63
West North Central.....	-2	-7	-3	38	3,458	-1	-7	26	1,786	72	72	71
South Atlantic.....	-3	0	-5	20	3,078	+1	-2	18	1,341	48	45	48
East South Central.....	+7	+8	-3	14	1,367	+6	-1	9	490	61	60	61
West South Central.....	+5	-1	+5	28	1,966	-5	-2	11	552	73	78	72
Mountain.....	+4	-7	+7	17	781	-23	0	6	284	80	103	72
Pacific.....	-9	+2	-5	21	2,063	-6	-2	10	346	54	60	55
Wines and spirits ^e	+6	+7	-8	321	71,264	+4	-7	267	90,797	155	141	175
New England.....	+2	+15	-1	29	3,704	+11	+9	23	4,897	177	161	183
Middle Atlantic.....	-9	+10	-8	49	19,372	+1	-3	45	26,786	172	143	179
East North Central.....	+1	+1	-2	55	10,419	+1	-3	44	13,689	163	164	171
West North Central.....	-4	+4	-5	30	5,372	+9	-9	25	5,234	149	130	164
South Atlantic.....	-14	+9	-12	50	12,309	+4	-7	46	14,474	126	105	148
East South Central.....	-15	-3	-15	16	2,376	-1	0	14	3,373	166	143	161
West South Central.....	+1	+29	-13	37	7,427	-17	-2	29	10,777	160	200	213
Mountain.....	+10	-1	+6	18	1,815	-6	-1	16	2,367	148	167	146
Pacific.....	-5	-4	-7	37	8,470	+24	-28	25	9,203	142	113	201
Miscellaneous.....	+2	-13	+5	13	2,590	-15	+6	6	1,996	297	317	281

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

ROY V. PEEL, Director

For Release
May 1, 1950

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

MARCH 1950

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 3,837 wholesale houses in various lines of trade.

SALES

March sales of wholesalers registered a higher than normal seasonal gain of 18 percent over the previous month. Compared with a year ago, March sales were up 2 percent—the first year-to-year increase to be experienced in 16 months (since November 1948). Cumulative sales during the first three months of 1950 were slightly lower (1%) than in the first quarter of 1949.

Regionally, the upward seasonal trend was reflected in all geographic divisions. Gains over February ranged from 11 percent in the West South Central region to 27 percent in the Pacific. While the West North Central and the West South Central divisions reported slight declines of 1 percent each, all other regions showed increases from 2 to 5 percent over sales a year ago.

All trades covered in this report indicated sales advances over the previous month, ranging from 2 to 62 percent. For most trades, these gains were seasonal. However, the coal trade, with the most substantial increase, 62 percent, experienced this gain contrary to its usual seasonal trend. While 19 trades reported March sales higher than a year ago, only 12 of these showed first quarter sales in excess of first quarter

1949. Electrical appliances and specialties, with an increase of 51 percent over March 1949, indicated the highest quarterly gain, 37 percent over first quarter 1949.

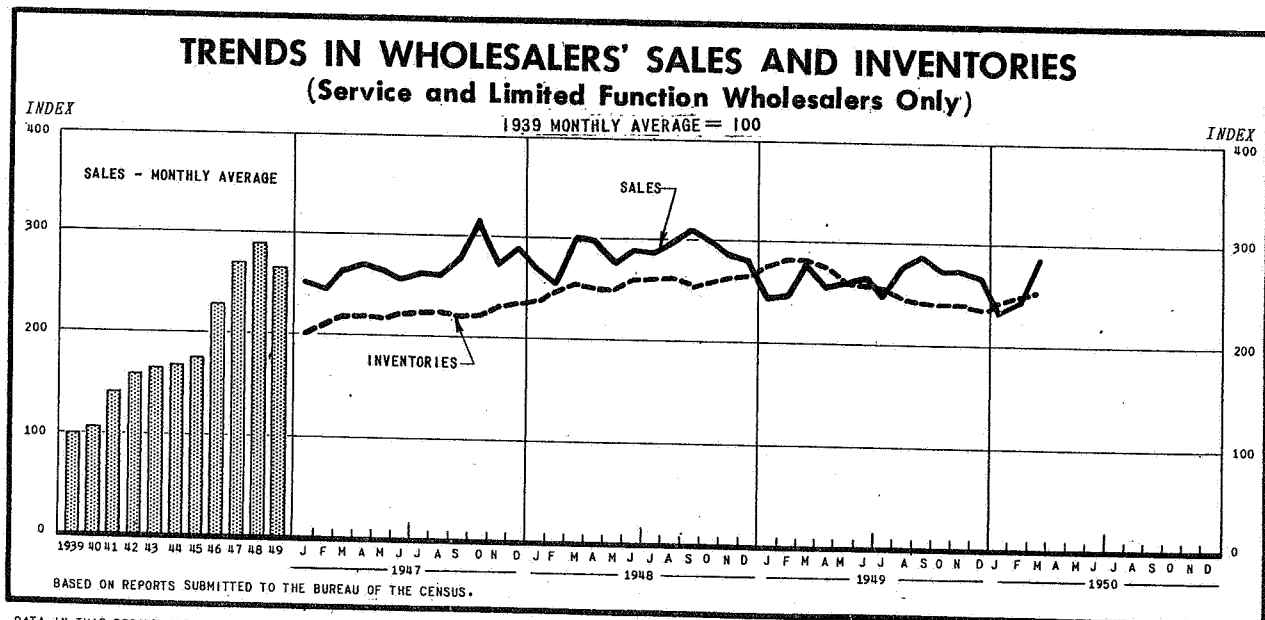
INVENTORIES

End-of-March inventories of wholesalers rose 3 percent over the February stock level, but were 9 percent below the dollar value of stocks on hand last March. According to reports of 2,865 establishments reporting inventories in conjunction with sales, the March stock-sales ratio of 143 was 18 points below the previous month and 16 points lower than a year ago.

While all geographic divisions indicated higher stock levels than in February 1950, only the East South Central region showed an increase, 1 percent over March 1949. By trades, metals, coal, farm supplies, grocery specialty lines, meats and meat products and tobacco products reported lower stock levels than in February 1950, while 32 other trades showed increased inventories. Compared with a year ago, coal inventories showed the most substantial decline, while clothing and furnishings had the largest increase.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, March sales of independent retail stores jumped 23 percent over the previous month and were 5 percent higher than March 1949 sales. Sales during the first quarter of 1950 were 4 percent above the same period last year.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
MARCH 1950

(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 1950 panel		Percent change		March 1950 panel		Mar. 1950	Mar. 1949	Feb. 1950
	Mar. 1950 from Mar. 1949	Mar. 1950 from Feb. 1950	3 mo. 1950 from 3 mo. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Mar. 1950 from Mar. 1949	Mar. 1950 from Feb. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	+2	+18	-1	3,837	\$716,055	-9	+3	2,865	\$838,406	143	159	161
New England.....	+4	+22	+2	236	30,287	-11	+1	177	30,285	131	155	160
Middle Atlantic.....	+5	+20	0	704	141,289	-10	+2	486	124,486	121	138	143
East North Central.....	+3	+17	0	755	123,824	-10	+3	576	133,133	130	149	145
West North Central.....	-1	+18	-1	429	90,326	-6	+4	337	112,538	161	167	179
South Atlantic.....	+5	+16	-2	481	76,549	-9	+4	361	84,181	134	153	149
East South Central.....	+2	+19	-3	192	27,921	+1	+4	140	32,751	145	146	165
West South Central.....	-1	+11	-2	341	59,939	-4	+7	265	81,231	165	172	171
Mountain.....	+3	+17	+4	183	23,734	-9	0	141	30,299	154	175	179
Pacific.....	+5	+27	0	427	96,354	-9	+7	293	115,402	158	183	187
Automotive supplies.....	+1	+12	-1	253	15,077	-10	+1	156	16,860	262	280	293
New England.....	+16	+36	-16	7	318	c	c	c	c	c	c	c
Middle Atlantic.....	-7	+15	-11	38	755	-8	-2	35	1,954	287	288	338
East North Central.....	+9	+18	+1	58	3,626	-9	+4	45	5,270	207	245	223
West North Central.....	-8	+7	-7	43	3,501	-1	0	19	2,759	304	263	340
South Atlantic.....	+13	+9	+15	16	1,833	-6	+1	10	908	306	335	329
East South Central.....	+9	+13	+11	15	2,081	-13	+5	10	1,351	257	280	296
West South Central.....	-23	-4	-8	14	643	-26	+3	6	566	264	238	234
Mountain.....	-2	+13	-5	62	2,320	-14	0	28	3,684	317	345	378
Pacific.....	-2	+13	-5	62	2,320	-14	0	28	3,684	317	345	378
Electrical group, total.....	+9	+18	+4	630	136,666	-30	+8	564	142,329	112	175	124
Full-line wholesalers.....	+2	+17	-1	404	101,569	-32	+9	397	119,046	118	179	127
New England.....	+17	+30	+8	32	6,133	-40	+1	32	6,633	108	213	139
Middle Atlantic.....	+2	+17	-2	49	15,305	-34	+10	48	15,955	105	164	113
East North Central.....	+3	+13	0	78	24,366	-32	+7	77	27,617	114	174	119
West North Central.....	-18	+9	-15	36	8,806	-36	+7	36	10,996	125	161	128
South Atlantic.....	+7	+19	+2	61	13,735	-29	+6	59	15,660	117	177	132
East South Central.....	+4	+22	+1	25	4,738	-25	+4	24	4,834	104	147	122
West South Central.....	+1	+20	-5	45	10,361	+36	+28	44	14,102	136	176	128
Mountain.....	-2	+17	+1	29	3,671	-28	+5	29	4,905	134	182	150
Pacific.....	+7	+16	+4	49	14,254	-37	+7	48	18,344	129	219	141
Wiring supplies, construction materials distributors.....	-3	+14	-9	126	7,392	-12	+1	87	7,335	129	142	147
New England.....	-3	-1	-13	12	399	+4	+11	4	252	192	194	195
Middle Atlantic.....	-9	+14	-13	37	1,413	-7	0	22	1,443	143	146	158
East North Central.....	+2	+17	-4	30	2,048	-9	-3	25	2,325	134	150	170
West North Central.....	-10	+9	-14	7	778	-4	+2	5	746	166	148	178
South Atlantic.....	-9	+10	-13	17	1,597	-42	-16	12	848	59	93	77
East South Central.....	-6	+13	-14	11	580	-11	+7	9	963	193	196	208
West South Central.....	+45	+14	+14	8	288	-14	+4	7	411	145	250	161
Pacific.....	+45	+14	+14	8	288	-14	+4	7	411	145	250	161
Appliances and specialties wholesalers.....	+51	+21	+37	100	27,705	-21	+4	80	15,948	78	159	98
New England.....	+51	+21	+62	12	1,365	-19	+1	12	1,151	84	157	101
Middle Atlantic.....	+42	+16	+30	23	12,230	-35	+3	13	5,508	59	142	79
East North Central.....	+97	+30	+64	13	2,799	-2	+11	9	1,464	63	140	73
West North Central.....	+33	+17	+20	15	2,927	-15	+3	14	3,567	123	183	139
South Atlantic.....	+68	+24	+36	14	3,499	-33	+3	13	2,432	78	198	99
East South Central.....	+20	+13	+10	8	1,594	-13	+4	7	1,607	101	142	110
West South Central.....	+101	+44	+76	12	3,163	-3	+6	9	1,867	62	139	85
Pacific.....	+101	+44	+76	12	3,163	-3	+6	9	1,867	62	139	85
Furniture and house furnishings.....	+14	+29	+13	74	15,093	0	+4	60	19,980	155	182	193
New England.....	+12	+25	+1	15	2,746	+17	+1	11	3,305	161	156	202
Middle Atlantic.....	-5	+14	+2	4	1,017	c	c	c	c	c	c	c
East North Central.....	-15	+21	-14	5	803	c	c	c	c	c	c	c
West North Central.....	+49	+49	+40	7	1,202	+12	-1	5	1,470	188	259	273
South Atlantic.....	+27	+32	+21	12	3,402	-10	-2	10	4,137	127	181	171
East South Central.....	0	+26	-3	136	50,455	-3	+6	108	92,373	238	250	282
New England.....	-10	+24	-6	4	478	-20	0	4	1,661	347	387	432
Middle Atlantic.....	-2	+28	-3	27	7,176	0	+5	20	10,997	182	181	220
East North Central.....	+10	+20	+5	20	10,142	-6	+14	18	21,383	223	267	237
West North Central.....	-7	+30	-7	18	11,206	-1	+5	17	23,963	252	238	309
South Atlantic.....	0	+15	-7	23	4,702	-1	+9	19	10,359	248	260	263
East South Central.....	-1	+21	-5	8	2,254	+3	0	6	4,043	228	215	275
West South Central.....	+5	+15	+5	15	4,988	-3	+3	9	7,006	227	253	247
Mountain.....	+2	+57	0	6	2,138	c	c	c	c	c	c	c
Pacific.....	-2	+42	-8	15	7,371	-6	+3	12	17,715	286	303	395
Industrial supplies.....	-9	+17	-14	75	10,620	-15	+2	55	17,213	219	251	260
New England.....	+4	+22	-2	9	718	+28	+6	8	2,259	345	279	395
Middle Atlantic.....	-23	+15	-31	19	1,245	-20	+3	12	1,377	162	172	182
East North Central.....	-12	+18	-10	10	934	-10	-1	7	613	193	235	272
West North Central.....	+2	+22	-5	8	712	-9	-2	5	894	232	215	259
South Atlantic.....	-6	+21	-17	9	738	+10	+8	8	1,676	230	248	288
East South Central.....	-16	+12	-17	9	3,876	-20	+6	7	7,045	228	266	259
West South Central.....	+9	+24	-4	11	2,397	-25	-3	8	4,049	188	272	243
Mountain.....	-10	+22	-13	155	5,794	-9	+5	91	12,017	291	279	326
New England.....	0	+24	-8	7	352	c	c	c	c	c	c	c
Middle Atlantic.....	-2	+17	-7	41	1,181	-19	+1	17	2,069	323	354	340
East North Central.....	-13	+20	-13	43	1,737	-5	+5	25	3,102	224	206	257
West North Central.....	-16	+32	-14	15	929	-5	-3	12	1,954	282	252	341
South Atlantic.....	-1	+4	-9	5	158	c	c	c	c	c	c	c
East South Central.....	-13	+16	-14	7	240	-10	+7	6	906	392	376	428
West South Central.....	-13	+25	-19	34	1,140	-9	+13	23	3,583	356	325	392
Mountain.....	-13	+25	-19	34	1,140	-9	+13	23	3,583	356	325	392
Pacific.....	-13	+25	-19	34	1,140	-9	+13	23	3,583	356	325	392

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
MARCH 1950

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 1950 panel			Percent change		March 1950 panel		March 1950	March 1949	Feb. 1950
	March 1950 from March 1949	March 1950 from Feb. 1950	3 mo. 1950 from 3 mo. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	March 1950 from March 1949	March 1950 from Feb. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+17	+25	+16	75	\$12,683	-6	+3	50	\$10,520	124	149	148
Middle Atlantic.....	-5	+38	-4	14	2,390	-2	-4	5	926	63	52	96
East North Central.....	+17	+21	+12	12	1,237	-14	+12	8	1,140	135	167	134
West North Central.....	+43	+27	+26	6	806	-7	+9	4	310	72	98	78
South Atlantic.....	+28	+20	+22	8	1,526	-11	-6	6	1,040	129	178	151
East South Central.....	+24	+33	+13	4	813	c	c	c	c	c	c	c
Pacific.....	+19	+25	+19	11	2,371	+8	-4	8	1,873	127	151	160
Machinery equipment, supplies (except electrical).....	-10	+2	-1	48	6,588	+7	+1	37	12,589	222	189	221
New England.....	-2	+24	-1	5	437	0	-2	4	889	267	281	329
Middle Atlantic.....	-22	+18	-24	7	839	-1	+7	4	1,029	198	169	230
East North Central.....	+15	+43	-2	10	740	-4	+3	8	948	132	159	185
South Atlantic.....	-20	+21	-22	8	911	-9	0	6	1,891	256	210	334
West South Central.....	-15	-25	+27	6	1,943	+29	+2	5	5,096	269	180	196
Pacific.....	+8	+54	-3	9	682	+2	-2	6	1,456	329	372	519
Metals.....	+11	+23	+1	24	8,544	-14	-1	18	10,073	127	161	157
Optical goods.....	-10	+8	-5	10	257	-14	+1	5	150	133	147	135
Paints and varnishes.....	+2	+28	-9	54	4,919	-12	0	47	13,625	286	333	362
Plumbing and heating supplies.....	-4	+17	-11	83	8,422	+4	+12	61	14,258	210	195	212
New England.....	+6	-2	-2	6	206	c	c	c	c	c	c	c
Middle Atlantic.....	-13	+13	-11	18	615	+2	+3	10	988	343	265	342
East North Central.....	-4	+16	-8	14	1,048	+2	+5	11	1,912	242	220	260
West North Central.....	+1	+11	-8	10	772	-4	+4	8	1,415	207	218	215
Pacific.....	-7	+54	-29	4	812	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	+10	+23	+10	27	1,063	-6	+5	20	2,246	268	322	307
Middle Atlantic.....	-10	+14	+16	5	168	c	c	c	c	c	c	c
East North Central.....	+10	+26	+6	5	182	c	c	c	c	c	c	c
South Atlantic.....	+15	+19	+12	5	261	+1	+5	5	694	266	277	200
Pacific.....	+7	+26	+6	5	120	-9	+1	5	359	299	353	374
Surgical, medical, equipment, supplies...	+10	+15	+19	35	4,206	+5	+1	29	4,140	109	116	125
Beer.....	+1	+18	+2	44	2,388	-7	+5	37	741	33	36	37
Middle Atlantic.....	+6	+29	+5	9	377	+9	+2	7	99	27	26	34
East North Central.....	-6	+20	-3	13	502	-15	-12	12	177	37	41	50
West North Central.....	0	+9	+6	6	874	-16	+3	5	90	11	13	11
South Atlantic.....	-3	+17	-5	6	337	-5	+1	5	190	65	69	73
Pacific.....	+26	+36	+9	4	206	c	c	c	c	c	c	c
Chemicals, industrial.....	+12	+14	+11	14	1,959	-7	+3	10	1,221	75	91	81
Clothing and furnishings (except shoes)...	-9	+9	-8	27	3,361	+5	+11	18	2,774	154	114	159
Coal.....	+32	+62	-14	9	6,332	-76	-45	5	912	30	140	58
Confectionery.....	-2	+19	-4	49	1,656	-5	+14	30	1,100	95	98	99
Middle Atlantic.....	-4	+22	-4	8	306	+16	-2	5	115	66	52	80
East North Central.....	-3	+17	-11	6	149	-25	-15	4	53	87	113	119
South Atlantic.....	-1	+15	0	13	272	+3	+11	7	220	118	112	121
East South Central.....	-10	+21	-10	8	182	+9	+6	4	35	83	62	89
Dairy and poultry products.....	-7	+13	-3	25	3,493	-25	+5	16	618	26	33	27
Drugs and sundries (liquor excluded).....	+9	+19	+6	191	55,362	+3	+2	152	69,985	161	167	185
New England.....	+3	+19	+4	12	2,567	+1	+2	10	3,344	166	167	177
Middle Atlantic.....	+12	+23	+8	26	10,254	+3	+3	19	9,227	146	149	167
East North Central.....	+4	+16	+3	28	9,150	0	+1	20	9,890	141	145	162
West North Central.....	+7	+17	+7	22	6,337	+3	+1	20	9,103	163	169	188
South Atlantic.....	+18	+20	+11	30	6,840	+4	+1	22	7,556	154	176	181
East South Central.....	+12	+19	+6	15	3,514	+4	+4	12	4,730	164	175	188
West South Central.....	+15	+18	+11	27	7,229	+8	+2	23	11,369	183	196	210
Mountain.....	+7	+12	+9	11	2,239	+3	+3	9	3,905	181	189	198
Pacific.....	-2	+22	0	20	7,232	+1	+4	17	10,861	169	166	198
Dry goods.....	-3	+14	-2	171	39,972	-4	0	138	73,815	217	213	245
New England.....	+6	+48	-4	9	878	+10	+4	8	1,190	141	137	198
Middle Atlantic.....	+18	+11	+8	41	6,868	+9	+5	29	9,832	229	238	250
East North Central.....	+4	+16	+5	13	2,244	+16	+6	13	4,851	216	193	236
West North Central.....	-1	+15	+3	13	6,704	+9	+2	12	15,196	228	206	256
South Atlantic.....	+7	+22	-1	23	2,864	+4	+1	17	5,296	214	225	262
East South Central.....	+2	+14	-3	18	1,875	+26	+1	12	3,565	247	205	267
West South Central.....	-1	+17	-5	14	1,684	+11	+2	14	4,085	243	218	277
Mountain.....	+3	+14	+2	6	442	+17	+6	5	1,167	286	236	304
Pacific.....	+2	+17	0	22	4,528	-16	-9	16	5,673	277	293	310
Farm supplies.....	0	+35	-2	20	6,659	+22	-14	8	678	62	52	84
Fresh fruits and vegetables.....	-22	+25	-14	71	5,512	-15	+9	46	1,226	31	28	36
New England.....	-23	+10	-17	10	333	+11	+38	9	62	26	13	20
Middle Atlantic.....	-10	+31	-9	20	1,389	-6	-23	12	147	19	17	29
East North Central.....	-3	+17	+1	17	1,364	+3	+4	10	460	47	47	52
South Atlantic.....	-13	+15	-6	7	339	+8	0	4	28	12	11	15
East South Central.....	-14	+13	-13	5	300	c	c	c	c	c	c	c
Pacific.....	-14	+19	-14	6	1,050	+31	+19	4	160	19	13	21

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION MARCH 1950

(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 1950 panel		Percent change		March 1950 panel		Mar. 1950	Mar. 1949	Feb. 1950
	Mar. 1950 from Mar. 1949	Mar. 1950 from Feb. 1950	3 mo. from 3 mo. 1949 ^b	No. of establishments reporting	Reported dollar values (add 000)	Mar. 1950 from Mar. 1949	Mar. 1950 from Feb. 1950	No. of establishments reporting	Reported dollar values (add 000)			
Groceries, total.....	0	+16	-2	725	\$119,136	-1	+2	529	\$125,994	141	142	161
Non-affiliated full-line wholesalers ^d ..	0	+15	-2	466	53,463	+1	0	338	55,894	141	140	162
New England.....	-3	+20	-4	6	1,106	c	c	c	c	c	c	c
Middle Atlantic.....	-3	+17	-1	22	1,921	-3	+2	12	1,736	158	156	179
East North Central.....	+2	+12	+3	136	12,417	+8	-2	107	14,788	146	140	168
West North Central.....	+1	+13	+1	67	5,984	+7	+5	55	7,123	152	145	165
South Atlantic.....	+2	+18	-11	64	6,641	+7	+2	35	5,423	129	127	148
East South Central.....	+5	+24	-2	34	3,841	-6	-1	25	3,250	111	124	140
West South Central.....	-2	+12	-3	101	13,362	-4	-1	78	14,041	136	139	154
Mountain.....	-22	+14	-16	21	1,915	-9	-3	18	2,523	144	122	172
Pacific.....	+3	+18	+2	15	6,276	-2	+7	5	5,381	152	157	173
Voluntary-group wholesalers.....	-2	+14	-1	141	40,905	-7	+3	116	49,359	144	152	158
New England.....	+2	+18	+1	10	2,837	-3	+2	7	1,418	122	126	139
Middle Atlantic.....	-4	+15	-2	41	11,845	-21	-1	29	13,689	142	171	165
East North Central.....	-3	+17	-3	32	7,325	-2	-1	28	7,954	129	125	151
West North Central.....	-1	+7	+2	30	8,876	+3	+6	30	14,503	163	157	165
South Atlantic.....	+2	+19	+2	10	1,723	-13	-3	5	822	111	126	139
East South Central.....	+25	+17	+8	9	1,704	-13	0	9	3,956	232	333	271
West South Central.....	-3	+16	-4	6	6,098	+1	+18	5	6,285	114	108	113
Pacific.....	-3	+16	-4	6	6,098	+1	+18	5	6,285	114	108	113
Retailer-cooperative warehouses.....	-4	+17	+2	21	10,174	-4	+4	15	6,594	125	135	140
Specialty lines wholesalers.....	-1	+24	-4	97	14,594	+12	-1	60	14,147	141	125	178
New England.....	+4	+37	+5	5	82	c	c	c	c	c	c	c
Middle Atlantic.....	-3	+21	+1	23	3,761	-7	-7	12	1,857	92	101	110
East North Central.....	+4	+21	+6	12	891	-3	-5	7	232	62	63	75
South Atlantic.....	+11	+19	+4	24	1,991	-3	-8	15	1,539	96	112	126
East South Central.....	+17	+19	+12	5	580	c	c	c	c	c	c	c
West South Central.....	-5	+20	-16	5	323	c	c	c	c	c	c	c
Pacific.....	-5	+28	-12	17	6,563	+19	+1	13	9,515	189	148	249
Leather and shoe findings.....	+8	+32	-4	29	553	0	+3	15	1,085	314	352	374
Middle Atlantic.....	-8	+32	-9	6	37	c	c	c	c	c	c	c
East North Central.....	-12	+32	-13	5	50	c	c	c	c	c	c	c
West North Central.....	0	+31	+24	4	42	c	c	c	c	c	c	c
Pacific.....	-4	+28	-5	7	265	c	c	c	c	c	c	c
Meats and meat products.....	-3	+14	-4	41	20,519	-6	-3	35	7,454	48	46	55
Middle Atlantic.....	-10	+6	-10	11	3,639	-8	+1	11	1,705	47	46	49
East North Central.....	-11	+7	-6	13	7,860	-6	-8	12	3,749	50	47	58
Pacific.....	+22	+21	+3	5	3,636	-11	-8	4	498	27	30	33
Paper and its products.....	+3	+10	+3	61	8,013	-2	0	35	6,196	133	143	146
New England.....	+4	+29	-6	5	267	-5	-4	4	329	225	233	286
Middle Atlantic.....	+9	+20	+8	18	2,202	+5	+7	10	1,139	91	96	101
East North Central.....	+1	+8	+2	19	3,771	-6	+1	12	2,626	113	126	122
West North Central.....	-2	+13	0	4	276	c	c	c	c	c	c	c
South Atlantic.....	-13	-6	-3	6	438	c	c	c	c	c	c	c
Pacific.....	-3	0	0	5	670	c	c	c	c	c	c	c
Petroleum.....	-6	+16	-6	27	3,746	-8	0	27	3,013	80	82	93
Shoes and other footwear.....	+2	+15	-2	28	26,911	-4	0	20	53,857	207	218	236
Tobacco products.....	-3	+14	-4	288	38,571	-3	-2	171	14,622	57	56	66
New England.....	+2	+17	0	25	3,190	-2	+2	14	703	55	58	64
Middle Atlantic.....	-4	+16	-4	60	12,274	-7	-8	40	5,933	62	65	78
East North Central.....	-3	+13	-6	57	7,167	+1	+3	31	2,376	54	52	60
West North Central.....	-3	+14	-5	44	4,607	+3	+3	29	2,161	65	61	71
South Atlantic.....	-5	+13	-5	21	3,570	+2	0	19	1,382	42	39	48
East South Central.....	-5	+11	-3	12	1,332	-8	+3	7	526	48	49	52
West South Central.....	-4	+7	+1	28	2,407	+4	+2	13	671	51	43	50
Mountain.....	+5	+14	+5	19	1,323	-2	+4	7	311	64	65	68
Pacific.....	-6	+16	-4	22	2,701	0	+3	11	559	54	59	63
Wines and spirits ^e	+2	+21	-4	317	87,020	+6	+5	262	93,956	133	127	151
New England.....	-17	+29	-7	24	3,982	+25	+2	19	4,136	131	91	180
Middle Atlantic.....	+8	+28	-2	48	26,395	+3	0	43	26,389	126	130	157
East North Central.....	+1	+13	-1	56	11,274	-1	-7	44	11,564	124	125	153
West North Central.....	-4	+21	-5	30	6,572	+19	+12	24	5,972	144	111	149
South Atlantic.....	-3	+12	-9	50	13,186	-7	+1	45	13,724	116	116	128
East South Central.....	-13	+12	-14	17	2,921	+31	+7	14	4,136	171	113	180
West South Central.....	+10	-4	-8	36	6,827	+7	+5	28	10,949	180	194	162
Mountain.....	+10	+17	+7	21	2,974	-8	-10	19	3,150	115	141	151
Pacific.....	+9	+51	-2	35	12,889	+23	+44	26	13,936	139	120	143
Miscellaneous.....	+10	+6	+6	13	2,649	-4	0	7	1,646	203	205	236

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

ROY V. PEEL, Director

For Release
June 1, 1950

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

APRIL 1950

Sales and inventory trends contained in this release were fruits and vegetables. While 17 trades were off from last year, compiled from confidential reports submitted to the Bureau of 21 kinds of business reported gains, the Census from all parts of the country by 3,860 wholesale houses in various lines of trade.

INVENTORIES

SALES

Wholesale dollar sales in April 1950 remained substantially at the same level as a year ago but dropped 10 percent below the previous month's sales. Cumulative sales for the sales, the April stock-sales ratio of 166 was 20 points above the first four months of 1950 were slightly lower (1%) than in the previous month but 9 points lower than a year ago.

Regionally, all geographic divisions experienced declines from March 1950, ranging from 5 percent in the East North Central division to 13 percent in the Pacific region. Compared with a year ago, however, all geographic divisions East of the Mississippi River indicated gains of 2 to 6 percent. While the Pacific region remained at its April 1949 sales level, the West North Central, West South Central and Mountain divisions reported declines from sales a year ago.

Most trades covered in this report lagged behind the previous month's sales, with clothing and furnishings experiencing the most substantial decrease, 32 percent. However, seasonal gains were reported in paints and varnishes (17%), lumber and building materials (10%), refrigeration equipment (9%), fresh fruits and vegetables (2%) and dairy and poultry products (1%).

Although the national sales trend indicated little or no change from a year ago, there was considerable variation between trades, ranging from an increase of 38 percent in electrical appliances and specialties to a decrease of 22 percent in fresh

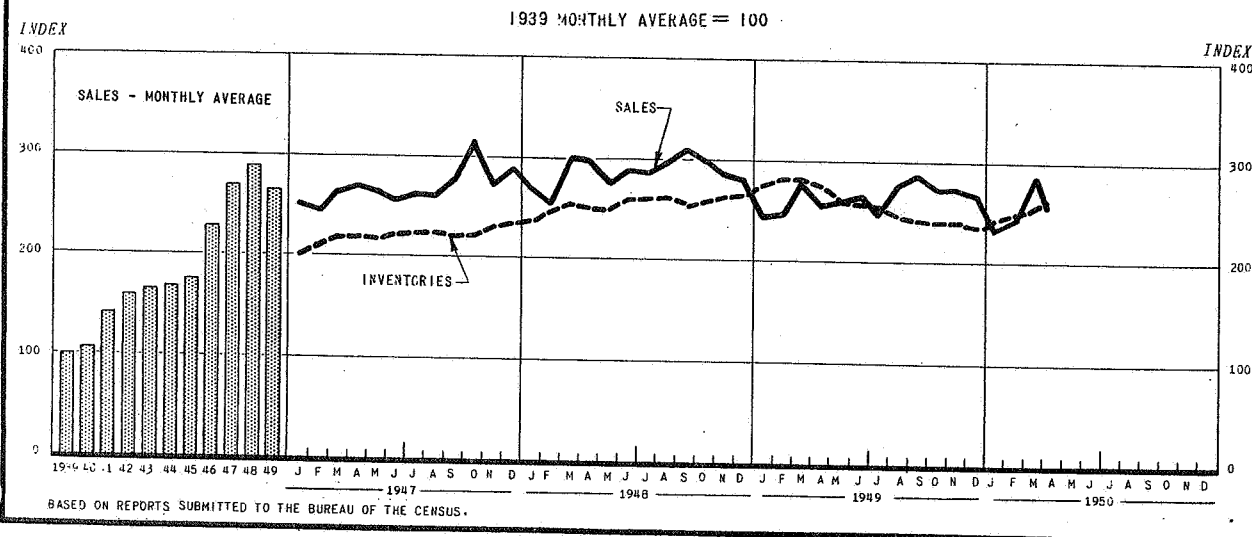
With the exception of the East South Central region, all geographic divisions indicated higher stock levels than in March 1950, but lower inventories than in April of last year. The East South Central region, indicating little change from the previous month, reported an increase of 4 percent over stocks on hand a year ago. By trades, inventories generally rose above their March levels, although plumbing and heating, clothing and furnishings, farm supplies, fresh fruits and vegetables, grocery (except voluntary-group), leather and shoe findings, and tobacco products reflected declines from the previous month. Compared with a year ago, only half the trades covered in this report decreased their stocks on hand although the national trend indicated a decrease of 5 percent.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, April sales of independent retail stores were slightly below the previous month and 2 percent lower than April 1949.

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 OR FOR SEASONAL OR PRICE FLUCTUATIONS.

**WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
APRIL 1950**

Page 2

(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 1950 panel		Percent change		April 1950 panel		Apr. 1950	Apr. 1949	Mar. 1950
	Apr. 1950 from Apr. 1949	Apr. 1950 from Mar. 1950	4 mos. 1950 from 4 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1950 from Apr. 1949	Apr. 1950 from Mar. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	0	-10	-1	3,860	\$653,085	-5	+2	2,882	\$870,057	166	175	146
New England.....	+4	-8	+2	240	29,333	-8	+3	177	32,229	146	167	130
Middle Atlantic.....	+4	-9	+1	722	135,144	-6	+3	499	134,427	132	146	118
East North Central.....	+3	-5	+1	765	118,759	-3	+3	591	141,819	143	154	130
West North Central.....	-5	-12	-2	433	80,940	-3	+1	336	115,850	181	178	162
South Atlantic.....	+6	-9	0	477	68,366	-6	+1	358	82,306	146	165	133
East South Central.....	+2	-10	-2	197	26,486	+4	0	142	32,757	166	160	146
West South Central.....	-7	-12	-3	351	53,838	-4	+2	273	85,663	194	185	165
Mountain.....	-1	-7	+3	176	21,818	-3	+4	134	32,455	180	183	162
Pacific.....	0	-13	0	414	82,312	-5	+4	290	117,194	185	199	156
Automotive supplies.....	+1	0	0	250	14,310	-2	+3	152	15,059	265	262	257
New England.....	-18	+21	-16	8	403	c	c	c	c	c	c	c
Middle Atlantic.....	-13	-3	-11	39	809	-9	0	34	2,221	300	287	294
East North Central.....	+5	-7	+2	57	3,371	-4	+4	43	5,526	229	247	207
West North Central.....	-2	+7	-6	41	3,621	-2	-2	17	2,311	304	284	299
South Atlantic.....	+16	-6	+15	17	1,744	-2	0	11	1,024	317	306	318
South Central.....	+9	-4	+10	16	2,018	-4	+4	10	1,406	251	245	257
Mountain.....	+10	+32	-3	15	907	+46	+35	7	981	239	217	280
Pacific.....	-13	-5	-7	57	1,437	0	-1	23	1,220	343	334	352
Electrical group, total.....	+6	-8	+4	639	127,148	-21	+11	566	161,983	137	184	112
Full-line wholesalers.....	+1	-8	-1	408	95,320	-24	+10	399	133,479	142	188	119
New England.....	+8	-9	+8	32	5,571	-33	+12	32	7,431	133	213	108
Middle Atlantic.....	+6	-3	0	58	15,115	-30	+7	57	17,480	117	178	106
East North Central.....	+4	-5	+1	81	23,840	-23	+8	78	30,542	130	175	115
West North Central.....	-18	-3	-16	36	8,597	-25	+13	34	12,411	144	157	124
South Atlantic.....	+6	-10	+3	60	12,308	-18	+13	37	17,647	150	192	117
East South Central.....	+4	-8	+2	26	4,611	-14	+8	25	5,909	133	158	111
West South Central.....	-8	-16	-6	46	8,870	-15	+13	46	16,116	182	197	135
Mountain.....	-3	-10	0	19	3,288	-24	+4	19	5,111	155	198	134
Pacific.....	+3	-11	+4	50	13,120	-30	+10	49	20,832	160	236	129
Wiring supplies, construction materials distributors.....	+2	-4	-8	132	7,059	-8	0	85	7,424	149	162	143
New England.....	+3	+2	-10	13	412	+5	-3	3	248	191	209	188
Middle Atlantic.....	-1	-5	-10	37	1,109	-3	+1	22	1,541	198	207	199
East North Central.....	+6	-6	-2	28	1,601	-1	-2	21	1,934	171	181	159
West North Central.....	+2	+5	-12	10	944	-5	0	7	905	166	170	175
South Atlantic.....	+7	-6	-8	17	1,553	-24	+4	11	1,058	79	114	71
South Central.....	-15	+2	-17	14	906	-9	+2	10	1,176	181	156	177
Mountain.....	+5	-14	-1	5	254	c	c	c	c	c	c	c
Pacific.....	+16	-3	+11	8	280	-4	0	7	412	150	182	145
Appliances and specialties wholesalers.....	+38	-11	+37	99	24,769	-6	+24	82	21,080	109	165	76
New England.....	+60	-10	+61	14	1,936	+14	+32	12	1,679	95	138	65
Middle Atlantic.....	+34	-7	+31	21	11,160	-24	+29	13	5,391	82	151	55
East North Central.....	+66	-9	+64	13	2,540	+9	+5	9	1,539	71	118	63
West North Central.....	+13	-16	+18	12	2,035	-2	+17	11	3,876	183	212	131
South Atlantic.....	+43	-5	+38	16	3,157	-20	+19	15	2,799	99	182	80
South Central.....	+8	-23	+10	9	1,227	+4	+36	6	2,208	181	189	102
Mountain.....	+37	0	+45	5	601	+2	+8	5	1,091	182	243	167
Pacific.....	+61	-30	+71	9	2,113	+38	+41	9	2,697	128	149	63
Furniture and house furnishings.....	+12	-10	+13	76	13,726	+4	+5	61	21,167	177	196	154
New England.....	+11	-4	+13	5	769	+9	+2	4	1,146	152	157	144
Middle Atlantic.....	+7	-19	+3	15	2,233	+13	+1	11	3,332	202	191	161
East North Central.....	+6	+2	+3	4	1,039	c	c	c	c	c	c	c
South Atlantic.....	-13	-18	-14	5	656	c	c	c	c	c	c	c
West North Central.....	+28	-2	+35	8	1,071	c	c	c	c	c	c	c
South South Central.....	+20	-25	+35	7	907	+10	-5	5	1,401	205	220	188
Mountain.....	+25	-6	+22	11	3,124	-5	+4	9	4,057	135	180	122
Pacific.....	+25	-6	+22	11	3,124	-5	+4	9	4,057	135	180	122
Hardware.....	+1	-6	-2	143	48,692	-1	0	114	99,973	252	260	236
New England.....	-15	+5	-9	4	504	-14	+2	4	1,700	337	334	347
Middle Atlantic.....	+3	0	-2	28	7,151	+3	+3	23	12,418	196	201	186
East North Central.....	+12	-3	+7	20	9,878	+1	+5	19	22,981	238	269	222
West North Central.....	-9	-12	-7	17	9,521	+1	-3	16	22,014	273	249	249
South Atlantic.....	+4	0	-4	24	4,725	+1	0	20	10,475	250	262	250
East South Central.....	+10	-1	-2	12	3,749	+9	-1	6	3,999	228	212	228
West South Central.....	+2	-10	+5	15	4,507	-7	-5	9	6,641	236	274	227
Mountain.....	-8	-12	-3	9	1,998	+12	+2	6	2,777	319	276	266
Pacific.....	-2	-8	-6	14	6,659	-7	0	11	16,968	304	326	280
Industrial supplies.....	+1	0	-10	73	10,688	-12	+3	52	18,594	227	264	220
New England.....	+6	+3	0	9	743	0	0	8	2,261	328	354	345
Middle Atlantic.....	-13	-1	-27	16	1,168	-16	+4	9	1,336	174	190	165
East North Central.....	-2	-6	-8	10	911	-6	+4	6	554	221	245	188
West North Central.....	-1	+3	-4	9	856	-5	-4	6	1,137	205	215	233
South Atlantic.....	+6	+4	-11	9	766	-7	-2	8	1,650	219	250	230
South Central.....	-1	+2	-13	9	3,972	-11	+6	7	7,446	239	254	228
Pacific.....	+16	-5	+1	11	2,272	-22	+4	8	4,210	206	311	188
Jewelry.....	-15	-7	-13	158	5,584	-7	0	95	12,404	283	253	269
New England.....	-17	-18	-10	6	222	c	c	c	c	c	c	c
Middle Atlantic.....	-7	-11	-6	45	1,549	-12	+5	17	2,209	228	224	193
East North Central.....	-8	-8	-12	43	1,521	-2	-2	26	3,407	256	245	245
West North Central.....	-39	-4	-22	14	697	-3	0	11	1,733	298	180	290
South Atlantic.....	-11	-9	-9	6	200	c	c	c	c	c	c	c
South Central.....	-9	+1	-13	8	274	-9	0	7	1,001	379	374	362
Pacific.....	-13	+2	-17	33	1,107	-8	-2	26	3,566	340	318	350

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(Continued on next page)

(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 1950 panel		Percent change		April 1950 panel		April 1950	April 1949	March 1950
	April 1950 from April 1949	April 1950 from March 1950	4 mos. 1950 from 4 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	April 1950 from April 1949	April 1950 from March 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+15	+10	+15	75	\$13,373	+1	+4	50	\$11,510	119	129	130
Middle Atlantic.....	+1	+30	-2	14	3,115	-3	+2	5	942	44	42	63
East North Central.....	+7	+9	+11	12	1,251	-12	-3	8	1,041	127	144	142
West North Central.....	+35	+1	+27	7	836	-9	+4	4	321	58	99	72
South Atlantic.....	+52	+6	+29	8	1,611	-3	+8	6	1,126	135	181	129
East South Central.....	+27	-2	+17	4	800	c	c	c	c	c	c	c
Mountain.....	-8	+21	+12	7	2,025	-5	+9	6	2,734	146	144	160
Pacific.....	+21	-6	+19	9	1,602	+21	-4	7	1,709	131	126	127
Machinery equipment, supplies (except electrical).....	-21	-13	-6	53	5,953	+10	+1	40	13,250	263	187	220
New England.....	+4	-9	0	5	397	+7	-1	4	884	307	313	267
Middle Atlantic.....	-11	-1	-21	8	857	+7	+7	4	1,097	213	185	198
East North Central.....	+12	-3	+2	12	978	+2	+5	11	1,561	160	176	147
South Atlantic.....	-21	-6	-22	8	852	-13	-4	6	1,815	253	222	256
West South Central.....	-52	-40	+5	6	1,158	+32	-1	5	5,060	450	164	269
Pacific.....	+1	+5	-1	9	716	+2	+1	6	1,468	334	326	329
Metals.....	+16	-7	+4	26	8,064	-14	+1	22	11,090	143	193	132
Optical goods.....	-3	-3	-5	11	271	-16	0	4	185	157	196	154
Paints and varnishes.....	+1	+17	-6	55	5,795	-2	+4	48	14,249	253	265	285
Plumbing and heating supplies.....	-2	-2	-9	81	8,226	-8	-18	60	11,976	176	187	212
New England.....	+26	+10	+5	7	258	c	c	c	c	c	c	c
Middle Atlantic.....	-1	+2	-9	17	617	+6	+3	10	1,022	294	252	340
East North Central.....	-1	-6	-6	11	893	+4	+4	10	2,147	258	242	230
West North Central.....	-6	+7	-8	11	932	-1	-2	9	1,675	200	186	217
Pacific.....	-21	-16	-27	4	619	c	c	c	c	c	c	c
Refrigerator equipment, parts (commercial).....	+2	+9	+9	26	1,013	-6	+4	20	2,172	276	309	293
Middle Atlantic.....	-6	+15	+9	6	248	c	c	c	c	c	c	c
East North Central.....	-8	+12	+6	4	109	c	c	c	c	c	c	c
South Atlantic.....	-2	+2	+9	5	174	+9	+2	5	523	301	271	299
Pacific.....	-11	+10	+7	5	127	-6	+6	5	369	291	290	294
Surgical, medical, equipment, supplies..	+12	-11	+17	36	3,909	+4	+5	31	4,893	138	149	116
Beer.....	-6	-2	0	43	2,335	+1	+9	37	825	37	34	33
Middle Atlantic.....	-17	-7	-2	9	351	+1	+1	7	100	29	24	27
East North Central.....	-8	-6	-5	13	474	-1	+8	12	191	42	39	37
West North Central.....	+2	+3	+5	5	852	-3	+18	5	106	12	13	11
South Atlantic.....	-1	0	-4	6	338	+12	+10	5	209	72	64	65
Pacific.....	-12	-7	+2	5	234	-4	+12	4	174	78	72	66
Chemicals, industrial.....	+20	0	+13	14	1,950	-3	+2	10	1,249	74	96	75
Clothing and furnishings (except shoes).	-21	-32	-10	23	1,814	+25	-6	15	1,589	204	129	144
Coal.....	+8	-19	-10	8	4,822	-28	+99	5	1,948	48	70	20
Confectionery.....	-4	-12	-4	47	1,437	+12	+5	30	1,192	112	96	94
Middle Atlantic.....	-14	-5	-7	7	324	-10	-2	5	153	73	64	71
East North Central.....	-6	-16	-11	5	78	-6	+25	4	66	122	123	87
South Atlantic.....	+1	-13	0	13	236	+4	0	7	219	138	135	118
East South Central.....	-12	-16	-11	8	153	-13	-23	4	27	69	78	83
Pacific.....	+11	-32	+2	4	235	c	c	c	c	c	c	c
Dairy and poultry products.....	+8	+1	+1	28	6,297	-6	+17	17	1,623	31	37	27
Drugs and sundries (liquor excluded)....	+1	-17	+5	193	45,130	+4	0	150	68,435	196	189	163
New England.....	+3	-10	+3	14	2,465	-1	-1	12	3,652	187	193	169
Middle Atlantic.....	0	-20	+6	27	8,086	+4	0	19	9,055	191	172	153
East North Central.....	+2	-14	+3	28	7,690	+5	+2	21	9,852	168	163	142
West North Central.....	+2	-15	+6	23	5,457	+3	-1	20	8,991	190	188	163
South Atlantic.....	+3	-21	+9	27	4,663	+2	-1	19	6,312	199	206	159
East South Central.....	+4	-17	+5	17	3,025	+5	+1	13	4,983	202	202	164
West South Central.....	+2	-18	+9	26	5,745	+5	-1	21	10,576	224	217	185
Mountain.....	-5	-18	+5	11	1,832	+5	+3	9	4,024	227	205	181
Pacific.....	-4	-15	-1	20	6,167	+4	+1	16	10,990	201	190	169
Dry goods.....	-9	-22	-3	169	31,730	-3	0	138	75,129	276	253	216
New England.....	-14	-21	-7	8	670	+15	+1	8	1,203	180	134	141
Middle Atlantic.....	+7	-25	+8	41	5,452	+13	+6	28	10,818	306	291	223
East North Central.....	-5	-19	+3	14	1,924	+11	-1	14	5,226	272	233	223
West North Central.....	-10	-20	-1	14	5,389	+8	-1	12	14,997	282	235	228
South Atlantic.....	-5	-19	-2	22	2,284	+3	-2	17	5,178	256	235	215
East South Central.....	-8	-24	-4	16	1,286	+18	-2	11	3,102	321	255	244
West South Central.....	-11	-23	-7	13	1,243	+14	-2	13	3,835	309	241	242
Mountain.....	-3	-11	+1	6	393	+20	+1	5	1,174	334	264	286
Pacific.....	+3	-14	+5	21	4,092	-9	+11	16	6,045	312	329	273
Farm supplies.....	-10	-31	-4	20	4,613	+31	-2	8	662	58	49	62
Fresh fruits and vegetables.....	-22	+2	-16	73	5,959	-12	-6	45	856	28	21	29
New England.....	-19	+8	-17	10	359	+2	-15	9	53	20	16	26
Middle Atlantic.....	-5	+2	-8	19	1,376	-8	-9	11	133	18	17	19
East North Central.....	-10	+9	-3	17	1,492	+5	+2	9	168	35	31	31
South Atlantic.....	-25	-7	-12	8	356	-18	+11	5	62	26	23	21
East South Central.....	-5	+7	-11	5	220	c	c	c	cc	c	c	c
Pacific.....	-0	-2	-10	8	1,427	+4	-14	4	97	23	20	23

WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION APRIL 1950

(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 ratio		
	Percent change			April 1950 panel		Percent change		April 1950 panel		Apr. 1950	Apr. 1949	Mar. 1950
	Apr. 1950 from Apr. 1949	Apr. 1950 from Mar. 1950	4 mos. 1950 from 4 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1950 from Apr. 1949	Apr. 1950 from Mar. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	-1	-11	-2	733	\$109,578	+1	-2	547	\$132,327	156	153	143
Non-affiliated full-line wholesalers ^d	-4	-10	-3	476	50,280	+2	-3	357	62,193	156	147	145
New England.....	-5	-12	-5	7	1,235	+7	+1	4	2,161	206	184	180
Middle Atlantic.....	-3	-11	-2	20	1,728	+17	+14	11	1,877	166	141	130
East North Central.....	0	-12	+2	144	11,308	+7	-6	115	14,404	156	147	145
West North Central.....	-8	-12	-3	69	6,727	-2	-10	59	10,685	184	171	178
South Atlantic.....	0	-9	-8	67	6,971	+9	0	39	6,627	135	127	125
East South Central.....	-4	-14	-2	34	3,341	-4	-5	25	3,198	125	125	113
West South Central.....	-4	-8	-3	104	13,008	-3	-1	81	15,210	147	145	138
Mountain.....	-14	-10	-16	21	1,719	0	-2	18	2,559	162	139	149
Pacific.....	-8	-9	0	10	4,243	+6	+2	5	5,472	170	144	152
Voluntary-group wholesalers.....	-1	-11	-1	143	37,818	-4	+1	121	50,952	159	166	142
New England.....	-5	-11	-1	9	2,546	+2	-1	7	1,581	144	139	126
Middle Atlantic.....	0	-14	-1	43	11,148	-19	-3	33	14,107	155	193	138
East North Central.....	-1	-11	-2	33	6,898	+1	+2	29	8,370	139	137	124
West North Central.....	+4	-7	+3	30	8,231	+6	+4	30	15,124	184	180	163
South Atlantic.....	+8	-11	+3	10	1,535	+3	+11	5	909	139	132	111
Pacific.....	-7	-10	-5	6	5,485	+10	+2	5	6,414	130	110	114
Retailer-cooperative warehouses.....	+5	-12	+3	22	8,982	0	-4	15	6,355	133	139	125
Specialty lines wholesalers.....	+3	-12	-3	92	12,498	+16	-5	54	12,827	154	138	145
New England.....	+5	-9	+5	6	119	c	c	c	c	c	c	c
Middle Atlantic.....	+7	-9	+2	21	3,382	-1	+1	9	1,791	108	128	106
East North Central.....	-10	-21	+2	12	702	+2	-2	7	228	74	60	62
South Atlantic.....	+5	-13	+5	21	1,525	-2	-7	13	1,046	89	96	82
East South Central.....	+18	-13	+13	4	432	c	c	c	c	c	c	c
West South Central.....	-7	-10	-14	5	292	c	c	c	c	c	c	c
Pacific.....	0	-13	-9	17	5,693	+24	-6	13	8,898	202	164	189
Leather and shoe findings.....	-10	-1	-2	29	474	0	-1	15	1,043	404	366	417
Middle Atlantic.....	-2	+9	-6	7	50	c	c	c	c	c	c	c
East North Central.....	-10	+5	-11	6	83	c	c	c	c	c	c	c
West North Central.....	-25	-17	+34	5	58	c	c	c	c	c	c	c
Pacific.....	-8	-1	-6	6	221	c	c	c	c	c	c	c
Meats and meat products.....	-8	-6	-5	40	19,101	+12	+2	35	7,563	51	41	48
Middle Atlantic.....	-8	-3	-10	11	3,514	+5	+2	11	1,742	50	43	47
East North Central.....	-11	0	-7	13	7,845	+20	+4	12	3,915	53	39	50
Pacific.....	-14	-17	-1	5	3,033	+2	+10	4	548	34	28	27
Paper and its products.....	+5	-5	+3	65	8,353	0	+4	39	7,066	143	147	126
New England.....	-8	-16	-7	5	225	-3	+1	4	332	252	232	225
Middle Atlantic.....	+4	-18	+7	19	2,093	+8	+6	12	1,584	119	116	92
East North Central.....	+9	+1	+4	21	4,204	-5	+1	14	2,881	115	123	105
West North Central.....	-5	-8	-2	4	254	c	c	c	c	c	c	c
South Atlantic.....	+6	+5	-1	6	462	c	c	c	c	c	c	c
Pacific.....	+4	+8	-8	5	725	c	c	c	c	c	c	c
Petroleum.....	-3	-4	-5	28	3,637	+9	+9	27	3,280	90	80	80
Shoes and other footwear.....	-7	-27	-3	28	19,679	0	+3	20	55,484	289	269	206
Tobacco products.....	-7	-6	-5	289	37,001	-1	-7	169	13,653	57	54	58
New England.....	-4	-7	-1	20	2,659	-3	-2	9	397	58	59	54
Middle Atlantic.....	-7	-4	-5	63	12,359	-8	-12	42	5,290	57	59	62
East North Central.....	-7	-5	-6	57	6,472	+15	+2	32	2,401	60	49	55
West North Central.....	-10	-7	-8	45	4,761	-5	-11	29	1,955	62	61	65
South Atlantic.....	-7	-9	-6	21	3,765	0	-7	18	1,781	53	48	51
East South Central.....	-6	-16	-4	13	1,154	+15	-8	7	373	59	50	51
West South Central.....	+1	-2	+1	27	2,100	+15	+1	11	500	46	40	48
Mountain.....	+2	-4	+5	19	1,211	-8	+3	8	322	44	46	41
Pacific.....	-13	-10	-6	24	2,520	+2	+2	13	634	57	59	52
Wines and spirits ^e	+5	-12	-2	317	77,925	+5	+2	261	96,335	152	151	132
New England.....	+13	+4	-2	25	4,570	+8	-9	19	3,633	106	106	117
Middle Atlantic.....	+8	-8	+1	51	26,033	+9	+3	45	29,515	139	135	126
East North Central.....	+9	-8	+1	50	10,788	0	+4	41	12,827	149	166	131
West North Central.....	-8	-22	-6	33	5,235	+9	-10	26	5,122	138	121	136
South Atlantic.....	+16	-5	-4	46	10,661	-2	+5	42	11,393	118	140	106
East South Central.....	-3	-4	-12	16	2,630	+29	-4	13	3,503	168	126	163
West South Central.....	-13	-20	-9	38	6,104	-10	0	32	12,679	229	221	179
Mountain.....	+8	-5	+7	17	2,086	+5	+19	15	2,585	142	146	111
Pacific.....	-1	-30	-1	41	9,818	+20	+5	28	15,078	209	171	138
Miscellaneous.....	+21	-7	+9	11	2,410	+4	+4	4	1,293	219	251	188

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

ROY V. PEEL, Director

For release
June 30 1950

SALES AND INVENTORIES

UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

MAY 1950

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 3,993 wholesale houses in various lines of trade.

were higher than those for the corresponding month a year ago. Compared with the previous month, paints and varnishes, clothing and furnishings, farm supplies, and shoes and other footwear were the only trades that did not experience sales increases.

SALES

Wholesale dollar sales for the month of May increased 11 percent above the previous month and registered a 9 percent gain over May 1949. Cumulative sales for the first five months of this year increased slightly (1%) over the corresponding period a year ago. Regionally, all geographic divisions experienced sales increases over May 1949, ranging from 3 percent in the West South Central Division to 14 percent in New England. Sales gains over the previous month ranged from 9 percent in the West North Central and South Atlantic Divisions to 15 percent in the East South Central.

With few exceptions (machinery, equipment and supplies, farm supplies, fresh fruits and vegetables, and leather and shoe findings), May sales for trades covered by this report

INVENTORIES

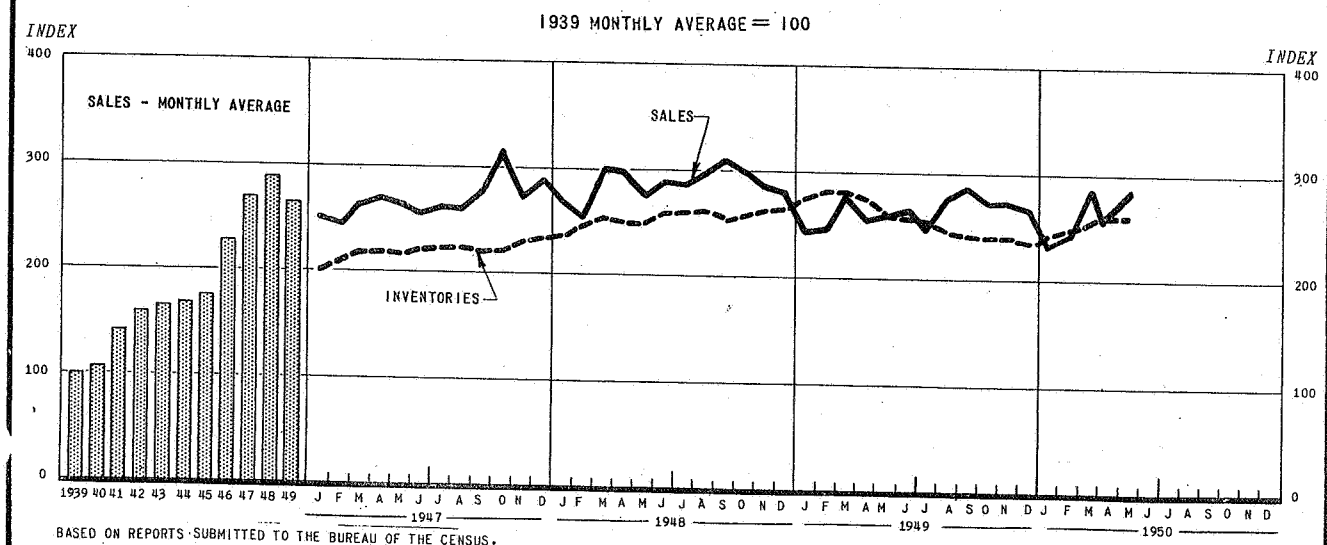
Little or no change was reported in the total dollar value of May inventories of wholesalers compared with the previous month (+1%) or the same month a year ago (-1%). According to reports of 2,922 establishments reporting inventories in conjunction with sales, the May stock-sales ratio of 156 was 16 points below the May 1949 ratio and 11 points below the previous month.

RETAIL TRADE

May sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 5 percent above the previous month and 8 percent more than May 1949. Cumulative sales for the first five months of 1950 were 4 percent above the corresponding period in 1949.

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 OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
MAY 1950

(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 1950 panel			Percent change		May 1950 panel		May 1950	May 1949	Apr. 1950
	May 1950 from May 1949	May 1950 from Apr. 1950	5 mos. 1950 from 5 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	May 1950 from May 1949	May 1950 from Apr. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	+9	+11	+1	3,993	\$699,752	-1	+1	2,922	\$851,292	156	172	167
New England.....	+14	+14	+4	239	31,311	-5	0	168	30,201	138	166	150
Middle Atlantic.....	+11	+10	+3	750	145,244	-1	+1	489	130,093	124	141	133
East North Central.....	+13	+14	+3	809	130,760	0	+2	603	137,991	132	149	144
West North Central.....	+3	+9	-1	431	86,422	0	+3	330	116,571	171	176	181
South Atlantic.....	+13	+9	+2	469	72,758	+1	+1	352	80,812	137	152	145
East South Central.....	+8	+15	0	203	30,242	+5	-3	142	31,879	140	145	165
West South Central.....	+3	+12	-2	353	60,649	0	-2	277	84,266	170	176	193
Mountain.....	+9	+12	+4	171	23,732	0	0	136	32,311	162	177	178
Pacific.....	+7	+10	+1	477	84,157	-2	-1	345	107,729	174	193	187
Automotive supplies.....	+10	+16	+2	262	17,144	0	+1	154	15,077	240	248	263
New England.....	+6	+8	-12	9	436	c	c	c	c	c	c	c
Middle Atlantic.....	0	+24	-9	37	883	-2	+1	32	1,704	260	273	306
East North Central.....	+10	+15	+4	59	3,820	+3	+1	45	5,493	208	217	231
West North Central.....	+7	+15	-3	41	3,871	-4	+4	16	1,718	287	285	320
South Atlantic.....	+29	+22	+19	20	2,666	+2	+2	12	1,165	291	274	303
South Central.....	+14	+20	+11	19	2,461	+3	+1	13	1,517	231	221	252
Mountain.....	-6	-12	-4	17	781	+18	-2	7	965	289	233	239
Pacific.....	+9	+22	-5	55	1,800	-11	-3	21	1,307	311	394	342
Electrical group, total.....	+12	+15	+6	706	141,455	-14	+3	573	159,170	127	166	138
Full-line wholesalers.....	+11	+16	+2	423	104,608	-16	+3	397	130,692	130	171	142
New England.....	+12	+17	+9	33	6,495	-25	+2	32	7,573	121	181	133
Middle Atlantic.....	+14	+8	+3	64	16,324	-20	+4	56	18,087	115	166	117
East North Central.....	+18	+19	+4	86	22,688	-16	+7	76	26,445	127	179	131
West North Central.....	-11	+12	-15	38	9,809	-12	+7	37	13,531	140	142	144
South Atlantic.....	+23	+23	+7	61	15,112	-5	+5	58	18,585	127	167	150
East South Central.....	+10	+25	+3	25	5,212	-3	+2	24	5,416	110	123	127
West South Central.....	+5	+17	-4	46	10,408	-14	-7	46	15,044	145	176	182
Mountain.....	+9	+23	+2	19	4,050	-21	+5	19	5,361	132	183	155
Pacific.....	+7	+12	+4	51	14,510	-22	+2	49	20,650	144	198	158
Wiring supplies, construction materials distributors.....	+15	+34	-3	154	9,594	-5	+2	91	8,062	132	165	144
New England.....	+22	+23	-4	13	507	+10	+6	5	263	148	204	192
Middle Atlantic.....	+11	+57	-5	42	1,770	+1	+2	23	1,698	184	197	194
East North Central.....	+17	+31	+3	37	2,756	+4	+7	24	2,703	143	167	156
West North Central.....	-2	+28	-10	8	809	-5	-2	5	462	127	148	162
South Atlantic.....	+29	+6	-2	17	1,542	-28	-9	12	1,021	73	138	82
South Central.....	+6	+91	-14	14	827	-8	+2	7	767	179	193	214
Mountain.....	+5	+13	0	4	224	c	c	c	c	c	c	c
Pacific.....	+29	+73	+15	14	678	+5	+4	9	565	144	180	142
Appliances and specialties wholesalers.....	+19	+7	+33	129	27,253	+1	-1	85	20,416	110	136	113
New England.....	+72	+73	+60	14	2,060	+36	+5	10	1,190	125	133	110
Middle Atlantic.....	+14	-14	+28	25	9,830	-8	+7	13	4,783	102	155	86
East North Central.....	+20	-13	+54	18	1,981	+22	+6	8	1,472	104	102	74
West North Central.....	+8	-1	+16	16	2,228	+4	+1	13	3,719	170	176	165
South Atlantic.....	+24	+10	+34	18	4,175	-16	-7	16	3,351	93	138	103
South Central.....	-2	+85	+6	11	2,703	-5	-19	9	1,977	84	86	169
Mountain.....	+36	+52	+42	9	1,203	+22	-3	6	1,364	147	172	178
Pacific.....	+30	+34	+59	14	2,846	+11	-17	6	1,913	89	109	113
Furniture and house furnishings.....	+30	+14	+16	76	14,882	+5	0	59	20,712	164	204	185
New England.....	+17	+12	+14	6	864	+19	+7	4	1,221	147	145	151
Middle Atlantic.....	+24	+9	+7	12	2,525	+4	-4	8	3,201	166	202	192
East North Central.....	+37	+24	+11	5	1,447	c	c	c	c	c	c	c
South Central.....	+44	+14	+35	8	1,489	c	c	c	c	c	c	c
Mountain.....	+43	+15	+36	7	1,045	+18	+5	5	1,474	196	221	205
Pacific.....	+39	+8	+24	10	1,896	-6	+4	8	2,824	161	239	166
Hardware.....	+11	+11	+1	142	54,409	+4	+1	109	100,537	229	248	252
New England.....	-4	+17	-7	5	773	-9	-3	4	1,652	272	284	337
Middle Atlantic.....	+17	+14	+2	28	8,330	+6	-2	20	11,366	165	183	192
East North Central.....	+17	+15	+9	20	11,076	+9	+2	19	23,345	216	233	243
West North Central.....	+2	+10	-5	17	10,518	+5	+7	16	23,558	268	261	273
South Atlantic.....	+12	+12	-1	23	4,523	+8	-6	19	8,217	204	218	250
East South Central.....	+11	+13	+1	12	4,228	+8	-8	6	3,665	174	185	228
West South Central.....	+10	+8	+6	15	4,851	+5	+8	9	7,199	234	269	236
Mountain.....	+14	+9	+1	7	2,157	+20	+5	4	2,812	306	298	314
Pacific.....	+9	+7	-2	15	7,953	-7	-1	12	18,723	277	327	298
Industrial supplies.....	+7	+10	-7	69	9,352	-5	+1	52	15,540	217	258	241
New England.....	+40	+16	+8	9	863	+8	0	8	2,267	284	374	328
Middle Atlantic.....	-3	+7	-23	17	1,251	-10	-2	10	1,310	155	180	174
East North Central.....	+27	+15	-3	7	695	-2	+3	6	569	198	236	221
West North Central.....	+5	+6	-2	7	636	-2	+10	5	939	216	218	201
South Atlantic.....	+1	-8	-9	8	581	-3	+1	7	1,448	253	264	233
South Central.....	+1	+10	-10	9	4,383	-9	+1	7	7,493	205	256	239
Pacific.....	+19	+9	+2	7	542	-2	0	5	900	261	300	27
Jewelry.....	+7	+13	-9	159	5,943	+4	+1	88	10,833	255	252	271
Middle Atlantic.....	+14	+14	-2	52	1,888	-1	+6	21	2,426	214	231	230
East North Central.....	+7	+8	-8	44	1,808	+1	+7	22	3,196	261	267	228
West North Central.....	-8	+7	-20	12	520	-1	-3	10	1,160	285	270	316
South Atlantic.....	+4	+7	-7	7	232	-15	-2	5	405	210	262	228
South Central.....	+8	+11	-10	7	204	-4	+1	5	663	388	420	377
Pacific.....	+1	+19	-13	27	1,172	+25	-5	19	2,839	264	214	339

(Continued on next page)

**WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
MAY 1950**

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 1950 panel		Percent change		May 1950 panel		May 1950	May 1949	April 1950
	May 1950 from May 1949	May 1950 from April 1950	5 mos. from 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	May 1950 from May 1949	May 1950 from April 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+36	+19	+19	67	\$13,755	+7	+3	46	\$10,208	103	123	115
Middle Atlantic.....	+23	+10	+3	13	3,408	+2	+5	5	586	43	45	44
East North Central.....	+34	+36	+17	11	1,655	-13	+2	8	1,099	85	131	120
West North Central.....	+70	+24	+31	5	911	c	c	c	c	c	c	c
South Atlantic.....	+71	+27	+36	7	1,555	+9	-1	5	263	56	61	59
Mountain.....	+8	+16	+11	6	1,706	+2	-1	5	2,153	146	157	164
Pacific.....	+47	+15	+24	8	1,707	+16	+11	6	1,811	130	165	137
Machinery equipment, supplies (except electrical).....	-3	+30	-6	48	7,061	+10	0	33	11,573	224	184	254
Middle Atlantic.....	+6	+9	-17	7	908	+1	+1	4	1,111	198	221	213
East North Central.....	+32	+33	+7	10	786	+2	-1	9	1,106	141	183	191
South Atlantic.....	-20	+7	-22	6	841	0	+6	4	1,774	269	199	256
West South Central.....	-4	+79	+2	9	2,774	+23	-3	6	5,327	284	193	362
Pacific.....	-18	+4	-5	8	534	-2	+2	4	605	289	173	253
Metals.....	+49	+16	+11	26	9,182	-12	+2	21	10,942	125	212	142
Optical goods.....	+7	+13	-2	12	299	-8	-1	5	145	127	148	128
Paints and varnishes.....	+7	0	-4	53	5,560	-2	+1	46	14,008	262	288	258
Plumbing and heating supplies.....	+17	+19	-4	85	9,760	+2	+1	61	11,850	151	178	174
New England.....	+36	+18	+11	7	304	c	c	c	c	c	c	c
Middle Atlantic.....	+24	+33	-1	19	1,050	+2	-3	11	1,451	215	257	300
East North Central.....	+13	+32	-3	13	968	+11	-2	10	1,405	198	189	242
West North Central.....	+14	+21	-3	11	1,123	+15	+6	9	1,771	174	174	200
Refrigeration equipment, parts (commercial).....	+20	+30	+10	27	1,224	+6	0	19	1,764	196	223	253
Middle Atlantic.....	+20	+24	+11	5	252	c	c	c	c	c	c	c
West North Central.....	+23	+43	+15	4	287	c	c	c	c	c	c	c
South Atlantic.....	+29	+37	+15	5	261	+20	-3	5	556	213	230	300
Pacific.....	+10	+27	+5	5	137	-9	-4	4	182	200	231	278
Surgical, medical, equipment, supplies..	+22	+9	+12	36	3,966	+9	0	28	4,278	119	137	130
Beer.....	+15	+28	-4	40	3,421	+3	+5	34	750	28	27	34
Middle Atlantic.....	-15	+27	-5	7	338	+26	+26	5	67	20	14	20
East North Central.....	+60	+30	+14	13	1,238	-2	-9	11	154	29	30	40
West North Central.....	+8	+31	+6	5	1,114	-13	+15	5	122	11	14	12
South Atlantic.....	-5	+18	-4	6	400	+17	+3	5	215	62	52	72
Chemicals, industrial.....	+47	+14	+17	13	1,825	+7	-1	9	719	47	69	54
Clothing and furnishings (except shoes).	+6	-2	-8	24	1,551	+29	-4	16	2,530	184	153	185
Coal.....	+31	+11	-4	16	5,543	-55	+2	4	2,129	97	381	102
Confectionery.....	+2	+11	-3	46	1,517	-20	-8	28	1,038	95	119	114
Middle Atlantic.....	-3	+14	-6	8	357	+4	+5	4	132	63	53	67
East North Central.....	+6	+18	-9	5	92	-6	-2	4	65	96	115	122
South Atlantic.....	+4	+13	+1	12	266	+11	-3	7	213	115	107	138
East South Central.....	+2	+10	-8	8	169	+3	+37	4	37	84	95	69
Pacific.....	-1	+18	+1	4	278	c	c	c	c	c	c	c
Dairy and poultry products.....	+14	+9	+4	26	6,212	-1	+35	16	2,133	41	47	32
Drugs and sundries (liquor excluded)....	+7	+7	+6	195	48,347	+5	-1	148	67,528	182	185	196
New England.....	+7	+6	+4	14	2,356	+5	+1	10	3,253	182	187	192
Middle Atlantic.....	+3	+9	+6	24	8,402	+4	-2	16	8,280	173	167	193
East North Central.....	+11	+9	+5	29	8,320	+6	0	21	9,796	154	161	169
West North Central.....	+10	+6	+7	20	5,181	+8	-3	17	7,616	172	174	187
South Atlantic.....	+10	+4	+10	31	5,792	+5	-1	22	7,546	190	201	197
East South Central.....	+7	+3	+6	18	3,165	+7	-3	14	4,935	191	191	202
West South Central.....	+6	+5	+8	28	6,416	+5	-3	22	10,805	205	209	221
Mountain.....	+8	+8	+6	11	1,978	+6	+1	9	4,055	212	217	227
Pacific.....	+5	+8	0	18	6,557	+5	0	15	10,928	187	188	201
Dry goods.....	+2	+10	-2	174	34,165	+3	+1	141	74,984	257	252	279
New England.....	+12	+14	-4	7	677	+12	-15	7	890	131	131	176
Middle Atlantic.....	+18	+19	+9	41	6,245	+15	-2	28	10,348	255	261	320
East North Central.....	+2	+11	+3	17	2,136	+9	-6	17	5,024	235	221	277
West North Central.....	+2	+9	0	14	5,830	+19	+4	12	15,578	271	230	282
South Atlantic.....	+8	+15	0	21	2,427	+8	-1	16	4,537	215	216	246
East South Central.....	+2	+7	-2	17	1,378	+22	-5	11	2,958	293	254	321
West South Central.....	+2	+11	-5	14	1,432	+14	-4	14	3,837	268	239	309
Mountain.....	-8	+1	-1	6	396	+15	0	5	1,173	325	262	334
Pacific.....	+10	+11	+6	20	4,102	-11	-3	15	6,042	291	357	325
Farm supplies.....	0	-13	-4	19	3,801	+41	+6	8	700	65	50	58
Fresh fruits and vegetables.....	-16	+36	-16	66	6,698	-15	0	41	756	20	18	24
New England.....	-9	+52	-15	9	524	-22	-19	8	35	9	11	17
Middle Atlantic.....	+4	+30	-5	19	1,780	-6	+11	11	151	16	16	18
East North Central.....	-14	+95	-6	14	1,680	-2	+3	7	161	37	37	44
South Atlantic.....	-22	+14	-15	7	386	0	+2	4	62	24	19	27
East South Central.....	+12	+27	-6	4	375	c	c	c	c	c	c	c
Pacific.....	-11	+13	-10	7	1,254	+38	-29	4	91	11	6	17

(Continued on next page)

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WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION MAY 1950

(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 1950 panel			Percent change		May 1950 panel		May 1950	May 1949	Apr. 1950
	May 1950 from May 1949	May 1950 from Apr. 1950	5 mos. 1950 from Apr. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	May 1950 from May 1949	May 1950 from Apr. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	+6	+10	0	809	\$120,218	+3	-1	619	\$129,937	141	145	156
Non-affiliated full-line wholesalers ^d ..	+4	+11	-2	555	60,704	+2	-1	439	65,937	137	139	154
New England.....	+9	+23	-2	6	1,427	+8	-2	4	2,112	163	166	206
Middle Atlantic.....	+4	+12	-1	23	2,402	-3	-6	13	2,169	135	144	160
East North Central.....	+11	+14	+4	145	12,888	+4	-3	115	13,999	134	145	156
West North Central.....	-1	+19	-3	71	8,059	-10	+2	62	11,277	158	173	186
South Atlantic.....	+7	+9	-6	58	6,639	+13	-1	35	5,967	127	121	139
East South Central.....	+7	+11	0	35	3,990	-4	-1	26	3,390	113	125	126
West South Central.....	+2	+4	-2	103	13,422	+3	-3	82	14,945	137	134	146
Mountain.....	-4	+18	-14	20	1,930	+4	+2	17	2,417	137	127	159
Pacific.....	+2	+10	-2	94	9,967	+12	-1	85	9,661	135	118	146
Voluntary-group wholesalers.....	+7	+10	+1	142	37,265	-2	-2	113	43,666	146	158	164
New England.....	+10	+20	+1	10	2,832	-2	-1	6	1,253	118	129	139
Middle Atlantic.....	+8	+11	-1	45	12,533	-11	-4	31	13,284	137	168	158
East North Central.....	+5	+11	+1	29	6,795	+5	+4	25	7,196	125	124	132
West North Central.....	+4	+6	+3	30	8,751	+6	-3	30	14,734	168	165	184
South Atlantic.....	+7	+3	+4	12	1,824	+2	-1	6	1,019	136	126	145
Pacific.....	+5	+11	+1	5	2,401	+4	-2	4	2,202	123	122	141
Retailer-cooperative warehouses.....	+7	+10	+4	20	9,692	-3	-4	13	5,801	114	131	132
Specialty lines wholesalers.....	+11	+5	-1	92	12,557	+24	+5	54	14,533	160	147	156
New England.....	+3	0	+4	6	119	c	c	c	c	c	c	c
Middle Atlantic.....	+4	-3	+2	22	3,205	+27	+6	11	3,347	138	114	124
East North Central.....	+12	+12	+4	11	778	+20	+4	6	231	64	58	75
South Atlantic.....	+18	+18	+5	22	1,916	-1	+3	15	1,486	91	109	105
East South Central.....	+21	+4	+14	6	295	c	c	c	c	c	c	c
West South Central.....	+5	+14	-10	5	333	c	c	c	c	c	c	c
Pacific.....	+14	+3	-5	17	5,694	+31	+4	12	9,045	216	199	206
Leather and shoe findings.....	-3	+7	-2	31	534	+3	0	16	1,199	377	346	411
Middle Atlantic.....	0	+10	-5	7	44	c	c	c	c	c	c	c
East North Central.....	0	+13	-9	5	60	c	c	c	c	c	c	c
West North Central.....	-6	+10	+25	5	64	c	c	c	c	c	c	c
Pacific.....	-3	+7	-6	7	261	c	c	c	c	c	c	c
Meats and meat products.....	+1	+7	-4	41	20,388	+13	+1	34	7,567	48	44	51
Middle Atlantic.....	+6	+11	-7	11	3,898	+12	+5	11	1,821	47	44	50
East North Central.....	0	+5	-6	13	8,231	+18	-4	12	3,762	48	41	53
South Atlantic.....	-3	+42	-11	5	498	c	c	c	c	c	c	c
Pacific.....	-1	+22	-1	4	3,438	c	c	c	c	c	c	c
Paper and its products.....	+13	+4	+4	67	8,682	-1	+1	39	7,317	139	160	146
New England.....	+21	+24	-1	5	279	-5	0	4	332	202	256	252
Middle Atlantic.....	+29	+10	+11	20	2,323	+12	-1	12	1,574	111	127	120
East North Central.....	+11	0	+6	20	4,125	-3	+1	13	2,832	106	123	116
West North Central.....	+4	+7	-1	4	271	c	c	c	c	c	c	c
South Atlantic.....	+3	+13	0	7	522	c	c	c	c	c	c	c
Pacific.....	-7	-7	-13	6	759	-15	+4	4	1,371	269	280	232
Petroleum.....	+8	+4	-3	27	3,730	+9	-1	26	3,246	87	86	92
Shoes and other footwear.....	+13	-9	-1	28	17,916	+2	+9	20	60,311	346	386	291
Tobacco products.....	+2	+13	-4	288	41,059	-9	+2	181	14,885	55	62	60
New England.....	+3	+12	0	20	2,894	+1	+1	11	538	52	56	58
Middle Atlantic.....	+1	+14	-4	53	13,028	-23	0	35	5,165	53	69	59
East North Central.....	+4	+16	-4	71	8,413	+5	+6	43	2,782	55	55	59
West North Central.....	+2	+14	-6	43	4,715	-4	+10	28	1,992	58	63	60
South Atlantic.....	-2	+8	-5	21	4,078	-2	0	19	1,829	49	48	52
East South Central.....	+18	+14	0	11	1,297	+13	+7	6	383	56	57	59
West South Central.....	+8	+20	+2	26	2,122	+14	+5	10	499	58	53	57
Mountain.....	+12	+1	+6	15	1,102	-2	-19	13	707	77	82	96
Pacific.....	-10	+11	-6	22	2,536	+1	-6	11	463	46	52	56
Wines and spirits ^e	+7	+7	0	285	73,547	+8	+2	226	81,597	150	150	155
New England.....	+6	-5	0	25	4,091	+10	+6	17	3,414	138	136	119
Middle Atlantic.....	+10	+11	+3	44	25,857	+13	+5	36	23,425	128	130	137
East North Central.....	+15	+15	+3	46	10,407	-1	+4	37	10,827	137	151	146
West North Central.....	+2	+20	-4	30	5,906	+21	+14	22	5,250	156	140	141
South Atlantic.....	+1	-11	-4	39	8,122	+5	+4	35	10,707	145	137	124
East South Central.....	-1	+3	-10	18	3,153	+14	-3	15	4,110	152	136	169
West South Central.....	+6	+15	-6	36	6,613	-2	-6	30	10,808	177	194	225
Mountain.....	+9	+3	+8	17	2,003	+2	-2	15	2,363	135	147	143
Pacific.....	+4	+3	0	30	7,395	+18	-5	19	10,693	234	212	234
Miscellaneous.....	+21	+13	+14	30	7,323	-1	-11	23	5,388	101	119	129

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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., Texas)

Mountain - (Ariz., Col., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

JUNE 1950

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, *Secretary*

BUREAU OF THE CENSUS

Roy V. Peel, *Director*For release
August 1, 1950

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 3,930 wholesale houses in various lines of trade.

SALES

June sales of wholesalers rose 4 percent over the previous month and were 11 percent above sales a year ago. Cumulative sales for the first six months were 3 percent higher than in the first half of 1949.

Regionally, only the East South Central division indicated a decline (2%) from May 1950 sales. All geographic divisions experienced increases over June a year ago, ranging from 3 percent in the West North Central region to 16 percent in the Mountain division. Compared with sales in the first half of 1949, gains were noted in all but the West North and West South Central regions, which were off only 1 percent.

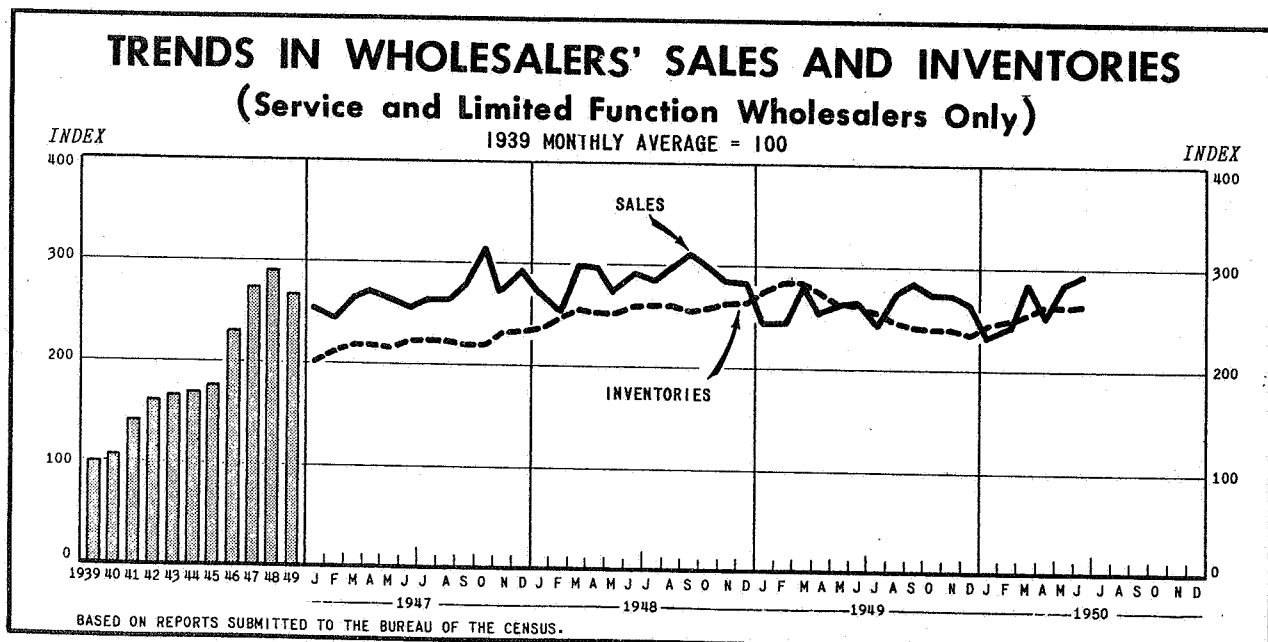
Most trades reported sales advances over the previous month and more substantial gains over June a year ago. Only three trades (beer, farm supplies, and fresh fruits and vegetables) experienced declines below their June 1949 level. While electrical wiring supplies and construction materials distributors showed the highest month-to-month increase, 18 percent, metals wholesalers reported the greatest gain over last June, 61 percent. However, for the first six months of 1950, electrical appliances and specialty wholesalers led with an increase of 28 percent over the first half of 1949.

INVENTORIES

Wholesalers inventories at the end of June showed little or no change from their May 31 level, but were 4 percent higher than the dollar value of stocks on hand last June. For the most trades, the stock level at the end of June varied little from that of the previous month. Coal indicated the largest month-to-month increase, 56 percent. Compared with stocks a year ago, however, coal showed the heaviest decline, 42 percent. According to the reports of 2,905 establishments reporting inventories in conjunction with sales, the June stock-sales ratio off 150 was 5 points below the previous month and 10 points lower than a year ago.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, June sales of independent retail stores were 3 percent above May 1950 and 13 percent higher than June of last year. Sales during the first half of 1950 were 5 percent above the same period in 1949.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESAERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JUNE 1950

(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 1950 panel		Percent change		June 1950 panel		June 1950	June 1949	May 1950
	June 1950 from June 1949	June 1950 from May 1950	6 mos. from June 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	June 1950 from June 1949	June 1950 from May 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	+11	+4	+3	3,930	\$726,308	+4	0	2,905	\$840,541	150	160	155
New England.....	+13	+5	+6	232	31,568	0	0	173	29,740	132	150	137
Middle Atlantic.....	+11	+2	+4	721	146,735	+4	+1	497	124,117	115	126	118
East North Central.....	+15	+4	+5	784	135,223	+4	0	601	135,614	128	142	131
West North Central.....	+3	+4	-1	438	94,282	+8	+1	337	126,683	172	164	178
South Atlantic.....	+13	0	+4	459	71,777	+5	-1	337	79,980	139	149	140
East South Central.....	+12	-2	+2	192	28,529	+15	+1	129	27,262	141	133	137
West South Central.....	+5	+2	-1	345	59,799	+5	-2	258	78,329	163	164	169
Mountain.....	+16	+7	+6	169	29,120	+5	-2	127	29,072	142	159	156
Pacific.....	+14	+7	+4	526	98,171	+2	-1	382	111,690	156	177	171
Automotive supplies.....	+15	+5	+4	271	17,590	+1	-1	170	16,848	234	243	257
New England.....	+19	+25	-6	9	547	-2	-5	4	398	150	181	238
Middle Atlantic.....	+7	+12	-6	39	1,172	0	+2	36	2,354	218	232	239
East North Central.....	+13	+8	+5	56	3,665	+8	+1	45	5,070	206	199	218
West North Central.....	+17	+6	+1	45	4,575	-4	-3	21	2,876	252	282	286
South Atlantic.....	+30	-7	+20	15	1,992	+2	-2	9	827	267	264	284
South Central.....	+24	-1	+13	13	2,190	-3	-6	7	909	189	238	238
Mountain.....	+15	+15	-1	15	857	+9	-1	4	745	239	283	267
Pacific.....	+1	+3	-4	79	2,592	-1	-1	44	3,669	308	301	326
Electrical group, total.....	+15	+1	+8	651	136,111	-1	+2	577	164,541	128	151	129
Full-line wholesalers.....	+15	+3	+4	413	105,349	-2	+2	404	135,912	131	154	132
New England.....	+17	0	+10	32	6,003	-11	+3	32	7,709	128	168	125
Middle Atlantic.....	+17	0	+5	61	16,174	-6	+5	58	19,238	122	151	116
East North Central.....	+28	+5	+8	85	22,517	-3	+5	83	28,255	127	170	127
West North Central.....	0	+6	-12	37	10,241	-4	-1	37	13,438	131	136	140
South Atlantic.....	+29	+2	+11	58	15,333	+3	-2	56	18,193	122	156	127
East South Central.....	+16	+5	+5	22	4,806	+13	+4	21	5,079	108	110	112
West South Central.....	+1	+7	-3	46	11,139	+8	-1	46	16,490	148	138	161
Mountain.....	+20	+1	+5	19	4,074	-6	-3	19	5,502	135	172	132
Pacific.....	+7	+3	+5	53	15,062	-7	+5	52	22,008	147	169	144
Wiring supplies, construction materials distributors.....	+30	+18	+2	132	9,537	+3	+2	91	8,577	117	152	137
New England.....	+31	+23	+1	11	547	+5	+4	4	170	81	200	130
Middle Atlantic.....	+11	+17	-3	32	1,177	+1	+1	19	1,179	141	161	160
East North Central.....	+29	+16	+7	31	2,578	+10	0	24	2,723	133	155	155
West North Central.....	+19	+22	-5	12	1,535	+13	+7	10	1,456	137	134	152
South Atlantic.....	+68	+24	+8	19	2,088	-19	+6	13	1,098	60	133	73
South Central.....	+19	+9	-8	11	769	-6	-7	9	945	148	180	166
Mountain.....	+14	+15	+3	5	282	c	c	c	c	c	c	c
Pacific.....	+36	+11	+19	11	561	+18	+3	10	852	153	177	164
Appliances and specialties wholesalers.....	+7	-12	+28	106	21,225	+8	0	82	20,052	119	128	112
New England.....	+34	+8	+54	13	1,319	+39	-15	11	1,181	104	102	132
Middle Atlantic.....	+2	-19	+24	22	7,753	+5	+13	12	1,966	116	150	102
East North Central.....	-2	-19	+44	14	1,702	+21	0	10	1,903	125	101	102
West North Central.....	+7	-1	+14	12	2,171	+10	-7	11	3,442	160	155	169
South Atlantic.....	+1	-14	+28	16	2,727	+7	-1	14	2,781	120	111	101
South Central.....	-3	-21	+4	10	1,881	-8	-9	8	1,786	97	101	84
Mountain.....	+21	-13	+38	6	813	+40	0	6	1,364	168	145	146
Pacific.....	+34	+13	+53	13	2,859	-4	+3	10	2,629	96	135	105
Furniture and house furnishings.....	+26	-2	+18	74	15,472	+9	-2	62	20,650	153	175	155
New England.....	+17	-6	+15	4	788	+8	-12	4	1,141	145	156	155
Middle Atlantic.....	+44	+4	+12	16	2,854	+13	+11	14	3,814	171	215	159
East North Central.....	+34	+3	+18	8	2,555	-5	-3	6	2,971	130	188	139
West North Central.....	+6	-5	+12	9	2,415	+1	-3	9	3,848	159	168	157
South Atlantic.....	+16	-14	-3	5	780	c	c	c	c	c	c	c
South Central.....	+16	-9	+28	14	1,678	+24	-11	14	3,133	187	175	191
Mountain.....	+56	+15	+40	7	1,294	+42	0	5	1,348	142	143	163
Pacific.....	+23	-5	+23	10	3,108	+5	-2	9	4,094	135	156	131
Hardware.....	+19	+5	+4	136	55,603	+7	-2	108	99,475	213	236	228
New England.....	+21	+6	-3	4	647	-10	-5	4	1,577	244	330	272
Middle Atlantic.....	+26	+4	+6	27	8,379	+4	-10	21	10,584	143	175	166
East North Central.....	+29	+6	+13	19	11,588	+12	-1	18	22,521	200	230	213
West North Central.....	+8	+12	-3	16	11,694	+6	-3	15	22,517	230	235	268
South Atlantic.....	+22	-3	+2	21	4,769	-1	-5	18	8,789	205	250	200
East South Central.....	+26	-5	+5	11	3,925	+12	+1	5	3,435	190	190	169
West South Central.....	+8	+4	+6	14	3,740	+6	-2	9	7,066	233	235	234
Mountain.....	+9	+7	+2	8	2,186	+8	-3	5	2,439	267	280	312
Pacific.....	+22	+7	+2	16	8,675	+11	+5	13	20,547	277	295	282
Industrial supplies.....	+16	+2	-2	70	11,750	-6	0	51	18,665	204	264	204
New England.....	+35	+2	+12	9	877	+1	-4	8	2,178	263	367	284
Middle Atlantic.....	+12	+7	-18	17	1,337	-9	+1	9	1,324	154	196	155
East North Central.....	+34	+10	+2	8	1,019	-1	0	6	568	164	212	158
West North Central.....	+5	+12	0	9	1,043	0	+1	6	1,218	189	198	212
South Atlantic.....	+7	+16	-7	8	675	-2	+1	7	1,461	222	239	253
South Central.....	+2	-7	-8	9	4,074	-6	0	7	7,486	227	270	205
Pacific.....	+18	+5	+9	8	710	-10	+2	8	4,430	175	289	178
Jewelry.....	+8	-10	-7	150	4,699	-4	0	89	10,930	318	346	276
Middle Atlantic.....	+16	0	0	46	1,257	-8	+1	18	1,774	310	351	271
East North Central.....	+19	-7	-5	38	1,362	+5	+2	23	3,187	292	322	266
West North Central.....	-7	-14	-18	14	618	-5	+2	12	1,834	356	357	296
South Atlantic.....	0	-10	-5	4	123	c	c	c	c	c	c	c
South Central.....	+5	-20	-8	7	220	-12	+7	6	918	429	510	324
Pacific.....	0	-15	-11	34	1,046	-6	-7	23	2,844	308	324	271

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 1950

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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			June 1950 panel		Percent change		June 1950 panel				
	June 1950 from June 1949	June 1950 from May 1950	6 mos. 1950 from 6 mos. 1949 b	No. of estab-lishments reporting	Reported dollar values (add 000)	June 1950 from June 1949	June 1950 from May 1950	No. of estab-lishments reporting	Reported dollar values (add 000)	June 1950	June 1949	May 1950
Lumber and building materials.....	+39	+9	+24	71	\$16,651	+14	+2	49	\$11,756	98	114	107
Middle Atlantic.....	+31	+12	+9	13	3,736	+10	-6	6	949	37	38	43
East North Central.....	+34	+15	+20	11	1,646	-13	-3	7	776	74	109	89
West North Central.....	+52	+3	+34	5	936	c	c	c	c	c	c	c
South Atlantic.....	+74	0	+44	8	2,049	0	-1	6	1,094	112	164	115
East South Central.....	+52	+3	+28	4	1,019	c	c	c	c	c	c	c
Mountain.....	+15	+15	+12	7	2,639	+14	+1	6	2,791	115	121	135
Pacific.....	+55	+7	+28	9	1,942	+51	+19	7	2,262	136	140	125
Machinery equipment, supplies (except electrical).....	+22	+13	-2	46	6,855	+7	-3	32	11,638	203	228	239
New England.....	+18	-2	+5	4	269	c	c	c	c	c	c	c
Middle Atlantic.....	+25	+15	-11	9	1,089	+6	+1	4	1,117	186	214	198
East North Central.....	+39	+5	+11	10	934	+8	-1	8	1,199	145	196	169
South Atlantic.....	+10	-9	-18	5	701	c	c	c	c	c	c	c
West South Central.....	+4	+33	+3	6	1,916	+21	-2	5	4,898	276	227	358
Pacific.....	+46	-23	+2	7	565	-5	-6	5	1,362	287	458	231
Metals.....	+61	+8	+18	33	9,067	+1	+4	29	10,536	119	189	123
Optical goods.....	+3	-3	-2	11	261	0	-2	4	128	133	136	134
Paints and varnishes.....	+13	+6	-1	54	5,975	+7	+6	47	14,791	256	271	259
Plumbing and heating supplies.....	+17	+8	-1	81	10,181	+30	+8	61	15,772	187	166	187
New England.....	+49	+44	+20	8	513	+8	+35	4	752	265	347	305
Middle Atlantic.....	+29	+19	+3	15	745	+3	0	9	898	162	200	205
East North Central.....	+30	+19	+2	13	1,305	+12	+2	11	1,895	170	196	203
West North Central.....	+13	+15	0	11	1,288	+31	+4	9	1,845	156	136	174
Refrigeration equipment, parts (commercial).....	+26	+16	+15	29	1,769	+19	+9	21	2,611	190	205	204
Middle Atlantic.....	+21	+15	+12	4	215	c	c	c	c	c	c	c
East North Central.....	+39	+30	+21	7	556	c	c	c	c	c	c	c
South Atlantic.....	+32	+18	+18	6	327	+13	+2	5	518	181	203	210
Pacific.....	-2	-2	+5	6	228	+7	-1	5	485	258	233	261
Surgical, medical, equipment, supplies.....	+21	+2	+13	36	4,280	+9	-1	31	4,603	119	134	122
Middle Atlantic.....	+19	+6	+14	8	750	c	c	c	c	c	c	c
East North Central.....	+30	+1	+19	8	1,849	+18	0	7	1,704	98	110	98
South Atlantic.....	+8	+4	+5	7	553	+7	-5	7	845	153	155	167
West South Central.....	+15	0	+16	5	453	+16	+3	4	382	98	101	100
Beer.....	-1	+15	+3	42	2,193	-7	+1	35	621	37	39	42
Middle Atlantic.....	-11	+25	-6	7	421	+3	-9	5	61	15	13	20
East North Central.....	0	+8	+11	13	653	-5	+15	12	201	32	34	31
West North Central.....	+11	+30	+6	5	177	+2	0	4	48	53	53	67
South Atlantic.....	-2	+11	-4	6	445	-17	-17	5	178	46	56	62
Pacific.....	+8	+12	+3	5	353	-18	+3	4	178	58	70	64
Chemicals, industrial.....	+55	+15	+23	15	2,511	0	+6	11	1,233	60	100	66
Clothing and furnishings (except shoes).....	+4	-14	-8	22	1,056	+13	+5	15	2,111	224	211	181
Coal.....	+30	-15	0	17	4,875	-42	+56	13	3,639	159	307	75
Confectionery.....	0	+8	-2	46	1,700	-3	0	29	1,093	86	88	94
Middle Atlantic.....	0	+7	-5	8	409	+3	+3	5	162	61	56	66
East North Central.....	-2	+18	-8	6	179	+23	0	4	65	87	73	96
South Atlantic.....	+5	-5	+2	12	254	-19	-3	7	204	117	147	114
South Central.....	+6	-7	-5	10	214	+7	+2	6	181	118	121	105
Pacific.....	-1	+23	+1	4	343	c	c	c	c	c	c	c
Dairy and poultry products.....	+4	+2	+3	26	6,917	-19	-2	16	2,162	37	50	40
Drugs and sundries (liquor excluded).....	+6	+1	+6	192	49,494	d	d	d	d	d	d	d
New England.....	+6	+2	+5	14	2,628	d	d	d	d	d	d	d
Middle Atlantic.....	+2	+3	+5	27	9,153	d	d	d	d	d	d	d
East North Central.....	+8	+2	+5	29	8,857	d	d	d	d	d	d	d
West North Central.....	+2	+2	+6	21	5,541	d	d	d	d	d	d	d
South Atlantic.....	+10	-1	+10	30	5,787	d	d	d	d	d	d	d
East South Central.....	+7	-2	+6	14	2,878	d	d	d	d	d	d	d
West South Central.....	+7	+2	+8	25	5,889	d	d	d	d	d	d	d
Mountain.....	+9	+5	+6	12	2,123	d	d	d	d	d	d	d
Pacific.....	+6	+1	+1	20	6,638	d	d	d	d	d	d	d
Dry goods.....	+10	+2	0	181	39,196	+13	+5	141	86,806	258	249	253
New England.....	+4	-6	-3	9	728	+5	-10	9	989	136	134	142
Middle Atlantic.....	+21	0	+11	47	6,653	+23	-3	29	9,766	228	226	250
East North Central.....	+11	+3	+4	17	2,160	+9	-5	17	4,610	213	217	231
West North Central.....	+9	+2	+2	16	10,059	+33	+10	13	26,958	275	225	256
South Atlantic.....	+12	-14	+2	23	2,286	+16	+6	17	5,235	265	258	217
East South Central.....	+9	-11	-1	16	1,189	+29	+4	10	2,975	344	292	295
West South Central.....	-2	-11	-5	11	1,054	+28	+6	11	3,120	296	227	249
Mountain.....	+12	+17	+1	6	464	+21	0	5	1,173	271	256	325
Pacific.....	+21	+1	+9	22	4,424	-10	-1	16	6,175	287	413	280
Farm supplies.....	-4	-32	-3	19	2,971	+15	-10	7	555	64	58	63
Fresh fruits and vegetables.....	-3	+16	+13	70	9,022	-10	-6	42	870	21	19	23
New England.....	-15	+13	-15	10	610	+34	+11	9	51	11	7	11
Middle Atlantic.....	+1	+21	-4	17	1,984	-2	-5	7	131	19	20	21
East North Central.....	+17	+32	+1	17	3,299	-2	-8	9	159	24	26	29
South Atlantic.....	-17	-4	-15	7	372	+19	-10	4	56	22	15	23
East South Central.....	+18	+1	-2	5	389	c	c	c	c	c	c	c
Pacific.....	+15	+5	-5	8	1,633	+32	-13	5	125	12	9	13

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WHOLESALESA'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JUNE 1950

(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 1950 panel			Percent change		June 1950 panel		June 1950	June 1949	May 1950
	June 1950 from June 1949	June 1950 from May 1950	6 mos. 1950 from 6 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	June 1950 from June 1949	June 1950 from May 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	+6	+8	+1	791	\$128,408	+5	-5	608	\$117,629	123	122	139
Non-affiliated full-line wholesalers ^c	+2	+7	-1	549	64,653	+4	-5	430	61,696	123	120	137
New England.....	+6	+7	0	15	2,581	+22	-1	4	2,092	146	128	163
Middle Atlantic.....	+2	+12	0	20	2,271	+4	+1	12	1,961	125	122	139
East North Central.....	+10	+9	+5	142	14,142	+2	-4	113	13,235	118	127	133
West North Central.....	-18	+4	-6	67	8,094	+2	-1	57	10,690	154	119	159
South Atlantic.....	+6	+3	-4	59	7,005	+22	+1	35	5,899	121	106	123
East South Central.....	-6	0	+1	39	4,392	0	-1	28	3,641	113	119	112
West South Central.....	+8	+11	-1	94	13,763	0	-9	80	13,428	115	124	138
Mountain.....	0	+9	-11	20	2,025	+6	-7	17	2,182	116	114	138
Pacific.....	0	+5	-1	93	10,380	+1	-10	84	8,568	116	113	134
Voluntary-group wholesalers.....	+8	+10	+3	133	39,309	+6	-5	108	36,562	122	125	141
New England.....	+12	+12	+3	7	2,497	-1	-2	4	2,678	125	134	126
Middle Atlantic.....	+10	+13	+2	41	13,466	+13	-3	28	8,254	97	98	114
East North Central.....	+1	+5	-1	30	7,456	+1	-7	26	7,093	113	111	125
West North Central.....	+10	+10	+4	30	9,642	+9	-6	30	13,897	144	145	168
South Atlantic.....	+3	+10	+4	10	1,552	+2	-5	6	967	111	107	136
Pacific.....	+6	+5	+2	5	2,523	+3	-8	4	2,019	102	106	123
Retailer-cooperative warehouses.....	+9	+9	+5	18	10,237	0	+2	12	5,719	117	124	114
Specialty lines wholesalers.....	+16	+14	+2	91	14,209	+16	-5	58	13,652	126	123	153
New England.....	0	+14	-6	5	80	c	c	c	c	c	c	c
Middle Atlantic.....	+20	+30	+6	19	3,948	+23	+2	13	3,388	95	93	125
East North Central.....	+14	+24	+5	11	872	-2	-10	6	1,170	59	56	67
South Atlantic.....	+6	-5	+5	24	1,921	-3	0	15	1,486	97	106	91
East South Central.....	+25	+2	+17	6	568	c	c	c	c	c	c	c
West South Central.....	+1	-1	-8	5	331	c	c	c	c	c	c	c
Pacific.....	+17	+14	-2	15	6,081	+17	-10	11	7,712	169	162	218
Leather and shoe findings.....	+3	+9	-1	29	535	+1	0	16	1,078	368	350	370
Middle Atlantic.....	+8	+15	-4	6	39	c	c	c	c	c	c	c
East North Central.....	+7	+8	-6	5	65	c	c	c	c	c	c	c
West North Central.....	-4	+11	+19	5	71	c	c	c	c	c	c	c
Pacific.....	+7	+11	-3	7	290	c	c	c	c	c	c	c
Meats and meat products.....	+3	+10	-3	39	22,265	+26	+1	33	7,646	44	36	49
Middle Atlantic.....	+13	+16	-3	11	4,530	+13	0	11	1,828	40	40	47
East North Central.....	-6	+4	-6	13	8,590	+45	+3	12	3,884	48	31	48
Pacific.....	+18	+6	+2	5	3,893	+11	+3	4	574	29	29	29
Paper and its products.....	+19	+8	+7	61	9,283	+5	+1	37	7,404	130	142	138
Middle Atlantic.....	+27	+9	+14	19	2,525	+17	+7	12	1,684	106	115	111
East North Central.....	+19	+5	+8	20	4,407	+6	+2	14	2,967	106	111	105
West North Central.....	+4	+3	0	4	278	c	c	c	c	c	c	c
South Atlantic.....	+3	+5	+1	6	496	c	c	c	c	c	c	c
Pacific.....	+11	+30	-9	5	960	-8	-4	4	1,520	207	248	279
Petroleum.....	+9	-9	-1	27	3,408	+8	+8	27	3,525	103	104	86
Shoes and other footwear.....	+4	+8	0	28	19,513	0	+2	21	61,803	323	333	345
Tobacco products.....	+2	+5	-3	286	41,025	-10	-1	179	13,205	48	56	52
New England.....	+3	+9	+1	23	3,401	-1	0	14	594	43	47	47
Middle Atlantic.....	+7	+8	-2	56	14,503	-23	-4	37	5,164	46	65	52
East North Central.....	0	+1	-4	64	7,593	+1	-3	39	2,373	52	52	54
West North Central.....	-3	+4	-6	46	5,608	+7	+6	30	2,207	57	54	59
South Atlantic.....	-2	+10	-5	19	3,136	-3	+1	17	1,119	40	41	44
East South Central.....	+22	+7	+2	11	1,013	+4	-3	6	372	49	65	56
West South Central.....	+3	-5	+3	26	2,189	+23	+4	10	428	40	33	36
Mountain.....	+11	-1	+7	17	892	-18	-5	13	442	66	87	70
Pacific.....	-10	+6	-6	24	2,690	+5	+11	13	506	49	52	46
Wines and spirits ^f	+6	0	+1	295	79,435	+9	-1	240	89,005	141	139	141
New England.....	+11	+13	+2	25	4,991	+8	0	20	4,274	113	109	130
Middle Atlantic.....	+3	-4	+3	47	26,069	+10	+4	42	28,197	137	130	122
East North Central.....	+14	-3	+5	50	11,658	+7	+1	39	12,190	133	145	128
West North Central.....	-12	+4	-6	30	6,176	+30	-2	23	5,627	149	111	163
South Atlantic.....	-4	-5	-3	43	8,846	-4	-8	40	11,051	130	129	134
East South Central.....	-6	-13	-9	16	2,344	+43	-1	13	3,376	172	121	152
West South Central.....	+15	-13	-4	36	6,264	+3	0	29	11,013	191	219	166
Mountain.....	+23	+8	+11	13	1,846	+10	-2	11	1,791	117	138	125
Pacific.....	+25	+28	+3	35	11,241	+13	-8	23	11,486	143	150	210
Miscellaneous.....	+24	-15	+10	31	6,237	-9	-4	24	5,401	120	165	105

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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 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., Texas)

Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

JULY 1950

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

For release
September 5, 1950

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,073 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales for the month of July jumped 16 percent above the previous month in a gain contrary to the usual seasonal pattern. Compared with a year ago, July sales registered an increase of 40 percent to bring the wholesale sales index (see below) to its highest level. Cumulative sales for the first seven months were 8 percent above the corresponding period of 1949.

Regionally, gains over the previous month and over July 1949 were experienced in all geographic divisions. The Pacific region led all divisions with an increase of 23 percent over June 1950 and also with the most substantial gain over July a year ago, 57 percent.

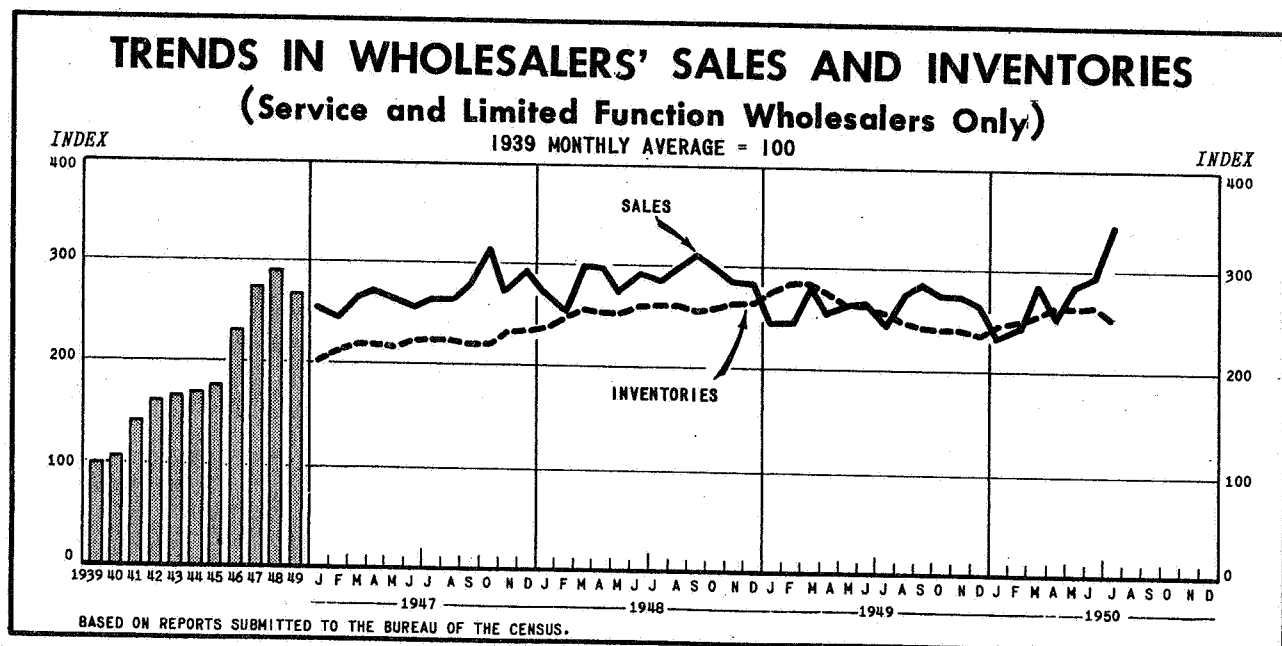
Most trades followed the national pattern. While 13 trades lagged behind June 1950 sales, their declines were smaller than seasonally expected. Only two trades, farm supplies (-10%) and fresh fruits and vegetables (-8%) reported sales lower than a year ago. Metals (+86%) experienced the most substantial gain over July 1949. Electrical appliances and supplies and plumbing and heating supplies, which increased 80 percent over a year ago, indicated the largest gain over June 1950, 39 percent.

INVENTORIES

July 31 inventories of wholesalers declined 7 percent below their June 30 level but showed little or no change from the dollar value of stocks on hand July 31, 1949. Most trades, however, reported increased stocks over July a year ago. Meats and meat products, up 34 percent, showed the largest rise over the July 1949 stock level. According to the reports of 3,091 establishments reporting inventories in conjunction with sales, the July stock-sales ratio of 119 was 31 points below the previous month and 48 points lower than a year ago.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, July sales of independent retail stores declined 4 percent below June 1950 but were 27 percent higher than July of last year. Cumulative sales for the first seven months were 8 percent above the same period of 1949.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION **JULY 1950**

(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 1950 panel		Percent change		July 1950 panel		July 1950	July 1949	June 1950
	July 1950 from July 1949	July 1950 from June 1950	7 mos. 1950 from 7 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	July 1950 from July 1949	July 1950 from June 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	+40	+16	+8	4,073	\$849,769	0	-7	3,091	\$820,493	119	167	150 ^c
New England.....	+41	+14	+10	229	35,241	-4	-7	167	26,835	105	158	130
Middle Atlantic.....	+42	+10	+9	755	166,677	0	-6	528	127,774	102	145	118
East North Central.....	+41	+11	+10	811	151,143	-1	-8	638	134,452	106	152	130
West North Central.....	+37	+18	+4	449	114,829	+6	-5	360	132,480	139	180	176
South Atlantic.....	+38	+18	+8	489	88,397	-2	-8	367	80,969	109	154	143
East South Central.....	+38	+18	+7	202	35,606	+6	-9	149	32,188	110	144	144
West South Central.....	+32	+20	+4	389	76,283	-2	-10	303	78,440	124	165	165
Mountain.....	+37	+15	+11	181	30,608	+4	-7	140	30,281	118	156	147
Pacific.....	+57	+23	+11	518	120,705	-3	-8	389	108,650	118	191	160
Automotive supplies.....	+43	+26	+10	278	23,115	+3	-1	176	16,805	185	239	227
New England.....	+47	+2	-1	7	388	c	c	c	c	c	c	c
Middle Atlantic.....	+39	+21	0	39	1,287	+3	+1	35	1,941	174	238	213
East North Central.....	+37	+16	+10	59	4,745	+9	-1	47	5,505	169	201	197
West North Central.....	+36	+25	+6	45	5,713	-7	-4	21	2,749	188	270	249
South Atlantic.....	+67	+37	+28	18	3,324	+3	0	10	911	237	291	273
South Central.....	+70	+44	+22	17	3,462	+6	-1	11	1,251	140	206	182
Mountain.....	+47	+27	+7	19	1,277	+14	-3	8	1,063	193	247	237
Pacific.....	+23	+17	0	75	2,919	0	-1	42	3,277	246	298	300
Electrical group, total.....	+59	+27	+15	660	175,418	-12	-20	588	132,144	80	144	127
Full-line wholesalers.....	+57	+28	+11	417	135,892	-14	-21	409	107,836	80	146	130
New England.....	+71	+23	+18	31	7,712	-16	-14	31	6,470	84	172	121
Middle Atlantic.....	+59	+18	+12	61	18,921	-8	-12	59	16,999	91	157	122
East North Central.....	+57	+22	+15	82	27,624	-14	-20	80	22,411	82	150	125
West North Central.....	+38	+30	-5	37	13,365	-11	-22	37	10,542	79	123	131
South Atlantic.....	+50	+17	+17	62	18,114	-9	-22	60	14,327	82	136	123
East South Central.....	+40	+24	+11	25	6,784	-6	-23	24	4,326	65	97	105
West South Central.....	+50	+40	+5	46	15,575	-15	-32	46	11,247	72	128	148
Mountain.....	+58	+31	+13	19	5,347	-18	-21	19	4,374	82	158	135
Pacific.....	+80	+47	+15	54	22,450	-22	-23	53	17,140	77	176	147
Wiring supplies, construction materials distributors.....	+36	-1	+6	132	9,347	+4	+3	90	7,751	114	151	107
New England.....	+38	-6	+7	14	605	+13	+1	6	340	145	188	113
Middle Atlantic.....	+27	+2	0	33	1,199	+2	-2	18	1,179	146	192	150
East North Central.....	+43	+3	+12	30	2,628	+7	0	24	2,539	124	167	128
West North Central.....	+36	+12	+1	9	1,380	+10	-5	7	866	103	140	119
South Atlantic.....	+27	-36	+9	14	1,150	-20	0	10	731	76	120	45
South Central.....	+30	+17	-2	15	1,449	+3	+20	12	1,302	118	137	115
Mountain.....	+79	+32	+12	5	373	c	c	c	c	c	c	c
Pacific.....	+43	+13	+22	12	563	+20	+5	11	649	117	138	126
Appliances and specialties wholesalers..	+80	+39	+35	111	30,179	-8	-21	89	16,557	70	134	119
New England.....	+96	+18	+58	12	1,427	+5	-25	10	734	60	113	96
Middle Atlantic.....	+102	+43	+32	23	10,717	-21	-26	12	3,733	66	160	110
East North Central.....	+151	+85	+57	16	3,430	-7	-32	12	1,547	49	134	135
West North Central.....	+55	+40	+20	12	2,814	+5	-10	12	3,025	107	158	168
South Atlantic.....	+57	+42	+32	18	4,664	+1	-11	17	2,979	73	113	116
South Central.....	+22	+19	+7	12	2,633	-4	-14	10	1,967	76	97	105
Mountain.....	+95	+41	+45	7	1,269	+9	-24	7	1,159	91	164	169
Pacific.....	+85	+18	+57	11	3,225	-30	-36	9	1,413	49	134	91
Furniture and house furnishings.....	+39	+1	+21	87	16,330	+11	+1	70	22,243	156	196	156
New England.....	+38	-6	+17	4	739	+15	-6	4	1,075	145	175	145
Middle Atlantic.....	+114	+18	+22	17	3,276	-3	-15	14	3,408	137	337	187
East North Central.....	+94	-20	+28	8	2,037	-6	-2	6	2,912	163	373	130
West North Central.....	+54	-18	+16	13	2,064	+17	+13	13	4,534	220	289	159
South Atlantic.....	+24	-27	+1	10	784	c	c	c	c	c	c	c
West South Central.....	+13	+20	+26	13	2,016	+13	-5	13	2,951	146	147	185
Mountain.....	+40	0	+40	7	1,261	+97	+32	5	1,664	205	136	138
Pacific.....	+3	+21	+18	12	3,902	+10	+8	10	4,639	124	114	140
Hardware.....	+55	+12	+10	154	65,557	+2	-9	127	97,585	176	267	217
New England.....	+47	-16	+3	4	541	-14	-6	4	1,481	274	471	244
Middle Atlantic.....	+35	-15	+10	36	7,427	+9	-8	29	11,153	184	224	164
East North Central.....	+67	+13	+20	21	13,564	+4	-10	20	21,198	162	259	202
West North Central.....	+41	+13	+3	18	13,745	0	-8	17	21,451	188	259	228
South Atlantic.....	+55	+23	+9	25	6,606	+7	+4	21	10,726	181	266	218
East South Central.....	+63	+24	+13	12	5,009	-7	-18	10	5,426	123	218	190
West South Central.....	+51	+23	+12	14	5,897	0	-7	8	6,166	173	266	237
Mountain.....	+40	+7	+7	9	2,488	+2	-9	6	2,561	221	314	270
Pacific.....	+81	+21	+11	15	10,280	-2	-11	12	17,423	192	332	270
Industrial supplies.....	+44	+10	+3	93	11,904	-3	-2	67	16,793	182	261	201
New England.....	+63	+2	+16	8	527	-4	0	7	1,400	299	336	309
Middle Atlantic.....	+52	-2	-11	20	1,322	+2	+2	12	1,349	169	214	152
East North Central.....	+52	+2	+7	8	1,798	0	-1	7	640	168	229	166
West North Central.....	+38	+7	+5	9	1,111	-1	-6	6	1,140	174	230	189
South Atlantic.....	+44	+10	-3	9	482	-5	-5	8	870	185	278	217
South Central.....	+33	+17	-3	40	4,767	0	-1	20	7,384	198	245	227
Pacific.....	+60	+10	+20	9	2,897	-12	-3	7	4,010	149	275	170
Jewelry.....	+50	+10	-2	154	5,563	-5	0	88	11,117	282	447	323
New England.....	+68	-2	+2	6	320	c	c	c	c	c	c	c
Middle Atlantic.....	+75	+10	+6	48	1,468	-8	0	18	2,003	288	582	360
East North Central.....	+31	-4	-1	40	1,323	0	-3	24	3,018	287	387	283
West North Central.....	+47	+19	-12	14	757	-8	-1	12	1,865	280	444	354
South Atlantic.....	+23	+18	-2	6	188	c	c	c	c	c	c	c
South Central.....	+54	+26	-1	8	296	-16	-3	7	985	341	627	442
Pacific.....	+52	+21	-5	29	1,199	-1	+6	20	2,869	262	405	303

**WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
JULY 1950**

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		July 1950 panel			Percent change		July 1950 panel		July 1950	July 1949	June 1950
	July 1950 from July 1949	July 1950 from June 1950	7 mos. 1950 from 7 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	July 1950 from July 1949	July 1950 from June 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+68	-4	+29	69	\$15,101	+16	-4	47	\$10,053	96	129	93
Middle Atlantic.....	+52	-7	+14	11	3,211	-3	+6	5	863	40	54	32
East North Central.....	+70	+7	+27	11	1,757	-18	-9	7	707	64	127	74
West North Central.....	+23	+10	+41	6	1,063	c	c	c	c	c	c	c
South Atlantic.....	+87	-15	+47	6	1,135	-4	-7	4	180	80	121	74
East South Central.....	+89	-6	+37	5	1,195	c	c	c	c	c	c	c
Mountain.....	+41	0	+17	7	2,648	+13	-4	6	2,672	115	141	115
Pacific.....	+110	-6	+35	9	1,674	+48	-6	7	1,804	126	184	128
Machinery equipment, supplies (except electrical).....	+32	-4	+2	46	6,883	+3	-8	34	11,348	194	241	207
Middle Atlantic.....	+37	-12	-6	7	907	+28	+7	4	1,122	205	232	180
East North Central.....	+47	-12	+15	11	862	+10	+1	9	1,268	164	203	144
South Atlantic.....	+18	-7	-14	7	755	-4	+1	5	1,825	293	346	273
West South Central.....	+32	+13	+6	5	2,155	+8	-17	4	4,042	193	235	276
Pacific.....	+99	+9	+14	8	868	-14	-9	5	1,234	251	651	287
Metals.....	+86	-3	+26	32	9,510	+6	+4	28	12,361	133	232	123
Paints and varnishes.....	+15	+1	+2	53	5,903	+8	+1	46	15,054	264	281	264
Plumbing and heating supplies.....	+80	+39	+10	82	14,618	+26	-10	60	14,437	116	166	183
New England.....	+89	+30	+29	6	466	c	c	c	c	c	c	c
Middle Atlantic.....	+56	+12	+11	18	1,405	+9	-7	10	1,204	132	178	150
East North Central.....	+54	+22	+10	13	1,727	+2	-11	11	1,842	124	184	169
West North Central.....	+50	+20	+7	10	1,366	+30	-7	8	1,430	119	135	150
Refrigeration equipment, parts (commercial).....	+31	+19	+18	31	1,987	+9	-1	22	2,740	183	221	216
Middle Atlantic.....	+50	+45	+20	6	453	c	c	c	c	c	c	c
East North Central.....	-6	-3	+15	7	365	+9	+3	5	818	253	228	244
South Atlantic.....	+50	+18	+23	5	368	+13	-6	4	447	135	180	176
Pacific.....	+32	+41	+9	7	328	+8	0	6	567	175	221	250
Surgical, medical, equipment, supplies..	+33	+5	+15	35	4,359	+10	-1	29	4,298	110	137	117
Middle Atlantic.....	+63	+16	+20	8	862	+5	+7	6	702	98	166	111
East North Central.....	+34	+1	+21	8	1,817	+17	-4	7	1,602	94	110	99
South Atlantic.....	+18	+6	+6	7	534	+12	-2	6	714	139	147	149
West South Central.....	+36	+16	+19	5	527	+2	-6	4	358	81	111	98
Beer.....	0	0	+3	43	2,345	+22	+16	36	898	42	34	37
Middle Atlantic.....	-3	+10	-5	9	661	+21	+11	7	140	22	17	22
East North Central.....	-5	-3	+9	12	599	+9	+11	11	196	34	30	30
West North Central.....	+1	-10	+6	5	160	+40	+17	4	56	64	45	53
South Atlantic.....	-7	-7	-4	6	414	+33	+43	5	254	70	49	46
Pacific.....	+25	+7	+7	5	378	+15	+7	4	191	58	58	58
Chemicals, industrial.....	+65	-2	+27	12	2,050	+6	+7	8	1,136	66	106	59
Clothing and furnishings (except shoes).	+44	+23	-4	21	1,400	-9	-24	13	1,776	147	237	238
Coal.....	+42	-20	+1	20	3,092	-37	+36	11	3,750	470	1,125	362
Confectionery.....	+12	-1	-1	41	1,239	+7	+2	24	730	88	92	86
Middle Atlantic.....	+9	-8	-3	6	259	c	c	c	c	c	c	c
East North Central.....	+17	-11	-6	4	89	c	c	c	c	c	c	c
South Atlantic.....	+23	+4	+4	12	265	+3	-3	7	197	105	128	117
South Central.....	+6	+8	-3	11	299	+20	+11	6	201	119	106	118
Dairy and poultry products.....	+11	-1	+4	30	7,194	-18	+4	20	2,390	40	53	37
Drugs and sundries (liquor excluded) ¹	+10	0	+6	188	48,093	+6	+1	147	67,688	178	184	177
New England.....	+7	-3	+5	13	2,334	+2	-1	10	3,158	171	187	177
Middle Atlantic.....	+6	-2	+5	27	8,988	+4	0	18	8,625	162	158	165
East North Central.....	+8	-4	+6	26	7,615	+9	0	21	9,743	154	154	148
West North Central.....	+9	-1	+6	19	5,064	+4	+2	17	7,678	166	180	161
South Atlantic.....	+9	+1	+10	28	5,344	+6	+1	21	7,453	185	189	186
East South Central.....	+6	+2	+6	17	3,131	+9	+3	13	4,880	191	184	189
West South Central.....	+12	+1	+9	27	6,316	+5	+3	22	11,153	214	225	210
Mountain.....	+12	+1	+7	13	2,459	+7	-1	10	4,076	194	205	200
Pacific.....	+22	+3	+3	18	6,842	+7	+1	15	10,922	181	196	184
Dry goods.....	+43	+24	+5	173	44,193	+13	-1	142	77,555	199	253	254
New England.....	+65	+11	+2	6	563	-6	+5	6	585	104	181	110
Middle Atlantic.....	+41	-4	+15	47	6,830	+14	-4	33	10,484	206	261	215
East North Central.....	+38	+18	+4	20	5,614	+4	+4	20	8,677	155	205	177
West North Central.....	+38	+34	+2	20	15,425	+29	+1	18	35,006	228	245	305
South Atlantic.....	+20	+23	-7	24	4,283	-6	-1	19	7,634	196	245	241
East South Central.....	+73	+63	+7	16	1,988	+21	0	11	3,056	204	305	338
West South Central.....	+43	+52	-3	13	3,172	+7	-4	13	4,726	149	199	235
Mountain.....	+32	+10	+5	5	477	+21	+5	5	1,230	258	282	271
Pacific.....	+84	+27	+18	21	5,841	-15	-8	17	6,157	189	533	281
Farm supplies.....	-10	-16	-3	20	2,559	+18	+34	9	674	55	50	41
Fresh fruits and vegetables.....	-8	-20	-12	74	7,263	-3	-9	50	972	24	20	23
New England.....	-11	-3	-14	10	582	+4	-6	9	48	11	10	11
Middle Atlantic.....	-4	-17	-4	19	1,712	-6	+2	11	147	21	22	17
East North Central.....	+23	-35	+4	14	1,938	-4	-5	8	122	34	28	26
South Atlantic.....	-7	-21	-14	8	431	-3	-26	6	57	16	15	17
South Central.....	-54	-17	-59	7	514	c	c	c	c	c	c	c
Pacific.....	-2	-17	-5	6	967	-2	-14	5	108	12	12	12

(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 1950 panel		Percent change		July 1950 panel		July 1950	July 1949	June 1950
	July 1950 from July 1949	July 1950 from June 1950	7 mos. 1950 from 7 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	July 1950 from July 1949	July 1950 from June 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	+39	+17	+6	825	\$151,215	+1	-4	644	119,559	103	140	124
Non-affiliated full-line wholesalers ^e ..	+34	+18	+3	563	70,897	+1	-2	446	57,875	104	136	125
New England.....	+35	+13	+4	6	1,712	c	c	c	c	c	c	c
Middle Atlantic.....	+39	+18	+4	19	2,639	-3	-3	10	1,863	107	150	129
East North Central.....	+43	+14	+11	156	15,957	-1	-1	127	13,344	103	148	118
West North Central.....	+50	+29	+1	63	9,861	-6	-5	55	9,069	104	170	142
South Atlantic.....	+19	+11	-1	64	7,864	+14	-8	37	5,451	101	108	123
East South Central.....	+28	+16	+5	33	4,593	+2	+2	24	3,562	97	124	112
West South Central.....	+27	+21	+3	110	14,586	+1	+1	88	11,974	110	132	129
Mountain.....	+11	+14	-8	20	2,223	+4	-5	18	2,079	97	104	116
Pacific.....	+36	+19	+3	92	11,462	+8	+3	84	8,857	101	124	118
Voluntary-group wholesalers.....	+39	+17	+8	148	53,964	-2	-7	122	43,144	100	138	123
New England.....	+33	+10	+7	7	3,138	+1	0	5	1,041	84	113	103
Middle Atlantic.....	+50	+19	+9	44	17,079	-11	-10	31	11,852	92	154	118
East North Central.....	+39	+25	+5	30	9,642	+8	-2	26	7,464	90	115	117
West North Central.....	+33	+16	+9	36	12,159	+6	-6	36	14,530	119	149	148
South Atlantic.....	+39	+12	+9	12	2,868	-13	-8	7	1,371	74	114	90
Pacific.....	+52	+30	+10	6	4,149	c	c	c	c	c	c	c
Retailer-cooperative warehouses.....	+39	+19	+10	20	10,349	-3	-4	15	5,168	93	136	126
Specialty lines wholesalers.....	+67	+12	+9	94	16,005	+7	-4	61	13,372	111	174	129
New England.....	+8	+2	+5	5	82	c	c	c	c	c	c	c
Middle Atlantic.....	+54	+10	+11	20	4,334	-1	-14	13	2,955	81	126	101
East North Central.....	+63	+4	+12	12	909	+24	+16	7	197	69	68	59
South Atlantic.....	+34	+6	+9	25	2,099	+4	+3	16	1,612	96	126	98
East South Central.....	+48	+17	+19	5	303	c	c	c	c	c	c	c
West South Central.....	+19	+9	+5	5	362	c	c	c	c	c	c	c
Pacific.....	+101	+18	+8	16	7,489	+11	-2	12	7,995	141	265	169
Leather and shoe findings.....	+46	+19	+4	29	614	-1	0	14	1,013	334	479	408
Middle Atlantic.....	+39	+5	+2	7	61	c	c	c	c	c	c	c
East North Central.....	+51	+42	+1	5	92	c	c	c	c	c	c	c
West North Central.....	+25	+18	+20	5	84	c	c	c	c	c	c	c
Pacific.....	+56	+15	+3	6	288	c	c	c	c	c	c	c
Meats and meat products.....	+11	-2	-1	42	21,981	+34	+4	36	7,995	45	37	44
Middle Atlantic.....	+18	-1	0	10	4,198	+41	+7	10	1,855	44	37	41
East North Central.....	+6	+8	-4	13	9,295	+36	-2	12	3,818	44	34	48
Pacific.....	+20	-6	+4	5	3,650	+61	+34	4	767	39	27	29
Paper and its products.....	+21	-6	+8	57	7,948	-1	-1	36	6,788	140	162	130
New England.....	+14	+1	+3	5	278	-36	-4	4	223	132	231	140
Middle Atlantic.....	+28	-18	+15	16	1,712	+27	-2	10	1,269	128	129	105
East North Central.....	+26	-11	+10	17	3,572	+5	-1	12	2,770	121	138	105
South Atlantic.....	+32	+7	+4	6	532	c	c	c	c	c	c	c
Pacific.....	-6	+14	-10	6	1,177	-17	+4	5	1,786	183	211	214
Petroleum.....	+30	+2	+5	29	4,527	+5	0	28	4,291	95	118	97
Shoes and other footwear.....	+17	+37	+3	29	27,605	-1	-6	22	58,707	217	255	313
Tobacco products.....	+2	-1	-2	309	44,742	0	+2	186	14,371	50	51	48
New England.....	+8	-3	+2	24	3,376	-1	+2	13	569	47	51	44
Middle Atlantic.....	-3	-2	-2	63	14,999	0	+9	39	5,495	50	47	46
East North Central.....	+5	+1	-2	69	8,143	-5	0	44	2,652	53	60	54
West North Central.....	+1	-2	-5	45	5,749	+8	-1	29	2,123	55	54	54
South Atlantic.....	+5	-4	-3	23	3,831	-12	-6	19	1,290	40	46	40
East South Central.....	+10	-4	+4	14	1,535	+13	+12	8	504	54	54	48
West South Central.....	+4	+2	+3	28	2,547	+8	+2	12	689	49	44	49
Mountain.....	+12	+1	+7	18	1,276	-2	+7	8	316	67	68	67
Pacific.....	+7	+2	-3	25	3,286	+4	-7	14	733	46	52	51
Wines and spirits ^f	+68	+33	+9	304	108,403	-5	-11	245	76,823	94	161	142
New England.....	+49	+42	+9	27	7,428	-5	-11	19	3,591	78	112	117
Middle Atlantic.....	+67	+20	+11	53	35,054	+1	-5	47	26,450	102	169	131
East North Central.....	+70	+36	+12	46	12,617	-11	-18	35	8,242	90	168	143
West North Central.....	+96	+42	+5	30	8,777	-10	-29	23	4,009	69	132	148
South Atlantic.....	+41	+40	+2	42	12,097	-24	-16	39	9,053	79	146	134
East South Central.....	+41	+28	-4	16	2,971	+21	-8	13	3,004	124	145	169
West South Central.....	+49	+29	+2	37	8,642	-16	-18	30	9,604	121	214	188
Mountain.....	+83	+46	+20	16	3,296	+24	-1	15	2,509	81	125	123
Pacific.....	+110	+52	+16	37	17,521	+8	-5	24	10,361	90	162	149
Miscellaneous.....	+29	+1	+11	42	6,537	-5	-2	29	5,430	122	180	120

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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 July 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., Texas)

Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

AUGUST 1950

For release
October 3, 1950

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,081 wholesale houses in various lines of trade.

SALES

August sales of wholesalers registered a higher than normal seasonal gain of 12 percent over July to bring the wholesale sales index (see below) to a new high. Compared with a year ago, August sales showed a very substantial increase of 40 percent. Cumulative sales for the first eight months were 12 percent higher than in the corresponding period of 1949.

Regionally, gains over the previous month and over August 1949 were experienced in all geographic divisions. The Middle Atlantic region led all divisions with an increase of 17 percent over July 1950, while the Pacific area reported the most substantial gain over August a year ago, 47 percent. The West South Central region, reporting increases of 3 percent over July 1950 and 31 percent over August 1949, showed the smallest gains over each period.

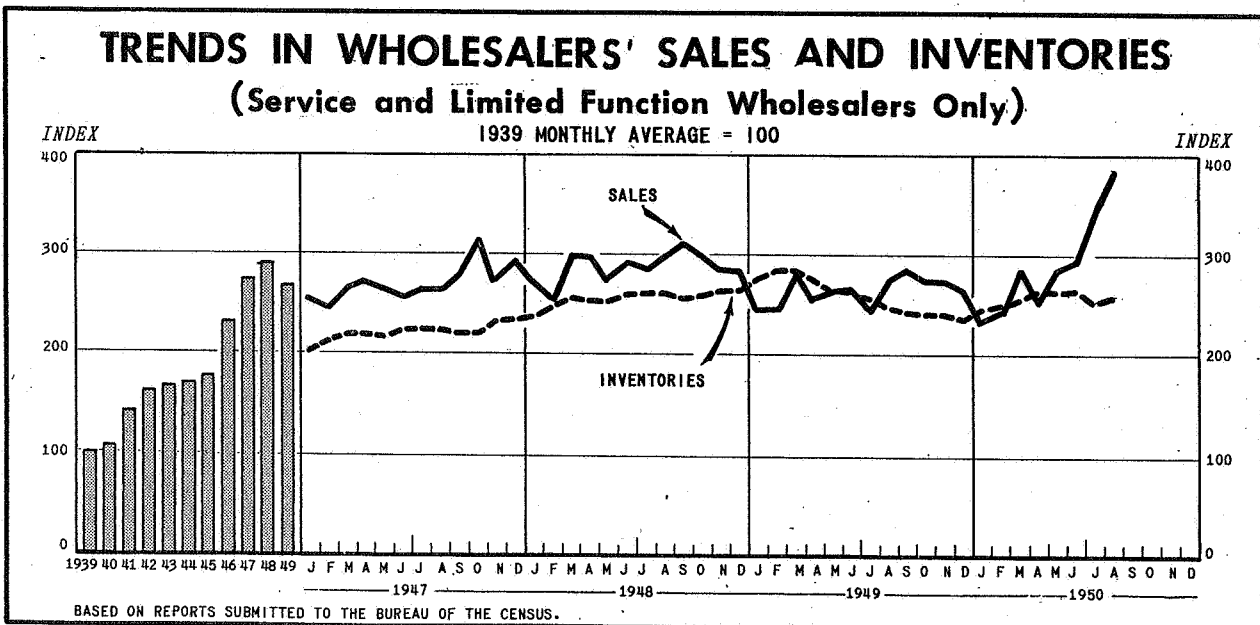
While all trades reported August sales equal to or greater than a year ago, only 6 trades indicated declines from July sales. Furniture and house furnishings and metals doubled their August 1949 sales, while most other durable goods trades experienced gains of more than 50 percent. Only three trades, farm supplies (-3%), fresh fruits and vegetables (-11%) and tobacco products (-1%) reported sales during the first eight months below the same period a year ago.

INVENTORIES

Wholesalers inventories at the end of August rose 3 percent above the July 31 stock level and were 5 percent higher than the dollar value of stocks on hand August a year ago. All geographic divisions followed the national pattern with increases in the stock level over both periods. According to the reports of 3,081 establishments reporting inventories in conjunction with sales, the August stock-sales ratio of 111 was 8 points below the previous month and 37 points lower than a year ago.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, August sales of independent retail stores increased 8 percent above July 1950 and were 23 percent higher than August of last year. Cumulative sales for the first eight months were 10 percent above the same period of 1949.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESAERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION **AUGUST 1950**

(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 1950 panel			Percent change		August 1950 panel		Aug. 1950	Aug. 1949	July 1950
	August 1950 from August 1949	August 1950 from July 1950	8 mos. 1950 from 8 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	August 1950 from August 1949	August 1950 from July 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	+40	+12	+12	4,081	\$945,444	+5	+3	3,081	\$849,324	111	148	119
New England.....	+40	+13	+14	234	40,742	+5	+3	171	29,314	97	134	107
Middle Atlantic.....	+46	+17	+14	747	188,262	+7	+8	519	134,642	95	132	101
East North Central.....	+39	+11	+14	810	166,106	+4	+3	636	137,504	99	134	107
West North Central.....	+38	+16	+8	432	127,728	+7	+1	346	129,046	121	155	140
South Atlantic.....	+40	+11	+12	499	104,483	+7	+6	376	90,177	102	135	107
East South Central.....	+35	+8	+11	208	39,134	+10	+3	150	32,198	108	129	113
West South Central.....	+31	+3	+7	393	79,644	+8	+6	305	87,556	132	161	127
Mountain.....	+35	+8	+14	181	33,940	+4	+1	139	30,468	108	139	114
Pacific.....	+47	+7	+15	527	129,133	+1	+4	389	113,728	114	167	116
Automotive supplies.....	+41	+11	+14	284	25,551	+6	0	177	16,553	171	224	186
New England.....	+54	+39	+8	8	749	c	c	c	c	c	c	c
Middle Atlantic.....	+33	+11	+5	38	1,534	+1	-1	34	1,993	151	192	167
East North Central.....	+39	+13	+14	64	5,136	+10	0	50	5,180	155	201	173
West North Central.....	+46	+14	+12	43	6,287	-2	+5	19	2,461	189	278	183
South Atlantic.....	+38	+5	+29	19	3,519	+26	+22	10	1,103	231	243	236
East South Central.....	+33	-1	+24	18	3,453	+5	-1	12	1,274	138	185	140
South Central.....	+59	+11	+13	18	1,351	+48	-2	7	892	164	178	187
Mountain.....	+40	+18	+5	76	3,522	-3	-6	42	3,261	212	290	248
Pacific.....	+40	+18	+5	76	3,522	-3	-6	42	3,261	212	290	248
Electrical group, total.....	+62	+9	+21	652	188,902	-13	-10	584	118,007	68	127	80
Full-line wholesalers.....	+62	+5	+18	416	143,184	-15	-11	405	95,406	68	128	80
New England.....	+73	+12	+25	32	8,670	-13	-6	32	6,089	70	139	84
Middle Atlantic.....	+86	+23	+20	59	22,670	-13	-14	54	13,605	63	134	91
East North Central.....	+70	+11	+22	83	31,048	-15	-13	81	19,892	65	130	83
West North Central.....	+40	+5	0	41	14,075	-13	-15	41	8,994	64	103	79
South Atlantic.....	+58	+6	+22	59	19,099	-10	-9	57	12,915	70	122	81
East South Central.....	+46	-5	+15	25	6,442	-11	-11	24	3,829	61	99	65
West South Central.....	+41	-16	+9	46	13,092	-13	-4	46	10,839	83	135	72
Mountain.....	+50	+2	+18	19	5,457	-21	-10	19	3,922	72	137	82
Pacific.....	+65	0	+22	52	22,631	-22	-12	51	15,321	68	144	77
Wiring supplies, construction materials distributors.....	+54	+19	+11	129	10,151	+9	+2	93	7,657	102	141	119
New England.....	+69	+26	+14	14	764	+9	-4	6	327	98	164	145
Middle Atlantic.....	+40	+17	+4	36	1,655	+2	-1	26	1,797	128	179	151
East North Central.....	+71	+26	+18	30	2,904	+12	+2	24	2,345	116	167	132
West North Central.....	+51	-1	+5	7	1,115	+19	+14	5	565	88	109	83
South Atlantic.....	+48	+30	+13	18	1,857	-12	-6	13	1,002	65	107	90
East South Central.....	+23	+1	0	9	838	+32	+6	7	848	123	110	113
South Central.....	+61	+19	+19	5	444	c	c	c	c	c	c	c
Mountain.....	+87	+28	+31	10	574	+29	+9	9	638	113	164	132
Pacific.....	+87	+28	+31	10	574	+29	+9	9	638	113	164	132
Appliances and specialties wholesalers..	+68	+25	+40	107	35,567	-6	-5	86	14,944	58	112	71
New England.....	+117	+32	+63	12	2,039	-4	-4	10	871	51	117	68
Middle Atlantic.....	+60	+36	+36	24	15,140	-11	-5	14	3,857	55	125	67
East North Central.....	+143	+26	+65	11	3,075	+4	+1	8	999	37	89	45
West North Central.....	+55	+18	+23	12	1,943	-2	-2	12	2,278	117	186	141
South Atlantic.....	+49	+12	+35	17	4,869	-8	-13	16	2,385	56	93	73
East South Central.....	+62	+17	+15	11	3,011	-3	-5	9	1,772	60	100	73
South Central.....	+72	+19	+49	6	1,407	+9	-6	6	970	69	108	88
Mountain.....	+73	+16	+61	14	4,083	-14	+2	11	1,812	46	94	52
Pacific.....	+73	+16	+61	14	4,083	-14	+2	11	1,812	46	94	52
Furniture and house furnishings.....	+97	+49	+30	81	23,759	-2	-15	64	18,354	87	184	155
Middle Atlantic.....	+84	+33	+31	16	4,282	-9	-6	13	3,006	90	188	131
East North Central.....	+138	+75	+45	8	3,369	-18	-15	6	2,469	77	237	163
West North Central.....	+150	+94	+30	9	3,825	+8	-15	9	3,728	97	225	222
South Atlantic.....	+23	+34	+4	10	1,051	c	c	c	c	c	c	c
East South Central.....	+87	+34	+35	13	2,705	0	-20	13	2,349	87	163	146
South Central.....	+90	+38	+48	7	1,738	+33	-22	5	1,296	104	165	205
Mountain.....	+89	+36	+27	12	5,299	-6	-21	10	3,678	73	146	124
Pacific.....	+89	+36	+27	12	5,299	-6	-21	10	3,678	73	146	124
Hardware.....	+64	+19	+17	152	77,512	0	-5	123	90,815	144	230	180
New England.....	+49	+35	+9	4	731	-11	-2	4	1,432	199	333	274
Middle Atlantic.....	+70	+47	+17	35	10,796	+17	+5	29	11,683	126	187	184
East North Central.....	+58	+13	+25	23	15,342	+2	-7	22	19,777	133	206	162
West North Central.....	+56	+13	+9	17	14,996	-5	-10	16	18,903	149	234	191
South Atlantic.....	+65	+21	+16	23	7,576	-1	-4	20	10,096	143	240	181
East South Central.....	+75	+16	+21	12	5,823	+5	+2	6	3,292	133	186	139
West South Central.....	+54	+8	+17	15	6,648	-4	-4	9	6,288	151	244	171
Mountain.....	+55	+27	+14	7	3,125	-5	-9	4	2,247	177	275	218
Pacific.....	+86	+18	+20	16	12,475	-5	-6	13	17,077	159	280	195
Industrial supplies.....	+67	+25	+10	88	14,728	-4	-3	64	17,135	145	253	187
New England.....	+80	+20	+21	8	644	-13	-11	7	1,275	222	471	300
Middle Atlantic.....	+44	+18	-5	17	1,551	+4	-3	10	1,481	152	208	183
East North Central.....	+53	+27	+13	7	944	+2	+1	6	554	128	186	167
West North Central.....	+25	+5	+8	8	1,038	-1	-1	6	1,129	136	180	143
South Atlantic.....	+63	+27	+5	9	984	-7	-3	8	1,296	133	234	175
East South Central.....	+59	+19	+3	29	5,342	-1	-1	19	7,242	178	270	212
South Central.....	+112	+41	+32	10	4,225	-9	-4	8	4,158	105	250	155
Pacific.....	+112	+41	+32	10	4,225	-9	-4	8	4,158	105	250	155
Jewelry.....	+51	+59	+6	152	9,578	+2	+13	86	12,976	189	266	260
New England.....	+73	+43	+11	6	459	c	c	c	c	c	c	c
Middle Atlantic.....	+64	+53	+17	51	3,121	+14	+21	20	3,354	167	232	209
East North Central.....	+52	+88	+5	36	2,253	+5	+9	20	2,972	176	248	298
West North Central.....	+49	+74	-3	14	1,320	-7	+5	12	1,963	172	270	280
South Atlantic.....	+22	+59	+2	6	298	c	c	c	c	c	c	c
East South Central.....	+32	+31	+3	7	363	-14	+3	6	891	255	387	319
South Central.....	+37	+40	0	29	1,739	+3	+17	20	3,323	231	296	260
Pacific.....	+37	+40	0	29	1,739	+3	+17	20	3,323	231	296	260

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
AUGUST 1950

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		August 1950 panel			Percent change		August 1950 panel		Aug. 1950	Aug. 1949	July 1950
	August 1950 from August 1949	August 1950 from July 1950	8 mos. 1950 from 8 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	August 1950 from August 1949	August 1950 from July 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+57	+15	+33	73	\$17,144	+13	-6	49	\$9,297	80	105	99
Middle Atlantic.....	+30	+3	+16	18	3,739	-11	-8	9	860	37	48	42
East North Central.....	+49	+1	+29	11	1,707	-17	-2	8	732	62	97	61
South Atlantic.....	+118	+57	+56	7	2,083	+15	+1	5	250	48	73	59
Mountain.....	+43	+21	+21	7	3,209	+13	-9	6	2,421	87	104	115
Pacific.....	+10	+17	+41	8	1,814	+30	-4	6	1,553	101	174	123
Machinery equipment, supplies (except electrical).....	+35	+19	+6	48	8,367	+5	+1	34	11,338	167	206	192
New England.....	+54	+44	+14	5	552	0	0	4	869	205	344	329
Middle Atlantic.....	+57	+31	0	6	1,145	c	c	c	c	c	c	c
East North Central.....	+80	+39	+22	11	1,206	+7	+2	9	1,333	120	193	168
South Atlantic.....	+26	+34	-10	6	949	-7	-3	4	1,648	217	291	295
West South Central.....	+12	+10	+6	6	2,374	+14	+2	5	4,163	183	177	193
Pacific.....	+111	+7	+23	9	975	-9	+1	5	1,214	296	629	249
Metals.....	+118	+39	+36	36	13,310	+8	-4	33	12,004	92	186	132
Paints and varnishes.....	+33	+18	+5	52	6,696	+11	+2	45	15,201	235	279	271
Plumbing and heating supplies.....	+64	+11	+19	87	18,925	+20	-4	66	16,550	101	138	117
New England.....	+85	+24	+39	7	617	c	c	c	c	c	c	c
Middle Atlantic.....	+63	+26	+18	18	1,665	0	-4	11	1,277	102	168	141
East North Central.....	+43	+16	+15	13	1,999	+4	-12	12	2,021	107	148	142
West North Central.....	+54	+26	+14	11	1,967	+14	-8	9	1,554	85	116	121
South Atlantic.....	+71	+6	+25	24	9,506	+23	-2	24	9,513	100	139	108
Pacific.....	+87	+27	-1	4	1,237	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	+42	-1	+23	30	1,921	+10	-1	22	2,711	186	234	186
Middle Atlantic.....	+56	+1	+25	5	389	c	c	c	c	c	c	c
East North Central.....	+9	-8	+19	7	337	+4	-4	4	739	275	294	258
South Atlantic.....	+39	+3	+27	6	402	+16	+3	6	609	151	182	151
Pacific.....	+42	+3	+13	6	335	+5	+1	6	572	171	230	175
Surgical, medical, equipment, supplies...	+34	+13	+17	39	5,281	+10	+5	33	5,487	115	143	125
Middle Atlantic.....	+45	0	+23	7	766	+5	+10	5	601	96	142	88
East North Central.....	+43	+15	+23	9	2,287	+10	+4	8	2,161	99	133	111
South Atlantic.....	+29	+19	+10	9	770	+19	+4	8	1,004	135	146	154
West South Central.....	+14	+5	+18	5	555	+11	+12	4	401	90	91	81
Beer.....	+1	+2	+3	42	2,329	+21	+5	35	888	43	35	41
Middle Atlantic.....	0	-2	-4	8	579	+10	+39	6	118	21	19	15
East North Central.....	+3	+9	+8	12	650	+5	+3	11	202	33	32	34
West North Central.....	-5	-2	+5	5	156	+71	+7	4	60	74	40	64
South Atlantic.....	+8	+6	-3	6	440	+20	-5	5	241	63	58	71
Pacific.....	0	+2	+6	5	385	+41	+13	4	215	65	42	58
Chemicals, industrial.....	+70	+25	+32	15	2,712	+6	-5	10	1,173	52	86	67
Clothing and furnishings (except shoes)...	+30	+61	+2	26	5,188	+15	+23	16	3,254	99	115	139
Coal.....	+37	+42	+5	21	4,402	-18	+35	13	5,206	310	424	335
Confectionery.....	+6	+6	0	44	1,449	+4	+2	26	786	85	86	87
Middle Atlantic.....	+4	+4	-2	7	362	-5	+7	4	138	60	67	63
East North Central.....	+3	+9	-4	6	186	-2	-3	4	63	85	90	84
South Atlantic.....	+14	+8	+6	12	285	+6	+3	7	203	101	107	105
South Central.....	+5	+5	-2	11	313	+6	-1	6	199	120	117	119
Dairy and poultry products.....	+9	-1	+5	24	6,306	+1	+27	16	2,706	49	53	38
Drugs and sundries (liquor excluded).....	+11	+12	+7	198	55,799	+10	+7	152	74,466	173	172	180
New England.....	+6	+7	+6	12	2,448	+8	+4	9	3,144	172	174	173
Middle Atlantic.....	+5	+7	+5	28	9,815	+8	+6	19	9,536	167	153	165
East North Central.....	+11	+12	+6	28	9,160	+14	+7	22	10,389	148	144	154
West North Central.....	+10	+14	+7	19	5,759	+4	+4	17	7,980	158	166	166
South Atlantic.....	+13	+13	+10	31	6,542	+7	+5	23	8,340	173	187	186
East South Central.....	+9	+12	+6	17	3,504	+12	+8	13	5,286	185	181	191
West South Central.....	+18	+15	+10	31	7,981	+17	+10	25	14,040	209	210	218
Mountain.....	+11	+13	+8	12	2,718	+7	+4	9	4,101	180	184	193
Pacific.....	+17	+15	+5	20	7,872	+10	+7	15	11,650	169	170	181
Dry goods.....	+38	+48	+10	168	63,398	+9	-3	136	71,380	129	163	196
New England.....	+58	+68	+9	8	1,185	-9	-10	8	779	66	115	123
Middle Atlantic.....	+52	+61	+20	44	10,730	+10	-4	31	9,435	122	173	199
East North Central.....	+28	+32	+8	16	6,812	-3	-4	16	7,298	107	142	147
West North Central.....	+33	+48	+7	18	22,046	+25	-3	17	32,581	148	157	226
South Atlantic.....	+23	+60	-2	24	6,165	-7	0	17	6,436	116	152	191
East South Central.....	+60	+66	+16	17	3,322	+15	+2	11	3,118	120	172	204
West South Central.....	+19	+36	+2	13	4,302	+10	-1	13	4,658	108	116	149
Mountain.....	+33	+54	+10	5	735	+23	0	5	1,236	168	181	258
Pacific.....	+67	+34	+26	23	8,101	-26	-9	18	5,839	137	315	185
Farm supplies.....	+1	+37	-3	20	3,529	-1	+15	9	755	50	59	53
Fresh fruits and vegetables.....	0	-14	-11	65	5,363	+1	-4	39	628	21	20	23
New England.....	-15	-15	-14	10	494	+66	+2	8	48	19	10	16
Middle Atlantic.....	+11	-4	-2	18	1,593	+34	+12	9	161	26	22	23
East North Central.....	+21	-34	+5	15	1,342	-10	0	7	121	25	35	35
South Atlantic.....	-25	-13	-15	8	266	-22	0	5	32	19	17	16
South Central.....	+2	-10	0	5	274	c	c	c	c	c	c	c
Pacific.....	+7	+3	-4	5	977	+24	-3	4	103	11	10	12

(Continued on next page)

WHOLESALESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION AUGUST 1950

(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 1950 panel			Percent change		August 1950 panel		Aug. 1950	Aug. 1949	July 1950
	August 1950 from August 1949	August 1950 from July 1950	8 mos. from August 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	August 1950 from August 1949	August 1950 from July 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total..... ^d	+23	-2	+8	842	\$149,098	+10	+14	650	\$133,858	117	130	102
Non-affiliated full-line wholesalers.....	+16	-2	+5	571	67,396	+13	+17	456	63,540	120	123	101
New England.....	+26	-3	+7	6	1,665	c	c	c	c	c	c	c
Middle Atlantic.....	+19	+1	+5	21	3,017	+8	+13	11	2,244	113	124	102
East North Central.....	+27	+4	+12	146	15,124	+17	+20	125	15,488	120	131	104
West North Central.....	+17	-4	+3	62	7,225	+10	+16	51	6,749	119	128	99
South Atlantic.....	+15	+1	+1	65	8,259	+16	+10	37	6,311	111	113	103
East South Central.....	+10	-7	+5	40	4,650	+10	+10	31	4,065	114	113	96
West South Central.....	+8	-8	+4	112	13,722	+8	+14	89	13,912	132	131	109
Mountain.....	+6	-5	-5	25	2,563	+15	+11	23	2,845	115	105	98
Pacific.....	+14	-4	+5	94	11,171	+19	+25	86	9,883	115	109	88
Voluntary-group wholesalers.....	+25	-2	+10	154	54,766	+5	+11	120	48,588	111	132	100
New England.....	+32	+4	+11	8	3,718	+19	+16	5	1,293	110	105	88
Middle Atlantic.....	+35	-1	+12	46	16,943	-2	+13	33	13,456	101	142	92
East North Central.....	+20	-8	+8	34	10,402	+19	+16	27	8,925	113	114	90
West North Central.....	+28	+8	+11	32	13,087	+5	+2	32	14,893	114	139	119
South Atlantic.....	+23	+4	+11	11	2,735	+14	+31	7	1,792	92	99	74
Pacific.....	+15	-10	+10	11	3,724	-5	+1	4	1,868	87	103	86
Retailer-cooperative warehouses.....	+23	-13	+12	21	9,107	+9	+11	15	5,499	119	125	91
Specialty lines wholesalers.....	+48	+7	+14	96	17,829	+16	+15	59	16,231	119	154	113
New England.....	+8	+6	0	8	337	+29	+63	4	191	74	63	47
Middle Atlantic.....	+72	+14	+18	21	5,008	+24	+36	12	3,972	93	135	80
East North Central.....	+33	-22	+14	10	685	+32	+7	5	194	63	62	71
West North Central.....	+22	+10	+15	4	488	+10	-43	4	379	78	86	150
South Atlantic.....	+29	+3	+11	24	2,156	+27	+14	15	1,749	107	111	95
East South Central.....	+13	-6	+18	6	541	c	c	c	c	c	c	c
West South Central.....	+62	+62	+6	5	585	c	c	c	c	c	c	c
Pacific.....	+49	+6	+13	15	7,889	+10	+12	11	8,968	149	204	142
Leather and shoe findings.....	+35	+14	+9	31	759	+6	+3	15	1,104	269	319	313
Middle Atlantic.....	+22	-3	+6	8	71	c	c	c	c	c	c	c
East North Central.....	+38	-9	+6	5	84	c	c	c	c	c	c	c
West North Central.....	+19	+10	+20	5	92	c	c	c	c	c	c	c
Pacific.....	+43	+24	+9	7	406	c	c	c	c	c	c	c
Meats and meat products.....	+10	+6	+1	40	23,217	+40	+5	40	8,165	45	35	44
Middle Atlantic.....	+15	0	+2	9	4,118	+21	+1	9	1,676	41	39	40
East North Central.....	+7	+4	-3	13	9,667	+52	+13	12	4,306	47	33	44
Pacific.....	+26	+14	+7	5	4,173	+41	-8	4	706	31	26	39
Paper and its products.....	+29	+28	+11	61	10,534	+4	+1	36	7,200	106	132	142
New England.....	+22	+18	+5	4	309	c	c	c	c	c	c	c
Middle Atlantic.....	+41	+37	+18	18	2,703	+8	-4	11	1,394	84	108	118
East North Central.....	+29	+20	+12	18	4,032	0	-7	12	2,452	88	120	129
West North Central.....	+39	+21	+9	4	417	c	c	c	c	c	c	c
South Atlantic.....	+51	+27	+12	7	896	c	c	c	c	c	c	c
Pacific.....	+5	+36	-8	6	1,525	+7	+14	4	1,758	147	138	178
Petroleum.....	+14	+13	+6	27	4,766	+35	+7	26	4,341	91	77	96
Shoes and other footwear.....	+22	+25	+6	31	35,654	-2	-9	23	53,671	154	193	213
Tobacco products.....	+4	+5	-1	290	44,997	+9	+15	169	16,444	56	54	51
New England.....	-10	+1	0	22	3,336	+3	+4	13	745	52	54	55
Middle Atlantic.....	+5	+4	-1	59	15,453	+9	+24	37	7,085	61	58	50
East North Central.....	+6	+6	-1	66	8,146	+9	+11	39	2,600	53	53	52
West North Central.....	+3	+2	-4	39	5,026	+17	+8	26	2,203	59	52	55
South Atlantic.....	+5	+11	-2	24	5,177	0	+11	19	2,033	47	49	47
East South Central.....	+9	+11	+4	14	1,698	+18	-1	7	554	45	44	52
West South Central.....	+6	+6	+4	24	1,870	+14	+4	9	394	47	42	52
Mountain.....	+16	+6	+8	19	1,472	-2	+13	7	331	67	79	61
Pacific.....	+1	+7	-3	23	2,819	+9	+11	12	499	51	48	48
Wines and spirits ^e	+67	0	+15	282	96,612	+25	+33	229	99,688	132	174	96
New England.....	+66	+2	+15	21	5,708	+48	+30	15	4,009	107	113	85
Middle Atlantic.....	+85	+10	+17	41	27,020	+21	+30	35	26,754	131	188	102
East North Central.....	+53	-3	+16	44	11,512	+17	+38	33	10,471	132	169	95
West North Central.....	+84	+7	+15	30	10,389	+16	+49	25	8,916	140	232	87
South Atlantic.....	+56	-7	+8	42	12,867	+25	+49	40	15,066	120	150	75
East South Central.....	+28	-3	-1	17	3,058	+31	+18	14	4,309	156	162	130
West South Central.....	+77	+4	+9	39	9,461	+27	+22	32	13,028	150	217	127
Mountain.....	+49	-15	+23	14	3,018	+19	+24	14	3,136	104	130	71
Pacific.....	+59	-13	+21	34	13,579	+40	+31	21	13,999	140	165	96
Miscellaneous.....	+27	+13	+13	42	7,364	-6	+3	29	5,607	108	153	122

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

SEPTEMBER 1950

For Release
November 3, 1950

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,086 wholesale establishments in various lines of business.

SALES

September sales of wholesalers registered a decline of 10 percent below the unusually high level prevailing during August. Compared with September of last year, however, sales showed an increase of 19 percent. Cumulative sales for the first nine months of 1950 were 13 percent higher than during the first three quarters of 1949.

Regionally, declines below the previous month were experienced in all areas, ranging from 9 to 14 percent. Conversely, however, all sections of the country reported increases over September of last year, from 14 percent in the West South and West North Central regions to 23 percent in the South Atlantic district.

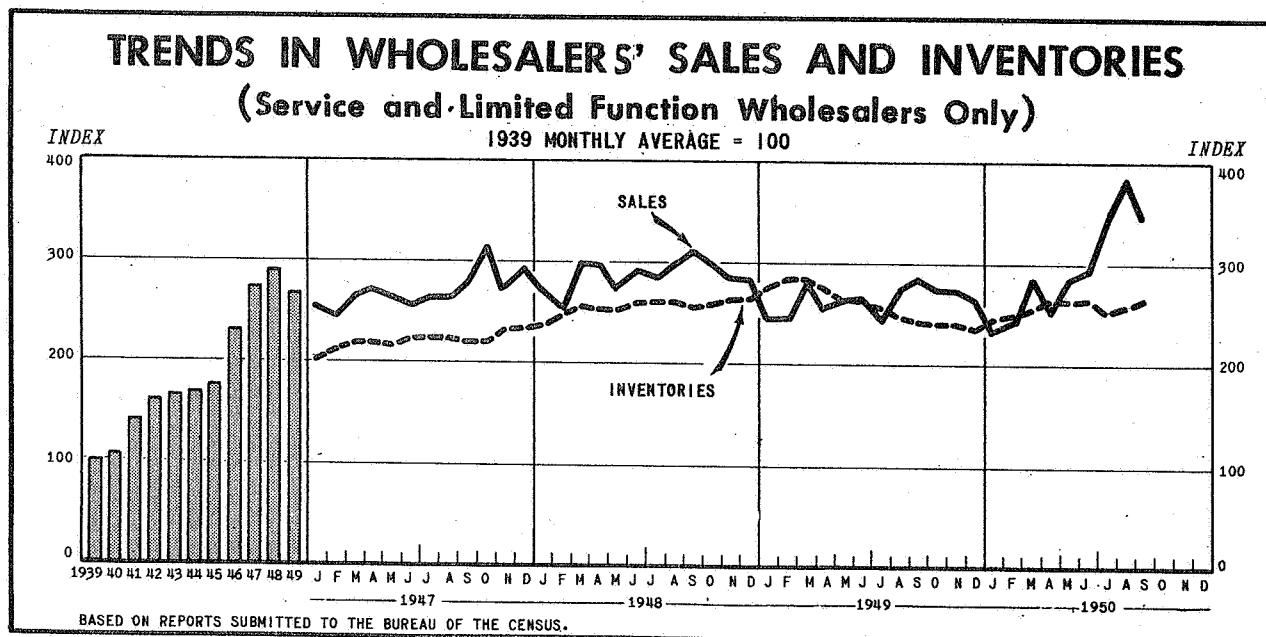
While most trades reported September sales at a level higher than a year ago, only seven indicated increases above the exceptionally high level prevailing during the previous month. The largest increases over September 1949 were registered in metals (+78%) and industrial chemicals (+77%). Only three trades, farm supplies (-2%), fresh fruits and vegetables (-11%) and tobacco products (-1%) reported sales during the first three quarters of 1950 below the comparable period a year ago.

INVENTORIES

Wholesalers' inventories at the end of September increased 4 percent over the August 31 stock level and were 10 percent higher than the dollar value of stocks on hand on September 30 of last year. All geographic regions followed the national pattern with increases in the stock level over both periods. According to reports of 3,070 establishments reporting inventories in conjunction with sales, the September stock-sales ratio of 125 was 19 points above the previous month but 10 points below the same period a year ago.

RETAIL TRADE

According to this Bureau's Monthly Retail Trade Report, September sales of independent retail stores increased slightly (1%) over August 1950 but were 14 percent higher than September of last year. Cumulative sales for the first nine months of this year were 10 percent above the same period of 1949.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

4-715

WHOLESALESA'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION **SEPTEMBER 1950**

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

Kind of business and geographic div'sion	Sales					Inventory, end-of-month (at cost)				Stock-sales ^a ratios		
	Percent change		September 1950 panel			Percent change		September 1950 panel		Sept. 1950	Sept. 1949	Aug. 1950
	Sept. 1950 from Sept. 1949	Sept. 1950 from Aug. 1950	9 mos. 1950 from 9 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1950 from Sept. 1949	Sept. 1950 from Aug. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States total.....	+19	-10	+13	4,086	\$841,031	+10	+4	3,070	\$830,839	125	135	106
New England.....	+21	-14	+15	238	34,470	+9	+6	175	30,651	116	130	96
Middle Atlantic.....	+22	-11	+15	763	170,272	+15	+5	530	142,899	112	120	94
East North Central.....	+18	-9	+14	812	151,470	+9	+5	629	143,855	112	123	97
West North Central.....	+14	-10	+9	451	115,951	+12	+2	352	135,863	141	144	122
South Atlantic.....	+23	-11	+14	495	90,848	+9	+2	372	89,138	118	134	103
East South Central.....	+15	-9	+11	201	34,070	+12	+5	148	34,226	123	127	105
West South Central.....	+14	-9	+8	382	71,265	+12	+5	300	91,674	151	153	131
Mountain.....	+18	-13	+15	170	28,818	+6	+3	129	28,149	124	138	107
Pacific.....	+20	-14	+16	524	107,405	+3	+2	386	109,402	133	156	110
Automotive supplies.....	+18	-14	+15	276	21,791	0	-2	176	16,391	191	218	168
New England.....	+12	-20	+9	8	599	c	c	c	c	c	c	c
Middle Atlantic.....	+20	-15	+7	40	1,330	+3	+3	36	2,226	195	222	159
East North Central.....	+13	-13	+14	59	4,712	+13	+7	46	5,877	181	186	149
West North Central.....	+28	-11	+13	45	5,722	-11	-9	20	2,262	185	266	189
South Atlantic.....	+21	-7	+28	16	3,131	+5	-15	9	681	215	217	214
South Central.....	0	-18	+22	16	1,400	+10	+2	13	1,471	201	166	151
Mountain.....	+5	-23	+12	15	1,947	-27	-30	7	627	159	208	164
Pacific.....	+28	-15	+7	77	2,950	-12	-8	42	2,833	210	303	210
Electrical group, total.....	+38	-10	+23	646	170,362	-3	+6	575	124,714	80	114	67
Full-line wholesalers.....	+35	-12	+19	418	125,284	-6	+6	409	100,873	82	117	68
New England.....	+48	-10	+27	31	7,287	-13	-3	31	5,457	75	127	70
Middle Atlantic.....	+35	-19	+22	62	18,852	+3	+6	59	15,419	84	110	65
East North Central.....	+37	-14	+24	81	26,391	-3	+10	79	21,568	83	118	65
West North Central.....	+19	-15	+2	42	11,987	-5	+5	42	9,547	80	99	64
South Atlantic.....	+46	-5	+25	61	18,251	+3	+10	59	14,369	81	115	70
East South Central.....	+28	-17	+17	25	5,358	0	+6	24	4,035	77	99	61
West South Central.....	+33	-7	+12	46	12,222	-8	+6	46	11,528	94	136	83
Mountain.....	+34	-7	+20	19	5,052	-17	-4	19	3,752	74	120	72
Pacific.....	+33	-9	+23	51	19,884	-18	+2	50	15,198	77	125	68
Wiring supplies, construction materials distributors.....	+49	-3	+16	127	9,788	+14	+4	87	7,413	104	135	98
New England.....	+49	-3	+19	13	726	+10	+2	6	334	114	155	98
Middle Atlantic.....	+30	-6	+8	37	1,604	+1	+1	25	1,647	118	157	112
East North Central.....	+56	-6	+23	29	3,052	+14	+5	22	2,256	108	138	99
West North Central.....	+36	+1	+9	9	1,324	+23	+1	7	1,097	131	138	128
South Atlantic.....	+69	+8	+18	17	1,908	+19	+20	11	1,052	67	97	63
South Central.....	+57	-11	+4	8	489	+41	+7	6	402	108	124	93
Mountain.....	+22	-28	+19	4	174	c	c	c	c	c	c	c
Pacific.....	+52	-8	+33	10	511	+17	-8	9	565	112	147	111
Appliances and specialties wholesalers	+47	-4	+41	101	35,290	+9	+9	79	16,428	66	93	56
New England.....	+67	-7	+64	13	1,915	+9	+8	11	980	62	95	52
Middle Atlantic.....	+42	+4	+37	23	16,279	+23	+16	14	4,663	61	83	54
East North Central.....	+66	-7	+66	14	3,281	+48	+17	10	1,600	55	63	44
West North Central.....	+31	-12	+27	10	2,597	+16	+5	9	3,136	122	138	102
South Atlantic.....	+40	-20	+36	14	3,878	-11	0	13	2,065	64	96	49
South Central.....	+69	-10	+19	9	1,988	-2	+14	7	1,282	66	113	52
Mountain.....	+66	-17	+51	6	985	+13	-1	6	1,003	102	150	85
Pacific.....	+52	+1	+59	12	4,367	-18	+9	9	1,699	40	75	38
Furniture and house furnishings.....	+37	-19	+31	81	18,217	+1	-3	64	17,069	106	151	87
Middle Atlantic.....	+17	-22	+29	17	3,378	+5	-1	13	3,023	117	138	91
East North Central.....	+66	-19	+48	7	2,778	-14	-6	6	2,320	90	180	77
West North Central.....	+54	-17	+33	12	3,173	+10	-4	12	3,569	112	157	97
West South Central.....	+38	-24	+35	11	1,560	-9	-8	11	1,650	106	161	88
Mountain.....	+28	-28	+45	7	1,244	+29	+1	5	1,307	135	160	104
Pacific.....	+37	-22	+28	12	4,154	-5	-1	10	3,630	92	131	73
Hardware.....	+28	-12	+19	148	63,680	0	-2	122	84,616	158	202	140
New England.....	+24	-7	+12	5	793	-7	+2	4	1,476	226	302	198
Middle Atlantic.....	+34	-7	+19	33	9,392	+17	-3	27	10,943	132	156	126
East North Central.....	+28	-10	+26	19	10,409	+6	+1	18	14,862	149	180	132
West North Central.....	+17	-11	+10	16	13,234	0	0	15	18,745	169	195	149
South Atlantic.....	+30	-16	+18	25	6,719	-4	-4	22	10,192	162	223	143
East South Central.....	+33	-23	+22	12	4,510	+2	+10	10	5,712	144	187	101
West South Central.....	+22	-11	+18	15	5,891	+1	+1	9	6,379	177	207	151
Mountain.....	+41	-13	+17	7	2,734	-2	-2	4	2,199	187	242	177
Pacific.....	+39	-15	+22	16	9,998	-11	-10	13	14,108	164	261	197
Industrial supplies.....	+50	-2	+14	90	11,357	-1	-1	63	13,450	166	243	164
New England.....	+47	-11	+23	7	555	-14	-1	6	1,220	247	439	222
Middle Atlantic.....	+60	+8	0	19	1,594	+13	+9	11	1,308	143	197	143
East North Central.....	+57	-6	+17	7	905	+2	-1	6	563	133	186	125
West North Central.....	+21	-5	+10	8	989	-5	-2	5	814	149	196	141
South Atlantic.....	+37	-12	+10	10	722	-6	-2	9	1,050	148	217	132
South Central.....	+54	+2	+9	30	5,644	-1	-2	20	7,140	163	238	171
Pacific.....	+52	-13	+32	9	948	+7	+2	6	1,355	208	316	184
Jewelry.....	+23	+5	+9	151	9,694	+6	+6	85	12,394	177	203	180
New England.....	+16	+4	+7	5	444	c	c	c	c	c	c	c
Middle Atlantic.....	+28	0	+19	50	3,150	+26	+12	20	3,768	183	183	171
East North Central.....	+12	+4	+5	37	1,983	0	+6	22	2,409	148	164	147
West North Central.....	+18	-1	0	14	1,360	-6	+2	10	1,688	169	209	168
South Atlantic.....	+14	+10	+9	6	390	c	c	c	c	c	c	c
South Central.....	+30	+6	+6	6	306	-9	+1	5	779	263	376	278
Pacific.....	+36	+20	+5	30	2,041	+3	+4	21	3,292	191	248	227

**WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
SEPTEMBER 1950**

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		September 1950 panel			Percent change		September 1950 panel		Sept. 1950	Sept. 1949	Aug. 1950
	Sept. 1950 from Sept. 1949	Sept. 1950 from Aug. 1950	9 mos. from 9 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1950 from Sept. 1949	Sept. 1950 from Aug. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+38	-9	+34	75	\$15,853	+22	0	51	\$9,048	87	92	76
Middle Atlantic.....	+8	-16	+15	18	3,135	-11	-3	9	831	46	48	37
East North Central.....	+25	-11	+29	10	1,483	-13	-3	7	705	73	90	64
West North Central.....	+40	+14	+39	7	1,101	+18	-19	4	272	47	51	59
South Atlantic.....	+75	-16	+58	7	1,747	+9	-2	5	245	50	61	48
East South Central.....	+66	+38	+42	4	1,268	c	c	c	c	c	c	c
Mountain.....	+34	-10	+23	6	2,605	+33	+11	5	1,954	87	82	72
Pacific.....	+76	-6	+44	9	1,823	+37	+2	7	1,767	112	150	104
Machinery equipment, supplies (except electrical).....	+18	-9	+7	46	7,463	+13	+1	31	11,358	184	184	167
New England.....	+28	-15	+16	5	468	+7	+1	4	876	254	313	204
Middle Atlantic.....	+53	-2	+5	8	1,173	+29	+7	3	978	143	191	131
East North Central.....	+47	-5	+25	11	1,229	+16	+4	8	1,519	140	179	128
South Atlantic.....	+31	+8	-7	5	936	c	c	c	c	c	c	c
Pacific.....	+97	-14	+28	7	732	+98	+5	5	1,310	348	279	292
Metals.....	+78	-10	+41	35	11,346	-2	-7	32	10,356	93	167	90
Paints and varnishes.....	+31	+2	+8	52	7,046	+18	+6	45	16,178	235	264	230
Plumbing and heating supplies.....	+29	-15	+20	83	14,432	+21	-3	60	14,274	120	126	105
New England.....	+35	-21	+38	7	489	c	c	c	c	c	c	c
Middle Atlantic.....	+25	-12	+19	19	1,551	-8	-10	11	1,156	105	148	102
East North Central.....	+18	-17	+16	13	1,597	+10	-1	11	1,844	134	142	112
West North Central.....	+22	-10	+16	10	1,746	+18	-4	8	1,455	90	92	84
South Atlantic.....	+31	-17	+26	20	6,184	+26	-5	20	7,461	121	125	105
Pacific.....	+75	-3	+7	4	1,195	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	+25	-28	+23	31	1,519	+14	+1	23	2,789	241	256	173
Middle Atlantic.....	+35	-27	+26	5	284	c	c	c	c	c	c	c
East North Central.....	+17	-25	+19	6	263	-5	-11	4	657	304	365	275
South Atlantic.....	+36	-21	+29	8	518	+29	+9	7	901	185	197	135
Pacific.....	+8	-31	+12	6	179	+24	+14	6	464	259	225	156
Surgical, medical, equipment, supplies...	+45	0	+19	31	4,334	+15	+3	27	4,189	103	131	100
Middle Atlantic.....	+49	+5	+25	6	795	-5	-10	4	533	81	141	95
East North Central.....	+56	0	+26	5	1,839	+22	+7	5	1,586	86	110	80
South Atlantic.....	+29	-2	+11	7	615	+45	+8	6	771	130	115	119
West South Central.....	+27	0	+19	4	447	-4	-6	4	378	85	111	90
Beer.....	-2	-22	+2	44	1,841	+20	-6	38	868	52	42	43
Middle Atlantic.....	-23	-33	-7	9	424	+12	-19	8	120	29	20	24
East North Central.....	0	-22	+7	14	527	+15	+5	13	224	44	39	33
West North Central.....	+1	-17	+3	5	129	+41	-20	4	48	69	47	74
South Atlantic.....	+9	-13	-1	6	384	+15	-2	5	237	71	67	63
Pacific.....	+19	-15	+7	5	327	+50	-9	4	196	69	51	65
Chemicals, industrial.....	+77	+2	+38	14	3,035	+6	-1	9	1,232	47	85	49
Clothing and furnishings (except shoes)...	+3	-12	+2	23	4,193	+13	-7	15	3,038	100	98	99
Coal.....	+44	+10	+9	19	4,380	-13	+4	16	5,516	145	246	154
Confectionery.....	+5	+2	0	41	1,352	+3	+5	24	768	85	88	83
Middle Atlantic.....	+2	+9	-2	7	318	+2	-5	4	86	51	48	57
East North Central.....	+5	-1	-3	4	97	c	c	c	c	c	c	c
South Atlantic.....	+5	-4	+6	12	275	+8	+8	7	219	120	112	101
South Central.....	+6	+10	-1	10	330	-4	+5	5	186	93	118	116
Dairy and poultry products.....	+8	-7	+5	24	5,681	+29	+12	15	2,993	64	55	54
Drugs and sundries (liquor excluded).....	+8	+3	+7	198	57,029	+11	+4	152	77,346	174	168	173
New England.....	+8	+6	+6	14	2,774	+8	+4	11	3,509	162	163	162
Middle Atlantic.....	+2	+5	+5	25	10,000	+5	+2	17	9,648	158	147	166
East North Central.....	+10	+5	+7	29	9,819	+17	+8	22	11,472	151	142	147
West North Central.....	+8	+4	+7	20	6,432	+7	+4	18	9,171	160	162	161
South Atlantic.....	+11	+2	+10	32	6,883	+10	+4	23	8,629	177	179	177
East South Central.....	+4	+2	+6	18	3,714	+11	+4	14	5,766	188	178	186
West South Central.....	+12	+3	+10	28	7,960	+19	+5	23	13,976	208	197	207
Mountain.....	+6	-2	+8	12	1,881	+11	+4	9	3,198	218	205	209
Pacific.....	+12	-4	+6	20	7,566	+6	+3	15	11,977	181	179	169
Dry goods.....	+11	-14	+11	168	55,155	+10	-4	135	69,313	145	144	131
New England.....	+6	-16	+9	7	903	-6	+3	7	646	72	81	59
Middle Atlantic.....	+18	-12	+20	43	9,521	+10	-3	31	9,497	135	144	123
East North Central.....	+6	-8	+8	18	6,792	-1	-4	18	7,584	112	120	108
West North Central.....	+8	-15	+7	19	19,395	-23	-8	18	31,422	162	143	150
South Atlantic.....	+1	-8	0	23	5,128	-2	-3	16	6,053	134	138	126
East South Central.....	+12	-19	+16	16	2,494	+21	0	10	2,868	152	141	121
West South Central.....	-1	-16	+2	14	3,706	+27	+6	14	5,032	136	106	108
Mountain.....	+18	-20	+11	5	589	+28	+1	5	1,253	213	196	168
Pacific.....	+30	-18	+26	23	6,627	-29	-1	16	4,958	163	320	129
Farm supplies.....	+6	-7	-2	19	2,590	-3	+3	8	739	94	88	95
Fresh fruits and vegetables.....	-9	-18	-11	64	3,860	+4	+5	37	650	27	23	21
New England.....	+1	-24	-13	9	358	+65	-18	7	28	16	10	15
Middle Atlantic.....	-14	-23	-3	18	1,219	+27	+25	8	188	35	26	22
East North Central.....	+7	-22	+5	15	714	-9	+1	8	126	28	31	21
South Atlantic.....	-17	+20	+15	7	300	-30	+31	5	42	20	22	19
East South Central.....	+16	+14	+2	6	324	c	c	c	c	c	c	c
Pacific.....	-5	-13	-4	4	659	c	c	c	c	c	c	c

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION SEPTEMBER 1950

(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 1950 panel		Percent change		September 1950 panel		Sept. 1950	Sept. 1949	Aug. 1950
	Sept. 1950 from Sept. 1949	Sept. 1950 from August 1950	9 mos. from Sept. 1949b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1950 from Sept. 1949	Sept. 1950 from August 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	+5	-11	+8	831	\$129,850	+14	+9	643	\$142,324	142	131	117
Non-affiliated full-line wholesalers ..	+2	-8	+5	550	57,684	+13	+5	447	65,820	137	124	121
New England.....	+9	-7	+7	6	1,546	c	c	c	c	c	c	c
Middle Atlantic.....	+3	-17	+5	22	2,332	+9	+5	12	2,402	147	140	119
East North Central.....	+12	-2	+12	138	14,159	+15	+6	118	16,186	128	126	120
West North Central.....	-7	-11	+2	60	6,125	+12	+8	51	7,761	146	120	120
South Atlantic.....	+5	-8	+2	62	6,858	+14	+9	37	6,012	129	123	109
East South Central.....	-2	-7	+4	39	4,185	+15	+3	31	4,247	126	105	114
West South Central.....	0	-7	+3	112	12,667	+11	+6	89	14,588	148	132	133
Mountain.....	-6	-9	-5	22	2,149	+11	+6	20	2,784	134	113	115
Pacific.....	-3	-15	+2	89	7,663	+9	-2	86	9,653	132	119	115
Voluntary-group wholesalers.....	+8	-13	+10	166	48,983	+15	+16	122	54,151	146	138	110
New England.....	+5	-27	+10	9	2,537	+8	0	4	707	124	108	97
Middle Atlantic.....	+1	-20	+11	45	13,838	+13	+21	30	16,046	157	140	101
East North Central.....	+1	-9	+7	39	8,160	+16	+12	32	8,485	142	124	118
West North Central.....	+29	-4	+13	32	12,524	+22	+21	32	17,952	143	152	114
South Atlantic.....	+1	-17	+10	12	2,477	+19	+6	7	1,893	121	99	92
Pacific.....	+4	-13	+11	16	5,067	0	+12	4	2,101	107	114	87
Retailer-cooperative warehouses.....	+4	-4	+11	22	8,731	+16	+8	15	5,864	142	127	119
Specialty lines wholesalers.....	+8	-18	+13	93	14,452	+17	+2	59	16,489	151	137	120
New England.....	0	-18	0	5	75	c	c	c	c	c	c	c
Middle Atlantic.....	+6	-27	+17	20	3,619	+21	-5	12	3,778	124	110	93
East North Central.....	+6	+20	+13	10	825	+20	-2	4	190	66	61	67
South Atlantic.....	+4	-5	+10	24	2,047	+13	+6	16	1,945	120	109	107
East South Central.....	+12	+9	+17	6	588	c	0	0	c	c	c	c
West South Central.....	+4	-40	+6	5	353	c	0	0	c	c	c	c
Pacific.....	+11	-20	+13	17	6,475	+15	+1	13	9,318	189	176	147
Leather and shoe findings.....	+6	-16	+8	31	617	+11	0	15	1,162	350	315	302
Middle Atlantic.....	-7	-4	+4	8	65	c	c	c	c	c	c	c
East North Central.....	+19	+4	+8	6	126	c	c	c	c	c	c	c
West North Central.....	-1	-9	+17	5	84	c	c	c	c	c	c	c
Pacific.....	+10	-26	+9	6	258	c	c	c	c	c	c	c
Meats and meat products.....	+9	+1	+2	39	23,605	+36	-7	33	7,730	42	34	45
Middle Atlantic.....	+18	-7	+4	11	4,341	+32	-2	11	1,937	45	87	43
East North Central.....	+5	0	-2	13	9,714	+41	-10	12	3,873	42	32	47
Pacific.....	+15	+1	+8	5	4,225	+48	+5	4	740	36	68	31
Paper and its products.....	+24	-4	+12	62	10,191	+6	-3	37	6,638	106	120	103
New England.....	+23	-4	+7	4	184	c	c	c	c	c	c	c
Middle Atlantic.....	+28	-1	+19	17	2,378	+19	-6	10	1,159	80	83	90
East North Central.....	+31	-1	+15	20	4,685	+1	0	13	2,656	89	113	83
West North Central.....	+13	-20	+10	4	333	c	c	c	c	c	c	c
South Atlantic.....	+20	-13	+13	7	825	c	c	c	c	c	c	c
Pacific.....	0	-7	-7	5	1,187	+13	-2	4	1,432	149	128	142
Petroleum.....	+9	-6	+6	26	4,472	+14	-8	26	3,974	89	85	91
Shoes and other footwear.....	+15	-3	+7	29	34,472	+14	-7	22	12,416	72	74	63
Tobacco products.....	-2	-10	-1	284	39,615	-1	-4	169	15,628	61	59	56
New England.....	+9	-8	+1	26	3,234	+9	+2	16	820	56	53	51
Middle Atlantic.....	+1	-8	-1	56	13,809	-10	-12	36	6,064	58	66	61
East North Central.....	-18	-24	-3	68	6,526	-4	+1	40	2,781	59	62	55
West North Central.....	+3	-1	-4	40	5,157	+19	+2	28	2,354	59	52	59
South Atlantic.....	-2	-8	-2	20	3,794	+4	+1	16	1,702	53	49	48
East South Central.....	+17	-8	+5	9	1,162	+19	+9	4	526	59	61	48
West South Central.....	+4	-5	+4	25	2,193	-2	+2	9	404	38	39	34
Mountain.....	+6	-8	+8	17	1,199	+5	+2	8	369	83	73	71
Pacific.....	-12	-12	-3	23	2,541	+21	+16	12	608	65	53	49
Wines and spirits ^e	+17	-22	+16	281	72,727	+40	+12	236	113,827	194	161	133
New England.....	-3	-38	+14	23	3,535	+80	+39	20	6,295	204	108	94
Middle Atlantic.....	+44	-17	+22	41	22,464	+39	+4	37	29,240	175	169	140
East North Central.....	+20	-15	+17	43	10,144	+27	+9	35	12,785	161	165	129
West North Central.....	+8	-16	+14	31	7,380	+27	+12	26	11,247	197	175	128
South Atlantic.....	+11	-27	+9	43	8,690	+32	+6	39	14,418	181	149	130
East South Central.....	-15	-11	-3	16	2,366	+24	+7	13	3,623	186	141	153
West South Central.....	+16	-18	+10	35	7,879	+44	+19	30	16,567	226	180	153
Mountain.....	+18	-19	+23	11	1,842	+33	+15	10	2,382	144	132	100
Pacific.....	-2	-38	+20	38	8,427	+62	+18	26	17,270	276	165	137
Miscellaneous.....	+17	-1	+14	39	7,178	-6	-2	27	5,428	112	138	108

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

OCTOBER 1950

FOR RELEASE
DECEMBER 5, 1950

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 3,974 wholesale establishments in various lines of business.

SALES

October sales of wholesalers registered a slight increase (1%) above the level prevailing during September. Compared with October of last year, however, sales showed a substantial increase amounting to 23 percent. Cumulative sales for the first ten months of 1950 were 14 percent higher than during the corresponding period of last year.

Regionally, there was little variation from the national seasonal pattern, with the largest increase above the previous month, 6 percent, reported by the Middle Atlantic division. All areas reported increases above October of last year, ranging from 15 percent in the West South Central division to 30 percent in the East South Central area.

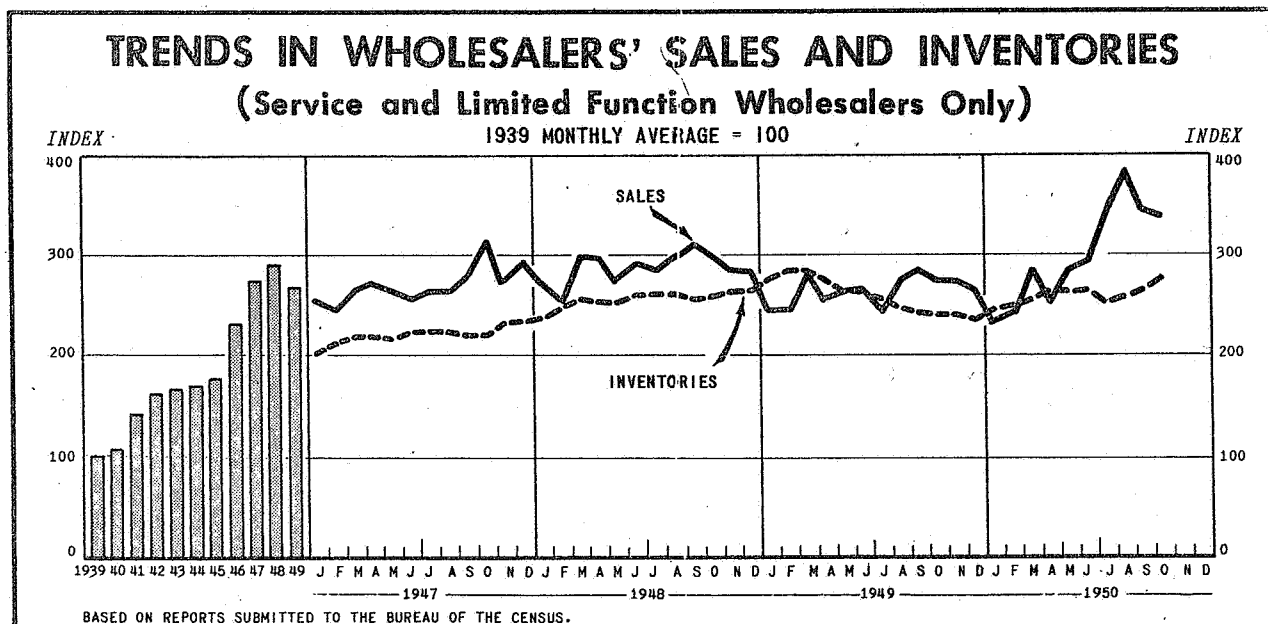
All trades, with the exception of farm supplies, reported sales at a level higher than a year ago; however, only seventeen showed increases over September. The largest increases over October 1949 were reported in metals and surgical, medical equipment and supplies with advances of 79 and 62 percent respectively. Only three trades, fresh fruits and vegetables, farm supplies and tobacco, with declines of 9, 2 and 1 percent respectively, reported sales during the first ten months of 1950 below the comparable period of 1949.

INVENTORIES

Stocks in the hands of wholesalers at the end of October increased 7 percent above the September 30 stock level and were 15 percent over the dollar value of inventories on October 31 of last year. All geographic regions followed the national pattern with increases in the stock level over both periods. According to reports of 3,054 establishments reporting inventories in conjunction with sales, the October stock-sales ratio of 128 was 6 points above the previous month but 11 points below October 31, 1949.

RETAIL TRADE

According to this Bureau's Monthly Retail Trade Report, October sales of independent retail stores declined 3 percent below September, but were 9 percent higher than October of last year. Cumulative sales for the first ten months of this year were 10 percent above the same period of 1949.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION OCTOBER 1950

(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 1950 panel			Percent change		October 1950 panel		Oct. 1950	Oct. 1949	Sept. 1950
	Oct. 1950 from Oct. 1949	Oct. 1950 from Sept. 1950	10 mos. from 10 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1950 from Oct. 1949	Oct. 1950 from Sept. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States, total.....	+23	+1	+14	3,974	\$818,284	+15	+7	3,054	\$843,630	128	139	122
New England.....	+24	+1	+16	229	34,506	+13	+8	171	30,831	121	132	108
Middle Atlantic.....	+25	+6	+16	749	167,571	+16	+6	527	142,225	111	121	112
East North Central.....	+30	+4	+16	798	157,168	+17	+7	632	150,660	112	126	109
West North Central.....	+15	-2	+9	442	108,093	+15	+5	366	133,572	146	148	137
South Atlantic.....	+28	+1	+15	484	85,780	+17	+8	361	89,093	125	138	116
East South Central.....	+20	-4	+12	203	34,148	+20	+9	151	38,248	137	140	121
West South Central.....	+17	-4	+9	374	64,106	+11	+5	292	84,159	158	167	146
Mountain.....	+23	-2	+16	163	26,292	+12	+7	127	30,319	137	151	125
Pacific.....	+22	+2	+17	482	108,939	+11	+11	378	119,723	140	154	129
Automotive supplies.....	+27	+4	+16	233	19,419	+7	+6	181	18,141	194	231	194
New England.....	+40	+7	+12	8	643	c	c	c	c	c	c	c
Middle Atlantic.....	+25	+10	+9	40	1,472	+11	+6	36	2,343	185	204	192
East North Central.....	+34	+10	+16	54	3,877	+20	+3	43	4,285	189	195	199
West North Central.....	+24	0	+15	41	5,603	-4	+7	33	4,773	179	245	169
South Atlantic.....	+37	+5	+29	17	2,772	+16	+5	10	1,044	251	234	239
South Central.....	+16	-3	+21	13	2,505	+14	-1	8	1,090	171	213	181
Mountain.....	-4	-2	+10	15	799	+4	+52	7	947	253	241	169
Pacific.....	+38	+14	+9	45	1,748	+2	+5	41	3,239	210	291	232
Electrical group, total.....	+42	+1	+25	627	164,724	+12	+10	562	133,123	88	112	80
Full-line wholesalers.....	+40	0	+22	410	124,298	+9	+10	402	109,798	90	114	81
New England.....	+34	-3	+29	31	7,049	+3	+8	31	5,912	84	109	75
Middle Atlantic.....	+50	+8	+25	61	20,455	+17	+6	58	16,389	83	106	84
East North Central.....	+48	+6	+26	82	28,120	+14	+10	81	23,803	85	111	82
West North Central.....	+29	+2	+5	40	12,027	+4	+9	40	10,119	84	105	78
South Atlantic.....	+45	-10	+27	59	16,207	+18	+11	57	15,548	100	122	80
East South Central.....	+42	+2	+19	24	5,384	+16	+14	23	4,499	86	105	77
West South Central.....	+34	-8	+14	46	11,218	+5	+9	46	12,565	112	143	94
Mountain.....	+30	-10	+21	19	4,548	-4	+17	19	4,385	96	131	74
Pacific.....	+28	-2	+24	48	19,290	0	+14	47	16,578	87	111	75
Wiring supplies; construction materials distributors.....	+48	+6	+18	120	9,339	+20	+6	84	6,990	102	128	102
New England.....	+56	+5	+22	13	704	0	0	5	234	103	158	104
Middle Atlantic.....	+31	+12	+11	34	1,447	+11	+5	22	1,407	123	149	129
East North Central.....	+58	+9	+26	27	2,636	+13	+4	21	2,003	110	150	117
West North Central.....	+23	-4	+10	8	1,073	+35	0	6	667	113	96	105
South Atlantic.....	+79	+10	+23	16	2,080	+20	+12	12	1,295	67	105	68
South Central.....	+29	-5	+7	10	853	+36	+8	8	898	127	113	106
Mountain.....	+10	-3	+18	4	178	c	c	c	c	c	c	c
Pacific.....	+64	-3	+35	8	368	+45	+18	7	424	117	134	96
Appliances and specialties wholesalers	+53	+2	+43	97	31,087	+29	+11	76	16,335	72	92	67
New England.....	+88	-3	+67	12	1,831	+41	+11	10	1,049	70	99	61
Middle Atlantic.....	+49	+6	+39	20	12,935	+47	+15	11	3,519	57	72	55
East North Central.....	+94	+10	+71	14	3,341	+65	+17	9	1,741	61	74	57
West North Central.....	+37	+15	+28	11	1,878	+32	+3	10	2,865	155	162	173
South Atlantic.....	+39	+3	+39	16	4,619	+7	+14	15	2,536	65	84	58
South Central.....	+44	-14	+21	11	2,165	+38	+12	9	2,245	106	111	81
Mountain.....	+79	+7	+57	5	849	+9	+2	5	831	98	162	103
Pacific.....	+50	-9	+59	8	3,469	0	+13	7	1,549	46	71	37
Furniture and house furnishings.....	+48	+10	+33	83	20,958	+11	+1	66	17,969	97	134	105
New England.....	+46	-7	+31	4	1,038	c	c	c	c	c	c	c
Middle Atlantic.....	+39	+27	+30	17	4,300	+18	-2	13	2,956	92	108	117
East North Central.....	+79	+14	+52	8	3,276	-10	0	6	2,321	79	163	90
West North Central.....	+68	+4	+37	12	3,316	+15	-1	12	3,544	107	156	112
South Atlantic.....	-9	+7	+2	9	756	c	c	c	c	c	c	c
West South Central.....	+61	+7	+39	12	2,211	c	c	c	c	c	c	c
Mountain.....	+54	+2	+46	6	1,179	+50	+6	5	1,386	136	147	135
Pacific.....	+39	+10	+29	12	4,553	+13	+5	10	3,796	88	107	92
Hardware.....	+33	+1	+20	141	63,327	+11	+7	116	84,242	157	191	149
Middle Atlantic.....	+38	+9	+21	34	10,538	+27	+5	29	11,833	125	137	131
East North Central.....	+51	+7	+26	20	12,635	+10	+1	19	14,659	120	167	128
West North Central.....	+24	+3	+12	17	13,971	+6	+1	16	19,606	165	200	169
South Atlantic.....	+35	-1	+20	22	5,997	+12	+12	19	10,324	187	226	163
East South Central.....	+23	-5	+22	12	4,305	+24	+16	10	6,645	175	177	144
West South Central.....	+17	-7	+17	13	4,656	+8	+8	7	5,235	206	216	179
Mountain.....	+39	-2	+19	7	2,673	0	-2	4	2,154	190	258	187
Pacific.....	+31	-6	+23	13	8,280	+5	+22	10	13,215	191	242	145
Industrial supplies.....	+66	+9	+19	88	14,374	+6	+3	65	16,435	141	218	151
New England.....	+46	+12	+25	8	644	-11	-3	7	1,224	216	350	246
Middle Atlantic.....	+57	+8	+5	18	1,565	+23	+7	12	1,534	144	187	142
East North Central.....	+92	+24	+23	8	1,140	+10	0	6	549	126	186	128
West North Central.....	+30	+4	+12	8	1,028	+7	+1	7	1,419	146	179	159
South Atlantic.....	+66	+17	+14	8	682	+1	+7	7	825	125	201	135
South Central.....	+58	-1	+13	29	5,500	+9	+3	20	7,364	166	229	163
Pacific.....	+97	+25	+42	9	3,815	-1	+4	6	3,520	100	206	123
Jewelry.....	+27	+12	+11	141	9,553	+2	+4	78	11,633	173	204	179
New England.....	+22	+2	+9	5	451	c	c	c	c	c	c	c
Middle Atlantic.....	+50	+24	+22	45	2,515	-7	-1	17	1,975	156	215	177
East North Central.....	+24	+13	+8	34	2,316	+15	+4	20	2,841	157	158	158
West North Central.....	+18	+4	+3	14	1,267	-2	+5	11	1,884	183	222	173
South Atlantic.....	+11	+1	+8	6	356	c	c	c	c	c	c	c
South Central.....	+33	+8	+11	6	365	-6	+13	5	950	269	383	257
Pacific.....	+17	+7	+8	28	2,268	+4	+4	19	3,556	190	212	190

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION OCTOBER 1950

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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 1950 panel		Percent change		October 1950 panel				
	Oct. 1950 from Oct. 1949	Oct. 1950 from Sept. 1950	10 mos. from 10 mos. 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1950 from Oct. 1949	Oct. 1950 from Sept. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
										Oct. 1950	Oct. 1949	Sept. 1950
Lumber and building materials.....	+38	-1	+34	70	\$14,764	+33	+7	49	\$9,560	93	95	89
Middle Atlantic.....	+24	+20	+16	17	3,444	-7	+7	9	891	39	49	46
East North Central.....	+29	0	+29	9	1,244	-3	+11	6	705	95	111	89
West North Central.....	+32	-1	+39	5	977	c	c	c	c	c	c	c
South Atlantic.....	+46	-12	+57	7	1,530	+31	+16	5	284	56	59	50
Mountain.....	+60	-4	+26	5	2,153	+45	+4	5	2,039	95	104	87
Pacific.....	+45	-5	+44	9	1,740	+61	+14	7	2,013	141	135	112
Machinery equipment, supplies (except electrical).....	+50	+9	+10	43	6,857	+8	+1	28	8,154	149	209	165
New England.....	+43	+18	+19	4	472	c	c	c	c	c	c	c
Middle Atlantic.....	+91	+17	+12	8	1,409	+37	+3	4	1,227	136	210	162
East North Central.....	+68	+5	+29	9	1,134	+21	0	6	1,245	123	177	134
South Atlantic.....	+49	+13	-2	6	1,145	-7	+2	4	1,539	161	278	177
West South Central.....	+42	+27	+4	5	937	+8	-2	4	1,662	196	254	267
Pacific.....	+57	-19	+29	6	489	c	c	c	c	c	c	c
Metals.....	+79	+12	+45	35	12,729	+3	-2	32	10,753	86	150	98
Paints and varnishes.....	+27	+10	+11	51	7,664	+11	-4	45	15,332	204	234	234
Plumbing and heating supplies.....	+34	+6	+21	83	14,359	+31	+6	61	14,343	117	120	118
New England.....	+16	-5	+35	7	464	c	c	c	c	c	c	c
Middle Atlantic.....	+20	+3	+19	18	1,533	+13	+3	10	1,075	104	112	100
East North Central.....	+21	+6	+17	14	1,899	+15	+6	12	2,131	126	133	128
West North Central.....	+24	-3	+17	11	1,711	+26	+3	9	1,547	96	95	91
South Atlantic.....	+47	+9	+27	19	6,164	+37	+7	19	7,035	114	123	116
Refrigeration equipment, parts (commercial).....	+29	-9	+23	24	1,031	+33	+5	15	1,564	228	226	198
Middle Atlantic.....	+29	-11	+26	5	252	c	c	c	c	c	c	c
South Atlantic.....	+24	-8	+28	7	456	+49	+6	5	832	203	173	175
Pacific.....	+37	+8	+13	4	118	+15	+4	4	331	280	336	291
Surgical, medical, equipment, supplies..	+62	+19	+23	28	4,986	+12	+6	24	4,228	90	134	102
Beer.....	+11	+1	+3	43	1,886	+18	-3	39	849	49	45	51
Middle Atlantic.....	-8	+6	-7	9	449	+24	-10	8	108	24	18	29
East North Central.....	+7	0	+7	13	505	+11	-8	13	206	41	39	44
West North Central.....	+13	-1	+6	5	128	+49	+8	4	52	87	56	69
South Atlantic.....	+32	+5	+1	6	404	+13	-6	5	223	64	70	71
Pacific.....	+32	-10	+10	5	295	+29	-2	4	193	78	71	69
Chemicals, industrial.....	+42	-3	+38	14	2,082	+5	+1	9	1,157	78	108	71
Clothing and furnishings (except shoes).	+27	-4	+3	19	2,085	+12	-7	11	1,383	92	105	104
Coal.....	+65	+3	+13	19	4,120	+29	+15	15	4,533	131	185	118
Confectionery.....	+9	+4	+1	41	1,354	+2	+5	25	828	94	98	90
Middle Atlantic.....	+16	+1	0	8	349	+4	+14	4	123	66	68	55
East North Central.....	+9	-5	-3	5	97	+18	+18	4	84	120	118	99
South Atlantic.....	+13	+7	+6	12	295	+12	+8	7	236	120	116	120
East South Central.....	+5	+31	-4	7	176	+16	-4	4	43	84	88	105
Dairy and poultry products.....	+15	+8	+5	22	3,240	+26	-8	13	1,066	43	39	51
Drugs and sundries (liquor excluded)....	+17	+3	+8	175	51,546	+12	+9	136	72,076	180	187	169
New England.....	+13	-1	+6	13	2,808	+13	+11	11	4,097	183	183	164
Middle Atlantic.....	+15	+6	+6	27	10,946	+10	+16	19	11,343	167	174	153
East North Central.....	+21	+4	+8	25	9,326	+19	+9	19	11,476	158	162	152
West North Central.....	+15	-2	+8	18	5,869	+12	+10	16	9,129	177	184	157
South Atlantic.....	+19	+2	+11	30	6,658	+14	+9	22	9,298	190	200	178
East South Central.....	+15	+3	+7	16	3,610	+12	+3	12	5,520	187	200	178
West South Central.....	+18	+1	+11	22	5,509	+7	+3	18	9,423	208	230	187
Mountain.....	+21	+3	+9	9	1,557	+15	+8	6	2,407	214	220	202
Pacific.....	+12	+4	+6	15	5,263	+12	+9	13	9,383	180	180	172
Dry goods.....	+14	-9	+11	173	49,975	+13	+3	133	69,280	164	161	143
New England.....	+8	-4	+9	8	988	+4	+7	8	848	86	89	77
Middle Atlantic.....	+30	-3	+21	45	8,812	+7	+1	28	8,783	148	180	136
East North Central.....	+9	-7	+8	17	6,065	+8	+4	17	7,308	120	121	108
West North Central.....	+9	-14	+7	18	16,012	+23	+1	16	29,588	186	165	158
South Atlantic.....	+13	-2	+1	24	5,253	+2	-1	17	6,209	136	147	132
East South Central.....	+19	-12	+16	16	2,083	+14	-5	10	2,657	175	176	159
West South Central.....	-10	-23	0	14	3,156	+41	+14	14	6,286	199	126	135
Mountain.....	+18	+1	+12	5	594	+31	-1	5	1,236	208	186	213
Pacific.....	+25	0	+26	26	7,012	-14	+15	18	6,365	180	256	163
Farm supplies.....	-8	-6	-2	20	3,016	-9	+1	9	777	53	59	54
Fresh fruits and vegetables.....	+2	+3	-9	67	4,909	-14	0	42	679	24	26	23
New England.....	+5	-2	-12	9	350	+43	+43	8	40	16	12	11
Middle Atlantic.....	+19	+17	-2	15	1,150	+3	+6	8	37	9	9	10
East North Central.....	+10	+6	+6	16	1,256	-7	+10	8	139	36	38	28
West North Central.....	-20	-17	-5	7	550	-15	+20	7	232	42	40	29
South Atlantic.....	-13	+6	-15	7	327	-32	+10	4	45	21	25	20
East South Central.....	+12	-4	+3	5	299	c	c	c	c	c	c	c
Pacific.....	-10	-2	-4	5	638	c	c	c	c	c	c	c

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WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION OCTOBER 1950

(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)				Stocks sales ^a ratios		
	Percent change			October 1950 panel		Percent change		October 1950 panel				
	Oct. 1950 from Oct. 1949	Oct. 1950 from Sept. 1950	10 mos from 10 mos 1949 ^b	Number of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1950 from Oct. 1949	Oct. 1950 from Sept. 1950	Number of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1950	Oct. 1949	Sept. 1950
	Oct. 1949	Sept. 1950	10 mos 1949 ^b			Oct. 1949	Sept. 1950					
Groceries, total.....	+6	-3	+8	814	\$111,997	+18	+10	631	\$130,458	154	139	138
Non-affiliated full-line wholesalers ^d	+2	-6	+4	555	53,470	+17	+11	448	70,104	160	140	136
New England.....	+2	-7	+7	6	883	c	c	c	c	c	c	c
Middle Atlantic.....	-1	-8	+5	19	1,869	+12	+2	10	2,097	172	157	156
East North Central.....	+5	-10	+12	145	13,308	+20	+14	126	19,288	161	143	126
West North Central.....	0	-4	+2	60	5,842	+13	+8	49	8,090	168	147	148
South Atlantic.....	+7	-2	+3	65	6,852	+24	+8	37	6,538	147	127	130
East South Central.....	+4	-4	+4	41	4,220	+18	+14	32	4,909	151	133	126
West South Central.....	-1	-7	+3	111	11,681	+10	+8	88	15,246	168	150	146
Mountain.....	+8	+1	-4	21	2,020	+32	+15	19	2,972	153	125	134
Pacific.....	+1	0	+2	87	6,795	+19	+15	84	9,719	151	127	132
Voluntary-group wholesalers.....	+10	+1	+10	148	39,781	+19	+11	111	45,986	158	146	144
New England.....	+6	+4	+10	6	2,418	+32	+4	4	1,278	152	129	150
Middle Atlantic.....	+8	+3	+11	38	10,103	+20	+19	25	14,158	190	170	167
East North Central.....	+11	-2	+7	38	7,837	+26	+11	33	9,887	163	144	144
West North Central.....	+15	+4	+13	25	7,022	+25	+6	25	8,846	126	116	124
South Atlantic.....	+9	0	+10	12	2,470	+24	+3	7	1,948	125	107	121
Pacific.....	+16	-1	+12	16	4,992	+12	+23	4	2,582	127	135	107
Retailer-cooperative warehouses.....	+8	-2	+10	22	8,577	+13	+8	16	6,519	139	131	138
Specialty lines wholesalers.....	+4	0	+13	89	10,169	+16	-4	56	7,849	115	104	123
New England.....	+10	-1	-2	5	74	c	c	c	c	c	c	c
Middle Atlantic.....	+5	+8	+15	22	4,006	+27	-6	13	3,601	109	87	124
East North Central.....	-10	-15	+10	10	703	+20	+12	5	213	66	59	61
South Atlantic.....	+2	-3	+10	23	1,934	0	+2	15	1,900	124	127	120
East South Central.....	+23	+5	+18	6	617	c	c	c	c	c	c	c
West South Central.....	-8	-3	+4	5	343	c	c	c	c	c	c	c
Pacific.....	+6	-4	+13	13	2,156	+38	+1	10	1,139	159	132	161
Leather and shoe findings.....	+10	-7	+9	28	529	+10	+2	13	1,036	354	360	348
Middle Atlantic.....	+9	0	+5	7	61	c	c	c	c	c	c	c
East North Central.....	-11	-24	+6	5	68	c	c	c	c	c	c	c
West North Central.....	+19	+10	+17	4	80	c	c	c	c	c	c	c
Pacific.....	+16	-10	+9	6	232	c	c	c	c	c	c	c
Meats and meat products.....	+9	-10	+2	39	20,770	+47	+4	33	7,745	47	35	41
Middle Atlantic.....	+6	-3	+4	9	3,595	+26	-2	9	1,518	42	36	42
East North Central.....	+9	-12	-1	13	8,555	+65	+9	12	4,280	53	35	43
South Atlantic.....	+15	+12	-5	4	445	c	c	c	c	c	c	c
Pacific.....	+12	-10	+8	5	3,787	+36	-3	4	715	34	30	36
Paper and its products.....	+35	+10	+14	62	10,767	+6	+1	37	6,436	96	124	108
New England.....	+18	+1	+8	5	299	-4	+2	4	340	201	242	188
Middle Atlantic.....	+55	+20	+23	18	3,087	+24	+1	11	1,182	62	79	78
East North Central.....	+38	+15	+17	18	4,660	-7	-4	11	2,112	75	115	93
West North Central.....	+20	+2	+11	4	339	c	c	c	c	c	c	c
South Atlantic.....	+20	+3	+14	8	886	c	c	c	c	c	c	c
West South Central.....	+17	-10	+13	4	373	c	c	c	c	c	c	c
Pacific.....	+12	-9	-7	5	1,123	+18	+6	5	1,900	169	160	145
Petroleum.....	+30	+7	+9	29	5,192	+13	+9	28	4,618	89	103	87
Shoes and other footwear.....	+19	-21	+8	35	26,961	+11	+1	28	11,883	83	94	71
Tobacco products.....	+3	-2	-1	274	38,531	+6	+8	163	15,869	65	63	58
New England.....	+5	0	+1	25	3,156	+7	+4	14	672	56	56	53
Middle Atlantic.....	+2	-5	0	56	13,245	+3	+16	37	7,221	73	72	58
East North Central.....	+4	-1	-2	57	6,134	+16	+4	31	2,028	65	56	62
West North Central.....	+5	-3	-3	39	4,718	+6	+2	28	2,205	63	62	59
South Atlantic.....	+2	+1	-2	21	3,990	+11	+2	17	1,837	53	49	53
East South Central.....	+21	-3	+23	8	1,073	+9	+3	4	355	71	75	69
West South Central.....	+6	0	+4	29	2,655	+5	+1	14	818	59	56	57
Mountain.....	+8	-3	+8	18	1,174	-2	+1	8	346	82	81	84
Pacific.....	-3	+3	-3	21	2,386	-3	-5	10	387	51	56	58
Wines and spirits ^e	+11	+9	+16	228	67,454	+28	+6	185	98,699	184	158	186
New England.....	+25	+16	+15	17	3,710	+51	+16	14	3,994	199	125	145
Middle Atlantic.....	+15	+10	+21	37	23,494	+23	+2	34	30,816	157	147	170
East North Central.....	+8	-6	+17	37	6,924	+29	+11	27	10,002	185	159	158
West North Central.....	-3	-3	+13	32	7,002	+23	+5	25	10,652	200	165	188
South Atlantic.....	+21	+24	+10	33	7,776	+32	+15	31	12,862	172	157	186
East South Central.....	+3	+1	-2	14	2,635	+17	+13	11	4,047	182	160	166
West South Central.....	+18	+9	+10	26	5,755	+19	-2	22	10,864	202	203	234
Mountain.....	+7	-2	+23	7	1,262	+19	-6	6	1,492	138	120	145
Pacific.....	+4	+26	+18	25	8,896	+49	+13	15	13,970	275	168	277
Miscellaneous.....	+34	-3	+15	40	6,895	-5	-1	27	5,381	113	160	112

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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., Texas)

Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

NOVEMBER 1950

FOR RELEASE
JANUARY 5, 1951

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,093 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales in November declined seasonally 3 percent below the previous month but indicated a gain of 16 percent above November a year ago. Cumulative sales for the first eleven months of 1950 were 14 percent above the corresponding period of 1949.

Regionally, declines of 2 to 7 percent below October levels were experienced in all geographic divisions, except the New England and West South Central regions which indicated slight gains. All areas, however, reported increased sales over November 1949, ranging from 8 percent for the West North Central region to 25 percent for New England.

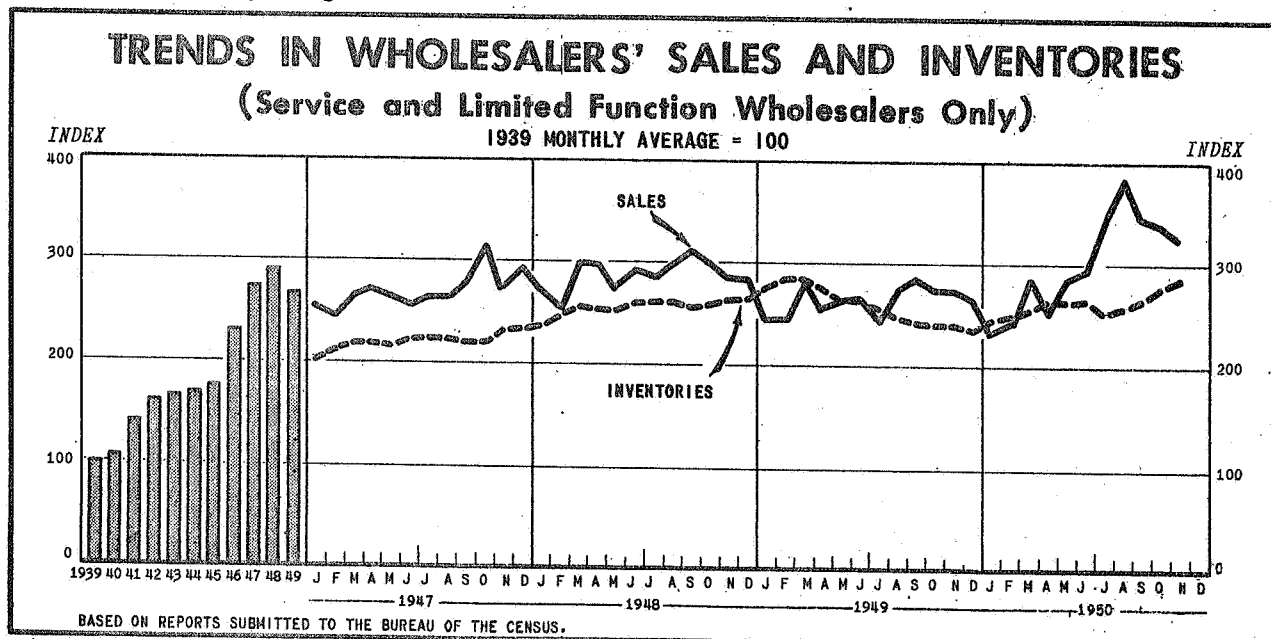
Most trades reported seasonal declines below the previous month's sales levels, with the largest drop (26%) registered by clothing and furnishings. Compared with a year ago, however, moderate to substantial gains were indicated by all trades, except clothing and furnishings (no change), coal (-7%), fresh fruits and vegetables (-11%), and grocery specialty lines (-12%). Sales for the first eleven months of 1950 were ahead of the comparable period of last year for all but three trades - tobacco (no change), farm supplies (-2%), and fresh fruits and vegetables (-10%).

INVENTORIES

Wholesalers' inventories at the end of November rose 4 percent above the October 31 stock level and 18 percent over the dollar value of stocks on hand November 1949. All regions followed the national trend with increases over both periods, except the West South Central division which indicated a slight (1%) decline below the previous month's stock level. According to the reports of 3,112 establishments submitting inventories in conjunction with sales, the November stock-sales ratio of 143 was 10 points higher than the previous month but the same as was reported November 1949.

RETAIL

November sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were at the same level as the previous month and 6 percent more than November 1949. Cumulative sales for the first eleven months of 1950 were 10 percent above the same period a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALE'S SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION NOVEMBER 1950

(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 1950 panel			Percent change		November 1950 panel		Nov. 1950	Nov. 1949	Oct. 1950
	Nov. 1950 from Nov. 1949	Nov. 1950 from Oct. 1950	11 mos. from 11 mos. 1949	No. of establishments reporting	Reported dollar values (add 000)	Nov. 1950 from Nov. 1949	Nov. 1950 from Oct. 1950	No. of establishments reporting	Reported dollar values (add 000)			
United States, total.....	+16	-3	+14	4,093	\$322,078	+18	+4	3,112	\$99,799	143	143	133
New England.....	+25	+2	+17	233	38,539	+21	+3	172	33,517	116	125	118
Middle Atlantic.....	+15	-2	+16	764	173,170	+19	+4	539	156,080	118	116	113
East North Central.....	+21	-4	+16	814	152,970	+20	+2	639	161,234	124	128	116
West North Central.....	+8	-7	+9	437	102,189	+22	+5	346	145,421	172	154	151
South Atlantic.....	+20	-4	+16	504	90,431	+20	+5	381	100,958	134	134	124
East South Central.....	+19	-4	+13	207	32,183	+24	+5	154	39,723	153	148	140
West South Central.....	+11	0	+9	288	67,879	+10	-1	303	90,326	159	160	161
Mountain.....	+16	-4	+16	170	27,548	+13	+3	136	33,500	144	147	135
Pacific.....	+16	-3	+17	526	109,229	+12	+4	392	129,387	151	158	140
Automotive supplies.....	+22	-10	+17	283	20,953	+12	+2	178	19,375	209	226	200
New England.....	+25	-18	+14	8	529	c	c	c	c	c	c	c
Middle Atlantic.....	+31	+5	+11	42	1,664	+12	+4	36	2,643	194	222	193
East North Central.....	+22	-6	+17	57	4,811	+24	+2	46	6,558	181	175	181
West North Central.....	+19	-14	+15	44	4,904	+2	+3	20	2,783	244	259	226
South Atlantic.....	+32	-16	+29	18	2,824	+13	-1	10	1,031	212	250	251
East South Central.....	+13	-12	+20	19	2,337	+17	+15	13	1,498	218	248	172
West South Central.....	+8	+3	+10	18	1,008	+9	+4	7	989	248	229	253
Mountain.....	+31	-10	+11	77	2,876	+1	-1	43	3,468	249	320	215
Pacific.....	+31	-10	+11	77	2,876	+1	-1	43	3,468	249	320	215
Electrical group, total.....	+34	-5	+26	666	166,942	+31	+15	590	163,180	106	110	88
Full-line wholesalers.....	+39	-2	+23	427	125,164	+27	+14	419	129,788	105	114	90
New England.....	+44	+3	+31	32	8,471	+27	+18	32	8,030	95	107	83
Middle Atlantic.....	+45	-3	+27	61	19,833	+31	+14	59	18,818	97	108	83
East North Central.....	+41	-3	+28	85	28,277	+30	+9	83	27,216	98	105	87
West North Central.....	+30	-3	+7	41	11,902	+26	+16	41	12,029	101	105	84
South Atlantic.....	+47	0	+28	64	16,416	+38	+12	62	17,902	113	120	101
East South Central.....	+44	-8	+21	25	4,993	+39	+18	24	5,395	111	114	86
West South Central.....	+25	-8	+15	46	10,307	+24	+14	46	14,284	139	140	112
Mountain.....	+34	+5	+22	19	4,796	+9	+11	19	4,852	101	125	96
Pacific.....	+35	+1	+25	54	20,189	+19	+21	53	21,262	106	120	88
Wiring supplies, construction materials distributors.....	+40	-4	+21	128	10,428	+23	+4	86	8,400	115	133	104
New England.....	+32	-3	+23	13	668	+9	+10	5	279	121	166	119
Middle Atlantic.....	+30	-2	+13	33	1,563	+12	+3	23	1,732	139	174	134
East North Central.....	+41	-4	+28	31	3,482	+22	+6	22	2,597	111	122	99
West North Central.....	+33	+1	+13	7	1,110	+27	+5	5	706	104	115	110
South Atlantic.....	+52	-13	+26	18	1,916	+29	+3	12	1,336	89	102	67
East South Central.....	+45	+2	+9	13	1,073	+30	0	10	1,071	136	153	142
West South Central.....	+25	-10	+19	4	160	c	c	c	c	c	c	c
Mountain.....	+63	-4	+39	9	456	+35	-1	8	618	139	169	133
Pacific.....	+63	-4	+39	9	456	+35	-1	8	618	139	169	133
Appliances and specialties wholesalers.....	+18	-17	+40	111	31,350	+19	+25	85	24,992	109	81	71
New England.....	+74	-3	+67	13	2,474	+54	+22	10	1,128	101	103	67
Middle Atlantic.....	+1	-17	+33	26	13,789	+72	+22	16	7,703	98	58	65
East North Central.....	+61	-8	+70	18	3,371	+67	+11	13	2,389	75	74	63
West North Central.....	+36	-18	+31	12	2,643	+67	+30	10	4,493	173	141	109
South Atlantic.....	+38	-24	+39	16	3,805	+30	+14	15	3,081	90	94	62
East South Central.....	+1	-27	+20	9	1,233	+65	+25	7	2,259	190	114	109
West South Central.....	+40	-7	+54	7	1,150	+28	+23	7	1,386	121	132	91
Mountain.....	+2	-23	+53	10	2,685	+72	+65	7	2,553	101	59	46
Pacific.....	+2	-23	+53	10	2,685	+72	+65	7	2,553	101	59	46
Furniture and house furnishings.....	+21	-15	+32	84	17,762	+18	+6	66	19,123	124	130	98
New England.....	+11	-16	+28	17	3,618	+29	+1	13	2,997	113	99	92
Middle Atlantic.....	+33	-27	+50	9	2,499	+21	+22	7	3,129	143	161	83
East North Central.....	+25	-18	+36	12	2,730	+31	+7	12	3,798	139	133	107
West North Central.....	-7	-11	+1	9	670	c	c	c	c	c	c	c
South Atlantic.....	+20	-12	+35	15	2,244	+12	+7	15	2,820	126	134	104
East South Central.....	+15	-3	+42	7	1,237	+35	+8	5	1,494	157	142	136
West South Central.....	+31	-13	+30	12	3,978	+2	0	10	3,813	101	127	88
Pacific.....	+31	-13	+30	12	3,978	+2	0	10	3,813	101	127	88
Hardware.....	+31	-10	+21	157	65,098	+19	+5	133	104,240	186	206	158
New England.....	+31	-11	+22	38	9,722	+28	+4	32	13,123	150	157	129
Middle Atlantic.....	+45	-16	+30	24	14,427	+26	+6	23	21,405	153	176	120
East North Central.....	+21	-9	+13	19	13,121	+14	+5	18	21,917	197	207	168
West North Central.....	+21	-7	+20	22	5,641	+17	+5	19	11,084	214	221	189
South Atlantic.....	+25	-9	+23	12	3,907	+26	+15	10	7,413	218	221	170
East South Central.....	+19	-4	+18	15	5,286	+18	+4	9	7,116	220	220	203
West South Central.....	+32	-17	+20	8	2,111	+12	+10	5	2,112	258	294	190
Mountain.....	+44	-4	+26	17	10,551	+12	+2	14	19,405	212	273	198
Pacific.....	+44	-4	+26	17	10,551	+12	+2	14	19,405	212	273	198
Industrial supplies.....	+63	-7	+23	91	13,365	+10	+2	68	16,699	156	234	145
New England.....	+50	-2	+27	8	603	-10	0	7	1,210	230	383	225
Middle Atlantic.....	+58	+3	+10	21	1,813	+23	+2	14	1,689	148	197	151
East North Central.....	+64	-21	+26	7	892	+11	+3	6	565	143	209	126
West North Central.....	+30	-8	+13	7	609	+9	+5	5	895	230	296	178
South Atlantic.....	+49	-10	+16	9	642	+1	-6	8	834	133	195	127
East South Central.....	+53	-4	+16	30	5,370	+15	+4	18	6,787	182	234	176
West South Central.....	+101	-11	+47	9	3,436	+8	-2	7	3,855	119	229	107
Pacific.....	+101	-11	+47	9	3,436	+8	-2	7	3,855	119	229	107
Jewelry.....	+21	+1	+13	154	11,836	+13	0	86	14,128	164	172	172
New England.....	+14	-3	+10	6	468	c	c	c	c	c	c	c
Middle Atlantic.....	+55	+6	+26	45	3,647	+24	-9	18	3,071	125	150	156
East North Central.....	+11	-1	+9	39	2,940	+14	0	22	3,864	159	152	161
West North Central.....	+11	+5	+4	15	1,532	+7	+3	11	2,094	170	182	174
South Atlantic.....	+6	-6	+9	8	724	+16	+10	4	482	173	170	152
East South Central.....	-2	-3	+10	6	240	+10	-2	5	691	306	273	301
West South Central.....	+9	-2	+8	32	2,266	+9	+5	21	3,782	197	194	189
Pacific.....	+9	-2	+8	32	2,266	+9	+5	21	3,782	197	194	189

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
NOVEMBER 1950

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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		November 1950 panel			Percent change		November 1950 panel		Nov. 1950	Nov. 1949	Oct. 1950
	Nov. 1950 from Nov. 1949	Nov. 1950 from Oct. 1950	11 mos. from 1949 ^b	No. of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1950 from Nov. 1949	Nov. 1950 from Oct. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	+19	-13	+33	76	\$14,089	+33	+5	53	\$11,093	114	99	96
Middle Atlantic.....	+23	-3	+17	18	3,537	-11	-1	9	881	39	52	39
East North Central.....	+7	-21	+26	8	971	+21	+18	5	760	136	99	89
West North Central.....	+4	-37	+36	6	657	+20	+3	4	293	74	67	43
South Atlantic.....	+41	-10	+56	11	1,953	+16	-3	9	1,217	118	140	110
East South Central.....	+18	-22	+39	4	810	o	o	o	o	o	o	o
Mountain.....	-2	-19	+23	6	2,139	+61	o	5	2,213	125	71	95
Pacific.....	+51	-5	+45	9	1,653	+42	+9	7	2,192	165	185	141
Machinery equipment, supplies (except electrical).....	+25	-11	+10	48	7,161	+2	0	33	10,917	193	222	163
New England.....	+20	-12	+19	5	478	0	+2	4	879	243	301	207
Middle Atlantic.....	+75	-14	+16	6	1,148	o	o	o	o	o	o	o
East North Central.....	+64	+3	+32	12	1,353	+23	0	9	1,607	137	167	130
South Atlantic.....	+30	-1	0	7	886	+14	+7	4	1,433	221	267	197
West South Central.....	-38	-41	-3	6	1,117	-13	-2	5	3,544	343	230	200
Pacific.....	+84	+8	+36	7	850	-2	-1	4	1,196	254	429	263
Metals.....	+78	-11	+48	38	11,611	+3	0	33	10,874	97	166	86
Paints and varnishes.....	+36	-19	+13	52	6,225	+19	+1	46	15,536	255	292	204
Plumbing and heating supplies.....	+36	-8	+23	89	15,189	+28	0	65	16,360	127	133	118
New England.....	+20	-11	+33	7	412	o	o	o	o	o	o	o
Middle Atlantic.....	+29	-7	+20	19	1,474	+2	-5	11	1,121	104	139	108
East North Central.....	+23	-15	+18	14	1,621	+19	+3	12	2,231	156	158	129
West North Central.....	+28	-7	+18	11	1,583	+27	-3	9	1,572	109	107	101
South Atlantic.....	+36	-7	+28	23	7,130	+29	+1	23	8,900	125	131	115
Pacific.....	+83	-13	+19	4	1,094	o	o	o	o	o	o	o
Refrigeration equipment, parts (commercial).....	+22	-1	+24	30	1,317	+21	+3	21	2,697	280	281	266
Middle Atlantic.....	+32	-6	+26	6	283	o	o	o	o	o	o	o
East North Central.....	+27	-2	+22	6	204	o	o	o	o	o	o	o
South Atlantic.....	-13	-11	+24	6	260	+18	-3	5	659	272	201	249
Pacific.....	+30	-10	+18	5	173	+25	+5	5	558	323	335	276
Surgical, medical, equipment, supplies.	+44	-7	+25	37	5,082	+33	+8	32	5,546	117	128	100
Middle Atlantic.....	+49	-6	+32	8	923	+12	+12	6	725	95	135	78
East North Central.....	+47	-9	+31	9	2,163	+46	+12	9	2,287	106	106	87
South Atlantic.....	+50	-9	+18	5	671	+52	+4	4	810	125	122	108
West South Central.....	+41	-4	+23	4	479	+21	+5	4	446	93	109	85
Beer.....	+3	-16	+3	44	1,611	+25	-2	38	829	57	46	49
Middle Atlantic.....	+11	-15	-6	8	364	+38	+38	7	106	29	24	18
East North Central.....	-4	-13	+7	15	496	+13	-2	14	239	51	43	44
West North Central.....	-7	-24	+5	4	81	o	o	o	o	o	o	o
South Atlantic.....	-2	-24	+1	6	308	+52	0	5	222	83	51	64
Pacific.....	+16	-3	+10	5	286	+18	-11	4	172	69	63	78
Chemicals, industrial.....	+61	-9	+42	15	2,751	+6	+3	10	1,185	54	87	48
Clothing and furnishings (except shoes)	0	-26	+2	24	3,134	+21	-6	16	2,707	130	111	105
Coal.....	-7	-1	+10	20	4,523	+44	-3	11	5,821	471	218	477
Confectionery.....	+6	+2	+2	42	1,391	+1	-3	25	800	90	95	94
Middle Atlantic.....	+9	+3	+1	8	361	-18	-13	4	107	55	73	66
East North Central.....	+8	+14	-2	4	98	o	o	o	o	o	o	o
South Atlantic.....	+7	0	+6	11	269	+12	0	7	236	118	110	121
East South Central.....	+1	+4	-3	8	214	-5	-5	4	41	80	93	84
Dairy and poultry products.....	+19	+5	+8	26	7,294	+11	-11	17	2,503	43	46	49
Drugs and sundries (liquor excluded)...	+10	-4	+8	200	56,685	+16	-2	156	85,157	189	179	185
New England.....	+7	-5	+7	13	2,681	+14	0	10	3,903	188	178	182
Middle Atlantic.....	+7	-8	+6	29	10,201	+14	0	20	11,531	183	169	167
East North Central.....	+13	-6	+9	27	9,353	+26	+1	20	12,495	175	157	159
West North Central.....	+10	-2	+8	18	5,812	+11	-5	16	8,837	173	172	180
South Atlantic.....	+10	-2	+11	32	6,961	+15	-2	23	9,218	186	180	189
East South Central.....	+10	-3	+7	17	3,540	+13	-5	13	5,383	185	181	189
West South Central.....	+6	-2	+10	31	7,816	+18	-4	26	14,603	221	198	224
Mountain.....	+12	-6	+9	12	2,632	+19	0	9	4,584	208	194	195
Pacific.....	+12	-4	+7	21	7,689	+14	-3	19	14,603	191	188	189
Dry goods.....	+6	-14	+11	170	43,690	+20	+3	136	71,866	197	170	162
New England.....	-9	-21	+8	7	701	+13	+8	7	750	107	86	79
Middle Atlantic.....	+19	-10	+21	46	8,126	+12	0	31	9,366	191	175	149
East North Central.....	+3	-17	+7	16	5,009	+12	+10	16	8,066	161	147	121
West North Central.....	+5	-14	+7	18	13,916	+34	+6	17	31,799	230	180	186
South Atlantic.....	+4	-20	+2	24	4,737	+23	+8	18	7,355	172	144	127
East South Central.....	+15	-7	+17	17	2,090	+27	-7	11	2,836	179	161	181
West South Central.....	-8	-8	0	14	2,651	+34	0	14	5,339	201	139	186
Mountain.....	+12	-13	+12	5	517	+31	-6	5	1,167	226	192	208
Pacific.....	+5	-11	+24	23	5,943	-26	-16	17	5,188	173	250	180
Farm supplies.....	+1	-5	-2	19	2,607	-5	0	9	556	51	53	46
Fresh fruits and vegetables.....	-11	+7	-10	70	5,782	+22	+30	47	1,589	40	29	32
New England.....	-11	-6	-12	9	330	+73	-5	8	38	16	8	16
Middle Atlantic.....	-11	-6	-2	17	1,295	+30	+27	9	236	38	28	29
East North Central.....	+2	+40	+5	15	1,736	+24	+4	9	495	52	43	55
West North Central.....	-10	+12	-6	7	614	+14	+33	7	309	50	40	42
South Atlantic.....	-10	-3	-15	6	297	-28	+33	4	60	28	32	21
East South Central.....	+6	-2	+3	6	301	o	o	o	o	o	o	o
Pacific.....	-12	-3	-5	7	885	-14	+4	5	177	22	22	20

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
NOVEMBER 1950

(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)				Stocks sales ^a ratios		
	Percent change		November 1950 panel			Percent change		November 1950 panel				
	Nov. 1950 from Nov. 1949	Nov. 1950 from Oct. 1950	11 mos. 1950 from 11 mos. 1949 ^b	Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1950 from Nov. 1949	Nov. 1950 from Oct. 1950	Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1950	Nov. 1949	Oct. 1950
Groceries, total.....	+2	-1	+7	854	\$129,034	+15	-1	662	\$158,791	158	138	157
Non-affiliated full-line wholesalers ^d	+3	+1	+4	565	57,224	+14	-2	460	72,165	152	136	157
New England.....	+18	+5	+8	6	1,570	+28	-4	4	2,521	175	166	191
Middle Atlantic.....	+4	+5	+5	20	2,059	+8	-1	10	2,045	164	155	171
East North Central.....	+2	-1	+11	146	13,137	+7	-10	126	17,197	146	141	160
West North Central.....	-3	+4	+1	65	6,577	+12	+1	54	6,686	156	137	161
South Atlantic.....	+6	+1	+3	65	7,328	+24	+2	40	7,152	139	120	139
East South Central.....	+11	+4	+5	40	4,403	+20	+2	31	4,953	144	133	151
West South Central.....	+3	+5	+3	111	12,269	+11	-2	88	14,975	156	146	168
Mountain.....	+2	-7	-3	23	2,186	+16	-1	21	3,398	162	143	151
Pacific.....	-3	-4	+1	89	7,695	+23	+3	86	11,238	154	120	143
Voluntary-group wholesalers.....	+5	0	+10	176	49,635	+20	0	129	62,736	166	144	165
New England.....	+16	+17	+10	10	3,584	+28	-1	7	2,020	145	125	149
Middle Atlantic.....	+9	+3	+10	44	14,374	+27	+2	30	18,474	170	144	176
East North Central.....	+7	+3	+8	49	9,996	+21	-1	35	11,053	150	135	156
West North Central.....	-10	-13	+10	32	9,733	+21	-1	32	18,801	193	145	171
South Atlantic.....	+8	+8	+9	11	2,429	+16	-2	7	1,905	115	106	125
Pacific.....	+10	-1	+12	16	4,921	+24	+4	4	2,698	129	127	127
Retailer-cooperative warehouses.....	+4	-5	+10	23	8,270	+18	-1	17	6,623	146	133	140
Specialty lines wholesalers.....	-12	-9	+10	90	13,905	+4	+4	56	17,267	165	132	140
Middle Atlantic.....	-28	-21	+11	20	3,091	+10	+3	12	3,694	147	90	110
East North Central.....	-20	-13	+7	10	663	+18	+5	5	2,774	74	63	70
South Atlantic.....	+5	+8	+9	23	2,012	+23	+12	13	1,681	109	94	109
East South Central.....	+17	+8	+18	6	665	c	c	c	c	c	c	c
West South Central.....	-1	+3	+4	5	355	c	c	c	c	c	c	c
Mountain.....	+15	+12	0	4	637	c	c	c	c	c	c	c
Pacific.....	-12	-11	+10	15	6,153	+2	+5	11	10,216	226	178	177
Leather and shoe findings.....	+17	-5	+8	31	568	+14	+1	15	1,111	334	341	312
Middle Atlantic.....	+5	-9	+5	8	60	c	c	c	c	c	c	c
East North Central.....	+13	+3	+6	5	70	c	c	c	c	c	c	c
West North Central.....	-4	-17	+15	5	76	c	c	c	c	c	c	c
Pacific.....	+35	+1	+10	7	288	c	c	c	c	c	c	c
Meats and meat products.....	+15	0	+3	41	21,308	+45	+10	35	8,851	53	42	48
Middle Atlantic.....	+7	+2	+4	11	4,196	+30	+1	11	1,911	46	38	46
East North Central.....	+14	-1	-1	13	8,470	+52	+13	12	4,825	60	46	53
South Atlantic.....	+1	-11	-4	4	398	c	c	c	c	c	c	c
Pacific.....	+19	-6	+9	4	3,313	c	c	c	c	c	c	c
Paper and its products.....	+29	-4	+15	63	10,045	-1	+1	41	7,235	101	125	93
New England.....	+31	+5	+10	4	205	c	c	c	c	c	c	c
Middle Atlantic.....	+44	-7	+25	19	3,211	+14	-2	12	1,457	73	86	67
East North Central.....	+34	-2	+19	18	3,838	-7	+1	14	2,652	75	108	73
West North Central.....	+13	-1	+11	4	334	c	c	c	c	c	c	c
South Atlantic.....	+33	+6	+16	7	868	c	c	c	c	c	c	c
South Central.....	+15	+3	+17	5	564	c	c	c	c	c	c	c
Pacific.....	-8	-17	-9	6	1,025	-2	+5	5	1,716	219	196	165
Petroleum.....	+19	0	+9	29	5,191	+30	+3	28	4,760	92	84	89
Shoes and other footwear.....	+17	-15	+9	38	23,300	+12	+15	31	58,812	257	269	189
Tobacco products.....	+2	+2	0	282	42,161	+5	+3	172	17,701	64	63	64
New England.....	+1	+1	+1	25	3,208	+4	-2	12	647	55	57	59
Middle Atlantic.....	+4	+4	0	60	14,333	+2	+4	38	7,526	69	71	70
East North Central.....	+4	+2	-2	64	7,887	+7	-1	37	2,760	60	59	63
West North Central.....	-1	-3	-3	37	4,649	+6	+6	26	2,518	71	68	66
South Atlantic.....	+2	+3	-1	21	4,273	+12	+7	17	2,069	55	50	54
East South Central.....	+18	+3	+19	12	1,365	+23	+2	6	375	59	54	55
West South Central.....	0	+1	+4	25	2,121	-11	-8	11	500	43	47	49
Mountain.....	+3	0	+8	13	1,046	-10	-16	11	410	68	76	79
Pacific.....	-7	+2	-3	25	3,279	+14	+8	14	896	58	52	52
Wines and spirits ^e	+8	+19	+15	268	103,027	+10	-3	216	112,424	141	143	183
New England.....	+28	+15	+15	23	5,938	+44	-6	18	5,290	115	118	181
Middle Atlantic.....	+14	+13	+20	42	35,771	+15	+4	36	34,834	132	135	164
East North Central.....	+10	+22	+16	41	12,338	+11	-9	32	13,308	139	142	190
West North Central.....	-13	+16	+9	28	7,265	+3	0	20	9,239	200	169	220
South Atlantic.....	+11	+22	+10	42	19,369	+9	+1	38	17,746	133	133	160
East South Central.....	+4	+27	-1	16	3,545	+13	-3	14	4,676	154	138	193
West South Central.....	+8	+35	+10	31	8,697	-24	-22	25	9,605	121	174	210
Mountain.....	+15	+8	+22	11	2,127	+10	-2	10	2,299	116	123	132
Pacific.....	-4	+24	+15	34	11,977	+23	+1	23	15,427	190	147	236
Miscellaneous.....	+15	-10	+15	41	6,439	-3	+11	29	5,991	142	179	113

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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., Texas)

Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific - (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

FOR RELEASE
FEBRUARY 5, 1951

DECEMBER 1950

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,007 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales for the year 1950 were 15 percent ahead of 1949. All geographic divisions followed this trend with sales gains ranging from 10 to 18 percent. Of the 27 kinds of business covered in this report, only two trades reported decreases below last year's sales—farm supplies (1%) and fresh fruits and vegetables (9%).

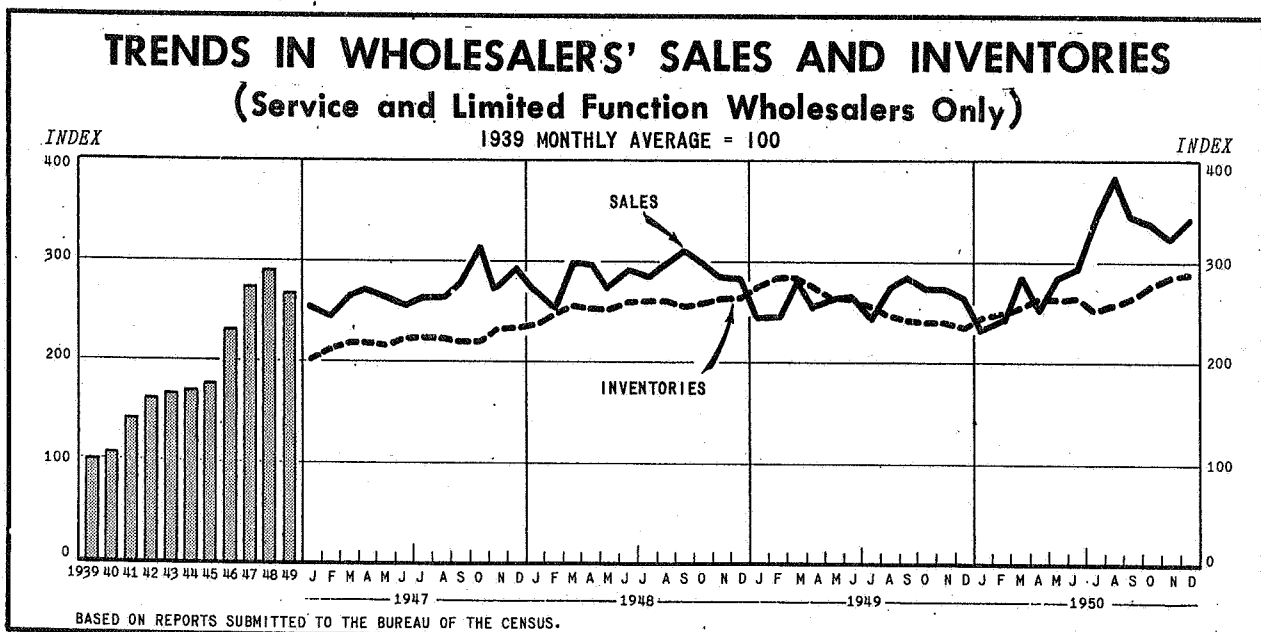
December sales rose 7 percent above the November level and jumped 37 percent over December 1949 sales. Regionally, moderate increases over the previous month were reported in all areas, except the West North Central, which showed practically no change. However, all divisions experienced substantial gains (20 to 33 percent) over a year ago. Most trades covered in this survey reported gains over November, the largest increase being reported by wines and spirits (39%). Compared to December a year ago, only three trades reported decreases—confectionery (2%), fresh fruits and vegetables (7%) and clothing and furnishings (8%).

INVENTORIES

Dollar value of inventories in the hands of wholesalers at the end of 1950 were at a level 22 percent above December 31, 1949 and slightly (1%) over the previous month. All divisions followed the national trend and showed increases over the December 1949 stock level, while only the West South Central and Mountain regions reported declines below November. By trades, declines from a year ago were reported in only two trades, machinery equipment and supplies (4%) and confectionery (5%). Based on the reports of 2,943 establishments submitting inventories in conjunction with sales, the December stock-sales ratio of 132 was 8 points lower than a year ago and 10 points below the previous month.

RETAIL

Cumulative sales for 1950 of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 10 percent ahead of the preceding year. Sales during the month of December were 10 percent more than a year ago and 33 percent above the previous month.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESAERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
DECEMBER 1950

(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 1950 panel			Percent change		December 1950 panel		Dec. 1950	Dec. 1949	Nov. 1950
	Dec. 1950 from Dec. 1949	Dec. 1950 from Nov. 1950	12 mos. 1950 from 12 mos. 1949	No. of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1950 from Dec. 1949	Dec. 1950 from Nov. 1950	No. of estab- lishments report- ing	Reported dollar values (add 000)			
United States, total.....	+27	+7	+15	4,007	\$877,754	+22	+1	2,943	\$905,689	132	140	142
New England.....	+28	+10	+18	231	41,113	+23	0	166	30,898	104	114	112
Middle Atlantic.....	+24	+14	+17	742	198,558	+29	+1	504	143,846	99	97	115
East North Central.....	+32	+10	+18	778	161,797	+23	0	594	149,499	113	124	124
West North Central.....	+20	0	+10	440	101,969	+25	+3	323	139,395	185	179	177
South Atlantic.....	+28	+3	+17	496	90,767	+23	+1	370	95,581	128	135	131
East South Central.....	+22	+3	+14	205	32,638	+35	+8	143	36,622	147	138	145
West South Central.....	+23	+9	+10	384	77,098	+34	-3	289	84,884	134	146	151
Mountain.....	+31	+9	+17	160	28,244	+10	-6	124	27,925	120	143	143
Pacific.....	+33	+8	+18	521	120,188	+16	0	380	122,423	136	159	150
Automotive supplies.....	+41	-2	+18	273	19,316	+15	+3	172	18,076	215	257	211
New England.....	+18	-26	+14	6	356	0	0	0	0	0	0	0
Middle Atlantic.....	+64	+4	+15	40	1,577	+6	-4	36	2,258	167	252	183
East North Central.....	+38	-4	+18	53	3,840	+29	+3	41	5,296	186	198	186
West North Central.....	+44	+10	+17	44	5,446	+8	+10	20	3,075	261	284	237
South Atlantic.....	+41	-18	+31	17	2,000	+16	+5	11	1,238	239	307	223
South Central.....	+30	-7	+21	15	2,078	+39	+3	9	1,253	212	208	211
Mountain.....	+41	+2	+12	16	944	+13	+3	5	762	218	282	235
Pacific.....	+43	-1	+14	75	2,886	+3	+3	42	3,332	261	351	247
Electrical group, total.....	+47	+16	+28	650	188,438	+40	+10	575	171,592	99	106	106
Full-line wholesalers.....	+54	+19	+26	427	147,750	+36	+10	417	141,104	97	109	105
New England.....	+59	+17	+34	33	9,960	+36	+7	33	8,620	87	101	95
Middle Atlantic.....	+42	+16	+28	61	23,121	+44	+14	57	21,387	96	94	97
East North Central.....	+55	+28	+31	86	34,889	+46	+10	84	28,651	83	88	97
West North Central.....	+60	+20	+11	41	14,223	+25	+6	41	12,744	90	115	101
South Atlantic.....	+52	+12	+31	62	18,211	+55	+16	60	20,660	118	116	113
East South Central.....	+45	+9	+23	25	5,461	+78	+35	24	7,265	137	111	111
West South Central.....	+51	+18	+17	46	12,128	+31	+13	46	16,139	133	153	139
Mountain.....	+55	+20	+25	19	5,757	+4	-11	19	4,331	75	112	101
Pacific.....	+62	+19	+28	54	24,000	+14	0	53	21,307	89	126	106
Wiring supplies, construction materials distributors.....	+46	+10	+23	125	10,983	+30	+5	82	8,375	107	121	110
New England.....	+49	+14	+26	12	654	+19	-1	4	228	171	196	172

(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
DECEMBER 1950

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			December 1950 panel		Percent change		December 1950 panel		Dec. 1950	Dec. 1949	Nov. 1950
	Dec. 1950 from Dec. 1949	Dec. 1950 from Nov. 1950	12 mos. from Dec. 1949 ^b	No. of establishments reporting	Reported dollar values (add 000)	Dec. 1950 from Dec. 1949	Dec. 1950 from Nov. 1950	No. of establishments reporting	Reported dollar values (add 000)			
Lumber and building materials.....	+12	-20	+31	71	10,946	+29	+3	50	11,392	144	125	115
Middle Atlantic.....	+8	-30	+16	16	2,149	-18	+16	9	1,021	67	85	39
East North Central.....	+11	-27	+26	9	728	+26	+11	6	909	227	185	142
West North Central.....	-22	-31	+33	6	462	c	c	c	c	c	c	c
South Atlantic.....	+35	-21	+54	8	1,546	+19	+6	6	1,288	166	169	118
South Central.....	+10	-15	+36	5	764	c	c	c	c	c	c	c
Mountain.....	+10	-12	+22	6	1,883	c	b	c	c	c	c	c
Pacific.....	+21	-12	+43	8	1,444	+36	-10	7	1,980	163	155	165
Machinery equipment, supplies (except electrical).....	+37	+18	+12	47	8,304	-4	+2	34	11,586	168	234	202
New England.....	+27	+6	+20	5	508	+2	+5	4	919	264	330	243
Middle Atlantic.....	+59	+2	+20	7	1,204	+21	-4	4	1,065	143	188	154
East North Central.....	+82	+3	+35	11	1,248	+27	+2	9	1,535	148	182	142
South Atlantic.....	+36	-10	+2	6	778	c	c	c	c	c	c	c
West North Central.....	-13	+48	-4	6	1,653	-24	+1	5	3,570	228	254	343
West South Central.....	+72	-14	+37	6	706	-3	+1	4	1,211	264	568	254
Metals.....	+58	+8	+49	34	11,510	+4	-1	30	9,646	86	129	93
Paints and varnishes.....	+44	-28	+14	51	4,446	+27	+6	45	16,285	376	425	255
Plumbing and heating supplies.....	+40	-3	+24	79	13,242	+32	+2	55	13,543	133	140	126
New England.....	+45	-6	+34	6	353	c	c	c	c	c	c	c
Middle Atlantic.....	+25	-24	+21	15	942	+1	+24	7	748	134	151	72
East North Central.....	+31	-4	+19	13	1,346	+26	+3	11	2,093	177	187	167
South Atlantic.....	+44	-19	+19	9	944	+28	+16	7	1,301	154	173	107
West North Central.....	+38	+4	+29	20	6,787	+30	-4	19	6,706	112	124	123
Pacific.....	+127	+3	+25	4	1,129	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial).....	+29	-3	+24	25	1,063	+31	+1	19	2,531	302	303	291
Middle Atlantic.....	+9	-8	+25	5	234	c	c	c	c	c	c	c
East North Central.....	+1	-10	+20	5	178	+27	-1	4	796	465	389	419
South Atlantic.....	+51	-7	+26	7	383	+29	0	6	903	248	292	230
Surgical, medical, equipment, supplies.....	+57	+9	+27	34	5,314	+40	+2	28	4,941	102	121	110
Middle Atlantic.....	+51	-6	+33	6	743	+29	+6	4	521	86	111	78
East North Central.....	+89	+29	+36	8	2,751	+51	+2	7	1,918	73	95	93
South Atlantic.....	+41	-11	+20	6	650	+51	-3	5	906	144	134	131
West South Central.....	+39	-7	+24	4	472	c	c	c	c	c	c	c
Beer.....	+4	+8	+3	44	1,752	+30	-2	36	829	52	41	58
Middle Atlantic.....	+1	+4	-5	10	408	+50	-16	7	114	29	20	36
East North Central.....	-1	+10	+6	13	530	+18	+1	12	232	46	38	50
West North Central.....	-5	-3	+5	5	98	+42	0	4	44	85	53	80
South Atlantic.....	-1	+6	+1	5	312	+48	0	4	213	79	53	84
Pacific.....	+31	+9	+12	5	313	+23	-2	4	169	63	60	69
Chemicals, industrial.....	+61	-3	+43	14	2,561	+18	+16	9	1,383	67	98	57
Clothing and furnishings (except shoes).....	-8	-34	+1	26	2,111	+26	0	16	2,705	214	178	130
Coal.....	+29	+18	+12	20	5,133	+60	-17	11	4,826	324	186	471
Confectionery.....	-2	-5	+1	43	1,316	+5	-2	25	773	95	89	92
Middle Atlantic.....	+2	+3	+1	8	373	-10	-4	4	103	52	60	55
East North Central.....	+7	-12	-2	5	95	+7	-23	4	65	93	98	118
South Atlantic.....	+11	-2	+7	12	286	+8	-8	7	218	114	114	118
East South Central.....	-10	-3	-4	8	208	-5	-12	4	36	69	79	80
Dairy and poultry products.....	+12	+7	+8	27	7,776	+88	+31	16	3,287	56	33	44
Drugs and sundries (liquor excluded).....	+12	-5	+8	185	50,871	d	d	d	d	d	d	d
New England.....	+7	+2	+7	12	2,310	d	d	d	d	d	d	d
Middle Atlantic.....	+7	-3	+6	26	9,075	d	d	d	d	d	d	d
East North Central.....	+18	0	+10	26	8,977	d	d	d	d	d	d	d
West North Central.....	+10	-6	+8	16	4,997	d	d	d	d	d	d	d
South Atlantic.....	+6	-6	+11	30	6,263	d	d	d	d	d	d	d
East South Central.....	+8	-6	+7	14	2,956	d	d	d	d	d	d	d
West South Central.....	+14	-5	+11	29	7,078	d	d	d	d	d	d	d
Mountain.....	+18	-9	+10	11	2,078	d	d	d	d	d	d	d
Pacific.....	+16	-9	+8	19	6,951	d	d	d	d	d	d	d
Dry goods.....	+9	-30	+11	170	30,388	+25	+12	134	79,684	312	270	199
New England.....	+1	-22	+8	8	616	+26	+8	8	1,008	164	132	117
Middle Atlantic.....	+14	-17	+20	42	6,471	+42	+23	30	10,924	283	210	189
East North Central.....	+10	-30	+7	15	3,430	+1	+4	15	8,078	236	256	159
West North Central.....	+8	-33	+7	20	9,792	+33	+11	18	36,965	381	309	230
South Atlantic.....	+21	-26	+3	23	3,011	+24	+6	18	7,178	251	246	178
East South Central.....	+15	-30	+16	14	1,102	+28	-1	8	1,913	258	239	181
West South Central.....	-9	-38	-1	16	1,928	+25	+6	14	5,670	337	247	201
Mountain.....	+35	-5	+13	4	350	+31	-6	4	891	255	263	257
Pacific.....	+1	-49	+22	23	2,832	-1	+42	15	5,783	372	397	167
Farm supplies.....	+21	+26	-1	20	3,369	+12	+22	9	949	65	68	67
Fresh fruits and vegetables.....	-7	-2	-9	69	5,318	+44	+3	44	1,373	38	23	38
New England.....	+13	+10	-10	9	362	+77	+38	8	62	24	16	19
Middle Atlantic.....	-9	-16	-3	19	1,024	+37	+23	10	48	11	7	8
East North Central.....	+14	-2	+6	15	1,678	+14	-15	8	401	39	42	51
West North Central.....	-3	+5	-5	6	644	0	-26	6	227	35	34	50
South Atlantic.....	+1	+35	-13	6	400	-19	-22	4	47	17	20	28
East South Central.....	+14	-2	+4	6	294	c	c	c	c	c	c	c

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(Continued on next page)

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1950

(DATE 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)				Stocks sales ^a ratios		
	Percent change		December 1950 panel			Percent change		December 1950 panel		Dec. 1950	Dec. 1949	Nov. 1950
	Dec. 1950 from Dec. 1949	Dec. 1950 Nov. 1950	12 mos. from 12 mos. 1949 ^b	Number of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1950 from Dec. 1949	Dec. 1950 Nov. 1950	Number of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	+19	+4	+8	836	\$130,990	+15	-4	630	\$143,313	147	150	161
Non-affiliated full-line wholesalers ^c ..	+15	-1	+5	549	55,028	+15	-5	436	66,215	148	148	153
New England.....	+24	-10	+9	7	1,497	+41	+6	4	2,679	212	192	175
Middle Atlantic.....	+21	+10	+6	20	2,220	+6	-3	11	2,031	143	163	162
East North Central.....	+18	-2	+11	135	11,749	+7	-4	116	15,286	148	163	149
West North Central.....	+11	-1	+2	62	5,667	+4	-4	40	6,741	171	169	165
South Atlantic.....	+11	-6	+4	64	6,515	+29	-1	41	7,369	151	129	142
East South Central.....	+19	-1	+6	41	4,543	+25	+1	34	5,474	143	136	140
West South Central.....	+17	+2	+4	106	12,191	+14	-7	83	13,067	141	144	153
Mountain.....	+21	-4	-2	17	1,305	+12	-11	15	1,747	142	156	153
Pacific.....	+11	+2	+2	90	7,902	+14	-9	87	10,313	136	133	154
Voluntary-group wholesalers.....	+18	+6	+10	175	52,291	+22	-4	121	55,342	152	144	173
New England.....	+21	+15	+11	9	3,714	+26	-9	6	1,713	123	124	142
Middle Atlantic.....	+30	+16	+12	44	16,556	+20	-5	30	17,283	139	147	169
East North Central.....	+22	+5	+9	46	9,601	+19	-4	33	9,729	137	138	147
West North Central.....	+4	+5	+9	31	10,136	+35	0	25	14,792	218	158	254
South Atlantic.....	+14	-5	+10	13	2,693	+22	-8	7	1,755	115	104	115
Pacific.....	+18	-6	+12	15	4,078	+32	-7	4	2,504	122	114	129
Retailer-cooperative warehouses.....	+23	+4	+11	20	7,522	+8	+3	15	5,179	149	163	141
Specialty lines wholesalers.....	+30	+17	+11	92	16,149	0	-4	58	16,577	130	171	167
New England.....	+18	+11	0	5	161	0	0	0	0	0	0	0
Middle Atlantic.....	+33	+35	+12	19	4,139	+17	-3	11	3,531	100	116	147
East North Central.....	+28	+40	+9	10	815	+15	+7	5	210	79	69	67
South Atlantic.....	+35	+4	+11	25	2,349	+2	+1	16	2,166	114	152	116
East South Central.....	+40	+6	+20	6	708	0	0	0	0	0	0	0
West South Central.....	+7	-15	+4	5	301	0	0	0	0	0	0	0
Pacific.....	+29	+14	+12	17	7,367	-6	-8	13	9,677	159	223	218
Leather and shoe findings.....	+20	-15	+9	25	457	+14	+3	13	1,033	394	420	327
Middle Atlantic.....	+10	-14	+5	5	32	0	0	0	0	0	0	0
East North Central.....	-3	-12	+5	4	65	0	0	0	0	0	0	0
West North Central.....	+13	-8	+15	5	70	0	0	0	0	0	0	0
Pacific.....	+38	-15	+11	6	236	0	0	0	0	0	0	0
Meats and meat products.....	+34	+13	+6	41	24,186	+36	+3	35	9,170	48	47	52
Middle Atlantic.....	+29	+9	+6	11	4,559	+35	-1	11	1,884	41	40	46
East North Central.....	+35	+16	+3	13	9,862	+28	+2	12	4,936	53	57	60
South Atlantic.....	+24	+15	-2	4	456	0	0	0	0	0	0	0
Pacific.....	+38	+19	+11	5	4,238	+50	-2	4	750	35	32	37
Paper and its products.....	+25	-4	+16	59	8,979	+5	+3	36	6,749	108	128	100
Middle Atlantic.....	+36	-6	+26	20	2,908	+22	+11	12	1,618	84	94	74
East North Central.....	+25	-10	+19	16	3,156	+1	+3	10	2,314	88	112	78
South Atlantic.....	+25	-5	+17	6	740	0	0	0	0	0	0	0
South Central.....	+15	-10	+17	5	508	0	0	0	0	0	0	0
Pacific.....	+2	+16	-8	5	1,250	-2	-4	4	1,740	196	193	218
Petroleum.....	+36	+28	+12	28	6,649	+8	+6	28	5,026	76	95	92
Shoes and other footwear.....	+17	-8	+9	39	21,498	+14	+9	34	64,415	303	313	256
Tobacco products.....	+1	+7	0	287	46,001	+18	-8	176	15,976	54	47	62
New England.....	-1	+12	+1	24	3,524	+5	+2	12	575	45	44	49
Middle Atlantic.....	+2	+10	0	58	14,949	+23	-9	39	6,359	57	47	68
East North Central.....	+5	+8	-1	67	9,124	+17	-10	39	2,659	51	46	60
West North Central.....	-7	+12	-4	41	5,966	+22	-12	29	2,271	57	45	70
South Atlantic.....	+3	-6	-1	21	3,880	+17	-4	17	1,874	56	49	54
East South Central.....	+7	-1	+13	14	1,524	+24	-6	7	561	54	48	55
West South Central.....	+4	+1	+4	24	2,255	+8	-10	10	422	37	36	41
Mountain.....	+15	+15	+8	12	1,090	-19	-15	10	301	60	77	69
Pacific.....	-4	+6	-3	19	2,705	+11	-1	8	436	52	48	53
Wines and spirits ^f	+23	+39	+16	297	154,777	+12	-15	241	104,654	85	95	139
New England.....	+33	+21	+17	26	8,441	+31	-17	20	4,977	81	83	109
Middle Atlantic.....	+28	+49	+21	47	55,800	+28	-12	40	32,045	75	77	130
East North Central.....	+26	+43	+18	42	17,302	+7	-16	31	11,094	87	107	144
West North Central.....	+5	+20	+9	32	10,822	+4	-13	25	10,933	142	148	196
South Atlantic.....	+22	+27	+12	43	17,309	0	-24	41	12,770	76	92	126
East South Central.....	-5	+25	-2	16	4,283	+10	-9	13	3,739	105	93	148
West South Central.....	+24	+43	+12	37	17,493	-17	-23	33	11,188	66	100	123
Mountain.....	+23	+36	+22	10	2,944	-1	-15	9	1,920	69	87	112
Pacific.....	+22	+44	+16	25	16,514	+30	-10	15	13,329	116	107	190
Miscellaneous.....	+25	+17	+16	39	7,474	+3	+7	27	6,166	125	167	139

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

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 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., Texas)

Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific - (Calif., Oreg., Wash.)