MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

FOR RELEASE
MARCH 6, 1951

JANUARY 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 3,958 wholesale establishments in various lines of business.

SALES

Sales of wholesalers during January 1951 rose 4 percent over the previous month, an increase contrary to the normal seasonal trend. Compared with a year ago, however, January sales indicated a more substantial increase of 53 percent.

Regionally, gains of 1 to 10 percent above December 1950 levels were experienced by all geographic divisions except the New England and Middle Atlantic areas, which reported declines of 1 and 3 percent, respectively. All regions, however, shared in the substantial increases over January 1950 sales. These gains ranged from 39 percent in the West South Central division to 66 percent in the Pacific region.

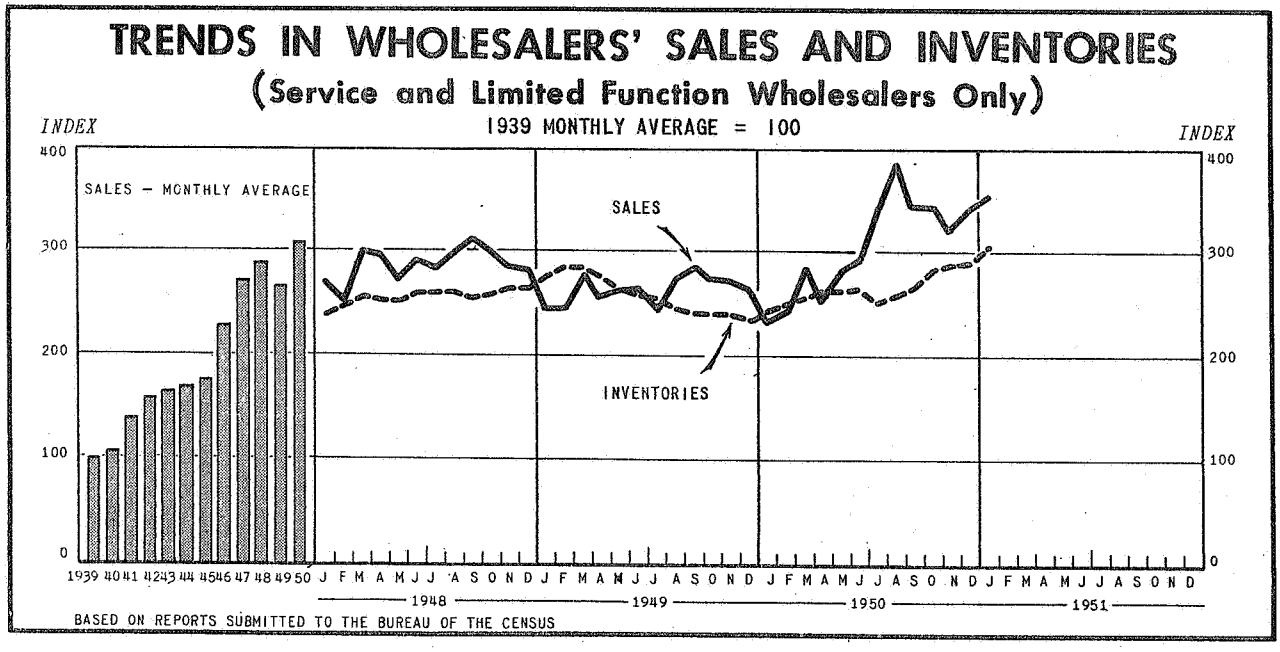
Most trades reported gains over December levels, such increases ranging from a small rise of 3 percent in plumbing and heating supplies to a substantial jump of 78 percent in clothing and furnishings. Twelve trades, however, indicated declines below December sales, with the largest drop, 43 percent, reported for jewelry. Compared with January a year ago, all trades reported moderate to substantial gains, except fresh fruits and vegetables, which increased sales only 2 percent. Appliances and specialties wholesalers experienced the largest increase (115%) over January 1950 sales.

INVENTORIES

Wholesalers' inventories at the end of January rose 6 percent above the December 31, 1950 stock level and were 26 percent above the dollar value of stocks on hand January 31 of last year. All geographic divisions followed the national trends and reported increases over both periods. Gains over the previous month varied from 3 percent in the Pacific region to 11 percent in the Middle Atlantic area. Compared with January a year ago, inventory gains ranged from 17 percent in the West South Central and Mountain regions to 38 percent in the Middle Atlantic division. Based on reports of 2,973 establishments submitting inventories in conjunction with sales, the January stock-sales ratio of 137 was 4 points higher than the previous month but 32 points lower than a year ago.

RETAIL

January sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 24 percent below the previous month, but 28 percent ahead of January 1950.



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

WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
JANUARY 1951

(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 1951 panel		Percent change		January 1951 panel				
	Jan. 1951 from Jan. 1950	Jan. 1951 from Jan. 1950	Number of establishments reporting	Reported dollar values (add 000)	Jan. 1951 from Jan. 1950	Jan. 1951 from Dec. 1950	Number of establishments reporting	Reported dollar values (add 000)	Jan. 1951	Jan. 1950	Dec. 1950
United States, total	+53	+4	3,958	$890,731	+26	+6	2,973	$982,597	137	169	133
New England	+61	-1	217	39,359	+23	+7	159	33,698	111	146	106
Middle Atlantic	+59	-3	720	181,869	+38	+11	502	158,072	120	139	101
East North Central	+55	+1	797	165,626	+27	+5	620	165,729	118	146	112
West North Central	+45	+10	433	110,496	+27	+4	345	147,805	162	185	172
South Atlantic	+52	+9	497	96,840	+31	+10	380	107,997	135	157	130
East South Central	+48	+10	198	35,518	+29	+7	141	42,958	148	173	153
West South Central	+39	+3	376	75,777	+17	+6	290	91,671	147	175	140
Mountain	+52	+2	162	28,685	+17	+5	113	28,020	127	162	120
Pacific	+66	+8	508	125,396	+18	+3	373	130,410	134	197	139
Automotive supplies	+80	+15	263	23,291	+21	+8	163	18,669	212	274	192
New England	+106	+41	7	510	+22	+2	4	501	281	390	288
Middle Atlantic	+73	+3	36	1,237	+17	+4	33	2,017	181	261	180
East North Central	+70	-2	47	4,544	+39	+21	36	5,840	204	219	132
West North Central	+81	+1	43	5,470	+7	-1	20	3,045	208	315	261
South Atlantic	+105	+58	19	3,814	+19	+1	10	1,185	247	299	237
South Central	+102	+64	13	3,401	+33	+4	7	1,265	200	244	211
Mountain	+39	+4	17	1,011	+17	+10	6	914	271	289	222
Pacific	+67	+6	74	3,030	+11	+3	40	3,336	227	345	260
Electrical group, total	+94	-2	642	184,646	+38	+3	572	172,746	100	139	94
Full-line wholesalers	+90	-7	416	135,745	+35	+5	407	136,916	102	144	91
New England	+95	-9	31	8,696	+30	+2	31	8,046	93	138	82
Middle Atlantic	+81	-4	58	21,328	+51	+10	56	21,855	102	122	89
East North Central	+89	-16	84	29,148	+35	+6	81	27,617	97	136	77
West North Central	+88	-10	40	12,578	+14	-1	40	11,601	92	152	83
South Atlantic	+95	0	63	18,294	+39	-1	61	19,184	109	152	109
East South Central	+97	+10	26	6,400	+57	0	25	7,584	122	152	133
West South Central	+94	+11	45	12,946	+40	0	45	14,565	112	156	125
Mountain	+80	-17	19	4,852	+23	+9	19	5,210	107	158	82
Pacific	+93	-9	50	21,003	+25	+11	49	21,254	102	158	83
Wiring supplies, construction material distributors	+75	-1	121	10,224	+34	+3	80	8,165	113	145	108
New England	+86	+5	12	724	+28	0	4	201	118	148	118
Middle Atlantic	+80	+8	35	1,646	+16	+7	21	1,530	116	188	121
East North Central	+96	-1	25	3,281	+38	-2	18	2,460	108	139	108
West North Central	+57	+4	9	1,149	+28	-1	7	889	123	153	137
South Atlantic	+41	-21	18	1,767	+52	+12	13	1,585	108	97	72
West South Central	+119	+28	9	947	+38	+8	7	1,034	124	215	157
Mountain	+38	+3	5	328	b	b	b	b	b	b	b
Pacific	+92	+10	8	382	+29	-8	7	398	108	161	127
Appliances and specialties wholesalers	+115	+18	105	38,677	+63	-3	85	27,665	88	113	109
New England	+96	+29	9	2,827	+42	+2	7	1,522	59	83	81
Middle Atlantic	+152	+29	23	16,425	+128	-10	15	8,314	79	83	125
East North Central	+70	+13	16	4,716	+75	-10	12	3,253	74	72	91
West North Central	+148	+8	16	4,471	+58	-3	14	4,945	112	177	124
South Atlantic	+83	+14	16	3,723	+14	+5	15	3,230	99	162	106
South Central	+69	+3	10	1,826	+39	+5	9	2,366	130	159	128
Mountain	+99	-13	6	1,143	-8	-3	5	891	93	189	79
Pacific	+100	+8	9	3,546	+75	+4	8	3,144	93	107	96
Furniture and house furnishings	+62	+24	81	18,814	+33	+14	61	23,337	143	180	161
New England	+60	+5	4	741	b	b	b	b	b	b	b
Middle Atlantic	+42	+3	15	3,293	+26	+25	11	3,536	142	171	127
East North Central	+72	+68	7	2,926	+47	+15	6	3,642	131	157	205
West North Central	+63	+31	11	2,789	+58	+13	11	4,879	175	181	202
South Atlantic	+1	-32	9	505	b	b	b	b	b	b	b
South Central	+79	+20	15	2,540	+25	+18	15	3,572	141	201	143
Mountain	+52	+50	6	1,383	+20	+6	4	1,366	159	226	170
Pacific	+76	+31	12	4,361	+23	+11	10	5,173	127	178	151
Hardware	+82	+17	156	74,267	+23	+7	129	115,492	183	272	201
Middle Atlantic	+80	+6	36	10,279	+36	+10	29	13,644	156	210	150
East North Central	+100	+8	24	14,783	+29	+4	23	24,097	167	258	173
West North Central	+66	+14	17	13,074	+26	+14	16	25,640	229	303	233
South Atlantic	+63	+39	24	7,558	+16	+2	21	12,455	179	253	243
East South Central	+78	+29	12	5,558	+16	0	10	7,805	159	250	208
West South Central	+56	+34	15	6,849	+21	+7	9	7,834	177	233	229
Mountain	+65	-15	7	2,420	b	b	b	b	b	b	b
Pacific	+128	+26	14	12,344	+15	+5	12	20,248	184	366	219
Industrial supplies	+96	+13	86	14,572	+8	-1	63	17,370	150	272	174
New England	+82	+12	8	726	-14	+4	7	1,296	203	429	219
Middle Atlantic	+111	+11	18	1,871	+21	-14	11	1,122	98	154	126
East North Central	+82	+17	9	1,062	+24	+8	7	746	174	245	179
West North Central	+70	-7	5	378	-24	-32	4	461	144	333	219
South Atlantic	+78	+39	10	1,017	+6	+10	9	1,591	159	267	201
South Central	+70	+6	27	5,516	+18	+9	18	8,250	193	274	185
Pacific	+162	+22	9	4,002	+1	-16	7	3,904	104	280	155
Jewelry	+80	-43	144	6,422	+28	+8	81	14,002	288	415	150
New England	+57	-49	4	265	b	b	b	b	b	b	b
Middle Atlantic	+88	-32	47	2,046	+31	+12	17	2,458	219	303	117
East North Central	+68	-44	39	1,527	+25	+5	24	3,786	272	401	153
West North Central	+65	-47	12	755	+17	+13	10	2,131	326	450	155
South Atlantic	+72	-55	5	292	b	b	b	b	b	b	b
South Central	+56	-24	6	140	+25	0	5	619	473	577	366
Pacific	+108	-48	28	1,382	+37	+11	19	4,205	324	498	154

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WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
JANUARY 1951

(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 1951 panel		Percent change		January 1951 panel				
	Jan. 1951 from Jan. 1950	Jan. 1951 from Dec. 1950	No. of establishments reporting	Reported dollar values (add 000)	Jan. 1951 from Jan. 1950	Jan. 1951 from Dec. 1950	No. of establishments reporting	Reported dollar values (add 000)	Jan. 1951	Jan. 1950	Dec. 1950
Lumber and building materials	+53	+17	74	$12,480	+31	+6	50	$11,155	132	155	149
Middle Atlantic	+32	-1	18	2,578	-1	-5	10	1,003	65	81	68
East North Central	+62	+30	10	1,006	+37	+13	6	981	225	224	261
West North Central	+75	+86	6	858	b	b	b	b	b	b	b
South Atlantic	+58	+25	11	1,936	+22	+5	9	1,356	131	160	166
South Central	+32	+7	5	839	b	b	b	b	b	b	b
Pacific	+77	+28	9	1,865	+37	-1	7	1,956	122	162	163
Machinery equipment, supplies (except electrical)	+35	+7	46	8,796	-1	+4	33	12,147	157	212	161
New England	+50	0	4	474	b	b	b	b	b	b	b
Middle Atlantic	+89	+16	7	1,388	+35	+16	4	1,495	119	167	116
East North Central	+43	-11	11	1,115	+37	+7	9	1,641	162	170	148
South Atlantic	+59	+60	6	1,242	b	b	b	b	b	b	b
South Central	-9	+59	7	2,648	-25	+2	5	3,657	145	172	228
Pacific	+147	+23	7	922	+7	+7	5	1,482	234	670	274
Metals	+80	-1	36	11,689	+6	+4	32	10,595	92	157	88
Paints and varnishes	+61	+31	51	5,830	+21	-1	40	16,128	284	378	376
Plumbing and heating supplies	+81	+3	83	14,600	+68	+37	58	19,999	186	199	135
New England	+51	+14	6	402	b	b	b	b	b	b	b
Middle Atlantic	+76	+30	17	1,438	+31	+22	10	1,442	153	205	160
East North Central	+73	+7	13	1,443	+31	+9	11	2,361	195	251	184
West North Central	+105	+22	10	1,457	+19	+3	8	1,539	118	203	137
South Atlantic	+76	-5	23	7,022	+87	+53	20	11,018	189	183	115
Pacific	+151	+8	4	1,222	b	b	b	b	b	b	b
Refrigeration equipment, parts (commercial)	+64	+22	25	1,279	+22	+1	19	2,439	249	331	297
Middle Atlantic	+49	+39	5	285	b	b	b	b	b	b	b
East North Central	+16	+16	6	174	+9	-1	5	575	342	373	407
South Atlantic	+50	+25	5	266	+21	0	5	664	250	311	313
Pacific	+123	+37	4	194	+28	-9	4	381	196	343	294
Surgical, medical, equipment, supplies	+59	+4	31	5,441	+41	+3	26	5,156	103	118	102
Middle Atlantic	+56	+16	6	982	+25	+1	4	660	82	106	92
East North Central	+64	-9	9	2,583	+55	+8	8	2,312	94	102	79
South Atlantic	+59	+29	6	842	+42	+1	5	1,006	123	138	157
Beer	+16	-11	43	1,536	+35	+3	37	852	61	52	52
Middle Atlantic	+13	-19	10	330	+37	-1	8	114	36	29	29
East North Central	+15	-8	12	464	+35	+8	12	250	54	46	46
West North Central	+22	+1	5	99	+11	-11	4	39	78	78	85
South Atlantic	+16	+7	5	333	+23	-12	4	187	64	60	78
Pacific	+30	-27	5	229	+61	+23	4	208	107	77	63
Chemicals, industrial	+86	+15	14	3,301	+21	-2	9	1,431	51	81	59
Clothing and furnishings (except shoes)	+96	+78	22	4,085	+10	+12	14	2,162	123	196	201
Coal	+27	-4	20	4,927	+200	-18	19	4,256	87	37	102
Confectionery	+15	-5	41	1,240	+18	+6	24	804	103	97	94
Middle Atlantic	+7	-22	8	292	+4	+13	4	116	81	70	52
North Central	+17	-7	7	249	+14	0	6	206	93	97	85
South Atlantic	+15	+1	12	290	+20	+7	7	237	121	111	115
East South Central	+18	-13	8	181	+16	0	4	36	75	72	69
Dairy and poultry products	+23	-6	25	7,151	+39	-3	15	1,217	42	33	41
Drugs and sundries (liquor excluded)	+24	+24	187	63,874	+19	+3	148	81,159	158	165	191
New England	+25	+20	11	2,944	+16	0	9	3,379	148	160	179
Middle Atlantic	+18	+20	27	11,597	+21	+4	19	10,994	159	150	183
East North Central	+29	+18	23	9,650	+26	+2	17	10,479	143	147	166
West North Central	+25	+25	17	6,664	+15	+2	15	8,509	145	157	180
South Atlantic	+23	+24	28	7,113	+13	+3	22	8,839	160	174	188
East South Central	+23	+23	16	4,005	+16	+2	12	5,281	163	173	194
West South Central	+24	+23	30	8,973	+19	+1	25	13,680	180	188	223
Mountain	+28	+37	10	2,685	+16	+7	8	3,922	152	168	196
Pacific	+29	+33	21	9,335	+21	+5	18	14,767	160	170	201
Dry goods	+42	+63	170	48,733	+24	+4	132	81,337	203	231	312
New England	+69	+49	7	878	+5	+2	7	990	113	180	165
Middle Atlantic	+53	+50	43	9,746	+27	0	28	10,691	186	230	286
East North Central	+30	+48	16	5,182	+12	0	16	8,494	164	190	242
West North Central	+37	+76	17	15,954	+36	+7	15	36,949	233	234	385
South Atlantic	+54	+39	25	4,957	+20	+10	21	9,138	192	244	241
East South Central	+42	+42	14	2,024	+15	+17	8	3,020	202	246	244
West South Central	+24	+82	13	2,670	+12	+1	12	4,009	163	176	299
Mountain	+34	+43	4	317	+11	+17	4	712	259	324	330
Pacific	+43	+100	27	6,337	-4	-6	19	6,277	212	346	354
Farm supplies	+22	+47	20	4,939	+30	+8	9	1,029	58	62	65
Fresh fruits and vegetables	+2	-8	69	5,035	+52	+10	44	1,220	39	26	34
New England	+2	-9	9	318	+13	-3	8	34	15	13	14
Middle Atlantic	-10	-11	16	812	+28	-5	8	41	11	9	12
East North Central	+10	-19	15	1,390	+1	+12	8	145	36	36	29
West North Central	+11	-6	7	605	+7	+6	7	241	40	41	35
South Atlantic	+7	-20	6	318	-28	0	4	47	22	28	17
East South Central	+24	+22	6	360	b	b	b	b	b	b	b
Pacific	+2	+10	7	1,012	-4	+9	5	196	21	22	21

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WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JANUARY 1951

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

Kind of business and geographic division	Sales				Inventories				Stock sales[a] ratios		
	Percent change		January 1951 panel		Percent change		January 1951 panel				
	Jan. 1951 from Jan. 1950	Jan. 1951 from Dec. 1950	No. of establishments reporting	Reported dollar values (add 000)	Jan. 1951 from Jan. 1950	Jan. 1951 from Dec. 1950	No. of establishments reporting	Reported dollar values (add 000)	Jan. 1951	Jan. 1950	Dec. 1950
Groceries, total	+34	+15	846	$150,414	+18	+3	642	$148,576	131	148	144
Non-affiliated full-line wholesalers[c]	+29	+15	559	63,921	+21	+6	450	70,388	136	145	146
New England	+38	+21	7	1,806	+37	+3	4	2,751	174	182	212
Middle Atlantic	+33	+6	19	2,122	+21	+7	11	2,090	163	175	157
East North Central	+37	+20	143	14,650	+17	+8	124	17,316	132	156	150
West North Central	+17	+2	63	6,372	+19	+2	50	6,819	144	146	134
South Atlantic	+29	+19	64	7,412	+32	+3	38	6,400	133	128	152
East South Central	+29	+9	39	5,165	+31	+6	28	5,512	137	138	142
West South Central	+26	+12	110	14,036	+22	+12	87	15,433	146	151	144
Mountain	+30	+20	25	2,863	+11	-3	22	3,335	125	147	155
Pacific	+28	+21	89	9,495	+19	+5	86	10,732	119	127	135
Voluntary-group wholesalers	+32	+10	174	56,219	+23	+2	119	57,023	141	148	148
New England	+58	0	9	3,459	+26	+4	6	1,504	112	136	127
Middle Atlantic	+41	+7	45	17,886	+25	+3	31	18,165	137	153	140
East North Central	+32	+13	47	10,878	+30	+2	33	9,839	126	122	137
West North Central	+22	+2	31	9,984	+23	-2	31	17,612	176	174	183
South Atlantic	+40	+25	12	3,129	+22	+10	7	1,930	101	115	115
Pacific	+30	+30	16	5,953	+14	-2	4	2,411	104	122	120
Retailer-cooperative warehouses	+37	+21	21	9,243	+10	0	15	5,162	112	134	149
Specialty lines wholesalers	+60	+26	92	21,031	-3	-4	58	16,003	97	168	126
New England	+24	+6	5	170	b	b	b	b	b	b	b
Middle Atlantic	+66	+40	19	5,876	+10	-5	11	3,389	65	100	100
East North Central	+33	+8	11	989	+25	+4	6	302	74	73	80
South Atlantic	+47	+11	23	2,518	+4	-12	15	1,838	90	131	115
East South Central	+46	+12	5	688	b	b	b	b	b	b	b
West South Central	+34	+25	5	376	b	b	b	b	b	b	b
Pacific	+63	+25	17	9,174	-6	-1	13	9,554	138	255	159
Leather and shoe findings	+44	+21	29	589	+8	-2	14	1,106	306	397	402
Middle Atlantic	+32	+28	5	41	b	b	b	b	b	b	b
East North Central	+44	0	6	85	b	b	b	b	b	b	b
West North Central	+43	+9	5	70	b	b	b	b	b	b	b
Pacific	+52	+26	7	318	b	b	b	b	b	b	b
Meats and meat products	+42	+4	40	24,494	+38	+14	34	10,339	54	55	49
Middle Atlantic	+38	+6	11	4,816	+43	+19	11	2,244	47	45	41
East North Central	+44	+6	13	10,441	+34	+11	12	5,496	55	60	53
South Atlantic	+19	-9	4	413	b	b	b	b	b	b	b
Pacific	+48	+11	4	5,960	b	b	b	b	b	b	b
Paper and its products	+53	+23	58	10,675	+8	+2	36	6,966	96	133	108
New England	+60	+5	5	350	0	+2	4	342	165	258	198
Middle Atlantic	+63	+34	17	3,218	+18	-1	9	1,153	70	95	81
East North Central	+49	+25	17	4,430	-1	+5	12	2,683	74	111	83
West North Central	+48	+31	4	405	b	b	b	b	b	b	b
South Atlantic	+55	+28	7	1,043	b	b	b	b	b	b	b
Pacific	+37	-11	5	803	+23	-2	5	1,572	196	219	178
Petroleum	+27	-12	29	5,866	+34	+13	28	5,664	97	92	76
Shoes and other footwear	+29	+43	38	30,758	+17	+3	33	65,944	218	239	302
Tobacco products	+13	-14	282	38,531	+13	+5	171	17,237	67	66	55
New England	+11	-21	22	2,695	+9	-1	11	494	53	57	43
Middle Atlantic	+15	-19	56	12,484	+14	+10	38	7,526	76	76	57
East North Central	+15	-14	65	7,529	+14	0	37	2,424	59	60	50
West North Central	+5	-12	40	4,505	+6	+1	29	2,280	67	65	57
South Atlantic	+8	-4	23	4,215	+17	+7	19	2,213	61	55	54
East South Central	+19	-1	14	1,502	+5	+1	7	564	54	62	54
West South Central	+5	-9	25	1,782	+27	+2	9	522	74	60	64
Mountain	+18	-2	10	286	+18	+2	7	162	70	74	67
Pacific	+22	-6	20	2,831	+14	+8	9	654	53	62	52
Wines and spirits[d]	+66	-30	269	93,618	+35	+19	209	105,561	152	185	84
New England	+101	-32	22	4,746	+38	+28	18	5,119	169	204	78
Middle Atlantic	+92	-39	34	26,790	+77	+37	28	33,024	183	106	69
East North Central	+66	-18	45	13,883	+23	+11	30	12,327	128	170	92
West North Central	+37	-21	29	7,391	+2	-6	22	6,797	137	185	115
South Atlantic	+50	-20	33	11,123	+51	+39	30	13,909	131	130	77
East South Central	+19	-31	14	2,155	+19	+14	11	2,900	176	180	106
West South Central	+21	-48	27	5,701	0	+16	21	8,411	165	199	73
Mountain	+65	-4	8	1,744	+9	-10	7	1,295	81	123	87
Pacific	+99	-17	33	14,609	+31	-1	19	14,267	146	241	121
Miscellaneous	+37	+20	38	8,838	+6	+6	23	6,459	105	151	125

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 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 5, 1951

FEBRUARY 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 4,109 wholesale establishments in various lines of business.

SALES

February sales of wholesalers dropped 9 percent below the level of the previous month, but advanced 36 percent over sales a year ago. Cumulative sales for the first two months of 1951 were 45 percent above the corresponding period of 1950.

Regionally, all geographic divisions experienced sales declines below January levels ranging from a drop of 3 percent in the West North Central area to a 13 percent decrease in the Pacific division. Compared with a year ago, however, all regions indicated increased sales. These gains ranged from 20 percent in the West South Central region to 44 percent in the Pacific area.

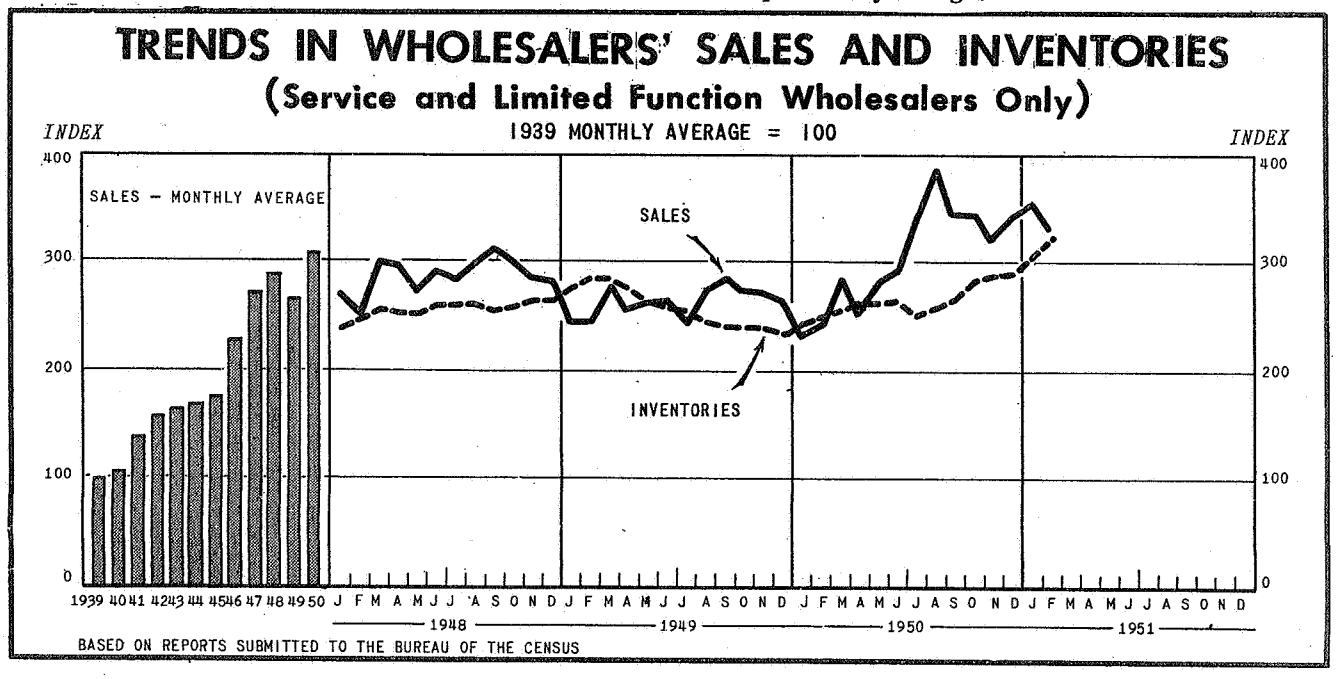
Most trades covered in this survey reported declines of 3 to 27 percent below January sales, the heaviest drop being experienced by grocery specialty line wholesalers. However, six trades, led by jewelry, indicated gains of 3 to 19 percent over the previous month. Compared with February 1950, all trades experienced increased sales, ranging from 6 percent in beer to a more substantial 88 percent for coal.

INVENTORIES

Wholesalers' inventories at the end of February rose 5 percent above the January 31 stock level and were 30 percent above the dollar value of stocks on hand February 28, 1950. All geographic regions followed closely the national trends with increases over both periods. The Middle Atlantic division indicated the largest increase over the previous month, 9 percent, as well as the most substantial gain over a year ago, 49 percent. According to the reports of 3,121 establishments submitting inventories in conjunction with sales, the February stock-sales ratio of 156 was 18 points higher than the previous month but 9 points lower than February a year ago.

RETAIL

February sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 11 percent below the previous month, but 17 percent above February 1950. Cumulative sales for the first two months of 1951 were 23 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.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
FEBRUARY 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change Feb. 1951 from Feb. 1950	Sales: Percent change Feb. 1951 from Jan. 1951	Sales: Percent change 2 mos. 1951 from 2 mos. 1950[b]	Sales: February 1951 panel: No. of establishments reporting	Sales: February 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Feb. 1951 from Feb. 1950	Inventory, end-of-month (at cost): Percent change Feb. 1951 from Jan. 1951	Inventory, end-of-month (at cost): February 1951 panel: No. of establishments reporting	Inventory, end-of-month (at cost): February 1951 panel: Reported dollar values (add 000)	Stock-sales[a] ratios: Feb. 1951	Stock-sales[a] ratios: Feb. 1950	Stock-sales[a] ratios: Jan. 1951
United States, total	+36	-9	+45	4,109	845,119	+30	+5	3,121	$1,068,415	156	165	138
New England	+42	-10	+52	231	36,830	+26	+4	168	37,478	131	153	114
Middle Atlantic	+38	-10	+49	748	170,148	+49	+9	505	167,240	144	134	118
East North Central	+39	-9	+47	823	154,885	+32	+5	654	182,336	136	145	119
West North Central	+32	-3	+38	446	112,979	+27	+4	371	166,183	178	186	163
South Atlantic	+34	-8	+43	517	93,983	+37	+5	398	122,451	153	152	136
East South Central	+26	-11	+37	203	32,565	+30	+5	154	46,807	170	167	146
West South Central	+20	-11	+29	385	69,621	+23	+5	300	101,114	174	170	150
Mountain	+32	-11	+42	171	26,546	+22	+8	123	31,956	148	164	129
Pacific	+44	-13	+55	533	111,526	+24	+2	397	136,753	159	186	135
Automotive supplies	+50	-13	+65	279	20,664	+24	+3	182	20,576	237	292	215
New England	+95	-10	+101	7	454	+20	-3	4	448	358	433	266
Middle Atlantic	+70	-13	+70	41	1,387	+18	+3	36	2,422	208	311	176
East North Central	+49	-10	+59	54	4,140	+43	+4	44	6,395	207	221	207
West North Central	+64	-1	+72	36	4,849	+5	0	20	2,450	245	346	211
South Atlantic	+47	-19	+74	20	3,135	+19	+3	12	1,406	281	325	248
South Central	+41	-26	+71	12	2,499	+36	+8	6	1,348	231	295	199
Mountain	+6	-29	+26	17	715	+67	+1	6	924	263	234	271
Pacific	+46	-8	+56	75	2,726	+8	-1	39	3,131	277	377	228
Electrical group, total	+50	-8	+71	666	174,536	+44	+7	591	188,831	117	122	102
Full-line wholesalers	+53	-6	+71	425	130,259	+41	+7	417	149,985	116	126	103
New England	+69	-9	+81	31	7,926	+35	+9	31	8,769	111	139	93
Middle Atlantic	+54	-6	+67	60	20,647	+60	+8	58	23,901	118	114	102
East North Central	+61	+3	+75	86	30,235	+39	+5	85	29,590	98	114	97
West North Central	+48	-4	+66	41	12,214	+26	+12	40	12,963	108	127	92
South Atlantic	+56	-8	+79	63	17,901	+48	+6	61	21,711	125	132	109
East South Central	+43	-11	+68	27	5,802	+48	+4	26	7,852	138	133	120
West South Central	+31	-14	+58	47	11,564	+61	+15	47	18,095	156	128	117
Mountain	+58	+2	+68	19	4,952	+20	+8	19	5,629	114	150	107
Pacific	+54	-10	+73	51	19,018	+24	0	50	21,475	114	141	102
Wiring supplies, construction materials distributors	+55	-10	+66	130	10,122	+37	+2	86	9,507	138	152	122
New England	+84	-7	+85	14	810	+31	-3	5	303	153	193	132
Middle Atlantic	+63	-15	+73	34	1,403	+31	+8	20	1,616	148	184	119
East North Central	+79	-10	+87	29	3,399	+33	+1	22	3,028	129	175	117
West North Central	+45	-11	+51	9	1,120	+33	+6	7	1,153	173	184	132
South Atlantic	+5	-9	+21	18	1,603	+42	-4	13	1,538	116	81	109
South Central	+84	-4	+96	12	1,089	+52	+3	8	1,166	154	216	150
Mountain	+35	-23	+37	5	254	c	c	c	c	c	c	c
Pacific	+64	-11	+76	9	444	+49	+2	8	641	147	162	128
Appliances and specialties wholesalers	+36	-13	+70	111	34,155	+67	+10	88	29,339	117	96	90
New England	+63	-5	+79	8	2,515	+55	-1	6	1,411	62	66	59
Middle Atlantic	+39	-17	+84	25	14,242	+128	+14	12	7,402	120	80	76
East North Central	+36	-14	+56	18	3,826	+40	+2	15	3,237	88	85	74
West North Central	+27	-28	+77	16	3,197	+70	+20	14	5,869	186	139	111
South Atlantic	+38	+10	+58	18	4,479	+38	+12	17	4,117	103	106	102
South Central	+11	+4	+33	9	1,879	+31	+3	8	2,430	130	110	131
Mountain	+23	-24	+59	6	794	+39	-4	5	902	131	112	108
Pacific	+29	-10	+60	11	3,223	+84	+9	11	3,971	123	86	102
Furniture and house furnishings	+48	-3	+54	81	18,067	+21	-3	62	23,091	144	181	143
New England	+25	+5	+40	4	775	c	c	c	c	c	c	c
Middle Atlantic	+37	-8	+39	16	3,238	+16	+4	12	4,119	163	199	145
East North Central	+80	+1	+76	8	3,065	+38	0	6	3,630	130	176	131
West North Central	+62	+9	+61	11	3,037	+35	-3	11	4,757	157	189	175
South Atlantic	-2	+38	-1	9	695	c	c	c	c	c	c	c
South Central	+31	-12	+52	15	2,244	+11	-6	15	3,374	150	177	141
Mountain	+53	+1	+57	5	932	+9	-16	4	1,150	134	194	159
Pacific	+56	-8	+66	12	3,997	+13	-8	10	4,769	127	171	127
Hardware	+58	-10	+70	161	68,963	+28	+8	134	128,856	223	276	186
Middle Atlantic	+74	-4	+80	37	10,251	+55	+23	31	17,747	196	224	155
East North Central	+56	-11	+76	25	13,328	+43	+4	24	27,542	211	230	182
West North Central	+59	+6	+62	17	13,814	+19	+5	16	26,851	232	304	229
South Atlantic	+42	-19	+53	25	6,137	+21	0	22	12,650	223	263	181
East South Central	+34	-22	+56	12	4,359	+17	+6	10	8,269	213	248	159
West South Central	+34	-15	+45	15	5,842	+18	+3	9	8,040	224	246	177
Mountain	+60	+5	+63	5	1,654	c	c	c	c	c	c	c
Pacific	+87	-15	+105	17	12,147	+21	+15	13	23,329	243	376	181
Industrial supplies	+72	-10	+84	90	13,999	+13	-1	67	18,550	169	261	151
New England	+79	-8	+81	8	671	-15	-1	7	1,278	218	462	203
Middle Atlantic	+93	-3	+102	18	1,819	+45	+18	11	1,324	121	154	98
East North Central	+82	0	+82	9	1,065	+24	+3	7	765	195	270	174
West North Central	+77	-11	+91	6	645	+11	+3	5	1,005	215	350	183
South Atlantic	+82	-10	+80	11	1,112	+10	+2	10	1,880	172	288	151
South Central	+50	-12	+60	28	5,102	+20	-8	19	7,743	197	254	184
Pacific	+93	-12	+123	10	3,585	+5	+4	8	4,555	134	246	112
Jewelry	+60	+19	+67	154	8,145	+32	+9	85	14,876	253	302	273
New England	+51	+42	+53	6	458	c	c	c	c	c	c	c
Middle Atlantic	+69	+12	+74	50	2,610	+39	+12	18	3,455	226	259	231
East North Central	+44	+24	+53	37	1,885	+36	+12	21	3,966	254	273	273
West North Central	+65	+34	+66	14	1,067	+21	+5	12	2,425	248	340	332
South Atlantic	+45	+34	+59	5	263	c	c	c	c	c	c	c
South Central	+12	+4	+25	7	238	+7	+2	6	909	395	416	409
Pacific	+81	+11	+92	33	1,610	+35	+9	23	3,727	266	345	259

51252

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
FEBRUARY 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change Feb. 1951 from Feb. 1950	Sales: Percent change Feb. 1951 from Jan. 1951	Sales: Percent change 2 mos. 1951 from 2 mos. 1950[b]	Sales: February 1951 panel: No. of establishments reporting	Sales: February 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Feb. 1951 from Feb. 1950	Inventory, end-of-month (at cost): Percent change Feb. 1951 from Jan. 1951	Inventory, end-of-month (at cost): February 1951 panel: No. of establishments reporting	Inventory, end-of-month (at cost): February 1951 panel: Reported dollar values (add 000)	Stock-sales[a] ratios: Feb. 1951	Stock-sales[a] ratios: Feb. 1950	Stock-sales[a] ratios: Jan. 1951
Lumber and building materials	+29	-12	+41	81	$12,015	+33	+3	57	$13,414	156	151	134
Middle Atlantic	+25	-16	+29	10	2,212	+2	-1	10	997	76	94	65
East North Central	+20	-21	+38	12	998	+36	+2	8	1,140	199	148	159
West North Central	+15	-16	+42	6	717	c	c	c	c	c	c	c
South Atlantic	+22	-19	+41	10	1,407	+27	+4	9	1,405	193	151	131
South Central	+21	-3	+26	5	810	c	c	c	c	c	c	c
Mountain	+31	-8	+43	7	2,142	+41	+4	6	3,487	172	162	159
Pacific	+62	-5	+69	9	1,772	+45	-3	7	1,897	127	143	122
Machinery equipment, supplies (except electrical)	+29	-5	+32	49	8,502	+3	+7	34	12,684	182	215	160
New England	+45*	-4	+44	5	512	+1	+1	4	917	229	329	217
Middle Atlantic	+98	0	+93	6	1,342	c	c	c	c	c	c	c
East North Central	+92	+14	+67	12	1,405	+41	+10	9	1,920	165	194	157
South Atlantic	+40	-20	+50	6	970	c	c	c	c	c	c	c
South Central	-26	-27	-17	7	1,928	-20	+8	5	3,965	213	196	145
Pacific	+109	-2	+113	9	965	+12	+5	7	1,826	264	522	248
Metals	+69	-8	+74	36	11,316	+7	+2	25	8,370	104	164	89
Paints and varnishes	+65	+4	+64	49	6,015	+30	+8	45	17,483	296	374	285
Plumbing and heating supplies	+73	-3	+77	86	14,327	+54	+4	64	22,872	185	209	181
New England	+44	-21	+48	7	339	c	c	c	c	c	c	c
Middle Atlantic	+63	-17	+70	19	1,246	+17	+1	11	1,554	180	266	155
East North Central	+52	-12	+62	14	1,355	+28	+7	12	2,633	223	261	187
West North Central	+63	-22	+84	10	1,133	+24	+10	8	1,692	165	215	118
South Atlantic	+77	+9	+76	23	7,677	+62	+3	23	13,162	171	187	181
Pacific	+89	-24	+120	4	928	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial)	+60	-7	+61	29	1,474	+26	+1	24	3,172	259	321	238
Middle Atlantic	+71	-8	+53	5	282	c	c	c	c	c	c	c
East North Central	+18	-13	+18	7	218	+37	+4	6	897	417	376	352
South Atlantic	+68	-10	+61	7	409	+22	+5	7	970	237	325	203
Pacific	+80	-4	+97	4	187	+34	0	4	382	204	274	196
Surgical, medical, equipment supplies	+76	+11	+66	33	6,239	+41	+3	28	5,653	96	125	106
Middle Atlantic	+50	-10	+53	5	776	c	c	c	c	c	c	c
East North Central	+140	+40	+100	8	3,458	+62	+5	7	2,206	66	102	89
South Atlantic	+29	-18	+44	6	680	+41	+4	5	966	146	133	116
West South Central	+31	-13	+41	4	448	+34	+7	4	478	107	104	87
Beer	+6	-7	+11	42	1,374	+12	-10	37	743	60	55	62
Middle Atlantic	0	-8	+7	9	247	+11	+2	8	90	37	33	33
East North Central	+5	-9	+11	12	424	+8	-14	12	215	51	50	54
West North Central	0	-7	+10	5	92	+15	-3	4	38	79	66	78
South Atlantic	+8	-11	+12	5	297	-10	-13	4	163	63	74	64
Pacific	+20	+3	+25	5	236	+38	-13	4	181	92	71	107
Chemicals, industrial	+68	-9	+77	14	2,991	+25	-4	8	1,280	54	73	50
Clothing and furnishings (except shoes)	+20	-19	+44	23	3,968	+24	+8	15	3,810	153	158	135
Coal	+88	-13	+49	19	4,217	+218	-17	18	3,502	84	50	88
Confectionery	+14	-3	+14	44	1,304	+18	-1	27	915	102	100	105
Middle Atlantic	+34	+16	+20	9	417	+2	-5	5	172	61	84	86
North Central	-10	-19	+3	8	204	+28	+5	7	235	135	92	100
South Atlantic	+11	-10	+13	12	261	+15	-4	7	228	127	121	121
South Central	+14	-7	+17	11	318	+26	+1	6	233	115	114	112
Dairy and poultry products	+28	-9	+25	25	6,332	+90	-13	18	3,009	55	36	56
Drugs and sundries (liquor excluded)	+20	-15	+22	196	56,015	+22	+3	154	85,520	193	190	159
New England	+26	-13	+25	12	2,724	+18	+3	10	3,871	180	196	153
Middle Atlantic	+23	-11	+20	28	10,397	+23	+2	20	11,345	176	174	160
East North Central	+18	-17	+25	23	8,156	+31	+4	17	11,250	182	165	144
West North Central	+12	-20	+19	19	5,655	+18	+6	17	9,716	194	185	146
South Atlantic	+16	-12	+20	30	6,787	+22	+7	22	9,790	193	187	163
East South Central	+13	-14	+18	16	3,305	+16	+2	12	5,107	194	187	163
West South Central	+19	-12	+22	29	7,666	+21	+5	25	14,302	217	211	180
Mountain	+14	-21	+21	12	2,330	+23	+3	9	3,316	218	211	169
Pacific	+33	-16	+31	21	7,809	+22	-1	18	14,621	189	206	160
Dry goods	+32	-7	+37	179	46,796	+18	0	139	84,843	220	240	206
New England	+50	-12	+59	9	889	+11	+15	9	1,330	150	203	114
Middle Atlantic	+46	-5	+50	42	9,009	+24	+4	27	10,508	206	239	187
East North Central	+12	-13	+21	17	4,628	+8	-1	17	8,775	190	197	168
West North Central	+28	-6	+32	19	15,712	+24	-3	18	38,031	242	250	237
South Atlantic	+40	-6	+47	27	4,843	+21	+5	21	9,388	216	250	191
East South Central	+31	-17	+37	15	1,714	+12	+3	9	3,169	247	278	201
West South Central	+8	-17	+22	13	2,558	+31	+11	12	5,436	232	188	171
Mountain	+30	+10	+45	5	411	+15	+9	4	894	240	270	247
Pacific	+46	-3	+42	25	5,819	-15	-12	17	4,939	176	305	212
Farm supplies	+13	+17	+17	22	5,910	+30	+4	12	1,208	63	60	50
Fresh fruits and vegetables	+7	-4	+4	67	4,688	+57	+2	43	1,177	41	26	39
New England	+6	-2	+4	9	317	+70	+1	8	75	34	20	33
Middle Atlantic	+12	+7	+1	17	893	+20	0	9	42	11	8	11
East North Central	+12	-7	+11	14	1,148	-22	+2	7	46	16	19	16
West North Central	+2	-17	+6	7	503	+10	+2	7	246	49	45	40
South Atlantic	+17	+2	+12	6	325	-7	+11	4	52	23	28	22
East South Central	+16	-12	+20	5	309	c	c	c	c	c	c	c
Pacific	+3	-1	+2	6	974	+8	+4	4	201	22	21	21

51252

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
FEBRUARY 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change Feb. 1951 from Feb. 1950	Sales: Percent change Feb. 1951 from Jan. 1951	Sales: Percent change 2 mos. 1951 from 2 mos. 1950[b]	Sales: February 1951 panel: No. of establishments reporting	Sales: February 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Feb. 1951 from Feb. 1950	Inventory, end-of-month (at cost): Percent change Feb. 1951 from Jan. 1951	Inventory, end-of-month (at cost): February 1951 panel: No. of establishments reporting	Inventory, end-of-month (at cost): February 1951 panel: Reported dollar values (add 000)	Stock sales[a] ratios: Feb. 1951	Stock sales[a] ratios: Feb. 1950	Stock sales[a] ratios: Jan. 1951
Groceries, total	+21	-15	+28	869	$131,521	+22	+3	667	$153,779	154	155	131
Non-affiliated full-line wholesalers[d]	+17	-14	+23	572	56,115	+22	+2	470	75,550	160	155	138
New England	+8	-33	+25	6	1,150	+28	+1	4	2,777	269	228	174
Middle Atlantic	+12	-18	+22	20	1,979	+27	0	11	2,388	178	156	156
East North Central	+17	-18	+27	145	12,562	+22	+6	125	18,989	170	164	129
West North Central	+6	-8	+12	65	6,065	+22	-2	55	8,774	168	146	163
South Atlantic	+16	-12	+22	67	7,218	+19	-3	40	7,166	146	143	134
East South Central	+26	-3	+27	40	4,635	+19	-6	34	5,419	131	142	137
West South Central	+17	-11	+22	111	12,485	+21	+3	88	15,980	165	162	147
Mountain	+22	-17	+26	22	1,939	+20	+17	20	3,289	177	179	126
Pacific	+23	-15	+25	96	8,082	+28	0	93	10,768	139	135	119
Voluntary-group wholesalers	+23	-11	+28	176	51,338	+27	+4	120	54,102	149	150	139
New England	+16	-22	+36	9	2,844	+31	+8	6	1,804	148	135	108
Middle Atlantic	+18	-20	+30	46	14,351	+45	0	31	12,440	149	131	133
East North Central	+28	-11	+30	48	10,330	+22	+2	33	10,242	141	146	127
West North Central	+30	+12	+26	32	11,755	+25	+6	32	19,157	163	170	172
South Atlantic	+21	-18	+31	11	2,368	+28	+4	7	2,010	130	124	101
Pacific	+24	-17	+27	16	4,913	+29	+8	4	2,604	119	135	104
Retailer-cooperative warehouses	+20	-17	+27	23	8,677	+16	+2	17	6,560	143	145	111
Specialty lines wholesalers	+28	-27	+45	98	15,391	+11	+9	60	17,567	150	179	98
New England	+23	-21	+23	5	135	c	c	c	c	c	c	c
Middle Atlantic	+30	-36	+49	23	3,999	+23	+16	14	3,974	123	134	65
East North Central	-2	-28	+16	11	715	+68	+32	6	398	110	74	74
South Atlantic	+20	-16	+33	27	2,150	+21	+13	16	2,221	126	126	94
East South Central	+11	-26	+29	5	511	c	c	c	c	c	c	c
West South Central	+23	-12	+29	5	331	c	c	c	c	c	c	c
Mountain	+51	-26	+80	4	730	c	c	c	c	c	c	c
Pacific	+34	-25	+50	15	6,682	+2	0	11	9,484	190	258	141
Leather and shoe findings	+36	-7	+40	26	517	+11	+3	15	1,146	385	404	307
Middle Atlantic	+15	-24	+23	6	38	c	c	c	c	c	c	c
East North Central	+42	-13	+43	5	54	c	c	c	c	c	c	c
Pacific	+57	+3	+55	7	326	c	c	c	c	c	c	c
Meats and meat products	+26	-11	+33	40	22,402	+43	+5	34	10,919	63	55	52
Middle Atlantic	+27	-9	+33	10	4,201	+26	-2	10	2,045	49	49	43
East North Central	+20	-15	+32	12	8,797	+48	+9	11	5,969	72	59	56
Pacific	+37	-8	+39	5	4,137	+61	+7	4	875	39	33	30
Paper and its products	+41	-12	+47	62	9,763	+6	+1	39	7,856	115	148	99
New England	+51	-11	+56	5	313	-1	0	4	341	194	286	165
Middle Atlantic	+57	-12	+59	18	3,188	+11	+4	10	1,536	84	112	73
East North Central	+39	-12	+45	17	3,545	-2	-3	12	2,605	83	116	74
West North Central	+36	-18	+42	4	333	c	c	c	c	c	c	c
South Atlantic	+31	-20	+44	6	711	c	c	c	c	c	c	c
South Central	+10	-15	+28	5	538	c	c	c	c	c	c	c
Pacific	+34	-4	+36	7	1,135	+20	+1	6	2,003	223	249	206
Petroleum	+24	+3	+25	29	6,042	+45	-5	28	5,393	89	76	97
Shoes and other footwear	+40	+11	+35	38	34,243	+15	-3	34	64,259	190	232	219
Tobacco products	+7	-5	+10	277	36,230	+15	+1	167	17,500	72	68	68
New England	+4	-4	+8	22	2,589	+18	+9	11	554	62	58	56
Middle Atlantic	+8	-5	+11	54	11,036	+8	0	35	6,673	80	81	76
East North Central	+9	-7	+12	68	7,294	+23	+1	41	2,842	65	58	61
West North Central	+9	-2	+4	39	4,452	+21	+9	28	2,463	72	65	66
South Atlantic	+9	-2	+8	22	3,756	+17	-3	18	1,980	61	57	62
East South Central	-3	-12	+8	14	1,329	+11	0	7	563	55	52	54
West South Central	0	-5	+3	21	1,458	+23	0	5	212	46	35	45
Mountain	+30	+5	+24	10	654	+3	-2	7	430	71	92	77
Pacific	+5	-6	+14	19	2,359	+11	-4	8	630	72	69	72
Wines and spirits[e]	+35	-9	+49	302	98,987	+59	+13	243	136,666	185	148	146
New England	+56	-4	+74	26	5,006	+48	+3	17	5,458	167	184	177
Middle Atlantic	+53	-5	+70	44	32,747	+90	+16	37	41,535	195	141	150
East North Central	+39	-14	+53	46	12,693	+43	+10	33	14,705	155	149	125
West North Central	+35	-8	+36	29	9,067	+42	+21	23	12,922	212	193	148
South Atlantic	+30	-5	+40	40	12,281	+73	+14	37	18,627	158	120	133
East South Central	+7	-16	+13	15	2,684	+41	+25	12	5,234	242	180	156
West South Central	+3	+15	+8	35	8,011	+7	+10	31	11,925	160	154	167
Mountain	+31	-17	+49	9	1,795	+43	+48	9	2,820	157	144	88
Pacific	+28	-23	+63	31	9,769	+80	0	21	14,135	220	139	158
Miscellaneous	+27	-15	+32	41	7,557	+4	0	27	6,462	121	161	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 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., Mass., Maine, 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 4, 1951

MARCH 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 4,182 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales during March rose 4 percent above February in a gain smaller than the normal seasonal trend. However, March sales jumped 20 percent over those of a year ago. Cumulative sales for the first quarter of 1951 were 35 percent ahead of the corresponding period of 1950.

All geographic divisions experienced sales gains over the previous month and, also, over March 1950. Increases over February levels ranged from a very slight rise in the Middle Atlantic region to a gain of 11 percent reported by the East South Central and Mountain divisions. Compared with a year ago, the most substantial increase, 26 percent, was reported in the East North Central and Mountain regions.

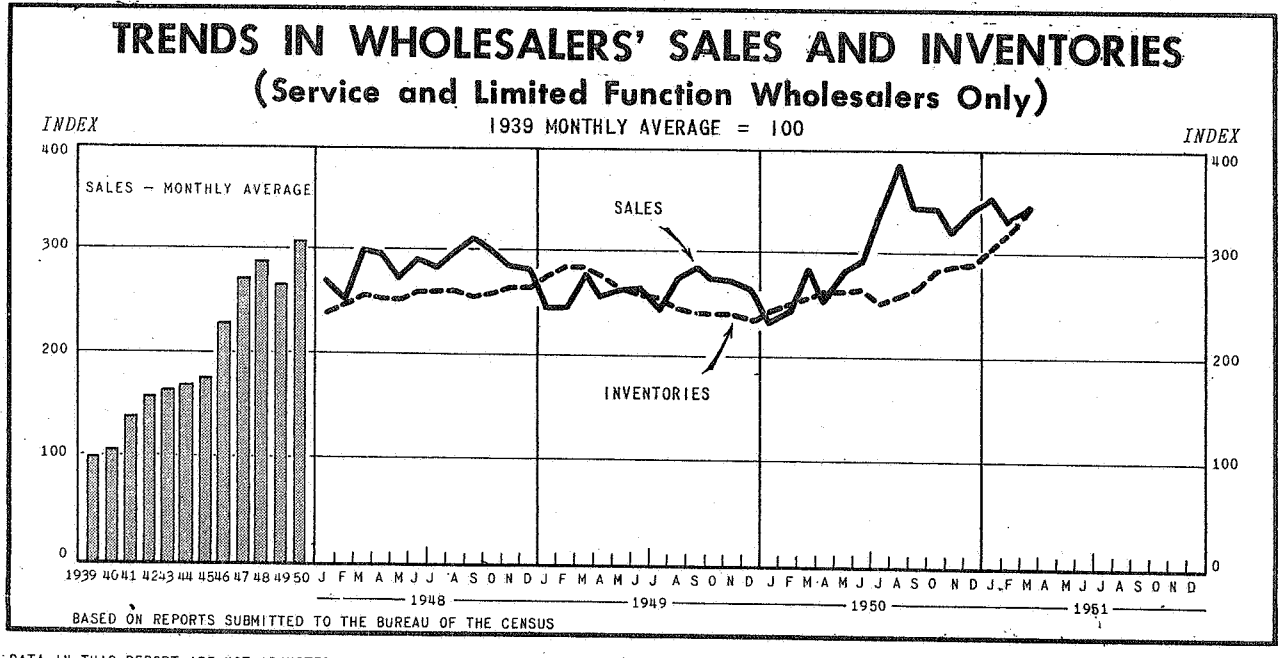
Most trades indicated sales gains over the previous month, the largest increase (36%) being experienced by farm supplies. However, eight trades reported declines, the heaviest drop (13%) shown by wines and spirits. While four trades (coal, grocery specialty lines, wines and spirits and fresh fruits and vegetables) reflected small declines below March a year ago, all trades indicated first quarter 1951 sales in excess of first quarter 1950. Industrial supplies, with an increase of 75 percent, reported the highest quarterly gain.

INVENTORIES

Wholesalers' inventories at the end of March advanced 7 percent above the February 28 stock level and were 34 percent above the dollar value of stocks on hand March 31, 1950. All regions followed the national trend with increases over both periods. The Middle Atlantic region, while reporting the smallest month-to-month increase (2%), indicated the most substantial gain (44%) over stocks on hand a year ago. According to the reports of 3,199 establishments submitting inventories in conjunction with sales, the March stock-sales ratio of 161 was 4 points higher than the previous month and 15 points above March 1950.

RETAIL

According to the Bureau's Monthly Retail Trade Report, March sales of independent retail stores increased 15 percent above February and were 10 percent higher than March last year. Cumulative sales for the first quarter were 17 percent above the same period of 1950.



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

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

MARCH 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: Mar. 1951 from Mar. 1950	Sales: Percent change: Mar. 1951 from Feb. 1951	Sales: Percent change: 3 mos. 1951 from 3 mos. 1950[b]	Sales: March 1951 panel: No. of establishments reporting	Sales: March 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Mar. 1951 from Mar. 1950	Inventory, end-of-month (at cost): Percent change: Mar. 1951 from Feb. 1951	Inventory, end-of-month (at cost): March 1951 panel: No. of establishments reporting	Inventory, end-of-month (at cost): March 1951 panel: Reported dollar values (add 000)	Stock-sales[a] ratios: Mar. 1951	Stock-sales[a] ratios: Mar. 1950	Stock-sales[a] ratios: Feb. 1951
United States, total	+20	+4	+35	4,182	$883,749	+34	+7	3,199	$1,172,610	161	146	157
New England	+17	+2	+39	229	36,648	+39	+11	168	42,138	147	125	136
Middle Atlantic	+17	0	+37	775	173,552	+44	+2	547	189,225	145	118	144
East North Central	+26	+4	+39	832	160,732	+38	+8	662	195,781	140	129	134
West North Central	+16	+2	+30	455	114,206	+30	+7	364	175,701	190	170	177
South Atlantic	+20	+3	+34	539	101,779	+41	+6	414	136,883	160	137	154
East South Central	+16	+11	+29	208	35,874	+34	+6	155	49,437	165	144	173
West South Central	+14	+6	+24	394	75,772	+26	+10	304	110,455	176	161	173
Mountain	+26	+11	+36	169	29,200	+27	+9	137	39,697	157	157	159
Pacific	+21	+6	+42	531	117,696	+32	+14	398	157,107	169	158	158
Automotive supplies	+28	-5	+51	281	19,657	+29	+6	180	21,091	241	257	231
New England	+16	-18	+67	7	370	c	c	c	c	c	c	c
Middle Atlantic	+49	+1	+62	40	1,357	+30	+8	36	2,613	222	255	208
East North Central	+19	-6	+44	54	4,049	+52	+12	44	7,265	242	200	200
West North Central	+38	-6	+59	44	4,867	+6	+1	20	3,081	245	314	242
South Atlantic	+23	-11	+56	18	2,702	+19	0	11	1,220	278	318	282
South Central	+11	-11	+48	16	2,185	+22	-6	10	1,141	198	238	219
Mountain	-1	-11	+18	18	679	+61	+7	7	1,171	299	280	272
Pacific	+45	+12	+52	75	3,145	+12	+4	41	3,464	231	307	273
Electrical group, total	+34	+5	+57	668	181,717	+55	+16	597	219,391	129	112	118
Full-line wholesalers	+41	+7	+59	428	139,923	+51	+17	421	176,423	127	119	116
New England	+34	+3	+62	31	8,178	+62	+22	31	10,681	131	108	111
Middle Atlantic	+42	+9	+58	59	22,248	+74	+19	58	28,438	129	106	118
East North Central	+52	+4	+66	88	32,283	+53	+20	87	36,730	114	114	99
West North Central	+40	+4	+56	41	12,706	+32	+13	40	14,602	116	125	108
South Atlantic	+37	+5	+62	63	18,772	+62	+17	61	25,465	140	118	125
East South Central	+19	+1	+49	26	5,621	+69	+15	25	8,163	148	104	130
West South Central	+19	+9	+42	47	12,579	+39	+10	47	19,916	158	135	156
Mountain	+47	+9	+60	19	5,405	+35	+17	19	6,605	122	134	114
Pacific	+51	+13	+65	54	22,131	+37	+17	53	25,823	117	129	114
Wiring supplies, construction materials distributors	+56	+16	+64	128	11,157	+48	+10	85	10,046	130	136	141
New England	+96	+3	+88	13	768	+35	+7	4	218	126	171	149
Middle Atlantic	+64	+9	+73	33	1,376	+30	+5	20	1,622	143	187	147
East North Central	+74	+13	+82	28	3,712	+50	+9	21	3,150	123	143	130
West North Central	+46	+12	+50	9	1,154	+41	+7	6	926	163	161	170
South Atlantic	+28	+36	+24	18	2,149	+61	+20	14	1,950	101	80	120
South Central	+67	+18	+85	13	1,218	+53	+5	9	1,388	168	184	188
Mountain	-1	+15	+21	5	292	c	c	c	c	c	c	c
Pacific	+57	+10	+94	9	488	+57	+10	8	705	147	147	147
Appliances and specialties wholesalers	+7	-5	+47	112	30,637	+81	+11	91	32,922	142	79	120
New England	-12	-16	+67	6	994	+66	+35	6	1,311	132	70	82
Middle Atlantic	+14	-6	+55	27	13,577	+154	+7	19	10,915	144	57	122
East North Central	+6	-13	+38	20	3,611	+71	+17	15	3,793	121	72	88
West North Central	+3	-1	+57	14	1,696	+66	+12	11	3,737	277	155	236
South Atlantic	+7	-4	+37	16	4,149	+47	+11	15	4,558	123	88	107
South Central	+7	+10	+22	9	2,064	+44	+15	8	2,799	136	101	130
Mountain	+58	+48	+61	7	1,311	+20	+24	7	1,565	119	158	142
Pacific	-15	-9	+28	13	3,185	+83	+6	10	4,244	140	64	120
Furniture and house furnishings	+27	+8	+43	82	19,606	+24	+7	65	25,507	146	152	146
Middle Atlantic	+10	-1	+27	16	3,212	+20	+4	12	4,286	175	159	163
East North Central	+42	-5	+62	9	3,091	+23	-1	7	3,835	137	160	131
West North Central	+24	+2	+46	12	3,110	+49	+15	12	5,461	176	146	157
South Atlantic	0	+28	0	9	879	c	c	c	c	c	c	c
South Central	+42	+26	+48	15	2,837	+2	+7	15	3,604	127	176	150
Mountain	+24	+14	+44	6	1,163	+25	+6	5	1,714	160	162	171
Pacific	+35	+15	+54	12	4,600	+24	+8	10	5,146	118	127	127
Hardware	+37	+9	+57	161	74,089	+24	+4	135	134,792	212	236	224
New England	+44	+5	+65	4	687	+16	+7	4	1,926	280	347	277
Middle Atlantic	+48	+9	+68	37	11,135	+31	-12	30	15,173	158	182	194
East North Central	+43	+10	+63	25	14,704	+35	+9	24	30,349	213	223	215
West North Central	+33	+9	+50	19	15,320	+22	+8	18	30,064	227	251	234
South Atlantic	+35	+9	+45	25	6,871	+10	-1	21	12,629	202	248	222
East South Central	+28	+12	+45	12	4,884	+28	+11	10	9,157	210	216	213
West South Central	+18	+1	+35	15	5,902	+17	+2	9	8,189	226	227	224
Mountain	+26	+32	+46	8	2,548	-1	+6	6	2,687	219	266	285
Pacific	+41	+8	+79	16	12,038	+20	+3	13	24,618	238	278	248
Industrial supplies	+59	+8	+75	88	15,228	+18	+7	64	19,676	168	218	169
New England	+48	+3	+69	7	675	-14	+2	6	1,221	211	361	209
Middle Atlantic	+70	+3	+88	18	1,759	+37	+10	11	1,642	160	188	153
East North Central	+70	+8	+78	7	1,076	+37	+8	5	681	197	200	193
West North Central	+44	+5	+72	8	1,114	+10	-3	7	1,566	199	230	184
South Atlantic	+55	0	+72	9	812	+20	+3	8	1,446	181	235	176
South Central	+52	+13	+57	29	5,833	+28	+13	19	8,753	193	223	197
Pacific	+70	+8	+103	10	3,959	+8	+2	8	4,367	119	188	126
Jewelry	+50	+16	+60	150	8,997	+52	+14	86	16,690	251	250	252
New England	+34	+7	+47	5	349	c	c	c	c	c	c	c
Middle Atlantic	+62	+20	+69	45	3,007	+90	+33	17	4,634	241	212	230
East North Central	+43	+18	+50	39	2,066	+51	+1	24	3,466	204	190	231
West North Central	+51	+14	+59	14	1,129	+35	+3	11	2,273	232	270	246
South Atlantic	+35	+20	+45	8	533	+62	+12	4	1,200	272	245	303
South Central	+27	+23	+26	7	293	+14	+16	6	1,052	373	419	395
Pacific	+53	+7	+76	29	1,596	+41	+16	20	3,993	303	325	266

(Continued on next page)

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

MARCH 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: Mar. 1951 from Mar. 1950	Sales: Percent change: Mar. 1951 from Feb. 1951	Sales: Percent change: 3 mos. 1951 from 3 mos. 1950[b]	Sales: March 1951 panel: No. of establishments reporting	Sales: March 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Mar. 1951 from Mar. 1950	Inventory, end-of-month (at cost): Percent change: Mar. 1951 from Feb. 1951	Inventory, end-of-month (at cost): March 1951 panel: No. of establishments reporting	Inventory, end-of-month (at cost): March 1951 panel: Reported dollar values (add 000)	Stock-sales[a] ratios: Mar. 1951	Stock-sales[a] ratios: Mar. 1950	Stock-sales[a] ratios: Feb. 1951
Lumber and building materials	+37	+32	+39	81	$15,939	+37	+8	58	$14,553	128	130	166
Middle Atlantic	+29	+41	+29	18	2,978	+17	+11	10	1,104	54	63	76
East North Central	+31	+42	+35	11	1,248	+22	+3	8	1,178	127	149	199
West North Central	+19	+29	+32	7	985	+19	+10	4	369	73	72	70
South Atlantic	+40	+33	+40	11	2,130	+30	-4	9	1,349	129	129	193
South Central	+39	+55	+31	5	1,256	c	c	c	c	c	c	c
Mountain	+67	+26	+52	7	2,701	+41	+4	6	3,644	149	171	172
Pacific	+40	+19	+57	9	2,103	+61	+15	7	2,180	125	112	127
Machinery equipment, supplies (except electrical)	+52	+19	+39	46	9,737	0	0	31	11,799	150	221	178
New England	+29	+10	+39	5	563	+6	+3	4	941	214	267	229
Middle Atlantic	+84	+11	+93	7	1,542	c	c	c	c	c	c	c
East North Central	+77	+18	+69	10	1,387	+38	+1	7	1,451	134	166	152
South Atlantic	+22	+4	+41	6	942	c	c	c	c	c	c	c
South Central	+39	+40	-2	7	2,709	-22	0	5	3,957	150	269	213
Pacific	+87	+29	+102	7	1,118	+4	-4	5	1,367	209	342	241
Metals	+50	+13	+66	38	12,689	+12	+5	26	8,732	96	131	104
Paints and varnishes	+41	+10	+54	52	6,718	+35	+3	46	18,125	277	290	296
Plumbing and heating supplies	+65	+11	+72	120	19,666	+45	+9	97	31,878	185	213	186
New England	+46	-3	+47	6	303	c	c	c	c	c	c	c
Middle Atlantic	+72	+18	+71	34	3,111	+27	+8	26	4,333	164	230	179
East North Central	+29	-2	+49	15	1,434	+30	+11	13	3,334	265	260	234
West North Central	+57	+10	+73	12	1,530	+43	+26	10	2,853	206	226	175
South Atlantic	+68	+7	+73	38	9,863	+49	+8	38	17,187	174	197	172
Pacific	+63	+29	+96	4	1,200	c	c	c	c	c	c	c
Refrigeration equipment, parts (commercial)	+47	+9	+59	31	1,656	+27	+6	25	3,435	254	294	260
Middle Atlantic	+48	+3	+51	6	326	c	c	c	c	c	c	c
East North Central	+23	+15	+30	7	250	+42	+6	6	948	384	346	417
South Atlantic	+48	+6	+64	7	435	+19	0	7	974	224	278	237
Pacific	+63	+7	+83	5	217	+21	+4	5	461	212	286	219
Surgical, medical, equipment, supplies	+37	-10	+55	37	5,843	+52	+9	31	6,635	125	115	101
Middle Atlantic	+30	+3	+47	6	820	+61	+23	4	689	106	88	86
East North Central	+43	-27	+75	10	2,669	+66	+8	9	2,935	115	101	76
South Atlantic	+40	+24	+41	6	800	+35	+5	5	983	126	132	149
South Central	+24	+19	+33	6	758	+52	+11	4	530	101	84	107
Beer	+4	+18	+9	45	1,731	+13	+5	38	804	52	47	58
Middle Atlantic	+6	+28	+6	9	399	+10	-2	8	111	28	27	37
East North Central	+4	+15	+8	15	530	+23	0	14	224	44	37	51
West North Central	-7	+7	+4	5	98	+2	+34	4	51	111	88	79
South Atlantic	+6	+14	+10	5	340	-7	+5	4	171	58	66	63
Pacific	+8	+15	+18	5	271	+26	+8	4	196	85	66	92
Chemicals, industrial	+52	+3	+68	12	2,800	+33	+11	7	1,425	62	73	57
Clothing and furnishings (except shoes)	+11	-11	+32	25	3,556	+18	-4	16	3,643	148	141	153
Coal	-1	-1	+31	18	3,632	+136	-22	17	2,688	74	32	95
Confectionery	+8	+19	+12	42	1,335	+9	-6	25	815	92	94	120
Middle Atlantic	+12	+35	+17	9	404	+4	-5	5	163	65	71	104
North Central	-4	+20	+1	8	245	+31	+3	7	243	108	84	135
South Atlantic	+11	+15	+12	12	299	+11	+7	7	245	120	118	127
East South Central	-5	+10	+5	8	173	+9	+3	4	38	84	83	84
Dairy and poultry products	+16	+7	+22	25	6,901	+69	-24	18	2,430	39	27	57
Drugs and sundries (liquor excluded)	+14	+13	+19	198	63,413	+24	+4	154	88,593	177	165	193
New England	+21	+13	+24	14	3,229	+22	+4	11	4,245	166	167	182
Middle Atlantic	+8	+10	+16	26	11,027	+18	+1	19	11,230	162	156	178
East North Central	+21	+18	+23	26	10,567	+34	+5	20	13,030	158	143	177
West North Central	+7	+13	+15	19	6,391	+18	0	17	10,058	179	163	201
South Atlantic	+7	+10	+15	32	7,906	+24	+2	24	10,811	178	156	194
East South Central	+9	+16	+15	17	3,863	+17	+4	13	5,352	171	160	193
West South Central	+10	+8	+17	31	8,682	+21	+2	23	13,680	204	185	216
Mountain	+14	+15	+19	12	2,630	+27	+6	9	3,759	222	197	240
Pacific	+28	+17	+30	21	9,118	+31	+12	18	16,428	181	177	189
Dry goods	+18	+1	+30	180	47,500	+26	+7	141	92,489	230	214	222
New England	+10	+9	+40	8	855	+29	+14	7	1,314	159	137	151
Middle Atlantic	+32	0	+44	49	9,935	+21	+5	34	13,464	215	226	206
East North Central	+7	+7	+16	18	5,105	+20	+12	18	10,292	202	179	192
West North Central	+19	+4	+28	20	16,352	+30	+4	18	39,580	243	224	242
South Atlantic	+14	-1	+34	27	4,916	+35	+9	21	10,430	236	198	215
East South Central	+12	+1	+25	15	1,731	+21	+7	9	3,390	267	241	247
West South Central	+11	+14	+18	13	2,874	+38	+9	13	6,669	232	186	243
Mountain	+23	+9	+35	6	542	+42	+13	5	1,649	329	284	317
Pacific	+10	-13	+30	24	5,190	+2	+8	16	5,701	205	274	178
Farm supplies	+14	+36	+15	21	7,977	+57	0	11	1,175	53	40	63
Fresh fruits and vegetables	-5	+14	+1	67	5,091	+37	0	44	1,249	39	26	47
New England	-2	-1	+3	8	220	+45	+9	7	81	51	35	48
Middle Atlantic	-15	+1	-4	18	940	-5	-17	10	38	8	8	11
East North Central	+9	+15	+10	15	1,452	+13	+2	8	165	36	29	41
West North Central	-19	+14	-4	7	575	+16	+9	7	268	47	33	49
South Atlantic	+2	+7	+8	6	347	-18	-13	4	45	18	22	23
East South Central	+12	+10	+17	6	347	c	c	c	c	c	c	c
Pacific	0	+28	+1	4	859	c	c	c	c	c	c	c

(Continued on next page)

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

MARCH 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change Mar. 1951 from Mar. 1950	Sales: Percent change Mar. 1951 from Feb. 1951	Sales: Percent change 3 mos. 1951 from 3 mos. 1950[b]	Sales: March 1951 panel: No. of establishments reporting	Sales: March 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Mar. 1951 from Mar. 1950	Inventory, end-of-month (at cost): Percent change Mar. 1951 from Feb. 1951	Inventory, end-of-month (at cost): March 1951 panel: No. of establishments reporting	Inventory, end-of-month (at cost): March 1951 panel: Reported dollar values (add 000)	Stock-sales[a] ratios: Mar. 1951	Stock-sales[a] ratios: Mar. 1950	Stock-sales[a] ratios: Feb. 1951
Groceries, total	+3	-1	+19	864	$129,206	+26	+5	670	$170,308	171	140	159
Nonaffiliated full-line wholesalers[d]	+4	+2	+16	574	57,443	+25	+3	467	78,524	165	137	163
New England	-7	+6	+13	7	1,307	+48	+13	4	3,148	289	180	269
Middle Atlantic	-6	-1	+11	22	2,228	+20	+3	12	2,718	186	142	176
East North Central	+6	+1	+20	143	12,448	+23	-1	126	18,705	165	142	169
West North Central	+8	+5	+10	62	5,954	+24	+3	51	8,388	169	148	172
South Atlantic	+6	+7	+16	68	8,006	+29	+5	40	8,256	153	124	154
East South Central	+4	+9	+18	42	4,938	+27	-2	32	5,602	137	112	152
West South Central	+6	+3	+16	112	12,969	+21	0	89	16,158	161	142	165
Mountain	+8	+4	+20	22	2,011	+22	+2	20	3,370	174	156	177
Pacific	-3	-6	+15	96	7,582	+28	+13	93	12,179	168	128	139
Voluntary-group wholesalers	+3	-5	+19	177	48,642	+28	+7	128	66,300	180	143	156
New England	0	0	+23	9	2,740	+33	+6	7	2,118	158	126	152
Middle Atlantic	-2	-3	+18	46	13,961	+36	+8	31	19,576	186	133	170
East North Central	+7	-5	+22	48	9,801	+35	+5	34	11,185	158	124	143
West North Central	+1	-16	+17	32	9,838	+29	+10	32	21,032	214	168	163
South Atlantic	+3	+1	+21	13	2,783	+28	0	7	2,014	136	104	130
Pacific	+6	-1	+20	16	4,853	+20	+4	4	2,706	140	126	119
Retailer-cooperative warehouses	+7	+5	+20	20	8,795	+15	+3	15	6,327	148	129	141
Specialty lines wholesalers	-1	-4	+28	93	14,326	+21	+8	60	19,157	173	144	155
New England	+7	+11	+16	6	207	+8	+5	4	137	101	93	102
Middle Atlantic	-5	-11	+33	19	2,875	+13	-11	11	3,417	149	124	143
East North Central	-9	+17	+7	10	735	+15	-35	5	207	66	61	116
South Atlantic	+6	+6	+23	23	2,252	+25	-6	15	2,097	114	96	127
East South Central	0	+7	+17	6	621	c	c	c	c	c	c	c
West South Central	+6	+4	+20	5	343	c	c	c	c	c	c	c
Mountain	+29	-9	+62	4	661	c	c	c	c	c	c	c
Pacific	-2	-6	+30	17	6,405	+22	+22	13	11,653	231	189	187
Leather and shoe findings	+14	+6	+30	29	590	+16	+8	15	1,239	377	373	380
Middle Atlantic	+8	+24	+16	7	52	c	c	c	c	c	c	c
East North Central	+19	+19	+32	6	94	c	c	c	c	c	c	c
Pacific	+16	-6	+40	7	307	c	c	c	c	c	c	c
Meats and meat products	+17	+7	+28	41	24,036	+41	-4	35	10,511	57	48	62
Middle Atlantic	+19	-1	+28	10	4,142	+30	+4	10	2,129	51	47	49
East North Central	+20	+7	+28	13	9,463	+49	-7	12	5,570	63	50	71
South Atlantic	+12	+4	+12	4	380	c	c	c	c	c	c	c
Pacific	+27	+11	+35	5	4,611	+60	-9	4	796	33	27	39
Paper and its products	+41	+12	+45	63	10,710	+10	0	39	7,687	104	130	116
New England	+33	+13	+47	5	354	+10	+6	4	361	211	225	194
Middle Atlantic	+44	+10	+54	17	3,123	+13	-1	9	1,228	75	89	84
East North Central	+40	+12	+43	19	4,212	+2	+4	14	2,898	76	105	84
West North Central	+23	+2	+36	4	340	c	c	c	c	c	c	c
South Atlantic	+68	+20	+51	8	1,082	c	c	c	c	c	c	c
South Central	+15	+10	+24	4	457	c	c	c	c	c	c	c
Pacific	+35	+9	+36	6	1,142	+31	-3	5	1,847	224	222	236
Petroleum	+15	+7	+21	28	6,425	+62	+7	28	5,798	90	64	90
Shoes and other footwear	+29	+7	+33	39	36,580	+14	0	34	63,939	176	201	190
Tobacco products	+4	+10	+8	294	41,040	+16	-2	177	17,212	63	57	71
New England	-1	+10	+4	25	2,897	+26	+4	14	648	54	47	58
Middle Atlantic	+4	+13	+8	63	13,680	+13	-6	41	7,151	79	64	83
East North Central	+6	+9	+10	70	8,058	+24	+2	40	2,885	62	53	66
West North Central	+4	+5	+5	45	5,513	+13	-3	29	2,408	65	60	72
South Atlantic	+4	+12	+7	23	3,813	+23	+3	19	1,655	51	43	55
East South Central	+10	+17	+8	11	1,413	+10	+1	7	576	48	48	56
West South Central	+2	+11	+2	27	2,350	+10	+3	11	727	59	56	63
Mountain	+11	+4	+16	11	962	+20	+7	8	698	77	73	75
Pacific	-1	+8	+10	19	2,354	+20	+9	8	464	63	50	62
Wines and spirits[e]	-2	-13	+30	315	90,812	+59	+11	261	161,101	215	134	175
New England	+11	-7	+48	26	5,278	+53	0	19	6,018	169	120	159
Middle Atlantic	0	-18	+42	47	27,041	+59	-4	43	44,299	200	128	180
East North Central	+8	-11	+37	48	10,947	+69	+8	36	17,368	193	123	164
West North Central	-19	-28	+14	34	7,098	+41	+12	29	15,654	294	174	196
South Atlantic	+2	-13	+23	48	13,768	+73	+5	43	24,828	194	113	160
East South Central	-5	-1	+6	18	3,084	+38	+1	15	6,088	231	161	233
West South Central	-3	-7	+4	38	8,793	+42	+37	32	17,709	232	163	163
Mountain	+2	-7	+30	12	1,912	+76	+20	11	3,432	193	112	149
Pacific	-7	+4	+34	39	12,295	+72	+48	28	24,374	256	139	188
Miscellaneous	+27	+17	+30	41	8,872	+9	+7	28	7,200	112	135	124

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[1] comprising geographic divisions:

New England - (Conn., Mass., Maine, 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.)

[1] South Central--East South Central and West South Central combined.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

FOR RELEASE
JUNE 1, 1951

APRIL 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 4,096 wholesale establishments in various lines of business.

SALES

April sales of wholesalers dropped 12 percent below the level of the previous month, but rose 18 percent above sales a year ago. However, cumulative sales for the first four months of 1951 were 31 percent ahead of the same period of 1950, reflecting the sales gains of 53, 45, 20 and 18 percent reported for January, February, March and April.

All geographic divisions indicated sales declines below March 1951, but reported gains over April 1950 sales. The Mountain region, which indicated the smallest decrease (6%) below the previous month, experienced the largest increase (26%) over a year ago. On the other hand, the East South Central division, which felt the heaviest drop (13%) below March sales, showed the smallest gain (9%) over April 1950.

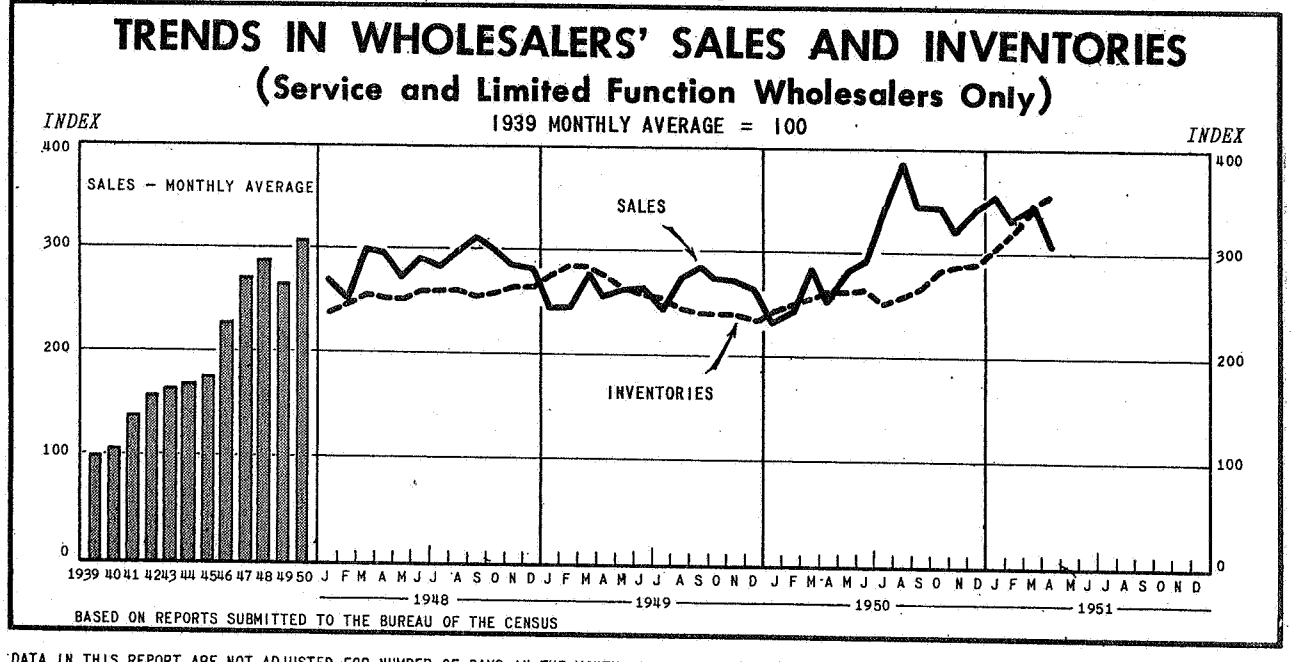
Most trades covered in this survey lagged behind previous month sales, with shoes and other footwear showing the most substantial decrease, 33 percent. However, eight trades indicated small increases, mostly seasonal, of 2 to 6 percent. Compared with a year ago, only two trades, coal (-1%) and electrical appliances and specialties (-15%), reported sales declines. All other trades experienced gains over a year ago ranging from a slight (1%) rise in fresh fruits and vegetables to a substantial jump of 81 percent in machinery equipment and supplies.

INVENTORIES

The dollar value of inventories of wholesalers on April 30 rose 3 percent above the previous month, the ninth successive increase since July 1950. Stocks on hand were 36 percent above the April 30, 1950 stock level. All regions followed closely the national trend with increases over both periods. However, 14 trades indicated stocks on hand below the previous month, although all 37 kinds of business covered in this report were at substantially higher inventory levels than a year ago. According to the reports of 3,122 establishments submitting inventories in conjunction with sales, the April stock-sales ratio of 190 was 24 points higher than the previous month and 28 points above April 1950.

RETAIL

According to the Bureau's Monthly Retail Trade Report, April sales of independent retail stores dropped 10 percent below March, but remained at the same level as April of last year. Cumulative sales for the first four months were 13 percent above the same period of 1950.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
APRIL 1951

(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[1] ratios		
	Percent change			April 1951 panel		Percent change		April 1951 panel				
	Apr. 1951 from Apr. 1950	Apr. 1951 from Mar. 1951	4 mos. 1951 from 4 mos. 1950	No. of establishments reporting	Reported dollar values (add 000)	Apr. 1951 from Apr. 1950	Apr. 1951 from Mar. 1951	No. of establishments reporting	Reported dollar values (add 000)	Apr. 1951	Apr. 1950	Mar. 1951
United States, total	+18	-12	+31	4,096	$753,673	+36	+3	3,122	$1,176,842	190	166	162
New England	+15	-12	+34	230	33,363	+42	+4	167	43,333	174	141	140
Middle Atlantic	+17	-10	+32	770	145,712	+44	+2	544	182,818	163	137	148
East North Central	+22	-9	+35	801	140,130	+37	+2	630	191,095	158	141	140
West North Central	+17	-12	+27	440	98,027	+32	+1	354	173,810	215	193	189
South Atlantic	+15	-12	+29	517	84,932	+46	+6	399	136,299	190	150	159
East South Central	+9	-13	+24	207	29,687	+45	+8	149	50,641	211	160	168
West South Central	+16	-11	+22	386	65,373	+29	+3	300	112,629	209	188	178
Mountain	+26	-6	+33	166	28,167	+24	+4	133	41,762	170	173	154
Pacific	+22	-11	+37	529	100,154	+37	+6	396	164,251	208	184	171
Automotive supplies	+25	-3	+44	279	19,341	+26	+2	176	21,481	258	265	241
New England	+19	+22	+51	8	478	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+52	-3	+59	40	1,322	+32	+2	36	2,665	232	270	222
East North Central	+30	0	+41	56	4,114	+47	+1	47	7,792	260	234	251
West North Central	+28	-1	+51	39	4,559	+1	-2	15	2,180	235	313	228
South Atlantic	+9	-13	+43	19	2,419	+21	+5	11	1,338	341	265	271
South Central	+4	-9	+37	17	2,035	+7	-4	11	1,194	201	227	199
Mountain	+6	-1	+16	18	959	+19	0	7	1,168	311	239	299
Pacific	+48	-3	+51	76	3,054	+15	+7	41	3,728	275	330	231
Electrical group, total	+22	-17	+48	664	151,978	+60	+16	589	250,593	177	137	128
Full-line wholesalers	+31	-14	+52	425	119,539	+60	+17	418	205,135	174	142	128
New England	+25	-13	+52	31	6,915	+70	+18	31	12,586	182	133	131
Middle Atlantic	+30	-11	+50	59	19,707	+98	+22	58	34,773	179	117	129
East North Central	+44	-10	+61	85	28,472	+56	+13	83	40,090	221	132	113
West North Central	+25	-14	+48	41	10,965	+42	+20	41	17,995	164	144	118
South Atlantic	+29	-15	+53	64	15,933	+68	+17	62	29,966	194	150	140
East South Central	+4	-20	+37	26	4,506	+82	+18	25	9,642	220	127	148
West South Central	+17	-17	+36	47	10,417	+48	+20	47	23,823	229	182	158
Mountain	+34	-18	+54	19	4,415	+50	+16	19	7,674	174	155	122
Pacific	+37	-16	+58	53	18,209	+38	+12	52	28,586	102	157	119
Wiring supplies, construction materials distributors	+46	-10	+59	127	10,113	+47	+6	85	10,595	149	147	125
New England	+65	-9	+82	13	694	+44	+12	5	357	193	191	136
Middle Atlantic	+39	-12	+62	34	1,289	+34	+5	21	1,732	169	181	143
East North Central	+64	-12	+77	30	3,327	+46	+7	23	3,787	157	166	127
West North Central	+28	-10	+47	8	895	+39	+7	6	936	202	188	175
South Atlantic	+25	-7	+24	13	1,696	+58	-1	9	1,201	82	63	76
South Central	+64	-1	+79	15	1,560	+57	+12	10	1,742	161	186	144
Mountain	-2	-15	+15	5	248	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+35	-17	+84	9	404	+67	+7	8	753	190	153	147
Appliances and specialties wholesalers	-15	-32	+31	112	22,326	+63	+11	86	34,863	214	112	134
New England	-10	-47	+60	8	1,539	+56	+25	6	1,960	144	82	59
Middle Atlantic	-18	-33	+35	26	9,136	+117	+8	13	9,368	221	85	148
East North Central	-14	-30	+25	17	2,594	+75	+13	12	4,181	198	90	120
West North Central	+2	-19	+43	14	1,377	+70	+5	12	4,323	324	195	251
South Atlantic	-21	-29	+21	18	3,025	+51	+15	17	5,447	197	103	123
South Central	-33	-43	+8	11	1,066	+33	+23	9	3,462	337	167	154
Mountain	+22	-28	+43	7	1,185	+13	+16	7	1,848	156	167	98
Pacific	-8	-18	+20	11	2,404	+43	+3	10	4,274	187	118	146
Furniture and house furnishings	+29	-9	+39	84	18,097	+17	-2	68	25,412	156	176	147
New England	+6	-19	+27	5	819	+28	+7	4	1,458	183	151	137
Middle Atlantic	+1	-25	+21	16	2,410	+22	+3	12	4,426	234	201	175
East North Central	+66	+19	+63	8	3,426	-7	-18	6	2,975	95	175	140
West North Central	+51	+7	+45	13	3,437	+13	-20	13	4,532	132	176	176
South Atlantic	+1	-20	+2	10	811	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+35	-14	+45	15	2,439	+6	+10	15	3,954	162	208	127
Mountain	+33	-5	+41	5	1,014	+35	+1	5	1,730	171	169	160
Pacific	+17	-19	+44	12	3,741	+36	+14	10	5,860	167	141	118
Hardware	+25	-14	+50	161	63,406	+31	+6	137	140,241	258	246	207
New England	+24	-9	+52	4	627	+19	+5	4	2,019	322	337	280
Middle Atlantic	+30	-14	+59	36	9,206	+35	+8	31	16,709	202	196	160
East North Central	+16	-21	+51	23	11,031	+34	+3	22	28,815	270	233	206
West North Central	+30	-13	+45	20	13,332	+23	-2	19	29,699	258	275	228
South Atlantic	+14	-15	+37	24	5,547	+24	+10	21	13,647	265	246	204
East South Central	+11	-15	+36	12	4,149	+44	+10	10	10,103	274	213	210
West South Central	+16	-12	+30	15	5,210	+34	+9	9	8,909	279	236	226
Mountain	+35	-4	+42	9	2,685	+9	+12	6	3,023	274	320	219
Pacific	+39	-11	+72	18	11,619	+38	+14	15	27,317	269	272	213
Industrial supplies	+53	-5	+69	82	10,569	+29	+7	59	14,356	192	223	170
New England	+70	+5	+77	5	358	+12	+2	5	953	266	405	273
Middle Atlantic	+73	+1	+83	20	2,027	+40	+3	13	1,866	144	173	141
East North Central	+76	-4	+81	8	1,037	+36	+3	6	616	186	197	172
West North Central	+51	-3	+67	7	989	+31	+12	5	1,069	169	170	156
South Atlantic	+24	-14	+57	12	977	+24	+4	10	2,048	216	219	177
South Central	+40	-8	+57	24	4,278	+27	+5	15	6,186	200	413	170
Pacific	+112	+1	+104	6	903	+39	+19	5	1,618	197	317	167
Jewelry	+15	-30	+49	156	6,464	+44	-3	88	16,871	367	277	257
New England	+16	-33	+38	6	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+31	-31	+63	50	2,029	+53	-16	21	3,792	319	245	240
East North Central	+9	-30	+38	40	1,648	+36	-1	23	4,313	318	255	239
West North Central	+19	-23	+48	14	874	+34	+5	12	2,492	341	297	239
South Atlantic	+16	-29	+38	6	336	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-14	-15	+18	6	120	+65	+16	5	645	581	301	427
Pacific	+1	-35	+55	31	1,120	+42	-1	19	4,063	491	316	291

S332F

(Continued on next page)

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
APRIL 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: Apr. 1951 from Apr. 1950	Sales: Percent change: Apr. 1951 from Mar. 1951	Sales: Percent change: 4 mos. 1951 from 4 mos. 1950[2]	Sales: April 1951 panel: No. of establishments reporting	Sales: April 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Apr. 1951 from Apr. 1950	Inventory, end-of-month (at cost): Percent change: Apr. 1951 from Mar. 1951	Inventory, end-of-month (at cost): April 1951 panel: No. of establishments reporting	Inventory, end-of-month (at cost): April 1951 panel: Reported dollar values (add 000)	Stock-sales[1] ratios: Apr. 1951	Stock-sales[1] ratios: Apr. 1950	Stock-sales[1] ratios: Mar. 1951
Lumber and building materials	+22	-1	+34	79	$15,354	+36	+2	57	$14,819	133	117	129
Middle Atlantic	+16	+18	+25	18	3,636	+20	+5	10	1,154	45	44	54
East North Central	+19	+2	+32	11	1,277	+32	-5	8	1,127	132	113	127
West North Central	+1	-14	+22	7	844	+18	+3	4	380	78	58	73
South Atlantic	+30	-2	+37	11	2,095	+24	+3	9	1,393	136	135	129
South Central	+26	-11	+30	5	1,116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+30	-2	+45	7	2,640	+37	+3	6	3,747	156	146	149
Pacific	+52	-4	+56	7	1,580	+61	-1	6	2,063	132	124	129
Machinery equipment, supplies (except electrical)	+81	+2	+49	48	10,072	+4	+3	35	13,417	150	260	148
New England	+39	-2	+39	5	551	+11	+5	4	985	237	307	214
Middle Atlantic	+76	-5	+89	8	1,505	+29	0	5	1,834	131	182	126
East North Central	+65	-12	+68	10	1,387	+33	+1	8	1,696	156	165	130
South Atlantic	+12	-9	+37	4	725	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+99	+15	+11	7	2,315	-21	+1	5	4,012	179	450	150
Pacific	+113	+18	+102	9	1,416	+8	+1	7	1,725	174	382	231
Metals	+44	-2	+58	43	12,952	+8	+3	38	14,578	119	156	113
Paints and varnishes	+25	+4	+45	52	7,016	+32	+2	46	18,404	269	256	277
Plumbing and heating supplies	+56	+2	+67	122	19,029	+70	+8	99	33,773	203	186	193
New England	+14	-12	+39	6	266	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+48	-11	+63	35	3,131	+33	+7	27	5,110	189	210	158
East North Central	+75	+27	+55	17	2,058	+33	+3	15	3,796	200	275	254
West North Central	+45	+2	+64	11	1,502	+59	+6	9	2,934	211	196	210
South Atlantic	+52	+2	+67	37	8,599	+96	+11	37	17,368	202	157	185
Pacific	+104	+7	+97	5	1,477	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+22	-10	+47	31	1,422	+25	+5	22	3,227	310	297	258
Middle Atlantic	+15	-12	+41	6	286	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+4	-8	+24	5	194	+18	+2	5	860	443	389	400
South Atlantic	+37	-11	+58	6	331	+21	+1	6	844	255	289	226
Pacific	+25	-11	+54	8	217	+26	+16	4	395	335	314	219
Surgical, medical, equipment, supplies	+40	-9	+50	36	5,233	+50	+4	31	6,808	141	136	124
Middle Atlantic	+46	-4	+47	6	830	+71	+6	5	923	121	107	111
East North Central	+46	-7	+68	11	2,340	+53	-1	8	2,610	118	115	110
South Atlantic	+49	-19	+42	5	617	+49	+11	4	983	163	164	120
South Central	+18	-14	+30	6	654	+49	+7	4	566	126	105	101
Pacific	+56	-2	+39	4	361	+68	+10	4	586	162	151	146
Beer	+12	+4	+9	42	1,767	+13	+10	36	876	55	54	52
Middle Atlantic	+6	-5	+6	9	371	+12	+2	8	113	31	29	29
East North Central	+9	0	+8	13	515	+15	+7	12	232	47	44	44
West North Central	+2	+14	+3	5	112	+15	+20	4	61	120	95	111
South Atlantic	+11	+5	+10	5	356	+5	+125	4	213	69	74	58
Pacific	+34	+15	+22	5	313	+22	+8	4	212	79	78	85
Chemicals, industrial	+61	+3	+63	15	3,276	+38	+3	10	1,630	60	72	62
Clothing and furnishings (except shoes)	+13	-15	+28	23	2,332	+28	+1	14	2,277	200	158	135
Coal	-1	-15	+23	18	3,089	+40	-2	17	2,623	86	61	74
Confectionery	+8	-6	+11	42	1,304	+13	+7	26	900	100	97	89
Middle Atlantic	+14	-6	+17	8	316	-8	-9	4	95	52	70	58
North Central	+7	+1	+3	8	247	+26	+10	7	268	119	103	108
South Atlantic	+10	-14	+12	11	249	+10	0	6	226	139	138	117
South Central	+6	-6	+12	11	391	+19	+20	7	265	98	88	77
Dairy and poultry products	+6	+3	+19	23	4,023	+32	+4	17	1,090	35	26	32
Drugs and sundries (liquor excluded)	+22	-12	+20	188	54,215	+23	-1	149	86,437	199	198	177
New England	+12	-16	+21	12	2,583	+24	+1	10	4,069	199	184	165
Middle Atlantic	+19	-12	+17	25	9,532	+16	-3	18	10,722	182	193	164
East North Central	+25	-12	+24	24	8,727	+32	-1	19	12,243	177	168	158
West North Central	+17	-8	+15	17	5,502	+15	-2	15	8,808	184	187	172
South Atlantic	+24	-8	+17	32	7,244	+20	-1	24	10,656	196	203	177
East South Central	+18	-11	+16	17	3,428	+16	+1	13	5,423	196	199	171
West South Central	+23	-9	+19	29	7,335	+22	-1	22	12,866	222	225	205
Mountain	+24	-11	+20	12	2,332	+26	+2	10	5,235	233	228	203
Pacific	+25	-17	+28	20	7,532	+32	0	18	16,415	220	208	182
Dry goods	+17	-22	+27	179	36,841	+33	+5	140	97,741	311	275	232
New England	+9	-20	+32	8	680	+29	+2	7	1,346	205	176	159
Middle Atlantic	+39	-19	+42	47	7,482	+19	+3	32	12,948	258	313	225
East North Central	+3	-22	+13	17	3,876	+36	+8	17	10,585	273	206	197
West North Central	+24	-22	+27	19	12,644	+41	+6	17	41,672	331	294	243
South Atlantic	+9	-27	+28	26	3,575	+46	+6	20	11,008	347	254	236
East South Central	+6	-28	+21	15	1,243	+29	+4	9	3,534	385	323	267
West South Central	+7	-28	+16	15	2,386	+31	-6	15	7,497	314	257	244
Mountain	+24	-10	+32	6	486	+47	+4	5	1,723	392	334	329
Pacific	+1	-19	+23	26	4,469	+6	+10	18	7,428	312	298	216
Farm supplies	+13	-30	+15	21	5,586	+60	-9	10	1,008	59	42	67
Fresh fruits and vegetables	+1	+6	+1	68	5,814	+38	-3	44	1,119	31	22	33
New England	+5	+10	+4	8	347	+39	-10	7	57	23	17	30
Middle Atlantic	-1	+17	-3	19	1,151	-17	-2	11	40	8	9	8
East North Central	+8	+10	+10	13	1,444	-44	-14	7	37	11	19	13
West North Central	-10	+8	-6	7	622	+20	-12	7	237	38	29	47
South Atlantic	+16	+4	+10	6	362	-39	-18	4	37	14	27	18
East South Central	+4	-5	+14	6	329	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+7	-3	+2	6	1,202	0	+9	4	177	16	17	14

5 8328

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WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
APRIL 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change Apr. 1951 from Apr. 1950	Sales: Percent change Apr. 1951 from Mar. 1951	Sales: Percent change 4 mos. 1951 from 4 mos. 1950[2]	Sales: April 1951 panel No. of establishments reporting	Sales: April 1951 panel Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Apr. 1951 from Apr. 1950	Inventory, end-of-month (at cost): Percent change Apr. 1951 from Mar. 1951	Inventory, end-of-month (at cost): April 1951 panel No. of establishments reporting	Inventory, end-of-month (at cost): April 1951 panel Reported dollar values (add 000)	Stock-sales[1] ratios Apr. 1951	Stock-sales[1] ratios Apr. 1950	Stock-sales[1] ratios Mar. 1951
Groceries, total	+10	-5	+17	841	$116,602	+24	-4	650	$159,368	175	155	173
Nonaffiliated full-line wholesalers[3]	+9	-6	+14	563	53,010	+25	-3	453	74,833	173	152	168
New England	+12	+6	+13	7	1,389	+42	-3	4	3,062	259	206	289
Middle Atlantic	+7	+1	+10	21	1,768	+21	-4	11	2,164	193	172	205
East North Central	+11	-9	+18	138	11,050	+26	-5	119	17,420	178	158	170
West North Central	+13	-7	+11	62	5,488	+26	-3	52	8,150	176	159	169
South Atlantic	+9	-6	+14	65	7,360	+24	-4	38	7,869	158	136	155
East South Central	+3	-10	+15	38	4,015	+33	+1	26	4,678	157	123	140
West South Central	+9	-6	+14	112	12,226	+20	-3	89	15,843	167	151	162
Mountain	+14	-6	+18	24	2,121	+25	-3	21	3,568	180	165	175
Pacific	+8	0	+13	96	7,593	+23	-1	93	12,079	168	146	168
Voluntary-group wholesalers	+11	-5	+17	164	41,242	+25	-4	123	60,216	186	164	184
New England	+8	-7	+20	7	2,364	+25	-7	6	1,775	147	141	154
Middle Atlantic	+11	-5	+17	44	11,125	+32	-6	29	15,893	206	170	204
East North Central	+17	-2	+21	44	8,474	+26	-10	31	8,627	136	126	153
West North Central	-2	-11	+12	32	8,759	+27	-1	32	21,414	244	189	219
South Atlantic	+7	-8	+18	12	2,409	+19	-5	7	1,970	137	121	137
Pacific	+22	+4	+20	11	3,271	+27	+5	4	2,854	139	141	139
Retailer-cooperative warehouses	+15	-6	+19	22	8,483	+16	-4	17	6,508	142	137	150
Specialty lines wholesalers	+8	-5	+23	92	13,867	+20	-6	57	17,811	167	153	170
New England	+9	-11	+7	5	129	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+6	+1	+25	22	3,600	+6	-5	12	3,308	118	116	127
East North Central	+5	-12	+6	11	726	+27	0	5	283	86	79	71
South Atlantic	+23	-4	+23	21	1,918	+39	+1	14	1,984	122	109	118
East South Central	+15	+2	+17	5	542	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+22	+3	+21	5	355	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+32	+4	+54	4	686	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	-9	+23	16	5,692	+23	-6	12	10,832	245	205	235
Leather and shoe findings	+27	+5	+29	28	579	+26	+8	15	1,335	413	402	377
Middle Atlantic	+15	+10	+16	6	46	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+23	+2	+30	5	65	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	+26	-2	+10	4	58	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+36	+8	+39	7	333	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+21	-4	+26	40	22,924	+51	+9	34	11,217	64	51	56
Middle Atlantic	-	+1	+27	10	4,177	+29	+2	10	2,123	51	49	50
East North Central	+	-2	+25	12	9,061	+69	+19	11	6,390	75	52	62
South Atlantic	+8	-1	+11	4	377	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+48	-3	+38	5	4,489	+29	-11	4	708	33	34	33
Paper and its products	+41	-10	+44	62	9,863	+11	+6	38	8,306	119	149	104
New England	+48	-6	+47	5	333	+9	+1	4	363	210	252	211
Middle Atlantic	+55	-12	+53	18	3,051	-3	-1	10	1,505	82	131	76
East North Central	+36	-10	+41	17	3,642	+4	+2	12	2,825	87	114	76
West North Central	+37	+2	+36	4	348	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+39	-16	+48	7	860	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+32	-5	+25	5	533	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+26	-4	+32	6	1,096	+36	+16	5	2,145	263	232	224
Petroleum	+14	-11	+19	29	5,736	+33	-11	28	5,161	90	77	90
Shoes and other footwear	+19	-33	+30	38	23,989	+20	+7	33	67,557	284	284	178
Tobacco products	+5	-4	+7	282	38,297	+19	-3	163	15,496	63	56	62
New England	0	-2	+3	25	2,831	+23	0	13	596	59	48	54
Middle Atlantic	+5	-4	+8	60	13,038	+24	-3	37	6,252	67	56	65
East North Central	+8	-4	+9	69	7,142	+13	-4	37	2,214	61	59	61
West North Central	+8	-4	+6	40	4,546	+17	-8	27	2,164	63	59	65
South Atlantic	+6	-6	+7	22	3,659	+19	-4	18	1,587	51	45	49
East South Central	+8	-12	+8	14	1,430	+9	-4	8	614	52	52	48
West South Central	-5	-9	0	23	1,962	+17	-2	7	592	65	48	59
Mountain	+7	-3	+13	10	994	-9	-6	8	665	79	98	81
Pacific	+12	-1	+11	19	2,695	+48	+15	8	812	72	55	64
Wines and spirits[4]	0	-9	+22	302	76,651	+56	-7	248	143,540	227	148	225
New England	+3	0	+35	25	4,695	+47	-9	17	4,709	211	121	180
Middle Atlantic	+2	-6	+32	44	23,431	+57	-11	39	38,428	200	136	220
East North Central	0	-10	+28	44	8,615	+61	-11	32	15,127	204	129	208
West North Central	+5	-2	+12	33	6,696	+45	-14	28	12,875	239	178	296
South Atlantic	-7	-4	+15	43	11,215	+43	-10	39	18,586	181	121	192
East South Central	-3	-4	+4	17	2,810	+53	+5	14	5,710	245	160	220
West South Central	+5	-13	+4	36	7,004	+42	-6	32	16,711	255	190	233
Mountain	+9	+4	+25	9	1,730	+33	-7	8	2,639	166	138	186
Pacific	-3	-24	+25	38	8,548	+81	+4	26	24,983	399	206	288
Miscellaneous	+17	-10	+27	38	7,827	+9	-4	26	6,666	113	129	109

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] 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.

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

States comprising geographic divisions:

New England - (Conn.,Mass.,Maine,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 Central--East South Central and West South Central combined.
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.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

FOR RELEASE
JULY 5, 1951

MAY 1951

SALES AND INVENTORIES

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 4,206 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales during May rose 3 percent above the April level and increased 10 percent over sales a year ago. Cumulative sales for the first five months of 1951 were 27 percent above the same period of 1950, reflecting sales gains of 10 to 53 percent over a year ago reported in each month this year.

While most geographic divisions experienced sales advances of 2 to 6 percent over the previous month, the Mountain, New England and West North Central regions indicated little or no change. However, all regions reported gains over a year ago ranging from a 2 percent rise in the East South Central region to an increase of 15 percent in the Pacific area.

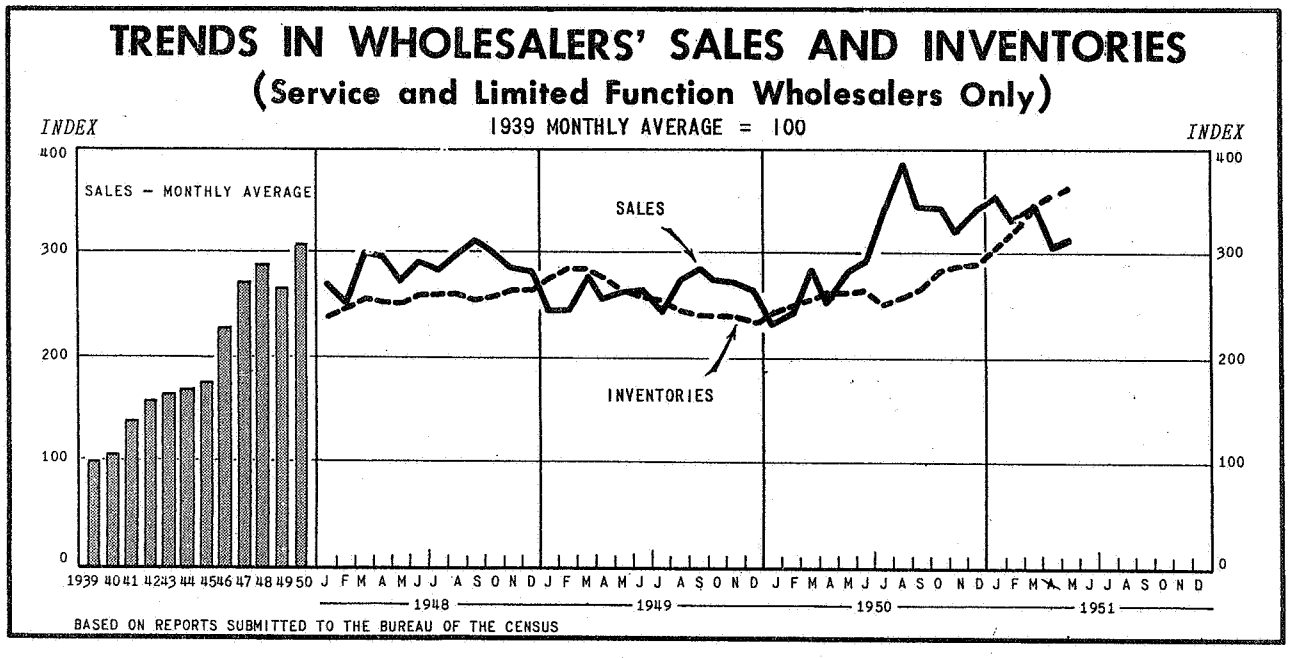
Most trades covered in this report indicated moderate seasonal gains, the largest increase, 46 percent, being reported by fresh fruits and vegetables. Twelve trades, however, lagged behind previous month sales and four trades reported practically no change. Compared with a year ago, only four trades showed declines - commercial refrigeration (2%), coal (15%), furniture and house furnishings (16%), and electrical appliances and specialties (20%). Industrial supplies, with a gain of 51 percent, reported the most substantial increase over May 1950 sales.

INVENTORIES

Wholesalers inventories at the end of May advanced 3 percent above the April 30 level, thereby registering the tenth successive increase since July 1950. Compared with a year ago, the dollar value of stocks on hand reflected a more substantial increase of 38 percent. While the East South Central region experienced a slight (1%) decline below the April 30th stock level, all other geographic divisions followed closely the national trend with increases over both periods. According to the reports of 3,273 establishments submitting inventories in conjunction with sales, the May stock-sales ratio of 190 was about the same as a month ago, but 37 points higher than was reported for May 1950.

RETAIL

May sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 7 percent above the previous month and 3 percent higher than sales a year ago. Cumulative sales for the first five months were 10 percent above the same period of 1950.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
MAY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: May 1951 from May 1950	Sales: Percent change: May 1951 from Apr. 1951	Sales: Percent change: 5 mos. 1951 from 5 mos. 1950[2]	Sales: May 1951 panel: Number of establishments reporting	Sales: May 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: May 1951 from May 1950	Inventory, end-of-month (at cost): Percent change: May 1951 from Apr. 1951	Inventory, end-of-month (at cost): May 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): May 1951 panel: Reported dollar values (add 000)	Stock-sales[1] ratios: May 1951	Stock-sales[1] ratios: May 1950	Stock-sales[1] ratios: April 1951
United States, total	+10	+3	+27	4,206	$797,792	+38	+3	3,273	$1,245,317	190	153	191
New England	+8	0	+29	238	33,914	+40	+2	174	43,689	173	134	172
Middle Atlantic	+8	+4	+26	783	163,919	+43	+1	555	190,778	155	120	160
East North Central	+14	+6	+30	825	149,977	+36	+2	677	203,187	156	131	161
West North Central	+4	0	+22	456	97,949	+34	+3	368	186,386	232	181	225
South Atlantic	+10	+3	+25	546	90,828	+48	+2	431	145,661	188	141	189
East South Central	+2	+6	+19	209	31,547	+48	-1	158	51,107	197	135	212
West South Central	+8	+3	+19	393	67,665	+32	+2	305	117,753	212	173	213
Mountain	+11	-1	+28	170	27,678	+29	+3	145	44,121	181	156	175
Pacific	+15	+2	+32	536	105,359	+39	+2	410	173,150	206	170	206
Automotive supplies	+3	-5	+35	279	17,922	+23	+1	175	21,146	263	253	265
New England	+21	+3	+43	8	490	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+22	-3	+50	40	1,293	+38	+3	36	2,847	252	225	237
East North Central	+10	0	+34	58	3,681	+42	+3	47	6,901	266	215	265
West North Central	0	-11	+39	43	4,263	+7	0	19	3,054	249	288	260
South Atlantic	-13	-4	+29	19	2,323	+16	+1	11	1,360	361	281	344
South Central	-16	-3	+24	15	2,021	+9	+2	9	1,421	218	215	215
Mountain	0	-17	+13	18	795	+18	-2	7	1,140	293	289	311
Pacific	+21	-4	+44	78	3,055	+10	-2	43	3,952	273	316	276
Electrical group, total	+7	-5	+39	681	146,229	+72	+11	604	281,372	205	128	177
Full-line wholesalers	+11	-4	+43	428	113,855	+73	+14	422	232,012	206	131	173
New England	+5	-5	+42	32	6,586	+88	+13	32	14,230	216	121	181
Middle Atlantic	+15	-6	+43	58	18,403	+115	+13	57	39,186	216	115	178
East North Central	+25	-4	+53	84	26,733	+65	+13	83	44,400	167	127	141
West North Central	+5	-8	+38	43	10,122	+53	+15	43	20,728	205	140	164
South Atlantic	+1	-4	+41	65	15,284	+81	+13	63	34,080	231	128	195
East South Central	-16	-6	+24	26	4,248	+93	+9	25	10,485	254	110	220
West South Central	-4	-4	+27	47	10,000	+63	+14	47	27,244	272	161	229
Mountain	+9	0	+43	19	4,402	+62	+13	19	8,680	197	132	174
Pacific	+21	-2	+50	54	18,077	+56	+15	53	32,979	184	143	157
Wiring supplies, construction materials distributors	+37	+5	+55	139	11,550	+54	+5	94	12,610	150	132	152
New England	+61	+15	+77	14	878	+37	0	5	358	176	148	193
Middle Atlantic	+38	+1	+57	38	1,570	+28	0	23	1,927	157	173	158
East North Central	+59	+13	+74	30	3,633	+50	+9	22	3,906	147	149	157
West North Central	+3	-4	+39	9	978	+46	+3	7	1,125	194	131	185
South Atlantic	+25	+3	+25	17	2,082	+86	+9	13	2,063	113	75	106
South Central	+38	+3	+66	15	1,483	+64	-1	11	1,669	143	132	158
Mountain	+4	+3	+13	5	256	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+28	-6	+69	11	670	+72	+7	10	1,473	222	165	196
Appliances and specialties wholesalers	-20	-10	+21	114	20,824	+69	+1	88	36,750	227	108	213
New England	-20	-27	+47	8	1,149	+44	-1	6	1,948	200	107	144
Middle Atlantic	-20	-16	+24	26	7,720	+101	+1	13	9,305	235	100	215
East North Central	-7	-13	+20	17	2,206	+74	+2	14	4,481	225	119	199
West North Central	-26	-26	+30	15	1,637	+69	0	13	6,291	394	170	288
South Atlantic	-30	-8	+9	18	2,776	+54	-4	17	5,250	209	94	197
South Central	-36	+50	-4	10	1,588	+57	-6	8	3,232	209	84	339
Mountain	0	0	+35	6	932	+17	+20	6	1,596	171	146	143
Pacific	-5	+13	+15	14	2,816	+76	+7	11	4,647	173	92	187
Furniture and house furnishings	-16	-10	+22	84	13,527	+37	+2	64	29,621	253	158	224
Middle Atlantic	-18	-1	+12	16	2,113	+48	+8	11	5,014	311	172	289
East North Central	-24	-15	+30	9	2,007	+41	+6	7	4,684	277	142	215
West North Central	-15	-5	+22	12	2,152	+52	-2	12	6,037	281	157	272
South Atlantic	-34	-10	-7	10	727	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-21	-14	+23	15	1,591	+18	0	15	4,571	287	191	247
Mountain	-6	-17	+25	7	1,050	+38	+4	5	1,871	230	163	190
Pacific	-1	-11	+34	12	3,345	+37	+2	10	5,989	189	135	167
Hardware	+12	0	+41	162	64,702	+32	+3	137	149,886	269	228	260
New England	+14	+10	+43	4	691	+20	-1	4	1,989	228	272	322
Middle Atlantic	+16	+2	+49	37	9,534	+32	-3	30	15,969	192	168	202
East North Central	+5	+4	+40	23	11,326	+34	+4	22	31,559	288	226	288
West North Central	+9	-7	+37	20	12,415	+24	+8	19	31,996	303	267	258
South Atlantic	+12	+8	+32	23	5,780	+34	+3	20	13,444	250	208	238
East South Central	+2	+4	+28	12	4,328	+53	+1	11	10,006	255	170	260
West South Central	+10	+3	+26	15	5,359	+25	+1	9	9,034	272	234	279
Mountain	+17	-6	+36	9	2,529	+8	+4	6	3,144	285	316	274
Pacific	+22	-5	+60	19	12,740	+38	+4	16	32,745	287	257	264
Industrial supplies	+51	+5	+65	80	10,732	+37	+5	57	15,377	200	212	201
New England	+60	+6	+73	6	483	+10	-3	5	929	244	358	266
Middle Atlantic	+54	+2	+77	18	1,773	+56	+10	12	2,036	151	155	144
East North Central	+52	+2	+71	9	1,596	+71	-2	7	1,576	170	146	186
West North Central	+19	-15	+58	6	559	+29	+6	4	792	282	229	246
South Atlantic	+47	+10	+55	10	853	+26	+3	9	1,819	222	253	236
South Central	+46	+10	+55	24	4,406	+34	+8	14	6,423	216	211	216
Pacific	+96	+1	+102	7	1,062	+39	0	6	1,802	184	275	185
Jewelry	+3	-3	+39	155	6,021	+42	-1	87	16,370	388	265	371
New England	-6	+13	+26	7	385	+42	-12	4	423	385	253	404
Middle Atlantic	+9	-6	+53	48	1,665	+45	+4	18	3,420	350	233	309
East North Central	-4	-15	+30	38	1,291	+33	+1	22	3,913	393	278	318
West North Central	+13	-6	+40	17	889	+39	+1	13	2,740	381	301	346
South Atlantic	-8	-12	+28	7	301	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-8	+3	+13	6	124	+62	-3	5	624	529	306	581
Pacific	+5	+19	+42	31	1,362	+41	-5	21	4,120	385	256	493

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
MAY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: May 1951 from May 1950	Sales: Percent change: May 1951 from Apr. 1951	Sales: Percent change: 5 mos. 1951 from 5 mos. 1950[2]	Sales: May 1951 panel: Number of establishments reporting	Sales: May 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: May 1951 from May 1950	Inventory, end-of-month (at cost): Percent change: May 1951 from Apr. 1951	Inventory, end-of-month (at cost): May 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): May 1951 panel: Reported dollar values (add 000)	Stock-sales[1] ratios: May 1951	Stock-sales[1] ratios: May 1950	Stock-sales[1] ratios: April 1951
Lumber and building materials	+4	0	+26	79	$15,617	+40	+5	58	$15,617	140	104	132
Middle Atlantic	+6	+2	+20	17	3,415	+15	0	10	1,158	44	43	45
East North Central	-2	+6	+23	11	1,359	+54	+17	8	1,316	134	83	132
West North Central	-20	-5	+11	7	800	+5	-8	5	349	65	55	71
South Atlantic	+13	+11	+31	11	2,321	+26	0	9	1,387	123	114	136
South Central	+9	+4	+24	5	1,157	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+12	-3	+37	7	2,554	+44	+6	3,986	3,983	184	135	156
Pacific	+3	-16	+42	9	1,748	+55	+12	7	2,416	177	113	128
Machinery equipment, supplies, (except electrical)	+46	0	+48	44	9,314	+10	+6	33	14,001	167	226	160
New England	+38	+7	+39	5	587	+13	+2	4	1,004	227	304	237
Middle Atlantic	+69	+4	+85	7	1,495	+37	+10	4	1,754	123	155	117
East North Central	+16	-14	+56	10	1,192	+44	+1	8	1,706	179	139	156
South Atlantic	+10	-1	+31	5	779	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+82	+13	+21	6	2,554	-13	+8	5	4,329	170	358	179
Pacific	+32	-11	+79	7	1,222	+5	-1	5	1,528	182	231	164
Metals	+28	+2	+51	44	13,779	+2	-2	38	14,542	113	140	118
Paints and varnishes	+26	-2	+41	51	6,778	+37	+4	45	18,903	288	267	269
Plumbing and heating supplies	+35	+5	+59	119	19,012	+69	-2	97	32,642	195	157	213
New England	+15	+14	+34	7	344	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+16	+9	+48	34	2,988	+35	0	27	4,635	180	155	199
East North Central	+21	+2	+48	13	1,366	+55	+6	11	3,406	285	231	273
West North Central	+6	-11	+50	10	1,216	+60	+5	8	2,789	254	168	213
South Atlantic	+41	+7	+60	38	9,345	+84	-4	38	17,245	185	141	205
Pacific	+53	-0	+86	5	1,344	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-2	+10	+31	66	2,082	+34	+3	60	4,892	278	212	298
Middle Atlantic	-25	+7	+10	14	570	+39	+5	11	1,114	286	163	294
East North Central	-6	+20	+18	16	214	+20	0	16	777	363	286	437
South Atlantic	+14	+7	+42	22	586	+29	+1	21	1,370	241	213	255
Pacific	+10	+7	+42	7	263	+44	+6	7	839	319	245	321
Surgical, medical, equipment, supplies	+32	+1	+46	41	5,714	+46	0	35	7,583	148	132	147
Middle Atlantic	+33	0	+43	7	920	+40	-9	5	838	111	105	121
East North Central	+27	-4	+59	10	2,362	+55	+3	9	3,013	135	111	126
South Atlantic	+39	-6	+41	7	724	+39	-5	6	1,171	165	168	163
South Central	+39	+16	+17	6	757	+47	-4	4	545	117	100	126
Pacific	+55	+20	+41	4	419	+79	+18	4	807	193	167	195
Beer	+4	+21	+8	43	2,112	+16	+4	37	879	46	42	54
Middle Atlantic	+7	+27	+6	9	448	+6	+19	8	100	23	23	24
East North Central	-2	+25	+6	13	646	+38	+4	12	242	39	28	47
West North Central	-1	+21	+2	5	135	+2	+4	4	49	71	67	92
South Atlantic	+10	+19	+10	5	423	-4	-5	4	202	56	64	69
Pacific	+11	+12	+12	5	350	+26	+3	4	218	73	64	79
Chemicals, industrial	+30	-12	+57	14	2,784	+36	+2	11	1,588	66	64	56
Clothing and furnishings (except shoes)	+11	+5	+24	26	3,510	+31	0	18	5,114	242	202	236
Coal	-15	0	+15	18	3,097	+65	+43	17	3,738	172	62	86
Confectionery	+11	+11	+11	43	1,383	+11	-5	27	877	87	88	101
Middle Atlantic	+11	+11	+16	8	352	-7	-5	4	100	49	62	52
North Central	+16	+18	+4	8	292	+28	-4	7	257	99	83	119
South Atlantic	+9	+11	+11	12	289	+9	-6	7	230	114	114	141
East South Central	+12	+18	+7	8	195	+11	-4	5	88	63	69	81
Dairy and poultry products	+19	+15	+19	25	7,322	+31	+4	16	2,935	47	41	52
Drugs and sundries (liquor excluded)	+15	+1	+19	198	57,050	+22	-2	155	87,007	191	183	199
New England	+11	+6	+19	14	2,862	+20	+2	10	3,917	191	182	203
Middle Atlantic	+14	+4	+16	28	10,433	+13	-4	20	11,021	167	175	183
East North Central	+16	+1	+22	26	9,574	+27	-3	21	13,180	170	154	178
West North Central	+14	+3	+15	17	5,703	+14	-3	16	8,653	171	171	183
South Atlantic	+17	-2	+17	31	6,895	+17	-4	23	9,769	190	193	195
East South Central	+14	0	+15	18	3,610	+15	-4	13	5,574	192	191	200
West South Central	+14	-2	+18	31	7,819	+25	0	23	13,538	222	207	220
Mountain	+19	+4	+20	12	2,424	+26	0	10	5,261	226	213	233
Pacific	+18	+2	+26	21	7,730	+29	-2	19	16,094	210	191	219
Dry goods	+5	-1	+23	181	36,704	+33	+1	142	99,708	323	254	311
New England	+1	0	+25	9	784	+23	-14	9	1,353	173	142	201
Middle Atlantic	+16	-1	+37	46	7,445	+14	-6	31	12,181	255	252	258
East North Central	-6	-1	+9	18	3,973	+33	-1	18	10,961	276	195	276
West North Central	+11	-3	+24	20	12,336	+38	+4	18	43,732	357	287	332
South Atlantic	-2	+4	+22	26	3,702	+44	0	20	10,978	334	224	348
East South Central	+4	+5	+17	15	1,305	+31	-2	9	3,458	369	298	385
West South Central	-3	-4	+12	15	2,294	+35	+1	15	7,596	331	239	314
Mountain	+23	0	+30	6	486	+49	+1	5	1,744	388	325	392
Pacific	-10	-2	+16	26	4,379	+17	+7	17	7,705	362	273	307
Farm supplies	+3	-12	+13	22	4,963	+48	-15	11	891	48	35	59
Fresh fruits and vegetables	+8	+46	+3	65	7,174	+37	-5	40	1,093	32	24	43
New England	-12	-74	0	9	457	+66	+1	7	73	27	16	39
Middle Atlantic	+5	+34	-1	17	1,746	+5	-19	9	146	16	16	27
East North Central	+20	+95	+13	13	2,717	-34	+14	7	42	10	15	11
West North Central	+2	+27	-4	7	788	+3	-16	7	199	25	25	38
South Atlantic	+16	+14	+11	6	414	-45	-8	4	34	11	24	14
East South Central	+3	+24	+11	6	408	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+10	-1	+3	4	184	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
MAY 1951

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Groceries, total	+9	+9	+15	853	$131,019	+22	-3	678	$154,173	152	136	170
Nonaffiliated full-line wholesalers[3]	+10	+11	+13	577	60,754	+23	-4	481	75,569	149	133	171
New England	+3	+12	+11	7	1,553	+41	-3	4	2,978	225	164	259
Middle Atlantic	+6	+12	+9	20	2,389	+18	-3	11	2,509	149	134	171
East North Central	+5	+10	+15	146	12,838	+21	-8	138	17,910	151	131	180
West North Central	+15	+17	+12	64	6,803	+28	+1	54	8,577	147	133	172
South Atlantic	+13	+12	+14	68	8,343	+20	-5	40	7,532	131	124	156
East South Central	+5	+11	+12	42	4,838	+29	-4	31	5,177	136	110	155
West South Central	+13	+9	+14	111	13,239	+21	-1	88	15,574	153	142	167
Mountain	+9	+13	+16	23	2,307	+18	-4	21	3,385	151	140	178
Pacific	+12	+11	+13	96	8,444	+23	-1	94	11,927	147	133	165
Voluntary-group wholesalers	+8	+8	+15	166	46,894	+23	-3	124	54,366	156	137	175
New England	+6	+14	+17	8	2,805	+22	-7	6	1,657	119	115	147
Middle Atlantic	+7	+10	+14	44	14,418	+30	-4	29	11,280	133	110	158
East North Central	+15	+10	+20	46	9,501	+22	0	33	8,993	125	118	138
West North Central	-2	+5	+9	32	9,220	+26	-3	32	20,758	225	174	244
South Atlantic	+18	+14	+18	12	2,751	+21	-4	7	1,895	114	108	137
Pacific	+18	+9	+19	11	3,550	+28	-2	4	2,808	128	123	139
Retailer-cooperative warehouses	+14	+8	+18	22	9,211	+18	-2	16	6,314	128	121	143
Specialty lines wholesalers	+9	+3	+20	88	14,160	+17	+1	57	17,924	163	155	165
New England	+17	+19	+8	6	274	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+15	+2	+23	19	3,498	+19	+20	12	3,985	137	135	117
East North Central	-9	-1	+4	10	629	+2	-10	6	186	62	65	78
South Atlantic	+14	+9	+21	21	2,119	+34	-2	13	1,874	110	95	120
East South Central	+14	+2	+16	6	637	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+3	-4	+17	5	342	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+4	+3	+19	16	5,877	+13	-4	13	10,425	233	212	239
Leather and shoe findings	+14	-3	+25	28	587	+25	-1	15	1,329	417	376	419
Middle Atlantic	+17	+2	+16	5	42	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+5	+3	+21	6	97	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	+2	-5	+7	4	55	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+21	-5	+35	7	317	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+30	+15	+27	39	26,260	+43	-5	33	10,753	53	48	66
Middle Atlantic	+36	+21	+29	9	4,737	+26	+1	9	2,098	44	48	53
East North Central	+37	+22	+28	13	11,295	+52	-13	12	5,737	53	48	76
Pacific	+17	-4	+33	5	4,319	+55	+22	4	862	38	29	33
Paper and its products	+40	+7	+43	63	10,549	+10	+3	38	8,633	118	145	121
New England	+26	+5	+42	5	351	+8	-1	4	360	179	202	210
Middle Atlantic	+49	+6	+53	19	3,244	+2	+3	10	1,556	84	122	82
East North Central	+36	+9	+40	17	3,958	+7	+4	12	2,947	82	105	87
West North Central	+36	+6	+36	4	368	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+42	+4	+47	6	820	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+46	+13	+29	5	600	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+35	+4	+34	7	1,208	+24	+2	6	2,337	272	266	262
Petroleum	+7	-4	+17	28	5,518	+52	+5	28	5,435	98	69	90
Shoes and other footwear	+28	-2	+29	37	23,475	+25	+13	32	75,818	327	337	284
Tobacco products	+7	+13	+7	282	43,409	+18	+2	172	16,619	57	52	64
New England	+4	+16	+3	24	3,210	+20	-1	15	706	51	47	61
Middle Atlantic	+6	+13	+7	59	14,639	+24	0	37	6,686	62	53	70
East North Central	+7	+15	+8	68	8,373	+12	+11	41	2,829	55	53	57
West North Central	+6	+13	+6	45	5,964	+10	+4	28	2,311	57	56	63
South Atlantic	+15	+12	+9	19	3,732	+14	-2	17	1,433	43	43	50
East South Central	+16	+20	+10	11	1,533	+11	+1	6	556	45	47	53
West South Central	-1	+15	0	26	1,922	-5	-10	10	387	50	52	70
Mountain	+17	+5	+14	11	986	+41	+21	10	838	87	72	75
Pacific	+9	+6	+11	19	3,050	+30	-6	8	873	64	53	70
Wines and spirits[4]	0	+9	+17	315	89,588	+39	-7	256	138,782	188	138	221
New England	+5	-4	+28	26	4,233	+36	-5	17	4,133	169	132	230
Middle Atlantic	-4	+8	+22	53	29,480	+42	-5	48	39,362	158	108	177
East North Central	0	+8	+22	46	11,071	+14	-11	33	13,902	162	149	201
West North Central	-12	+27	+6	35	7,663	+25	-8	30	12,832	222	159	298
South Atlantic	+10	+4	+14	50	13,663	+44	-1	47	22,290	170	130	177
East South Central	-4	+1	+2	16	2,703	+42	-10	14	5,113	213	143	244
West South Central	0	+6	+3	38	7,805	+32	-10	31	15,584	218	164	259
Mountain	+1	-1	+18	14	2,166	+31	-14	13	3,505	174	134	201
Pacific	+11	+17	+22	37	10,804	+71	-8	23	22,061	302	205	410
Miscellaneous	+19	+15	+25	39	9,005	+26	+3	26	6,876	99	101	113

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] 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.

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

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*

JUNE 1951

FOR RELEASE
AUGUST 2, 1951

SALES AND INVENTORIES

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 4,137 wholesale establishments in various lines of business.

SALES

June sales of wholesalers dropped 3 percent below the previous month, but were 4 percent higher than sales a year ago. Cumulative sales for the first six months of 1951 were 22 percent above the first half of 1950, reflecting the more substantial gains reported earlier this year.

All geographic regions indicated decreased sales of 2 to 5 percent below May. However, only two areas--the West North Central (-3%), and the East South Central (-2%)--reported declines from June a year ago. Compared with sales in the first half of 1950, all regions experienced gains ranging from 15 percent in the East South Central division to 27 percent in the Pacific.

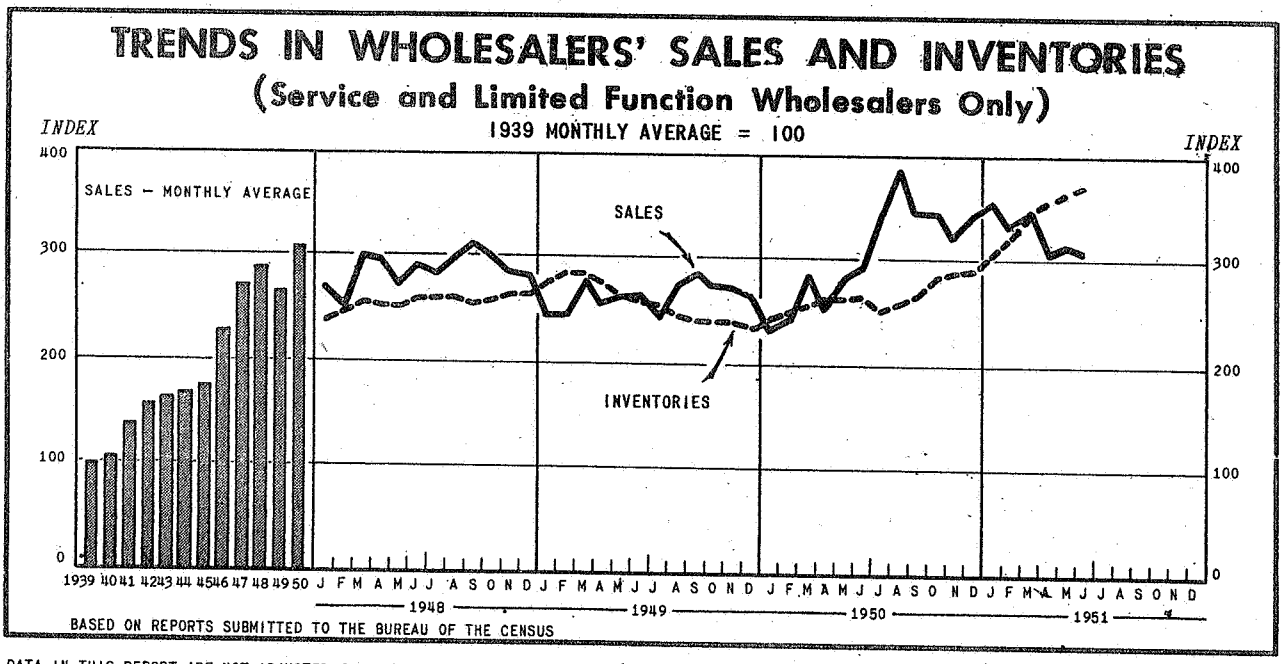
Most trades lagged behind May 1951 sales, with clothing and furnishings reflecting the largest decrease, 20 percent. However, seven trades reported seasonal gains ranging from 2 percent in commercial refrigeration equipment to 7 percent for automotive supplies and beer. Compared with a year ago, farm supplies, up 43 percent, led the 24 trades showing sales gains, while furniture and house furnishings accounted for the most substantial drop, 21 percent. First half 1951 sales in all trades were ahead of a year ago, the largest increase, 60 percent, being shown in industrial supplies.

INVENTORIES

Wholesalers inventories at the end of June rose slightly (1%) above the May 31 level, marking the 11th successive increase since July 1950. Compared with a year ago, the dollar value of stocks on hand reflected an increase of 39 percent. While all regions showed higher stock levels than a year ago, all but the West South Central division (-2%), showed either no change or small gains over the previous month. According to the reports of 3,094 establishments submitting inventories in conjunction with sales, the June stock-sales ratio of 200, the largest since July 1938, was 7 points over a month ago, and 50 points higher than reported for June a year ago.

RETAIL

June sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were down 3 percent from the previous month and 3 percent lower than sales a year ago. Cumulative sales for the first six months were 8 percent below the same period of 1950.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: June 1951 from June 1950	Sales: Percent change: June 1951 from May 1951	Sales: Percent change: 6 mos. 1951 from 6 mos. 1950[2]	Sales: June 1951 panel: Number of establishments reporting	Sales: June 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: June 1951 from June 1950	Inventory, end-of-month (at cost): Percent change: June 1951 from May 1951	Inventory, end-of-month (at cost): June 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): June 1951 panel: Reported dollar values (add 000)	Stock sales[1] ratios: June 1951	Stock sales[1] ratios: June 1950	Stock sales[1] ratios: May 1951
United States, total	+4	-3	+22	4,137	$760,771	+39	+1	3,094	$1,190,549	200	150	193
New England	0	-4	+24	226	30,362	+49	+5	158	40,265	198	132	176
Middle Atlantic	+4	-2	+23	771	152,072	+42	0	537	183,010	163	121	161
East North Central	+8	-2	+26	809	145,340	+39	+1	648	193,865	161	126	156
West North Central	-3	-4	+17	455	92,189	+34	+2	348	180,400	252	181	237
South Atlantic	+4	-5	+21	524	83,845	+49	+1	398	137,411	202	139	188
East South Central	-2	-5	+15	205	29,441	+48	0	148	46,689	209	137	200
West South Central	+1	-4	+16	392	65,554	+31	-2	291	111,652	220	168	214
Mountain	+2	-2	+23	169	26,336	+31	0	133	40,742	184	143	181
Pacific	+6	-2	+27	524	103,573	+41	+1	373	161,031	217	160	209
Automotive supplies	+5	+7	+30	285	19,281	+24	-1	169	20,657	260	227	258
New England	-5	-1	+32	8	484	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+7	-1	+41	43	1,354	+31	-1	38	3,023	262	215	263
East North Central	0	-1	+28	53	3,654	+40	-2	42	6,833	268	195	267
West North Central	+12	+18	+33	45	5,247	+7	+1	21	3,185	237	234	223
South Atlantic	+6	+12	+25	19	2,611	+26	-2	10	1,199	296	288	333
South Central	+9	+29	+21	14	2,591	+14	+1	8	1,418	217	186	222
Mountain	+4	+18	+11	27	941	+22	+2	16	1,168	315	264	293
Pacific	+18	0	+39	76	2,939	+10	-3	31	3,351	257	288	270
Electrical group, total	+1	-4	+32	678	139,125	+83	+9	603	303,648	232	127	205
Full-line wholesalers	+3	-3	+35	429	110,776	+88	+11	421	258,068	237	130	207
New England	-4	-8	+34	31	6,020	+116	+15	31	16,305	271	121	217
Middle Atlantic	+15	-1	+38	59	18,239	+127	+11	58	43,804	243	122	216
East North Central	+15	-3	+45	88	27,083	+77	+12	85	51,353	196	127	172
West North Central	-9	-8	+29	42	9,112	+75	+14	42	23,066	253	132	205
South Atlantic	-2	0	+32	62	15,151	+100	+8	60	36,607	251	122	230
East South Central	-21	+1	+14	26	4,301	+97	+6	25	11,137	265	105	254
West South Central	-13	-3	+19	48	9,737	+76	+7	48	29,099	299	148	272
Mountain	+2	-6	+35	19	4,141	+73	+10	19	9,529	230	135	197
Pacific	+11	-6	+42	54	16,992	+66	+13	53	37,168	220	146	184
Wiring supplies, construction materials distributors	+16	-3	+47	133	10,269	+52	0	93	11,460	146	110	141
New England	+26	-19	+67	13	651	+21	-1	4	205	178	132	162
Middle Atlantic	+26	+9	+50	36	1,537	+32	+1	23	1,883	143	144	157
East North Central	+25	-5	+63	31	3,428	+53	-2	26	3,928	135	107	132
West North Central	-10	-3	+30	8	856	+31	+5	6	1,043	245	166	207
South Atlantic	-2	-5	+19	18	2,029	+82	0	12	1,957	121	60	111
South Central	+39	-1	+61	11	1,092	+76	+1	8	1,303	165	134	161
Mountain	-5	-8	+11	4	166	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+28	-2	+62	12	610	+49	0	11	1,049	174	149	169
Appliances and specialties wholesalers	-17	-10	+16	116	17,980	+63	-3	89	34,120	240	115	227
New England	-41	-18	+37	7	644	+66	0	5	1,285	254	86	211
Middle Atlantic	-10	-10	+19	28	7,081	+74	-4	14	9,364	244	109	237
East North Central	-6	-8	+16	19	2,150	+61	-4	15	4,573	235	135	226
West North Central	-28	0	+21	16	1,279	+64	-4	14	5,160	414	180	435
South Atlantic	-14	+2	+6	15	2,308	+61	+1	15	4,680	203	108	204
South Central	-31	-13	-8	10	1,223	+65	-5	8	2,571	218	90	199
Mountain	-12	-23	+28	6	716	+17	0	6	1,593	222	168	171
Pacific	-24	-14	+7	15	2,579	+64	-4	12	4,894	198	91	178
Furniture and house furnishings	-21	-9	+14	85	12,234	+47	+4	64	30,651	295	157	255
New England	-16	-11	+13	4	501	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-27	-6	+5	15	1,785	+56	+13	10	5,234	385	187	330
East North Central	-35	-10	+17	8	1,673	+57	+7	6	4,675	336	130	283
West North Central	-25	-16	+14	13	1,850	+62	+3	13	6,307	341	159	277
South Atlantic	-14	+9	-9	11	992	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-22	-10	+16	15	1,431	+32	0	15	4,578	320	189	287
Mountain	-25	-8	+15	7	965	+42	+2	5	1,916	264	142	230
Pacific	-6	-9	+27	12	3,037	+43	+3	10	6,177	214	140	189
Hardware	+2	-5	+33	168	63,827	+31	-1	140	149,718	276	215	266
New England	-3	-12	+31	5	798	+25	-1	4	1,973	316	244	288
Middle Atlantic	+5	-6	+39	40	9,641	+26	-3	32	16,202	193	164	192
East North Central	-7	-7	+31	26	11,638	+32	+1	25	32,785	288	204	268
West North Central	-5	-4	+28	20	12,062	+29	0	19	32,063	317	231	300
South Atlantic	+5	-8	+27	25	5,822	+41	+1	20	13,766	280	212	251
East South Central	+3	-4	+24	11	4,034	+54	+1	10	10,156	276	190	264
West South Central	-1	-6	+22	14	4,695	+28	+2	8	8,451	323	241	281
Mountain	+3	-6	+29	9	2,387	+9	-2	6	3,097	294	270	285
Pacific	+15	0	+51	18	12,750	+26	-5	16	31,225	274	249	287
Industrial supplies	+39	-6	+60	84	10,422	+37	-1	59	15,294	202	201	194
New England	+47	-14	+67	6	421	+14	+4	5	992	301	391	249
Middle Atlantic	+35	-7	+71	21	1,736	+55	+2	14	2,194	163	151	151
East North Central	+43	-6	+65	9	1,506	+64	-1	7	1,556	183	145	170
West North Central	+25	0	+54	5	443	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+19	-6	+49	10	805	+30	+4	9	1,893	241	222	222
South Central	+36	-8	+52	25	4,358	+33	-4	15	6,421	206	200	203
Pacific	+78	-1	+95	8	1,153	+33	-4	6	1,734	179	258	183
Jewelry	-7	-16	+31	149	5,066	+45	+1	81	15,032	427	273	363
New England	-18	-10	+18	6	266	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-5	-7	+41	50	1,765	+53	0	19	3,924	364	233	366
East North Central	-15	-20	+24	34	910	+46	+1	20	3,085	404	242	327
West North Central	-10	-31	+31	17	671	+39	+1	13	2,780	540	354	381
South Atlantic	-16	-9	+20	7	274	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-10	-14	+11	5	80	+16	-4	4	349	465	361	417
Pacific	+4	-18	+36	28	1,092	+55	+3	18	4,117	471	295	393

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: June 1951 from June 1950	Sales: Percent change: June 1951 from May 1951	Sales: Percent change: 6 mos. 1951 from 6 mos. 1950[2]	Sales: June 1951 panel: Number of establishments reporting	Sales: June 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: June 1951 from June 1950	Inventory, end-of-month (at cost): Percent change: June 1951 from May 1951	Inventory, end-of-month (at cost): June 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): June 1951 panel: Reported dollar values (add 000)	Stock sales[1] ratios: June 1951	Stock sales[1] ratios: June 1950	Stock sales[1] ratios: May 1951
Lumber and building materials	-9	-4	+19	78	15,006	+33	-2	55	14,935	141	96	141
Middle Atlantic	-6	0	+14	15	3,421	+14	+1	7	722	31	27	30
East North Central	-8	+6	+16	11	1,445	+61	-1	8	1,301	126	69	134
West North Central	-33	-15	+2	7	683	+10	0	4	350	85	52	75
South Atlantic	0	-12	+24	11	2,045	+38	+9	9	1,509	157	112	123
South Central	-12	-15	+17	5	978	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+1	+5	+29	7	2,675	+38	-3	6	3,857	165	115	184
Pacific	-13	-11	+30	9	1,556	+30	+4	7	2,513	197	128	177
Machinery equipment, supplies (except electrical)	+29	-2	+45	47	9,418	+15	+2	33	14,439	178	196	168
New England	+18	-14	+35	5	506	+16	+3	4	1,036	271	301	227
Middle Atlantic	+40	-3	+76	9	1,509	+35	-6	4	1,655	120	127	123
East North Central	+36	+19	+52	10	1,422	+36	+1	8	1,719	147	134	179
South Atlantic	+6	-9	+26	6	775	+34	+2	4	2,343	342	273	297
South Central	+24	-13	+22	6	2,229	-7	+5	5	4,547	205	276	170
Pacific	+59	-3	+76	7	1,338	+9	+3	4	1,325	206	291	170
Metals	+18	-4	+44	42	12,795	+2	+2	38	15,168	121	140	113
Paints and varnishes	+20	+3	+37	51	6,990	+27	0	46	18,929	277	264	286
Plumbing and heating supplies	+14	-6	+48	135	19,461	+36	-2	113	36,423	212	177	200
New England	-20	-9	+22	6	286	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+14	0	+40	34	2,957	+36	+1	27	4,815	185	154	182
East North Central	-10	-7	+34	15	1,417	+45	+2	13	3,706	296	185	271
West North Central	-13	-6	+32	14	1,664	+35	+1	12	4,092	260	168	243
South Atlantic	+25	-10	+53	38	8,402	+36	-4	38	16,615	198	181	185
Pacific	+41	+4	+76	5	1,403	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-15	+2	+18	68	2,271	+27	0	62	4,785	269	181	264
Middle Atlantic	-32	-4	-7	16	809	+36	0	13	1,606	255	135	243
East North Central	-25	+5	+12	16	224	+5	-1	16	770	344	245	363
South Atlantic	+2	+10	+32	18	608	+25	+1	17	995	212	174	231
Pacific	+1	-9	+37	8	176	+50	+2	8	669	380	255	340
Surgical, medical, equipment, supplies	+23	-6	+42	30	4,860	+47	-2	29	7,065	148	124	145
Middle Atlantic	+23	-5	+40	5	718	+36	-7	5	782	109	98	111
East North Central	+15	-7	+52	9	2,050	+54	-3	9	2,903	142	105	136
South Atlantic	+44	+5	+41	4	638	+45	-3	4	885	139	138	150
South Central	+27	-12	+31	5	616	+39	-2	4	717	133	123	136
Beer	-2	+7	+6	42	2,253	+23	+5	37	934	47	37	47
Middle Atlantic	-3	+16	+4	9	519	+3	-3	8	97	19	18	23
East North Central	-4	-3	+4	13	625	+25	+4	12	252	42	32	39
West North Central	-19	+6	-3	5	143	+44	+10	4	69	100	53	91
South Atlantic	+10	+11	+10	5	468	+37	+16	4	235	62	46	56
Pacific	+4	+5	+16	5	368	+20	-2	4	213	69	58	73
Chemicals, industrial	+19	+5	+49	14	2,827	+34	-1	9	1,485	64	58	77
Clothing and furnishings (except shoes)	-12	-20	+19	27	2,581	+28	+6	17	4,876	290	233	252
Confectionery	+10	-1	+11	39	1,245	+10	+1	23	785	88	92	87
Middle Atlantic	+2	+1	+13	6	239	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+3	+5	+6	4	98	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+9	-4	+11	12	278	+9	-3	7	223	114	117	114
South Central	+24	-5	+15	12	384	+13	+9	7	259	98	122	82
Dairy and poultry products	+9	-6	+17	24	7,127	+58	+17	16	3,467	54	37	46
Drugs and sundries (liquor excluded)	+10	-4	+17	196	53,897	(3)	(3)	(3)	(3)	(3)	(3)	(3)
New England	+4	-5	+17	11	2,196							
Middle Atlantic	+6	-4	+15	27	9,716							
East North Central	+12	-1	+20	26	9,284							
West North Central	+8	-3	+14	19	5,672							
South Atlantic	+10	-7	+16	30	6,333							
East South Central	+6	-9	+14	17	3,109							
West South Central	+9	-7	+16	33	7,383							
Mountain	+11	-4	+19	12	2,442							
Pacific	+17	0	+25	21	7,762							
Dry goods	-2	-4	+18	180	35,043	+29	+2	143	100,766	341	255	321
New England	-10	-16	+20	9	658	+34	-2	9	1,328	202	136	173
Middle Atlantic	0	-9	+31	48	7,029	+26	+6	33	13,720	290	216	254
East North Central	-15	+2	+5	17	3,868	+33	-2	17	10,177	263	169	273
West North Central	+5	-2	+21	19	11,892	+27	+1	17	43,516	368	304	355
South Atlantic	-6	-10	+18	26	3,323	+41	+2	20	11,187	376	245	334
East South Central	+3	-12	+15	15	1,278	+33	+7	10	4,225	443	343	361
West South Central	-8	-6	+9	15	2,158	+22	-3	15	7,344	340	255	331
Mountain	+2	-3	+25	6	473	+40	-4	5	1,671	390	276	388
Pacific	-7	+5	+12	25	4,364	+20	+4	17	7,598	383	285	374
Farm supplies	+43	-12	+15	18	3,912	+23	-16	7	440	42	40	39
Fresh fruits and vegetables	-9	0	0	65	7,571	+34	-4	42	1,082	27	20	28
New England	-7	+19	-2	9	542	+44	-1	8	72	18	11	20
Middle Atlantic	-13	+2	-3	16	1,468	-10	0	8	27	5	5	4
East North Central	-13	-8	+4	13	2,605	+14	-4	8	156	30	22	28
West North Central	+6	-3	-2	7	761	-12	-2	7	195	26	31	25
South Atlantic	+13	-7	+12	6	387	-45	-9	4	31	11	22	11
East South Central	+4	+2	+10	6	417	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+8	+29	+2	5	1,007	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 195

(Data are shown by geographic division, where possible without disclosure of individual operations)

Kind of business and geographic division	Sales: Percent change: June 1951 from June 1950	Sales: Percent change: June 1951 from May 1951	Sales: Percent change: 6 mos. 1951 from 6 mos. 1950[2]	Sales: June 1951 panel: Number of establishments reporting	Sales: June 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: June 1951 from June 1950	Inventory, end-of-month (at cost): Percent change: June 1951 from May 1951	Inventory, end-of-month (at cost): June 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): June 1951 panel: Reported dollar values (add 000)	Stock sales[1] ratios: June 1951	Stock sales[1] ratios: June 1950	Stock sales[1] ratios: May 1951
Groceries, total	0	-2	+12	843	127,964	+22	-4	665	150,485	151	123	155
Non-affiliated full-line wholesalers[4]	+2	-2	+11	567	57,508	+23	-5	471	69,025	145	121	149
New England	-6	-1	+8	5	1,015	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-6	-1	+7	19	2,074	+13	-7	10	1,938	143	118	150
East North Central	-2	+1	+12	144	12,846	+17	-6	136	16,409	139	117	149
West North Central	+6	-1	+11	66	6,787	+33	+2	51	7,967	153	125	148
South Atlantic	+2	-7	+12	61	6,996	+19	-1	38	6,954	142	121	133
East South Central	-1	-7	+10	40	4,278	+19	-7	30	4,534	134	111	134
West South Central	+5	-2	+12	113	13,144	+23	-6	90	15,006	147	128	154
Mountain	+4	+2	+14	22	2,284	+22	-6	19	2,962	139	118	151
Pacific	+1	-5	+11	97	8,084	+28	-6	94	11,327	148	118	150
Voluntary-group wholesalers	-2	-1	+12	166	47,787	+24	-4	125	58,605	154	122	161
New England	+2	+8	+14	7	2,618	+28	-4	6	1,382	123	113	131
Middle Atlantic	-1	-1	+12	41	13,867	+24	-6	29	16,027	151	118	158
East North Central	+11	+1	+18	44	8,989	+20	-1	33	9,384	124	116	126
West North Central	-9	+1	+6	33	10,172	+32	-2	33	21,170	208	143	215
South Atlantic	+3	-4	+15	12	2,651	+17	-7	7	1,756	108	90	114
Pacific	-4	-12	+14	16	4,873	+32	-5	4	2,658	115	102	128
Retailer-cooperative warehouses	+8	+4	+16	20	9,088	+14	-1	15	5,989	143	127	128
Specialty lines wholesalers	-8	-3	+15	90	13,581	+17	-5	54	16,866	166	130	168
New England	+43	+20	+9	4	113	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-10	+2	+17	23	3,577	+9	-8	13	3,641	123	101	140
East North Central	-6	+29	+2	10	811	+12	-2	4	181	71	66	71
South Atlantic	+6	-10	+18	21	1,886	+39	+5	13	1,945	131	100	110
East South Central	-4	-14	+13	5	467	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+10	+6	+15	5	363	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-15	-7	+13	17	5,547	+18	-6	13	9,772	233	166	233
Leather and shoe findings	+2	-5	+21	27	519	+23	-1	15	1,213	435	367	403
Middle Atlantic	-4	-6	+12	6	44	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+3	+2	+18	4	62	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-10	-5	+4	5	60	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+7	-3	+29	7	309	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+13	-4	+24	40	25,071	+31	-8	34	10,078	50	45	54
Middle Atlantic	+8	-6	+25	10	4,511	+31	+6	10	2,423	54	44	48
East North Central	+18	-10	+26	13	10,167	+21	-18	12	4,699	49	48	53
South Atlantic	+7	-5	+12	4	457	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+24	+12	+32	5	4,824	+69	+12	4	969	37	29	38
Paper and its products	+23	-3	+39	59	9,425	+12	+4	36	7,654	119	130	112
New England	+22	-4	+38	5	338	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+21	-6	+46	17	2,927	0	+10	10	1,588	89	103	76
East North Central	+22	-9	+37	18	3,466	-2	-1	11	2,090	79	100	72
West North Central	+21	-8	+33	4	337	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+34	+3	+45	5	700	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+7	-10	+27	5	538	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+33	+34	+34	5	1,059	+40	+2	5	2,224	210	200	276
Petroleum	+6	-15	+15	28	4,694	+25	-1	28	5,363	114	97	98
Shoes and other footwear	+24	+4	+29	39	24,686	+29	+6	34	80,802	330	319	324
Tobacco products	+1	0	+6	286	44,083	+16	-2	178	16,814	55	48	56
New England	-3	+1	+2	25	3,253	+25	+2	14	647	52	40	49
Middle Atlantic	+2	+3	+7	59	14,618	+22	-5	41	6,196	52	44	58
East North Central	+2	-2	+7	70	8,518	+12	-1	41	2,729	56	52	56
West North Central	+2	+2	+5	40	5,130	+7	+1	26	2,120	54	53	56
South Atlantic	+1	-5	+8	25	5,024	+26	+7	21	2,606	60	47	52
East South Central	+1	-7	+9	13	1,608	+2	-6	8	582	44	43	43
West South Central	+1	0	0	28	2,479	+3	+6	11	722	55	53	52
Mountain	+12	-1	+14	9	922	+23	-18	8	655	72	66	87
Pacific	-4	-4	+8	17	2,531	+3	-3	8	557	57	52	56
Wines and spirits[5]	+1	0	+14	277	80,498	+31	-9	223	113,811	188	144	201
New England	+7	+8	+23	26	4,866	+25	-4	18	4,422	150	122	164
Middle Atlantic	+4	+6	+19	50	28,732	+28	-9	43	31,717	162	130	183
East North Central	+6	+5	+19	41	10,029	+20	-5	27	11,231	152	139	171
West North Central	-10	-1	+4	30	6,382	+14	-7	25	10,102	227	185	240
South Atlantic	+2	-8	+12	42	10,485	+38	-11	39	16,455	166	122	170
East South Central	+2	-6	+2	14	2,148	+33	-4	13	4,495	228	172	223
West South Central	+3	-10	+3	40	7,731	+12	-16	34	14,955	208	191	222
Mountain	-4	-9	+16	7	1,107	+15	-14	7	1,503	136	113	145
Pacific	-12	0	+16	27	9,018	+79	-3	17	18,931	311	151	306
Miscellaneous	+47	-1	+15	50	7,497	+31	+3	30	10,746	188	155	108

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] To be published in the June issue of Trends in the Drug Trade.

[4] Not affiliated with voluntary or cooperative groups.

[5] 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.

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

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 Central - East South Central and West South Central combined.
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.)

A1222

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

FOR RELEASE
AUGUST 31, 1951

JULY 1951

SALES AND INVENTORIES

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 4,181 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales for the month of July dropped 5 percent below the level of the previous month and indicated a 15 percent decrease below the unusually high sales of a year ago. Cumulative sales for the first seven months of 1951 were 16 percent above the corresponding period last year.

Regionally, all geographic divisions experienced sales declines below the previous month as well as under July 1950. Decreases below June ranged from 1 percent in the South Atlantic and East and West South Central regions to 10 percent in the East North Central area. Compared with a year ago, the South Atlantic division showed the smallest decrease (11%), while the West North Central region reported the heaviest decline (21%).

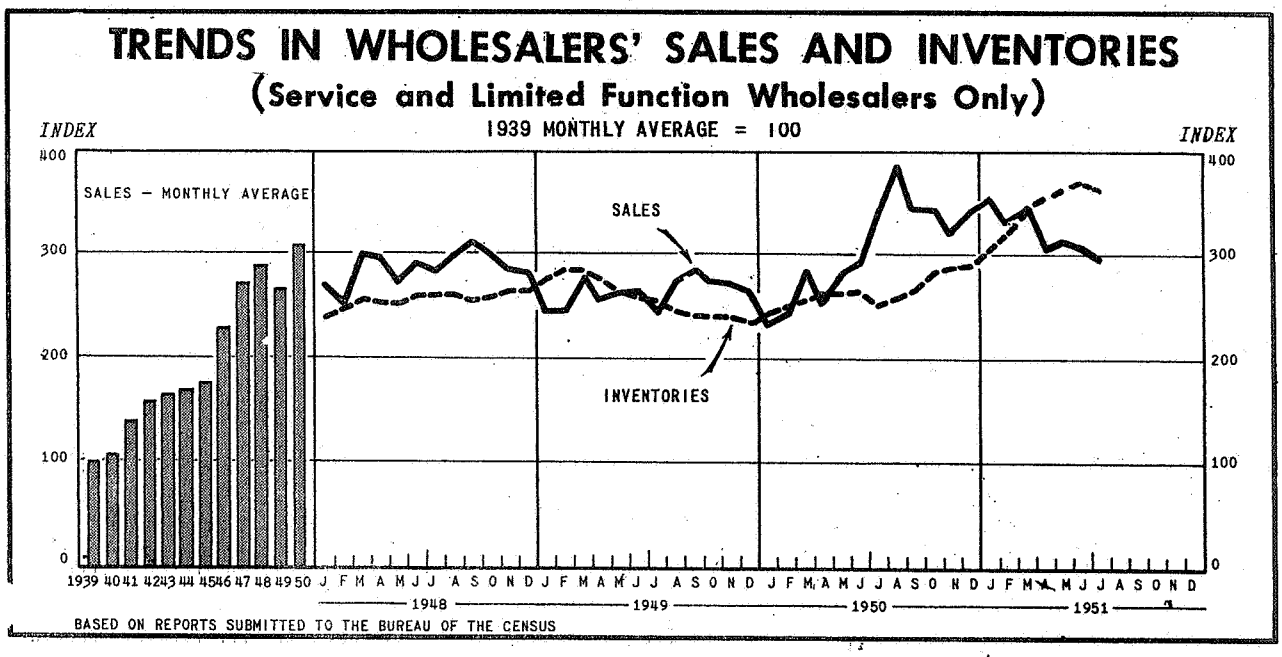
Most trades lagged behind June 1951 sales, with the largest drop, 22 percent, shown by farm supplies. Of the 36 kinds of business covered in this report, five reflected seasonal gains - refrigeration equipment (1%), dry goods (6%), beer (8%), clothing and furnishings (16%) and shoes and other footwear (24%). In comparison with a year ago, 17 trades, led by industrial supplies, showed sales gains up to 21 percent, while 19 trades indicated declines. Appliances and specialties, which reported the principal sales increases in July 1950, experienced the most substantial decrease (48%) below July 1950.

INVENTORIES

Wholesalers' inventories at the end of July registered the first month-to-month decrease since a year ago by dropping 3 percent below the level of the previous month. However, the dollar value of stocks on hand were up 44 percent over July 1950 inventories. All regions followed the national pattern with declines below June stock levels and gains over a year ago. According to the reports of 3,203 establishments submitting inventories in conjunction with sales, the July stock-sales ratio of 204 was 4 points higher than June, but about 84 points over July 31, 1950.

RETAIL

July sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were down 14 percent from the previous month and 14 percent lower than sales a year ago. Cumulative sales for the first seven months were 4 percent above the same period of 1950.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JULY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: July 1951 from July 1950	Sales: Percent change: July 1951 from June 1951	Sales: Percent change: 7 mos. 1951 from 7 mos. 1950[2]	Sales: July 1951 panel: Number of establishments reporting	Sales: July 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: July 1951 from July 1950	Inventory, end-of-month (at cost): Percent change: July 1951 from June 1951	Inventory, end-of-month (at cost): July 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): July 1951 panel: Reported dollar values (add 000)	Stock sales ratios[1]: July 1951	Stock sales ratios[1]: July 1950	Stock sales ratios[1]: June 1951
United States, total	-15	-5	+16	4,181	$735,672	+44	-3	3,203	$1,222,038	204	120	200
New England	-18	-5	+16	240	31,563	+54	-1	178	47,201	199	106	194
Middle Atlantic	-15	-9	+16	775	144,742	+50	-1	550	194,452	175	101	162
East North Central	-13	-10	+19	829	135,382	+38	-8	658	189,571	166	104	163
West North Central	-21	-4	+11	449	88,527	+36	-3	357	182,124	249	142	249
South Atlantic	-11	-1	+16	533	84,253	+52	-3	408	137,543	194	115	202
East South Central	-15	-1	+10	210	30,301	+49	-2	156	50,572	203	115	207
West South Central	-17	-1	+10	396	64,535	+40	-3	312	115,892	216	126	220
Mountain	-17	-6	+16	168	24,806	+41	0	142	41,437	193	114	182
Pacific	-19	-5	+19	531	98,845	+53	0	392	172,253	230	118	216
Automotive supplies	-7	-2	+23	300	20,089	+27	+1	183	21,954	283	188	265
New England	-9	+5	+23	8	508	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-16	-5	+30	43	1,223	+35	+1	39	2,800	263	161	248
East North Central	-12	-2	+21	65	3,805	+42	+2	52	7,277	294	173	271
West North Central	-12	-9	+25	44	4,645	+12	-2	20	3,065	276	190	255
South Atlantic	+2	+15	+21	22	3,563	+24	-1	12	1,847	295	245	291
South Central	-1	-1	+17	15	2,574	+15	-1	9	1,425	241	139	218
Mountain	-23	-6	+4	27	945	+32	-1	17	1,405	307	193	308
Pacific	+4	-4	+33	76	2,826	+18	+9	31	3,826	302	258	270
Electrical group, total	-27	-7	+21	667	128,130	+130	0	593	302,440	251	80	232
Full-line wholesalers	-25	-7	+23	428	102,725	+140	+1	420	260,896	258	81	238
New England	-25	-4	+23	31	5,751	+159	+3	31	16,774	292	84	271
Middle Atlantic	-13	-11	+29	61	16,492	+167	+3	59	45,308	280	91	243
East North Central	-17	-12	+34	85	23,621	+129	+2	82	52,516	230	83	197
West North Central	-34	-11	+17	43	8,316	+131	+3	43	24,337	293	83	253
South Atlantic	-20	-4	+22	61	14,397	+152	-3	59	35,209	254	81	250
East South Central	-38	-1	+4	26	4,433	+135	-4	26	11,499	259	69	265
West South Central	-35	+5	+7	48	10,188	+145	-5	48	27,532	270	72	299
Mountain	-31	-11	+21	19	3,688	+114	-2	19	9,376	254	82	230
Pacific	-30	-7	+27	54	15,839	+122	+3	53	38,345	244	77	221
Wiring supplies, construction materials distributors	+6	-8	+37	126	9,008	+53	0	89	11,037	155	111	144
New England	+20	+1	+58	14	724	+51	+15	5	407	219	148	194
Middle Atlantic	+14	-9	+46	32	1,236	+42	+2	20	1,682	160	137	145
East North Central	+7	-13	+54	30	2,817	+53	+1	25	3,916	160	114	143
West North Central	-28	-6	0	10	1,028	+49	-2	8	1,408	212	107	217
South Atlantic	+17	-16	+19	14	1,413	+82	+1	10	1,474	127	80	102
South Central	+27	+2	+55	10	923	+54	-6	8	977	123	106	130
Mountain	-4	+4	+9	5	352	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+7	0	+52	11	515	+42	-5	10	873	171	130	181
Appliances and specialties wholesalers	-48	-13	+5	113	16,397	+93	-9	84	30,507	245	65	235
New England	-57	-14	+18	13	894	+132	-4	11	1,887	243	43	217
Middle Atlantic	-46	-15	+9	27	5,969	+107	-11	13	8,310	257	67	244
East North Central	-54	-22	+4	21	1,820	+104	-11	15	4,116	275	57	236
West North Central	-53	-3	+10	13	968	+89	-3	11	4,070	435	107	434
South Atlantic	-45	-5	-3	13	2,676	+64	-6	11	4,269	207	70	197
South Central	-41	+1	-15	10	1,336	+78	-9	8	2,645	204	67	225
Mountain	-31	+14	+17	6	815	+47	-4	6	1,523	187	88	222
Pacific	-50	-22	-3	10	1,919	+115	-18	9	3,687	200	46	191
Furniture and house furnishings	-38	-15	+6	87	10,480	+54	-2	66	30,504	339	135	296
New England	-22	-8	+9	4	461	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-52	-18	-4	15	1,458	+92	+1	10	5,311	513	123	385
East North Central	-47	-21	+6	9	1,434	+50	-7	7	4,629	402	126	324
West North Central	-44	-20	+4	14	1,447	+56	-1	14	6,397	442	160	356
South Atlantic	-29	-36	-12	11	631	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-31	0	+8	15	1,436	+39	-3	15	4,442	309	153	320
Mountain	-37	-9	+6	7	877	+38	0	5	1,908	284	149	264
Pacific	-26	-10	+18	12	2,736	+56	+1	10	6,209	239	112	214
Hardware	-18	-9	+24	156	56,260	+40	-2	128	146,188	307	179	282
New England	-12	-23	+25	4	478	+33	-1	4	1,963	411	274	316
Middle Atlantic	-6	-22	+34	27	5,803	+35	-2	20	14,008	292	212	227
East North Central	-25	-9	+20	26	10,586	+41	-4	25	31,506	306	164	288
West North Central	-22	-7	+19	20	11,196	+34	-5	19	30,598	327	189	317
South Atlantic	-19	-5	+19	25	5,248	+39	+3	20	14,102	302	177	280
East South Central	-19	-3	+16	12	4,047	+80	-4	10	9,786	275	123	276
West South Central	-16	-6	+15	15	4,758	+36	-3	9	8,872	304	197	310
Mountain	-8	-5	+23	8	2,138	+22	0	5	2,695	332	223	291
Pacific	-13	-10	+38	19	12,006	+43	+1	16	32,658	303	181	271
Industrial supplies	+21	-6	+53	84	10,449	+41	+1	59	15,890	212	180	198
New England	+27	-14	+60	7	372	+20	+1	6	1,060	369	375	306
Middle Atlantic	+44	-3	+68	18	1,745	+80	+10	11	1,844	164	148	146
East North Central	+24	-10	+57	8	1,330	+59	-3	6	1,476	202	144	184
West North Central	+9	-15	+45	7	779	+35	-1	5	1,187	224	168	182
South Atlantic	+4	+1	+41	11	948	+31	-2	10	2,112	227	180	234
South Central	+10	-4	+44	25	4,180	+40	+1	15	6,500	218	169	206
Pacific	+64	-5	+90	8	1,095	+30	-1	6	1,711	188	253	179
Jewelry	-28	-15	+22	155	4,373	+49	+5	84	17,175	572	262	456
New England	-44	-42	+8	7	195	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-29	-16	+29	49	1,448	+56	+4	17	3,641	506	201	353
East North Central	-28	-16	+16	36	915	+42	+8	23	4,744	588	300	465
West North Central	-36	-17	+20	17	546	+51	+9	12	2,966	649	288	544
South Atlantic	-17	-7	+15	7	256	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-36	-2	+7	5	78	+13	-2	4	341	509	262	465
Pacific	-23	-8	+26	31	927	+50	+1	20	3,801	516	245	483

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JULY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: July 1951 from July 1950	Sales: Percent change: July 1951 from June 1951	Sales: Percent change: 7 mos. 1951 from 7 mos. 1950[2]	Sales: July 1951 panel: Number of establishments reporting	Sales: July 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: July 1951 from July 1950	Inventory, end-of-month (at cost): Percent change: July 1951 from June 1951	Inventory, end-of-month (at cost): July 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): July 1951 panel: Reported dollar values (add 000)	Stock sales ratios[1]: July 1951	Stock sales ratios[1]: July 1950	Stock sales ratios[1]: June 1951
Lumber and building materials	-15	-11	+13	80	13,575	+42	+1	56	15,453	158	98	140
Middle Atlantic	+8	+4	+14	18	3,958	+24	-1	9	1,132	40	41	43
East North Central	-18	-4	+10	11	1,383	+78	+1	8	1,319	131	61	126
West North Central	-48	-13	-7	6	553	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	0	-8	+20	11	1,873	+50	-1	9	1,500	159	103	157
South Central	-25	-17	+10	5	814	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-19	-20	+20	7	2,151	+50	+4	6	4,007	203	115	165
Pacific	-26	-20	+21	9	1,245	+43	+3	7	2,584	245	126	197
Machinery equipment, supplies (except electrical)	+18	-12	+41	48	8,495	+27	0	36	15,350	202	185	178
New England	+12	-19	+32	4	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+52	-5	+72	9	1,722	+31	+2	6	2,236	136	163	127
East North Central	+15	-22	+45	12	1,238	+37	-2	9	1,968	177	148	152
South Atlantic	+10	-24	+21	6	581	+34	+1	4	2,365	454	293	347
South Central	-10	-14	+17	6	1,916	+12	0	5	4,547	239	193	205
Pacific	+50	+6	+71	7	1,208	+24	-1	5	1,534	213	251	215
Metals	+18	-2	+40	44	12,905	-3	0	39	15,663	125	153	122
Paints and varnishes	+11	-7	+32	53	6,811	+28	+1	47	19,732	297	259	276
Plumbing and heating supplies	-5	-8	+37	137	18,056	+38	-4	115	34,951	218	153	211
New England	-41	-5	+7	7	299	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-7	-12	+31	34	2,620	+43	-4	26	4,524	199	137	184
East North Central	-25	-1	+21	15	1,419	+56	-3	14	3,879	287	139	293
West North Central	-29	-9	+18	14	1,434	+52	-2	12	3,727	270	133	257
South Atlantic	+2	-8	+44	38	7,756	+35	-5	38	15,851	204	155	198
East South Central	+28	-8	+58	11	2,138	+27	-8	9	3,803	196	211	194
Pacific	+9	-9	+63	5	1,270	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-16	+1	+11	68	2,246	+30	-1	62	4,918	255	168	270
Middle Atlantic	-21	+3	-10	13	709	+29	-8	10	1,232	223	155	260
East North Central	-18	+8	+8	14	170	+11	-1	14	529	311	229	337
South Atlantic	-13	-2	+22	20	556	+34	0	19	1,186	220	142	215
Pacific	-16	+16	+20	13	339	+45	+5	13	1,076	317	184	352
Surgical, medical, equipment, supplies	+5	-4	+36	32	4,708	+36	-3	28	6,464	148	113	145
Middle Atlantic	-1	-4	+33	7	757	-1	-12	6	772	112	109	120
East North Central	+14	-1	+46	9	2,070	+64	+3	8	2,785	143	100	138
South Atlantic	-22	-6	+30	5	625	+13	-2	4	869	142	99	139
South Central	+12	0	+14	5	599	+43	-2	4	513	111	81	107
Beer	+5	+8	+6	39	2,316	+25	+15	35	1,066	50	44	48
Middle Atlantic	-1	+20	+3	8	584	+19	+10	7	102	18	15	19
East North Central	+8	+10	+4	12	660	+7	-5	12	239	36	37	42
West North Central	-3	+8	-3	5	155	+20	-3	4	67	85	64	0
South Atlantic	+2	-22	+9	4	152	-16	-13	4	204	49	72	62
Pacific	-1	+2	+12	5	374	+5	-6	4	200	62	58	69
Chemicals, industrial	+16	-3	+43	14	2,903	+22	-1	9	1,574	64	65	64
Clothing and furnishings (except shoes)	-15	+16	+14	25	3,100	+47	-1	18	5,338	234	162	300
Confectionery	+4	-1	+10	44	1,460	+8	+2	26	915	101	95	94
Middle Atlantic	+9	-2	+12	7	344	-5	+4	4	157	84	87	74
East North Central	+13	+15	+7	5	135	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-3	-8	+9	12	257	+12	-1	7	221	126	105	114
South Central	+5	-2	+9	13	424	+12	+7	7	276	107	107	98
Dairy and poultry products	+5	-3	+15	25	6,605	+88	+25	18	4,535	72	40	56
Drugs and sundries (liquor excluded)	+10	0	+16	194	53,148	+21	0	154	84,897	199	181	198
New England	+14	+9	+16	12	2,809	+16	-3	10	3,788	171	162	190
Middle Atlantic	+9	0	+14	26	9,622	+13	-2	18	10,172	168	165	174
East North Central	+15	-2	+20	25	8,761	+26	0	19	11,515	172	154	165
West North Central	+5	-6	+12	19	5,594	+17	0	16	9,269	194	167	183
South Atlantic	+13	+4	+15	31	6,767	+20	+1	24	10,295	197	188	206
East South Central	+14	+10	+14	17	3,558	+18	+3	13	5,776	198	191	211
West South Central	+9	+3	+15	31	7.087	+23	+3	25	14,346	244	216	242
Mountain	+4	-2	+17	11	1,607	+26	0	9	3,960	261	212	256
Pacific	+7	-5	+22	22	7,343	+23	0	20	15,776	216	188	205
Dry goods	-17	+6	+13	173	36,441	+28	-1	137	97,886	314	200	343
New England	-12	-1	+16	7	461	+53	+8	7	1,163	252	144	232
Middle Atlantic	-19	-21	+24	45	5,359	+27	-3	30	12,356	327	201	282
East North Central	-21	+9	+1	17	4,282	+26	-2	17	10,288	240	150	265
West North Central	-16	+8	+14	19	12,885	+22	-3	17	42,451	331	228	369
South Atlantic	-3	+28	+14	26	4,201	+41	0	20	10,844	281	195	368
East South Central	-25	+20	+8	14	1,365	+42	+5	9	3,922	398	208	463
West South Central	-26	+26	+2	15	2,711	+25	-2	15	7,196	265	158	340
Mountain	-5	+3	+20	6	486	+35	-1	5	1,662	417	258	390
Pacific	-17	+16	+7	24	4,691	+41	+7	17	8,004	427	202	426
Farm supplies	+1	-22	+15	20	2,344	+12	+17	10	699	58	60	51
Fresh fruits and vegetables	+4	-9	+1	67	7,053	+37	-8	41	1,011	27	21	28
New England	+4	+7	-1	9	579	+35	-13	7	62	21	17	30
Middle Atlantic	+8	+2	-1	18	1,855	+11	-4	10	156	19	18	18
East North Central	-6	-24	+2	13	1,879	-18	-22	7	32	10	11	11
West North Central	+22	+22	+2	7	926	-13	-13	6	168	19	27	27
South Atlantic	+24	-15	+13	6	329	+3	+3	4	32	13	17	11
East South Central	-2	-26	+8	6	309	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+11	-13	+2	5	872	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JULY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: July 1951 from July 1950	Sales: Percent change: July 1951 from June 1951	Sales: Percent change: 7 mos. 1951 from 7 mos. 1950[2]	Sales: July 1951 panel: Number of establishments reporting	Sales: July 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: July 1951 from July 1950	Inventory, end-of-month (at cost): Percent change: July 1951 from June 1951	Inventory, end-of-month (at cost): July 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): July 1951 panel: Reported dollar values (add 000)	Stock sales ratios[1]: July 1951	Stock sales ratios[1]: July 1950	Stock sales ratios[1]: June 1951
Groceries, total	-18	-4	+7	858	$127,148	+24	-3	665	$146,467	153	101	150
Nonaffiliated full-line wholesalers[3]	-16	-4	+6	568	56,498	+23	-3	470	68,765	148	101	146
New England	-24	-5	0	8	1,805	+27	-8	5	3,115	195	116	202
Middle Atlantic	-17	+3	+2	20	2,363	+8	-4	12	2,227	129	106	147
East North Central	-19	-8	+6	146	12,195	+17	-2	135	15,800	148	103	140
West North Central	-16	-6	+6	60	6,133	+28	-4	51	7,823	150	97	146
South Atlantic	-9	-2	+9	65	7,197	+19	-7	39	6,575	133	101	140
East South Central	-15	0	+5	40	4,689	+17	-2	28	4,705	132	95	136
West South Central	-17	-6	+7	112	12,382	+22	+1	89	15,084	158	109	146
Mountain	-14	-5	+10	21	1,976	+27	0	18	2,687	147	101	139
Pacific	-17	-2	+6	96	7,758	+36	-4	93	10,749	146	89	150
Voluntary-group wholesalers	-18	-3	+7	172	48,555	+28	-3	117	55,007	158	100	154
New England	-19	-9	+8	9	2,958	+13	-4	7	1,692	114	89	116
Middle Atlantic	-23	-7	+5	44	13,142	+28	-7	31	15,031	153	92	151
East North Central	-15	-5	+12	46	10,496	+16	-3	24	7,647	120	88	118
West North Central	-24	-2	+1	32	9,245	+41	+1	32	20,418	221	119	215
South Atlantic	-12	-6	+10	12	2,516	+29	+1	6	1,500	112	72	104
Pacific	-8	+22	+10	15	5,495	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses	-12	-4	+11	21	9,046	+12	-5	16	5,787	126	94	143
Specialty lines wholesalers	-23	-8	+9	97	13,049	+19	-3	62	16,908	169	110	161
New England	+9	-16	+9	5	141	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-22	-5	+10	24	3,432	+17	-7	16	3,431	120	81	121
East North Central	-31	-25	-3	11	608	-1	-1	4	179	76	77	71
South Atlantic	-7	-19	+14	23	1,919	+32	-4	15	2,102	134	96	126
East South Central	-7	-4	+10	6	534	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-10	-10	+11	5	327	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-1	-21	+38	4	529	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-32	-4	+5	16	5,284	+20	0	12	9,698	249	138	234
Leather and shoe findings	-23	-10	+13	28	483	+20	-2	15	1,279	462	316	446
Middle Atlantic	-14	-5	+8	5	37	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-33	-6	+9	5	62	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-24	0	-2	5	60	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-19	-15	+21	7	264	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+14	-2	+23	38	24,262	+13	-10	32	8,708	46	45	50
Middle Atlantic	+11	0	+23	9	4,404	+18	-6	9	2,047	46	44	49
East North Central	+9	-1	+23	13	10,105	+1	-18	12	3,848	41	44	49
South Atlantic	+15	+5	+13	4	479	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+27	-5	+31	4	4,333	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products	+17	-11	+36	62	9,223	+15	+1	38	9,027	138	142	124
New England	+19	-2	+35	5	331	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+33	-12	+45	18	2,659	-4	-2	10	1,533	97	137	91
East North Central	+13	-17	+33	18	3,313	+11	+3	12	3,207	115	118	94
West North Central	+1	+4	+28	4	351	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+8	-8	+39	6	695	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-3	-15	+23	4	460	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+15	-1	+30	7	1,414	+32	+2	6	2,455	211	180	214
Petroleum	+2	-2	+13	29	4,598	+25	0	28	5,345	117	95	114
Shoes and other footwear	+9	+24	+25	38	30,578	+32	-4	33	77,537	257	213	331
Tobacco products	-1	-4	+5	270	39,712	+14	+1	163	14,960	56	49	54
New England	-6	-7	0	23	2,897	+20	-3	13	588	53	44	52
Middle Atlantic	-3	-7	+5	56	13,256	+17	+6	35	5,925	59	48	52
East North Central	-1	-4	+6	68	8,196	+15	-1	38	2,728	59	51	56
West North Central	+4	0	+5	40	5,298	+9	+2	27	2,316	57	56	56
South Atlantic	0	-2	+7	21	3,476	+18	-6	17	1,350	48	39	50
East South Central	+9	+2	+9	13	1,321	-5	+2	8	481	47	53	47
West South Central	0	-1	0	24	2,096	+10	-6	10	569	51	44	52
Mountain	+9	0	+13	9	920	+9	-7	8	609	68	67	72
Pacific	-7	-3	+7	16	2,252	+1	-5	7	394	51	50	53
Wines and spirits[4]	-34	-10	+5	303	78,983	+41	-5	246	120,664	194	91	187
New England	-33	-11	+11	27	4,979	+31	-7	20	5,233	152	79	146
Middle Atlantic	-30	-16	+9	56	26,034	+44	-2	50	36,639	188	90	168
East North Central	-30	-6	+10	42	10,126	+44	-4	29	14,023	168	85	166
West North Central	-51	-16	-7	29	5,381	+35	-2	24	10,206	267	94	230
South Atlantic	-27	-5	+6	44	10,774	+38	-5	40	15,375	152	81	152
East South Central	-16	+3	0	15	2,389	+14	-19	13	3,661	176	129	228
West South Central	-30	-4	-2	40	6,894	+16	-11	33	12,992	205	124	222
Mountain	-33	+1	+7	11	1,855	+9	-3	10	1,996	121	72	125
Pacific	-46	-8	+2	39	10,551	+75	-6	27	20,539	299	88	279
Miscellaneous	-4	-8	+21	49	7,002	+26	+6	38	11,139	228	168	180

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] 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.

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

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 Central - East South Central and West South Central combined.
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
OCTOBER 3, 1951

AUGUST 1951

SALES AND INVENTORIES

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 4,152 wholesale establishments in various lines of business.

SALES

August sales of wholesalers jumped 13 percent above July in a higher than normal seasonal gain, but were 14 percent below the abnormally high sales of August a year ago. Cumulative sales for the first eight months of 1951 were 11 percent ahead of the comparable period last year.

Regionally, all geographic divisions followed the national pattern with sales gains over the previous month and declines below August 1950. Seasonal increases over July ranged from 9 percent in the Mountain region to 16 percent in the West South Central area. Compared with a year ago, August sales trends varied from a decrease of 9 percent in the West South Central region to a 22 percent drop in the West North Central division.

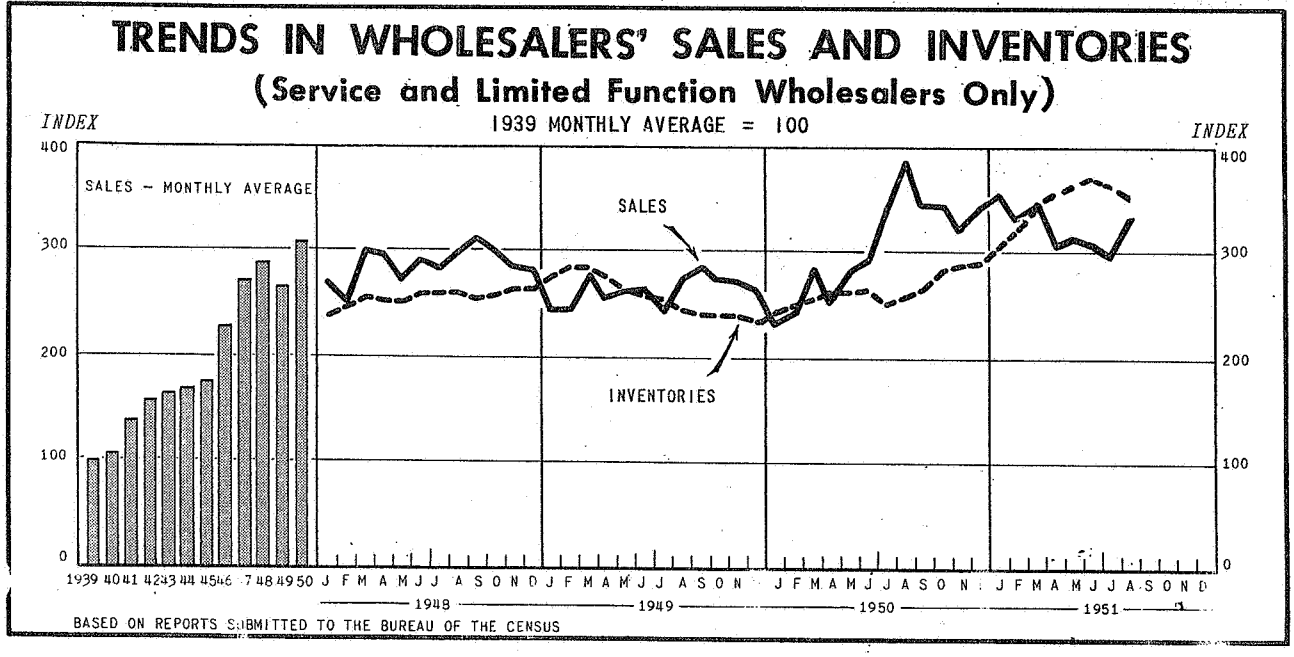
With the exception of grocery retailer-cooperative warehouses (-1%), industrial chemicals (-4%), and fresh fruits and vegetables (-14%), all trades covered in this report indicated sales 3 to 72 percent higher than a month ago. While most gains were moderate seasonal increases, substantially higher levels were reflected in several trades--dry goods (38%), coal (39%), clothing and furnishings (50%) and jewelry (72%). Although 18 trades experienced declines of 6 to 48 percent below August 1950 sales, only two trades, furniture and house furnishings (-3%), and appliances and specialties (-4%) reported sales during the first eight months below the same period a year ago.

INVENTORIES

Inventories of wholesalers on August 31 declined 3 percent below the July 31 stock level, the second decrease in two months after eleven successive increases since July 1950. However, inventories were still 38 percent higher than stocks on hand August 31, 1950. All regions showed inventory declines below the previous month with little variation from the national pattern. However, gains over a year ago ranged from 30 percent in the West South Central region to 49 percent in New England. According to the reports of 3,184 establishments submitting inventories in conjunction with sales, the August stock-sales ratio of 176 was 29 points below July, but 66 points over August 1950.

RETAIL

August sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were up 13 percent over the previous month but 10 percent lower than sales a year ago.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
AUGUST 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: Aug. 1951 from Aug. 1950	Sales: Percent change: Aug. 1951 from July 1951	Sales: Percent change: 8 mos. 1951 from 8 mos. 1950[2]	Sales: August 1951 panel: Number of establishments reporting	Sales: August 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Aug. 1951 from Aug. 1950	Inventory, end-of-month (at cost): Percent change: Aug. 1951 from July 1951	Inventory, end-of-month (at cost): August 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): August 1951 panel: Reported dollar values (add 000)	Stock sales, ratios[1]: Aug. 1951	Stock sales, ratios[1]: Aug. 1950	Stock sales, ratios[1]: July 1951
United States, total	-14	+13	+11	4,152	$810,148	+38	-3	3,184	$1,182,958	176	110	205
New England	-18	+12	+10	235	35,338	+49	-2	172	46,034	175	96	199
Middle Atlantic	-19	+11	+10	799	162,022	+37	-1	568	189,851	155	95	173
East North Central	-10	+14	+15	827	152,498	+37	-3	667	195,876	150	97	178
West North Central	-22	+15	+5	444	101,561	+33	-4	353	173,623	207	121	249
South Atlantic	-11	+11	+12	516	91,427	+43	-4	403	129,210	169	104	195
East South Central	-11	+15	+7	206	34,998	+43	-3	152	50,179	175	107	208
West South Central	-9	+16	+7	389	71,562	+30	-3	308	109,286	183	129	221
Mountain	-13	+9	+11	168	27,205	+32	-3	136	40,104	170	114	190
Pacific	-15	+12	+13	518	105,161	+43	-4	375	156,244	191	112	227
Automotive supplies	-10	+16	+17	294	22,654	+24	-1	180	20,837	242	175	282
New England	-10	+32	+16	8	671	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-18	+5	+21	45	1,324	+32	-1	41	2,941	256	158	271
East North Central	-9	+22	+16	65	4,645	+36	-3	52	7,063	252	158	295
West North Central	-15	+15	+17	43	5,476	+10	0	20	3,323	218	203	269
South Atlantic	+1	+17	+17	19	3,574	0	-3	10	1,145	273	237	304
South Central	-10	+20	+12	14	3,039	+14	-1	8	1,331	170	138	240
Mountain	-13	+12	+2	25	889	+25	-1	15	943	259	172	309
Pacific	-11	+8	+25	75	3,036	+24	-2	31	3,634	261	209	298
Electrical group, total	-26	+10	+13	667	139,825	+141	-5	593	283,537	216	67	251
Full-line wholesalers	-23	+8	+16	427	110,082	+158	-5	419	244,888	226	68	258
New England	-25	+12	+14	32	6,641	+167	-3	32	17,148	258	72	297
Middle Atlantic	-29	0	+19	64	16,644	+197	-3	62	44,272	273	65	279
East North Central	-17	+10	+25	85	25,852	+139	-8	83	47,564	190	65	227
West North Central	-33	+12	+8	44	9,443	+160	-3	44	23,639	250	65	291
South Atlantic	-19	+8	+16	62	15,576	+155	-7	60	33,194	220	70	254
East South Central	-25	+14	-1	26	4,866	+160	-8	25	9,941	209	61	259
West South Central	-15	+9	+4	47	10,518	+145	-9	47	23,713	225	78	271
Mountain	-28	+6	+13	19	3,910	+132	-3	19	9,092	233	72	254
Pacific	-22	+10	+18	48	16,632	+156	-2	47	36,325	220	67	246
Wiring supplies, construction materials distributors	+2	+11	+34	133	10,808	+44	-3	93	11,084	140	100	157
New England	+6	+12	+49	14	809	+55	-3	5	396	186	111	219
Middle Atlantic	+12	+13	+41	34	1,571	+36	-3	20	1,625	135	120	155
East North Central	+6	+19	+46	32	3,455	+41	-2	25	3,595	145	108	177
West North Central	-20	+13	+10	10	1,164	+32	-6	8	1,329	185	102	212
South Atlantic	+21	+10	+22	16	2,057	+87	-1	12	1,839	103	67	112
South Central	-4	-6	+42	12	1,045	+28	-5	10	1,209	132	101	130
Mountain	-31	+10	+4	4	175	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-20	-6	+37	11	532	+33	-5	10	983	187	112	185
Appliances and specialties wholesalers	-48	+23	-4	107	18,935	+81	-6	81	27,565	184	57	247
New England	-53	+44	+7	6	1,153	+218	-10	4	1,449	151	21	236
Middle Atlantic	-52	+21	-2	26	7,212	+105	-5	14	7,994	191	56	258
East North Central	-46	+47	-5	18	2,441	+56	-3	14	3,974	180	62	273
West North Central	-41	+23	+1	13	1,060	+59	-8	11	3,402	336	121	447
South Atlantic	-49	+5	-11	15	2,653	+75	-8	14	4,223	181	53	210
South Central	-32	+17	-17	12	1,740	+53	-13	10	2,600	153	67	205
Pacific	-41	+30	-9	14	2,516	+96	-3	11	3,498	145	43	197
Furniture and house furnishings	-41	+28	-3	89	14,041	+53	-3	70	29,613	244	92	323
New England	-35	+23	+2	5	731	+19	-3	4	1,240	177	96	224
Middle Atlantic	-46	+38	-12	17	2,282	+84	+5	13	6,017	339	100	460
East North Central	-51	+35	-4	8	1,753	+73	-2	6	4,278	289	77	428
West North Central	-51	+36	-7	14	1,975	+51	-7	14	5,979	303	97	442
South Atlantic	-15	+39	-12	11	876	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-40	+27	-1	15	1,826	+52	-8	15	4,093	224	89	309
Mountain	-22	-3	+1	7	1,124	+1	+9	5	1,686	209	176	162
Pacific	-34	+27	+8	12	3,474	+51	-10	10	5,557	168	73	239
Hardware	-22	+14	+16	159	63,494	+41	-6	132	136,648	251	139	307
New England	-31	+5	+16	4	504	+31	-3	4	1,902	377	198	411
Middle Atlantic	-20	+24	+24	37	8,500	+24	-15	29	14,168	195	128	291
East North Central	-20	+20	+13	25	12,279	+42	-5	24	28,342	236	134	302
West North Central	-21	+12	+12	18	12,183	+40	-5	17	28,093	275	152	327
South Atlantic	-23	+12	+12	21	5,553	+38	-4	19	13,829	262	146	303
East South Central	-26	+12	+7	13	5,124	+71	-5	11	11,096	242	104	284
West South Central	-23	+10	+9	15	5,142	+39	-1	9	8,754	272	151	304
Mountain	-28	0	+14	7	2,250	+30	-1	4	2,911	294	177	321
Pacific	-23	+11	+27	19	11,959	+46	-4	15	27,553	265	141	308
Industrial supplies	+9	+8	+46	85	11,369	+39	-1	61	16,114	192	152	214
New England	-2	0	+50	7	371	+17	0	6	1,060	362	294	369
Middle Atlantic	-13	-5	+60	20	1,750	+63	-6	13	2,113	175	138	183
East North Central	+17	+16	+49	7	1,537	+46	-3	6	1,433	180	122	202
West North Central	+7	+13	+38	7	883	+32	-2	5	1,167	193	142	224
South Atlantic	-4	+15	+32	11	1,090	+32	-2	10	2,072	194	139	227
South Central	+5	+9	+37	25	4,549	+42	+1	15	6,562	192	150	218
Pacific	+32	+9	+79	8	1,189	+30	0	6	1,707	173	185	188
Jewelry	-25	+72	+13	152	6,856	+23	-6	83	14,884	299	181	542
New England	-5	+121	+7	6	415	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-29	+68	+18	50	1,967	+27	-1	19	3,656	293	164	505
East North Central	-26	+97	+7	39	1,832	+20	-6	25	4,622	292	181	596
West North Central	-30	+82	+11	14	844	+47	+2	10	2,286	336	169	592
South Atlantic	+3	+67	+13	6	330	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-36	+45	0	5	113	+5	-5	4	323	308	187	509
Pacific	-24	+42	+16	29	1,345	+6	-19	19	3,294	309	215	532

See footnotes at end of table

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
AUGUST 1951

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Geographic division and kind of business	Sales: Percent change: Aug. 1951 from Aug. 1950	Sales: Percent change: Aug. 1951 from July 1951	Sales: Percent change: 8 mos. 1951 from 8 mos. 1950[2]	Sales: August 1951 panel: Number of establishments reporting	Sales: August 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Aug. 1951 from Aug. 1950	Inventory, end-of-month (at cost): Percent change: Aug. 1951 from July 1951	Inventory, end-of-month (at cost): August 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): August 1951 panel: Reported dollar values (add 000)	Stock sales ratios[1]: Aug. 1951	Stock sales ratios[1]: Aug. 1950	Stock sales ratios[1]: July 1951
Lumber and building materials	-13	+17	+9	77	15,651	+38	-6	55	14,462	128	83	157
Middle Atlantic	+14	+5	+14	17	4,025	+27	0	9	1,133	37	39	40
East North Central	-4	+17	+7	11	1,619	+82	+1	8	1,329	112	64	131
West North Central	-19	+35	-9	5	681	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-24	+7	+12	11	2,012	+27	-1	9	1,484	155	106	159
South Central	+4	+32	+9	5	1,077	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-15	+27	+14	7	2,733	+52	-8	6	3,691	153	87	203
Pacific	-17	+30	+15	9	1,622	+30	-12	7	2,266	166	104	245
Machinery equipment, supplies (except electrical)	+25	+26	+38	47	10,195	+28	+2	34	14,448	160	157	203
New England	-13	+12	+24	5	479	+18	-2	4	1,021	280	204	332
Middle Atlantic	+35	+12	+66	9	1,665	+34	+2	5	1,926	125	127	136
East North Central	+10	+21	+39	11	1,485	+43	+7	9	2,115	166	118	177
South Atlantic	-11	+34	+16	6	776	+38	0	4	2,362	340	221	454
South Central	+54	+85	+22	6	3,541	+15	+5	5	4,768	136	183	239
Pacific	+9	-20	+63	6	788	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Metals	-9	+6	+31	44	13,738	+3	+1	39	15,825	118	105	125
Paints and varnishes	0	+4	+27	52	6,902	+20	-3	46	18,482	274	230	295
Plumbing and heating supplies	-19	+10	+25	134	19,480	+41	-4	112	32,628	189	109	217
New England	-38	+28	-3	7	382	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-18	+10	+21	34	2,848	+43	0	27	4,662	187	107	201
East North Central	-30	+12	+12	14	1,464	+62	-3	12	3,298	259	112	295
West North Central	-33	+19	+5	14	1,688	+51	-4	12	3,564	224	98	272
South Atlantic	-18	+11	+31	38	8,598	+41	-6	38	14,975	174	101	204
East South Central	-3	+6	+45	11	2,267	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-13	-4	+49	4	1,072	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-18	+3	+6	66	2,142	+16	0	56	4,238	248	174	253
Middle Atlantic	-27	0	-14	13	723	+14	-4	11	1,277	210	135	216
East North Central	-23	0	+2	22	332	+9	+5	17	870	405	263	335
South Atlantic	-10	+7	+17	18	465	+20	+2	18	1,025	220	165	232
Pacific	-22	+4	+14	6	135	+31	-2	5	269	332	238	342
Surgical, medical, equipment, supplies	+5	+7	+32	34	5,125	+33	-3	29	6,342	136	107	149
Middle Atlantic	-8	0	+27	5	628	+7	+11	4	553	98	83	89
East North Central	+2	+2	+40	9	2,106	+45	-8	8	2,557	130	90	143
South Atlantic	+14	+9	+28	6	711	+28	-5	5	913	132	119	150
South Central	+17	+16	+26	6	774	+30	+2	4	522	96	90	111
Beer	+7	+6	+6	40	2,432	-8	-3	34	764	36	41	38
Middle Atlantic	+11	+9	+4	9	646	-15	-1	7	101	16	21	18
East North Central	0	+3	+4	13	708	+9	+7	12	256	38	35	36
West North Central	+13	+12	-1	4	145	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+16	+7	+12	5	488	-26	-18	4	167	39	62	49
Pacific	-3	+3	+10	4	306	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial	-11	-4	+33	15	2,983	+44	+7	10	1,977	78	50	69
Clothing and furnishings (except shoes)	-19	+50	+7	24	4,536	+16	-6	15	4,463	146	107	220
Coal	+3	+39	+21	18	3,698	+13	+11	17	6,062	166	151	208
Confectionery	+6	+8	+9	38	1,284	+5	-2	23	799	94	95	107
Middle Atlantic	+11	+10	+13	7	381	-11	-3	4	153	71	80	84
South Atlantic	-4	+6	+7	12	273	+9	0	7	222	116	101	126
South Central	+14	+14	+13	10	326	+7	-7	6	213	100	120	131
Dairy and poultry products	+17	+8	+16	21	6,917	+16	-15	15	3,322	50	50	64
Drugs and sundries (liquor excluded)	+7	+8	+15	194	59,530	+16	+3	154	90,519	189	174	199
New England	+5	-3	+15	11	2,475	+14	+1	9	3,480	185	165	176
Middle Atlantic	+3	+2	+12	26	9,990	+10	+3	18	10,836	174	167	168
East North Central	+10	+9	+18	28	10,505	+23	+5	21	13,398	166	148	172
West North Central	+5	+14	+11	18	6,116	+15	+3	15	8,999	173	159	193
South Atlantic	+9	+6	+14	29	6,852	+17	+4	22	9,847	194	182	195
East South Central	+7	+5	+13	15	3,644	+13	+4	11	5,783	196	184	197
West South Central	+8	+14	+14	32	8,613	+15	+3	27	16,042	219	209	244
Mountain	+9	+13	+16	13	3,152	+18	-3	11	5,983	196	180	229
Pacific	+4	+11	+19	22	8,183	+18	+2	20	16,151	199	175	216
Dry goods	-23	+38	+5	175	50,794	+21	-8	139	91,389	207	132	313
New England	-34	+30	+5	9	857	+60	0	9	1,409	164	68	214
Middle Atlantic	-31	+37	+13	48	7,655	+23	-5	33	12,610	217	125	334
East North Central	-25	+28	-4	15	5,357	+19	-8	15	9,057	169	106	236
West North Central	-22	+38	+7	21	17,915	+19	-6	19	40,518	227	150	332
South Atlantic	-14	+40	+8	24	5,553	+32	-9	19	9,549	186	121	285
East South Central	-21	+68	+1	16	2,559	+26	-7	10	4,071	208	128	386
West South Central	-14	+53	-1	14	4,089	+16	-9	14	6,348	155	115	262
Mountain	-14	+30	+14	5	514	+32	-2	4	1,304	276	173	432
Pacific	-22	+30	+2	23	6,295	+21	-21	16	6,523	249	137	407
Farm supplies	+6	+25	+14	20	3,266	+22	+18	10	951	54	52	55
Fresh fruits and vegetables	+6	-14	+2	66	6,260	+37	-2	40	1,002	26	20	25
New England	+5	-17	0	8	471	-3	+7	6	32	14	16	11
Middle Atlantic	+4	-8	-1	16	1,566	+8	+5	8	162	24	22	21
East North Central	-2	-41	+2	14	1,164	-22	-3	7	31	10	12	10
West North Central	+8	-4	+3	7	888	-22	-5	7	161	18	25	18
South Atlantic	+49	+8	+17	6	354	+6	+3	4	33	13	19	13
East South Central	+14	+5	+9	6	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+20	0	+6	6	1,193	+28	+7	4	132	12	11	11

3-2408 See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
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Groceries, total	-10	+8	+5	854	$134,088	+7	-2	670	$135,319	135	114	150
Nonaffiliated full-line wholesalers[3]	-6	+10	+5	569	61,574	+3	-2	475	67,362	131	120	148
New England	-19	+2	-3	7	1,500	+6	-4	4	2,393	189	144	198
Middle Atlantic	-14	+4	0	20	2,520	-3	+1	11	2,292	128	116	129
East North Central	-9	+17	+4	147	14,461	-1	+1	137	16,517	127	118	147
West North Central	-4	+12	+4	61	6,654	+10	-1	52	7,865	135	119	152
South Atlantic	-1	+10	+8	66	8,229	+7	-1	41	6,953	119	110	134
East South Central	-1	+9	+5	38	4,496	+4	-2	28	4,103	120	114	135
West South Central	-2	+10	+6	111	13,465	+6	-1	88	14,659	142	132	157
Mountain	-7	+9	+7	24	2,494	+10	-1	21	3,126	134	114	147
Pacific	-10	+3	+4	95	7,755	-4	-12	93	9,454	124	116	146
Voluntary-group wholesalers	-14	+6	+4	169	48,393	+17	-2	120	46,121	141	103	150
New England	-15	+8	+4	10	3,312	-6	-3	8	1,840	108	114	118
Middle Atlantic	-15	+10	+3	42	14,282	+20	+5	28	9,759	115	84	117
East North Central	-2	+8	+10	45	10,426	-1	-3	31	7,808	113	114	124
West North Central	-31	-3	-5	32	9,370	+31	-6	32	18,961	202	107	209
South Atlantic	-6	+13	+8	12	2,820	-2	0	7	1,749	102	92	114
Pacific	+1	+2	+12	17	5,626	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses	0	-1	+9	21	8,933	0	-2	15	5,569	126	120	127
Specialty lines wholesalers	-15	+17	+5	95	15,188	+1	-1	60	16,267	138	117	167
New England	+18	+13	+9	4	107	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-32	+1	+2	26	3,627	-19	-6	15	3,212	112	92	119
East North Central	+7	+20	-2	10	730	-12	-5	4	170	61	67	76
South Atlantic	+4	+15	+13	19	1,937	+29	+8	12	1,752	113	94	121
East South Central	+2	+3	+9	6	552	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-10	+6	+8	5	347	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-1	+2	+33	4	537	(x)	(x)	(x	(x)	(x)	(x)	(x)
Pacific	-14	+30	+2	18	7,039	+5	-1	14	9,683	174	145	243
Leather and shoe findings	-23	+14	+7	28	552	+11	-4	16	1,227	381	270	455
Middle Atlantic	-7	-5	+6	6	40	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-15	+15	+4	5	71	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-14	+17	-4	4	68	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-25	+16	+12	7	306	(x)	(x)	(x)	(x)	(x)	(x	(x)
Meats and meat products	+17	+9	+22	38	24,811	+1	-6	34	8,576	40	47	47
Middle Atlantic	+15	+7	+22	11	5,140	+15	-1	11	2,467	48	48	52
East North Central	+14	+10	+22	13	11,068	-14	-4	12	3,698	35	47	41
Paper and its products	+6	+19	+31	68	11,084	+13	0	41	8,660	111	104	130
New England	+1	+1	+30	5	334	+14	+1	4	368	78	152	186
Middle Atlantic	+20	+25	+40	19	3,458	+6	+6	11	1,634	76	90	91
East North Central	-3	+12	+27	20	3,822	+13	-3	14	3,113	96	82	110
West North Central	-8	+9	+21	4	383	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-3	+12	+32	7	799	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+1	+43	+19	4	656	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+14	+27	+27	6	1,596	+24	+4	5	2,064	162	147	198
Petroleum	0	+11	+12	29	5,112	+26	+7	28	5,739	113	89	117
Shoes and other footwear	+4	+20	+22	38	36,579	+47	+1	33	78,402	217	155	257
Tobacco products	+2	+9	+5	279	47,319	+7	+6	169	18,438	57	55	59
New England	+2	+11	0	24	3,331	+12	-1	14	704	51	46	58
Middle Atlantic	+2	+10	+5	59	15,854	+11	+17	37	8,019	66	61	62
East North Central	0	+7	+5	66	8,434	0	-3	38	2,638	54	53	59
West North Central	+7	+4	+5	43	6,172	+5	+5	27	2,356	57	60	57
South Atlantic	+6	+16	+7	26	5,669	+8	-4	22	2,433	49	48	60
East South Central	+7	+10	+8	11	1,614	-3	+3	6	557	43	46	46
West South Central	+2	+8	0	24	2,309	+19	+9	9	477	41	35	43
Mountain	-1	0	+11	10	996	-14	+2	9	684	70	80	68
Pacific	-3	+11	+6	16	2,940	+2	-15	7	570	44	44	57
Wines and spirits[4]	-28	+9	0	288	81,403	+6	+1	233	115,159	180	129	194
New England	-26	+5	+5	25	4,970	-8	-10	17	3,935	125	105	144
Middle Atlantic	-30	+9	+2	55	28,631	+7	+6	49	39,069	182	127	187
East North Central	-19	+12	+5	42	10,690	+1	+2	30	13,540	149	124	164
West North Central	-49	+12	-14	28	5,243	+2	+1	23	8,156	239	129	258
South Atlantic	-17	+2	+2	41	9,728	+1	-3	38	13,706	148	122	156
East South Central	-11	+6	-2	16	2,579	+12	+17	13	4,311	202	158	184
West South Central	-26	+10	-6	38	7,556	-7	+1	33	13,077	188	149	205
Mountain	-14	+18	+2	7	1,632	-18	-4	6	1,389	95	100	122
Pacific	-28	+9	-3	36	10,374	+31	-5	24	17,976	254	134	307
Miscellaneous	+4	+20	+17	37	7,494	+23	+13	27	6,816	130	108	145

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] 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.

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

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 Central - East South Central and West South Central combined.
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
NOVEMBER 2, 1951

SEPTEMBER 1951

SALES AND INVENTORIES

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 4,184 wholesale establishments in various lines of business.

SALES

September sales of wholesalers were off slightly (1%) from the level of the previous month and decreased 6 percent below sales a year ago. Cumulative sales for the first nine months of 1951 were 9 percent ahead of the first three quarters of 1950.

Regionally, declines of 1 to 3 percent below August sales were experienced in all but two geographic divisions--the Middle Atlantic, which reflected a gain of 5 percent, and the South Atlantic, which showed practically no change from the previous month. Although all divisions reported decreased sales 3 to 14 percent below September a year ago, nine-month sales for all regions were up 2 to 12 percent over the first three quarters of 1950.

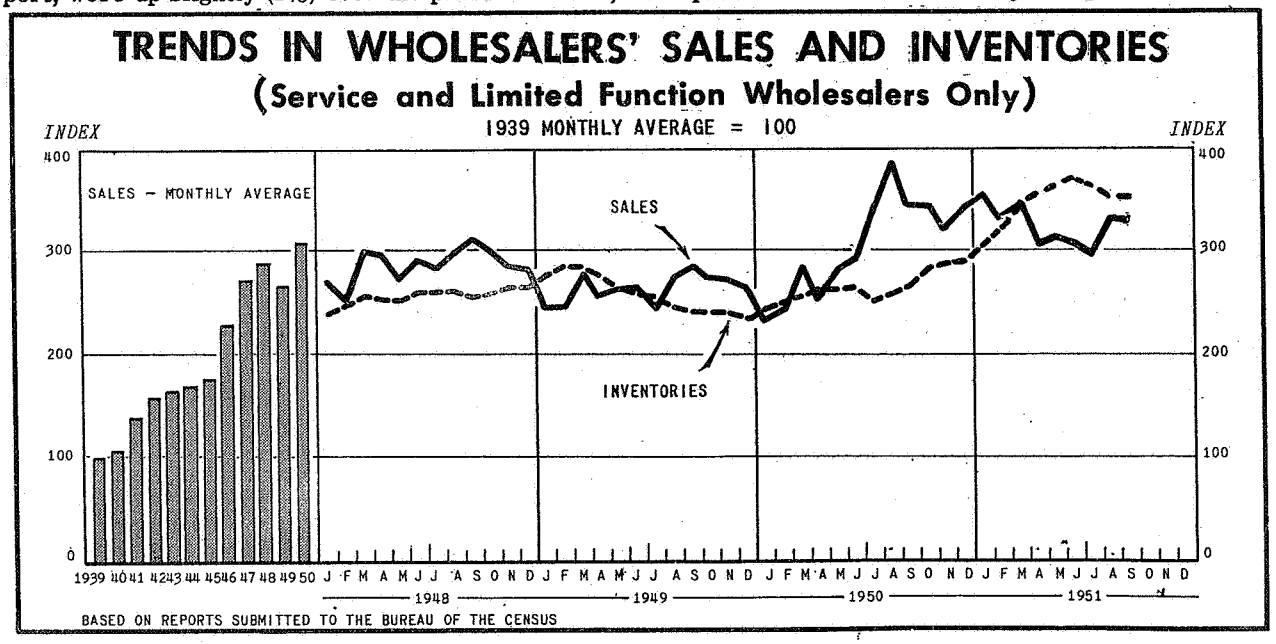
Most trades covered in this survey indicated sales lower than a month earlier and also below September of last year. The heaviest seasonal decrease, 25 percent, was experienced by the beer trade, while compared with a year ago, furniture and house furnishings showed the largest drop, 35 percent. However, only three trades--appliances and specialties (-8%), furniture and house furnishings (-8%) and wines and spirits (-1%), reflected sales during the first three quarters of 1951 below those in the comparable period of 1950.

INVENTORIES

Wholesalers' inventories, which increased steadily from August 1950 through June 1951, registered the third successive month-to-month decrease by dropping slightly (1%) below the August level. However, the dollar value of stocks on hand at the end of September was up 33 percent over the same month a year ago. Most regions showed small declines below the previous month, but all geographic divisions indicated substantially higher inventories than a year ago. Only one trade--meats and meat products (-2%) reported stocks on hand below the September 1950 level. According to the reports of 3,218 establishments submitting inventories in conjunction with sales, the September stock-sales ratio of 178 was the same as that for a month earlier, but 52 points higher than September 1950.

RETAIL

September sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were up slightly (1%) over the previous month, but 9 percent lower than sales a year ago.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
SEPTEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: Sept. 1951 from Sept. 1950	Sales: Percent change: Sept. 1951 from Aug. 1951	Sales: Percent change: 9 mos. 1951 from 9 mos. 1950[2]	Sales: September 1951 panel: Number of establishments reporting	Sales: September 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Sept. 1951 from Sept. 1950	Inventory, end-of-month (at cost): Percent change: Sept. 1951 from Aug. 1951	Inventory, end-of-month (at cost): September 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): September 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Sept. 1951	Stock-sales ratios[1]: Sept. 1950	Stock-sales ratios[1]: Aug. 1951
United States, total	-6	-1	+9	4,184	$820,288	+33	-1	3,218	$1,186,366	178	126	178
New England	-9	-2	+8	233	34,524	+45	0	173	45,521	172	106	171
Middle Atlantic	-5	+5	+8	784	164,035	+33	0	559	188,867	160	114	160
East North Central	-3	-1	+12	827	150,795	+35	+2	656	195,328	152	110	151
West North Central	-14	-3	+2	460	99,045	+24	-3	367	172,068	208	141	208
South Atlantic	-4	0	+9	531	92,567	+36	-2	416	129,366	167	119	173
East South Central	-6	-3	+5	208	34,357	+33	-4	157	48,501	168	120	172
West South Central	-4	-3	+6	385	71,434	+23	-1	305	111,013	184	145	182
Mountain	-7	-1	+9	165	26,469	+29	-2	140	39,752	169	122	171
Pacific	-3	-3	+11	541	109,966	+41	+1	395	164,299	199	133	192
Automotive supplies	-11	-4	+13	289	20,802	+25	0	178	[illegible]	247	197	251
New England	-18	-17	+10	8	558	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-5	+1	+18	44	1,292	+27	-1	40	2,775	245	186	254
East North Central	-5	-4	+13	65	4,318	+30	+1	52	6,587	236	186	247
West North Central	-8	+7	+14	46	5,631	+13	-3	22	3,001	220	190	246
South Atlantic	-21	-14	+12	18	3,004	+11	0	9	999	285	256	277
South Central	-27	-19	+6	14	2,196	+13	+5	8	1,053	233	191	213
Mountain	+25	+10	+3	20	685	+80	-1	16	1,116	232	169	258
Pacific	-6	-1	+21	74	3,118	+23	0	28	3,519	305	229	261
Electrical group, total	-8	+14	+10	682	163,089	+118	-3	613	281,346	187	80	215
Full-line wholesalers	-3	+12	+13	433	124,004	+134	-3	426	241,021	196	82	226
New England	-12	+12	+10	32	7,426	+167	-3	32	16,650	224	74	258
Middle Atlantic	+7	+22	+17	62	20,289	+168	-5	60	42,236	212	85	273
East North Central	+8	+14	+23	84	28,706	+124	+4	83	48,961	171	83	188
West North Central	-14	+9	+5	44	10,264	+136	-5	44	22,529	219	80	250
South Atlantic	-5	+11	+13	63	17,420	+122	-4	61	31,937	189	81	220
East South Central	-7	+3	-2	27	5,405	+109	-8	26	9,713	184	82	207
West South Central	-10	-1	+2	48	11,026	+115	-1	48	24,735	224	94	225
Mountain	-19	+5	+8	20	4,117	+118	-10	20	8,190	199	74	233
Pacific	-4	+12	+15	53	19,351	+134	-4	52	36,070	188	77	219
Wiring supplies, construction materials distributors	+4	-4	+29	132	11,190	+41	+1	96	12,080	140	103	133
New England	+7	-3	+43	13	711	+40	+11	4	293	234	173	196
Middle Atlantic	+15	-5	+36	32	1,386	+33	-2	23	2,001	164	142	158
East North Central	+11	-6	+39	32	3,907	+43	+1	25	3,887	128	99	121
West North Central	-20	-3	+6	8	923	+28	0	5	801	186	108	165
South Atlantic	-14	-19	+17	15	1,615	+47	-1	12	1,803	123	72	100
South Central	+30	+18	+39	10	1,348	+38	+2	8	1,408	116	112	137
Mountain	+15	+11	+6	5	410	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-7	+8	+30	17	890	+39	+3	16	1,553	176	117	183
Appliances and specialties wholesalers	-27	+41	-8	117	27,895	+61	-3	91	28,245	147	63	184
New England	-31	+34	+1	13	1,698	+89	-8	11	1,569	105	39	160
Middle Atlantic	-26	+65	-6	25	11,656	+67	-5	12	7,062	177	60	188
East North Central	-34	+36	-10	20	3,312	+70	+8	15	4,324	140	55	182
West North Central	-23	+13	-4	15	1,533	+37	-3	13	4,144	278	154	327
South Atlantic	-19	+42	-12	18	4,018	+64	-7	17	4,153	115	59	179
South Central	-31	-3	-19	10	1,566	+46	+4	8	2,499	163	77	152
Mountain	-25	+26	+2	6	978	+51	-3	6	1,380	141	70	184
Pacific	-28	+27	-12	10	3,134	+83	-9	9	3,114	102	40	142
Furniture and house furnishings	-35	+2	-8	86	13,995	+42	-8	67	26,830	224	98	244
Middle Atlantic	-29	+6	-14	16	2,341	+63	-13	12	4,979	281	121	336
East North Central	-42	+2	-10	9	1,934	+52	-8	7	4,189	254	91	281
West North Central	-50	+1	-14	13	1,903	+43	-5	13	5,535	291	102	309
South Atlantic	-13	+9	-12	11	959	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-36	+4	-7	15	1,902	+40	-7	15	3,821	201	92	224
Mountain	-27	-4	-3	7	1,076	+28	-1	5	1,675	221	116	209
Pacific	-30	-4	+2	12	3,326	+36	-10	10	4,996	158	81	168
Hardware	-13	-3	+12	167	63,540	+38	-3	138	135,883	250	158	250
New England	0	+12	+14	4	527	+29	0	4	1,025	277	206	269
Middle Atlantic	-10	+3	+19	38	9,112	+27	-2	30	14,616	187	133	195
East North Central	-9	+1	+10	26	12,760	+30	-4	25	28,598	230	161	241
West North Central	-19	-7	+8	19	11,561	+34	-4	18	27,575	280	170	275
South Atlantic	-11	-2	+9	25	5,919	+44	-1	21	14,114	268	164	263
East South Central	-12	-8	+5	13	4,494	+52	-5	11	9,975	248	143	241
West South Central	-14	-1	+6	15	5,083	+34	-3	9	8,517	261	177	272
Mountain	-20	-3	+9	8	2,326	+32	-4	5	3,259	298	182	302
Pacific	-14	-8	+21	19	11,758	+52	-3	15	28,204	275	153	260
Industrial supplies	+3	-5	+40	85	10,329	+29	-3	61	14,927	199	158	192
New England	+4	-4	+44	6	344	+21	+1	5	986	378	303	347
Middle Atlantic	+8	+2	+52	22	1,871	+40	-4	15	2,143	185	141	174
East North Central	+6	-13	+42	9	1,369	-2	-3	7	1,424	178	181	178
West North Central	+3	-6	+33	7	828	+33	-2	5	1,144	217	149	193
South Atlantic	0	-4	+27	11	1,047	+39	+3	10	2,130	209	148	194
South Central	-2	-5	+32	24	4,256	+33	-6	15	6,181	188	148	192
Pacific	+19	-14	+73	6	614	+29	+2	4	919	211	189	177
Jewelry	-15	+20	+7	155	9,071	+20	+1	85	16,979	263	178	309
New England	-7	+30	+4	6	538	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-11	+22	+12	50	2,808	+10	-6	19	3,857	230	172	306
East North Central	-21	+17	+2	38	1,990	+22	0	23	4,588	272	175	317
West North Central	-19	+11	+5	17	1,214	+36	-6	12	2,643	309	175	343
South Atlantic	-4	+4	+9	7	612	+44	-4	4	1,336	240	161	262
South Central	0	+23	+10	5	139	+6	0	4	323	250	237	308
Pacific	-16	+31	+10	29	1,757	+18	+19	19	3,854	275	184	304

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
SEPTEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: Sept. 1951 from Sept. 1950	Sales: Percent change: Sept. 1951 from Aug. 1951	Sales: Percent change: 9 mos. 1951 from 9 mos. 1950[2]	Sales: September 1951 panel: Number of establishments reporting	Sales: September 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Sept. 1951 from Sept. 1950	Inventory, end-of-month (at cost): Percent change: Sept. 1951 from Aug. 1951	Inventory, end-of-month (at cost): September 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): September 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Sept. 1951	Stock-sales ratios[1]: Sept. 1950	Stock-sales ratios[1]: Aug. 1951
Lumber and building materials	-14	-10	+6	78	$14,273	+37	-2	54	$14,202	138	94	129
Middle Atlantic	+20	-10	+14	18	3,761	+31	-4	9	1,085	41	46	37
East North Central	-3	-11	+6	10	1,437	+88	0	7	1,327	131	73	113
West North Central	-41	-15	-13	6	602	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-20	-9	+7	11	1,826	+41	0	9	1,485	174	102	155
South Central	-43	-28	+1	5	776	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-11	-6	+10	7	2,564	+46	+4	6	3,832	162	104	153
Pacific	-17	-7	+11	9	1,506	+28	0	7	2,255	183	112	166
Machinery equipment, supplies (except electrical)	+34	-4	+38	48	9,990	+29	+2	35	15,332	175	183	163
New England	-5	-8	+21	5	443	+19	+2	4	1,040	318	254	280
Middle Atlantic	+10	-18	+57	8	1,328	+28	-2	5	1,927	158	137	131
East North Central	+17	-7	+36	11	1,231	+45	+6	8	2,022	225	144	173
South Atlantic	-15	+5	+12	7	835	+39	-5	5	2,253	297	185	333
South Central	+108	-1	+30	6	3,494	+26	+8	5	5,172	150	250	136
Pacific	+23	-13	+58	7	1,016	+11	+3	4	1,288	289	336	219
Metals	-6	-3	+25	44	13,241	+14	+4	39	16,197	126	103	118
Paints and varnishes	-3	-1	+23	53	6,887	+13	-1	47	18,364	273	235	274
Plumbing and heating supplies	-6	+2	+20	130	19,764	+32	-5	106	30,356	174	126	189
New England	-20	+2	-6	7	391	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-6	-3	+17	32	2,664	+38	-3	24	4,110	181	124	184
East North Central	-11	+6	+8	12	1,479	+68	-1	10	3,074	242	126	258
West North Central	-23	+2	+1	13	1,674	+47	-7	11	3,130	197	104	219
South Atlantic	-2	+2	+26	38	8,728	+28	-8	38	13,803	158	121	174
East South Central	+10	+7	+39	11	2,416	+23	0	9	3,540	161	145	173
Pacific	-15	-7	+38	5	1,146	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-5	-8	+3	76	2,279	+17	-2	68	5,299	273	219	257
Middle Atlantic	-16	-5	-14	15	729	+15	-6	12	1,204	212	156	210
East North Central	-25	-14	-2	18	201	+18	+1	18	905	450	286	386
South Atlantic	-7	-7	+10	21	598	+10	0	20	1,378	246	200	220
Pacific	-2	-10	+10	15	319	+28	-3	13	1,036	381	284	354
Surgical, medical, equipment, supplies	+2	-6	+28	33	4,900	+29	0	28	6,313	141	112	133
Middle Atlantic	-4	-6	+23	7	825	+7	-4	5	700	103	91	101
East North Central	+3	-1	+35	9	2,089	+44	+4	8	2,653	135	97	130
South Atlantic	+21	+1	+27	6	750	+14	-2	5	956	131	139	134
West South Central	+4	-10	+22	4	488	+30	-2	4	511	105	84	96
Beer	0	-25	+6	40	1,854	+2	+5	35	863	52	51	37
Middle Atlantic	0	-36	+5	8	406	-8	-20	7	81	20	22	16
East North Central	-3	-25	+3	13	532	0	-2	12	250	49	48	38
West North Central	0	-26	-1	4	107	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+8	-19	+11	5	396	-10	+23	4	205	59	71	39
Pacific	-10	-22	+8	5	295	+9	+12	4	216	86	70	61
Chemicals, industrial	-10	-1	+27	13	2,649	+42	+3	8	1,615	72	48	71
Clothing and furnishings (except shoes)	-19	-9	+3	26	4,084	+10	-8	17	4,178	139	110	151
Coal	-6	+3	+17	20	4,017	+11	+2	18	6,233	159	141	161
Confectionery	+1	-3	+8	42	1,469	+7	+4	24	872	100	93	92
Middle Atlantic	-1	-4	+11	8	364	-3	+5	4	161	78	75	71
East North Central	-1	-12	+5	5	157	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+5	+5	+7	12	288	+7	+5	7	234	116	120	116
South Central	+3	+2	+12	11	425	+10	+6	6	226	101	96	100
Dairy and poultry products	+4	-16	+15	21	5,853	+4	0	14	3,243	60	62	51
Drugs and sundries (liquor excluded)	0	-4	+13	199	57,159	+16	+4	160	93,716	204	176	188
New England	0	0	+13	13	2,857	+11	+4	11	4,183	187	166	179
Middle Atlantic	-1	+1	+11	27	10,054	+12	+4	19	11,053	176	158	170
East North Central	0	-5	+16	28	10,023	+20	+6	21	14,170	184	152	166
West North Central	-4	-4	+10	19	6,067	+12	+1	17	9,687	185	158	174
South Atlantic	+5	-2	+13	32	7,207	+19	+4	24	11,163	203	180	194
East South Central	-2	-6	+11	15	3,410	+14	+4	12	6,169	220	188	198
West South Central	-1	-6	+12	31	7,895	+12	+2	26	15,788	238	210	218
Mountain	+3	-9	+14	12	2,036	+17	+4	10	4,661	240	209	210
Pacific	+1	-7	+17	22	7,606	+19	+4	20	16,842	223	188	199
Dry goods	-20	-10	+2	174	45,290	+16	-10	142	81,908	212	144	208
New England	-28	-5	0	8	733	+53	-4	8	1,208	165	77	164
Middle Atlantic	-26	-5	+8	48	7,271	+26	0	35	12,913	251	139	218
East North Central	-21	-1	-7	15	5,014	+5	-15	15	7,279	145	109	170
West North Central	-22	-15	+2	20	15,201	+11	-14	19	34,950	231	162	227
South Atlantic	-15	-9	+5	24	5,273	+22	-13	20	8,665	177	124	181
East South Central	-5	+4	+1	14	2,118	+21	-9	8	2,871	185	148	220
West South Central	-21	-21	-4	15	3,264	-1	-14	15	5,613	172	136	157
Mountain	-5	-10	+10	6	593	+20	-6	5	1,508	282	213	261
Pacific	-9	-4	0	24	5,823	+37	+9	17	6,901	303	173	261
Farm supplies	-3	-12	+13	18	2,610	+8	-6	8	700	46	52	52
Fresh fruits and vegetables	+1	-20	+1	66	4,987	+11	-14	42	896	27	25	26
New England	-2	-29	0	9	346	+39	-3	8	61	24	17	19
Middle Atlantic	+8	-20	0	18	1,354	-6	+12	9	185	31	34	23
East North Central	-18	-26	0	13	848	-17	+10	6	33	14	13	10
West North Central	-12	-34	+1	7	584	-9	+9	7	176	30	29	18
South Atlantic	+33	+5	+18	6	372	-12	+9	4	36	14	20	13
East South Central	-1	0	+8	5	190	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+17	-15	+7	5	989	+14	+9	4	146	15	16	12

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
SEPTEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: Sept. 1951 from Sept. 1950	Sales: Percent change: Sept. 1951 from Aug. 1951	Sales: Percent change: 9 mos. 1951 from 9 mos. 1950[2]	Sales: September 1951 panel: Number of establishments reporting	Sales: September 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Sept. 1951 from Sept. 1950	Inventory, end-of-month (at cost): Percent change: Sept. 1951 from Aug. 1951	Inventory, end-of-month (at cost): September 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): September 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Sept. 1951	Stock-sales ratios[1]: Sept. 1950	Stock-sales ratios[1]: Aug. 1951
Groceries, total	+1	-1	+4	348	$134,953	+2	+3	676	$144,169	143	138	135
Nonaffiliated full-line wholesalers[3]	0	-3	+4	575	60,394	+2	+4	481	69,642	139	135	131
New England	-14	-2	-4	5	1,330	-2	-1	4	2,372	189	163	189
Middle Atlantic	-4	-9	-1	20	1,900	-6	+1	11	1,942	159	162	141
East North Central	-4	+1	+3	147	14,633	0	+7	137	17,689	134	128	128
West North Central	+5	-3	+4	64	6,850	-7	-2	52	5,601	119	130	119
South Atlantic	+6	-3	+7	63	7,523	+9	+2	39	8,714	142	140	133
East South Central	-1	-6	+4	43	4,785	-2	-4	33	4,453	122	122	120
West South Central	+3	-2	+6	113	13,336	+2	0	91	14,976	145	145	141
Mountain	-3	-6	+5	24	2,354	+4	0	21	3,137	144	134	134
Pacific	+1	-6	+4	96	7,683	+13	+14	93	10,758	148	131	122
Voluntary-group wholesalers	+1	-1	+4	163	51,070	+2	+3	123	52,043	145	138	139
New England	+1	-11	+3	10	2,942	-13	-2	8	1,804	113	146	108
Middle Atlantic	+3	-3	+3	39	13,374	-6	+2	26	9,594	126	135	115
East North Central	+11	-1	+10	39	10,673	-4	+4	33	8,905	116	135	110
West North Central	-15	+16	-6	33	11,343	+12	+5	33	20,840	200	140	203
South Atlantic	+10	-6	+8	11	2,489	+3	+7	6	1,620	110	116	100
Pacific	+4	-12	+11	18	5,279	+16	0	4	2,441	122	107	103
Retailer-cooperative warehouses	+13	+8	+10	21	9,560	+3	+7	15	5,961	132	138	126
Specialty lines wholesalers	-3	-4	+4	89	13,929	+1	+2	57	16,523	152	150	142
New England	+42	-2	+10	4	105	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+1	+7	+2	22	3,597	-12	+4	15	3,284	106	122	110
East North Central	-12	0	-3	10	729	-6	+5	4	179	65	66	61
South Atlantic	+8	-1	+12	21	1,965	+22	+5	13	2,081	133	122	125
East South Central	0	+7	+8	6	589	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-3	+3	+7	4	282	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+14	+27	+30	4	683	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-9	-15	+1	15	5,815	+4	+1	12	9,633	216	192	179
Leather and shoe findings	+3	+16	+6	28	616	+9	-4	16	1,181	343	315	406
Middle Atlantic	+2	+13	+6	6	45	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-11	+13	+2	4	76	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-7	+6	-4	5	75	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+14	+22	+12	7	349	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+4	-12	+20	40	24,677	-2	-9	35	7,749	39	43	39
Middle Atlantic	+11	-9	+20	10	4,441	+6	-8	10	2,096	47	49	47
East North Central	-2	-14	+19	13	9,497	-18	-13	12	3,225	36	43	35
Pacific	+14	-17	+30	5	4,834	+25	+5	4	928	34	36	29
Paper and its products	-1	-12	+26	65	9,752	+21	+3	40	8,692	126	105	109
New England	-8	-18	+25	5	273	+10	-1	4	365	217	188	178
Middle Atlantic	+4	-14	+36	20	3,024	+18	+6	12	1,766	90	85	76
East North Central	-3	-6	+23	19	3,376	+14	+3	13	2,773	98	84	89
West North Central	-2	-15	+18	4	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+4	-7	+28	7	816	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-15	-28	+14	4	472	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-4	-17	+22	6	1,466	+27	-3	5	2,270	191	138	162
Petroleum	-1	-6	+10	27	4,721	+38	+1	27	5,812	123	88	114
Shoes and other footwear	+2	-5	+19	35	34,195	+54	-2	30	76,395	225	150	219
Tobacco products	-1	-10	+4	279	41,313	+9	-2	172	17,738	63	56	57
New England	-1	-10	0	24	2,985	+12	+2	14	642	52	48	46
Middle Atlantic	-2	-11	+4	60	14,054	+17	-7	39	7,542	70	58	66
East North Central	-3	-10	+4	67	7,449	+2	+3	37	2,483	60	56	53
West North Central	+1	-7	+5	43	5,304	+8	0	29	2,476	60	57	57
South Atlantic	+4	-12	+6	24	4,847	+7	+1	20	2,345	56	53	49
East South Central	+1	-14	+7	14	1,606	0	+5	9	676	51	51	42
West South Central	0	-8	0	25	2,186	+11	0	10	586	52	47	46
Mountain	+7	-5	+11	8	813	-10	+2	7	617	77	91	72
Pacific	-6	-12	+5	14	2,069	-10	-2	7	371	58	56	50
Wines and spirits[4]	-3	+6	-1	292	87,536	+8	+10	238	132,616	198	178	187
New England	-12	-8	+2	25	5,049	+2	+10	16	5,313	171	130	140
Middle Atlantic	-6	+13	+1	49	30,907	+12	+13	43	42,801	201	167	189
East North Central	-5	0	+4	45	10,271	+19	+20	34	16,806	189	152	156
West North Central	-14	+1	-15	35	6,424	-3	+2	31	10,942	221	193	221
South Atlantic	+6	+2	+2	43	11,027	+2	+6	41	16,182	160	174	161
East South Central	0	+1	-2	14	2,416	+20	-1	12	3,995	195	158	193
West South Central	-2	+13	-6	30	7,475	-12	+10	24	12,651	184	207	191
Mountain	0	-5	+1	9	1,773	-11	+11	9	2,132	120	136	103
Pacific	+15	+2	-2	42	12,194	+21	+5	28	21,794	274	251	258
Miscellaneous	-11	-17	+14	37	6,686	+31	+5	26	7,117	183	112	130

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] 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.

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

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 Central - East South Central and West South Central combined.
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
DECEMBER [illegible], 1951

OCTOBER 1951

SALES AND INVENTORIES

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 4,098 wholesale establishments in various lines of business.

SALES

October dollar sales of wholesalers jumped 14 percent over the level of the previous month and showed an 8 percent increase above a year ago. Cumulative sales for the first ten months of 1951 were 9 percent ahead of the corresponding period of last year.

All geographic divisions reflected increased sales over September varying from 10 percent in the East and West South Central divisions to 21 percent in the Middle Atlantic region. While the West North Central division showed practically no change from October 1950, all other regions reported sales gains of 7 to 13 percent above a year ago. Cumulative 1951 sales in all areas were 2 to 12 percent higher than in the same period of 1950.

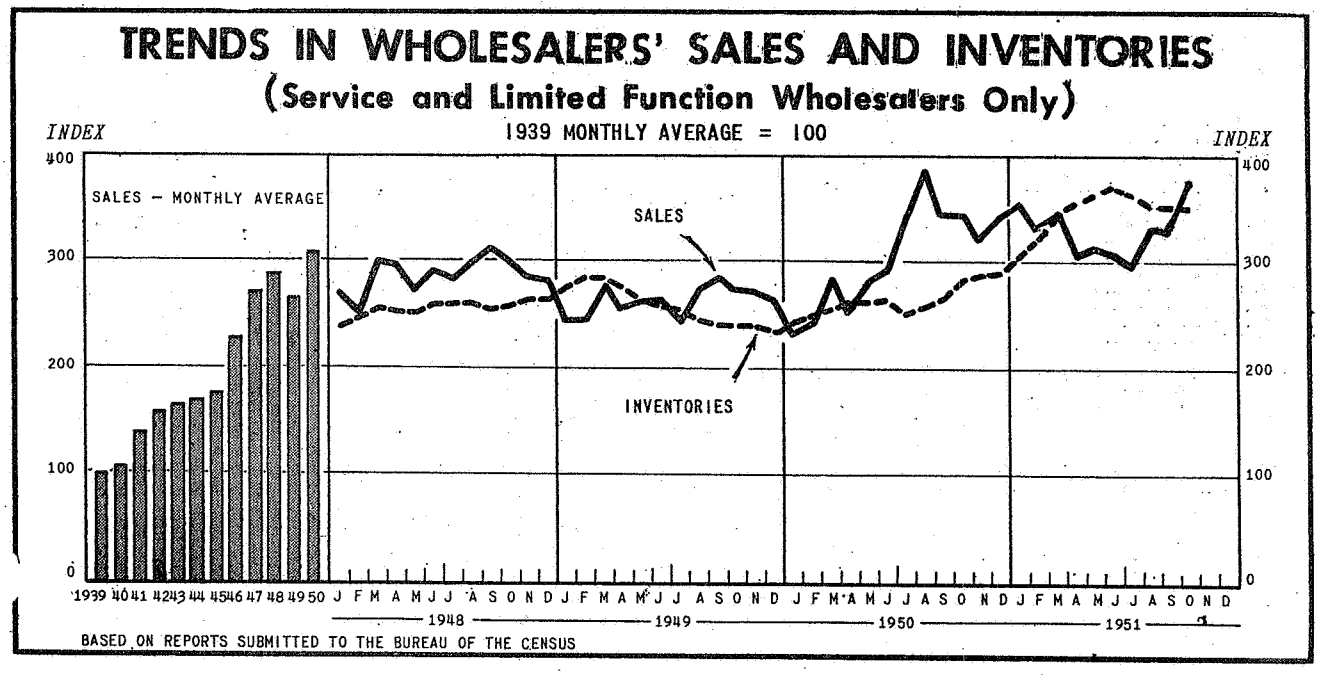
Of the 37 kinds of business covered in this report, only four reported sales decreases below the previous month--clothing and furnishings (1%), leather and shoe findings (2%), meat and meat products (3%) and shoes and other footwear (16%). The wines and spirits trade, which indicated the principal increase, 63 percent, over the previous month, also led all trades with the largest gain, 48 percent, over sales a year ago. While 10 trades indicated lower sales than in October 1950, only two—furniture and house furnishings (-9%) and electrical appliances and specialties (-10%)--showed sales in the ten-month period below those in the comparable period of 1950.

INVENTORIES

Inventories (at cost) of wholesalers on October 31 dropped slightly (1%) below the September level for the fourth successive month-to-month decrease. However, stocks were still up, 24 percent, over the stock level a year ago. Regionally, small declines below September 30 stocks were reported by most divisions, but all regions showed inventories higher than the October 31, 1950 levels. According to the reports of 3,171 establishments submitting inventories in conjunction with sales, the October stock-sales ratio of 154 was 24 points below September, but 21 points higher than a year ago.

RETAIL

October sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were up 8 percent over the previous month and 3 percent above October 1950 sales.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISON
OCTOBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: Oct. 1951 from Oct. 1950	Sales: Percent change: Oct. 1951 from Sept. 1951	Sales: Percent change: 10 mos. 1951 from 10 mos. 1950[2]	Sales: October 1951 panel: Number of establishments reporting	Sales: October 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Oct. 1951 from Oct. 1950	Inventory, end-of-month (at cost): Percent change: Oct. 1951 from Sept. 1951	Inventory, end-of-month (at cost): October 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): October 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Oct. 1951	Stock-sales ratios[1]: Oct. 1950	Stock-sales ratios[1]: Sept. 1951
United States, total	+8	+14	+9	4,098	$904,723	+24	-1	3,171	$1,133,742	154	133	178
New England	+9	+18	+8	232	42,748	+38	-1	170	43,861	149	115	177
Middle Atlantic	+9	+21	+8	757	186,871	+25	-1	548	177,817	125	112	156
East North Central	+7	+16	+12	819	170,111	+22	-2	666	192,228	131	113	154
West North Central	0	+12	+2	463	108,611	+15	-4	377	162,348	179	153	206
South Atlantic	+7	+11	+9	511	99,709	+26	0	400	123,376	148	125	165
East South Central	+9	+10	+5	201	36,278	+21	-1	149	45,401	151	137	168
West South Central	+10	+10	+6	377	69,374	+19	+1	296	98,661	176	159	188
Mountain	+7	+12	+8	169	30,285	+23	+1	137	40,591	155	137	172
Pacific	+13	+19	+11	519	126,243	+27	-1	378	159,471	167	143	202
Automotive supplies	+6	+13	+12	334	22,417	+16	+3	228	23,746	230	212	251
New England	+2	+15	+9	12	639	+8	0	7	454	226	225	273
Middle Atlantic	+2	+16	+16	47	1,395	+23	+2	44	2,756	217	181	245
East North Central	+5	+14	+12	67	4,658	+24	+5	57	6,771	230	194	244
West North Central	+5	+7	+13	74	6,249	+5	+4	51	6,678	238	253	243
South Atlantic	+5	+15	+11	21	3,501	+10	+2	13	1,148	245	257	277
South Central	+17	+26	+7	14	1,505	+31	-1	12	1,611	198	175	242
Mountain	+24	+17	+6	26	1,175	+19	+1	16	1,127	235	253	232
Pacific	+6	+16	+19	73	3,295	+19	+1	28	3,201	234	199	297
Electrical group, total	0	+9	+9	662	173,375	+90	-5	591	261,121	162	87	188
Full-line wholesalers	+7	+9	+12	426	133,935	+103	-5	418	225,443	171	90	198
New England	-3	+9	+9	31	7,901	+149	-6	30	15,106	207	85	238
Middle Atlantic	+11	+12	+17	64	22,537	+134	-7	63	39,190	176	84	212
East North Central	+14	+12	+22	83	31,855	+100	-4	82	47,210	149	85	173
West North Central	-8	+9	+3	43	11,135	+106	-5	43	21,265	191	85	219
South Atlantic	+7	+1	+12	63	17,557	+89	-5	61	30,295	178	101	189
East South Central	+5	+13	-1	26	5,744	+87	-6	24	8,431	152	86	182
West South Central	0	0	+2	48	11,079	+89	-5	48	23,594	213	112	224
Mountain	+13	+24	+9	20	5,121	+81	-3	20	7,955	155	96	199
Pacific	+8	+13	+14	48	21,006	+94	-7	47	32,397	155	87	189
Wiring supplies, construction materials distributors	+9	+13	+27	124	10,248	+32	0	86	9,400	124	102	142
New England	+9	+6	+38	13	768	+60	-5	4	260	182	107	201
Middle Atlantic	+14	+11	+33	28	1,169	+23	+3	17	1,273	127	126	143
East North Central	+7	+13	+35	30	3,119	+37	+2	24	3,356	130	103	146
West North Central	-2	+13	+4	7	856	+29	0	5	728	183	146	199
South Atlantic	+3	+28	+15	16	2,175	+30	-2	13	1,856	95	72	127
South Central	+35	-2	+38	12	1,128	+28	-2	8	688	107	110	99
Mountain	+35	+5	+9	5	451	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	+14	+27	13	582	+21	+1	12	911	159	132	179
Appliances and specialties wholesalers	-24	+5	-10	112	29,192	+37	-4	87	26,278	122	69	143
New England	-13	+31	-1	12	2,182	+29	-11	10	1,339	69	48	102
Middle Atlantic	-29	-2	-9	25	11,089	+47	-4	12	5,913	124	60	170
East North Central	-24	+22	-11	17	3,704	+37	-5	13	3,659	111	60	136
West North Central	-20	+19	-6	15	2,638	+19	-6	13	4,453	172	114	218
South Atlantic	-23	-3	-13	15	3,749	+39	-6	14	3,634	111	63	112
South Central	-23	-6	-19	10	1,467	+21	-8	8	2,293	160	102	163
Mountain	-5	+12	0	6	1,096	+41	-1	6	1,363	124	84	141
Pacific	-26	+1	-14	12	3,267	+58	+5	11	3,624	115	54	108
Furniture and house furnishings	-21	+21	-9	86	16,810	+31	-10	69	24,397	166	99	224
New England	-13	+23	-5	5	924	+31	0	4	1,274	143	93	174
Middle Atlantic	-24	+32	-15	15	3,002	+52	-10	12	4,464	189	98	281
East North Central	-34	+20	-13	8	2,168	+41	-17	6	3,279	180	79	260
West North Central	-30	+23	-16	14	2,472	+34	-10	14	5,106	207	108	284
South Atlantic	-3	+16	-11	11	1,113	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-12	+18	-7	15	2,243	+32	-9	15	3,506	156	104	202
Mountain	-14	+8	-4	6	950	+19	-1	5	1,655	196	136	221
Pacific	-14	+18	0	12	3,938	+15	-12	10	4,379	118	88	158
Hardware	-4	+19	+10	166	73,623	+27	-3	139	132,843	208	157	265
New England	+20	+36	+15	5	908	+26	+8	4	1,976	277	258	358
Middle Atlantic	+5	+29	+18	34	10,997	+21	0	28	14,438	146	126	189
East North Central	-17	+20	+6	24	14,250	+24	-5	24	26,075	183	122	284
West North Central	-4	+20	+6	18	13,422	+27	-4	17	25,808	229	170	284
South Atlantic	+10	+22	+9	25	7,195	+26	-3	21	13,723	212	186	268
East South Central	+5	+11	+5	15	4,560	+38	+1	13	9,108	227	173	249
West South Central	+2	+10	+6	14	5,266	+23	-3	8	7,761	245	209	272
Mountain	-12	+6	+6	10	2,492	+24	-4	7	3,249	283	202	302
Pacific	-4	+14	+18	21	14,533	+30	-2	17	30,705	238	175	280
Industrial supplies	+4	+2	+35	82	10,708	+29	+1	59	15,509	202	160	197
New England	+17	+24	+41	7	444	+17	-1	6	1,063	300	301	391
Middle Atlantic	+15	+13	+47	18	1,949	+31	+1	11	1,929	157	143	189
East North Central	+9	+22	+37	9	1,669	+25	+2	7	1,451	152	139	178
West North Central	+6	-3	+30	6	706	+63	+8	4	911	203	116	199
South Atlantic	+1	+10	+24	11	1,157	+34	0	10	2,136	188	142	209
South Central	-7	-10	+27	24	3,818	+28	+2	15	6,279	238	160	188
Pacific	+26	-5	+68	7	965	+23	0	6	1,740	192	202	181
Jewelry	-12	+17	+4	153	10,418	+14	-1	87	16,819	225	169	267
New England	-11	+5	+2	6	563	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-19	+13	+7	47	3,020	+3	-2	20	3,888	215	160	241
East North Central	-18	+18	-2	40	2,468	+16	-1	25	4,721	223	158	268
West North Central	-7	+24	+3	16	1,398	+22	-5	11	2,321	240	179	318
South Atlantic	-8	+6	+6	6	640	+29	-11	4	1,189	205	145	242
South Central	-7	+26	-2	6	226	-5	-9	5	471	219	214	303
Pacific	-1	+24	+8	29	2,085	+20	+8	18	3,879	241	192	272

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
OCTOBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios[1]		
	Percent change			October 1951 panel		Percent change		October 1951 panel				
	Oct. 1951 from Oct. 1950	Oct. 1951 from Sept. 1951	10 mos. 1951 from 10 mos. 1950[2]	Number of establishments reporting	Reported dollar values (add 000)	Oct. 1951 from Oct. 1950	Oct. 1951 from Sept. 1951	Number of establishments reporting	Reported dollar values (add 000)	Oct. 1951	Oct. 1950	Sept. 1951
Lumber and building materials	-6	+10	+4	79	$15,533	+25	-1	56	$14,129	126	98	138
Middle Atlantic	+20	+13	+15	17	4,021	+17	-4	9	1,046	35	39	41
East North Central	+6	+16	+6	11	1,667	+45	-16	8	1,124	91	72	131
West North Central	-28	+20	-15	7	795	+17	-4	4	332	79	43	90
South Atlantic	-10	+7	+5	11	1,954	+19	+1	9	1,502	161	110	174
South Central	-13	+25	-1	5	967	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-9	+1	+8	7	2,583	+45	+1	6	3,887	165	113	162
Pacific	-13	0	+8	9	1,512	+10	-2	7	2,221	184	141	183
Machinery equipment, supplies (except electrical)	+9	+6	+35	45	7,770	+23	+2	33	11,778	186	152	191
New England	-4	+18	+17	5	521	+32	+10	4	1,139	291	207	318
Middle Atlantic	+18	+23	+51	9	1,941	+21	-1	6	2,237	123	119	154
East North Central	+42	+35	+37	8	1,261	+27	+2	6	1,491	165	142	241
South Atlantic	-25	+2	+7	6	773	+30	-5	4	1,970	282	159	306
South Central	-31	-30	+27	5	603	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+44	+20	+56	8	1,308	+4	0	5	1,303	230	268	251
Metals	+8	+22	+23	41	15,283	+18	-1	36	15,120	101	93	126
Paints and varnishes	-7	+5	+19	51	7,218	+13	-4	46	17,503	248	204	272
Plumbing and heating supplies	+1	+11	+18	134	22,279	+21	-4	111	29,351	149	126	173
New England	-7	+10	-6	6	390	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+3	+18	+15	34	3,295	+30	-2	26	4,291	151	122	183
East North Central	-6	+6	+7	15	1,796	+46	-8	13	3,016	191	122	221
West North Central	-10	+13	0	12	1,760	+37	-7	10	2,692	164	107	197
South Atlantic	+6	+16	+23	38	10,101	+21	-3	38	13,367	132	116	158
East South Central	+11	+1	+35	11	2,451	0	-12	9	3,126	141	159	161
Mountain	-25	+7	-9	4	406	0	+1	4	750	185	138	195
Pacific	-6	+5	+32	5	1,319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+7	0	+3	73	2,263	+7	-1	62	4,811	265	261	264
Middle Atlantic	+11	+2	-11	15	742	+3	0	12	1,202	221	241	212
East North Central	-13	0	-4	23	327	-4	0	18	921	408	340	426
South Atlantic	-2	+3	+8	19	548	+8	-1	19	1,288	235	*214	246
Pacific	0	+5	+9	9	250	+30	+4	8	692	380	267	349
Surgical, medical, equipment, supplies	-1	+15	+24	29	5,331	+22	-2	25	5,799	118	95	139
Middle Atlantic	0	+20	+20	6	886	+24	0	5	698	86	69	103
East North Central	-2	+15	+30	8	2,334	+31	-6	7	2,366	108	80	134
West South Central	-6	0	+18	4	505	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Beer	-1	+1	+5	38	1,768	-1	-5	33	723	46	45	48
Middle Atlantic	-8	-3	+4	8	394	+15	+6	7	86	22	18	20
East North Central	+2	+6	+3	13	565	+4	-3	12	242	45	44	49
West North Central	-7	-7	-1	4	99	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	0	-3	+10	5	386	-24	-21	4	162	48	64	59
Pacific	+1	+2	+7	4	244	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial	0	+12	+23	14	3,118	+38	-2	9	1,706	65	49	73
Clothing and furnishings (except shoes)	-14	-1	+1	23	3,249	+11	-6	15	2,823	125	110	136
Coal	+7	+20	+16	20	4,832	0	+2	17	6,267	137	156	163
Confectionery	+14	+13	+9	40	1,435	+8	+4	22	828	101	107	109
Middle Atlantic	+20	+15	+12	8	434	-6	+3	4	166	69	83	78
East North Central	+20	+11	+6	4	103	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+4	+5	+6	13	344	+3	0	8	304	126	126	125
South Central	+13	+14	+13	11	452	+21	+10	5	239	102	104	110
Dairy and poultry products	+12	+9	+14	21	4,221	+37	+13	14	1,741	48	41	46
Drugs and sundries (liquor excluded)	+11	+14	+13	202	67,069	+10	+2	163	99,590	183	184	204
New England	+7	+13	+13	14	3,355	+7	+6	12	4,647	173	185	187
Middle Atlantic	+8	+15	+10	27	11,397	+7	+5	19	11,566	165	168	179
East North Central	+9	+15	+15	25	10,914	+12	+1	19	13,821	161	157	185
West North Central	+12	+13	+10	19	6,988	+5	+3	17	10,191	169	179	185
South Atlantic	+11	+9	+13	32	7,881	+13	+2	24	11,433	195	192	203
East South Central	+6	+10	+11	15	3,773	+9	-1	11	5,937	192	187	218
West South Central	+13	+12	+12	32	8,750	+9	+1	27	16,004	218	225	241
Mountain	+13	+16	+14	12	3,159	+13	0	10	5,999	196	195	227
Pacific	+15	+20	+17	26	10,852	+15	+3	24	19,992	185	184	217
Dry goods	-11	+2	0	166	44,968	+2	-9	134	71,886	190	164	213
New England	-13	+11	-1	6	667	+21	-14	6	775	116	84	149
Middle Atlantic	-17	+10	+5	47	7,927	+13	-9	34	11,454	203	148	251
East North Central	-18	-4	-3	16	4,969	-9	-11	16	6,611	133	121	144
West North Central	-12	0	+1	17	14,156	0	-10	17	30,074	212	186	235
South Atlantic	-5	+8	+3	21	5,186	+4	-14	16	6,623	142	128	176
East South Central	+8	-10	+1	13	1,895	+7	-11	8	2,548	192	197	186
West South Central	+3	+2	-3	15	3,333	-13	-1	15	5,574	167	198	172
Mountain	-5	+1	+8	6	599	+15	-6	5	1,417	265	208	282
Pacific	-11	-1	-1	25	6,236	+8	-8	17	6,810	269	192	296
Farm supplies	+14	+18	+13	20	3,326	+20	-5	10	956	49	54	59
Fresh fruits and vegetables	+17	+7	+3	63	5,248	+6	+13	39	1,259	36	38	35
New England	+24	+25	+1	6	282	+33	+18	5	52	29	23	33
Middle Atlantic	+15	+12	+2	16	1,462	+22	+23	8	224	36	30	32
East North Central	+19	-2	+2	13	1,326	-22	+13	6	36	13	17	14
West North Central	+25	+18	+3	7	688	+5	+39	7	244	35	42	30
South Atlantic	+21	0	+19	7	396	+10	+34	5	87	25	28	19
East South Central	-1	-3	+7	6	305	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+24	+5	+7	5	438	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
OCTOBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios[1]		
	Percent change			October 1951 panel		Percent change		October 1951 panel				
	Oct. 1951 from Oct. 1950	Oct. 1951 from Sept. 1951	10 mos. 1951 from 10 mos. 1950[2]	Number of establishments reporting	Reported dollar values (add 000)	Oct. 1951 from Oct. 1950	Oct. 1951 from Sept. 1951	Number of establishments reporting	Reported dollar values (add 000)	Oct. 1951	Oct. 1950	Sept. 1951
Groceries, total	+16	+12	+5	835	$148,188	-4	+4	664	$151,421	133	158	144
Nonaffiliated full-line wholesalers[3]	+15	+10	+5	565	65,102	-4	+5	473	71,855	133	157	140
New England	+3	+11	-4	7	1,619	-5	+5	4	2,483	178	191	189
Middle Atlantic	+15	+19	+1	19	2,663	-2	+9	11	2,473	129	149	144
East North Central	+15	+9	+4	146	15,713	-11	+2	136	17,828	127	163	133
West North Central	+15	+6	+5	58	6,379	-3	+3	49	7,586	139	166	143
South Atlantic	+16	+7	+8	63	8,222	+4	+6	39	7,223	125	139	125
East South Central	+13	+11	+5	41	4,894	-6	+11	31	4,605	120	145	120
West South Central	+19	+8	+7	112	14,206	-3	+3	89	15,166	139	167	145
Mountain	+2	+6	+5	23	2,305	-4	+6	21	3,050	143	152	144
Pacific	+15	+19	+5	96	9,101	+6	+6	93	11,441	132	143	149
Voluntary-group wholesalers	+15	+12	+4	166	54,837	-6	+4	123	56,134	140	167	148
New England	+22	+28	+5	11	4,144	-7	+10	9	2,643	121	156	127
Middle Atlantic	+16	+15	+4	39	15,462	-10	+4	28	15,954	138	175	152
East North Central	+24	+12	+11	46	11,094	-9	+6	30	7,721	122	165	123
West North Central	-1	+4	-6	32	10,621	-5	-3	32	17,587	166	172	178
South Atlantic	+23	+15	+9	13	3,315	+7	+10	7	2,085	109	125	115
Pacific	+22	+15	+12	12	5,249	+6	+13	4	2,749	115	127	122
Retailer-cooperative warehouses	+22	+6	+11	21	10,176	-5	-2	14	5,716	106	136	131
Specialty lines wholesalers	+18	+28	+6	83	18,073	+5	+7	54	17,716	123	141	152
New England	+30	-10	+10	4	95	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+19	+29	+4	19	4,547	-1	+6	12	3,422	89	109	109
East North Central	+12	+8	-2	9	777	-9	+8	4	193	59	71	65
South Atlantic	+22	+10	+13	18	2,119	+31	+8	12	2,310	131	122	132
East South Central	+18	+23	+9	6	726	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+18	+14	+8	5	406	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+17	+41	+3	17	8,513	+3	+6	14	10,387	151	172	208
Leather and shoe findings	+5	-2	+6	29	636	+2	-4	16	1,134	302	314	343
Middle Atlantic	+2	+4	+6	6	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+8	-4	+2	6	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-7	+13	-5	4	79	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+12	-8	+12	7	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+14	-3	+19	38	23,234	+2	+9	33	8,222	46	51	40
Middle Atlantic	+24	+7	+21	10	4,738	+13	+6	10	2,223	47	52	47
East North Central	-3	-13	+17	13	8,293	-20	+7	12	3,435	45	53	36
Pacific	+50	+10	+31	4	4,545	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products	+6	+17	+24	61	10,697	+20	-2	39	8,614	110	96	133
New England	+8	+18	+23	5	323	+7	0	4	364	203	201	217
Middle Atlantic	+9	+22	+33	17	3,011	+12	-5	10	1,280	68	66	88
East North Central	+2	+21	+21	18	4,006	+21	0	14	3,480	93	78	114
West North Central	+16	+21	+18	4	393	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+14	+12	+26	7	968	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+5	+5	+20	7	1,598	+23	0	6	2,454	185	157	197
Petroleum	+10	+19	+10	28	5,669	+25	-1	28	5,752	101	89	122
Shoes and other footwear	+7	-16	+18	38	28,937	+48	-2	33	75,386	264	191	224
Tobacco products	+14	+14	+5	262	45,935	+9	+9	164	19,274	60	64	63
New England	+9	+12	+1	22	3,117	+6	0	13	701	55	57	59
Middle Atlantic	+17	+13	+5	57	15,497	+15	+10	37	8,257	67	70	70
East North Central	+15	+20	+5	64	9,027	+5	+16	38	3,066	58	63	60
West North Central	+11	+8	+5	42	5,676	+8	+8	28	2,650	62	64	60
South Atlantic	+12	+10	+7	24	5,463	+8	+2	20	2,499	52	54	57
East South Central	+19	+15	+8	10	1,564	+5	+8	6	641	49	56	52
West South Central	+11	+12	+1	23	2,256	+8	+9	9	499	47	49	49
Mountain	+24	+19	+12	8	970	-12	-3	7	600	63	90	77
Pacific	+14	+30	+5	13	2,365	-1	+4	6	361	53	55	58
Wines and spirits[4]	+48	+63	+3	228	113,481	+3	+4	171	99,236	122	175	194
New England	+44	+43	+7	20	8,790	+9	+7	11	3,209	91	129	164
Middle Atlantic	+44	+70	+5	37	37,586	+14	-1	32	29,518	109	142	189
East North Central	+53	+62	+8	38	16,677	-7	-6	27	15,527	108	177	187
West North Central	+33	+53	-11	27	8,448	-7	+6	22	9,108	162	220	225
South Atlantic	+36	+55	+4	29	10,463	-3	+25	28	12,941	125	176	156
East South Central	+34	+36	+1	12	3,247	+5	+3	10	4,035	146	181	192
West South Central	+55	+77	-2	24	7,776	-24	+10	18	5,732	110	207	157
Mountain	+40	+53	+4	9	2,834	+22	+16	6	1,888	85	104	122
Pacific	+78	+73	+4	32	17,660	+15	+2	17	17,278	170	248	288
Miscellaneous	+10	+21	+13	39	8,607	+38	+1	28	7,483	136	99	172

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] 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.

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

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 Central - East South Central and West South Central combined.
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
JANUARY 5, 1952

NOVEMBER 1951

SALES AND INVENTORIES

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 4,160 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales in November declined seasonally 8 percent below the level of the previous month, yet indicated a gain of 3 percent above November a year ago. Cumulative sales for the first 11 months of 1951 were 8 percent ahead of the corresponding period of last year.

Regionally, the West South Central area reported the only increase (1%) over October sales, as well as the largest gain (13%) over November a year ago. All other geographic divisions showed declines of 3 to 13 percent below the previous month. Although most regions experienced sales gains over a year ago, the Middle Atlantic and West North Central areas each showed small (2%) declines while the New England region indicated no change from November 1950.

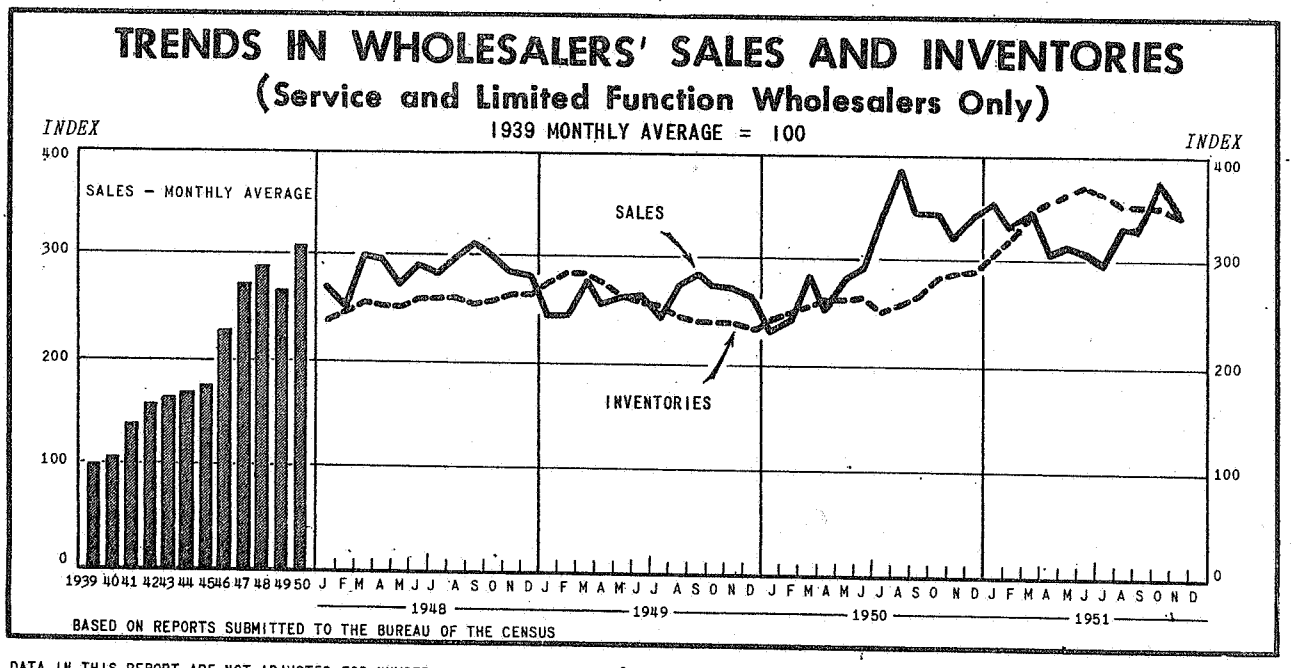
Most trades covered in this report indicated sales below October levels, the heaviest drop, 27 percent, being shown in wines and spirits, which experienced unusually high sales a month earlier. However, dairy and poultry products, with an increase of 21 percent, led 11 trades (mostly non-durable goods) which reflected increased sales over the previous month. Compared with a year ago, 24 trades reported sales gains, with coal showing the largest increase, 30 percent. While declines were generally small, significant decreases were noted in wines and spirits (11%), appliances and specialties (11%) and furniture and house furnishings (15%).

INVENTORIES

Wholesalers' inventories (at cost) at the end of November dropped 3 percent below the October 31 stock level, thereby registering the fifth successive month-to-month decrease. However, stocks were up 16 percent over the dollar value of merchandise on hand a year ago. The West North Central region, while following the national trend, reported the heaviest decrease (6%) below the previous month and the smallest gain (1%) over a year ago. According to the reports of 3,196 establishments submitting inventories in conjunction with sales, the November stock-sales ratio of 161 was 8 points above October 1951 and 17 points higher than November last year.

RETAIL

November sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, remained at the same level as a month earlier, but showed a 4 percent gain over a year ago.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: Nov. 1951 from Nov. 1950	Sales: Percent change: Nov. 1951 from Oct. 1951	Sales: Percent change: 11 mos. 1951 from 11 mos. 1950[2]	Sales: November 1951 panel: Number of establishments reporting	Sales: November 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Nov. 1951 from Nov. 1950	Inventory, end-of-month (at cost): Percent change: Nov. 1951 from Oct. 1951	Inventory, end-of-month (at cost): November 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): November 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Nov. 1951	Stock-sales ratios[1]: Nov. 1950	Stock-sales ratios[1]: Oct. 1951
United States, total	+3	-8	+8	4,160	$851,281	+16	-3	3,196	$1,121,493	161	144	153
New England	0	-3	+7	233	38,294	+24	-3	176	45,598	154	124	159
Middle Atlantic	-2	-13	+8	775	168,001	+20	-1	545	178,185	146	116	126
East North Central	+7	-6	+11	815	159,675	+17	-3	666	186,306	134	122	130
West North Central	-2	-9	+2	493	105,622	+1	-6	383	155,630	177	169	170
South Atlantic	+3	-8	+9	525	96,566	+22	-1	406	124,026	157	133	146
East South Central	+4	-8	+5	191	32,871	+14	-3	141	42,648	158	146	150
West South Central	+13	+1	+7	382	75,908	+15	-3	297	103,089	162	161	170
Mountain	+1	-9	+8	175	28,439	+13	-3	150	41,432	163	147	154
Pacific	+7	-9	+11	521	115,042	+20	-3	382	157,207	173	156	165
Automotive supplies	-2	-11	+11	331	20,511	+17	-1	198	20,143	222	208	228
New England	-13	-17	+7	12	530	+8	-4	7	437	220	225	226
Middle Atlantic	+4	+7	+14	50	1,672	+24	+5	46	3,255	222	190	226
East North Central	+1	-5	+11	69	4,388	+15	-6	57	6,333	196	187	227
West North Central	-1	-14	+11	73	5,251	+10	-1	23	3,240	214	225	206
South Atlantic	-9	-20	+9	22	2,849	+9	-1	13	1,158	244	225	247
South Central	-11	-16	+5	11	2,111	+38	+6	6	955	212	180	230
Mountain	+2	-14	+5	20	595	+16	+1	16	1,143	287	248	235
Pacific	+9	-8	+18	74	3,115	+22	+2	30	3,622	268	249	245
Electrical group, total	+6	0	+8	669	176,359	+52	-7	593	245,410	149	106	161
Full-line wholesalers	+11	+1	+12	427	137,297	+62	-8	419	208,444	153	105	170
New England	+4	+9	+8	32	8,797	+80	-8	32	14,434	164	95	196
Middle Atlantic	+12	-1	+16	60	22,423	+89	-7	58	36,041	164	97	176
East North Central	+19	-1	+21	87	32,896	+62	-10	86	43,853	134	98	147
West North Central	-3	+4	+3	43	11,574	+59	-10	43	19,081	165	101	191
South Atlantic	+5	-2	+11	61	17,075	+62	-4	59	28,698	175	113	178
East South Central	+8	-6	0	26	5,409	+42	-11	24	7,540	143	110	152
West South Central	+16	+8	+3	48	11,985	+55	-6	48	22,102	184	139	213
Mountain	+1	-6	+8	20	4,830	+59	-3	20	7,697	159	101	155
Pacific	+17	+6	+14	50	22,308	+44	-10	49	28,998	131	107	155
Wiring supplies, construction materials distributors	+6	-12	+24	125	10,254	+27	-1	85	10,801	142	115	122
New England	+20	+3	+36	13	792	+60	+7	4	278	163	114	182
Middle Atlantic	+12	-7	+30	36	1,603	+21	0	22	2,049	159	150	145
East North Central	+13	-5	+32	26	3,316	+35	+3	21	3,589	131	108	116
West North Central	-19	-7	+2	8	991	+6	-8	6	926	166	111	165
South Atlantic	-4	-26	+14	14	1,514	+26	-4	11	1,568	118	87	88
South Central	+6	-28	+36	10	874	+18	-3	6	865	179	147	122
Mountain	+13	-22	+10	5	352	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+8	-12	+25	13	812	+24	-3	12	1,220	152	132	137
Appliances and specialties wholesalers	-11	-2	-10	117	28,808	+8	-3	89	26,165	125	106	126
New England	-12	-2	-1	12	2,141	-2	-6	10	1,262	68	59	69
Middle Atlantic	-17	+1	-10	25	11,142	+18	-4	12	6,775	138	101	149
East North Central	-18	-9	-12	20	3,882	+17	-3	16	4,252	124	83	114
West North Central	-9	-11	-7	13	2,129	-13	-5	11	3,509	169	174	158
South Atlantic	-8	-10	-13	17	3,542	+19	-2	16	3,803	117	92	112
South Central	+1	-7	-18	8	1,141	-8	-3	6	1,695	155	170	146
Mountain	+14	+13	+1	7	1,310	-2	-13	7	1,356	104	120	135
Pacific	+3	+5	-13	15	3,521	+8	+1	11	3,513	115	119	121
Furniture and house furnishings	-13	-8	-10	85	15,506	+8	-12	67	21,277	161	127	168
New England	-15	-4	-6	4	858	+19	-10	4	1,147	134	96	143
Middle Atlantic	-17	-7	-15	17	2,885	+25	-16	13	4,029	192	128	199
East North Central	-17	-12	-13	8	1,909	+5	-9	6	2,998	188	143	180
West North Central	-22	-7	-16	12	2,123	+9	-14	12	4,139	195	139	211
South Atlantic	+2	-11	-10	11	996	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-4	-4	-6	15	2,150	+13	-9	15	3,175	148	127	156
Mountain	-9	-8	-7	7	1,121	+2	-8	5	1,523	184	157	196
Pacific	-11	-10	-1	11	3,464	-3	-13	9	3,593	110	100	115
Hardware	-4	-10	+9	166	66,863	+15	-5	138	126,830	221	184	207
New England	-20	-23	+11	4	547	+17	-2	4	1,933	353	241	277
Middle Atlantic	+2	-12	+16	37	10,086	+12	-4	29	13,975	164	148	147
East North Central	-13	-13	+4	25	12,803	+11	-5	24	24,755	200	156	182
West North Central	-6	-11	+5	18	11,982	+13	-6	17	23,772	223	195	224
South Atlantic	+6	-9	+9	24	6,539	+20	0	21	14,029	231	205	209
East South Central	+7	-8	+5	15	4,198	+23	+2	13	9,290	252	220	227
West South Central	-1	-6	+5	15	5,252	+7	-8	9	7,642	236	220	238
Mountain	-9	-12	+5	7	2,027	+10	-6	4	2,524	283	249	276
Pacific	-5	-8	+15	21	13,429	+20	-6	17	28,910	245	193	238
Industrial supplies	+9	+2	+32	78	10,344	+26	+1	57	14,979	191	162	202
New England	+8	-10	+37	7	398	+20	+3	6	1,095	349	313	300
Middle Atlantic	+5	-8	+43	18	1,583	+32	+3	12	2,072	173	142	155
East North Central	+11	-8	+34	7	1,486	+19	-1	6	1,402	167	140	156
West North Central	+32	+11	+29	6	781	+45	-5	4	861	184	159	203
South Atlantic	+1	-11	+21	11	1,031	+34	-1	10	2,113	207	157	188
South Central	+8	+18	+25	24	4,511	+25	+1	15	6,369	182	154	232
Pacific	+14	-14	+64	5	554	+11	0	4	1,067	212	226	183
Jewelry	-7	+5	+3	147	10,166	+5	-9	83	13,845	188	166	221
New England	-1	+14	+1	7	659	+1	-11	4	373	174	155	226
Middle Atlantic	-13	+7	+4	48	3,010	+5	-4	17	2,891	177	141	200
East North Central	-5	+12	-2	38	2,435	+8	-10	24	3,461	163	148	207
West North Central	-13	-1	+1	14	1,177	+6	-10	10	2,079	219	180	243
South Atlantic	-8	-3	+4	7	661	+14	-8	4	1,088	202	164	205
South Central	-17	-9	-3	5	137	-2	-6	4	372	300	252	285
Pacific	0	+1	+7	25	2,056	0	-11	17	3,523	199	197	241

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1951

(Date are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change Nov. 1951 from Nov. 1950	Sales: Percent change Nov. 1951 from Oct. 1951	Sales: Percent change 11 mos 1951 from 11 mos 1950[2]	Sales: November 1951 panel: Number of establishments reporting	Sales: November 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Nov. 1951 from Nov. 1950	Inventory, end-of-month (at cost): Percent change Nov. 1951 from Oct. 1951	Inventory, end-of-month (at cost): November 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): November 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Nov. 1951	Stock-sales ratios[1]: Nov. 1950	Stock-sales ratios[1]: Oct. 1951
Lumber and building materials	-8	-14	+3	80	$13,633	+23	+3	56	$14,604	151	115	127
Middle Atlantic	-12	-23	+12	17	3,153	+45	+22	9	1,277	60	36	35
East North Central	-5	-31	+6	11	1,309	+29	+4	7	1,162	134	108	91
West North Central	-17	-24	-15	7	604	+18	+5	4	347	112	74	79
South Atlantic	-3	-3	+5	11	1,889	+30	+8	8	1,487	223	148	190
South Central	-3	-10	-1	5	870	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-5	-13	+7	7	2,259	+38	+2	6	3,978	192	144	165
Pacific	-10	-1	+6	9	1,490	+3	+2	7	2,264	181	165	184
Machinery equipment, supplies (except electrical)	+22	-16	+35	50	8,807	+32	-2	37	15,534	212	188	177
New England	-2	-10	+16	5	470	+29	-1	4	1,133	330	243	291
Middle Atlantic	+13	-16	+46	10	1,648	+30	-1	6	2,224	144	125	123
East North Central	+38	+12	+36	10	1,659	+29	-1	8	1,860	169	140	168
South Atlantic	-2	-9	+6	6	716	+16	-6	4	1,660	256	221	246
South Central	+65	-41	+35	6	1,754	+61	-1	5	5,722	329	343	197
Pacific	+16	+15	+51	9	1,174	+4	-6	6	1,451	261	263	244
Metals	+5	-13	+21	43	13,662	+24	+6	38	16,606	124	106	102
Paints and varnishes	-4	-17	+16	52	5,964	+7	-5	47	16,538	283	254	249
Plumbing and heating supplies	+1	-8	+16	133	20,016	+21	-1	110	28,903	163	137	151
New England	-9	-12	-6	6	342	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-6	-12	+13	34	2,916	+15	+2	26	4,378	177	140	151
East North Central	-8	-19	+5	15	1,608	+44	-3	13	3,384	238	152	197
West North Central	-30	-15	-3	10	906	+22	-4	8	1,682	205	118	186
South Atlantic	+5	-9	+21	38	9,165	+28	-1	38	13,256	145	118	132
East South Central	+21	+5	+33	11	2,572	-2	-4	9	3,009	127	160	141
Mountain	-16	-11	-11	5	433	+2	-2	5	977	226	183	206
Pacific	-3	-8	+28	5	1,215	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-6	-6	+2	64	1,828	+2	0	53	3,928	266	248	261
Middle Atlantic	-5	+4	-10	14	742	-1	+6	11	1,152	195	191	210
East North Central	-19	-20	-6	22	231	-3	-1	17	836	501	424	446
South Atlantic	+7	+3	+8	15	410	+6	-2	15	896	219	220	229
Pacific	-10	-22	+8	7	141	+10	-5	6	429	482	375	398
Surgical, medical equipment, supplies	+2	-2	+22	30	5,155	+15	0	26	5,742	119	106	117
Middle Atlantic	-3	-7	+18	6	822	+21	+1	5	704	95	75	86
East North Central	+4	+4	+27	10	2,535	+12	+1	9	2,538	105	98	109
South Atlantic	+10	-2	+22	5	579	+15	+3	4	722	128	125	124
Beer	+16	-4	+6	34	1,511	+4	+4	29	699	50	56	47
Middle Atlantic	+10	-4	+4	8	312	-13	+10	6	66	22	29	19
East North Central	+10	-6	+3	11	476	+15	+8	10	247	54	53	48
South Atlantic	+35	+3	+12	5	396	-19	+6	4	172	49	84	48
Chemicals, industrial	-6	-16	+20	13	2,550	+35	0	9	1,714	78	55	65
Clothing and furnishings (except shoes)	+15	+3	+2	21	2,906	+11	-10	13	2,374	137	140	141
Coal	+30	+5	+17	19	4,978	-4	-7	17	5,824	123	164	137
Confectionery	+13	+3	+9	41	1,680	+13	+5	23	937	94	93	89
Middle Atlantic	+12	-2	+12	7	379	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+12	+7	+7	4	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+1	-8	+6	11	286	+5	+4	7	297	138	132	123
South Central	+25	+13	+14	12	600	+36	+15	6	311	86	88	86
Dairy and poultry products	+17	+21	+14	28	8,620	+36	-1	19	3,689	51	43	57
Drugs and sundries (liquor excluded)	+13	-3	+13	198	63,969	+6	-6	160	91,765	177	190	183
New England	+17	-3	+14	13	3,122	+4	-4	11	3,313	173	195	177
Middle Atlantic	+12	-4	+11	27	10,509	0	-7	19	10,375	160	185	169
East North Central	+14	-5	+15	28	10,832	+5	-4	22	13,831	163	175	158
West North Central	+8	-5	+9	17	6,266	+2	-9	15	8,641	161	171	167
South Atlantic	+18	+4	+13	32	8,201	+6	-7	24	10,650	170	190	195
East South Central	+9	0	+10	13	3,498	+6	-8	10	4,984	174	179	189
West South Central	+13	-2	+12	32	8,564	+5	-6	27	15,041	210	224	218
Mountain	+12	-6	+14	13	3,120	+6	-7	11	5,933	196	206	198
Pacific	+14	-5	+16	23	9,857	+11	-6	21	17,997	184	189	186
Dry goods	-6	-9	0	167	41,074	-12	-11	135	64,153	185	198	188
New England	-4	-4	-3	9	873	0	-15	9	1,038	119	114	134
Middle Atlantic	-2	+4	+4	44	7,437	-9	-17	29	7,704	166	192	194
East North Central	-15	-15	-9	16	4,238	-23	-5	16	6,250	147	161	133
West North Central	-11	-13	0	18	12,772	-14	-10	17	28,245	222	230	214
South Atlantic	+7	-10	+4	24	5,270	-11	-10	19	6,796	143	170	142
East South Central	+5	-7	+1	13	1,930	-6	-18	8	2,189	159	172	178
West South Central	-3	-13	-3	15	2,921	-21	-14	15	4,817	165	203	168
Mountain	+4	-4	+8	6	577	+9	-10	5	1,270	243	226	265
Pacific	-10	+11	-2	22	5,056	+13	-13	17	5,844	223	185	269
Farm supplies	+27	-9	+14	18	2,643	+34	+16	8	714	59	63	41
Fresh fruits and vegetables	+14	+5	+4	64	6,416	+4	+14	43	1,678	36	41	33
New England	+30	-3	+3	6	272	+3	+3	6	35	13	16	12
Middle Atlantic	+3	-14	+2	17	1,349	+7	+12	9	253	37	39	31
East North Central	+9	+28	+2	14	1,840	-2	+13	8	484	45	52	45
West North Central	+11	-1	+4	7	684	-5	+20	7	293	43	50	35
South Atlantic	+28	+2	+19	6	379	+43	+56	5	136	39	34	25
East South Central	+15	+11	+8	5	338	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+35	+4	+10	6	1,159	+48	+13	4	257	24	22	22

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent changes: Nov. 1951 from Nov. 1950	Sales: Percent changes: Nov. 1951 from Oct. 1951	Sales: Percent changes: 11 mos. 1951 from 11 mos. 1950[2]	Sales: November 1951 panel: Number of establishments reporting	Sales: November 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Nov. 1951 from Nov. 1950	Inventory, end-of-month (at cost): Percent change: Nov. 1951 from Oct. 1951	Inventory, end-of-month (at cost): November 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): November 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Nov. 1951	Stock-sales ratios[1]: Nov. 1950	Stock-sales ratios[1]: Oct. 1951
Groceries, total	+11	-6	+6	909	$152,534	-3	+1	734	$165,803	139	157	130
Non-affiliated full-line wholesalers[3]	+7	-7	+5	583	63,120	-2	0	429	73,965	141	152	132
New England	-9	-7	-4	7	1,501	-5	-4	4	2,396	183	175	178
Middle Atlantic	+9	-4	+1	20	2,594	-2	-4	12	2,661	134	160	135
East North Central	+8	-8	+5	147	14,501	+1	+3	137	18,421	142	150	127
West North Central	+1	-8	+5	61	6,254	-5	-1	51	7,760	148	155	137
South Central	+10	-3	+8	65	8,018	+4	+2	39	7,156	131	139	126
East South Central	-2	-10	+4	41	4,506	-4	+2	32	4,367	139	139	121
West South Central	+9	-4	+7	117	14,545	-3	-1	94	15,827	138	153	135
Mountain	+13	0	+6	27	2,902	-5	+2	25	3,859	142	168	139
Pacific	+7	-11	+5	98	8,299	-3	-5	95	11,028	140	154	131
Voluntary-group wholesalers	+11	-4	+5	208	62,819	-8	0	166	66,556	136	164	132
New England	+2	-5	+5	11	3,952	-1	0	8	2,485	126	150	119
Middle Atlantic	+11	-1	+5	42	15,633	-12	0	29	16,023	136	170	138
East North Central	+23	0	+13	40	12,202	-6	+2	34	9,990	115	147	115
West North Central	+6	-9	-5	72	17,270	-9	0	72	26,244	152	177	138
South Atlantic	+13	-3	+10	13	3,216	+6	-3	7	2,024	109	116	109
Pacific	+12	-9	+12	18	5,516	+5	+3	4	2,833	122	129	115
Retailer-cooperative warehouses	+23	-4	+12	21	9,736	-2	+3	13	5,837	119	144	106
Specialty lines wholesalers	+18	-9	+7	97	16,859	+11	+9	66	19,445	148	161	122
New England	+11	-6	+10	4	89	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+28	-15	+6	24	4,035	+2	+8	16	3,798	115	144	87
East North Central	+36	+2	+1	9	900	+2	+4	4	200	67	71	59
South Atlantic	+10	+4	+13	22	2,438	+19	+1	15	2,552	125	116	132
East South Central	+18	+8	+10	6	782	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+13	-1	+9	5	400	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+14	-13	+4	22	7,333	+13	+15	19	11,868	201	218	152
Leather and shoe findings	-2	-11	+5	27	550	+1	-1	14	1,077	353	329	302
Middle Atlantic	-3	-12	+5	5	36	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+7	-3	+3	5	98	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-11	-19	-5	4	64	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-2	-12	+11	7	281	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+16	+2	+19	40	24,680	+4	+11	35	9,396	48	54	45
Middle Atlantic	+12	-9	+20	10	4,326	+14	+1	10	2,250	52	51	47
East North Central	+19	+21	+17	13	10,037	-10	+27	12	4,351	46	60	45
Pacific	+20	-20	+30	5	4,275	+39	-12	4	1,064	39	37	37
Paper and its products	+2	-9	+21	62	10,089	+20	+1	38	8,706	122	106	110
New England	+7	+1	+22	5	326	+10	+2	4	372	188	195	203
Middle Atlantic	0	-11	+28	20	3,231	+28	+6	11	1,825	87	74	76
East North Central	+3	-3	+19	16	3,678	+21	0	11	2,707	89	76	84
West North Central	-1	-16	+16	4	329	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+3	-4	+23	7	894	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	-23	+18	7	1,237	+13	-5	6	2,342	237	211	185
Petroleum	+13	+3	+11	29	5,841	+7	-11	28	5,099	88	92	101
Shoes and other footwear	+11	-12	+17	37	25,392	+27	-2	32	73,782	295	257	265
Tobacco products	-2	-12	+5	269	41,306	+9	+2	166	19,940	70	63	61
New England	-2	-8	+1	22	3,012	+7	-1	13	734	54	54	55
Middle Atlantic	-7	-16	+4	60	13,540	+14	+3	38	8,841	85	69	68
East North Central	-4	-14	+4	65	7,780	+2	-7	38	2,962	66	61	60
West North Central	+5	-9	+6	37	4,919	+8	+5	28	2,788	72	70	63
South Atlantic	+8	+1	+7	25	5,399	+4	+7	20	2,455	52	54	50
East South Central	+8	-11	+8	8	1,302	+6	+1	4	559	53	54	48
West South Central	-5	-12	0	24	1,959	+14	-2	8	451	53	42	46
Mountain	+4	-10	+11	12	1,115	+14	+5	11	784	71	65	61
Pacific	-7	-16	+5	16	2,280	+1	+1	6	366	62	56	54
Wines and spirits[4]	-11	-27	-3	234	84,602	+18	+10	183	120,964	199	142	130
New England	-17	-26	+8	16	3,768	+8	+14	11	6,374	301	194	191
Middle Atlantic	-22	-37	+3	40	26,908	+27	+13	33	37,297	233	117	116
East North Central	-13	-30	+7	32	8,614	+21	+17	22	13,313	189	138	114
West North Central	+6	-20	-10	31	7,505	-6	0	26	9,481	189	180	145
South Atlantic	-12	-26	+4	39	11,636	+19	+12	34	16,399	184	128	121
East South Central	-2	-11	+2	13	3,005	+23	-26	10	4,398	182	148	225
West South Central	+39	+23	+3	29	12,322	+4	+10	23	10,935	98	136	112
Mountain	-6	-37	+5	9	1,929	+16	+19	8	2,920	179	144	90
Pacific	-13	-37	+4	25	8,915	+29	+12	16	19,847	304	210	171
Miscellaneous	+19	+2	+14	39	8,045	+20	0	28	7,454	134	134	136

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] 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.

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

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 Central - East South Central and West South Central combined.
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 1, 1952

DECEMBER 1951

SALES AND INVENTORIES

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 4,138 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales for the year 1951 were 7 percent ahead of 1950. All geographic divisions followed this trend with sales gains ranging from a slight increase (1%) in the West North Central area to advances of 9 percent in the East North Central and Pacific regions. Of the 37 kinds of business covered in this report, only three trades reported decreases below 1950 sales levels--dry goods (1%), furniture and house furnishings (10%) and electrical appliances and specialties (11%).

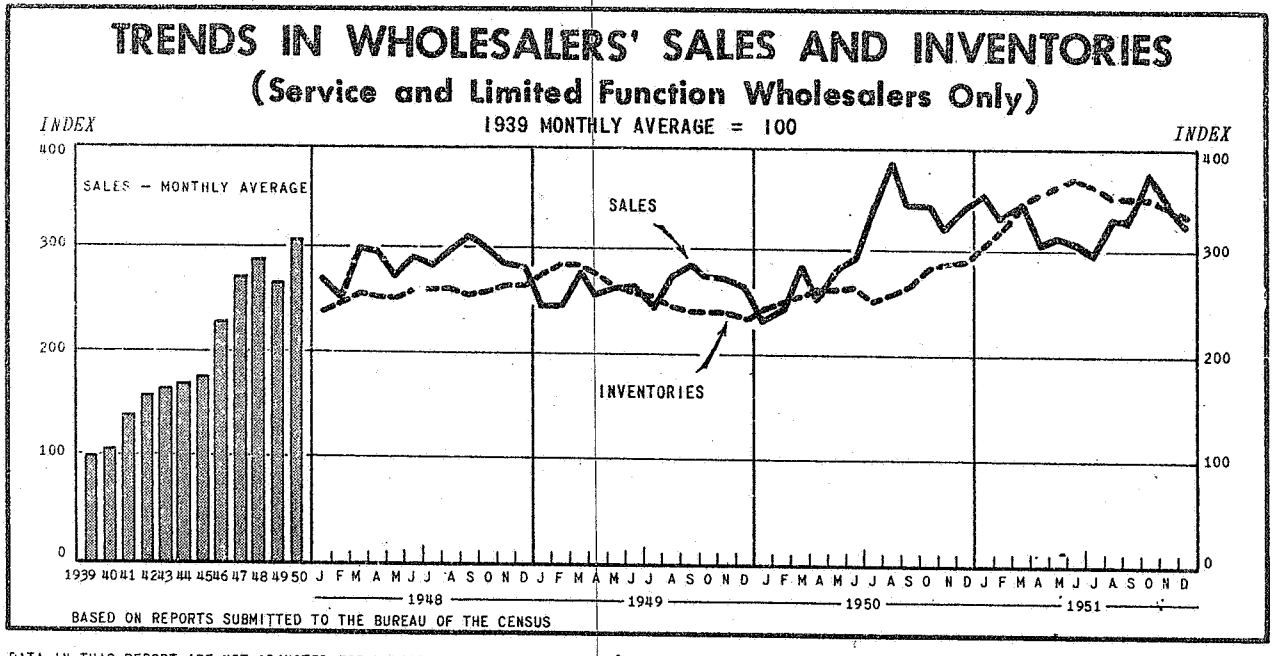
December dollar sales of wholesalers for the country as a whole dropped 4 percent below the previous month and were 8 percent under the December 1950 level. Regionally, only the Middle Atlantic, up 5 percent, experienced increased sales over November; all other regions reflected declines, the sharpest drop, 11 percent, being reported in the West North Central division. All geographic divisions, however, indicated lower sales than December 1950, such decreases ranging from 4 to 13 percent. Most trades covered in this survey showed sales below the previous month, as well as December a year ago. Clothing and furnishings, down 47 percent below the previous month and 24 percent under December 1950 sales, registered the heaviest declines below those two periods. Wines and spirits (+44%) reported the most substantial gain over November sales, while fresh fruits and vegetables, with an advance of 19 percent, led the 10 trades indicating increases over December 1950.

INVENTORIES

Dollar value of inventories (at cost) in the hands of wholesalers at the end of 1951 were at a level 12 percent above December 31, 1950, but 4 percent under the previous month. With the exception of the West North Central region, all geographic divisions followed the national trend closely. The West North Central region reported little or no change from November 1951 and December 1950 stock levels. Based on the reports of 3,079 establishments submitting inventories in conjunction with sales, the December stock-sales ratio of 160 was only 2 points lower than the previous month, but 30 points higher than a year ago.

RETAIL

December sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 16 percent above November 1951, but 6 percent behind December a year ago.



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

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change Dec. 1951 from Dec. 1950	Sales: Percent change Dec. 1951 from Nov. 1951	Sales: Percent change 12 mos. 1951 from 12 mos. 1950[2]	Sales: December 1951 panel: Number of establishments reporting	Sales: December 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Dec. 1951 from Dec. 1950	Inventory, end-of-month (at cost): Percent change Dec. 1951 from Nov. 1951	Inventory, end-of-month (at cost): December 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): December 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Dec. 1951	Stock-sales ratios[1]: Dec. 1950	Stock-sales ratios[1]: Nov. 1951
United States, total	-8	-4	+7	4,138	$800,901	+12	-4	3,079	$1,015,857	160	130	162
New England	-10	-1	+6	239	37,860	+22	-3	162	36,771	140	103	140
Middle Atlantic	-10	+5	+6	753	171,776	+14	-7	523	158,149	124	97	144
East North Central	-10	-6	+9	790	143,063	+12	-7	631	162,617	136	109	138
West North Central	-11	-11	+1	501	95,206	0	-1	380	150,940	195	172	177
South Atlantic	-4	-6	+8	513	86,367	+12	-9	378	103,986	148	128	157
East South Central	-4	-6	+4	202	30,670	+4	-3	142	37,138	163	150	160
West South Central	-7	-5	+6	397	72,848	+18	-4	302	99,691	168	131	169
Mountain	-13	-6	+6	173	25,948	+12	-6	140	35,997	163	127	163
Pacific	-6	-4	+9	531	112,135	+17	-4	382	145,010	170	133	169
Automotive supplies	-12	-15	+9	336	17,820	+18	-2	199	20,534	239	193	224
New England	-15	-38	+5	9	288	+6	+10	6	430	371	277	214
Middle Atlantic	-13	-12	+12	48	1,343	+31	0	43	2,712	250	162	210
East North Central	-6	-6	+9	71	4,254	+23	-9	59	6,215	176	141	201
West North Central	-19	-15	+8	71	4,362	+9	+5	21	3,353	323	270	233
South Atlantic	-14	-31	+7	22	2,116	+13	+2	15	1,869	326	261	236
East South Central	-16	-24	+4	17	1,767	+10	-5	11	1,471	223	218	248
West South Central	-2	-4	+4	26	1,017	+16	+2	16	1,197	273	222	275
Mountain	-4	-11	+16	72	2,673	+20	+1	28	3,287	286	247	258
Pacific												
Electrical group, total	-13	-5	+6	658	165,571	+36	-8	584	222,797	146	94	148
Full-line wholesalers	-11	-5	+10	428	130,760	+44	-8	421	192,463	148	91	153
New England	-15	-4	+6	33	8,448	+71	-3	33	14,068	167	83	164
Middle Atlantic	-4	-1	+14	57	21,711	+63	-7	56	33,013	152	90	163
East North Central	-11	-4	+17	86	31,152	+45	-9	85	39,392	127	78	134
West North Central	-21	-2	0	43	11,336	+50	-6	43	17,957	158	84	165
South Atlantic	-2	+4	+10	60	17,695	+22	-19	58	23,245	136	109	174
East South Central	-8	-6	-1	26	5,071	+9	-3	24	7,283	147	125	143
West South Central	-10	-9	+2	48	10,926	+37	-3	48	21,519	197	129	184
Mountain	-22	-6	+5	20	4,549	+45	-10	20	6,936	152	82	159
Pacific	-17	-14	+11	55	19,872	+45	-3	54	29,050	147	84	131
Wiring supplies, construction materials distributors	-3	-2	+22	117	9,431	+20	+1	80	9,507	135	108	135
New England	+6	+1	+33	12	778	+19	-13	4	241	190	118	163
Middle Atlantic	+3	-1	+28	32	1,387	+22	+1	21	1,951	161	142	160
East North Central	-1	-5	+30	21	2,558	+24	+1	15	2,466	113	94	115
West North Central	-12	-4	0	8	875	+16	+10	6	854	198	137	162
South Atlantic	-23	+2	+10	14	1,484	+35	0	10	1,395	110	59	113
East South Central	+19	+2	+34	14	1,435	+9	-4	10	1,374	138	152	141
West South Central	-21	-12	+8	4	164	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+4	-1	+23	12	750	+11	+1	11	1,128	152	143	151
Pacific												
Appliances and specialties wholesalers	-23	-10	-11	113	25,380	-8	-12	83	20,827	131	103	120
New England	-21	-19	-3	13	1,871	+18	+29	10	1,673	119	78	69
Middle Atlantic	-19	-4	-11	25	10,912	-6	-15	13	4,948	153	110	129
East North Central	-30	-14	-14	17	2,513	-14	-31	11	1,932	102	75	120
West North Central	-42	-17	-11	12	2,088	-18	-7	10	3,639	186	129	164
South Atlantic	-14	-16	-13	20	2,912	+1	-15	19	3,129	117	103	117
East South Central	-17	+7	-18	9	1,410	-4	-1	7	2,088	154	132	166
West South Central	-24	-19	-2	7	1,056	+1	-9	6	1,126	116	85	101
Mountain	-21	-15	-13	10	2,618	-21	-16	7	2,292	93	95	94
Pacific												
Furniture and house furnishings	-19	-17	-10	85	12,854	-7	-5	67	20,135	186	161	161
New England	-25	-19	-8	4	698	-3	-12	4	1,008	144	111	134
Middle Atlantic	-29	-15	-17	16	2,396	+6	-11	12	3,302	185	130	182
East North Central	-3	-5	-12	8	1,818	-37	-33	6	2,010	132	205	188
West North Central	-28	-26	-17	13	1,623	+15	+17	13	5,113	315	197	199
South Atlantic	-12	-4	-10	11	958	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-13	-14	-7	15	1,847	-5	-9	15	2,889	156	143	148
West South Central	-3	-10	-3	6	914	-15	-1	4	1,382	193	208	192
Mountain	-22	-27	-3	12	2,600	-17	+2	10	3,870	164	151	114
Pacific												
Hardware	-18	-17	+6	156	51,526	+8	-1	131	118,185	269	203	222
Middle Atlantic	-16	-17	+13	35	7,889	+8	+3	29	13,840	199	154	160
East North Central	-25	-21	+2	23	8,620	+3	-1	22	21,537	259	186	209
West North Central	-17	-22	+4	19	9,322	+4	-2	18	23,403	308	240	234
South Atlantic	-12	-24	+7	22	4,493	+14	+2	19	13,100	314	243	237
East South Central	-12	-8	+4	12	3,784	+14	-1	10	8,931	266	208	250
West South Central	-21	-23	+3	15	4,022	+1	-3	9	7,440	306	229	236
Mountain	-29	+2	+1	8	1,941	+10	-10	5	2,078	321	193	298
Pacific	-16	-11	+12	19	11,295	+15	-1	16	27,430	266	199	244
Industrial supplies	0	-7	+29	75	8,552	+16	+3	53	11,166	188	164	171
New England	-8	-6	+32	7	374	+19	+4	6	1,138	388	292	349
Middle Atlantic	0	-8	+38	18	1,678	+41	+6	11	1,794	166	123	153
East North Central	-2	-13	+30	8	1,337	+4	-4	7	1,397	176	157	164
West North Central	-5	-11	+25	7	805	+18	+1	5	1,162	239	177	195
South Atlantic	-2	-14	+20	9	685	+24	-1	8	1,719	256	202	222
East South Central	+5	-2	+24	20	3,015	+7	+11	11	2,709	136	143	119
West South Central	-5	0	+57	6	658	+8	-1	5	1,247	201	186	206
Pacific												
Jewelry	-10	+4	+1	143	10,079	+2	-13	82	12,865	161	141	196
New England	+1	+6	+1	6	697	-8	-10	4	329	160	206	174
Middle Atlantic	-11	+3	+3	44	2,795	+8	-16	18	2,823	132	108	181
East North Central	-11	-4	-3	35	2,152	-1	-11	20	3,171	179	157	187
West North Central	-8	+16	0	14	1,373	0	-14	10	1,837	158	149	223
South Atlantic	-8	+13	+2	7	692	+14	-6	4	961	192	152	209
East South Central	-3	+22	-8	5	199	-15	-21	4	216	119	133	183
West South Central	-14	+4	+4	29	2,166	-1	-12	19	3,496	176	150	205
Pacific												

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change: Dec. 1951 from Dec. 1950	Sales: Percent change: Dec. 1951 from Nov. 1951	Sales: Percent change: 12 mos. 1951 from 12 mos. 1950[2]	Sales: December 1951 panel: Number of establishments reporting	Sales: December 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: Dec. 1951 from Dec. 1950	Inventory, end-of-month (at cost): Percent change: Dec. 1951 from Nov. 1951	Inventory, end-of-month (at cost): December 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): December 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Dec. 1951	Stock-sales ratios[1]: Dec. 1950	Stock-sales ratios[1]: Nov. 1951
Lumber and building materials	-7	-20	+2	64	$8,811	+31	+3	43	$11,062	188	131	143
Middle Atlantic	-4	-24	+11	15	2,028	+50	+24	8	1,249	85	58	52
East North Central	-15	-39	+5	8	630	+22	-2	6	1,064	234	163	133
West North Central	+14	-2	-14	7	590	+29	+3	4	358	167	93	112
South Atlantic	-8	-24	+4	11	1,427	+27	+1	9	1,641	235	166	184
East South Central	+2	-10	-3	5	782	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-2	-7	+6	7	2,092	+36	-2	6	3,880	200	146	192
Mountain	-24	-25	+4	9	1,113	+23	+8	7	2,442	265	163	181
Pacific												
Machinery equipment, supplies (except electrical)	+2	-2	+32	47	8,296	+31	+2	35	15,882	221	165	214
New England	-17	-8	+13	4	392	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+6	-5	+43	8	1,310	+34	-1	5	1,870	151	120	145
East North Central	+18	-14	+34	12	1,477	+20	-7	9	1,789	185	145	168
South Atlantic	-14	-21	+4	7	616	+10	+3	5	2,063	382	296	283
East South Central	+1	-9	+32	6	1,596	+65	+3	5	5,878	372	228	329
West South Central	+54	+10	+52	6	1,154	-6	+2	4	1,554	178	329	224
Pacific												
Metals	-2	+1	+19	41	13,261	+27	+5	36	16,191	129	103	126
Paints and varnishes	-16	-36	+14	49	3,633	+4	+3	44	16,774	474	382	293
Plumbing and heating supplies	-12	-13	+13	124	16,061	+5	-9	67	17,963	162	140	156
New England	-30	-25	-8	5	222	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-16	-17	+10	31	2,318	+37	-4	7	1,207	190	139	158
East North Central	-19	-13	+3	15	1,245	+21	-1	12	2,479	245	159	215
West North Central	-37	-26	-5	10	760	+19	+1	8	1,986	289	152	210
South Atlantic	-4	-4	+19	35	7,669	+3	-14	20	7,437	120	115	136
East South Central	-11	-30	+29	11	1,804	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-13	-10	+24	5	1,093	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-19	-25	+1	75	1,400	+5	+1	64	4,727	422	326	306
Middle Atlantic	-18	-41	-11	14	414	+3	+6	11	1,249	403	352	211
East North Central	-13	-2	-7	23	252	-3	-3	18	887	472	404	478
South Atlantic	-11	-31	+7	18	265	+18	+6	18	1,088	411	308	268
South Central	-13	-13	+19	4	118	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-26	-14	+6	13	174	+14	-1	12	849	663	399	572
Surgical, medical, equipment, supplies	-16	-10	+18	31	4,307	+7	-2	25	5,056	132	100	120
Middle Atlantic	0	+4	+16	6	741	+7	+3	4	555	94	86	98
East North Central	-28	-14	+21	9	2,042	+6	+2	7	2,246	117	78	98
South Atlantic	+7	-8	+21	4	520	+5	-14	4	622	134	121	128
South Central	-5	-9	+16	4	454	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Beer	+1	-4	+5	36	1,342	+9	+1	32	779	66	60	62
Middle Atlantic	+10	+17	+5	8	224	-3	-6	7	84	38	44	48
East North Central	+1	+1	+3	10	349	+26	+5	10	218	62	50	60
West North Central	+11	-3	-1	4	90	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+8	-16	+12	4	314	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-14	-7	+5	5	270	+13	-8	4	191	84	63	85
Chemicals, industrial	-18	-6	+16	16	2,567	+21	+2	10	1,885	87	60	80
Clothing and furnishings (except shoes)	-24	-47	+1	21	1,387	-10	-15	14	2,131	191	221	129
Coal	+4	-4	+15	20	4,856	-4	-16	18	4,919	104	117	119
Confectionery	+2	-7	+9	37	1,265	+7	0	21	704	101	95	99
Middle Atlantic	+5	-3	+11	9	437	+2	+2	5	195	83	79	82
South Atlantic	-2	-6	+5	11	255	+7	-3	6	235	127	116	123
East South Central	-4	-13	+13	11	354	+4	+5	6	143	89	88	79
West South Central												
Dairy and poultry products	+9	0	+14	26	8,192	-16	-17	19	2,888	45	58	51
Drugs and sundries (liquor excluded)	+1	-14	+12	189	52,649	(3)	(3)	(3)	(3)	(3)	(3)	(3)
New England	+2	-11	+13	12	2,611							
Middle Atlantic	0	-11	+10	22	8,154							
East North Central	-3	-14	+14	25	8,706							
West North Central	-2	-15	+8	19	5,570							
South Atlantic	+4	-18	+13	29	6,224							
East South Central	-2	-15	+10	13	2,859							
West South Central	+3	-14	+12	32	7,581							
Mountain	+1	-18	+13	12	2,429							
Pacific	+7	-14	+16	25	8,515	(3)	(3)	(3)	(3)	(3)	(3)	(3)
Dry goods	-13	-34	-1	171	25,458	-20	+3	139	62,079	301	311	188
New England	-5	-22	-3	8	677	-16	-8	8	955	141	160	119
Middle Atlantic	-19	-28	+2	42	5,411	-23	+1	31	8,589	277	264	175
East North Central	-24	-37	-9	16	2,679	-26	+1	16	6,287	235	242	147
West North Central	-17	-36	-1	26	7,438	-18	+7	24	27,959	380	386	226
South Atlantic	-11	-38	+3	23	2,814	-19	+1	17	5,565	221	248	142
East South Central	-8	-34	+1	15	1,344	-14	-5	9	2,276	241	242	164
West South Central	-8	-40	-4	13	1,484	-23	+2	13	4,093	276	328	163
Mountain	-19	-27	+6	5	314	+12	-6	4	999	356	255	283
Pacific	+18	-33	-1	23	3,297	-19	-3	17	5,356	330	375	227
Farm supplies	+10	+6	+13	20	3,249	+23	+8	10	1,179	82	65	67
Fresh fruits and vegetables	+19	+6	+5	62	6,071	+36	+3	43	1,197	29	25	30
New England	+19	0	+4	7	380	-6	-12	6	29	11	14	12
Middle Atlantic	+23	+2	+3	18	1,219	-2	-11	10	50	9	12	10
East North Central	+22	+4	+3	14	1,343	+29	-5	8	168	34	29	37
West North Central	+29	+22	+6	7	832	+2	-21	7	232	28	35	43
South Atlantic	+12	+19	+19	6	450	+22	-31	5	94	22	21	39
East South Central	-2	+11	-7	7	741	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central												
Pacific	+25	-3	+11	5	1,106	+66	+14	4	294	28	21	24

See footnotes at end of table.

WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales: Percent change Dec. 1951 from Dec. 1950	Sales: Percent change Dec. 1951 from Nov. 1951	Sales: Percent change 12 mos. 1951 from 12 mos. 1950[2]	Sales: December 1951 panel: Number of establishments reporting	Sales: December 1951 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Dec. 1951 from Dec. 1950	Inventory, end-of-month (at cost): Percent change Dec. 1951 from Nov. 1951	Inventory, end-of-month (at cost): December 1951 panel: Number of establishments reporting	Inventory, end-of-month (at cost): December 1951 panel: Reported dollar values (add 000)	Stock-sales ratios[1]: Dec. 1951	Stock-sales ratios[1]: Dec. 1950	Stock-sales ratios[1]: Nov. 1951
Groceries, total	-4	-10	+5	866	$130,623	0	-2	698	$154,451	151	145	138
Nonaffiliated full-line wholesalers[4]	-6	-12	+4	560	51,750	0	-3	472	68,328	159	149	144
New England	+2	+2	-4	7	1,529	-9	+3	4	2,447	184	212	183
Middle Atlantic	-7	-11	+2	16	1,805	-3	-1	9	1,782	139	144	126
East North Central	-5	-10	+4	137	10,946	+4	-2	128	16,159	168	156	154
West North Central	-5	-14	+4	61	5,393	-5	-5	51	7,404	162	162	148
South Atlantic	0	-14	+7	61	6,692	+3	-1	38	7,257	153	149	133
East South Central	-8	-7	+3	42	4,275	-7	0	32	4,684	145	140	136
West South Central	-12	-17	+5	114	11,567	-6	-11	91	13,519	152	140	139
Mountain	-11	-23	+5	25	2,030	-1	-7	24	3,382	173	156	143
Pacific	-3	-6	+4	97	7,513	+13	+6	95	11,694	158	135	140
Voluntary-group wholesalers	-3	-9	+5	190	54,620	-5	-2	150	60,797	142	147	134
New England	-8	-4	+4	10	3,492	+9	+1	7	1,991	130	126	119
Middle Atlantic	-14	-10	+3	39	13,730	-3	+5	27	16,421	158	139	135
East North Central	-3	-14	+11	29	8,016	-11	-6	23	6,114	124	139	115
West North Central	+5	-3	-4	69	17,247	-7	-2	69	24,945	145	163	143
South Atlantic	-1	-16	+9	11	2,406	+4	-9	6	1,568	113	111	105
Pacific	+2	-15	+11	18	4,664	+9	-5	4	2,703	129	120	122
Retailer-cooperative warehouses	+5	-9	+11	19	8,172	-2	-1	13	5,443	148	148	105
Specialty lines wholesalers	-5	-5	+6	97	16,081	+16	0	63	19,883	152	127	149
New England	+15	+15	+10	4	102	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-11	-5	+4	27	4,035	-2	-6	19	3,938	116	102	120
East North Central	-12	-10	0	10	716	+4	+9	5	224	76	81	66
South Atlantic	-6	-11	+11	22	2,148	+21	+3	15	2,618	142	115	125
East South Central	0	-9	+9	6	708	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+5	-21	+8	5	315	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+12	-4	+27	4	732	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-2	-1	+3	16	7,238	+23	0	12	11,867	195	159	201
Leather and shoe findings	-8	-21	+6	27	383	-3	+1	13	915	529	473	385
Middle Atlantic	-16	-25	+4	5	27	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-15	-29	+1	6	75	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-15	-26	-6	4	29	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	-12	+10	6	204	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-2	-5	+17	38	22,386	+4	+4	33	9,001	51	48	48
Middle Atlantic	+2	-2	+18	10	4,257	+3	-11	10	1,993	47	47	52
East North Central	-6	-8	+15	13	9,231	+3	+16	12	5,063	58	53	46
Pacific	+13	+12	+28	5	4,794	-11	-37	4	671	24	35	39
Paper and its products	-11	-17	+19	61	8,096	+14	-3	38	8,218	142	107	124
New England	-10	-7	+19	4	279	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-13	-21	+25	19	2,295	+14	+4	10	1,418	110	76	86
East North Central	-16	-21	+16	18	3,090	+16	-3	12	2,902	113	80	93
West North Central	-14	-19	+14	4	266	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-5	-18	+21	6	709	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	+5	+16	6	1,043	+6	-9	6	2,136	205	191	237
Petroleum	-5	+9	+9	28	6,348	-8	-9	28	4,635	73	76	88
Shoes and other footwear	+4	-13	+16	35	21,870	+20	+4	30	75,268	347	303	292
Tobacco products	-1	+7	+4	260	39,674	+7	-9	152	15,811	59	54	68
New England	-3	+8	+1	32	3,063	+15	+9	12	660	54	44	49
Middle Atlantic	-4	+13	+3	50	12,908	+15	-8	33	6,992	68	57	83
East North Central	-4	+8	+4	62	7,832	-8	-15	35	2,070	52	52	64
West North Central	+9	+10	+6	35	4,382	+7	-14	24	2,046	55	58	72
South Atlantic	+4	-9	+7	23	4,895	+3	-8	18	2,165	53	52	51
East South Central	+12	-4	+9	12	1,297	+5	-5	8	549	54	59	53
West South Central	0	+5	0	23	2,060	+9	-14	9	452	42	39	52
Mountain	-7	+11	+10	6	642	+8	-10	5	461	74	63	91
Pacific	+1	+10	+4	17	2,595	-7	-5	8	416	54	56	60
Wines and spirits[5]	-11	+44	+1	284	131,490	+22	-15	232	125,415	115	83	198
New England	-21	+23	+4	24	6,547	+5	-14	15	4,213	118	85	163
Middle Atlantic	-15	+73	0	45	43,115	+16	-20	40	32,898	96	68	224
East North Central	-16	+32	+4	44	16,692	+21	-17	35	17,724	120	84	191
West North Central	-12	+12	-10	31	9,202	+4	-9	26	9,842	144	125	190
South Atlantic	-2	+44	+4	42	15,146	+25	-18	39	15,005	105	82	185
East South Central	+20	+51	+4	14	4,904	+23	-9	11	4,379	110	105	180
West South Central	-9	+30	+1	42	16,985	+55	-4	34	18,715	121	70	161
Mountain	0	+33	+5	11	2,469	+6	-11	11	2,425	98	93	146
Pacific	-9	+41	+3	31	16,430	+26	-13	21	20,214	153	110	252
Miscellaneous	-2	-2	+12	40	7,833	+22	+6	30	8,052	146	115	137

x Insufficient data to show separately.

[1] 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.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] To be published in the December issue of Trends in the Drug Trade.

[4] Not affiliated with voluntary or cooperative groups.

[5] 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.

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

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 Central - East South Central and West South Central combined.
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.)