

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

JANUARY 1952

FOR RELEASE
MARCH 5, 1952

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 4,122 wholesale establishments in various lines of business. Attention is invited to the fact that beginning with this edition the base period for the index in the chart shown below is being changed from 1939 to 1948 - the year covered by the latest Census of Business recently completed.

SALES

Sales of wholesalers during January 1952 dropped 6 percent below the level of the previous month. Compared with January a year ago, however, sales showed an even larger decline, 15 percent.

Regionally, only the West North Central division, up 2 percent, noted a gain over December sales. All other geographic divisions followed the national trend with sales below the previous month as well as under January a year ago. The Middle Atlantic region, down 17 percent from December and 20 percent below January 1951 sales, experienced the heaviest declines.

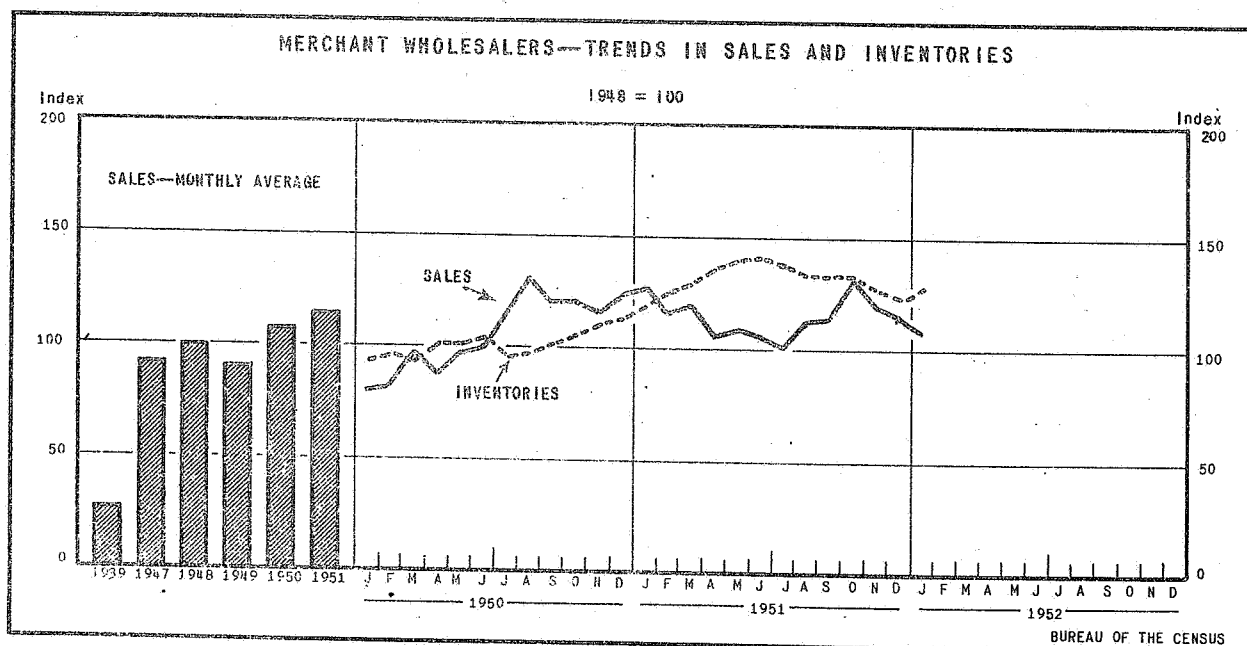
Most trades covered in this report indicated gains over the previous month, with dry goods wholesalers reporting the principal increase, 31 percent. However, 13 trades experienced sales declines, substantial decreases being noted in jewelry (58%), wines and spirits (43%) and the electrical group (20%). Compared with January a year ago, most trades indicated lower sales, with electrical appliances and specialties showing the sharpest drop, 48 percent. Fresh fruits and vegetables, with an increase of 22 percent, led the 11 trades reporting increases over January sales a year ago.

INVENTORIES

Wholesale inventories (at cost) rose 2 percent above the December stock level and were 9 percent higher than stocks on hand January 31, 1951. All but two regions--New England and Middle Atlantic--indicated small gains over the previous month. While the West North Central region showed a slight (1%) decline, all other regions reported inventory gains of 4 to 17 percent over a year ago. Based on the reports of the 3,147 establishments submitting inventories in conjunction with sales, the January stock-sales ratio of 176 was 15 points higher than the previous month and 39 points over January 1951.

RETAIL

January sales of large retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 25 percent under December and 13 percent below January of last year.



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

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1952

(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		January 1952 panel		Percent change		January 1952 panel		Jan. 1952	Jan. 1951	Dec. 1951
	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	-3	+15	879	\$156,033	-3	0	701	\$156,571	130	129	148
Nonaffiliated full-line wholesalers ²	-2	+18	567	64,024	-5	0	477	70,162	132	136	155
New England.....	-18	-3	7	1,486	-22	-12	5	2,183	165	171	180
Middle Atlantic.....	-11	+6	14	1,377	-8	+5	7	1,271	157	171	156
East North Central.....	-2	+21	145	14,759	-4	+1	135	17,309	131	134	158
West North Central.....	0	+9	65	6,740	-10	-1	55	8,095	142	158	152
South Atlantic.....	+6	+25	62	8,577	-6	-2	40	7,435	120	136	153
East South Central.....	-4	+13	41	4,813	-7	+7	31	4,947	136	137	145
West South Central.....	0	+23	108	14,567	-3	+6	84	14,479	130	135	150
Mountain.....	-5	+28	27	2,883	+2	+3	25	3,721	138	129	172
Pacific.....	-8	+14	98	8,822	-1	-8	95	10,722	128	118	158
Voluntary-group wholesalers.....	-3	+11	203	63,195	-5	0	151	61,531	131	134	146
New England.....	-7	+2	9	3,335	+11	+3	6	1,749	115	109	129
Middle Atlantic.....	-4	+19	42	16,812	-9	-3	29	16,163	134	137	158
East North Central.....	-1	+13	48	12,845	-5	+2	32	9,353	114	126	122
West North Central.....	-5	+1	70	17,575	-7	-2	70	24,631	140	144	145
South Atlantic.....	-1	+23	11	2,863	+5	+13	6	1,775	104	98	113
Pacific.....	0	+28	18	5,981	+6	-5	4	2,564	111	104	129
Retailer-cooperative warehouses.....	+2	+17	22	10,369	+2	0	16	6,267	111	110	144
Specialty line wholesalers.....	-10	+18	87	18,445	+18	-3	57	18,611	125	97	150
New England.....	+17	+30	4	133	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-10	+40	22	5,332	+9	+5	14	3,711	79	65	111
East North Central.....	+4	+29	11	1,030	+4	-1	6	320	73	75	86
South Atlantic.....	0	+17	19	2,108	+32	-3	12	2,040	111	86	132
East South Central.....	+3	+23	5	712	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-11	+6	5	335	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+2	+38	4	1,008	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+17	+4	14	7,509	+15	-8	11	10,861	188	138	195
Leather and shoe findings.....	-23	-2	29	416	+4	+11	15	1,102	475	355	484
Middle Atlantic.....	-13	+14	7	48	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-20	-4	5	70	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-32	-14	5	49	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-23	-6	6	192	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	+2	+5	42	26,380	-1	+8	37	10,680	49	52	48
Middle Atlantic.....	-1	+2	11	4,652	-15	-4	11	2,056	44	52	47
East North Central.....	-1	+13	13	10,429	-3	+5	12	5,335	54	55	58
South Central.....	+14	-16	4	3,033	+20	+17	4	1,974	65	62	62
Pacific.....	+18	+16	5	5,331	+18	+44	4	965	28	30	24
Paper and its products.....	-13	+14	62	9,740	+20	+3	39	8,987	130	95	143
New England.....	-10	+5	5	316	+9	+4	4	374	182	165	221
Middle Atlantic.....	-9	+34	18	3,299	+38	+6	10	1,929	102	69	123
East North Central.....	-16	+16	19	3,664	+16	+5	13	3,364	103	75	114
West North Central.....	-24	+16	4	308	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	+16	6	820	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	-27	6	905	+12	-2	5	1,761	254	196	199
Petroleum.....	+5	+4	28	6,576	-5	+8	28	5,019	76	84	73
Shoes and other footwear.....	-5	+29	35	28,336	+18	+1	31	76,406	273	221	347
Tobacco products.....	+4	-11	279	38,817	+6	+3	167	17,880	68	67	60
New England.....	+2	-18	34	2,742	+9	-7	12	567	55	53	53
Middle Atlantic.....	+1	-15	57	12,994	+10	+3	36	7,989	82	75	68
East North Central.....	+2	-9	68	7,726	+3	+8	44	2,902	62	62	53
West North Central.....	+8	-14	37	3,703	+7	0	25	1,977	65	66	55
South Atlantic.....	+10	+2	25	5,114	+2	+5	19	2,370	56	61	55
East South Central.....	+13	0	11	1,480	+6	-1	7	599	49	53	50
West South Central.....	+10	+2	24	2,195	+15	+11	11	641	55	52	51
Mountain.....	-3	-17	8	778	-26	-10	7	488	64	84	59
Pacific.....	-3	-14	15	2,085	-9	+2	6	347	64	62	57
Wines and spirits ³	-26	-43	288	80,328	0	-6	230	119,061	192	142	115
New England.....	-26	-41	25	4,010	-12	-12	17	4,470	172	167	120
Middle Atlantic.....	-42	-57	47	21,035	-9	-7	41	33,184	231	141	100
East North Central.....	-25	-32	46	11,491	-3	-10	33	15,834	162	128	121
West North Central.....	-20	-23	28	6,184	-1	-3	24	8,661	194	157	150
South Atlantic.....	-12	-29	41	11,713	-10	+2	39	15,079	144	139	99
East South Central.....	-11	-46	16	2,938	+11	+5	13	4,986	202	162	105
West South Central.....	+5	-47	36	8,019	+28	-11	30	14,744	197	163	118
Mountain.....	-16	-22	12	2,388	+17	+11	12	3,349	140	100	99
Pacific.....	-27	-39	37	12,530	+13	-8	21	18,754	236	141	151
Miscellaneous.....	-3	+14	39	8,938	+14	-1	29	7,938	123	102	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 Not affiliated with voluntary or cooperative groups.³ 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., Mi., N.C., S.C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

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

Pacific (Calif., Oreg., Wash.)

MONTHLY

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FEBRUARY 1952

FOR RELEASE
APRIL 3, 1952

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 4,308 wholesale establishments in various lines of business.

SALES

February sales of wholesalers remained at practically the same level as a month earlier but dropped 8 percent below sales a year ago. Cumulative sales for the first two months of 1952 were down 12 percent under the corresponding period of 1951.

Regionally, declines of 1 to 5 percent below January sales were indicated in most geographic divisions. However, small gains were reported by the Mountain (2%) and West North Central (7%) regions, while the West South Central area showed no change from the previous month. Compared with a year ago, all divisions reported lower sales, the largest drop (12%) being experienced in the Middle Atlantic region.

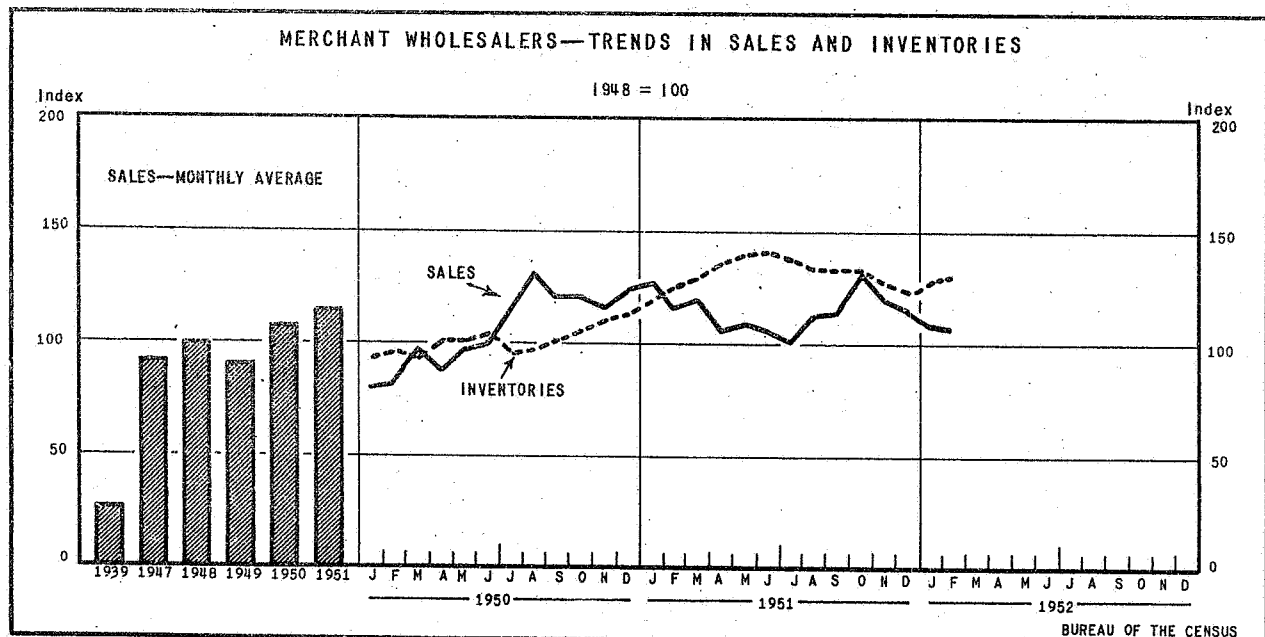
Of the 37 kinds of business covered in this report, 20 reflected sales declines below January, the heaviest decrease (24%) being reported by the coal trade. Automotive supplies and plumbing and heating supplies showed no change from their January sales levels, while farm supplies, with an increase of 65 percent, and jewelry, up 43 percent, led the 15 trades reporting increased sales over the previous month. Most trades indicated lower sales than a year ago. Electrical appliances and specialties, down 33 percent, experienced the sharpest decline below February 1951 sales, while farm supplies reported the largest increase, 27 percent.

INVENTORIES

Inventories of wholesalers (valued at cost) at the end of February showed no change from the January level, but rose 3 percent above stocks on hand a year ago. Most regions reported small inventory gains over the previous month, the largest increase (5%) being noted in the Mountain division. While the Middle Atlantic and West North Central regions reported declines of 6 and 3 percent, respectively, all other regions indicated inventories 3 to 15 percent above February a year ago. Based on the reports of 3,292 establishments submitting inventories in conjunction with sales, the February stock-sales ratio of 177 was slightly (1 point) higher than the previous month and 19 points over February 1951.

RETAIL

February sales of large retail stores, as presented in the Bureau's Monthly Retail Trade Report, were down 2 percent from January and 6 percent below a year ago. Cumulative sales for the first two months of 1952 were 10 percent under the corresponding period of last year.



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WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1952

(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		March 1952 panel			Percent change		March 1952 panel		Mar. 1952	Mar. 1951	Feb. 1952
	March 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	March 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Mar. 1951	Feb. 1952			Mar. 1951	Feb. 1952						
United States, total.....	-10	+2	-11	4,281	\$791,329	-1	+2	3,228	\$1,154,822	178	162	177
New England.....	-12	+2	-12	299	74,021	+3	0	176	42,282	165	137	166
Middle Atlantic.....	-10	+3	-14	784	152,232	-7	0	566	175,003	191	148	158
East North Central.....	-10	0	-10	848	144,749	0	+3	682	197,038	199	141	152
West North Central.....	-13	-2	-14	222	101,437	-7	+2	403	169,964	202	187	192
South Atlantic.....	-9	+2	-9	238	89,617	0	+3	425	131,399	174	159	173
East South Central.....	-9	+2	-7	212	34,356	-3	0	162	50,979	177	165	177
West South Central.....	-4	+3	-6	397	72,442	+2	+3	316	116,471	190	178	192
Mountain.....	-12	+3	-11	179	26,293	+1	+2	147	42,651	184	161	187
Pacific.....	-6	+11	-12	491	103,397	-1	+7	361	146,990	183	171	191
Automotive supplies.....	-10	-5	-14	248	16,331	+3	0	190	17,411	313	258	315
New England.....	+3	+6	-15	20	505	+2	-2	8	497	440	367	439
Middle Atlantic.....	-21	-6	-18	51	1,033	+8	-3	46	2,666	304	223	298
East North Central.....	-11	-3	-14	77	3,436	-4	+2	62	6,670	282	259	287
West North Central.....	-14	-9	-12	84	3,931	+6	+1	27	2,335	419	291	397
South Atlantic.....	-5	-5	-16	22	2,586	+8	-11	14	1,444	299	290	350
South Central.....	-4	-8	-19	11	2,043	+22	+10	5	1,237	316	198	301
Mountain.....	-11	-1	-4	26	832	+5	+1	16	1,230	373	299	366
Pacific.....	-10	+2	-12	57	1,965	+8	+2	12	1,332	299	252	291
Electrical group, total.....	-22	+2	-24	692	143,246	+14	+2	620	250,826	187	128	188
Full-line wholesalers.....	-21	+3	-21	439	111,593	+19	+1	433	210,259	190	128	195
New England.....	-21	+3	-21	33	6,776	+23	-3	33	13,888	205	131	217
Middle Atlantic.....	-16	+5	-18	65	19,017	+9	-6	64	31,745	168	130	189
East North Central.....	-18	+1	-17	86	25,374	+25	+4	85	43,268	171	112	167
West North Central.....	-31	-1	-30	43	8,773	+26	+2	43	18,769	214	118	209
South Atlantic.....	-15	+5	-18	62	15,952	+20	+5	60	30,445	197	140	198
East South Central.....	-17	+1	-21	29	5,117	+8	+5	28	10,121	201	156	193
West South Central.....	-12	+12	-22	47	10,883	+18	-1	47	22,957	211	158	235
Mountain.....	-27	+4	-27	20	3,929	+17	0	20	7,760	198	122	205
Pacific.....	-28	+5	-28	54	15,772	+22	+3	53	31,306	200	118	195
Wiring supplies, construction materials distributors.....	-12	-2	-4	144	11,149	+10	+4	102	13,380	155	125	146
New England.....	-3	-11	+4	14	807	+18	+1	5	374	203	134	197
Middle Atlantic.....	-4	+1	-6	34	1,446	+3	+4	21	1,728	148	143	147
East North Central.....	-11	+1	-4	32	3,318	+24	+3	26	4,321	150	111	149
West North Central.....	-24	0	-20	9	880	+2	+2	7	1,050	224	158	204
South Atlantic.....	-20	+1	+1	20	1,873	-3	+5	16	2,126	133	107	125
South Central.....	-5	-11	+10	15	1,645	+14	+6	11	2,119	163	139	135
Mountain.....	+4	-2	+8	5	366	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-18	-2	-18	15	814	0	+5	13	1,330	171	142	159
Appliances and specialties wholesalers.....	-36	-8	-39	109	20,504	-11	+8	85	27,187	181	133	160
New England.....	-51	-5	-46	8	1,378	+10	0	5	1,590	138	57	131
Middle Atlantic.....	-45	-9	-47	22	7,322	-23	+9	12	6,467	209	150	197
East North Central.....	-42	-19	-45	18	2,353	-10	+10	13	3,775	205	123	146
West North Central.....	-32	-6	-34	14	1,222	-27	-2	12	2,949	252	233	244
South Atlantic.....	-24	-6	-26	20	3,333	0	+11	19	4,787	160	121	142
South Central.....	-19	-7	-21	13	1,581	-3	+15	11	2,889	187	158	151
Mountain.....	-29	-9	-23	7	1,007	+19	+9	7	1,724	171	102	143
Pacific.....	-9	+4	-27	7	2,308	-7	-4	6	3,006	135	133	135
Furniture and house furnishings.....	-26	+3	-26	88	15,120	-13	+5	69	22,921	176	147	176
New England.....	-27	-2	-26	5	732	+2	+4	4	1,371	193	137	184
Middle Atlantic.....	-18	+2	-25	16	2,645	-2	+2	12	4,182	201	175	207
East North Central.....	-30	+2	-27	9	2,143	-11	+4	7	3,437	185	141	179
West North Central.....	-36	0	-35	13	2,063	-28	+8	13	4,095	198	176	184
South Atlantic.....	-26	-4	-19	11	916	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-33	-4	-26	14	1,760	+4	+12	14	3,294	187	120	161
Mountain.....	-18	+8	-20	7	1,187	-9	+5	5	1,557	177	160	196
Pacific.....	-22	+14	-25	13	3,674	-20	+1	11	4,330	125	122	142
Hardware.....	-22	+3	-23	165	57,097	+4	+4	137	139,802	288	217	284
Middle Atlantic.....	-22	+5	-22	37	8,697	+10	+5	30	16,933	223	159	221
East North Central.....	-27	0	-29	25	10,791	-2	+4	24	30,011	286	213	276
West North Central.....	-22	0	-23	19	11,147	-2	+1	18	29,451	307	246	308
South Atlantic.....	-18	+4	-18	25	5,251	+16	+2	20	13,313	289	203	283
East South Central.....	-20	-1	-18	16	4,397	+2	+3	14	10,724	271	213	259
West South Central.....	-14	+2	-19	15	5,088	+8	+2	10	8,892	278	227	280
Mountain.....	-22	+13	-21	8	2,282	+15	+5	5	3,438	335	223	344
Pacific.....	-22	+5	-25	17	9,075	+8	+6	13	25,604	329	242	329
Industrial supplies.....	-9	+5	-7	82	10,565	+19	+4	59	16,831	217	171	221
New England.....	-6	+8	-3	7	429	+10	-3	6	1,117	321	283	364
Middle Atlantic.....	+1	+10	-2	20	2,025	+31	+5	13	2,371	172	142	185
East North Central.....	-15	+3	-11	7	1,357	-4	-4	6	1,479	212	176	213
West North Central.....	-32	-11	-20	6	595	+41	+5	4	908	262	137	242
South Atlantic.....	-12	-1	-14	11	992	+15	+3	10	2,260	233	177	224
South Central.....	-5	+8	-3	25	4,514	+26	+9	15	7,422	217	170	222
Pacific.....	-17	-5	-14	6	653	-1	-4	5	1,274	213	182	205
Jewelry.....	-28	-3	-24	141	6,042	-14	+3	75	12,812	315	254	301
New England.....	-25	+8	-24	6	357	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-31	-11	-21	45	1,957	-21	+11	17	3,169	297	236	262
East North Central.....	-31	+4	-29	37	1,629	-4	+1	24	4,261	325	235	327
West North Central.....	-34	-9	-28	15	730	-8	-1	12	2,187	326	231	299
South Atlantic.....	-19	+8	-18	5	229	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+10	0	-7	5	112	-13	-2	4	281	270	355	273
Pacific.....	-18	+1	-24	25	1,016	-24	+5	14	2,424	321	339	316

See footnotes at end of table.

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MARCH 1952

(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		March 1952 panel			Percent change		March 1952 panel		Mar. 1952	Mar. 1951	Feb. 1952
	March 1952 from--		3 mo. 1952 from 3 mo. 1951	Number of estab- lishments report- ing	Reported dollar values (add 000)	March 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Mar. 1951	Feb. 1952				Mar. 1951	Feb. 1952					
Lumber and building materials.....	-22	+7	-17	76	\$11,930	-8	+4	56	\$13,403	196	129	155
Middle Atlantic.....	-7	+13	-2	17	2,824	+15	+8	9	1,218	65	53	68
East North Central.....	-10	+27	-13	10	886	+11	+8	8	1,205	179	143	213
West North Central.....	-35	-2	-32	6	604	+13	+7	4	418	124	73	122
South Atlantic.....	-25	+1	-15	11	1,609	+19	+11	9	1,602	196	129	172
South Central.....	-33	+16	-24	5	839	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-18	+9	-18	7	2,215	+10	+1	6	4,020	190	149	205
Pacific.....	-25	-8	-23	6	1,209	-2	+10	6	1,889	156	120	130
Machinery equipment, supplies (except electrical).....	-10	+6	-3	51	9,383	+23	0	39	17,054	214	148	217
New England.....	-23	+14	-8	5	433	+24	-1	4	1,187	366	214	403
Middle Atlantic.....	-8	0	0	7	1,626	+9	+2	4	1,980	130	109	127
East North Central.....	+14	+26	+23	13	1,927	+8	+2	10	1,977	165	133	171
South Atlantic.....	-6	+7	-16	8	899	+11	+4	6	2,300	273	233	283
South Central.....	-43	-15	-21	6	1,515	+58	+3	5	6,266	418	150	341
Pacific.....	+15	+22	+20	8	1,508	-6	-11	6	1,765	158	222	221
Metals.....	+2	+10	-2	42	14,252	+25	+5	38	19,819	142	117	149
Paints and varnishes.....	-13	+13	-16	49	5,725	+1	+5	45	18,180	324	277	348
Plumbing and heating supplies.....	-23	-2	-18	135	16,385	-9	+2	111	33,176	229	192	221
New England.....	-15	+3	-22	8	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-26	-2	-18	32	2,301	+4	+1	25	4,462	223	163	216
East North Central.....	-18	+1	-22	15	1,274	+2	+3	13	3,647	323	259	317
West North Central.....	-33	-3	-39	15	1,162	-8	+2	13	3,209	297	220	283
South Atlantic.....	-24	-1	-17	38	7,469	-11	-1	38	15,216	204	174	202
East South Central.....	-11	+6	0	11	2,022	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-25	-4	-19	5	1,040	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	-22	+7	-21	56	1,648	+7	+2	45	4,287	329	242	352
Middle Atlantic.....	-16	+16	-17	15	592	0	+1	12	1,369	304	261	347
East North Central.....	-18	-3	-23	8	135	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	+11	-19	20	481	+19	+1	20	1,502	312	225	343
South Central.....	-14	-14	-4	4	152	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-47	-3	-36	6	120	+23	+10	5	457	551	225	436
Surgical, medical, equipment, supplies.....	-14	-7	-12	35	4,967	-6	+5	30	6,593	142	128	125
Middle Atlantic.....	-2	-4	+1	5	830	-10	+13	4	743	99	107	82
East North Central.....	-14	-5	-20	11	2,286	-5	+9	10	2,779	129	115	113
South Atlantic.....	-23	-6	-13	6	618	-16	-4	5	824	137	126	134
South Central.....	-27	-27	-6	4	426	+7	+5	4	761	179	122	124
Beer.....	-2	+4	+7	40	1,620	+19	+4	35	919	64	52	64
Middle Atlantic.....	-14	-2	+7	8	341	+36	+29	7	150	45	28	34
East North Central.....	-1	+6	+5	13	511	+25	-7	12	270	55	44	62
West North Central.....	+12	-7	+19	5	110	+3	+16	4	67	129	141	105
South Atlantic.....	+3	+12	+6	5	351	+10	+10	4	188	63	58	65
Pacific.....	0	-3	+8	4	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial.....	-22	-5	-19	15	2,429	+7	+5	9	1,655	81	59	72
Clothing and furnishings (except shoes).....	-15	-9	-23	19	2,760	-10	+6	14	3,674	187	175	166
Coal.....	-8	-10	+3	19	3,695	0	-19	17	2,727	76	70	85
Confectionery.....	+6	+5	+8	40	1,406	+18	-1	23	1,008	114	102	119
Middle Atlantic.....	-2	+8	+4	9	414	+9	-3	6	270	98	84	103
East North Central.....	0	-10	+7	4	71	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+2	+10	+1	10	264	-4	-7	6	249	126	138	152
South Central.....	+10	+2	+19	11	435	+65	+7	5	260	104	76	95
Dairy and poultry products.....	+4	+1	+4	22	3,948	-28	+3	14	793	23	35	23
Drugs and sundries (liquor excluded).....	-1	0	+4	207	64,404	+3	+4	167	96,041	184	175	176
New England.....	-2	+8	-1	14	3,115	+5	+2	12	4,572	177	164	187
Middle Atlantic.....	-2	+1	+2	26	10,759	0	+3	19	11,259	166	162	163
East North Central.....	-2	0	+4	28	10,940	-1	+4	21	13,481	160	157	154
West North Central.....	-2	-4	+3	19	6,411	+4	+4	17	10,067	183	173	168
South Atlantic.....	+5	+2	+9	32	8,313	+3	+4	24	11,149	180	178	175
East South Central.....	-4	-1	+3	16	3,851	+6	+2	12	5,992	193	173	185
West South Central.....	-1	-4	+5	33	8,676	+6	+3	28	16,174	222	206	207
Mountain.....	-1	-3	+7	12	2,137	+4	+8	10	4,672	230	218	208
Pacific.....	-3	+2	+2	26	10,202	+6	+9	24	18,675	184	169	173
Dry goods.....	-18	-1	-21	170	37,338	-24	+1	136	66,889	217	231	215
New England.....	-27	+14	-28	5	469	-33	+3	5	794	169	184	187
Middle Atlantic.....	-30	-3	-31	44	6,286	-31	0	31	8,305	243	226	247
East North Central.....	-10	+8	-16	16	4,325	-31	+1	16	6,523	151	196	161
West North Central.....	-19	-2	-21	18	13,076	-22	+1	17	30,474	233	243	227
South Atlantic.....	-12	+1	-17	25	4,221	-22	+3	19	7,807	208	235	202
East South Central.....	-19	-6	-13	13	1,358	-16	+2	8	2,672	263	259	238
West South Central.....	-18	-2	-17	21	2,618	-31	0	21	5,036	192	229	188
Mountain.....	-18	-2	-20	6	442	-21	+7	5	1,295	317	329	298
Pacific.....	-4	-2	-15	22	4,543	-15	+2	14	3,983	234	201	222
Farm supplies.....	-8	+1	+3	17	6,620	-26	-25	8	572	35	57	50
Fresh fruits and vegetables.....	+2	+4	+12	67	5,560	-3	-6	44	1,270	35	35	39
New England.....	0	+11	+6	8	312	-23	+5	7	61	29	39	33
Middle Atlantic.....	+12	+2	+18	19	1,326	+40	-4	12	270	35	26	38
East North Central.....	+8	+2	+17	14	1,432	+17	-6	6	49	17	13	17
West North Central.....	+13	+13	+15	7	648	-21	-13	7	211	33	47	42
South Atlantic.....	-4	+4	+7	5	262	+13	-7	4	51	22	18	25
South Central.....	-16	-4	+4	6	437	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-11	+5	+1	5	1,086	+27	-14	4	206	20	14	24

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION.

MARCH 1952

(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		March 1952 panel			Percent change		March 1952 panel		Mar. 1952	Mar. 1951	Feb. 1952
	March 1952 from==		3 mo. 1952 from 3 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	March 1952 from==		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Mar. 1951	Feb. 1952				Mar. 1951	Feb. 1952					
Groceries, total.....	+5	+1	+2	899	\$144,147	-7	+3	713	\$167,771	148	166	146
Nonaffiliated full-line wholesalers ³	+2	0	+1	575	99,411	-7	+3	409	74,428	149	163	145
New England.....	-7	+10	-6	7	1,220	-19	+4	5	2,577	241	275	205
Middle Atlantic.....	+5	+4	0	17	1,644	-5	+4	10	2,029	186	205	187
East North Central.....	+6	-1	+4	146	13,773	-8	0	127	18,263	147	168	146
West North Central.....	-5	+1	-2	63	5,940	-9	+2	54	8,158	157	164	154
South Atlantic.....	0	+2	+3	63	7,381	-6	+3	43	7,465	141	154	143
East South Central.....	-2	+5	-2	44	5,089	-7	-3	34	5,273	134	136	145
West South Central.....	+1	-1	+2	110	13,571	-4	+2	88	15,288	143	151	138
Mountain.....	-2	0	-2	27	2,521	-12	+3	25	3,757	159	177	165
Pacific.....	+8	+3	-1	98	8,272	-6	+19	95	11,618	147	168	128
Voluntary-group wholesalers.....	+5	-2	+2	209	58,022	-8	+4	164	68,929	153	173	145
New England.....	+9	-4	-4	11	3,314	-4	-2	8	2,201	128	159	132
Middle Atlantic.....	+3	0	0	44	14,162	-14	+1	30	16,727	161	186	161
East North Central.....	+13	0	+6	48	11,730	-9	0	34	9,921	126	158	127
West North Central.....	-1	-8	0	70	16,473	-6	+8	70	28,358	172	182	147
South Atlantic.....	0	-4	+1	13	2,821	-1	0	7	2,051	132	137	126
Pacific.....	+4	-4	+5	4	2,374	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses.....	+14	+11	+8	21	10,351	-4	-1	15	6,097	119	139	122
Specialty lines wholesalers.....	+14	+14	-1	94	16,363	-2	-3	65	18,317	140	164	166
New England.....	+15	-4	+16	4	93	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+10	+6	-3	24	3,882	+7	-9	13	3,754	122	126	141
East North Central.....	-3	-1	-4	11	800	+6	-3	7	307	71	69	74
South Atlantic.....	+2	+6	+2	17	1,788	+17	-7	12	1,792	111	96	126
East South Central.....	+13	+3	+10	5	614	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-7	+2	-8	5	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+17	-9	+10	4	974	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+24	+32	-4	21	7,893	-8	+1	18	10,726	170	230	227
Leather and shoe findings.....	-11	+6	-15	29	528	-4	+1	16	1,202	417	378	417
Middle Atlantic.....	-2	+6	-3	7	50	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-1	+25	-10	5	89	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-8	+6	-15	4	57	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	0	-17	7	270	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-7	-3	-1	42	23,539	+3	+2	37	11,224	60	55	57
Middle Atlantic.....	-6	-6	-3	11	3,945	-3	+4	11	2,338	59	57	54
East North Central.....	-7	-6	-1	13	8,783	+2	+7	12	5,663	68	63	60
Pacific.....	-10	-14	+8	5	4,163	+19	+6	4	948	38	33	33
Paper and its products.....	-15	+2	-13	65	9,470	+22	+4	42	9,919	149	105	144
New England.....	-9	+14	-9	5	323	+9	+5	4	394	224	211	231
Middle Atlantic.....	-12	+4	-10	18	3,038	+41	+3	11	2,165	118	74	112
East North Central.....	-17	+4	-16	18	3,596	+23	+8	13	3,482	116	78	112
West North Central.....	-16	-4	-17	4	286	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-24	-1	-15	6	746	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-11	-7	-6	4	408	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-15	-6	-10	7	1,045	+7	-3	6	2,091	257	214	248
Petroleum.....	-9	-9	+1	28	5,862	-17	+3	28	4,799	82	90	72
Shoes and other footwear.....	-12	-9	-5	36	30,956	+14	-4	32	71,398	234	179	220
Tobacco products.....	0	+2	+3	291	39,169	+5	+1	168	16,895	66	62	67
New England.....	-1	-1	+3	37	3,044	+13	+4	15	916	69	60	64
Middle Atlantic.....	-2	+5	+1	59	12,968	+11	0	37	7,295	75	66	78
East North Central.....	-1	+1	+2	70	7,972	+4	+7	40	2,820	65	60	61
West North Central.....	+1	-3	+5	40	4,661	-8	-10	27	2,112	59	65	63
South Atlantic.....	+5	+5	+7	26	4,821	+1	+2	20	2,331	59	61	61
East South Central.....	+13	+6	+16	13	1,258	+9	+4	8	461	48	50	47
West South Central.....	+1	-2	+8	22	2,036	+1	+8	9	474	47	48	41
Mountain.....	-1	+3	-6	6	164	-4	+1	5	103	68	70	69
Pacific.....	-1	+8	-3	18	2,245	-6	+5	7	383	55	63	75
Wines and spirits ⁴	+10	+14	-12	266	85,227	-23	+4	218	113,296	162	231	177
New England.....	+3	+12	-15	22	4,255	-16	+3	16	3,369	136	156	137
Middle Atlantic.....	+2	+11	-23	45	25,555	-28	+1	40	30,945	152	217	170
East North Central.....	-1	+1	-15	45	10,237	-20	+1	33	14,318	160	200	163
West North Central.....	+19	+4	-12	29	6,100	-23	-4	23	8,422	225	339	229
South Atlantic.....	+15	+4	-1	41	11,759	-16	+7	33	16,654	147	205	143
East South Central.....	+13	+10	+1	15	3,120	+4	0	12	5,547	215	231	240
West South Central.....	+18	+6	+10	35	9,671	-21	+2	23	14,881	169	250	176
Mountain.....	+14	+15	-6	11	2,300	-20	-2	10	2,904	129	191	152
Pacific.....	+32	+79	-12	23	12,330	-30	+20	16	16,256	169	345	257
Miscellaneous.....	-6	-9	+2	44	8,782	+15	+6	31	8,610	145	112	123

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., Neb., 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

APRIL 1952

FOR RELEASE
JUNE 4, 1952

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 4,383 wholesale establishments in various lines of business.

SALES

April dollar sales of wholesalers rose slightly (1%) over the level of the previous month and indicated a 4 percent increase over sales a year ago. Cumulative sales for the first four months of 1952, however, lagged 8 percent behind the comparable period of 1951.

Regionally, small gains over March sales were experienced by most geographic divisions, with the largest increase, 7 percent, being reflected in New England. The West North Central and West South Central regions reported practically no change from the previous month, but the Pacific region, down 3 percent, showed the only decline below March sales. Compared with a year ago, gains varying from 2 to 9 percent, were experienced by all but two divisions--the West North Central and Mountain, which indicated declines of 1 and 2 percent, respectively.

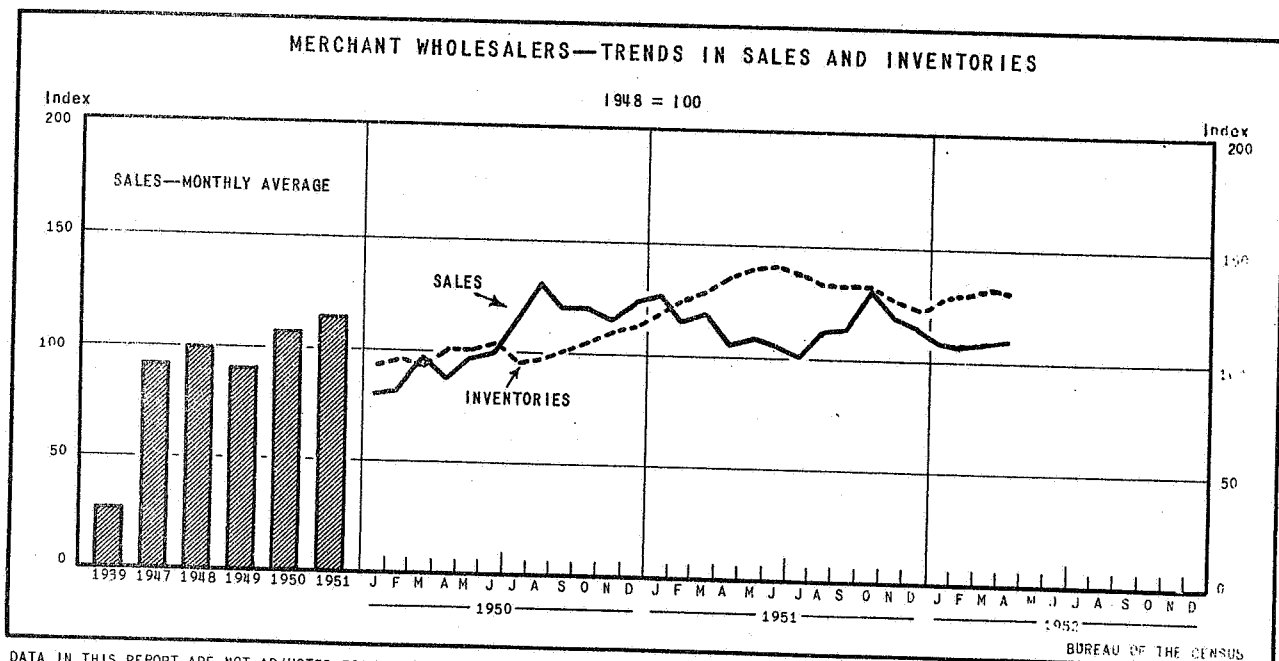
Most trades covered in this survey reflected sales above March levels, as well as over sales a year ago. Beer, with an increase of 17 percent, showed the largest gain over the previous month, while the heaviest decline, 20 percent, was reported in farm supplies. Compared with a year ago, shoes and other footwear and wines and spirits shared the most substantial sales increase, 20 percent, while industrial chemicals, down 26 percent, indicated the sharpest drop. With the exception of the metals trade, all durable goods trades indicated cumulative sales for the first 4 months of 1952 lower than a year ago. However, most non-durable goods trades reported moderate increases over this same period.

INVENTORIES

Wholesalers' inventories (valued at cost) dipped slightly (1%) below the March 31 stock level and were down 6 percent below stocks on hand at the end of April last year. Regionally, inventory changes from the previous month varied only slightly from the national trend. Compared with a year ago, however, stock declines ranged from 1 percent in the Mountain region to 12 percent in the Middle Atlantic and West North Central regions. Based on the reports of 3,373 wholesale establishments submitting inventories in conjunction with sales, the April stock-sales ratio of 173 was 4 points lower than that reported for March and 18 points below April 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that April sales of large retail stores were 6 percent above March and 5 percent over a year ago.



APRIL 1952

(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		April 1952 panel			Percent change, April 1952 from--		April 1952 panel		Apr. 1952	Apr. 1951	Mar. 1952
	April 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1952 from--	Number of estab- lishments report- ing	Reported dollar values (add 000)					
	Apr. 1951	Mar. 1952										
United States, total ³	+4	+1	-8	4,383	\$814,731	-6	-1	3,373	\$1,161,811	173	191	177
New England.....	+5	+7	-8	262	36,025	-2	0	180	42,010	159	167	163
Middle Atlantic.....	+2	+2	-10	792	160,104	-12	-2	586	180,226	144	165	151
East North Central.....	+2	+2	-7	857	147,914	-4	-2	692	191,330	151	160	159
West North Central.....	-1	0	-11	534	104,379	-12	-1	409	165,876	192	216	198
South Atlantic.....	+7	+2	-4	546	92,352	-6	-1	426	129,678	168	191	173
East South Central.....	+8	+2	-5	202	34,053	-11	-4	156	49,159	168	204	179
West South Central.....	+9	0	-2	402	72,466	-2	0	315	115,617	191	213	189
Mountain.....	-2	+2	-8	184	27,315	-1	+1	153	43,445	180	182	182
Pacific.....	+3	-3	-8	554	108,843	-6	-1	406	160,274	191	209	187
Automotive supplies.....	+5	+15	-10	266	19,461	+3	+2	208	19,795	255	268	307
New England.....	+4	+21	-10	21	639	-14	-4	8	482	275	287	375
Middle Atlantic.....	-10	+11	-16	50	1,103	+6	-3	47	2,811	282	238	318
East North Central.....	+21	+39	-6	70	4,160	-2	+4	55	6,180	203	280	294
West North Central.....	-1	+14	-10	86	4,865	+10	+4	28	2,949	295	255	323
South Atlantic.....	+11	+4	-11	24	2,792	+1	-1	17	1,750	317	317	292
South Central.....	+19	+9	-12	14	2,157	+32	-2	7	821	232	171	265
Mountain.....	-11	+1	-6	26	839	+4	-1	16	1,213	321	311	373
Pacific.....	-3	+9	-11	75	2,906	+3	+4	30	3,589	283	275	301
Electrical group, total.....	-8	-1	-20	707	144,360	-2	0	628	256,530	189	178	187
Full-line wholesalers.....	-8	-1	-18	441	111,865	+1	0	434	211,450	191	174	190
New England.....	-11	-5	-19	33	6,429	+4	0	33	13,839	215	184	205
Middle Atlantic.....	-13	-7	-17	62	17,589	-10	+1	61	31,979	183	179	168
East North Central.....	-11	-3	-16	89	25,686	+8	-1	88	44,644	174	144	171
West North Central.....	-18	+2	-28	43	8,980	+3	0	42	18,515	208	165	214
South Atlantic.....	+1	0	-14	63	16,087	+2	-1	61	30,429	195	194	198
East South Central.....	+17	+12	-13	29	5,722	-6	+1	28	10,205	182	228	201
West South Central.....	+11	+4	-15	48	11,327	-2	-1	48	22,824	202	227	211
Mountain.....	-6	+4	-22	19	3,901	+2	-1	19	7,293	187	172	196
Pacific.....	-12	+2	-24	55	16,144	+10	0	54	31,722	198	159	200
Wiring supplies, construction materials distributors.....	0	+4	-3	147	11,868	+2	-1	104	13,558	151	150	159
New England.....	+8	+7	+5	14	860	+6	0	5	374	186	191	203
Middle Atlantic.....	+7	-1	-3	37	1,527	+8	+2	24	2,271	177	178	169
East North Central.....	+3	+3	-2	33	3,756	+15	-4	26	4,226	140	135	153
West North Central.....	-13	+1	-19	11	1,133	-11	0	9	1,375	211	202	223
South Atlantic.....	-16	-1	0	20	1,786	-5	0	16	1,964	129	110	127
South Central.....	+19	+15	+12	12	1,610	-2	-6	8	1,992	135	164	162
Mountain.....	+6	+7	+7	5	391	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	+2	-14	15	805	-13	0	13	1,218	160	182	162
Appliances and specialties wholesalers.....	-14	-7	-34	119	20,627	-20	+2	90	31,522	197	217	179
New England.....	-16	-7	-41	14	1,426	-8	-8	11	1,886	166	150	157
Middle Atlantic.....	-25	-10	-43	27	7,031	-32	0	18	8,665	211	235	203
East North Central.....	-25	-12	-41	18	2,042	-24	-7	13	3,512	221	206	208
West North Central.....	-18	-12	-29	15	2,188	-32	+3	12	4,485	227	284	191
South Atlantic.....	+6	-1	-19	18	3,182	-4	+9	14	4,854	188	193	163
South Central.....	+32	-11	-13	9	1,200	-16	+7	7	2,431	209	334	172
Mountain.....	+1	+3	-17	8	1,215	+18	+8	8	2,278	187	161	177
Pacific.....	+2	-1	-20	10	2,343	-3	+10	7	3,411	154	165	139
Furniture and house furnishings.....	+2	+4	-21	88	15,662	-18	+4	70	24,200	180	220	178
New England.....	0	+12	-21	4	800	-8	-2	4	1,344	168	183	193
Middle Atlantic.....	+23	-1	-16	16	2,629	-9	+2	12	4,276	214	289	201
East North Central.....	+2	+12	-21	10	2,411	-3	+7	8	3,673	174	184	185
West North Central.....	-3	+10	-29	13	2,249	-31	+5	13	4,313	192	270	201
South Atlantic.....	+5	+10	-14	11	1,011	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+3	-1	-20	15	1,894	-18	+1	15	3,747	198	247	194
Mountain.....	-6	+1	-17	7	1,195	-8	+6	5	1,549	179	190	177
Pacific.....	-7	-3	-21	12	3,473	-23	+7	10	4,516	139	167	125
Hardware.....	-6	+6	-19	162	62,472	-3	-3	135	140,581	263	256	285
Middle Atlantic.....	-1	+11	-17	38	9,649	-2	-3	31	16,782	200	205	228
East North Central.....	-7	+4	-24	23	10,609	-5	0	22	28,683	279	274	291
West North Central.....	-16	-1	-21	16	10,689	-4	-5	15	26,388	293	251	302
South Atlantic.....	+7	+11	-13	21	5,119	0	-4	18	11,792	251	269	288
East South Central.....	0	+5	-14	16	4,634	-13	-8	14	9,901	239	272	271
West South Central.....	0	+2	-15	15	5,203	-1	0	9	8,789	281	278	276
Mountain.....	-11	+9	-18	10	2,528	+2	+1	7	3,575	294	280	335
Pacific.....	-5	+9	-20	20	13,558	+2	-1	16	33,648	278	262	305
Industrial supplies.....	-1	+2	-5	81	10,629	+12	-1	60	17,058	206	194	219
New England.....	-11	-3	-5	7	416	+7	-1	6	1,103	329	278	321
Middle Atlantic.....	-1	-1	-1	20	2,002	+19	-6	13	2,239	165	145	172
East North Central.....	-8	+2	-10	7	1,384	-2	0	6	1,473	187	185	212
West North Central.....	-19	+8	-20	5	513	+11	-6	5	1,190	232	169	267
South Atlantic.....	-3	-5	-11	11	941	+14	-1	10	2,332	252	216	242
South Central.....	+7	+2	-1	29	4,627	+18	-1	15	7,319	200	200	217
Pacific.....	-5	+14	-12	6	746	-7	+10	5	1,402	207	214	213
Jewelry.....	+3	-2	-19	149	6,260	-16	-5	87	14,132	305	386	324
New England.....	+9	0	-18	8	369	-27	+7	4	350	271	404	243
Middle Atlantic.....	+3	-2	-16	42	2,099	-14	-6	19	3,451	261	331	285
East North Central.....	-3	-2	-24	40	1,422	-11	-10	26	3,671	319	346	361
West North Central.....	-14	-3	-25	16	840	-12	-2	12	2,237	323	348	333
South Atlantic.....	-7	-17	-14	7	318	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+15	-10	-3	6	138	-34	0	5	426	320	581	292
Pacific.....	+32	+7	-15	27	1,063	-21	-1	17	3,002	319	544	343

See footnotes at end of table.

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(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		April 1952 panel			Percent change, April 1952 from--		April 1952 panel		Apr. 1952	Apr. 1951	Mar. 1952
	April 1952 from--		4 mo. 1952 from 4 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	April 1952 panel						
	Apr. 1951	Mar. 1952				Apr. 1951	Mar. 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	-8	+15	-15	77	\$13,062	-12	-5	55	\$12,748	124	133	151
Middle Atlantic.....	-3	+23	-2	18	3,399	+14	+7	9	1,286	51	45	64
East North Central.....	-14	-5	-13	10	838	+15	-2	7	1,151	174	151	173
West North Central.....	-19	+5	-29	7	682	+2	-7	4	388	114	78	124
South Atlantic.....	-10	+17	-13	11	1,883	-2	-15	9	1,366	144	136	196
South Central.....	-19	+12	-23	4	337	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-9	+9	-15	7	2,407	+3	-4	6	3,865	172	156	190
Pacific.....	-7	+22	-19	7	1,492	-7	-6	6	1,780	120	121	156
Machinery equipment, supplies (except electrical).....	+1	+5	-1	46	9,371	+26	+6	34	15,401	199	150	192
New England.....	-25	-3	-12	4	334	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	+10	0	8	1,802	+9	+3	5	2,256	131	125	142
East North Central.....	+33	+2	+25	12	1,910	+6	-1	9	1,855	173	156	163
South Atlantic.....	+2	-1	-12	7	886	+6	0	5	2,311	284	273	273
South Central.....	-20	+13	-21	4	1,376	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	+8	+16	7	1,612	+18	+19	5	2,048	184	160	155
Metals.....	+8	+1	+1	42	13,895	+34	+7	37	20,050	149	121	139
Paints and varnishes.....	-13	+4	-16	50	5,994	-3	-3	46	17,748	303	270	324
Plumbing and heating supplies.....	-9	+10	-16	132	17,693	-17	-4	108	29,969	195	212	223
New England.....	-12	-5	-20	7	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-12	+4	-16	32	2,399	-5	-1	25	4,405	217	200	223
East North Central.....	-12	+9	-19	13	1,273	-3	-3	11	2,959	266	242	298
West North Central.....	-31	+4	-37	14	1,107	-17	-2	12	2,797	274	224	290
South Atlantic.....	-5	+12	-14	39	8,352	-19	-4	38	14,015	171	202	200
East South Central.....	+4	+9	+1	11	2,214	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-19	+19	-19	4	1,078	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-5	+6	-17	65	1,732	0	+1	55	4,270	296	283	328
Middle Atlantic.....	+3	+12	-13	12	491	0	-8	11	1,148	248	259	302
East North Central.....	-11	+19	-19	22	278	-11	-3	17	789	372	407	472
South Atlantic.....	-1	-11	-15	21	540	+12	+1	20	1,513	292	254	312
South Central.....	+21	+30	+3	4	197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies.....	-3	+3	-10	38	5,307	-7	+1	32	6,846	140	146	142
Middle Atlantic.....	0	-1	+1	7	920	-13	0	5	802	106	121	105
East North Central.....	-6	+2	-17	11	2,332	-7	-2	10	2,711	123	125	129
South Atlantic.....	-5	+2	-11	7	730	-13	+13	6	1,080	152	163	136
South Central.....	0	+21	-4	4	517	+4	+2	4	775	150	145	179
Beer.....	+12	+17	+9	38	1,807	+10	+2	34	942	56	57	65
Middle Atlantic.....	+16	+23	+9	7	346	+27	+1	6	116	34	31	42
East North Central.....	+14	+16	+7	12	572	+14	-3	11	260	48	48	57
West North Central.....	+18	+15	+19	4	60	+2	-10	4	60	100	116	129
South Atlantic.....	+9	+11	+6	5	388	+6	+19	4	224	66	69	63
Pacific.....	+4	+21	+7	5	325	-2	-2	4	207	74	79	93
Chemicals, industrial.....	-26	-1	-21	16	2,538	+10	+3	11	1,821	87	58	84
Clothing and furnishings (except shoes)....	+2	-2	-17	23	3,159	-13	-2	16	3,910	172	233	166
Coal.....	-9	-18	0	20	3,091	+17	+13	18	3,109	103	81	75
Confectionery.....	+13	0	+9	40	1,356	+10	0	23	984	111	115	113
Middle Atlantic.....	+10	+3	+6	9	388	+6	-1	6	225	88	89	96
East North Central.....	-1	+11	+5	4	79	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+11	-1	+4	12	321	-4	-1	7	277	120	144	117
South Central.....	+21	-1	+15	10	368	+25	+3	5	267	106	107	104
Dairy and poultry products.....	+3	+6	+2	26	6,845	-24	+4	19	2,110	35	49	34
Drugs and sundries (liquor excluded).....	+9	-3	+5	207	63,195	+3	-1	164	94,354	186	197	183
New England.....	+14	-3	+3	14	3,144	+3	-1	12	4,534	180	199	177
Middle Atlantic.....	+9	-2	+3	28	10,765	+5	+2	20	11,635	174	182	167
East North Central.....	+7	-3	+5	28	10,622	0	0	21	13,528	164	178	160
West North Central.....	+7	-1	+4	19	6,190	+3	-3	16	9,220	176	183	180
South Atlantic.....	+6	-7	+8	32	7,710	+4	-1	24	11,052	190	196	180
East South Central.....	+3	-5	+3	14	3,389	+1	-2	11	5,321	192	197	188
West South Central.....	+6	-2	+6	34	8,517	+5	-1	28	15,989	223	224	222
Mountain.....	+9	+2	+7	13	2,724	+2	+2	9	4,634	212	222	203
Pacific.....	+15	-1	+5	25	10,134	+3	-1	23	18,441	183	205	184
Dry goods.....	0	-5	-17	178	36,909	-29	-1	148	69,897	228	313	217
New England.....	-6	+6	-24	7	605	-31	+2	7	1,003	166	225	171
Middle Atlantic.....	-20	-8	-29	44	6,034	-33	+1	33	8,843	243	253	232
East North Central.....	+5	-8	-11	16	3,962	-38	-3	16	6,337	160	270	151
West North Central.....	-3	-6	-17	19	12,363	-27	-1	18	30,597	248	332	234
South Atlantic.....	+11	-8	-11	26	3,941	-27	0	21	8,103	224	346	209
East South Central.....	+7	-5	-10	15	1,468	-21	-1	10	3,190	294	384	271
West South Central.....	+6	-7	-12	22	2,690	-33	-1	22	5,545	206	325	194
Mountain.....	-3	+7	-15	6	473	-24	+1	5	1,311	309	392	317
Pacific.....	+28	+9	-7	23	5,373	-29	-4	16	5,008	213	328	227
Farm supplies.....	+9	-20	+5	18	5,321	-24	-10	8	513	33	52	35
Fresh fruits and vegetables.....	+10	+16	+11	62	6,335	-15	-14	40	1,053	26	33	35
New England.....	+20	+31	+10	6	390	-6	+15	5	31	11	15	14
Middle Atlantic.....	+24	+30	+20	17	1,659	+20	-15	11	225	23	25	36
East North Central.....	+11	+13	+15	14	1,622	-25	-45	6	27	9	12	17
West North Central.....	+13	+9	+14	7	704	-30	-21	7	167	24	38	33
South Atlantic.....	+9	+21	+8	5	316	+43	+4	4	53	18	14	22
East South Central.....	+13	+15	+3	4	240	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	+6	0	6	1,170	-23	-33	4	137	13	16	20

See footnotes at end of table.

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(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		April 1952 panel			Percent change		April 1952 panel		Apr. 1952	Apr. 1951	Mar. 1952
	April 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	April 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Apr. 1951	Mar. 1952			Apr. 1951	Mar. 1952						
Groceries, total.....	+13	+2	+4	906	\$147,231	-7	-4	728	\$159,756	139	168	148
Nonaffiliated full-line wholesalers ⁴	+13	+4	+4	570	61,642	-8	-4	482	71,124	138	169	149
New England.....	0	+14	-5	7	1,394	-23	-7	5	2,403	194	249	241
Middle Atlantic.....	+22	+9	+6	17	2,074	+1	-5	10	2,130	145	179	166
East North Central.....	+17	0	+6	142	13,041	-13	-9	136	16,343	137	184	150
West North Central.....	+10	+8	+1	64	6,788	-7	0	54	8,363	143	168	157
South Atlantic.....	+13	+5	+6	69	8,503	-2	0	41	7,803	131	151	138
East South Central.....	+11	0	+1	39	4,843	-12	-8	31	4,798	123	155	133
West South Central.....	+12	+4	+5	109	13,939	-2	-1	86	14,728	137	155	143
Mountain.....	+8	+6	+4	25	2,464	-10	+1	24	3,492	148	176	154
Pacific.....	+12	+4	+2	98	8,596	-9	-5	95	11,064	136	167	147
Voluntary-group wholesalers.....	+14	+4	+5	208	60,027	-8	-3	158	65,598	144	175	153
New England.....	+27	+9	+9	10	3,510	+1	-1	8	2,181	121	155	128
Middle Atlantic.....	+11	+3	+2	40	14,026	-10	-3	27	15,782	154	184	162
East North Central.....	+16	0	+9	47	11,839	-5	-7	32	8,990	114	140	125
West North Central.....	+14	+7	+3	69	17,300	-9	-2	69	27,339	158	199	173
South Atlantic.....	+13	+4	+4	13	2,942	-2	-6	7	1,935	119	137	132
Pacific.....	+20	+15	+9	17	5,575	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses.....	+16	-5	+10	23	10,164	-8	-9	15	5,574	104	133	119
Specialty lines wholesalers.....	+10	-8	+1	105	15,398	0	-4	73	17,460	145	159	139
New England.....	+8	-13	+10	6	249	+23	+8	4	100	53	47	42
Middle Atlantic.....	+18	+9	+1	26	4,249	+7	-5	15	3,584	104	117	122
East North Central.....	+11	-7	+6	12	926	-2	-8	7	282	68	81	71
South Atlantic.....	+12	+7	+5	18	2,063	+15	-4	12	1,731	97	94	110
East South Central.....	+8	-1	+9	4	567	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-4	+7	-7	5	342	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-25	-2	28	5,939	-6	-5	25	10,188	223	237	171
Leather and shoe findings.....	-1	+16	-11	29	606	-10	0	16	1,207	367	415	417
Middle Atlantic.....	+4	+17	-1	6	48	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+12	+13	-4	5	101	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	+5	+13	-10	5	69	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	+14	-14	7	309	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-1	+3	-1	41	24,153	-11	-7	36	10,344	52	62	60
Middle Atlantic.....	+2	+11	-1	11	4,362	-13	-10	11	2,112	48	57	59
East North Central.....	+10	+17	+2	13	10,240	-23	-10	12	5,080	52	76	68
Pacific.....	-8	-1	+4	5	4,114	+30	-3	4	920	37	33	78
Paper and its products.....	-6	0	-11	64	9,398	+15	+2	41	9,948	152	125	1
New England.....	-8	-6	-9	5	305	+9	0	4	395	226	210	224
Middle Atlantic.....	-6	-6	-9	17	2,837	+43	0	11	2,176	125	79	118
East North Central.....	-6	+2	-13	18	3,516	+14	0	12	3,311	114	95	117
West North Central.....	-10	+10	-15	4	314	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-4	+8	-13	6	804	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-2	+1	-7	4	306	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-5	+5	-9	7	1,099	0	+10	6	2,296	269	262	257
Petroleum.....	+2	0	+1	28	5,852	+3	+11	28	5,336	91	90	82
Shoes and other footwear.....	+20	-8	0	35	28,243	+4	-2	32	70,153	251	286	234
Tobacco products.....	+12	+8	+5	288	42,111	+9	-1	180	16,803	61	63	67
New England.....	+12	+9	+6	36	3,305	+4	+1	14	739	58	64	62
Middle Atlantic.....	+8	+8	+3	57	13,466	+13	-3	34	7,023	71	68	79
East North Central.....	+15	+12	+5	71	8,375	+8	-7	43	2,770	56	59	68
West North Central.....	+17	+10	+7	41	5,248	+9	+8	28	2,362	58	63	60
South Atlantic.....	+12	+3	+9	27	5,464	+5	-1	21	2,506	56	59	57
East South Central.....	+25	+7	+18	11	1,585	-1	-5	6	556	44	55	49
West South Central.....	+21	+10	+11	24	2,328	-7	-2	8	449	39	55	46
Mountain.....	+10	+9	-4	6	179	-6	-1	5	102	63	72	68
Pacific.....	+5	+7	0	15	2,161	-8	-8	6	296	51	56	60
Wines and spirits ⁵	+20	-3	-3	290	90,019	-21	-4	234	116,438	158	238	162
New England.....	+26	+28	-7	21	5,546	-2	+3	15	3,825	122	160	141
Middle Atlantic.....	+17	+8	-12	50	29,380	-27	-9	46	32,001	133	206	158
East North Central.....	+14	+2	-9	44	10,727	-16	-3	31	13,073	141	195	152
West North Central.....	+19	-10	-4	33	6,710	-24	-7	27	9,563	187	297	200
South Atlantic.....	+28	+2	+11	39	12,065	-8	-2	37	16,545	141	198	149
East South Central.....	+28	+11	+7	14	3,165	-11	-8	11	4,461	169	250	209
West South Central.....	+18	-10	+12	38	8,821	-14	+3	32	16,497	205	281	178
Mountain.....	+5	-10	0	14	2,358	-7	+6	13	3,462	151	177	127
Pacific.....	+26	-29	-3	37	11,247	-34	-3	22	17,011	236	425	167
Miscellaneous.....	0	+1	+2	42	7,823	+19	+2	30	8,195	111	115	144

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined

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

Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

MAY 1952

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

FOR RELEASE
JULY 7, 1952

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 4,361 wholesale establishments in various lines of business.

SALES

May dollar sales of wholesalers were down slightly (1%) from the level of the previous month, but indicated no change from sales a year ago. However, cumulative sales for the first five months of 1952 lagged 6 percent behind the comparable period of last year.

Most geographic divisions reflected declines below April sales, the sharpest drop, 6 percent, being shown by New England. However, the West South Central indicated practically no change from the previous month and three divisions--the East North Central, East South Central, and the Pacific--reported small gains of 1 to 3 percent. Although sales for the country as a whole were about the same as a year ago, five divisions experienced declines of 2 to 4 percent and four noted gains of 3 to 5 percent.

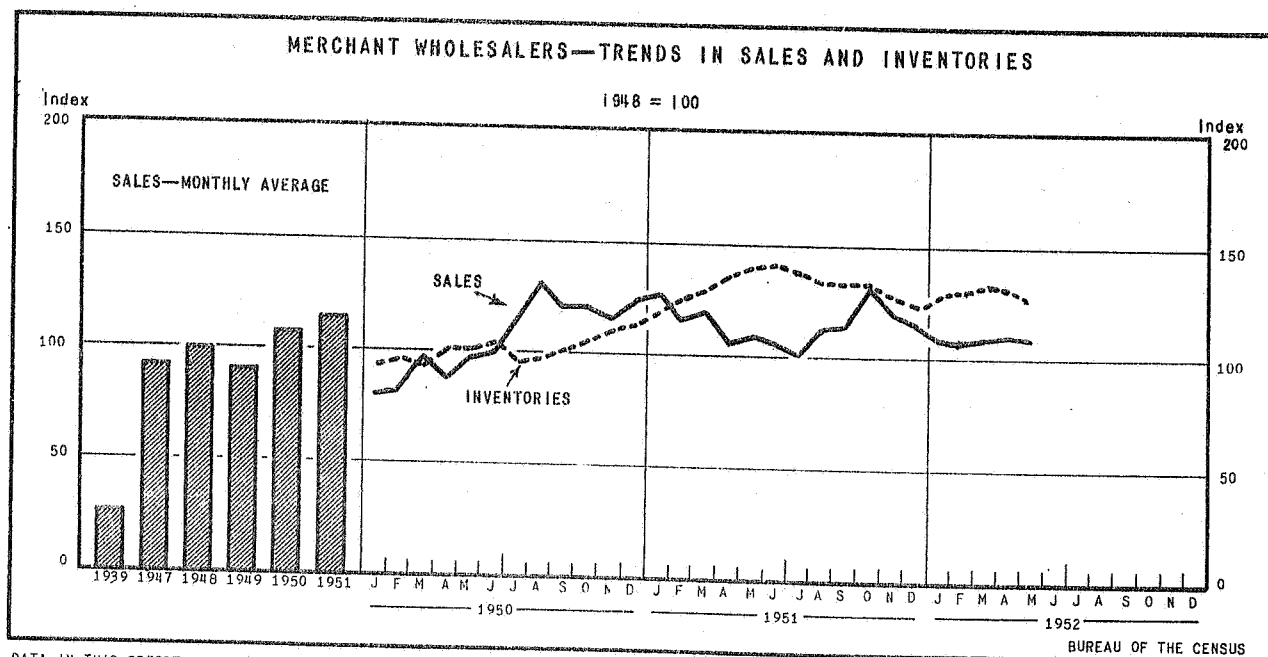
Most of the 37 kinds of business covered in this survey reflected sales decreases below April levels, as well as under sales a year ago. Farm supplies, down 34 percent, showed the heaviest decline below the previous month. Twelve trades, however, led by refrigeration equipment, indicated gains up to 18 percent, while six trades reported practically no change. Beer and electrical appliances and specialties, each up 8 percent, were among the trades indicating gains. Compared with a year ago, declines of 15 percent or more were experienced by industrial chemicals, fresh fruits and vegetables, and paper and its products. The wines and spirits trade, with an increase of 11 percent, led the 15 trades reporting increases over May 1951.

INVENTORIES

Inventories (valued at cost) of wholesalers dropped 2 percent below the April 30 stock level and were 10 percent under stocks on hand at the end of May last year. All geographic divisions followed the national trend with inventory declines below both periods. The East South Central division, which indicated the heaviest decline (6%) below April stocks, shared with the West North Central division the largest drop (15%) below a year ago. Based on the reports of 3,353 wholesale establishments submitting inventories in conjunction with sales, the May stock-sales ratio of 173 was 2 points lower than that reported for April and 19 points below May 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that May sales of large retail stores were 6 percent above April and 5 percent over a year ago.



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

MAY 1952

(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		5 mo. from 5 mo. 1951 ²	May 1952 panel		Percent change, May 1952 from--		May 1952 panel		May 1952	May 1951	Apr. 1952
	May 1951	Apr. 1952		Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1951	Apr. 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
United States, total ³	0	-1	-6	4,361	\$794,098	-10	-2	3,353	\$1,126,285	173	192	175
New England.....	-2	-6	-7	262	34,120	-7	-3	183	42,607	163	171	161
Middle Atlantic.....	-4	-2	-9	794	152,934	-13	-2	584	171,725	144	160	144
East North Central.....	-3	+1	-6	845	144,683	-7	-2	685	185,009	151	156	153
West North Central.....	-2	-1	-9	531	102,534	-15	0	407	165,469	196	224	195
South Atlantic.....	+4	-3	-3	526	88,114	-11	-3	411	124,300	170	198	168
East South Central.....	+5	+3	-2	205	35,510	-15	-6	153	45,711	154	192	167
West South Central.....	+5	0	-1	408	71,136	-8	-5	323	111,408	190	216	197
Mountain.....	-4	-3	-7	178	24,742	-6	-3	148	38,769	180	185	179
Pacific.....	+3	+2	-6	562	111,569	-11	-3	409	155,852	183	209	190
Automotive supplies.....	+10	+2	-6	381	20,155	0	-1	221	21,672	273	261	272
New England.....	+4	+6	-7	21	680	-10	0	8	480	279	199	275
Middle Atlantic.....	-6	+1	-14	54	1,262	0	-1	49	2,956	276	257	281
East North Central.....	+1	0	-5	75	3,830	-5	0	59	6,795	267	276	258
West North Central.....	+14	+2	-5	85	4,950	+7	-3	30	3,112	256	224	266
South Atlantic.....	+28	+14	-4	25	3,211	-1	0	18	1,847	290	302	318
South Central.....	+25	+3	-5	15	2,482	+24	+3	8	1,538	271	204	250
Mountain.....	+21	+11	-1	27	1,029	+4	-1	17	1,451	301	298	313
Pacific.....	-8	-9	-10	79	2,711	0	-2	32	3,583	288	279	275
Electrical group, total.....	-4	0	-17	698	142,239	-16	-4	626	240,878	179	207	188
Full-line wholesalers.....	-4	-1	-16	440	110,510	-14	-4	432	202,011	185	206	190
New England.....	-12	-5	-18	33	6,086	-10	-3	33	13,458	221	218	215
Middle Atlantic.....	-13	-6	-16	63	16,618	-23	-3	61	31,156	191	215	183
East North Central.....	-10	-3	-15	89	24,679	-5	0	87	43,284	177	168	172
West North Central.....	-7	+5	-24	42	9,330	-12	-2	42	18,215	195	206	208
South Atlantic.....	+8	+1	-10	63	16,346	-15	-5	61	28,830	181	230	194
East South Central.....	+29	+6	-6	28	5,743	-22	-9	27	8,720	155	258	180
West South Central.....	+20	+4	-9	48	11,739	-19	-6	48	21,495	183	271	202
Mountain.....	-14	-9	-21	21	3,561	-13	-3	21	7,053	198	196	187
Pacific.....	-9	0	-21	53	16,408	-10	-6	52	29,800	183	185	195
Wiring supplies, construction materials distributors.....	-10	-4	-4	136	9,954	-3	0	95	11,244	153	142	144
New England.....	-10	+3	+2	12	659	0	-1	4	275	210	206	223
Middle Atlantic.....	-10	-12	-5	38	1,413	+7	0	25	2,046	187	157	159
East North Central.....	-12	-5	-4	29	2,772	+11	+4	22	2,826	135	115	125
West North Central.....	-6	+2	-17	9	1,019	-7	+1	7	1,285	236	203	207
South Atlantic.....	-22	-3	-5	19	1,732	-14	-2	14	1,819	126	113	129
South Central.....	+5	-1	+10	10	1,276	-4	-2	8	1,564	134	147	135
Mountain.....	+7	+4	+7	5	404	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	-13	-13	14	679	-22	-4	12	1,126	176	208	159
Appliances and specialties wholesalers....	+1	+8	-29	122	21,795	-32	-12	99	27,623	152	245	197
New England.....	+10	+3	-37	13	959	-27	-17	10	1,007	150	226	189
Middle Atlantic.....	-23	-6	-40	26	6,457	-40	-9	18	7,775	192	285	214
East North Central.....	+3	+18	-36	20	2,410	-35	-20	15	2,829	137	221	222
West North Central.....	+16	+2	-22	16	2,220	-45	-14	15	3,993	184	386	216
South Atlantic.....	+41	+21	-10	18	3,926	-13	-12	17	4,584	132	209	188
South Central.....	+26	+45	-5	13	2,114	-23	-12	11	2,631	127	211	210
Mountain.....	+8	+10	-14	6	816	-6	-4	6	1,529	187	216	216
Pacific.....	+5	+5	-13	10	2,893	-23	-12	7	3,275	117	163	141
Furniture and house furnishings.....	+6	-6	-16	84	14,443	-22	-1	66	23,071	186	252	178
New England.....	-2	-11	-17	4	709	-8	-4	4	1,295	183	197	168
Middle Atlantic.....	+8	-13	-13	16	2,284	-16	-1	12	4,234	235	311	214
East North Central.....	+10	-11	-16	9	2,043	-19	+4	7	3,509	202	283	170
West North Central.....	-3	-4	-25	12	2,087	-37	-7	12	3,833	184	281	191
South Atlantic.....	+9	-2	-10	11	993	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+18	0	-12	15	1,885	-21	-3	15	3,619	192	287	198
Mountain.....	+15	+1	-11	7	1,211	-8	+5	5	1,729	187	230	179
Pacific.....	0	-3	-18	10	3,231	-23	+2	8	4,196	139	179	133
Hardware.....	-6	0	-16	160	62,151	-8	-2	134	138,538	260	260	264
Middle Atlantic.....	-3	-1	-14	38	9,370	0	-3	32	16,658	199	194	202
East North Central.....	-6	+3	-21	23	10,822	-11	-4	22	27,765	262	281	284
West North Central.....	-19	-9	-21	19	10,059	-8	+4	18	29,127	354	299	299
South Atlantic.....	-1	+2	-11	22	5,378	-9	-5	19	11,562	232	254	252
East South Central.....	+11	+16	-9	13	5,329	-18	-4	11	9,276	192	265	235
West South Central.....	+2	+5	-12	15	5,469	-10	-7	9	8,165	248	272	281
Mountain.....	-7	-3	-15	8	2,446	-4	-4	5	3,338	289	287	289
Pacific.....	-5	-4	-17	19	12,853	-5	-2	15	31,722	277	278	273
Industrial supplies.....	-5	+1	-5	83	10,852	+6	0	60	16,834	208	191	203
New England.....	-15	+1	-8	7	422	+9	0	6	1,101	330	256	329
Middle Atlantic.....	-2	0	-2	20	1,816	+8	-3	14	2,288	160	149	165
East North Central.....	-19	-9	-12	7	1,257	-7	-3	6	1,436	192	173	188
West North Central.....	-18	-3	-19	6	643	+4	+7	4	913	237	172	209
South Atlantic.....	-8	+1	-11	10	789	+2	-2	9	1,864	241	222	249
South Central.....	+2	+5	0	25	4,847	+11	+1	15	7,427	212	203	200
Pacific.....	-8	-1	-11	8	1,078	0	-3	6	1,805	194	184	200
Jewelry.....	+1	-2	-16	152	5,941	-18	-5	87	12,681	292	378	300
New England.....	-7	-3	-16	8	358	-19	-2	4	344	284	385	271
Middle Atlantic.....	+16	-5	-12	44	1,998	-21	-8	17	2,787	217	352	251
East North Central.....	-4	-8	-21	40	1,247	-5	+2	28	3,886	366	370	331
West North Central.....	-16	-9	-23	17	708	-15	-2	13	2,219	347	390	324
South Atlantic.....	-11	-19	-14	6	193	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+5	+2	-1	7	227	-38	-9	5	387	337	532	320
Pacific.....	-1	+1	-12	27	1,200	-26	-12	16	2,558	262	387	311

See footnotes at end of table.

MAY 1952

(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			May 1952 panel		Percent change		May 1952 panel			May 1952	May 1951	Apr. 1952
	May 1952 from--		5 mo. 1952 from 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	May 1951	Apr. 1952				May 1951	Apr. 1952						
Lumber and building materials.....	-11	-1	-14	80	\$14,257	-18	-2	54	\$12,528	122	140	122	
Middle Atlantic.....	-9	-4	-4	19	3,395	+17	+3	9	1,322	58	44	51	
East North Central.....	+5	+25	-8	11	1,635	-3	-1	8	1,264	104	123	128	
West North Central.....	-26	-13	-28	7	596	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	-20	-1	-15	10	1,803	+16	+17	8	1,523	165	123	146	
South Central.....	-16	+2	-21	5	977	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	-11	-6	-14	7	2,274	-9	-6	6	3,634	174	184	172	
Pacific.....	-10	-14	-17	8	1,471	-19	-1	6	1,755	130	173	120	
Machinery equipment, supplies (except electrical).....	-11	-10	-3	52	8,827	+17	-1	40	17,723	239	168	219	
New England.....	-29	-4	-16	5	405	+16	-1	4	1,161	409	237	403	
Middle Atlantic.....	-22	-20	-4	9	1,460	-4	-4	6	2,172	158	127	131	
East North Central.....	+53	0	+31	12	1,917	+8	+2	9	1,897	157	177	173	
South Atlantic.....	+1	-2	-10	8	867	-1	0	6	2,318	307	297	284	
South Central.....	-45	-17	-27	6	1,416	+52	0	5	6,575	472	170	386	
Pacific.....	-3	-17	+12	8	1,347	+14	-6	6	1,971	202	171	187	
Metals.....	-3	-8	0	42	12,986	+41	+2	38	21,231	167	114	151	
Paints and varnishes.....	-5	+7	-13	49	6,371	-8	-1	45	17,522	281	289	303	
Plumbing and heating supplies.....	-5	-1	-14	133	17,660	-17	-3	111	30,563	194	225	200	
New England.....	-6	+20	-17	7	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	-21	-2	-17	30	2,256	-6	-2	23	3,976	205	174	210	
East North Central.....	-14	-1	-18	15	1,289	-12	-3	14	3,472	282	275	287	
West North Central.....	-20	+8	-34	15	1,321	-17	0	13	3,131	255	246	276	
South Atlantic.....	+11	-3	-10	38	8,140	-18	-3	38	14,187	174	235	175	
East South Central.....	-6	+3	0	11	2,286	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-20	-13	-20	5	1,069	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Refrigeration equipment, parts (commercial).....	+1	+18	-13	72	2,276	-3	-3	62	4,734	267	265	306	
Middle Atlantic.....	-3	+12	-12	15	415	-5	-3	12	522	224	220	247	
East North Central.....	-16	+12	-18	22	310	-9	-8	17	798	353	340	410	
West North Central.....	-24	+43	-36	5	162	-18	0	5	451	278	258	397	
South Atlantic.....	+8	+13	-10	15	525	+8	-2	15	1,312	250	250	288	
South Central.....	+59	+65	+16	4	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-3	+7	-27	9	205	-3	+3	9	698	340	340	355	
Surgical, medical, equipment, supplies.....	-3	-1	-9	34	4,846	-9	0	29	5,872	132	140	130	
Middle Atlantic.....	+2	+2	+1	8	948	-10	-6	6	841	107	122	117	
East North Central.....	-5	-4	-15	10	2,234	-8	+2	9	2,774	131	135	123	
South Atlantic.....	-10	-8	-11	5	588	-10	-4	5	911	155	156	149	
South Central.....	+12	+12	-1	4	523	+2	-1	4	558	107	117	121	
Beer.....	-3	+8	+6	37	1,938	+31	+20	33	1,104	63	47	56	
Middle Atlantic.....	+2	+17	+7	8	455	+8	-18	7	107	24	23	34	
East North Central.....	+5	+17	+7	11	626	+25	+13	11	294	47	39	49	
West North Central.....	+10	+21	+16	5	148	-5	0	4	60	85	91	100	
South Atlantic.....	-23	-16	-1	5	326	+76	+58	4	355	131	56	66	
Pacific.....	-3	+4	+4	5	338	+10	+15	4	239	83	73	74	
Chemicals, industrial.....	-17	0	-20	17	2,531	+5	-3	12	1,779	83	67	87	
Clothing and furnishings (except shoes).....	-11	-11	-15	23	3,081	-21	-4	17	3,995	196	241	197	
Coal.....	-12	-1	-2	19	2,929	+13	+23	17	3,219	113	92	91	
Confectionery.....	+8	+2	+9	41	1,423	+6	-5	23	953	104	104	109	
Middle Atlantic.....	+4	+7	+5	8	348	+3	+2	6	294	87	89	93	
East North Central.....	+12	+13	+6	4	114	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	-1	+1	+3	12	325	-10	-6	7	260	110	120	120	
South Central.....	+13	-7	+15	11	408	+35	-10	5	241	109	91	106	
Dairy and poultry products.....	-3	+2	+1	25	7,234	-6	+30	18	2,740	43	45	33	
Drugs and sundries (liquor excluded).....	+2	-5	+4	200	57,064	+3	-3	159	88,082	193	192	190	
New England.....	+2	-5	+3	14	3,002	+4	-1	12	4,500	187	180	180	
Middle Atlantic.....	+1	-4	+3	27	10,309	+7	-2	19	11,287	174	166	174	
East North Central.....	+1	-5	+4	27	9,894	+2	-1	20	13,075	172	171	165	
West North Central.....	+3	-3	+4	19	5,973	+1	-3	16	8,442	180	182	182	
South Atlantic.....	+2	-6	+7	28	6,130	+1	-4	20	8,509	198	198	191	
East South Central.....	-1	-4	+2	15	3,280	-1	-6	12	5,065	189	188	192	
West South Central.....	+4	-4	+5	34	8,199	+4	-2	28	15,630	225	225	223	
Mountain.....	+2	-8	+7	11	1,645	+3	-2	9	3,853	250	247	234	
Pacific.....	+5	-5	+5	25	9,032	+1	-3	23	17,721	197	204	193	
Dry goods.....	-5	-6	-15	174	34,026	-31	-1	144	68,032	239	325	228	
New England.....	-13	-9	-21	45	681	-23	-10	8	1,044	153	172	154	
Middle Atlantic.....	-20	0	-27	16	6,027	-28	+3	33	8,980	236	251	245	
East North Central.....	-2	-10	-10	16	3,320	-36	+1	16	6,102	184	281	163	
West North Central.....	-3	-4	-15	18	11,797	-30	0	17	30,138	256	356	247	
South Atlantic.....	0	-7	-9	23	3,559	-29	-2	18	7,629	237	333	221	
East South Central.....	-7	-6	-9	14	1,207	-21	-4	9	2,730	310	369	300	
West South Central.....	0	-6	-10	21	2,379	-34	-1	21	5,285	222	337	212	
Mountain.....	-6	-1	-4	5	421	-25	-1	5	1,302	309	388	309	
Pacific.....	+15	-13	-3	24	4,635	-36	-2	17	4,822	248	394	215	
Farm supplies.....	-11	-34	+2	18	3,693	+23	-8	9	844	49	43	50	
Fresh fruits and vegetables.....	-16	+4	+4	60	5,845	-37	-18	38	722	20	29	25	
New England.....	-3	+10	+7	5	299	-11	0	5	31	10	11	11	
Middle Atlantic.....	-17	-9	+11	16	1,206	-3	-39	9	28	6	6	10	
East North Central.....	-26	+26	+3	13	1,524	-39	-7	6	25	7	10	9	
West North Central.....	-15	-5	+7	6	670	-12	+5	6	175	26	25	24	
South Atlantic.....	-11	-1	+4	5	312	+9	-30	4	37	14	11	18	
East South Central.....	-15	0	-2	6	345	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-4	-7	-1	6	1,090	-55	-13	4	119	12	25	13	

See footnotes at end of table.

MAY 1952

(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		5 mo. 1952 from 5 mo. 1951 ²	May 1952 panel		Percent change, May 1952 from--		May 1952 panel		May 1952	May 1951	Apr. 1952
	May 1952 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	Number of estab- lishments report- ing	Reported dollar values (add 000)					
	May 1951	Apr. 1952						May 1951	Apr. 1952			
Groceries, total.....	+5	+2	+5	889	\$143,886	-8	-4	707	\$147,696	134	153	142
Nonaffiliated full-line wholesalers ⁴	+1	0	+3	562	60,619	-10	-6	468	65,482	132	148	139
New England.....	-3	+8	-4	8	1,640	-25	-6	6	2,365	160	209	186
Middle Atlantic.....	+6	+2	+6	20	3,019	-6	-5	13	3,172	131	148	143
East North Central.....	+3	-1	+6	134	10,709	-12	-8	125	12,700	137	160	146
West North Central.....	-3	+2	0	60	6,476	-13	-5	46	6,952	139	151	148
South Atlantic.....	+2	0	+5	66	8,545	-3	-6	41	7,559	122	128	130
East South Central.....	-1	-1	0	40	4,645	-12	-2	30	4,143	121	135	122
West South Central.....	+3	-1	+4	111	14,295	-10	-9	88	13,881	125	142	135
Mountain.....	+1	+5	+4	26	2,710	-9	-3	25	3,696	140	154	151
Pacific.....	+1	-1	+2	97	8,580	-8	0	94	11,014	136	149	134
Voluntary-group wholesalers.....	+9	-4	+6	202	58,088	-8	-3	154	59,109	135	159	147
New England.....	+6	-1	+9	10	3,460	+1	-6	8	2,061	112	125	121
Middle Atlantic.....	+2	+1	+2	36	11,416	-13	-7	25	12,633	161	177	174
East North Central.....	+12	+5	+10	49	12,760	-5	-2	34	9,056	106	125	113
West North Central.....	+8	+3	+4	70	18,236	-8	-1	70	27,507	151	176	157
South Atlantic.....	0	0	+3	13	2,951	0	-2	7	1,892	115	114	119
Pacific.....	+26	+16	+13	18	6,966	-7	-5	4	2,607	77	128	116
Retailer-cooperative warehouses.....	+10	+3	+10	22	10,356	-7	+2	15	5,678	102	118	102
Specialty lines wholesalers.....	+6	0	+2	103	14,823	-1	+1	70	17,427	154	166	150
New England.....	-14	-4	+4	5	191	+49	+9	4	109	60	34	53
Middle Atlantic.....	+4	-12	+2	24	3,327	-14	-3	13	3,355	134	162	117
East North Central.....	+6	+7	+6	10	755	+2	-3	5	267	71	75	74
South Atlantic.....	-3	-8	+3	19	1,952	+9	-6	12	1,634	101	89	97
East South Central.....	+1	-3	+7	6	642	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+8	+8	-4	5	370	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+11	+11	0	29	6,680	+3	+5	26	10,711	208	231	221
Leather and shoe findings.....	0	-2	-9	26	572	-8	+1	15	1,217	363	410	366
Middle Atlantic.....	-6	-8	-2	5	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+3	-6	-3	5	95	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	+5	-2	-7	4	58	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	0	-12	7	308	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-10	+4	-3	42	25,228	-9	-2	37	10,204	52	51	52
Middle Atlantic.....	-19	-6	-5	11	4,108	-10	+5	11	2,224	54	49	48
East North Central.....	-11	-2	-1	13	10,050	-14	-3	12	4,946	52	53	52
Pacific.....	+8	+14	+5	5	4,679	-6	-12	4	814	32	38	37
Paper and its products.....	-16	-5	-12	68	9,398	+15	+2	44	10,308	165	112	153
New England.....	-18	-5	-11	5	289	+10	0	4	396	233	179	226
Middle Atlantic.....	-19	-9	-11	18	2,654	+38	-1	11	2,161	138	81	125
East North Central.....	-15	-3	-14	21	3,889	+16	-1	15	3,927	124	87	120
West North Central.....	-15	0	-15	4	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-15	-8	-13	6	737	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-11	+4	-8	4	419	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-13	-4	-9	7	1,056	+2	+3	6	2,373	295	272	269
Petroleum.....	+4	-3	+2	29	5,727	-6	-4	28	5,134	90	98	91
Shoes and other footwear.....	+1	-16	0	35	23,697	-5	+3	31	71,540	305	326	250
Tobacco products.....	+4	+5	+5	276	43,308	+1	-4	158	16,328	56	58	62
New England.....	+3	+7	+5	34	3,277	0	-4	12	692	54	56	61
Middle Atlantic.....	+3	+10	+3	55	14,356	0	-11	33	6,569	60	64	76
East North Central.....	+6	+6	+5	66	8,474	-2	0	41	2,647	52	56	54
West North Central.....	+5	+2	+6	41	5,362	+6	0	29	2,407	57	57	58
South Atlantic.....	+4	+3	+8	24	5,054	+10	+3	18	2,280	57	52	56
East South Central.....	+3	+2	+14	11	1,617	-3	-1	6	548	42	44	44
West South Central.....	+5	-3	+10	20	2,005	-1	-5	6	317	38	40	36
Mountain.....	+2	+1	-2	7	421	-28	+4	6	258	64	90	62
Pacific.....	+1	+1	+1	18	2,742	-8	-1	7	610	56	64	57
Wines and spirits ⁵	+11	0	0	274	85,567	-14	0	217	111,259	164	205	160
New England.....	+10	-21	-3	22	4,644	-7	+5	16	4,520	128	156	118
Middle Atlantic.....	+12	-1	-7	40	26,759	-20	0	37	28,074	132	178	128
East North Central.....	+9	+8	-6	47	11,809	+5	+11	33	15,212	158	161	146
West North Central.....	+8	+24	-2	28	6,715	-14	+8	22	8,967	202	247	219
South Atlantic.....	+5	-16	+11	38	10,403	-5	+2	34	16,516	172	190	141
East South Central.....	0	-23	+7	14	2,539	+4	+1	12	5,105	234	221	172
West South Central.....	+8	-1	+11	38	8,850	-13	-10	32	15,216	189	234	207
Mountain.....	0	+5	0	12	1,863	-7	-2	11	2,818	152	154	166
Pacific.....	+21	+17	+2	35	11,985	-33	-5	20	14,831	208	334	251
Miscellaneous.....	-14	0	-1	41	8,233	-4	-17	30	7,345	117	99	139

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 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 1952

FOR RELEASE
AUGUST 6, 1952

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 4,292 wholesale establishments in various lines of business.

SALES

Sales of merchant wholesalers during June were at approximately the same level as a month earlier, but reflected an increase of 3 percent over June sales a year ago. Cumulative sales for the first six months of 1952 were down 5 percent below the first half of 1951.

By geographic division, there was little variation in sales from the previous month as trends ranged from a slight (1%) decline in the Middle Atlantic, East North Central and West South Central Divisions to a small gain of 3 percent in the Pacific. Compared with a year ago, gains of 2 to 9 percent were experienced in all but three divisions, the Middle Atlantic and East North Central, which were off slightly (1%), and the Mountain, which indicated no change from June 1951 sales. Only the West South Central Division, up 1 percent, reflected cumulative sales during the first half of 1952 higher than in the same period of 1951.

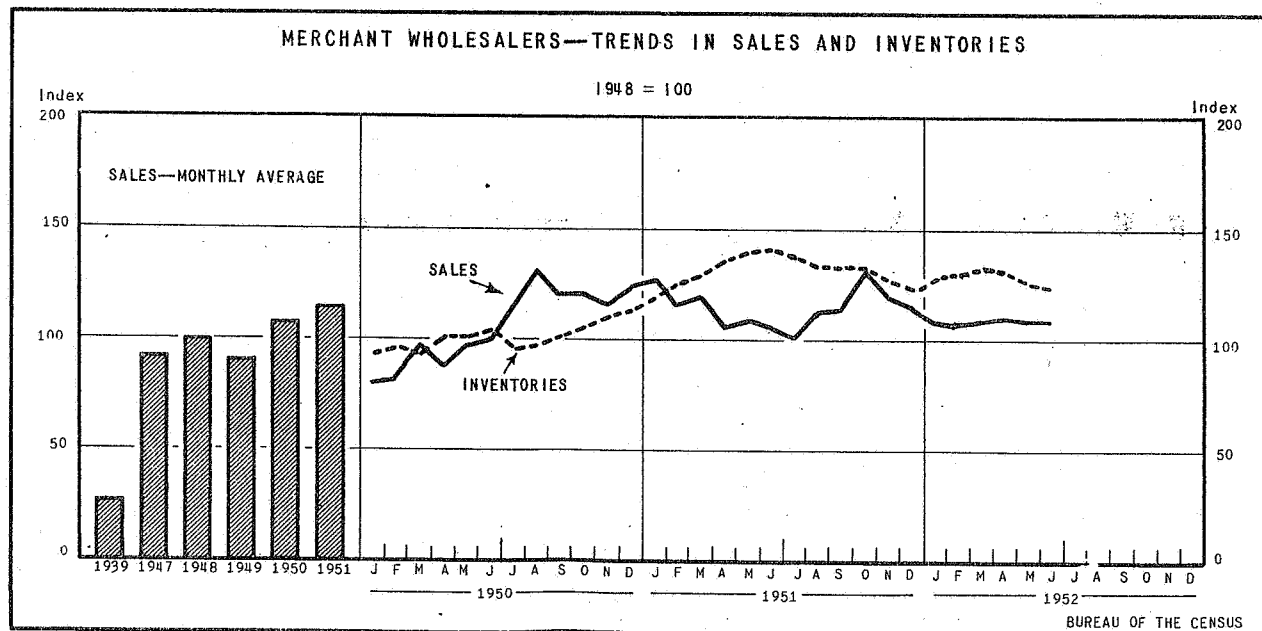
Most trades reported small declines below May sales levels, although jewelry, petroleum and farm supplies, indicated declines of 15 to 22 percent. Sales gains were experienced by thirteen trades, led by beer, commercial refrigeration equipment, and fresh fruits and vegetables, which noted seasonal increases of 14, 17, and 20 percent, respectively. Compared with sales a year ago, electrical appliances and specialties reported the largest increase, 28 percent. However, cumulative sales of electrical appliances and specialties were down 22 percent, the sharpest drop below first half 1951.

INVENTORIES

End-of-June inventories (at cost) of wholesalers dropped 2 percent below the May 31 stock level and were 14 percent under stocks on hand at the end of June last year. With the exception of New England, which was up 2 percent, all geographic divisions reported inventory declines from the previous month. However, all divisions reported stocks 9 to 17 percent lower than a year ago. Based on the reports of 3,221 wholesale establishments submitting inventories in conjunction with sales, the June stock-sales ratio of 168 was 4 points lower than that reported for May and 31 points below June 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that June sales of large retail stores were 6 percent below May but 2 percent over a year ago.



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

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JUNE 1952

(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			June 1952 panel		Percent change		June 1952 panel		June 1952	June 1951	May 1952
	June 1952 from--		6 mo. 1952 from 6 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	June 1951	May 1952				June 1951	May 1952					
United States, total ³	+3	0	-5	4,292	\$788,226	-14	-2	3,221	\$1,040,660	168	199	172
New England.....	+5	+2	-5	260	34,476	-9	+2	176	39,552	164	193	162
Middle Atlantic.....	-1	-1	-8	765	148,793	-16	-2	545	155,964	139	162	140
East North Central.....	-1	-1	-5	836	141,347	-11	-2	664	171,126	148	162	150
West North Central.....	+2	+1	-7	515	100,518	-17	-2	387	153,476	192	237	197
South Atlantic.....	+7	0	-1	540	90,320	-15	-4	418	117,506	160	204	167
East South Central.....	+9	0	0	211	35,542	-17	-1	152	42,229	149	199	153
West South Central.....	+9	-1	+1	392	69,860	-10	-5	294	98,308	177	221	187
Mountain.....	0	+2	-6	180	26,669	-9	-3	145	37,108	162	184	174
Pacific.....	+6	+3	-4	543	111,579	-16	-5	390	139,045	176	219	186
Automotive supplies.....	+7	+7	-4	360	20,181	0	-1	197	19,450	273	271	284
New England.....	+14	+6	-3	21	718	-15	-4	9	497	249	291	293
Middle Atlantic.....	-3	+4	-13	46	1,034	+3	-1	42	2,495	288	271	298
East North Central.....	+6	+3	-3	74	3,503	-7	-3	49	5,597	243	272	260
West North Central.....	+12	+16	-2	77	5,441	+1	-5	21	2,353	257	242	264
South Atlantic.....	+19	+5	-1	23	3,234	+1	-3	17	1,640	300	289	311
South Central.....	0	+3	-4	15	2,520	+13	+4	9	1,567	269	257	297
Mountain.....	+22	+19	0	26	736	0	-2	16	1,173	314	315	323
Pacific.....	+4	+10	-8	74	2,809	+9	+3	30	3,634	301	267	299
Electrical group, total.....	+11	+9	-13	700	155,938	-28	-8	225	221,427	151	232	180
Full-line wholesalers.....	+9	+10	-12	438	120,156	-29	-9	431	182,953	154	237	185
New England.....	+8	+11	-14	32	6,524	-24	-5	32	12,369	190	270	220
Middle Atlantic.....	-6	+7	-15	61	17,335	-37	-10	60	27,872	162	243	192
East North Central.....	+2	+9	-13	86	26,524	-22	-8	84	38,809	151	195	179
West North Central.....	+11	+9	-19	43	10,175	-30	-10	43	16,501	162	255	196
South Atlantic.....	+22	+13	-5	64	18,563	-28	-9	62	26,433	147	251	182
East South Central.....	+54	+20	+2	28	6,866	-33	-9	27	7,952	118	271	155
West South Central.....	+41	+15	-2	48	13,467	-31	-9	48	19,542	145	297	183
Mountain.....	-3	+7	-18	21	3,817	-28	-8	21	6,464	169	228	198
Pacific.....	-1	+3	-18	55	16,885	-28	-9	54	27,011	161	221	183
Wiring supplies, construction materials distributors.....	-2	+3	-3	137	10,951	-4	-4	98	12,288	150	148	158
New England.....	+14	-3	+4	14	818	+6	+1	5	377	181	194	179
Middle Atlantic.....	-8	+13	-6	31	1,242	-2	-6	20	1,582	172	153	203
East North Central.....	-4	-1	-4	32	3,489	+12	-2	27	4,550	148	131	149
West North Central.....	+30	+32	-11	7	1,115	-11	-8	5	769	148	202	224
South Atlantic.....	-17	0	-7	20	1,747	-23	-10	16	1,747	115	122	128
South Central.....	+8	0	+11	13	1,390	-3	+2	9	1,608	167	182	165
Mountain.....	+11	-7	+8	5	374	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-13	-3	-12	15	776	-20	-2	14	1,337	174	188	173
Appliances and specialties wholesalers...	+28	+11	-22	125	24,831	-30	-6	96	26,186	132	246	155
New England.....	+26	-8	-30	12	1,280	-30	+1	8	879	140	287	143
Middle Atlantic.....	+12	+19	-35	26	7,844	-44	-12	18	6,972	141	266	188
East North Central.....	+17	+5	-30	21	2,659	-20	+7	16	3,547	161	232	152
West North Central.....	+31	+20	-17	13	1,924	-29	+9	12	3,207	168	310	186
South Atlantic.....	+61	+11	-1	19	4,360	-21	-9	14	3,706	105	224	128
South Central.....	+69	+15	+4	12	2,380	-27	-6	9	2,329	100	235	123
Mountain.....	+46	+11	-6	8	1,316	0	-3	8	2,220	169	245	192
Pacific.....	+21	-1	-9	14	3,068	-29	-14	11	3,326	112	194	129
Furniture and home furnishings.....	+15	-1	-12	88	14,662	-27	-4	70	23,233	186	291	195
New England.....	+4	+5	-14	4	742	-10	-7	4	1,209	163	189	183
Middle Atlantic.....	+12	0	-10	17	2,336	-29	-6	13	4,279	245	361	246
East North Central.....	+19	-2	-12	9	1,998	-24	+1	7	3,561	209	336	202
West North Central.....	+4	-10	-21	12	1,872	-38	+1	12	3,862	206	343	184
South Atlantic.....	+2	+2	-8	11	1,010	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+38	+5	-6	15	1,976	-25	-6	15	3,415	173	320	192
Mountain.....	+24	-1	-7	7	1,193	-16	-7	5	1,612	193	264	187
Pacific.....	+13	+1	-14	13	3,535	-28	-6	11	4,623	139	215	149
Hardware.....	-2	-2	-14	146	58,402	-10	-4	120	129,201	262	284	267
Middle Atlantic.....	-2	-5	-13	28	8,015	-6	-8	21	14,190	207	215	215
East North Central.....	+2	+1	-18	24	10,898	-13	-3	23	27,069	255	298	264
West North Central.....	-15	+3	-20	15	9,180	-11	-4	14	24,851	334	316	365
South Atlantic.....	0	-8	-9	19	4,669	-11	-1	16	10,734	261	290	238
East South Central.....	+8	-7	-7	15	4,855	-22	-5	13	8,748	201	281	194
West South Central.....	+10	-2	-9	14	5,173	-11	-3	8	7,541	263	323	258
Mountain.....	-10	-8	-15	7	2,053	-2	+2	5	3,394	289	303	289
Pacific.....	-2	+1	-15	19	12,803	-3	-4	15	30,458	272	273	282
Industrial supplies.....	-5	-8	-5	77	9,259	+1	-6	57	15,571	210	209	210
New England.....	-10	-8	-8	6	308	+5	-1	6	1,093	355	306	330
Middle Atlantic.....	-5	-10	-2	19	1,801	+4	+2	12	2,196	181	169	158
East North Central.....	-10	0	-12	6	745	-10	-5	6	1,366	183	184	192
West North Central.....	-9	+19	-18	6	671	-1	-8	5	1,177	202	182	261
South Atlantic.....	-8	-6	-10	10	741	-4	-3	9	1,811	249	242	241
South Central.....	-1	-11	0	25	4,322	-12	-24	15	5,634	161	206	212
Pacific.....	-17	-8	-12	5	671	+4	-3	4	1,301	211	170	199
Jewelry.....	+4	-15	-13	153	5,346	-20	-2	89	13,467	353	453	294
New England.....	+12	+5	-13	8	375	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-1	-21	-10	47	1,768	-25	-5	18	2,954	293	364	232
East North Central.....	+1	-18	-18	41	1,141	-9	-2	30	3,986	405	445	337
West North Central.....	0	-18	-20	17	622	-17	-1	13	2,370	445	545	344
South Atlantic.....	+23	+10	-9	7	358	-20	-2	5	1,089	352	563	394
South Central.....	+4	-12	-2	6	172	-29	-2	4	249	290	465	302
Pacific.....	+12	-14	-10	24	890	-28	-2	14	2,544	319	494	272

See footnotes at end of table.

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

Page 3

JUNE 1952

(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		6 mo. 1952 from 6 mo. 1951 ²	June 1952 panel		Percent change, June 1952 from--		June 1952 panel		June 1952	June 1951	May 1952	
	June 1951	May 1952		Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1951	May 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)				
Lumber and building materials.....	-5	+2	-12	79	\$14,028	-15	0	58	\$12,925	124	139	124	
Middle Atlantic.....	-14	-3	-6	18	3,051	+17	+2	10	1,615	76	51	68	
East North Central.....	+1	0	-6	11	1,455	-9	-6	9	1,188	95	117	104	
West North Central.....	+19	+36	-21	7	811	+5	-2	4	368	97	85	145	
South Atlantic.....	-11	-3	-14	11	1,815	-4	-10	9	1,436	156	157	160	
South Central.....	-3	-3	-18	5	945	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	-3	+14	-12	7	2,382	-12	-7	6	3,379	145	165	174	
Pacific.....	+13	-3	-14	7	1,322	+6	+25	6	2,200	168	179	130	
Machinery equipment, supplies (except electrical).....	-14	-5	-5	49	8,204	+17	+2	37	17,760	250	178	242	
New England.....	-25	-4	-18	5	389	+10	-1	4	1,149	418	266	409	
Middle Atlantic.....	-38	-26	-10	6	1,023	-2	-5	4	1,854	193	118	147	
East North Central.....	-1	-23	+25	11	1,291	+13	+7	8	1,782	200	152	173	
South Atlantic.....	-1	-11	-9	8	769	-5	-4	6	2,234	322	345	307	
Pacific.....	+11	+11	+12	8	1,572	+13	+6	6	2,239	193	201	202	
Metals.....	+5	+3	+1	38	13,029	+35	-2	36	19,562	152	118	160	
Paints and varnishes.....	-12	-4	-13	50	6,155	-5	+2	45	17,889	298	275	281	
Plumbing and heating supplies.....	-11	-3	-13	138	17,522	-18	-5	116	29,644	193	211	196	
New England.....	+1	-2	-14	7	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	-17	+6	-17	31	2,403	-11	-4	25	4,125	193	183	212	
East North Central.....	0	+9	-15	17	1,578	-16	-3	14	2,884	249	293	279	
West North Central.....	-10	+5	-30	17	1,516	-21	-6	15	3,272	232	260	256	
South Atlantic.....	-10	-7	-10	38	7,600	-20	-6	38	13,375	176	198	174	
East South Central.....	-15	-14	-3	11	1,977	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-24	0	-20	5	1,067	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Refrigeration equipment, parts (commercial).....	+19	+17	-8	69	2,444	-11	-9	58	3,954	213	286	284	
Middle Atlantic.....	+33	+18	-4	14	762	-14	-9	11	993	179	288	239	
East North Central.....	+14	+41	-12	21	375	-14	-6	16	663	252	344	388	
South Atlantic.....	+25	+29	-5	18	551	+7	-4	18	1,078	196	228	263	
Pacific.....	+5	-1	-21	9	240	-15	-11	8	571	290	380	332	
Surgical, medical, equipment, supplies.....	0	0	-8	35	5,068	-4	+1	32	6,644	140	148	143	
Middle Atlantic.....	-2	-10	0	8	856	+12	+16	6	577	140	120	107	
East North Central.....	+7	+5	-12	10	2,214	-6	0	9	2,529	121	138	127	
South Atlantic.....	-10	-2	-11	7	762	-4	0	7	1,359	178	177	212	
Beer.....	+8	+14	+6	35	2,043	+15	-6	32	1,009	52	51	64	
Middle Atlantic.....	+17	+15	+9	7	458	-13	-5	6	94	21	28	25	
East North Central.....	+16	+8	+8	11	675	+23	+5	11	303	46	43	47	
West North Central.....	+23	+20	+17	4	85	-14	-2	4	59	69	100	85	
South Atlantic.....	-6	+35	-2	5	440	+16	-23	4	272	72	62	131	
Pacific.....	-7	+1	+2	4	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Chemicals, industrial.....	-12	+8	-19	14	2,688	-1	-3	10	1,768	74	68	84	
Clothing and furnishings (except shoes).....	+15	-7	-12	23	2,655	-7	+30	14	3,493	232	270	157	
Coal.....	-47	+7	-13	20	3,271	-2	+26	18	4,789	152	83	127	
Confectionery.....	+4	-5	+8	38	1,332	-3	-7	21	796	103	111	107	
Middle Atlantic.....	-4	-6	+4	6	332	+12	+1	4	204	100	85	91	
East North Central.....	+1	-8	+5	4	105	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	+1	0	+2	11	306	-24	-17	7	216	90	119	110	
South Central.....	+5	-12	+13	11	359	+3	-10	5	217	103	117	109	
Dairy and poultry products.....	-6	-7	0	27	6,885	+4	+27	19	3,712	59	54	44	
Drugs and sundries (liquor excluded) ⁴	+5	-2	+5	206	59,363	(4)	(4)	(4)	(4)	(4)	(4)	(4)	
New England.....	+9	0	+4	13	2,889								
Middle Atlantic.....	+4	-2	+3	26	10,009								
East North Central.....	+2	0	+4	27	9,940								
West North Central.....	+3	-1	+4	20	5,748								
South Atlantic.....	+5	-4	+7	31	6,876								
East South Central.....	+2	-5	+2	17	3,333								
West South Central.....	+6	-4	+5	34	7,847								
Mountain.....	+5	-1	+6	12	2,452								
Pacific.....	+8	+1	+6	26	10,269	(4)	(4)	(4)	(4)	(4)	(4)	(4)	
Dry goods.....	-1	-1	-13	172	33,297	-30	+3	142	68,229	246	341	237	
New England.....	+2	-1	-18	8	671	-29	-9	8	325	141	202	153	
Middle Atlantic.....	-12	0	-25	46	6,156	-31	-2	34	9,236	210	284	238	
East North Central.....	+2	+8	-8	15	3,473	-34	+5	15	5,847	168	260	173	
West North Central.....	-5	-5	-14	19	11,224	-28	+4	18	31,253	279	368	255	
South Atlantic.....	+3	-8	-8	24	3,372	-26	+5	18	8,048	269	371	235	
East South Central.....	-6	-10	-9	15	1,206	-21	+9	10	3,322	363	443	300	
West South Central.....	+3	-3	-9	18	1,772	-31	+1	18	3,771	213	318	204	
Mountain.....	0	+2	-12	4	381	-24	-1	4	1,178	309	406	318	
Pacific.....	+25	+13	+1	23	5,042	-41	-4	17	4,629	234	416	243	
Farm supplies.....	-8	-22	+1	18	2,685	+12	-2	9	582	46	48	41	
Fresh fruits and vegetables.....	+7	+20	+5	59	6,389	-29	0	37	675	21	31	23	
New England.....	+2	+20	+7	6	494	+26	+11	5	39	11	9	12	
Middle Atlantic.....	+9	+33	+11	17	1,613	+33	+38	8	36	7	6	6	
East North Central.....	+14	+31	+5	11	1,939	-16	+23	6	32	8	11	7	
West North Central.....	0	+14	+5	7	762	-8	+2	7	180	24	26	26	
South Atlantic.....	-2	+1	+3	5	316	+45	+22	4	45	16	11	14	
East South Central.....	-16	+2	-5	6	351	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	+20	+4	0	4	502	(x)	(x)	(x)	(x)	(x)	(x)	(x)	

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JUNE 1952

(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		6 mo. 1952 from 6 mo. 1951 ²	June 1952 panel		Percent change, June 1952 from--		June 1952 panel		June 1952	June 1951	May 1952	
	June 1952 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	June 1951	May 1952				June 1951	May 1952						
Groceries, total.....	+7	+1	+5	899	\$148,087	-6	-3	721	\$142,086	127	145	132	
Nonaffiliated full-line wholesalers ³	+3	-1	+3	572	61,152	-6	-2	479	64,579	127	141	129	
New England.....	+6	+8	-2	8	1,763	-17	+1	6	2,397	151	195	160	
Middle Atlantic.....	+12	-3	+8	21	3,311	-2	-6	14	3,425	126	149	129	
East North Central.....	+4	+2	+6	138	11,700	-8	-1	129	13,112	128	145	132	
West North Central.....	+1	+3	+1	67	7,353	-13	-2	53	7,343	125	146	133	
South Atlantic.....	+6	-3	+5	67	8,622	-1	-2	43	8,011	124	136	123	
East South Central.....	-5	-10	0	41	4,304	-4	+2	31	4,681	139	137	122	
West South Central.....	+1	-4	+4	108	13,338	-8	-5	85	12,834	123	137	126	
Mountain.....	+2	+6	+3	26	2,866	-7	-4	25	3,566	128	140	140	
Pacific.....	+7	0	+2	96	7,895	+4	+3	93	9,210	124	127	121	
Voluntary-group wholesalers.....	+9	+3	+6	201	61,195	-7	-4	153	55,092	122	143	131	
New England.....	+9	+6	+9	10	3,672	+4	0	8	2,067	108	120	112	
Middle Atlantic.....	+6	+3	+3	38	13,822	-9	-1	27	9,779	113	130	120	
East North Central.....	+13	+1	+10	47	11,991	-5	0	32	8,273	106	128	108	
West North Central.....	+11	+4	+5	70	19,041	-8	-5	70	26,185	138	167	151	
South Atlantic.....	-2	-3	+2	13	2,801	+9	-2	7	1,908	117	108	118	
Pacific.....	+5	+5	+12	17	5,757	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Retailer-cooperative warehouses.....	+14	+8	+11	22	11,155	-2	+5	16	6,104	110	135	106	
Specialty lines wholesalers.....	+9	-1	+2	104	14,585	-2	-6	73	16,311	144	164	134	
New England.....	-6	+7	+2	5	204	+60	+15	4	125	64	38	60	
Middle Atlantic.....	+11	+8	+3	22	3,380	-9	-3	14	3,263	119	144	134	
East North Central.....	-10	-6	+3	12	906	-1	-3	6	264	69	75	70	
South Atlantic.....	-1	-5	+3	19	1,699	+1	+2	12	1,564	114	111	105	
East South Central.....	-1	-14	+6	6	552	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
West South Central.....	-5	-2	-4	5	345	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	+15	-3	0	29	6,478	-2	-11	26	9,577	190	230	208	
Leather and shoe findings.....	-2	-6	-8	27	541	-9	-2	15	1,194	376	446	369	
Middle Atlantic.....	-5	-3	-2	5	37	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East North Central.....	-3	-8	-3	5	87	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
West North Central.....	-4	-16	-7	4	49	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-6	-6	-11	7	291	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Meats and meat products.....	-10	-3	-4	42	24,160	-7	-6	37	9,628	49	47	52	
Middle Atlantic.....	-4	+12	-5	11	4,585	-13	0	11	2,242	49	54	54	
East North Central.....	-11	-10	-3	13	9,050	+2	-4	12	4,774	56	49	52	
South Central.....	-20	+17	-9	4	3,289	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-9	0	+2	5	4,390	-21	-6	4	766	33	37	32	
Paper and its products.....	-18	-7	-13	66	8,637	+13	-2	42	9,676	164	120	159	
New England.....	-10	+5	-11	6	324	+9	+1	5	456	208	190	240	
Middle Atlantic.....	-20	-9	-12	19	2,441	+33	-4	11	2,084	141	87	139	
East North Central.....	-13	-6	-14	17	3,172	+22	+2	12	3,075	119	84	112	
West North Central.....	-9	-2	-14	4	307	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	-13	-1	-13	6	730	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Central.....	-9	+4	-8	4	436	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-36	-14	-15	7	913	+1	+2	6	2,426	358	214	295	
Petroleum.....	0	-18	+2	28	4,693	+28	+34	28	6,879	147	114	90	
Shoes and other footwear.....	-4	-1	-1	36	23,589	-8	+3	32	74,085	317	332	306	
Tobacco products.....	+3	0	+5	290	44,413	+12	+11	170	18,724	63	57	56	
New England.....	+4	+2	+5	36	3,538	+4	+19	13	1,167	81	83	67	
Middle Atlantic.....	-2	-3	+2	59	14,299	+31	+23	36	7,772	74	54	57	
East North Central.....	+4	-1	+5	68	8,759	+1	+3	42	2,922	56	58	54	
West North Central.....	+6	+4	+6	37	5,369	+5	+1	27	2,399	56	57	59	
South Atlantic.....	+10	+4	+8	26	5,622	+1	-2	20	2,416	52	57	55	
East South Central.....	+16	+4	+15	11	1,688	+12	+7	6	586	43	45	42	
West South Central.....	+1	-2	+8	24	1,888	-2	+2	8	416	59	59	56	
Mountain.....	+10	0	0	11	674	-16	+2	9	365	62	80	61	
Pacific.....	-4	-6	0	18	2,576	-1	+4	9	681	67	62	58	
Wines and spirits ⁴	+6	-7	+1	263	75,127	-10	-1	214	108,226	175	203	164	
New England.....	+10	+10	-2	19	4,558	+5	0	14	4,204	129	157	142	
Middle Atlantic.....	0	-13	-6	44	21,950	-12	+6	42	30,018	155	175	129	
East North Central.....	+1	-12	-5	40	9,898	+5	+1	28	14,387	174	170	157	
West North Central.....	+6	-9	-1	26	5,146	-7	+1	21	7,876	252	271	211	
South Atlantic.....	+8	-5	+11	42	10,127	-4	-5	40	16,030	162	183	163	
East South Central.....	0	0	+6	12	2,185	+20	+9	11	5,218	266	217	242	
West South Central.....	+1	-20	+10	35	6,553	-9	-10	29	13,198	215	240	190	
Mountain.....	+1	+3	+1	13	2,452	+17	-3	12	3,404	139	130	148	
Pacific.....	+28	+7	+6	32	12,258	-33	-8	17	13,891	190	328	219	
Miscellaneous.....	-13	-12	-3	44	7,626	+8	+3	30	7,558	156	117	117	

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ To be published in the June issue of Trends in the Drug Trade.⁵ Not affiliated with voluntary or cooperative groups.⁶ 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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Texas)
South Central - East South Central and West South Central combined.
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

JULY 1952

FOR RELEASE
SEPTEMBER 4, 1952

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,362 wholesale establishments in various lines of business.

SALES

July dollar sales of merchant wholesalers rose 4 percent over the level of the previous month and were up 13 percent above July sales a year ago. Cumulative sales for the first seven months of 1952, however, were 2 percent below the corresponding period of last year.

All geographic divisions reported sales gains over June, as well as over a year ago. Increases over the previous month ranged from 2 to 9 percent with the South Atlantic Division noting the largest gain. Sales were up 8 to 18 percent over July 1951, the greatest increase being reported in the East South Central Division. While most divisions showed cumulative sales for the first seven months of this year 2 to 5 percent below sales of the comparable period of 1951, three divisions indicated increases--the West South Central (3%), East South Central (2%), and the South Atlantic (1%).

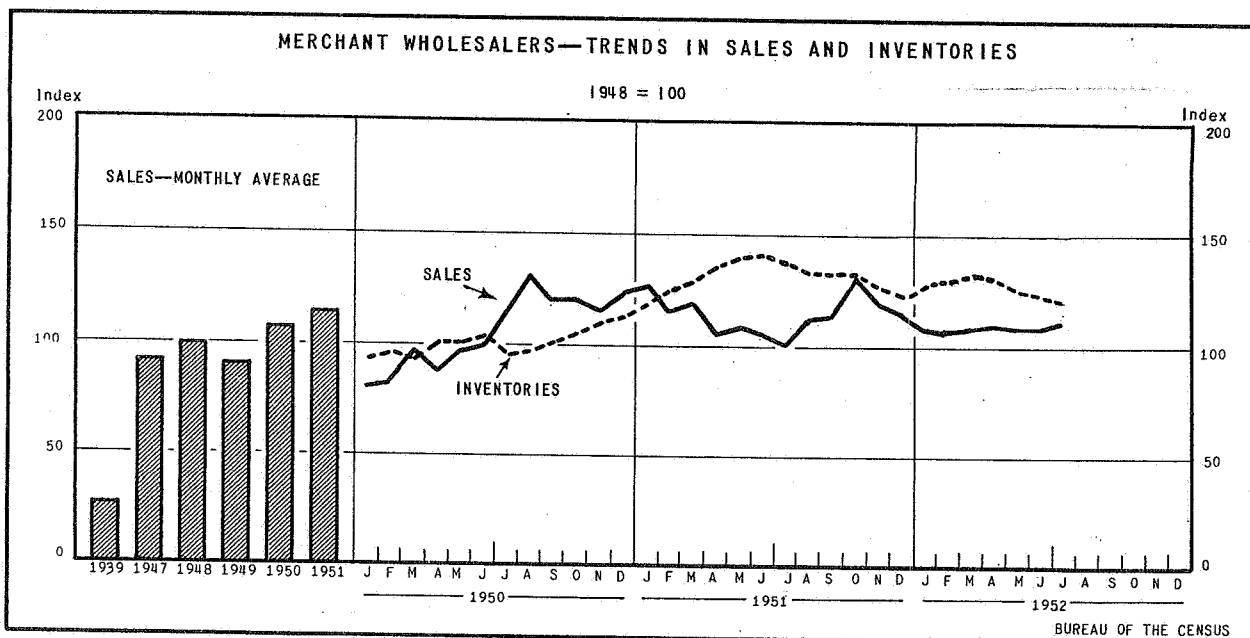
Of the 37 kinds of business covered in this survey, 23 reported gains over the previous month, 13 noted declines, while one trade, paper and its products indicated sales at approximately the same level as a month earlier. Shoes and other footwear experienced the principal increase over June sales (27%), while coal reported the sharpest decline (30%). Compared with a year ago, 27 trades experienced sales gains ranging from a slight (1%) increase in plumbing and heating supplies to a 70 percent jump in electrical appliances and specialties. Declines below July 1951 sales varied from 1 to 10 percent, with petroleum noting the sharpest decrease.

INVENTORIES

Inventories (valued at cost) of wholesalers on July 31 dropped 3 percent below the June 30 stock level and were 14 percent under stocks on hand at the end of July last year. All geographic divisions reported declines below the level of the previous month and, also, under a year ago. The New England Division indicated the heaviest drop from a month earlier, 7 percent, while the principal decrease below a year ago, 18 percent, was experienced in the Pacific Division. Based on the reports of 3,343 wholesale establishments submitting inventories in conjunction with sales, the July stock-sales ratio of 157 was 12 points lower than that reported for June and 48 points below July 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that July sales of large retail stores were 15 percent below June, but at approximately the same level as a year ago.



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

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JULY 1952

[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		7 mo. 1952 from 7 mo. 1951 ²	July 1952 panel		Percent change		July 1952 panel		July 1952	July 1951	June 1952
	July 1952 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	July 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	July 1951	June 1952				July 1951	June 1952					
United States, total ³	+13	+4	-2	4,362	\$831,646	-14	-3	3,343	\$1,059,603	157	205	169
New England.....	+13	+4	-3	263	35,728	-14	-7	179	39,545	148	194	164
Middle Atlantic.....	+13	+4	-5	780	155,506	-17	-4	570	156,629	135	179	143
East North Central.....	+12	+3	-3	857	150,927	-12	-3	688	176,839	140	178	149
West North Central.....	+8	+2	-5	524	105,050	-17	-2	400	157,378	178	232	189
South Atlantic.....	+17	+9	+1	543	97,924	-14	-3	424	116,906	144	196	161
East South Central.....	+18	+6	+2	211	37,774	-14	-1	161	45,563	142	198	152
West South Central.....	+16	+5	+3	406	75,527	-9	-1	320	106,646	168	217	179
Mountain.....	+12	+5	-4	181	27,767	-14	-5	151	36,834	150	199	165
Pacific.....	+44	+2	-2	547	112,230	-18	-5	400	139,048	164	229	178
Automotive supplies.....	+16	+7	-1	363	22,323	-4	-3	207	19,825	246	280	264
New England.....	+21	+9	0	19	751	+26	0	7	418	255	194	242
Middle Atlantic.....	+6	+6	-10	48	1,169	-2	-2	45	2,637	250	269	273
East North Central.....	+15	+8	-1	77	4,345	-10	-2	61	6,547	240	295	245
West North Central.....	+21	-1	+1	77	5,486	-1	-4	22	2,292	197	231	234
South Atlantic.....	+21	+15	+3	24	3,767	-2	-2	17	1,623	286	296	296
South Central.....	+17	+16	-1	13	2,931	+12	-8	8	1,570	233	260	274
Mountain.....	+7	+23	-2	26	905	-4	-5	16	1,116	267	326	314
Pacific.....	+6	0	-6	79	2,969	-2	-2	31	3,622	280	301	294
Electrical group, total.....	+28	+7	-8	708	168,037	-35	-11	639	199,139	128	250	151
Full-line wholesalers.....	+24	+6	-8	447	128,169	-37	-11	438	163,455	130	258	155
New England.....	+17	+3	-11	34	6,959	-36	-12	34	11,358	163	296	190
Middle Atlantic.....	+14	+9	-11	65	19,197	-47	-13	63	24,366	129	278	162
East North Central.....	+18	+5	-9	88	28,021	-32	-11	85	34,997	131	227	154
West North Central.....	+22	-3	-15	43	9,905	-40	-12	43	14,528	147	300	162
South Atlantic.....	+41	+11	+1	64	20,546	-33	-10	62	23,840	119	254	147
East South Central.....	+64	+5	+10	29	7,759	-38	-11	28	7,655	100	266	118
West South Central.....	+40	+4	+4	48	13,960	-33	-9	48	17,760	127	267	145
Mountain.....	+20	+11	-14	21	4,218	-37	-14	21	5,580	132	253	169
Pacific.....	+11	+4	-15	55	17,604	-39	-13	54	23,371	134	244	160
Wiring supplies, construction materials distributors.....	+2	-2	-3	134	10,887	-3	-1	99	12,423	148	157	150
New England.....	-3	-13	+3	14	705	-8	-1	5	374	158	219	181
Middle Atlantic.....	+18	+11	-3	28	1,231	-2	+1	21	1,645	151	183	171
East North Central.....	+1	-5	-3	32	3,411	+11	+1	26	4,562	166	158	154
West North Central.....	+19	-18	-8	7	904	-11	-3	5	665	158	187	135
South Atlantic.....	-9	+7	-7	21	1,968	-15	0	17	1,962	113	122	122
South Central.....	+7	-1	+11	13	1,566	-3	-4	9	1,649	138	157	149
Mountain.....	+14	+11	+9	4	352	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-3	-11	15	750	-15	-1	13	1,284	182	196	177
Appliances and specialties wholesalers....	+70	+16	-14	127	28,981	-29	-11	102	23,261	108	244	129
New England.....	+95	+31	-21	13	1,822	-18	-6	10	1,491	99	245	143
Middle Atlantic.....	+75	+32	-26	25	10,308	-42	-17	14	4,757	104	250	131
East North Central.....	+62	+6	-24	19	2,507	-16	+1	15	3,116	150	297	159
West North Central.....	+54	-1	-10	13	2,145	-30	-1	12	3,328	156	347	156
South Atlantic.....	+90	+15	+9	21	5,155	-25	-12	20	3,827	87	216	109
South Central.....	+66	+2	+13	14	2,523	-25	-8	12	2,335	94	209	105
Mountain.....	+40	+6	0	8	1,402	-9	-16	8	1,860	133	204	169
Pacific.....	+55	+2	-3	14	3,119	-35	-23	11	2,547	85	204	112
Furniture and house furnishings.....	+30	-5	-8	89	14,035	-31	-7	69	21,533	177	337	184
New England.....	+17	-9	-11	5	693	-11	-6	4	1,142	171	224	163
Middle Atlantic.....	+23	-13	-7	16	1,991	-31	+1	12	3,982	258	484	229
East North Central.....	+24	-16	-8	10	1,785	-26	-10	8	3,409	225	402	207
West North Central.....	+19	-14	-18	12	1,611	-42	-7	12	3,590	223	454	206
South Atlantic.....	+11	-30	-6	11	703	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+62	+18	+2	15	2,327	-32	-12	15	3,011	129	309	173
Mountain.....	+37	+1	-2	7	1,205	-20	-5	5	1,532	191	284	193
Pacific.....	+32	+5	-9	13	3,720	-33	-7	11	4,293	121	239	139
Hardware.....	+6	-3	-12	164	58,865	-13	-5	128	123,269	253	307	259
Middle Atlantic.....	+16	-11	-10	36	7,672	-9	-5	20	12,960	233	284	216
East North Central.....	+12	0	-14	25	11,356	-15	-5	24	25,823	235	309	246
West North Central.....	-12	-5	-19	15	8,948	-12	-5	14	24,328	347	331	334
South Atlantic.....	+9	+5	-7	29	5,500	-14	-2	25	11,823	245	304	261
East South Central.....	+16	+1	-4	14	4,810	-22	-3	13	8,482	192	284	201
West South Central.....	+10	-6	-7	15	5,143	-12	-2	9	7,800	244	304	250
Mountain.....	-2	+3	-13	8	2,315	-11	-10	5	3,063	281	331	289
Pacific.....	+8	-1	-12	19	12,744	-12	-7	15	28,131	248	306	269
Industrial supplies.....	-6	-5	-5	83	9,551	-5	-5	59	14,819	205	215	203
New England.....	-7	-12	-8	7	345	+2	-1	5	890	403	396	365
Middle Atlantic.....	-7	-4	-3	21	1,785	-6	-4	14	2,222	179	181	183
East North Central.....	-14	-6	-12	7	1,139	-8	0	6	1,363	187	202	183
West North Central.....	+2	-3	-16	6	683	-5	0	4	839	238	213	195
South Atlantic.....	-4	+2	-10	11	910	-12	-14	10	1,851	206	227	247
South Central.....	-4	-7	-1	25	4,022	-3	-5	15	6,273	197	218	189
Pacific.....	-7	+2	-11	6	667	+2	+1	5	1,381	228	210	229
Jewelry.....	+10	-12	-11	145	4,659	-22	+4	82	13,336	387	579	350
New England.....	+31	-32	-9	8	256	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	-11	-9	46	1,481	-24	+6	21	3,182	345	507	289
East North Central.....	+15	-6	-16	38	1,031	-19	+1	25	3,841	418	602	407
West North Central.....	+15	-2	-17	17	573	-24	+3	13	2,229	430	649	438
South Atlantic.....	+19	0	-6	5	290	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+6	-14	+1	5	134	-22	+6	4	228	374	576	307
Pacific.....	+8	-20	-8	23	888	-22	+8	13	2,667	358	538	307

See footnotes at end of table.

WHOLESALESALE'S SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

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JULY 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventories, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		7 mo. 1952 from 7 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Percent change		Number of estab- lishments report- ing	Reported dollar values (add 000)	July 1952	July 1951	June 1952
	July 1952 from--	July 1952 from--										
	July 1951	June 1952	July 1951	June 1952								
Lumber and building materials.....	+7	+1	-10	81	\$14,587	-15	0	57	12,939	124	156	124
Middle Atlantic.....	-18	+3	-8	18	3,217	+34	-4	9	1,520	73	40	76
East North Central.....	+8	+3	-3	12	1,692	-17	-7	9	1,104	86	118	95
West North Central.....	+3	-24	-19	7	613	+6	-3	4	357	116	92	97
South Atlantic.....	+5	+8	-12	11	1,967	+12	+17	9	1,683	177	159	156
South Central.....	+15	-1	-14	5	934	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+14	-5	-9	7	2,450	-19	-4	6	3,261	146	203	145
Pacific.....	+45	+15	-7	8	1,664	-6	-2	6	2,163	144	240	168
Machinery equipment, supplies (except electrical).....	+3	+4	-4	50	8,740	+10	-5	39	17,186	225	204	248
New England.....	-18	-10	-18	5	352	+9	-1	4	1,136	471	332	418
Middle Atlantic.....	-33	+4	-13	7	1,105	-9	-2	5	1,928	184	134	197
East North Central.....	+40	-1	+27	12	1,447	+8	-5	9	1,897	194	193	188
South Atlantic.....	+19	-7	-6	8	715	-10	-4	6	2,145	332	444	323
South Central.....	+25	+36	-19	6	2,404	+44	-6	5	6,531	274	239	397
Pacific.....	-1	-11	+10	8	1,405	+8	-8	6	2,059	203	206	193
Metals.....	+4	-3	+1	45	13,526	+31	-2	39	19,712	154	122	152
Paints and varnishes.....	-9	-3	-13	50	5,952	-6	0	46	17,847	306	294	298
Plumbing and heating supplies.....	+1	+5	-11	140	18,592	-15	+1	117	29,355	184	222	193
New England.....	+16	+9	-10	7	348	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-7	-2	-16	32	2,425	-13	-5	25	3,924	186	198	193
East North Central.....	+2	-1	-13	18	1,611	-18	-4	16	3,458	240	294	245
West North Central.....	+5	+7	-25	14	1,601	-24	-6	12	3,031	202	273	231
South Atlantic.....	+10	+12	-7	39	8,501	-22	-3	38	11,487	147	208	170
East South Central.....	-7	+1	-4	11	1,992	+10	+40	9	4,200	237	196	170
Mountain.....	-21	-13	-19	5	363	-8	-3	5	1,009	278	238	250
Pacific.....	-16	0	-20	5	1,068	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	+25	+5	-3	74	2,929	-16	-2	62	3,972	182	256	194
Middle Atlantic.....	+15	+7	-1	14	818	-26	-8	11	912	155	223	179
East North Central.....	+33	+3	-4	21	490	-25	-7	16	664	185	313	195
West North Central.....	0	+20	-29	5	182	-17	+30	5	429	236	282	218
South Atlantic.....	+34	+4	+1	19	772	-3	-5	18	1,087	165	223	178
Pacific.....	+18	+19	-14	9	285	-13	0	8	571	260	345	290
Surgical, medical, equipment, supplies.....	+10	+4	-5	34	5,208	-7	-5	27	6,207	126	150	139
Middle Atlantic.....	+8	+8	+1	6	858	+24	-5	4	747	105	92	123
East North Central.....	+14	+5	-9	8	2,340	-15	-7	7	2,343	105	142	119
South Atlantic.....	+3	+10	-9	7	743	-11	-6	6	988	137	156	161
Pacific.....	+3	0	-16	4	303	-12	+50	4	636	210	246	140
Beer.....	+19	+18	+8	34	2,441	+13	-7	29	873	40	42	51
Middle Atlantic.....	+25	+25	+12	6	479	+14	+45	5	80	17	19	15
East North Central.....	+21	+16	+11	12	820	+27	-2	11	303	39	37	46
West North Central.....	+37	+13	+22	5	213	-15	-3	4	57	61	85	69
South Atlantic.....	+14	+17	+1	4	512	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+6	+16	+3	5	398	+11	-9	4	221	64	62	81
Chemicals, industrial.....	-7	+4	-17	16	2,810	+1	-2	12	1,698	70	65	73
Clothing and furnishings (except shoes).....	+17	+18	-8	24	3,538	-10	-2	16	4,369	189	223	238
Coal.....	-20	-30	-13	20	2,301	+1	+15	18	5,493	249	200	152
Confectionery.....	+10	+5	+8	37	1,353	+5	+2	19	722	97	105	101
Middle Atlantic.....	+14	+13	+5	6	379	+4	-2	4	199	85	95	100
East North Central.....	-6	+11	+3	4	117	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+6	+1	+3	9	178	-1	+1	4	81	84	94	89
South Central.....	+8	+3	+12	12	454	+4	+7	6	284	102	107	92
Dairy and poultry products.....	+6	+10	0	26	7,483	+14	+20	20	4,599	67	63	62
Drugs and sundries (liquor excluded).....	+8	+4	+5	211	61,832	+3	0	170	93,691	185	197	192
New England.....	+6	+5	+4	12	2,930	+5	-2	10	3,969	176	173	189
Middle Atlantic.....	+6	+2	+3	28	10,433	+3	-1	20	10,856	166	167	174
East North Central.....	+8	+3	+4	28	10,281	+3	-1	22	13,131	161	171	167
West North Central.....	+8	-1	+5	20	6,048	-3	-2	17	9,100	170	195	179
South Atlantic.....	+9	+7	+7	32	7,260	+3	+2	23	10,139	187	195	200
East South Central.....	+1	+8	+2	16	3,551	+1	+2	13	5,846	199	198	213
West South Central.....	+9	+6	+6	35	8,276	+8	+6	29	16,821	241	244	238
Mountain.....	+12	+7	+7	12	2,630	-2	-1	10	5,090	202	229	219
Pacific.....	+14	+1	+7	28	10,423	+1	-3	26	18,739	181	204	187
Dry goods.....	+3	+11	-11	177	37,561	-26	+4	143	72,214	230	311	247
New England.....	-3	0	-16	6	503	-17	+35	5	776	197	184	117
Middle Atlantic.....	+5	-6	-22	47	5,585	-29	0	34	8,927	233	333	214
East North Central.....	+7	+15	-6	16	4,426	-28	+4	16	6,748	152	228	168
West North Central.....	-8	+5	-13	18	11,832	-23	+4	17	32,865	278	331	280
South Atlantic.....	+4	+31	-6	24	4,312	-24	+3	18	8,087	204	279	269
East South Central.....	+4	+29	-7	15	1,424	-19	+2	10	3,244	303	404	391
West South Central.....	+7	+31	-6	21	3,026	-28	+5	21	5,511	182	270	228
Mountain.....	-12	+3	-12	6	475	-20	+1	5	1,300	302	361	306
Pacific.....	+23	+14	+4	24	5,978	-43	+3	17	4,756	199	410	234
Farm supplies.....	+4	-11	+1	19	2,383	+6	-1	9	706	59	58	56
Fresh fruits and vegetables.....	+26	+5	+8	65	7,911	-30	-7	36	563	17	30	21
New England.....	+19	+23	+10	6	611	+4	-3	4	28	10	12	14
Middle Atlantic.....	+34	+25	+15	18	2,081	+29	-27	10	27	4	5	6
East North Central.....	+40	+11	+10	13	1,770	+19	+19	6	37	9	10	8
West North Central.....	+22	+48	+9	7	1,127	+6	+2	7	181	16	18	23
South Atlantic.....	+15	+3	+4	6	377	+16	-18	4	37	13	13	16
East South Central.....	+7	-5	-3	6	332	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+25	+1	+1	4	212	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

JULY 1952

[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		July 1952 panel			Percent change, July 1952 from--		July 1952 panel		July 1952	July 1951	June 1952
	July 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	July 1952 from--	Number of estab- lishments report- ing	Reported dollar values (add 000)					
	July 1951	June 1952										
Groceries, total.....	+16	+4	+6	888	\$152,007	-2	0	712	\$138,094	120	143	126
Nonaffiliated full-line wholesalers ⁴	+15	+6	+5	566	63,893	-2	+2	475	64,166	122	142	126
New England.....	+11	0	0	8	1,766	-15	-6	6	2,252	143	185	151
Middle Atlantic.....	+22	+3	+10	20	3,048	-8	+9	13	3,204	132	179	124
East North Central.....	+11	0	+6	139	11,987	-2	+2	130	13,555	128	146	124
West North Central.....	+17	+10	+3	67	8,178	-11	0	53	7,420	113	149	125
South Atlantic.....	+12	+5	+6	62	8,414	+3	0	39	7,351	120	130	124
East South Central.....	+7	+12	0	41	4,459	-4	-4	32	4,144	123	134	143
West South Central.....	+13	+6	+5	109	14,195	-3	+6	86	13,655	125	146	122
Mountain.....	+22	+15	+6	26	3,186	-2	0	24	3,361	111	139	129
Pacific.....	+21	+11	+5	94	8,660	+11	+2	92	9,224	114	123	124
Voluntary-group wholesalers.....	+20	+7	+8	195	63,513	-3	-1	146	51,849	112	139	123
New England.....	+20	+1	+10	10	3,699	+6	-2	8	2,026	100	119	108
Middle Atlantic.....	+13	-3	+4	35	11,529	-1	-6	23	6,767	113	123	122
East North Central.....	+22	+4	+12	46	12,974	-1	-2	31	8,458	96	121	104
West North Central.....	+23	+13	+8	69	21,164	-6	-1	69	25,428	120	158	137
South Atlantic.....	+17	+11	+4	11	2,740	+3	-9	5	1,366	100	115	116
Pacific.....	+22	+15	+14	18	7,167	+12	+1	4	2,703	102	106	107
Retailer-cooperative warehouses.....	+12	-5	+11	23	10,686	-2	-4	16	5,831	102	121	110
Specialty lines wholesalers.....	+12	-4	+3	104	13,915	-2	-2	75	16,248	149	171	144
New England.....	-3	-1	+1	5	201	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+10	-4	+4	22	3,228	0	+1	15	3,320	123	138	117
East North Central.....	+3	-1	+3	11	720	+6	+5	6	278	67	79	69
South Atlantic.....	+10	-1	+4	19	1,718	+4	+3	13	1,769	115	121	111
East South Central.....	+9	+6	+7	6	583	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+15	+9	-2	5	376	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+45	-1	+18	4	768	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+12	-7	+2	29	6,009	-5	-3	26	9,245	210	324	190
Leather and shoe findings.....	-5	-13	-8	24	420	-2	+1	12	1,104	518	513	417
Middle Atlantic.....	-17	-17	-4	4	24	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-15	-14	-4	5	75	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-2	+2	-6	4	50	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-4	-15	-10	6	207	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	+8	-4	39	25,308	-1	-3	34	9,003	43	44	49
Middle Atlantic.....	-1	+7	-4	9	4,330	-4	+9	9	2,118	49	51	48
East North Central.....	+5	+17	-2	13	10,596	+12	-10	12	4,295	43	41	56
Pacific.....	+2	+7	+2	5	4,681	-18	+3	4	791	29	35	33
Paper and its products.....	-8	0	-12	66	8,706	+11	+1	42	10,214	165	137	167
New England.....	-6	+1	-10	4	295	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-14	-3	-13	18	2,354	+29	-4	11	1,997	139	91	141
East North Central.....	-6	-9	-13	20	3,114	+13	0	14	3,449	135	110	124
West North Central.....	-1	+13	-12	4	346	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	-9	-13	8	730	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+2	-2	-6	5	519	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-5	+48	-12	7	1,348	0	+1	6	2,450	218	211	358
Petroleum.....	-10	-12	0	28	4,123	+21	-6	28	6,468	157	117	147
Shoes and other footwear.....	-1	+27	-1	33	29,799	-7	-3	30	71,051	241	257	316
Tobacco products.....	+13	+6	+6	284	46,595	+4	-6	163	16,205	53	57	59
New England.....	+16	+5	+6	36	3,586	-3	-2	13	673	49	58	53
Middle Atlantic.....	+16	+10	+4	59	16,631	+7	-13	37	7,048	56	61	73
East North Central.....	+15	+8	+6	66	9,054	+3	0	37	2,415	50	55	52
West North Central.....	+6	+2	+6	39	5,086	+6	+5	26	1,964	52	52	50
South Atlantic.....	+13	-1	+8	23	5,420	+3	0	18	2,387	54	58	52
East South Central.....	+9	-2	+14	14	1,845	+3	-2	9	647	42	45	42
West South Central.....	+11	+9	+9	24	2,259	+2	+1	8	440	43	48	48
Mountain.....	+20	+11	+3	10	673	-7	0	9	365	56	72	62
Pacific.....	+7	+8	+1	13	2,041	+4	+1	6	266	53	53	62
Wines and spirits ⁵	+16	+2	+2	286	80,270	-3	-1	231	112,706	172	201	174
New England.....	+20	+5	+1	23	4,794	+4	-7	17	4,234	130	145	133
Middle Atlantic.....	+18	+1	-3	46	23,224	-7	+2	44	33,012	169	207	159
East North Central.....	+11	+4	-3	49	11,643	+7	-1	35	16,236	166	171	172
West North Central.....	+14	-2	0	31	7,059	-9	-4	25	9,040	172	217	196
South Atlantic.....	+14	+5	+11	39	10,384	+11	+3	36	15,487	156	160	160
East South Central.....	+13	+15	+7	14	2,754	+31	-7	12	4,968	213	178	268
West South Central.....	+12	+4	+10	37	7,068	+5	-2	32	13,880	208	221	218
Mountain.....	+14	+11	+5	13	2,403	+19	+2	11	2,822	121	132	132
Pacific.....	+23	-8	+8	34	10,941	-28	-3	19	13,027	203	324	191
Miscellaneous.....	-3	+1	-3	43	6,734	+10	+3	31	8,121	182	151	162

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

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

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

Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

AUGUST 1952

FOR RELEASE
OCTOBER 3, 1952

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,405 wholesale establishments in various lines of business.

SALES

Dollar sales of merchant wholesalers during August fell off slightly (1%) below the level of the previous month and were, also, down slightly (1%) under a year ago. Cumulative sales for the first eight months of 1952 lagged 2 percent behind the corresponding period of last year.

By geographic divisions, only the West North Central, up 6 percent, and the Pacific, up 1 percent, experienced higher sales than a month earlier. All other divisions reflected declines varying from 1 to 6 percent below July sales. Compared with sales a year ago, small gains were indicated by the West North Central (2%), the Pacific (2%), and the Mountain (1%) Divisions. While the South Atlantic Division reported practically no change from the August 1951 level, five other divisions showed declines. The East South Central Division, which reflected the sharpest drop below the previous month (6%), indicated the most substantial decline under sales of a year ago. (6%).

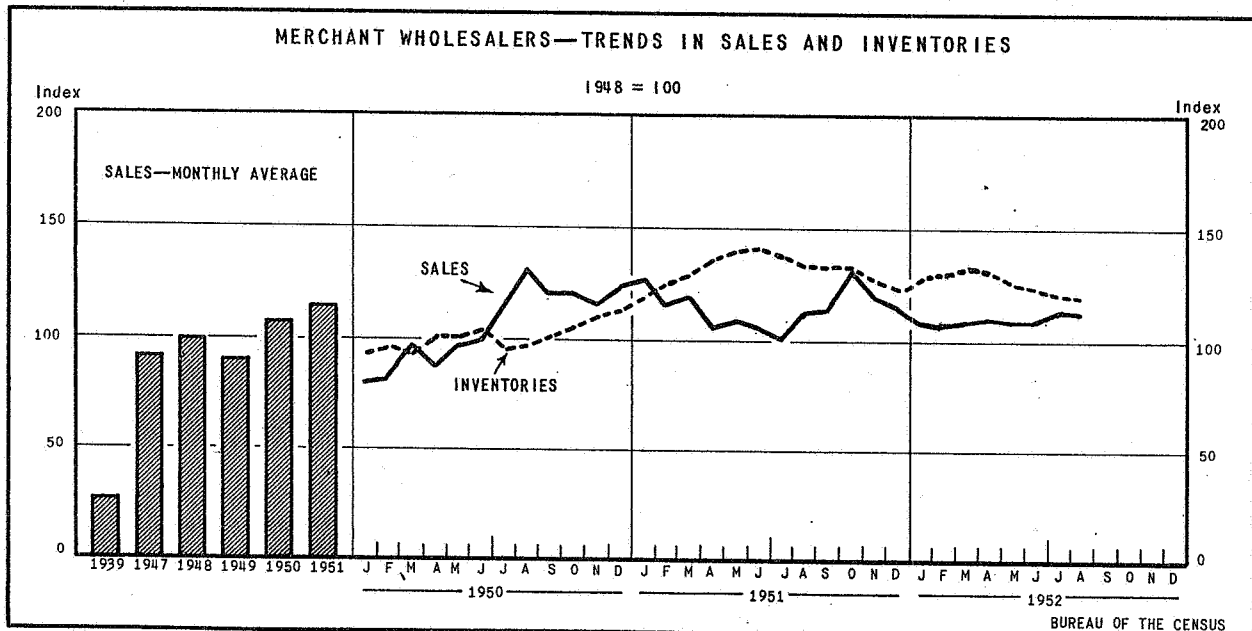
Of the 37 kinds of business covered in this report, 20 reflected sales gains over the previous month. The principal sales increase, 52 percent, was shown by the jewelry trade, while other substantial gains were reported by coal (41%), clothing and furnishings (35%), shoes and other footwear (34%), and dry goods (33%). Fresh fruits and vegetables, down 32 percent, reported the heaviest decrease below July sales. Declines below August 1951 were experienced by most trades with machinery equipment and supplies indicating the sharpest drop, 28 percent. Three trades--dry goods, fresh fruits and vegetables, and full-line electrical goods--reported no change from sales of a year ago. Electrical appliances and specialties, up 14 percent, led the group of 11 trades which reported gains over August 1951 sales.

INVENTORIES

End-of-August inventories (valued at cost) were slightly (1%) below the July 31 stock level and 13 percent under stocks on hand at the end of August last year. Only the Middle Atlantic Division, up 3 percent, indicated higher inventories than a month earlier. However, all divisions shared in the declines below a year ago. Based on the reports of 3,418 wholesale establishments submitting inventories in conjunction with sales, the August stock-sales ratio of 155 was 1 point lower than that reported for July and 21 points below a year ago.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that August sales of large retail stores were 2 percent above a month earlier, but 9 percent below August last year.



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

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

AUGUST 1952

[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		8 mo. 1952 from 8 mo. 1951 ²	August 1952 panel		Percent change		August 1952 panel		Aug. 1952	Aug. 1951	July 1952
	August 1952 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	August 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Aug. 1951	July 1952				Aug. 1951	July 1952					
United States, total ³	-1	-1	-2	4,405	\$832,175	-13	-1	3,418	\$1,065,831	155	176	156
New England.....	-2	-4	-3	265	34,664	-13	0	178	39,232	152	172	148
Middle Atlantic.....	-4	-4	-5	790	152,904	-15	+3	591	169,424	142	159	134
East North Central.....	-2	-1	-3	878	149,679	-10	-1	719	179,445	140	151	140
West North Central.....	+2	+6	-4	525	110,167	-16	-3	407	153,957	164	198	179
South Atlantic.....	0	-4	+1	545	94,903	-10	0	433	120,336	153	169	144
East South Central.....	-6	-6	+1	213	35,647	-13	-2	163	45,323	152	169	144
West South Central.....	-3	-4	+2	403	72,125	-7	-1	321	106,016	174	181	167
Mountain.....	+1	-1	-3	179	27,088	-11	-1	147	35,822	151	173	150
Pacific.....	+2	+1	-1	556	113,569	-15	-1	409	136,604	161	193	165
Automotive supplies.....	+3	+3	-1	377	23,227	0	+1	218	20,563	253	246	246
New England.....	0	+7	0	21	836	-8	+2	8	468	220	241	243
Middle Atlantic.....	-3	-6	-10	49	1,088	-3	-2	46	2,567	263	261	252
East North Central.....	-4	+1	-1	77	4,388	-4	+1	61	6,600	248	251	239
West North Central.....	+15	+6	+3	85	6,020	+7	+7	30	3,007	241	217	205
South Atlantic.....	+9	+6	+4	24	3,996	+4	0	16	1,534	292	267	293
West South Central.....	+9	+6	0	13	2,483	+11	0	8	1,625	229	202	227
Mountain.....	-15	-4	-4	26	826	-4	-2	16	1,120	238	261	303
Pacific.....	-5	-4	-6	80	2,887	0	0	32	3,613	279	261	274
Electrical group, total.....	+2	-12	-7	700	145,161	-31	+1	636	200,373	146	216	128
Full-line wholesalers.....	0	-12	-7	443	111,859	-34	+1	436	165,388	149	226	130
New England.....	-3	-7	-10	34	6,483	-32	+4	34	11,774	182	257	163
Middle Atlantic.....	-3	-15	-10	63	16,291	-39	+12	61	27,169	170	271	129
East North Central.....	-3	-11	-8	87	24,665	-28	-3	86	34,692	141	189	130
West North Central.....	-3	-9	-14	42	9,005	-41	-4	42	13,799	153	253	146
South Atlantic.....	+9	-17	+2	64	17,100	-26	+3	62	24,613	147	220	119
East South Central.....	+1	-29	+9	29	5,501	-33	0	28	7,671	142	213	100
West South Central.....	+4	-18	+4	48	11,381	-30	-5	48	16,956	149	223	127
Mountain.....	+10	-3	-11	21	4,099	-34	+3	21	5,726	140	231	132
Pacific.....	0	-1	-13	55	17,334	-39	-2	54	22,988	134	219	135
Wiring supplies, construction materials distributors.....	-4	+3	-3	135	11,503	-3	-2	101	12,671	139	136	144
New England.....	-7	+6	+2	14	750	-8	-2	5	366	185	186	158
Middle Atlantic.....	-10	-8	-4	30	1,227	-4	-1	22	1,775	173	161	160
East North Central.....	-9	+5	-4	32	3,614	+11	+1	27	4,780	151	124	156
West North Central.....	-3	-4	-8	7	886	-7	+2	5	746	163	172	168
South Atlantic.....	-7	+13	-7	20	2,138	-23	-7	17	1,707	93	108	108
South Central.....	+17	-1	+11	14	1,807	+5	-7	10	1,785	129	147	132
Mountain.....	-4	-10	+7	4	300	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	+11	-10	14	781	-14	-3	13	1,212	157	183	178
Appliances and specialties wholesalers.....	+14	-18	-12	122	21,799	-27	+1	99	22,314	129	194	107
New England.....	+34	-4	-17	13	1,688	-9	-2	11	1,559	105	160	103
Middle Atlantic.....	+5	-26	-24	26	7,510	-44	+7	18	6,070	136	221	99
East North Central.....	+12	+7	-20	22	2,969	-9	0	17	3,674	146	183	158
West North Central.....	-7	-9	-10	12	1,053	-40	-4	10	1,741	174	267	162
South Atlantic.....	+34	-24	+12	20	3,904	-18	0	19	3,795	113	179	86
South Central.....	-3	-35	+11	10	1,431	-20	-6	8	1,839	132	160	90
Mountain.....	+35	+1	+4	7	1,140	-15	-6	7	1,403	123	197	132
Pacific.....	+20	-9	-1	12	2,104	-15	+9	9	2,233	113	159	93
Furniture and house furnishings.....	+6	+6	-7	70	10,587	-31	-2	51	14,790	175	262	184
New England.....	+6	+12	-9	4	747	-9	-1	4	1,129	151	177	171
Middle Atlantic.....	+14	+27	-5	15	2,389	-33	-4	11	3,533	189	332	257
East North Central.....	+11	+18	-6	9	1,948	-29	-3	7	3,057	188	289	229
West North Central.....	-15	+10	-18	9	894	-48	-5	9	2,046	229	375	265
South Atlantic.....	-13	+9	-7	11	766	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+29	-16	+4	9	1,220	-25	+9	9	1,809	148	256	114
Mountain.....	+32	+17	0	5	750	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-14	-8	8	1,873	-26	-5	6	1,916	118	140	100
Hardware.....	-4	+3	-11	165	62,000	-10	-2	137	125,700	237	254	252
Middle Atlantic.....	0	+6	-8	39	9,001	+8	+2	31	16,409	211	197	221
East North Central.....	-5	0	-13	24	11,035	-13	-2	23	24,498	231	248	237
West North Central.....	-5	+24	-17	18	11,625	-10	-3	17	25,381	263	275	352
South Atlantic.....	-1	+1	-6	22	5,201	-13	-3	19	11,100	233	265	242
East South Central.....	-11	-12	-5	16	4,426	-16	+1	14	8,929	223	242	196
West South Central.....	+1	+1	-6	15	5,171	-12	-1	9	7,747	231	272	244
Mountain.....	-6	-3	-12	8	2,247	-16	-6	5	2,875	292	302	281
Pacific.....	-4	-1	-11	20	13,017	-12	-5	16	27,888	241	267	249
Industrial supplies.....	-9	+1	-6	79	8,955	-3	0	58	14,560	206	192	206
New England.....	-5	+2	-8	7	352	+1	-1	6	1,073	392	362	402
Middle Atlantic.....	-8	-7	-3	19	1,614	-2	-3	12	2,043	177	174	177
East North Central.....	-7	+2	-12	6	743	-7	-2	6	1,333	179	180	187
West North Central.....	-3	+7	-13	6	784	-5	-5	5	1,110	208	193	254
South Atlantic.....	-15	+2	-10	11	930	+4	+17	10	2,164	237	194	206
South Central.....	-9	+4	-2	24	3,871	-5	-1	14	5,502	193	185	193
Pacific.....	-19	-1	-12	6	661	-3	-3	5	1,335	222	190	228
Jewelry.....	-1	+52	-10	140	7,094	-11	+7	84	14,193	268	304	387
New England.....	+5	+78	-7	8	455	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+1	+41	-7	42	2,163	-14	+16	20	3,316	229	290	309
East North Central.....	-3	+69	-14	39	1,746	-10	+4	27	4,039	266	289	420
West North Central.....	-5	+56	-16	14	838	-20	+3	12	2,250	286	355	442
South Atlantic.....	-10	+68	-6	5	488	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+5	+27	0	6	180	-24	+7	4	328	373	412	443
Pacific.....	+3	+41	-6	23	1,214	+11	+9	15	3,080	336	304	384

See footnotes at end of table.

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

Page 3

AUGUST 1952

[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		August 1952 panel			Percent change		August 1952 panel		Aug. 1952	Aug. 1951	July 1952
	August 1952 from--		8 mo. 1952 from 8 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	August 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Aug. 1951	July 1952				Aug. 1951	July 1952					
Lumber and building materials.....	-7	+1	-10	80	\$14,607	-11	+1	58	\$13,142	123	130	123
Middle Atlantic.....	-22	0	-10	19	3,288	+37	+3	10	1,590	75	37	73
East North Central.....	-9	-1	-4	11	1,481	-18	-1	9	1,094	90	105	86
West North Central.....	+1	+24	-16	6	708	+7	+2	4	364	86	92	116
South Atlantic.....	-8	-6	-11	11	1,853	+8	-5	9	1,607	173	155	177
South Central.....	-11	+2	-13	5	956	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+3	+15	-7	7	2,816	-14	-3	6	3,166	125	153	146
Pacific.....	-4	-12	-7	7	1,449	-4	+3	6	2,238	169	185	144
Machinery equipment, supplies (except electrical).....	-28	-13	-7	50	7,523	+10	0	38	16,759	253	161	223
New England.....	-19	+11	-18	4	307	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-27	+17	-15	8	1,300	-4	+3	5	1,856	156	115	178
East North Central.....	-1	-7	+23	12	1,344	+11	+5	9	1,991	186	157	194
South Atlantic.....	-5	+6	-6	8	760	-12	-2	6	2,095	309	333	332
South Central.....	-59	-40	-27	6	1,442	+36	-1	5	6,466	460	136	274
Pacific.....	+5	-18	+9	8	1,151	+9	-1	6	2,036	241	258	203
Metals.....	-7	-6	0	43	12,612	+26	-2	38	19,931	162	120	156
Paints and varnishes.....	+3	+18	-11	50	7,002	-4	-1	46	17,686	256	274	306
Plumbing and heating supplies.....	-6	+2	-11	139	18,903	-15	-4	114	27,591	172	191	184
New England.....	-1	+9	-9	7	380	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-10	+5	-15	31	2,440	-8	+4	24	3,892	185	184	186
East North Central.....	-1	+10	-11	18	1,774	-16	-2	16	3,382	214	251	240
West North Central.....	+3	+15	+21	15	1,869	-21	+1	13	3,116	177	228	204
South Atlantic.....	-3	-2	-7	39	8,334	-15	+2	38	11,734	154	175	147
East South Central.....	-15	-3	-5	11	1,933	-21	-33	9	2,815	162	173	237
Pacific.....	-13	0	-19	5	1,068	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	-5	-23	-3	80	2,322	-10	+2	70	4,719	247	256	191
Middle Atlantic.....	-15	-28	-3	13	540	-21	+1	11	918	209	212	155
East North Central.....	-9	-32	-4	22	322	-13	+3	17	744	315	364	212
West North Central.....	-34	-20	-30	5	146	-14	-2	5	421	288	220	236
South Atlantic.....	-2	-24	+1	20	614	+2	+6	20	1,401	228	220	165
South Central.....	+20	-13	+21	4	255	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	-8	-10	14	382	-11	-3	13	921	283	353	270
Surgical, medical, equipment, supplies.....	+1	-4	-5	34	5,122	-1	+5	31	6,627	133	137	122
Middle Atlantic.....	-2	-5	+1	7	855	+19	+3	5	865	117	101	112
East North Central.....	+10	-9	-7	10	2,302	-3	+10	10	2,763	120	136	99
South Atlantic.....	-7	-2	-8	5	605	-5	+1	4	758	130	127	126
Pacific.....	-17	-2	-16	4	296	-9	-1	4	628	212	195	210
Beer.....	-1	-13	+7	35	2,084	+23	-2	31	871	46	38	41
Middle Atlantic.....	-5	-16	+9	7	423	+13	-13	6	78	19	16	18
East North Central.....	+3	-14	+10	11	672	+9	-9	11	277	41	39	39
West North Central.....	+1	-19	+18	5	172	-13	+4	4	59	76	92	61
South Atlantic.....	-2	-7	0	5	479	+53	+19	4	256	60	39	47
Pacific.....	-9	-11	+1	4	278	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial.....	-10	-5	-17	14	2,481	-8	-4	11	1,711	76	74	74
Clothing and furnishings (except shoes).....	+4	+35	-6	20	4,611	0	+4	14	4,490	138	146	192
Coal.....	-18	+41	-14	19	3,160	+2	+14	17	6,187	205	161	253
Confectionery.....	-2	-2	+6	37	1,333	-7	-2	20	756	101	104	101
Middle Atlantic.....	-5	-8	+4	6	349	+10	+3	4	204	92	81	85
East North Central.....	-5	-1	+2	4	116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-8	-3	+1	10	268	-34	-8	6	174	85	117	91
South Central.....	-6	-3	+10	11	358	+2	-7	5	214	110	100	119
Dairy and poultry products.....	-7	-10	0	21	4,263	+10	+9	15	1,845	50	42	41
Drugs and sundries (liquor excluded).....	-2	-3	+4	206	59,009	0	0	164	91,029	189	185	185
New England.....	0	-7	+3	15	2,991	+7	+4	12	4,559	195	179	176
Middle Atlantic.....	0	-4	+3	28	10,017	+3	+3	20	11,131	175	171	166
East North Central.....	-4	-4	+3	28	9,810	0	+2	22	13,417	173	165	161
West North Central.....	-3	+3	+4	18	5,906	-27	-24	15	6,560	132	173	171
South Atlantic.....	-3	-5	+6	30	6,764	+4	+4	21	10,738	211	195	189
East South Central.....	-8	-5	+1	17	3,419	-1	+1	13	5,931	214	197	199
West South Central.....	-4	+1	+5	30	7,315	+6	0	25	14,540	235	214	239
Mountain.....	-5	-5	+5	12	2,493	+4	+2	10	5,196	218	198	202
Pacific.....	+2	-1	+7	28	10,294	+1	+1	26	18,957	185	187	181
Dry goods.....	0	+33	-9	177	49,978	-20	0	145	72,182	167	207	229
New England.....	+33	+40	-11	7	833	-7	+11	7	1,059	127	182	161
Middle Atlantic.....	-2	+26	-19	50	7,414	-24	-1	37	9,342	180	213	230
East North Central.....	+5	+25	-4	17	5,675	-21	0	17	7,231	127	170	159
West North Central.....	+1	+51	-11	18	17,864	-20	-2	17	32,292	181	228	278
South Atlantic.....	-5	+26	-6	22	5,369	-13	+3	16	8,230	169	183	203
East South Central.....	-5	+53	-7	14	2,250	-12	+1	9	3,238	187	208	288
West South Central.....	-4	+37	-6	22	4,324	-21	+2	22	5,798	134	163	180
Mountain.....	+4	+44	-9	6	686	-15	+4	5	1,358	217	261	302
Pacific.....	-3	+4	+3	21	5,563	-34	0	15	3,634	167	248	186
Farm supplies.....	-4	+16	+1	20	3,143	+1	-5	10	956	53	54	67
Fresh fruits and vegetables.....	0	-32	+7	63	5,498	-19	+1	38	860	28	33	21
New England.....	0	-29	+8	6	433	-7	-4	4	26	14	15	10
Middle Atlantic.....	-3	-34	+13	17	1,585	+79	+59	10	292	42	25	20
East North Central.....	+12	-44	+9	15	1,494	-4	-8	7	135	30	30	24
West North Central.....	-22	-38	+4	7	697	+15	+2	7	185	27	18	16
South Atlantic.....	-2	-13	+4	5	278	+27	+14	4	42	18	13	13
East South Central.....	+18	-4	-2	5	225	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	+2	+1	5	475	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

AUGUST 1952

[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			August 1952 panel		Percent change		August 1952 panel		Aug. 1952	Aug. 1951	July 1952
	August 1952 from--		8 mo. 1952 from 8 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	August 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Aug. 1951	July 1952				Aug. 1951	July 1952					
Groceries, total.....	+5	-3	+6	896	\$152,039	0	0	720	\$143,225	122	129	119
Nonaffiliated full-line wholesalers ⁴	+2	-2	+5	555	63,360	+1	0	467	66,229	125	127	123
New England.....	+5	-4	0	8	1,703	-13	-2	6	2,210	145	176	143
Middle Atlantic.....	+6	-2	+10	20	3,166	+2	-5	13	3,270	127	134	133
East North Central.....	-3	-2	+5	138	11,619	-4	-2	129	13,288	131	130	128
West North Central.....	+2	-4	+3	64	7,626	-5	+1	50	7,291	121	129	114
South Atlantic.....	0	0	+4	62	8,418	+6	+2	40	7,801	124	115	122
East South Central.....	+2	+5	+1	43	5,186	-3	+3	34	4,722	114	122	118
West South Central.....	+5	+3	+5	109	14,680	-3	+1	87	13,994	117	131	123
Mountain.....	-1	-14	+5	17	2,937	0	+4	16	4,564	162	159	133
Pacific.....	+8	-7	+5	94	8,025	+27	-1	92	9,089	120	103	114
Voluntary-group wholesalers.....	+8	-6	+8	214	63,073	0	0	163	54,696	118	130	110
New England.....	+4	-7	+10	10	3,452	+14	+4	8	2,105	111	108	100
Middle Atlantic.....	+2	+2	+4	39	14,290	+4	+7	25	9,735	116	114	111
East North Central.....	+9	-4	+11	48	12,765	+5	+1	33	8,938	103	110	97
West North Central.....	+16	-13	+9	70	18,678	-4	-3	70	25,139	135	163	120
South Atlantic.....	-7	-8	+3	13	2,841	+6	+3	7	1,853	119	102	103
Pacific.....	+9	-10	+13	18	6,502	+13	+3	4	2,778	106	103	102
Retailer-cooperative warehouses.....	+9	-4	+11	22	10,199	-3	-3	15	5,482	103	117	100
Specialty lines wholesalers.....	+2	+8	+3	105	15,407	0	+1	75	16,818	134	140	148
New England.....	-9	-3	-1	6	248	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	-3	+3	26	3,683	+14	+7	17	3,995	129	115	117
East North Central.....	-17	-6	+1	11	677	-1	-3	7	270	69	71	65
South Atlantic.....	-9	-6	+2	20	1,791	-8	-1	15	2,062	127	125	120
East South Central.....	+1	-5	+6	5	464	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-1	-9	-1	5	344	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+6	+24	+2	26	7,162	-4	-1	23	9,049	158	179	219
Leather and shoe findings.....	-1	+18	-7	24	502	-4	-5	12	1,051	440	429	518
Middle Atlantic.....	+27	+10	-1	4	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-3	+28	-4	5	96	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-16	+2	-7	4	51	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	+20	-9	6	249	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-8	+1	-5	38	24,194	-1	-7	34	8,519	41	38	43
Middle Atlantic.....	-11	-6	-5	10	4,392	-5	-4	10	2,255	51	48	50
East North Central.....	0	+4	-1	13	11,025	+6	-9	12	3,913	37	35	43
Pacific.....	-17	+3	-1	5	4,827	-17	-7	4	732	30	29	29
Paper and its products.....	-15	+10	-13	76	9,697	+8	-1	54	10,253	146	115	164
New England.....	-11	-5	-10	5	296	+10	+1	4	405	224	178	199
Middle Atlantic.....	-22	+13	-14	18	2,654	+16	-5	11	1,903	115	76	139
East North Central.....	-12	+3	-13	30	3,292	+11	-4	25	3,457	123	96	134
South Atlantic.....	-14	+12	-13	8	815	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-18	+14	-9	4	386	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	+28	-11	7	1,725	-3	0	6	2,452	170	168	218
Petroleum.....	-12	+9	+3	29	4,523	+9	-3	28	6,259	139	113	157
Shoes and other footwear.....	+12	+34	+1	35	40,188	-16	-8	31	66,089	167	220	241
Tobacco products.....	-3	-6	+5	285	45,278	-1	0	168	17,935	58	57	55
New England.....	+2	-5	+6	35	3,487	+3	+2	12	612	45	46	45
Middle Atlantic.....	-4	-8	+3	58	15,331	-8	0	38	7,676	62	66	57
East North Central.....	0	-6	+6	69	8,751	+6	0	40	2,745	56	53	53
West North Central.....	-7	-7	+4	40	5,745	0	-2	28	2,492	59	58	56
South Atlantic.....	-4	-2	+7	26	5,414	+5	-1	20	2,378	55	48	54
East South Central.....	0	0	+12	10	1,591	+13	+9	6	628	48	43	43
West South Central.....	-3	-6	+7	25	2,093	+9	+5	10	604	65	52	56
Mountain.....	+8	-6	+3	7	430	-14	-3	6	199	48	61	47
Pacific.....	-12	-6	-1	15	2,436	+17	-1	8	601	62	44	57
Wines and spirits ⁵	-1	-5	+2	293	80,418	-5	-2	237	116,009	175	181	172
New England.....	-8	-20	-1	24	4,552	0	-14	15	3,456	132	123	122
Middle Atlantic.....	-6	-8	-4	50	23,670	-12	0	47	35,538	168	182	165
East North Central.....	-1	0	-2	45	11,370	+2	-6	34	16,073	164	160	175
West North Central.....	-1	-5	0	31	6,825	-10	+3	25	9,628	195	215	172
South Atlantic.....	-3	-11	+10	43	9,640	+13	-5	40	16,015	175	149	163
East South Central.....	-2	-8	+6	15	2,653	+15	0	12	4,946	236	189	213
West South Central.....	-11	-13	+8	35	6,420	+3	0	32	14,568	232	199	203
Mountain.....	-6	-7	+4	12	2,156	+27	-4	11	2,695	126	100	122
Pacific.....	+24	+14	+10	38	13,132	-26	-3	21	13,090	164	260	201
Miscellaneous.....	-3	+10	-3	43	8,424	+10	+4	30	8,004	156	125	174

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

SEPTEMBER 1952

FOR RELEASE
NOVEMBER 5, 1952

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,347 wholesale establishments in various lines of business.

SALES

September dollar sales of merchant wholesalers rose 8 percent above the level of the previous month and were, also, 8 percent above sales a year ago. Cumulative sales for the first nine months of 1952, however, were slightly (1%) below the corresponding period of last year.

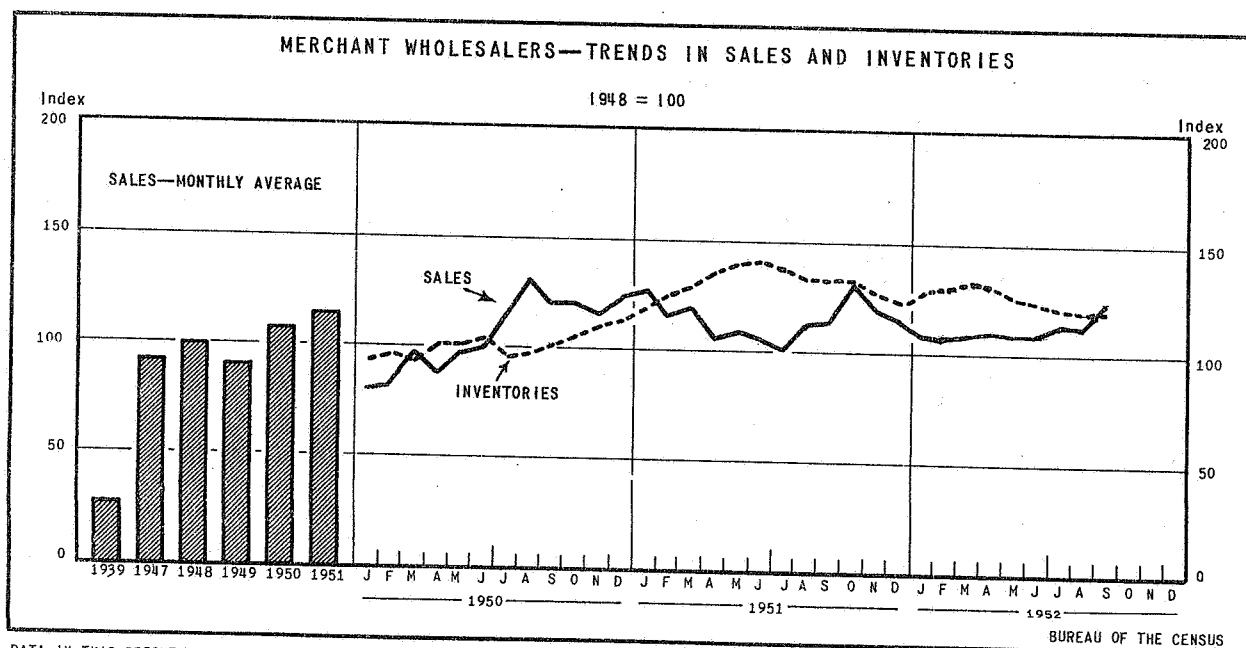
All geographic divisions experienced sales gains over a month earlier as well as a year ago. The New England and Middle Atlantic Divisions, each up 13 percent, shared the principal sales increase over August. Gains over a year ago ranged from 5 to 14 percent, the largest increase being reported by the West North Central Division. However, cumulative sales for the first nine months of 1952 were down 1 to 4 percent below the same period of 1951 in 5 of the 9 geographic divisions. The Pacific Division showed sales at approximately the same level, but the South Atlantic, East South Central, and West South Central Divisions indicated gains of 2 to 3 percent above nine-month sales in 1951.

Most trades covered in this survey reflected sales gains over the previous month with the principal increase, 40 percent, shown by coal. Substantial increases were also reported by electrical appliances and specialties (25%), jewelry (24%), and petroleum (20%). Shoes and other footwear, down 14 percent, reported the heaviest decrease below August sales. Compared with a year ago, 30 trades showed increases, while 7 indicated small declines. However, most trades--particularly, durable goods--reflected sales during the first three-quarters below those in the comparable period of 1951.

INVENTORIES

Inventories (valued at cost) of wholesalers on September 30 rose slightly (1%) above the level of stocks on hand August 31, 1952, but were down 11 percent below the September 30, 1951, stock level. Based on the reports of 3,382 wholesale establishments submitting inventories in conjunction with sales, the September stock-sales ratio of 14.3% was 10 points lower than that reported for August and 31 points below a year ago.

The only division reporting stocks on hand below the previous month was the East South Central, down 2 percent. While the East North Central and South Atlantic Divisions showed practically no change from inventory levels established a month earlier, the remaining divisions reflected small gains. All divisions, however, reported inventories lower than a year ago, such decreases varying from 6 to 14 percent. The Middle Atlantic and Pacific Divisions shared the sharpest decline.



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

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

SEPTEMBER 1952

[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		September 1952 panel			Percent change		September 1952 panel		Sept. 1952	Sept. 1951	Aug. 1952
	Sept. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Sept. 1951	Aug. 1952			Sept. 1951	Aug. 1952						
United States, total ³	+8	+8	-1	4,347	\$891,262	-11	+1	3,382	\$1,058,275	143	174	153
New England.....	+12	+13	-1	252	37,325	-12	+2	173	38,951	142	176	155
Middle Atlantic.....	+5	+13	-4	788	172,090	-14	+2	594	169,807	126	153	137
East North Central.....	+8	+10	-2	863	162,917	-11	0	706	178,560	127	152	139
West North Central.....	+14	+8	-2	520	116,849	-10	+3	406	154,707	154	196	163
South Atlantic.....	+8	+7	+2	556	101,210	-7	0	445	120,887	142	164	154
East South Central.....	+7	+9	+2	211	38,660	-12	-2	162	44,850	138	167	154
West South Central.....	+8	+10	+3	385	75,644	-6	+2	302	101,083	159	182	172
Mountain.....	+10	+8	-2	173	29,122	-7	+2	142	35,976	141	168	148
Pacific.....	+11	+6	0	548	120,289	-14	+2	402	137,458	152	195	159
Automotive supplies.....	+17	+8	+1	380	25,390	0	+1	224	21,613	225	246	255
New England.....	+41	+22	+5	21	1,018	-11	-2	8	1,460	199	255	220
Middle Atlantic.....	+8	+15	-8	52	1,359	-2	-1	49	2,787	223	246	262
East North Central.....	+16	+13	+1	78	5,007	-2	+3	62	6,987	213	254	251
West North Central.....	+16	+9	+4	85	6,630	+6	0	30	3,204	219	209	245
South Atlantic.....	+20	-3	+5	23	3,864	+2	-2	17	1,684	263	243	286
West South Central.....	+23	-1	+2	13	2,462	+5	-2	8	1,597	234	200	229
Mountain.....	-2	+23	-4	26	1,020	-6	+2	16	1,144	205	237	238
Pacific.....	+12	+15	-4	80	3,351	-1	-1	33	3,721	246	301	280
Electrical group, total.....	-2	+11	-7	703	160,150	-30	0	634	198,848	132	187	146
Full-line wholesalers.....	-3	+8	-6	447	121,062	-32	-1	439	163,248	136	196	149
New England.....	-3	+11	-9	34	7,228	-32	-4	34	11,354	157	223	182
Middle Atlantic.....	-7	+17	-10	66	19,148	-38	-3	63	26,372	140	211	170
East North Central.....	-4	+13	-8	90	28,693	-31	-1	89	35,290	123	173	141
West North Central.....	-4	+8	-13	44	9,847	-36	+3	44	14,458	147	219	154
South Atlantic.....	0	+2	+2	63	17,430	-24	-1	61	24,197	143	189	147
East South Central.....	-1	+3	+8	28	5,308	-33	-5	27	6,721	130	190	140
West South Central.....	+1	-4	+4	47	10,209	-28	+4	47	16,045	157	221	145
Mountain.....	+14	+10	-9	21	4,489	-26	0	21	5,711	127	196	139
Pacific.....	-3	+9	-12	54	18,710	-36	+2	53	23,100	124	188	133
Wiring supplies, construction materials distributors.....	+2	+4	-2	142	12,286	0	+3	105	13,037	138	142	141
New England.....	-1	+3	+2	13	712	-15	-4	4	221	140	191	169
Middle Atlantic.....	-2	+1	-4	34	1,422	+7	+7	24	1,973	169	157	158
East North Central.....	+1	+9	-3	34	4,197	+13	+3	28	4,864	143	130	151
West North Central.....	+8	+8	-6	7	956	-10	-2	5	783	163	179	176
South Atlantic.....	+13	-1	-5	21	2,174	-19	-3	18	1,854	96	133	101
South Central.....	-12	-7	+8	14	1,509	+3	+7	10	1,712	144	132	135
Mountain.....	+6	+26	+7	5	455	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+9	+8	-8	14	861	-9	+8	13	1,324	155	185	156
Appliances and specialties wholesalers.....	+1	+25	-10	114	26,802	-22	0	90	22,563	108	149	134
New England.....	+40	+22	-14	6	1,186	-5	+14	5	938	88	135	95
Middle Atlantic.....	-11	+39	-22	25	10,367	-30	+10	16	6,560	110	158	136
East North Central.....	+13	+37	-16	20	4,276	-20	-6	15	3,676	99	139	146
West North Central.....	+3	+17	-9	11	1,213	-34	-1	11	2,066	170	263	201
South Atlantic.....	+6	+13	+11	21	4,420	-9	-1	17	3,763	100	115	117
South Central.....	+2	+1	+10	12	1,643	-19	+4	10	2,111	132	165	128
Mountain.....	+35	+33	+7	6	1,323	-18	-6	6	1,130	85	141	121
Pacific.....	+8	+6	0	13	2,374	-12	-18	10	2,319	104	128	135
Furniture and house furnishings.....	+19	+17	-5	71	12,579	-23	+2	50	15,166	150	230	175
New England.....	+35	+29	-5	5	1,017	-5	+7	4	1,211	124	174	151
Middle Atlantic.....	+27	+19	-1	15	2,834	-26	-5	10	3,329	158	274	189
East North Central.....	+25	+16	-3	10	2,422	-18	+3	8	3,417	163	254	188
West North Central.....	+7	+26	-17	9	1,122	-42	+6	9	2,178	194	358	229
South Atlantic.....	0	+23	-6	11	946	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+28	+18	+5	8	1,380	-19	+3	8	1,718	124	196	142
Mountain.....	+21	-8	+1	5	692	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+8	+16	-7	8	2,166	-16	-1	6	1,904	101	123	118
Hardware.....	+13	+14	-8	170	70,693	-9	0	144	124,127	203	254	233
Middle Atlantic.....	+12	+16	-6	38	10,406	+7	+14	32	16,681	181	191	183
East North Central.....	+13	+20	-10	24	13,269	-12	-3	23	23,742	185	237	231
West North Central.....	+18	+11	-14	18	12,941	-10	-3	17	24,490	223	291	262
South Atlantic.....	+18	+17	-3	29	6,578	-12	-1	25	11,433	195	264	231
East South Central.....	+11	+16	-3	16	5,002	-13	-1	14	8,833	196	251	230
West South Central.....	+9	+7	-4	15	5,523	-10	-1	9	7,639	217	261	231
Mountain.....	+10	+14	-10	8	2,556	-14	-2	5	2,816	234	300	292
Pacific.....	+13	+9	-9	19	14,018	-11	-1	16	27,589	217	279	241
Industrial supplies.....	+3	+10	-5	81	10,359	+3	+3	59	15,865	197	196	205
New England.....	+7	+8	-6	7	381	+2	+2	6	1,093	362	391	392
Middle Atlantic.....	-6	+4	-4	19	1,682	+1	-2	12	2,008	177	185	177
East North Central.....	+4	+6	-11	6	789	-7	-3	6	1,290	163	182	180
West North Central.....	-10	-11	-13	6	665	-11	-2	4	777	190	200	181
South Atlantic.....	-3	+9	-9	11	1,014	+2	0	10	2,167	218	209	237
South Central.....	+12	+17	0	25	4,868	+10	+10	15	6,808	194	188	197
Pacific.....	-5	+8	-11	7	960	+1	-3	6	1,722	189	176	214
Jewelry.....	+5	+24	-8	148	8,491	-10	+3	93	14,813	226	273	267
New England.....	-10	+12	-8	8	510	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+7	+31	-6	41	2,393	+1	+9	20	3,888	224	246	245
East North Central.....	+9	+24	-11	40	2,176	-8	-2	28	4,175	219	266	267
West North Central.....	+1	+18	-13	15	1,030	-16	-3	11	2,211	240	317	282
South Atlantic.....	-8	+4	-7	12	553	-35	-9	10	872	171	240	199
South Central.....	+15	+2	+2	5	169	0	+24	4	225	308	314	248
Pacific.....	+9	+34	-4	24	1,638	-11	0	15	3,077	246	299	335

See footnotes at end of table.

WHOLESALESALE'S SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

Page 3

SEPTEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventories, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		September 1952 panel			Percent change		September 1952 panel		Sept. 1952	Sept. 1951	Aug. 1952
	Sept. 1952 from--		9 mo. 1952 from 9 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar value (add 000)	Sept. 1952 from--		Number of estab- lishments report- ing	Reported dollar value (add 000)			
	Sept. 1951	Aug. 1952				Sept. 1951	Aug. 1952					
Lumber and building materials.....	+11	+8	-7	80	\$15,672	-16	-7	57	\$11,939	103	136	121
Middle Atlantic.....	+4	+21	-8	18	3,736	+18	-4	9	1,276	49	41	63
East North Central.....	+8	+5	-3	11	1,562	-20	-2	9	1,076	82	117	90
West North Central.....	+22	+7	-13	7	815	+6	+1	4	368	71	89	86
South Atlantic.....	+7	+5	-9	11	1,947	+3	-2	9	1,576	163	180	173
South Central.....	+26	+2	-9	5	978	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+6	-4	-6	7	2,708	-32	-17	6	2,612	109	162	125
Pacific.....	+13	+9	-5	7	1,584	-7	-18	6	1,845	228	174	169
Machinery equipment, supplies (except electrical).....	-19	+9	-9	50	8,235	+8	0	39	17,042	242	171	254
New England.....	-2	+12	-16	5	435	+3	-1	4	1,069	344	318	371
Middle Atlantic.....	0	+16	-14	8	1,508	-4	-2	5	1,823	132	136	156
East North Central.....	+22	+12	+23	12	1,509	+1	-2	9	1,942	178	213	186
South Atlantic.....	+3	+10	-5	7	810	-6	+1	6	2,125	276	297	309
South Central.....	-64	-13	-32	6	1,256	+24	-1	5	6,417	528	150	460
Pacific.....	+10	+7	+9	8	1,235	+8	+1	6	2,099	258	241	241
Metals.....	+11	+15	+1	41	13,748	+21	0	36	18,312	136	127	158
Paints and varnishes.....	-1	-4	-9	49	6,702	-5	-2	45	17,291	263	272	256
Plumbing and heating supplies.....	-1	+8	-9	139	20,311	-8	+1	116	29,680	164	175	174
New England.....	+1	+4	-8	7	395	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	+11	-13	32	2,767	-5	+1	25	4,112	168	180	184
East North Central.....	-3	+13	-10	17	1,905	-21	-4	15	3,152	184	224	219
West North Central.....	+6	+5	-18	15	1,967	-15	+1	13	3,138	169	207	177
South Atlantic.....	0	+5	-6	39	8,734	-3	+2	39	13,414	154	158	158
East South Central.....	-3	+21	-5	11	2,337	-17	+4	9	2,924	142	161	162
Mountain.....	-12	+18	-19	4	378	-3	-4	4	796	211	190	260
Pacific.....	-3	+3	-17	5	1,100	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-2	-7	-3	77	2,058	-6	+2	68	4,523	252	263	238
Middle Atlantic.....	-20	-7	-5	12	438	-13	+3	11	941	231	208	209
East North Central.....	-8	-20	-5	23	299	-12	0	18	810	363	426	283
South Atlantic.....	+13	+3	+2	22	633	+5	+3	22	1,442	228	246	228
South Central.....	-11	+45	+18	4	140	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	-8	-7	9	258	-13	-1	8	554	296	339	250
Surgical, medical, equipment, supplies.....	+5	-4	-4	35	5,089	+2	+3	28	6,208	135	138	125
Middle Atlantic.....	+11	+3	+2	6	820	+20	-3	5	839	111	103	117
East North Central.....	+6	-5	-6	11	2,316	-2	+7	8	2,542	124	134	110
South Atlantic.....	-7	-1	-8	6	667	-3	+1	5	898	139	133	137
South Central.....	0	-12	+3	5	630	+1	+3	4	717	135	131	113
Beer.....	+16	-11	+8	37	2,056	+3	-12	33	854	46	53	46
Middle Atlantic.....	+15	-24	+10	7	462	+27	-9	7	100	22	20	19
East North Central.....	+20	-11	+11	12	622	+11	0	11	277	46	50	41
West North Central.....	+24	-8	+18	5	158	-20	-19	4	48	65	107	76
South Atlantic.....	+7	0	+1	5	422	-4	-23	4	196	53	59	69
Pacific.....	+16	-4	+3	5	343	-8	-10	4	199	67	86	71
Chemicals, industrial.....	-2	+7	-15	18	2,664	-13	-2	14	1,647	70	77	76
Clothing and furnishings (except shoes)....	+14	+7	-4	20	3,970	+7	-4	13	4,198	124	136	138
Coal.....	+13	+40	-11	20	4,510	+2	+3	18	6,430	149	160	203
Confectionery.....	+4	+6	+6	38	1,418	-1	+2	19	724	95	108	104
Middle Atlantic.....	+3	+3	+4	7	359	-1	-5	4	193	87	90	92
East North Central.....	-3	-5	+1	4	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-19	-10	-1	10	240	-15	+1	5	132	87	116	94
South Central.....	+14	+31	+10	11	469	+2	+5	5	224	91	101	110
Dairy and poultry products.....	+6	-1	0	27	6,796	+27	-1	21	4,424	70	59	71
Drugs and sundries (liquor excluded).....	+16	+14	+5	203	66,858	+1	+6	164	96,213	175	203	189
New England.....	+14	+15	+5	13	3,273	+2	+1	11	4,360	169	190	194
Middle Atlantic.....	+11	+12	+4	27	10,814	-6	-4	20	10,724	152	178	175
East North Central.....	+15	+14	+4	28	11,353	-2	+4	22	13,948	156	183	173
West North Central.....	+15	+14	+5	19	7,080	+2	+38	17	10,382	170	190	141
South Atlantic.....	+15	+17	+7	31	7,887	+3	+4	23	11,173	187	204	211
East South Central.....	+14	+17	+2	16	3,948	-2	+4	12	5,963	184	217	211
West South Central.....	+16	+14	+6	32	8,916	+6	+4	26	16,310	217	240	238
Mountain.....	+15	+11	+6	11	2,727	+7	+11	9	5,607	214	231	217
Pacific.....	+24	+12	+8	26	10,860	-2	+2	24	17,746	164	209	181
Dry goods.....	+20	+8	-6	178	53,914	-16	-3	148	69,218	149	214	167
New England.....	+15	+10	-8	7	805	-17	-3	7	1,030	128	177	146
Middle Atlantic.....	+16	+12	-16	49	8,334	-25	+9	38	9,450	159	250	164
East North Central.....	+20	+13	-1	17	6,394	-14	-9	17	6,683	105	146	130
West North Central.....	+26	+4	-7	19	18,636	-11	-4	17	30,855	167	238	181
South Atlantic.....	+23	+19	-2	23	6,421	-7	-7	18	7,821	135	176	169
East South Central.....	+4	+13	-5	15	2,704	-6	-7	10	3,377	162	177	194
West South Central.....	+32	+8	-1	20	4,137	-9	+2	20	5,208	126	182	134
Mountain.....	+14	-2	-6	5	610	-12	-2	5	1,333	219	282	217
Pacific.....	+5	+2	+3	23	5,873	-46	-10	16	3,461	152	296	169
Farm supplies.....	+13	+1	+2	20	3,188	-6	-1	11	1,094	58	68	62
Fresh fruits and vegetables.....	+4	-8	+7	61	5,131	-7	+3	39	852	23	26	21
New England.....	+16	-17	+9	6	350	+10	+14	5	57	23	25	18
Middle Atlantic.....	+4	-9	+12	17	1,157	+4	0	7	25	6	6	5
East North Central.....	+1	-14	+9	13	1,151	+26	+2	7	331	41	33	37
West North Central.....	+17	-2	+5	7	685	+9	+4	7	192	28	30	27
South Atlantic.....	-23	-3	0	6	287	+42	+21	4	51	22	14	18
East South Central.....	-2	+5	-2	5	161	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	+4	+3	5	1,136	+6	+13	4	134	12	13	12

See footnotes at end of table.

SEPTEMBER 1952

[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		September 1952 panel			Percent change		September 1952 panel		Sept. 1952	Sept. 1951	Aug. 1952
	Sept. 1952 from--		9 mo. from 9 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Sept. 1951	Aug. 1952				Sept. 1951	Aug. 1952					
Groceries, total.....	+14	+6	+7	888	\$159,630	+4	+6	722	\$150,820	123	135	122
Non-affiliated full-line wholesalers ⁴	+11	+5	+5	558	65,061	+2	+6	476	67,767	123	135	123
New England.....	+13	+1	+2	7	1,393	-7	+8	5	1,914	156	192	148
Middle Atlantic.....	+17	+8	+11	19	3,032	+13	+12	13	3,470	137	144	133
East North Central.....	+6	+10	+5	138	12,628	-11	+1	129	13,211	119	139	131
West North Central.....	+8	+2	+3	62	7,408	+5	+10	51	8,022	133	137	125
South Atlantic.....	+8	+4	+4	62	8,753	+5	+5	39	7,968	122	124	123
East South Central.....	+8	-2	+1	40	4,768	-1	-3	33	4,398	112	122	113
West South Central.....	+12	+7	+6	108	15,307	+2	+7	87	14,878	119	134	118
Mountain.....	+19	+3	+7	26	3,113	+6	+12	25	3,858	127	143	117
Pacific.....	+20	+6	+7	96	8,659	+14	+8	94	10,048	123	128	120
Voluntary-group wholesalers.....	+15	+5	+9	200	65,234	+7	+6	152	58,872	125	133	121
New England.....	+54	+31	+14	9	4,237	+26	+6	7	1,949	115	110	108
Middle Atlantic.....	+7	0	+4	37	13,922	+6	+4	26	10,407	132	126	117
East North Central.....	+14	+3	+12	47	13,084	+8	+7	32	9,544	111	116	103
West North Central.....	+18	+9	+10	69	19,876	+5	+7	69	26,381	133	148	135
South Atlantic.....	+7	+6	+3	12	2,906	+15	+17	6	1,983	123	115	117
Pacific.....	+22	-1	+14	18	6,386	+10	-5	4	2,686	107	122	110
Retailer-cooperative warehouses.....	+17	+15	+11	23	11,807	0	+11	16	6,260	105	127	104
Specialty lines wholesalers.....	+20	+11	+5	107	17,528	+4	+6	78	17,921	127	148	132
New England.....	+11	+22	+1	5	243	-4	-5	4	117	50	59	64
Middle Atlantic.....	+17	+23	+5	25	4,517	+9	-2	18	3,931	100	108	127
East North Central.....	+26	+30	+4	11	1,138	+20	+15	6	308	72	67	70
South Atlantic.....	+6	+15	+2	21	2,074	-10	+3	15	2,120	113	133	127
East South Central.....	+17	+22	+7	6	692	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+12	+16	0	5	398	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+34	+17	+22	4	912	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+25	0	+5	28	7,338	+3	+8	24	9,818	169	212	154
Leather and shoe findings.....	+5	+17	-5	26	649	-4	-1	13	1,032	307	343	367
Middle Atlantic.....	+16	+9	+1	6	51	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-3	+11	-4	5	107	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-5	+22	-7	4	62	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	+19	-7	7	372	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	-4	-4	40	23,659	-2	-10	36	7,762	38	38	41
Middle Atlantic.....	-6	-2	-5	11	4,444	+1	-2	11	2,278	51	48	51
East North Central.....	-1	-15	-1	13	9,425	+2	-16	12	3,283	37	36	37
Pacific.....	+3	+3	0	5	4,971	-24	-4	4	706	28	34	30
Paper and its products.....	+7	+10	-11	62	10,341	+4	-3	42	9,701	129	132	146
New England.....	+14	+5	-8	5	312	+10	-1	4	402	215	217	224
Middle Atlantic.....	+2	+14	-12	18	2,897	+9	-2	10	1,647	94	85	110
East North Central.....	+5	+12	-11	19	3,635	+7	0	15	3,457	109	107	123
South Atlantic.....	-6	+1	-13	6	747	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+17	+5	-5	5	600	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+29	+13	-6	6	1,858	+2	-4	5	2,308	154	195	175
Petroleum.....	+13	+20	+4	28	5,395	+13	-5	28	6,569	122	122	139
Shoes and other footwear.....	+1	-14	+1	35	34,690	-19	-6	31	61,958	181	226	167
Tobacco products.....	+9	0	+5	286	44,901	+9	+8	171	18,268	60	61	56
New England.....	+9	-3	+6	35	3,394	-2	-4	13	619	48	53	46
Middle Atlantic.....	+6	-2	+3	56	14,003	+13	+16	35	7,613	73	68	60
East North Central.....	+12	+1	+6	70	8,836	+2	-1	42	2,718	52	57	53
West North Central.....	+3	-1	+4	42	6,036	-1	0	32	2,617	56	61	59
South Atlantic.....	+17	+5	+8	25	5,841	+12	+9	19	2,579	53	56	52
East South Central.....	+23	+7	+13	10	1,700	+9	+3	6	648	46	52	48
West South Central.....	+7	+1	+7	24	2,086	+7	-3	8	439	53	50	54
Mountain.....	+6	-3	+4	10	613	+5	+11	9	398	67	67	58
Pacific.....	+4	+1	-1	14	2,395	+38	+10	7	637	67	52	63
Wines and spirits ⁵	+11	+18	+3	286	92,172	-11	+2	232	111,454	145	180	168
New England.....	+18	+22	+1	20	4,526	-4	+8	15	4,060	129	177	151
Middle Atlantic.....	+7	+24	-2	50	30,303	-22	+1	44	34,180	131	178	157
East North Central.....	+4	+7	-2	46	11,309	+3	+6	35	15,821	164	165	166
West North Central.....	+18	+22	+2	29	6,810	-9	+11	24	6,926	137	180	153
South Atlantic.....	+8	+14	+10	43	10,829	+7	-3	41	16,014	152	152	178
East South Central.....	+10	+19	+6	15	3,161	+5	-7	12	4,611	183	194	236
West South Central.....	+25	+66	+9	30	8,890	-16	-9	27	11,015	126	188	230
Mountain.....	0	+1	+3	12	2,272	+25	+7	10	2,901	132	115	124
Pacific.....	+19	+1	+11	41	14,072	-19	+13	24	15,926	182	238	159
Miscellaneous.....	+23	+5	-1	44	8,983	+5	-1	31	8,317	138	176	159

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

OCTOBER 1952

FOR RELEASE
DECEMBER 5, 1952

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,271 wholesale establishments in various lines of business.

SALES

Dollar sales of merchant wholesalers during October rose 7 percent above the level of the previous month and were up 2 percent over October sales a year ago. Cumulative sales for the first ten months of 1952, however, were slightly (1%) below the corresponding period of last year.

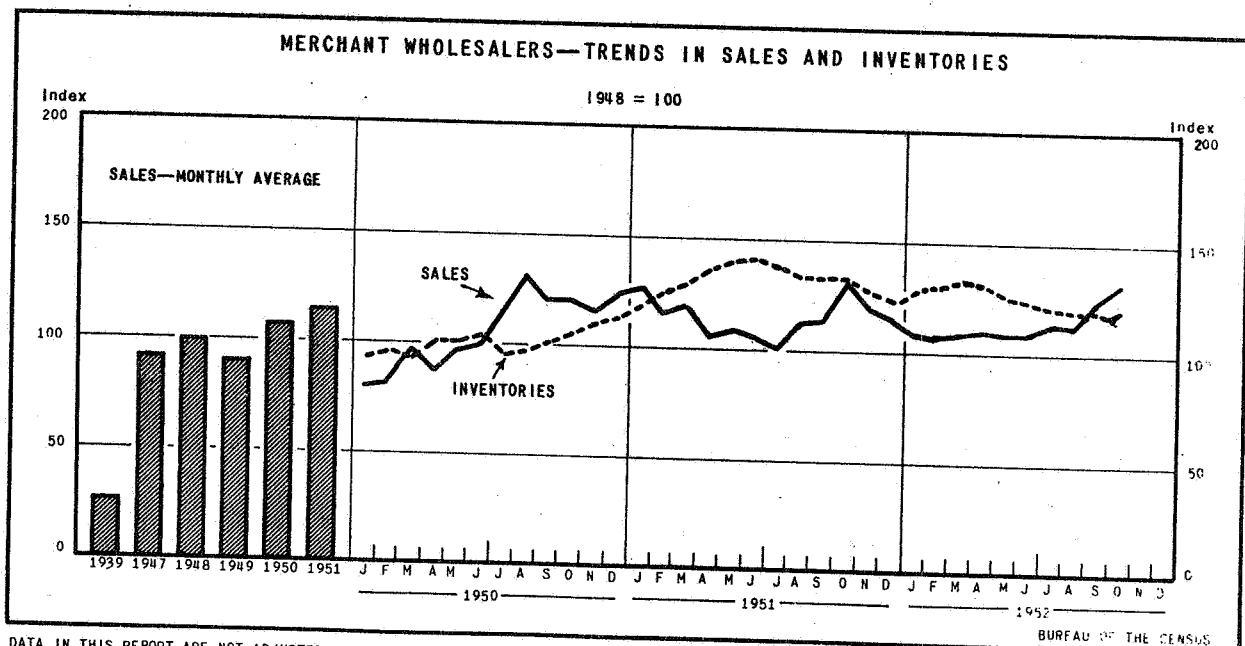
All geographic divisions indicated sales 4 to 13 percent higher than a month earlier, the principal increase being noted in the Middle Atlantic Division. Compared with a year ago, however, the Middle Atlantic Division reported the only decrease, 2 percent. While the Pacific indicated no change from sales a year ago, all other divisions showed increases ranging from 1 percent in New England to 8 percent in the West South Central and Mountain Divisions. However, only three divisions--the South Atlantic, East South Central, and West South Central--reflected gains in cumulative sales for the first ten months of 1952 as compared with the same period of last year.

Of the 37 kinds of business covered in this report, 28 reflected gains over September sales with wines and spirits, up 20 percent, indicating the most substantial increase. Grocery retailer-cooperatives remained at practically the same level as a month earlier, while shoes and other footwear, down 14 percent, accounted for the sharpest decline. Compared with a year ago, clothing and furnishings showed the largest increase (35%) among the 27 trades indicating gains. Coal reported the sharpest decrease (18%) below October 1951 sales. Cumulative sales thus far in 1952 were behind the comparable ten-month period of last year in most trades, particularly durable goods wholesalers. Of the durable goods trades, only metals and automotive supplies, up 1 and 2 percent, respectively, showed increased dollar sales.

INVENTORIES

Wholesalers' inventories (valued at cost) as of October 31 increased 2 percent above stocks on hand September 30, but were down 8 percent below the October 31, 1951, stock level. Based on the reports of 3,327 wholesale establishments submitting inventories in conjunction with sales, the October stock-sales ratio of 138 was 7 points lower than that reported for September and 14 points below a year ago.

While the New England and West North Central Divisions showed practically no change from inventory levels of a month earlier, all other divisions indicated stocks up 1 to 3 percent. All divisions, however, reported inventories 4 to 12 percent below a year ago, with the Middle Atlantic and Pacific Divisions sharing the sharpest decline.



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

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

OCTOBER 1952

[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 1952 panel			Percent change		October 1952 panel		Oct. 1952	Oct. 1951	Sept. 1952
	Oct. 1952 from--		10 mo. 1952 from 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Oct. 1951	Sept. 1952				Oct. 1951	Sept. 1952					
United States, total ³	+2	+7	-1	4,271	\$950,926	-8	+2	3,327	\$1,070,450	138	152	145
New England.....	+1	+10	-1	257	42,892	-11	0	181	42,026	132	150	147
Middle Atlantic.....	-2	+13	-4	776	183,624	-12	+1	577	161,804	114	125	128
East North Central.....	+2	+9	-1	839	176,093	-9	+1	679	175,152	116	130	125
West North Central.....	+6	+4	-1	486	119,865	-7	0	402	155,908	131	173	157
South Atlantic.....	+2	+6	+2	532	106,492	-6	+1	427	119,842	134	144	141
East South Central.....	+5	+7	+2	213	42,132	-8	+2	160	45,678	130	147	137
West South Central.....	+8	+4	+3	398	86,567	-4	+2	312	106,486	154	169	160
Mountain.....	+8	+6	-1	179	31,723	-7	+1	147	37,381	139	160	142
Pacific.....	0	+7	0	540	126,720	-12	+3	392	140,481	148	166	154
Automotive supplies.....	+11	+8	+2	325	24,659	-4	0	213	19,065	192	226	224
New England.....	+12	-6	+6	12	747	-17	-6	7	392	160	207	209
Middle Atlantic.....	+15	+25	-5	49	1,591	-8	-4	45	2,438	178	224	230
East North Central.....	+17	+18	+3	70	5,399	-4	+2	60	6,610	175	227	212
West North Central.....	+14	+7	+5	50	5,563	-1	0	28	2,947	183	206	219
South Atlantic.....	+5	-2	+5	21	3,679	-3	-2	12	1,028	221	241	256
West South Central.....	+13	-1	+4	16	2,177	-6	-5	11	925	211	219	231
Mountain.....	+18	+38	-1	27	1,478	+2	+3	17	1,366	242	241	217
Pacific.....	-4	-1	-4	77	3,191	-2	0	30	3,327	236	242	242
Electrical group, total.....	-1	+9	-6	699	173,453	-26	0	628	196,050	121	162	132
Full-line wholesalers.....	-4	+8	-6	444	131,157	-28	0	434	163,082	126	170	136
New England.....	-1	+10	-8	34	7,982	-30	-3	34	11,057	138	195	157
Middle Atlantic.....	-12	+6	-10	65	20,181	-34	-1	62	25,950	131	175	140
East North Central.....	-8	+8	-8	86	30,130	-29	0	84	33,132	112	148	121
West North Central.....	-5	+7	-12	43	10,535	-33	0	43	14,329	136	191	146
South Atlantic.....	+7	+7	+2	64	18,770	-19	+1	62	24,605	135	178	144
East South Central.....	+1	+14	+7	29	6,474	-27	-2	27	7,106	113	158	132
West South Central.....	+6	+5	+4	48	11,456	-25	-2	48	17,093	149	212	160
Mountain.....	0	+6	-8	21	4,752	-30	-5	21	5,437	114	163	127
Pacific.....	-3	+12	-11	54	20,877	-27	+6	53	24,373	117	156	124
Wiring supplies, construction materials distributors.....	+1	+11	-2	137	12,788	+6	+4	100	12,580	129	125	140
New England.....	+7	+12	+2	14	864	-5	+9	5	384	159	191	160
Middle Atlantic.....	+10	+20	-2	32	1,783	+11	+3	24	2,223	144	144	169
East North Central.....	+2	+14	-2	31	3,745	+16	+2	25	3,877	137	121	153
West North Central.....	0	+1	-6	6	878	-1	+5	4	646	165	156	155
South Atlantic.....	+2	+15	-4	20	2,434	-11	+8	17	1,876	85	98	93
South Central.....	-6	+1	+7	14	1,683	+16	+3	10	1,928	140	128	139
Mountain.....	-9	-10	+5	5	411	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	+10	-8	15	990	-6	+2	13	1,322	143	143	154
Appliances and specialties wholesalers.....	+8	+10	-8	118	29,508	-24	-4	94	20,388	89	129	103
New England.....	+13	+14	-10	14	2,663	+11	+5	11	1,557	69	71	75
Middle Atlantic.....	-1	+16	-20	27	10,669	-45	-13	19	4,446	77	135	106
East North Central.....	+3	+9	-14	18	4,164	-25	-7	13	2,797	80	113	92
West North Central.....	+1	+12	-8	12	1,345	-31	+2	10	1,951	152	222	166
South Atlantic.....	+12	+3	+11	15	4,150	-3	0	14	3,508	97	112	98
South Central.....	+14	+6	+10	12	1,901	-27	-8	10	2,109	114	176	131
Mountain.....	+57	+6	+13	8	2,124	+4	+6	8	1,937	91	138	91
Pacific.....	+21	+5	+1	12	2,492	-12	-7	9	2,083	90	123	100
Furniture and home furnishings.....	+11	+13	-3	61	13,356	-16	-2	50	14,656	128	170	150
Middle Atlantic.....	+8	+12	0	15	3,176	-21	-6	11	3,158	134	182	158
East North Central.....	+19	+13	-1	10	2,732	-6	-3	8	3,311	144	180	163
West North Central.....	+11	+29	-15	9	1,448	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+1	+33	-6	4	499	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+13	0	+6	8	1,380	-15	-3	8	1,669	121	161	124
Mountain.....	-4	-12	+1	4	514	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	+23	-6	8	2,589	-2	+4	6	1,831	79	88	97
Hardware.....	+4	+9	-7	168	76,843	-8	-1	141	121,708	185	207	202
Middle Atlantic.....	+2	+17	-5	38	11,999	+7	-1	31	16,323	155	149	183
East North Central.....	+4	+10	-9	24	14,629	-13	-6	23	22,404	159	187	185
West North Central.....	0	+4	-12	19	13,829	-7	-2	18	24,676	213	226	223
South Atlantic.....	+3	+6	-3	28	6,748	-10	+1	24	10,961	183	210	192
East South Central.....	+7	+9	-2	15	5,381	-12	+2	13	8,789	181	222	194
West South Central.....	+7	+8	-3	15	5,942	-7	0	9	7,650	209	238	217
Mountain.....	+16	+10	-7	7	2,689	-13	-1	4	2,333	243	276	218
Pacific.....	+7	+8	-7	19	15,153	-9	0	16	27,654	202	237	217
Industrial supplies.....	+8	+4	-4	79	10,581	0	-2	57	14,674	182	199	193
New England.....	-3	+13	-6	7	432	+3	+1	6	1,094	315	300	360
Middle Atlantic.....	-11	+7	-4	19	1,718	-3	-2	12	1,608	144	135	154
East North Central.....	-2	+13	-10	6	888	-7	+1	6	1,309	147	156	163
West North Central.....	+13	+17	-11	5	724	-20	-5	4	742	164	208	190
South Atlantic.....	-15	-3	-10	9	764	+1	+1	8	1,535	205	174	197
South Central.....	+29	+3	+3	25	5,025	+5	-5	15	6,582	179	238	197
Pacific.....	-6	-5	-10	8	1,030	+4	+5	6	1,804	214	192	189
Jewelry.....	+7	+16	-6	131	9,346	-8	+1	71	13,442	200	227	224
New England.....	+12	+30	-5	8	665	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+24	+26	-3	41	2,857	+6	+1	16	3,091	170	198	214
East North Central.....	+3	+6	-9	34	2,241	-4	+3	22	3,935	202	219	207
West North Central.....	-1	+16	-12	14	1,086	-14	-2	11	1,975	207	241	244
South Atlantic.....	-11	+8	-7	5	547	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+19	+24	+4	4	1,85	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	+11	-4	22	1,748	-14	+5	14	3,188	248	269	254

See footnotes at end of table.

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

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OCTOBER 1952

[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		Number of estab- lishments report- ing	Reported dollar value (add 000)	Percent change		Number of estab- lishments report- ing	Reported dollar value (add 000)	Oct. 1952	Oct. 1951	Sept. 1952		
	October 1952 panel				October 1952 panel								
	Oct. 1952 from--	10 mo. from 1951 ²			Oct. 1952 from--	October 1952 panel							
	Oct. 1951	Sept. 1952			Oct. 1951	Sept. 1952							
Lumber and building materials.....	+8	+6	-6	78	\$16,282	-13	+3	55	\$12,066	102	128	106	
Middle Atlantic.....	+1	+10	-7	17	4,249	+10	-7	8	1,122	38	35	47	
East North Central.....	-6	+4	-3	10	1,162	-10	-4	8	920	103	108	110	
West North Central.....	+24	+9	-9	7	885	+24	+12	4	412	78	79	71	
South Atlantic.....	+5	+6	-8	11	2,060	+6	+1	9	1,585	159	161	163	
South Central.....	+7	+6	-8	5	1,036	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	+10	+5	-4	7	2,850	-20	+18	6	3,091	121	165	109	
Pacific.....	+25	+9	-2	7	1,734	-10	-6	6	1,738	110	177	128	
Machinery equipment, supplies (except electrical).....	+14	+7	-9	49	8,538	+3	-1	36	16,407	223	183	247	
New England.....	-11	+7	-15	5	464	-9	-3	4	1,038	301	291	344	
Middle Atlantic.....	-8	+5	-13	6	1,281	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East North Central.....	+12	+14	+22	12	1,722	0	-1	9	1,930	149	166	176	
South Atlantic.....	-1	+2	-5	8	847	-3	-1	6	2,094	277	275	276	
South Central.....	-39	+43	-33	6	1,796	+7	-3	5	6,211	351	197	528	
Pacific.....	-20	-12	+6	8	1,089	+9	+2	6	2,099	278	218	258	
Metals.....	+1	+9	+1	42	15,738	+30	+1	37	19,900	132	102	140	
Paints and varnishes.....	+4	+10	-8	49	7,366	-2	-2	45	16,962	235	249	264	
Plumbing and heating supplies.....	-1	+11	-9	140	22,755	-5	-2	116	29,289	145	151	165	
New England.....	+4	+8	-6	6	412	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	+7	+21	-11	33	3,452	-9	-5	25	3,921	131	154	168	
East North Central.....	+5	+10	-8	16	1,993	-14	+2	13	2,889	178	209	189	
West North Central.....	+3	+12	-15	15	2,200	-9	-1	13	3,111	150	169	169	
South Atlantic.....	-4	+12	-6	42	10,122	-2	-4	42	13,480	133	132	156	
East South Central.....	+1	+6	-4	11	2,476	-1	+6	9	3,100	145	141	142	
Mountain.....	-10	-9	-18	4	267	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-18	-2	-17	5	1,079	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Refrigeration equipment, parts (commercial).....	-3	-2	-3	72	1,986	-7	-3	62	4,075	247	266	249	
Middle Atlantic.....	-15	0	-6	13	520	-24	-11	11	837	210	235	231	
East North Central.....	-2	+11	-5	19	230	-4	+3	14	501	309	391	369	
South Atlantic.....	+4	-6	+2	19	568	+5	-2	19	1,349	238	235	227	
South Central.....	+3	+15	+17	4	161	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-13	-19	-8	9	208	-16	0	8	556	348	389	296	
Surgical, medical, equipment, supplies.....	-6	+2	-4	38	5,325	-2	-5	31	6,133	129	122	137	
Middle Atlantic.....	+4	+13	+2	7	1,015	+27	+5	5	883	104	86	111	
East North Central.....	-16	-9	-7	11	2,109	-7	-11	8	2,273	124	109	124	
South Atlantic.....	+2	+10	-7	7	813	-5	+2	6	1,006	127	136	137	
South Central.....	+20	+19	+5	5	749	+3	+4	4	744	116	132	135	
Beer.....	+8	-6	+8	37	1,901	+2	-4	33	820	47	50	46	
Middle Atlantic.....	+4	-12	+9	8	406	-14	-27	7	73	18	22	22	
East North Central.....	+10	-4	+11	11	575	+6	-8	11	256	45	46	46	
West North Central.....	+14	-14	+18	5	136	-15	+10	4	53	79	109	65	
South Atlantic.....	+3	-6	+1	5	398	+33	+10	4	216	62	48	53	
Pacific.....	+14	0	+4	5	342	-12	-3	4	193	66	86	67	
Chemicals, industrial.....	+1	+16	-13	16	3,165	-10	+1	11	1,538	58	65	68	
Clothing and furnishings (except shoes).....	+35	+6	-1	17	3,271	+26	+19	12	3,456	122	131	114	
Coal.....	-18	-12	-12	20	3,962	-3	-5	18	6,138	159	134	149	
Confectionery.....	+11	+10	+7	38	1,505	+4	+8	20	799	100	112	102	
Middle Atlantic.....	+2	+8	+4	7	332	+4	+6	4	201	114	118	110	
East North Central.....	+11	+15	+2	4	127	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	+8	+4	0	10	250	-12	+3	6	153	88	113	90	
East South Central.....	+16	+12	+7	8	305	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Dairy and poultry products.....	+14	+17	+1	20	4,892	+6	+7	14	1,858	46	47	47	
Drugs and sundries (liquor excluded).....	+6	+6	+6	212	72,114	+3	+3	168	103,446	176	183	181	
New England.....	+5	+4	+5	14	3,337	+3	+3	11	4,290	166	170	167	
Middle Atlantic.....	+2	+6	+3	28	11,875	+1	+3	20	12,041	161	164	166	
East North Central.....	+7	+7	+5	28	11,899	-1	+3	21	13,726	149	161	157	
West North Central.....	+3	+2	+5	20	7,327	+1	+2	17	10,574	169	172	170	
South Atlantic.....	+8	+3	+7	31	8,129	+3	+2	23	11,437	188	196	187	
East South Central.....	+8	+5	+3	17	4,177	0	0	13	6,144	178	193	187	
West South Central.....	+8	+4	+6	34	9,839	+9	+4	28	18,255	218	216	219	
Mountain.....	+10	+10	+7	14	3,714	+6	0	11	6,742	191	198	211	
Pacific.....	+9	+9	+8	26	11,817	+1	+6	24	20,237	172	185	178	
Dry goods.....	+17	-1	-3	168	52,518	-8	-1	139	67,063	150	189	148	
New England.....	+24	+16	-5	6	918	-3	+7	6	927	101	129	109	
Middle Atlantic.....	+12	+8	-13	47	8,678	-21	-3	37	9,022	150	204	163	
East North Central.....	+22	-2	+1	15	5,860	-2	+3	15	5,992	102	127	98	
West North Central.....	+20	-4	-4	18	17,748	+1	+3	17	31,665	179	213	167	
South Atlantic.....	+11	-2	-1	22	6,190	-2	-8	16	6,777	123	140	131	
East South Central.....	+8	-3	-3	14	2,538	-8	-12	9	2,763	144	168	156	
West South Central.....	+19	-9	+1	19	3,645	-11	-4	19	4,854	133	178	126	
Mountain.....	+7	-4	-5	6	642	-5	+1	5	1,345	233	265	219	
Pacific.....	+15	+7	+4	21	6,299	-41	0	15	3,718	145	267	151	
Farm supplies.....	-6	-1	+1	19	3,060	+2	+6	10	1,098	64	57	58	
Fresh fruits and vegetables.....	+4	+2	+7	66	5,444	+9	+44	39	929	31	30	24	
New England.....	0	+1	+8	7	377	+7	+9	5	63	35	36	36	
Middle Atlantic.....	-7	+9	+10	17	1,237	+56	+124	10	56	10	7	6	
East North Central.....	+19	-6	+10	15	1,758	+17	+18	7	173	36	36	37	
West North Central.....	+1	+2	+5	7	698	+20	+52	7	292	42	35	28	
South Atlantic.....	+3	+13	+1	6	320	+40	+37	4	70	27	19	22	
East South Central.....	+13	+6	0	6	344	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	+8	-4	+3	5	475	(x)	(x)	(x)	(x)	(x)	(x)	(x)	

See footnotes at end of table.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

OCTOBER 1952

[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 1952 panel			Percent change		October 1952 panel		Oct. 1952	Oct. 1951	Sept. 1952
	Oct. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Oct. 1951	Sept. 1952			Oct. 1951	Sept. 1952						
Groceries, total.....	+8	+6	+7	883	\$169,222	+3	+4	711	\$155,840	120	126	123
Nonaffiliated full-line wholesalers ⁴	+6	+5	+5	557	69,363	0	+4	469	70,730	122	129	123
New England.....	+7	+7	+2	8	1,872	-7	+4	6	2,459	145	169	151
Middle Atlantic.....	+14	+13	+11	20	3,630	+10	+2	14	3,859	125	132	139
East North Central.....	+1	+1	+5	136	12,828	-7	+7	127	13,521	121	130	118
West North Central.....	+11	+8	+4	57	7,736	+3	0	43	7,514	124	132	135
South Atlantic.....	+1	+2	+4	63	8,995	+4	+6	41	8,570	129	124	121
East South Central.....	+2	+5	+1	40	5,326	+3	+15	31	5,257	124	123	113
West South Central.....	+6	+2	+6	111	16,156	+1	+5	88	15,755	123	132	118
Mountain.....	+13	+2	+7	26	3,196	+4	+2	25	3,935	128	139	127
Pacific.....	+10	+9	+7	96	9,624	-1	-3	94	9,860	108	120	123
Voluntary-group wholesalers.....	+11	+7	+9	200	68,932	+6	+3	153	59,756	120	127	124
New England.....	+8	-7	+13	10	4,135	+16	+7	8	2,402	108	112	117
Middle Atlantic.....	+8	+15	+4	38	16,249	+9	+8	27	11,443	124	117	130
East North Central.....	+10	+6	+12	47	13,529	+9	+7	32	9,541	111	114	108
West North Central.....	+17	+5	+11	68	20,455	+6	-1	68	25,392	124	137	132
South Atlantic.....	+2	+10	+3	11	2,917	+4	0	6	1,979	114	110	123
Pacific.....	+10	+5	+13	18	6,677	+1	+3	4	2,764	106	115	107
Retailer-cooperative warehouses.....	+11	0	+11	21	11,627	-2	-3	15	5,868	91	102	103
Specialty lines wholesalers.....	+4	+12	+5	105	19,300	+7	+10	74	19,486	127	121	129
New England.....	-9	-13	0	5	211	+11	-3	4	114	56	47	50
Middle Atlantic.....	+5	+18	+5	26	5,200	0	-3	17	3,807	85	90	105
East North Central.....	+21	+4	+6	11	1,179	+8	+2	6	314	65	67	72
South Atlantic.....	+12	+15	+3	18	2,230	-11	+6	12	2,053	101	129	112
East South Central.....	+5	+9	+7	6	757	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+4	+2	0	5	407	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+32	+6	+23	4	968	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	+11	+4	27	8,074	+14	+18	23	11,541	186	153	170
Leather and shoe findings.....	+3	-5	-4	25	619	0	-1	14	1,114	310	306	309
Middle Atlantic.....	-6	-8	0	5	34	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+4	+2	-3	5	109	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-7	+6	-7	4	66	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-12	-6	7	326	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	+13	+11	-3	40	25,924	-16	-7	36	7,088	31	43	38
Middle Atlantic.....	+2	+9	-5	11	4,550	-6	-6	11	2,046	45	49	52
East North Central.....	+40	+22	+2	12	11,398	-15	-12	11	2,888	27	45	37
Pacific.....	-9	-2	-1	5	4,855	-46	-7	4	656	25	37	28
Paper and its products.....	-3	+6	-10	63	11,087	+3	0	42	9,687	123	113	130
New England.....	+6	+10	-7	5	343	+13	+2	4	410	205	203	215
Middle Atlantic.....	-10	+6	-12	17	3,058	-8	-9	10	1,492	85	77	94
East North Central.....	0	+15	-10	19	4,223	+3	-1	15	3,598	99	93	114
South Atlantic.....	-9	+9	-12	7	843	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+6	+1	-4	5	606	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+4	-14	-5	7	1,663	+6	+6	6	2,602	196	185	156
Petroleum.....	+3	+8	+4	28	5,822	-4	-16	28	5,494	94	101	122
Shoes and other footwear.....	+3	-14	+1	33	28,660	-4	+16	29	70,763	251	270	186
Tobacco products.....	0	+4	+5	290	47,328	+2	+4	175	19,934	63	61	62
New England.....	+2	+4	+6	36	3,541	+1	+8	14	723	53	55	52
Middle Atlantic.....	-1	+7	+3	56	15,696	+3	+3	37	8,887	72	67	74
East North Central.....	-1	+5	+5	71	9,586	-7	+6	41	2,967	56	59	55
West North Central.....	+1	+1	+4	41	6,080	-1	+8	30	2,735	62	63	56
South Atlantic.....	+6	0	+8	26	5,738	+16	+2	20	2,655	57	51	55
East South Central.....	+6	-1	+12	14	1,917	-1	-1	9	720	45	49	45
West South Central.....	0	+4	+7	23	2,089	-3	0	9	551	55	56	61
Mountain.....	+2	+7	+4	10	656	+12	-6	9	376	59	54	67
Pacific.....	-15	+4	-2	13	2,025	+4	+7	6	320	65	59	60
Wines and spirits ⁵	-11	+20	+1	266	108,096	-10	+5	213	110,990	133	126	154
New England.....	-13	+29	-1	24	7,670	-10	+5	17	6,970	143	132	162
Middle Atlantic.....	-15	+30	-4	41	29,681	-17	+7	38	29,178	116	118	142
East North Central.....	-13	+26	-3	37	14,267	+4	+8	29	16,759	129	108	152
West North Central.....	-15	+12	0	26	7,214	-7	0	22	9,207	181	161	193
South Atlantic.....	-15	+23	+6	40	13,577	-3	+5	36	12,262	130	117	152
East South Central.....	-1	+18	+5	14	3,660	+17	+7	11	5,009	178	145	191
West South Central.....	+18	+6	+11	35	15,760	-2	+8	30	13,068	120	120	133
Mountain.....	-7	+21	+2	11	1,951	-6	-11	9	1,628	103	109	141
Pacific.....	-18	+13	+7	38	14,316	-28	+2	21	12,909	172	165	174
Miscellaneous.....	+4	-4	0	43	7,758	+12	+6	30	8,257	156	145	141

¹ Insufficient data to show separately.² Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.³ Includes reports received too late for inclusion in previous monthly trends.⁴ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁵ Not affiliated with voluntary or cooperative groups.⁶ 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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

NOVEMBER 1952

FOR RELEASE
DECEMBER 7, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,304 wholesale establishments in various lines of business.

SALES

November dollar sales of merchant wholesalers dropped 12 percent below the level of the previous month and were 2 percent under the November 1951 sales volume. Cumulative sales for the first 11 months of 1952 were slightly (1%) below the corresponding period of 1951.

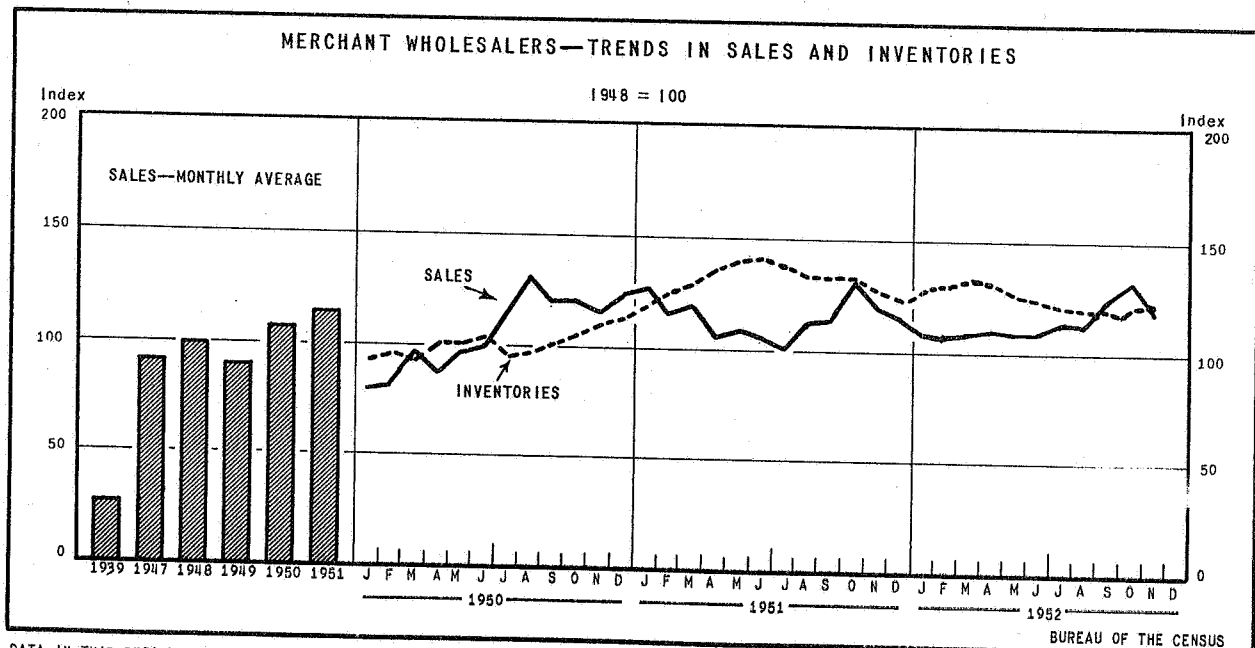
All geographic divisions experienced declines from the October sales levels, varying from 9 to 17 percent. The East South Central Division indicated the heaviest drop below the previous month as well as the sharpest decline from a year earlier. Gains over November 1951, however, were reported by two divisions, the Mountain and Pacific, up 5 and 1 percent, respectively. All other divisions indicated decreases of 1 to 7 percent. Cumulative sales for the first 11 months of 1952 were above the comparable period of 1951 in three divisions--the West South Central, the East South Central, and the South Atlantic. While the Mountain and Pacific Divisions indicated sales at about the same level as the comparable 11-month period of 1951, the remaining four divisions experienced small declines.

All but one of the 37 kinds of business covered by this report experienced declines in November sales of 2 to 28 percent below October. The coal trade indicated a gain of 4 percent over the previous month's sales, while dry goods and clothing and furnishings, down 27 and 28 percent, respectively, reflected the most substantial decreases. Compared with November 1951, 10 trades reported gains, 24 trades reflected declines, and 3 kinds of business--jewelry, grocery retailer-cooperatives, and shoes and other footwear--indicated practically no change in sales levels. Cumulative sales thus far in 1952 were above the comparable period of 1951 in 14 trades. Twenty-one trades, however, indicated decreases.

INVENTORIES

Inventories (valued at cost) of merchant wholesalers on November 30, 1952, were slightly (1%) above the level of stocks on hand a month earlier, but were 5 percent under the stock level of November 30, 1951. Based on the reports of 3,341 wholesale establishments submitting inventories in conjunction with sales, the November stock-sales ratio of 158 percent was 21 points above the October ratio, but 3 points below a year ago.

The only division reporting stocks below the level of the previous month was the West North Central, down 2 percent. All other divisions showed inventory gains ranging from 1 to 5 percent. The West South Central Division, which indicated the largest increase in stocks over the previous month, showed, however, practically no change from the level of a year ago. The Mountain Division reflected a 2 percent increase over the November 1951 level, but all other divisions reported declines varying from 2 percent in the East South Central Division to a drop of 8 percent in the Middle Atlantic Division.



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

NOVEMBER 1952

[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)		
	Percent change		November 1952 panel			Percent change		November 1952 panel		Nov. 1952	Nov. 1951	Oct. 1952
	Nov. 1952 from--	Oct. 1952	11 mo. 1952 from 11 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1952 from--	Oct. 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
United States, total ³	-2	-12	-1	4,304	\$838,564	-5	+1	3,341	\$1,094,190	158	161	137
New England.....	-3	-9	-1	260	38,398	-4	+3	179	41,868	146	142	129
Middle Atlantic.....	-1	-13	-4	783	168,675	-8	+4	582	173,815	132	141	111
East North Central.....	-6	-14	-2	836	151,128	-5	+3	682	182,742	140	137	117
West North Central.....	-2	-16	-1	519	102,984	-3	-2	404	154,284	176	179	150
South Atlantic.....	-4	-12	+1	538	91,591	-3	+1	428	117,556	154	153	134
East South Central.....	-7	-17	+2	210	34,064	-2	+4	162	46,878	165	154	132
West South Central.....	-2	-9	+3	402	75,775	0	+5	319	113,504	175	173	154
Mountain.....	+5	-12	0	175	28,659	+2	+1	144	39,371	157	162	138
Pacific.....	+1	-9	0	531	116,308	-6	+1	391	146,576	163	172	147
Automotive supplies.....	-2	-21	+2	376	20,814	-1	+2	217	20,249	247	223	196
New England.....	-1	-30	+5	21	690	-10	+3	8	445	239	201	157
Middle Atlantic.....	-17	-24	-7	50	1,261	-8	+6	46	2,586	245	213	169
East North Central.....	-3	-22	+2	77	4,539	+4	+2	60	7,115	217	201	176
West North Central.....	+1	-25	+5	81	4,892	0	+2	26	2,549	275	226	199
South Atlantic.....	0	-21	+5	24	3,031	+2	+2	18	1,762	285	226	229
West South Central.....	-6	-29	+3	14	1,516	-15	+9	9	846	295	216	208
Mountain.....	+19	-11	+1	27	1,311	+4	+1	17	1,383	271	284	242
Pacific.....	-3	-7	-4	79	3,035	-4	0	32	3,532	269	269	242
Electrical group, total.....	-10	-9	-6	704	160,259	-17	+4	635	208,250	139	150	121
Full-line wholesalers.....	-14	-9	-7	441	118,870	-19	+5	435	169,889	144	154	126
New England.....	-21	-13	-10	34	6,954	-23	+2	34	11,098	160	164	136
Middle Atlantic.....	-16	-6	-11	64	18,905	-29	0	63	25,964	139	164	131
East North Central.....	-14	-7	-8	85	27,562	-20	+3	84	34,209	125	134	112
West North Central.....	-18	-10	-12	43	9,467	-22	+4	43	14,877	157	165	136
South Atlantic.....	-7	-14	+1	63	15,965	-14	+2	61	24,788	160	175	135
East South Central.....	-9	-14	+5	29	5,580	-8	+13	28	8,156	150	147	113
West South Central.....	-9	-7	+3	48	10,699	-12	+10	48	18,880	176	184	149
Mountain.....	-8	-11	-8	21	4,214	-22	+6	21	5,748	136	160	114
Pacific.....	-15	-6	-11	54	19,524	-12	+9	53	26,169	135	131	116
Wiring supplies, construction materials distributors.....	+1	-10	-2	134	11,719	+5	0	95	12,590	144	144	128
New England.....	-7	-7	+1	14	807	-13	-4	5	370	182	170	158
Middle Atlantic.....	-3	-14	-2	32	1,409	+6	-2	23	1,994	170	156	149
East North Central.....	0	-8	-2	29	3,774	+13	+2	23	4,257	146	137	132
West North Central.....	-3	-13	-6	8	1,067	+20	-2	6	1,264	196	157	174
South Atlantic.....	+1	-17	-3	18	1,914	-13	-2	14	1,540	91	119	76
South Central.....	-4	-9	+6	12	1,263	+2	+1	8	1,459	153	156	135
Mountain.....	+30	+11	+7	5	456	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	-2	-7	16	1,029	+1	+6	13	1,395	153	161	143
Appliances and specialties wholesalers.....	+2	-9	-7	129	29,670	-12	+6	105	25,771	113	129	95
New England.....	-1	-15	-9	15	2,736	+32	+21	12	2,291	99	74	67
Middle Atlantic.....	-6	-7	-19	25	10,653	-28	+5	18	6,570	116	132	94
East North Central.....	+8	-9	-12	21	4,104	-13	+8	16	3,509	100	126	84
West North Central.....	+6	-8	-7	15	2,535	-16	+4	12	3,299	151	178	127
South Atlantic.....	+4	-17	+10	20	3,841	0	+1	19	3,915	110	115	94
South Central.....	+13	-6	+11	15	1,845	-18	+5	13	2,431	136	186	121
Mountain.....	+62	+3	+17	6	1,601	+16	+2	6	1,524	95	133	96
Pacific.....	+2	-6	+1	12	2,355	-6	+7	9	2,232	102	110	90
Furniture and house furnishings.....	+2	-16	-3	68	11,610	0	+4	49	15,251	166	168	131
Middle Atlantic.....	-4	-19	-1	16	2,622	-9	-4	12	3,369	181	192	145
East North Central.....	+13	-15	0	10	2,316	+9	+6	8	3,517	180	186	144
West North Central.....	-11	-21	-15	9	1,141	-17	+8	9	2,315	203	219	149
South Atlantic.....	-2	-14	-5	11	975	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+12	-8	+6	8	1,271	-1	+6	8	1,770	139	157	121
Mountain.....	+11	+10	+2	5	653	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	-24	-6	7	1,962	+32	+7	5	1,891	110	80	77
Hardware.....	-5	-18	-7	174	62,988	-3	0	147	122,608	226	220	185
New England.....	-14	-20	-7	4	498	-10	+8	4	1,142	229	218	170
Middle Atlantic.....	-8	-21	-6	39	9,482	+16	+5	32	16,971	207	164	154
East North Central.....	-4	-19	-8	25	12,220	-8	-2	24	22,636	192	201	158
West North Central.....	-9	-19	-12	19	11,154	-5	-4	18	23,642	250	236	213
South Atlantic.....	-12	-23	-4	29	5,074	-9	+1	25	11,257	243	237	184
East South Central.....	-6	-19	-2	16	4,408	-9	+4	14	9,337	236	246	184
West South Central.....	-1	-12	-3	15	5,219	+1	0	9	7,686	232	236	209
Mountain.....	-2	-24	-7	8	2,153	-6	+1	5	2,798	301	284	249
Pacific.....	0	-14	-6	19	12,780	-2	0	16	27,139	236	244	202
Industrial supplies.....	-5	-7	-4	81	9,764	-4	-4	60	14,864	192	191	190
New England.....	-4	-12	-6	7	381	-7	-6	6	1,023	356	349	315
Middle Atlantic.....	-14	-8	-5	21	1,720	-6	-1	14	2,064	176	171	165
East North Central.....	-17	-22	-10	6	694	-7	0	6	1,308	188	167	147
West North Central.....	-14	-6	-11	5	454	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-13	-14	-10	10	726	-15	-16	9	1,521	212	217	219
South Central.....	+2	-7	+3	24	4,595	-1	-4	15	6,324	178	182	179
Pacific.....	0	+10	-9	8	1,194	+2	-3	7	2,191	191	188	218
Jewelry.....	0	-3	-5	141	10,097	-5	-5	84	14,591	195	198	198
New England.....	-5	-5	-5	8	629	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+6	-9	-2	43	3,150	+1	-6	18	3,579	197	185	184
East North Central.....	-2	-4	-8	41	2,488	-1	-5	28	4,116	188	186	188
West North Central.....	-1	-1	-11	15	1,199	-8	-4	13	2,141	201	213	205
South Atlantic.....	-13	-8	-8	7	575	-35	-9	4	711	157	200	150
South Central.....	+32	+28	+7	5	262	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	+7	-4	19	1,767	-8	-6	13	3,451	207	222	238

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

Page 3

NOVEMBER 1952

[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)		
	Percent change		November 1952 panel			Percent change		November 1952 panel		Nov. 1952	Nov. 1951	Oct. 1952
	Nov. 1952 from--		11 mo. 1952 from 11 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Nov. 1951	Oct. 1952				Nov. 1951	Oct. 1952					
Lumber and building materials.....	-1	-21	-5	79	\$13,329	-13	+2	56	\$12,456	131	149	99
Middle Atlantic.....	+5	-23	-6	17	3,289	+2	+9	8	1,227	57	58	38
East North Central.....	+10	-22	-2	12	1,439	-17	-6	9	977	98	123	77
West North Central.....	+8	-27	-8	6	601	0	-16	4	347	102	112	78
South Atlantic.....	-15	-22	-9	11	1,606	-5	-2	9	1,546	177	184	159
South Central.....	+5	-12	-7	5	912	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+3	-18	-4	7	2,334	-18	+5	6	3,245	155	192	121
Pacific.....	-8	-26	-3	8	1,296	-6	+8	6	1,883	162	171	110
Machinery equipment, supplies (except electrical).....	-10	-10	-10	49	7,765	+6	+1	37	16,843	256	215	222
New England.....	-17	-16	-16	5	390	-10	-2	4	1,017	361	330	301
Middle Atlantic.....	-15	-18	-13	8	1,339	-4	-2	5	1,948	155	135	133
East North Central.....	+13	+14	+21	11	1,712	+2	+1	8	1,737	178	179	160
South Atlantic.....	-8	-14	-5	8	726	0	-2	6	2,062	320	288	277
South Central.....	-35	-37	-33	6	1,138	+15	+6	5	6,597	591	329	351
Pacific.....	-15	-8	+4	7	934	+9	-4	5	1,862	241	233	281
Metals.....	+1	-13	+1	44	14,074	+25	+3	39	21,546	157	127	133
Paints and varnishes.....	+13	-10	-6	46	6,317	+1	-1	42	16,247	262	292	240
Plumbing and heating supplies.....	-13	-20	-9	134	17,722	-5	0	111	27,990	177	163	143
New England.....	-7	-19	-6	7	346	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-11	-25	-11	33	2,594	-10	-1	25	3,901	172	176	131
East North Central.....	-14	-31	-9	14	1,242	-11	+2	11	2,457	246	235	169
West North Central.....	-4	-21	-14	14	1,656	-11	-2	13	3,047	186	202	150
South Atlantic.....	-11	-16	-6	39	8,159	-3	0	39	12,813	157	145	132
East South Central.....	-24	-21	-6	11	1,949	-1	-4	9	2,972	177	127	145
Pacific.....	-21	-11	-18	5	962	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	-17	-19	-4	77	1,674	-5	+2	66	4,251	316	267	252
Middle Atlantic.....	-36	-20	-9	14	477	-23	+7	11	924	291	200	211
East North Central.....	-8	-29	-5	20	179	-5	+2	15	612	471	493	324
West North Central.....	+7	-30	-19	6	180	+8	0	7	774	240	217	184
South Atlantic.....	-9	-10	+1	22	532	+8	0	21	1,164	299	259	273
South Central.....	-10	-24	+15	4	122	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-6	-8	9	149	-12	-2	8	453	444	478	416
Surgical, medical, equipment, supplies.....	-8	-4	-4	35	4,974	+13	+11	31	7,135	155	126	134
Middle Atlantic.....	0	-11	+2	7	903	+27	+1	5	894	120	95	104
East North Central.....	-11	+7	-7	12	2,389	+21	+22	11	3,461	153	112	136
South Atlantic.....	-8	-11	-7	4	572	-6	+2	4	767	134	131	116
South Central.....	-4	-19	+4	5	604	-2	+1	4	750	145	152	116
Beer.....	-5	-15	+7	35	1,548	-2	-4	30	711	51	50	46
Middle Atlantic.....	0	-9	+8	8	369	-2	+19	7	87	24	24	18
East North Central.....	+2	-13	+10	12	527	-12	-11	11	228	45	52	45
West North Central.....	-4	-21	+16	4	89	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	-14	0	5	342	+14	-9	4	196	64	49	62
Chemicals, industrial.....	+13	-6	-11	16	2,910	-12	-1	12	1,693	65	81	60
Clothing and furnishings (except shoes).....	-6	-28	-2	17	3,267	+7	-18	11	3,769	133	127	115
Coal.....	-19	+4	-13	20	4,137	+1	-4	18	5,920	144	119	159
Confectionery.....	-6	-9	+5	37	1,336	-2	-1	19	766	116	114	101
Middle Atlantic.....	-11	-5	+2	6	282	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-4	+1	+2	4	128	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+1	-10	0	10	225	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-6	-14	+5	8	263	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-9	-2	0	26	7,951	-16	-17	18	3,078	48	51	54
Drugs and sundries (liquor excluded).....	-2	-11	+5	212	64,493	+7	-2	170	100,589	191	175	173
New England.....	-5	-12	+4	13	2,968	+1	-3	11	4,346	186	173	168
Middle Atlantic.....	-4	-9	+3	28	10,790	+5	-2	20	11,763	171	156	161
East North Central.....	-1	-12	+4	27	10,441	+4	+1	21	13,865	170	162	148
West North Central.....	-7	-14	+4	19	6,156	-7	-3	16	9,956	188	164	169
South Atlantic.....	-2	-5	+6	32	7,868	-7	-3	24	11,377	189	170	187
East South Central.....	-2	-10	+2	17	3,778	+9	-2	13	6,046	196	176	178
West South Central.....	-4	-13	+5	35	8,407	+13	-2	29	17,265	243	206	215
Mountain.....	-2	-16	+6	13	2,960	+9	-3	10	6,087	217	195	189
Pacific.....	+4	-11	+8	28	11,125	+5	-2	26	19,884	180	177	163
Dry goods.....	-6	-27	-4	161	37,700	+2	-2	134	64,161	201	186	150
New England.....	-2	-20	-5	5	645	+16	+1	5	816	127	108	100
Middle Atlantic.....	-29	-34	-14	43	5,292	-10	-5	34	7,668	196	174	150
East North Central.....	+13	-22	+2	13	4,372	+21	+17	13	6,809	156	144	103
West North Central.....	-7	-33	+4	17	11,681	+5	-7	15	28,747	249	222	179
South Atlantic.....	-4	-22	-1	23	5,014	+6	-4	18	7,106	156	143	127
East South Central.....	-14	-25	-4	14	1,727	-3	-11	9	2,347	184	164	156
West South Central.....	-1	-26	0	20	2,990	+20	+17	20	6,199	207	171	131
Mountain.....	+3	-8	-4	6	592	-1	-7	5	1,251	236	243	233
Pacific.....	+17	-10	+5	20	5,387	-35	0	15	3,218	155	226	142
Farm supplies.....	-19	-21	0	20	2,476	+10	+13	11	1,315	99	73	65
Fresh fruits and vegetables.....	-6	-4	+5	64	6,032	+17	+20	44	1,847	39	31	32
New England.....	-12	-11	+6	66	324	0	-11	5	32	15	12	14
Middle Atlantic.....	-3	-13	+9	19	1,364	+31	+1	12	340	45	32	39
East North Central.....	+1	+9	+9	14	1,756	+32	+37	8	521	38	29	31
West North Central.....	-10	-12	+3	7	613	+9	+10	7	320	52	43	42
South Atlantic.....	-4	+5	0	6	362	-4	+18	5	130	40	39	35
East South Central.....	-11	-11	-1	5	296	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	-4	+2	5	1,113	-2	+16	4	253	24	24	20

See footnotes at end of table.

NOVEMBER 1952

[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)		
	Percent change		November 1952 panel			Percent change		November 1952 panel		Nov. 1952	Nov. 1951	Oct. 1952
	Nov. 1952 from--		11 mo. 1952 from 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Nov. 1951	Oct. 1952				Nov. 1951	Oct. 1952					
Groceries, total.....	+1	-11	+7	895	\$148,836	+2	+1	727	\$156,404	135	137	120
Nonaffiliated full-line wholesalers ⁴	-3	-14	+4	572	60,343	0	0	483	72,163	141	137	121
New England.....	+8	-7	+3	8	1,749	-1	+3	6	2,530	158	176	145
Middle Atlantic.....	-3	-17	+9	22	3,462	+6	-4	15	4,146	143	132	123
East North Central.....	-10	-17	+3	136	10,404	-5	+4	129	14,582	153	144	121
West North Central.....	+1	-17	+4	66	7,209	+1	-3	52	8,183	140	142	120
South Atlantic.....	-4	-9	+3	67	8,615	+5	+2	43	9,218	143	132	130
East South Central.....	-8	-18	+1	40	3,827	-2	0	31	4,426	151	143	123
West South Central.....	-1	-11	+5	111	14,409	-4	-4	89	15,352	129	136	121
Mountain.....	-2	-13	+6	27	2,837	+2	+1	25	3,955	148	142	128
Pacific.....	+2	-17	+6	95	7,831	+10	+3	93	9,771	132	121	107
Voluntary-group wholesalers.....	+3	-10	+9	198	60,176	+5	+1	151	58,469	133	135	122
New England.....	+5	-6	+12	10	3,858	+14	+2	8	2,456	133	120	109
Middle Atlantic.....	-5	-14	+4	35	11,513	+8	+1	24	8,587	150	133	136
East North Central.....	0	-8	+10	48	12,849	+7	+3	33	10,394	119	116	112
West North Central.....	+18	-8	+11	70	19,637	+2	-1	70	26,253	134	154	124
South Atlantic.....	-9	-13	+2	11	2,554	+12	+4	6	2,063	141	109	114
Pacific.....	-1	-18	+12	18	5,451	+2	+5	4	2,895	131	122	106
Retailer-cooperative warehouses.....	0	-14	+10	20	9,936	-4	+2	14	5,803	113	114	89
Specialty lines wholesalers.....	+9	-5	+5	105	18,381	-1	+1	79	19,969	131	147	125
New England.....	-7	-7	-1	5	197	+3	-18	4	94	49	45	56
Middle Atlantic.....	-8	-26	+4	27	3,902	+9	+19	19	4,574	139	118	83
East North Central.....	-22	-31	+3	10	736	+15	+5	7	449	89	83	70
South Atlantic.....	+1	-6	+3	19	2,145	-5	+8	14	2,305	116	124	101
East South Central.....	-8	-5	+5	4	605	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-4	-5	0	5	385	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+25	-2	+23	4	952	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+27	+13	+6	28	9,193	-6	-5	24	11,037	148	204	184
Leather and shoe findings.....	-3	-14	-4	24	476	+1	-1	12	1,022	422	397	363
Middle Atlantic.....	0	-7	0	4	27	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-11	-17	-4	5	91	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-10	-21	-7	4	52	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+4	-5	-5	6	242	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-16	-26	-4	39	19,127	-21	+6	32	7,434	44	46	31
Middle Atlantic.....	-12	-21	-5	10	3,836	-11	-1	10	2,064	54	53	43
East North Central.....	-21	-31	0	13	7,907	-26	+11	12	3,235	43	46	27
Pacific.....	-17	-27	-3	4	3,328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products.....	-9	-13	-10	63	9,283	+4	0	42	9,424	142	124	122
New England.....	-9	-13	-7	5	297	+8	-2	4	402	223	188	205
Middle Atlantic.....	-9	-7	-12	16	2,727	-2	+10	10	1,636	97	90	85
East North Central.....	-12	-15	-10	19	3,541	+5	-2	15	3,391	111	93	96
West North Central.....	-4	-12	-11	4	315	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-15	-9	-13	6	731	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+3	-5	-4	4	453	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	-24	-5	6	1,183	+7	-4	5	2,324	258	241	196
Petroleum.....	-10	-10	+2	28	5,220	+4	-3	28	5,319	102	88	94
Shoes and other footwear.....	0	-15	+1	33	25,091	-11	-10	30	64,764	260	261	246
Tobacco products.....	+2	-11	+4	272	40,713	+2	+1	160	20,239	74	74	66
New England.....	+4	-7	+6	33	3,142	+13	+10	13	2,073	148	137	133
Middle Atlantic.....	+3	-12	+3	56	13,652	+2	+1	35	8,681	83	84	72
East North Central.....	+4	-11	+5	66	8,129	+1	+2	36	2,674	61	63	54
West North Central.....	+1	-9	+4	36	4,905	-9	-4	28	2,488	63	71	61
South Atlantic.....	-4	-11	+7	25	5,224	+9	-1	19	2,623	61	53	55
East South Central.....	+2	-9	+11	14	1,751	-5	-3	9	696	47	51	45
West South Central.....	+4	-6	+6	22	1,630	+2	+2	8	429	80	80	71
Mountain.....	-5	-13	+3	9	519	+1	+6	8	349	69	65	57
Pacific.....	-4	-9	-2	11	1,761	+1	-1	4	226	64	66	59
Wines and spirits ⁵	+19	-2	+3	253	106,455	-7	+13	209	128,990	148	179	128
New England.....	+28	+1	+1	19	5,605	-7	+17	13	3,857	116	155	105
Middle Atlantic.....	+33	-5	-1	43	34,981	-10	+19	39	38,972	130	190	102
East North Central.....	+8	-9	-2	39	12,472	-8	+11	32	18,842	175	202	143
West North Central.....	+9	+6	0	26	8,189	-9	+1	21	8,537	155	193	162
South Atlantic.....	+13	+5	+7	33	11,391	0	+7	29	12,628	133	144	131
East South Central.....	-2	-5	+5	12	2,914	+22	+11	10	5,276	227	169	198
West South Central.....	+9	+7	+11	36	13,173	-2	+24	32	17,658	138	154	121
Mountain.....	+35	-22	+5	12	3,290	+56	+4	12	4,896	149	129	111
Pacific.....	+22	-2	+8	33	14,440	-22	+6	21	18,324	188	272	181
Miscellaneous.....	-20	-22	-2	43	6,070	+17	+5	30	8,335	218	141	154

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

SINCLAIR WEEKS, Secretary

BUREAU OF THE CENSUS

DECEMBER 1952

FOR RELEASE
FEBRUARY 6, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,195 wholesale establishments in various lines of business.

SALES

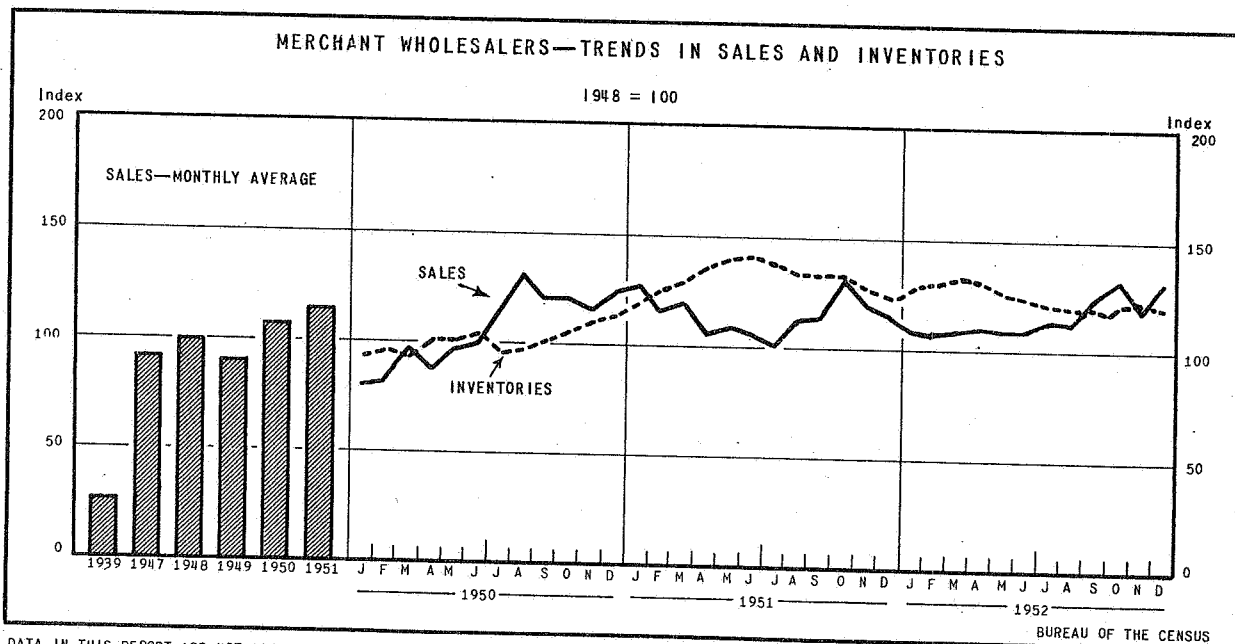
Cumulative 1952 wholesale dollar sales, after trailing behind 1951 sales throughout the year, reached approximately the same dollar level by year end. The Middle Atlantic Division, down 2 percent, indicated the only decrease below sales of the previous year. While 3 divisions--New England, East North Central, and West North Central--showed no change from sales a year ago, the remaining 5 divisions reported small gains of 1 to 3 percent. Of the 37 kinds of business covered in this report, 14 experienced sales gains above the 1951 levels, 4 trades showed no change, and 19 trades indicated declines. With few exceptions durable goods trades reflected sales below 1951. Grocery retailer-cooperatives, up 11 percent, indicated the largest sales increase over 1951, while coal, down 11 percent, showed the sharpest drop.

December dollar sales of wholesalers rose 11 percent above the previous month and were 14 percent over December 1951. All geographic divisions shared in the gains over both periods. The Middle Atlantic Division, up 17 percent, indicated the largest increase over November, while the Mountain Division, with an increase of 18 percent, registered the most substantial gain over a year ago. By kinds of business, 27 trades reported sales above November levels, with increases of more than 30 percent being shown by farm supplies (38%), wines and spirits (34%), and metals (32%). Clothing and furnishings, up 37 percent, led the 32 trades which reflected gains over December 1951 sales.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of 1952 were 4 percent below stocks on hand December 31, 1951, and 3 percent under inventories of November 30, 1952. Based on the reports of 3,254 establishments submitting inventories in conjunction with sales, the December stock-sales ratio of 135 percent was 26 points below a year earlier and 20 points under the previous month.

All geographic divisions indicated stocks below a year ago and, also, under the previous month. The Middle Atlantic Division reflected the heaviest decrease below each of these periods. By trades, the largest inventory gain over December 1951 was reported by petroleum (36%), while meats and meat products (-22%) and full-line electrical (-20%) trades indicated substantial reductions. Most trades were below November inventory levels with the heaviest drop, 19 percent, shown by wines and spirits. Shoes and other footwear experienced the sharpest increase (27%) over November stocks.



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

DECEMBER 1952

[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)		
	Percent change		December 1952 panel			Percent change		December 1952 panel				
	Dec. 1952 from—		12 mo. from 12 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1952 from—		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Dec. 1951	Nov. 1952				Dec. 1951	Nov. 1952			Dec. 1952	Dec. 1951	Nov. 1952
United States, total ³	+14	+11	0	4,195	\$914,473	-4	-3	3,254	\$1,033,828	135	161	155
New England.....	+12	+14	0	254	43,658	-4	-2	175	39,724	124	143	144
Middle Atlantic.....	+13	+17	-2	737	191,964	-9	-9	542	147,846	99	124	130
East North Central.....	+16	+15	0	814	172,250	-4	-5	662	168,101	112	135	137
West North Central.....	+13	+5	0	512	106,001	-4	-2	394	149,980	166	196	177
South Atlantic.....	+13	+8	+2	527	100,384	-1	-1	422	117,512	136	152	149
East South Central.....	+12	+13	+2	212	38,678	-4	-4	161	44,041	137	159	163
West South Central.....	+12	+8	+3	401	81,389	-4	-6	315	103,919	149	173	171
Mountain.....	+18	+9	+1	170	29,660	-5	-6	141	34,930	134	165	158
Pacific.....	+12	+5	+1	518	117,650	-7	-4	392	137,193	144	174	158
Automotive supplies.....	+11	-5	+3	364	19,175	-1	-2	207	18,057	232	230	249
New England.....	+8	-17	+5	20	572	-20	-6	8	420	261	313	239
Middle Atlantic.....	-5	0	-6	48	1,189	-10	0	44	2,458	256	265	250
East North Central.....	+12	+8	+3	68	4,243	+17	-5	51	5,477	169	159	217
West North Central.....	+13	-2	+5	77	4,721	+5	0	22	2,044	275	237	263
South Atlantic.....	+24	-15	+6	25	2,588	-5	-2	19	1,751	341	318	284
West South Central.....	+15	-9	+3	13	1,386	-7	0	8	847	283	201	282
Mountain.....	+26	+1	+3	26	1,278	0	-1	16	1,199	244	273	263
Pacific.....	-3	-12	-4	84	2,747	-5	0	36	3,829	279	306	276
Electrical group, total.....	+11	+17	-5	688	183,445	-17	-5	615	193,355	112	151	140
Full-line wholesalers.....	+10	+20	-5	441	142,041	-20	-7	434	157,742	112	153	144
New England.....	+2	+24	-9	33	8,456	-27	-7	33	10,191	121	167	161
Middle Atlantic.....	0	+19	-10	64	22,420	-29	-7	59	24,054	108	153	138
East North Central.....	+9	+22	-7	87	33,132	-20	-8	86	30,906	94	129	124
West North Central.....	+6	+21	-11	43	11,484	-24	-7	43	13,821	120	167	157
South Atlantic.....	+11	+22	+2	62	19,270	-10	-4	60	23,633	127	157	160
East South Central.....	+22	+22	+7	29	6,782	-9	-2	28	7,980	119	160	150
West South Central.....	+19	+20	+4	48	12,883	-16	-3	48	18,223	141	201	176
Mountain.....	+26	+30	-5	21	5,457	-27	-13	21	4,977	91	157	136
Pacific.....	+13	+13	-9	54	22,157	-16	-8	53	23,957	109	147	135
Wiring supplies, construction materials distributors.....	+15	+12	0	130	12,981	+4	-2	94	12,015	120	136	138
New England.....	+3	+12	+1	13	882	-6	-1	5	368	138	192	182
Middle Atlantic.....	+7	+9	-2	29	1,369	+15	+2	22	1,814	156	143	166
East North Central.....	+20	+14	-1	28	4,323	+7	-6	23	4,032	107	124	133
West North Central.....	+22	+27	-3	11	1,668	+1	-4	9	1,642	153	175	192
South Atlantic.....	+14	+5	-2	19	2,028	-16	-2	15	1,574	88	121	90
South Central.....	+4	+7	+6	12	1,236	+19	+1	7	1,046	142	144	155
Mountain.....	+11	-9	+8	5	416	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+35	+22	-4	13	1,059	+9	+4	11	1,229	123	152	147
Appliances and specialties wholesalers.....	+15	+6	-5	117	28,423	0	+4	87	23,598	111	136	114
New England.....	+17	+8	-7	12	2,427	+13	-2	9	1,777	98	98	100
Middle Atlantic.....	-5	-1	-17	27	10,571	-14	0	18	6,595	117	140	119
East North Central.....	+60	+20	-6	18	4,700	+9	+14	13	3,630	91	142	96
West North Central.....	+32	+12	-5	12	1,377	-21	-2	11	2,076	154	260	178
South Atlantic.....	+18	-4	+11	19	3,506	+24	+4	15	3,922	131	124	119
South Central.....	+15	+5	+11	14	1,807	-8	+13	9	2,322	138	172	128
Mountain.....	+48	+16	+20	7	1,567	+35	+5	7	1,675	107	118	118
Pacific.....	+32	+16	+3	8	2,468	+18	+2	5	1,601	72	79	80
Furniture and house furnishings.....	+27	+2	-1	64	11,781	+6	-2	47	14,546	153	185	161
Middle Atlantic.....	+24	+9	+1	16	2,981	-8	-8	12	3,043	140	185	167
East North Central.....	+16	-3	+2	9	2,127	+52	-3	8	3,414	182	135	180
West North Central.....	+20	-5	-13	9	1,088	-33	0	9	2,324	214	382	203
South Atlantic.....	+18	+16	-3	10	1,100	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+14	-18	+2	5	537	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+56	+3	-4	7	2,017	+30	+7	5	1,899	108	140	103
Hardware.....	+15	+1	-5	167	62,799	-4	-2	138	115,396	222	265	226
Middle Atlantic.....	+20	+8	-4	34	9,480	+8	-6	27	14,529	180	202	209
East North Central.....	+17	+2	-6	25	12,675	-12	-6	22	19,873	177	237	189
West North Central.....	+6	-9	-11	18	10,133	-7	-4	17	22,685	278	310	250
South Atlantic.....	+13	-2	-2	29	5,319	-6	+5	25	12,034	253	303	237
East South Central.....	+18	+15	-1	15	4,723	-13	-1	13	8,572	203	275	236
West South Central.....	+23	-5	-1	15	4,933	+1	-2	9	7,500	264	306	232
Mountain.....	+9	+11	-5	8	2,394	+1	-3	5	2,728	291	301	301
Pacific.....	+13	0	-5	20	12,727	-1	+1	17	27,275	236	266	236
Industrial supplies.....	+1	+1	-3	79	9,868	-4	+1	60	15,636	194	210	197
New England.....	+10	+12	-5	6	322	-3	+2	6	1,109	344	388	377
Middle Atlantic.....	-1	+7	-5	18	1,751	-11	+1	11	1,914	160	184	173
East North Central.....	0	+10	-10	7	798	-12	-9	7	1,231	154	176	187
West North Central.....	+4	+4	-10	6	743	-5	-1	5	1,101	238	239	239
South Atlantic.....	+1	+2	-9	11	870	0	+10	10	2,097	244	247	226
South Central.....	+1	-4	+2	25	4,448	-4	+2	15	6,478	186	203	178
Pacific.....	+6	+7	-8	6	936	+3	-3	6	1,706	182	187	202
Jewelry.....	+17	+20	-3	134	11,501	-9	-15	75	11,440	137	172	196
New England.....	+9	+22	-3	8	764	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+24	+6	+1	41	3,068	+6	-10	17	2,588	131	146	180
East North Central.....	+16	+23	-6	38	2,541	-4	-14	25	3,191	147	179	208
West North Central.....	+7	+33	-8	15	1,771	-12	-18	11	1,880	129	159	209
South Atlantic.....	+7	+32	-6	7	759	-27	+7	4	762	138	198	157
South Central.....	+53	+120	+15	4	534	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+17	+16	-2	18	2,040	-18	-20	10	2,623	139	200	198

See footnotes at end of table.

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

Page 3

DECEMBER 1952

[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)		
	Percent change		12 mo. 1952 from 12 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Percent change		Number of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1952	Dec. 1951	Nov. 1952	
	from--					from--							
	Dec. 1951	Nov. 1952				Dec. 1951	Nov. 1952						
Lumber and building materials.....	+12	-7	-4	79	\$11,845	-11	+6	55	\$12,818	151	197	133	
Middle Atlantic.....	+25	-6	-4	17	2,936	-4	+12	7	1,125	60	82	51	
East North Central.....	+51	-11	0	10	873	-1	+22	8	1,052	157	265	118	
West North Central.....	-11	-18	-8	7	523	-3	0	4	348	148	167	102	
South Atlantic.....	+14	+1	-7	12	1,624	-7	-2	10	1,521	183	235	177	
South Central.....	-4	-18	-6	5	750	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	+3	-8	-3	7	2,145	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	+15	-8	-1	8	1,188	0	+17	6	2,198	204	261	162	
Machinery equipment, supplies (except electrical).....	-3	+5	-9	58	8,295	+5	+3	46	17,399	238	221	251	
New England.....	+1	+13	-14	5	439	-8	+3	4	1,048	354	395	361	
Middle Atlantic.....	-12	+2	-13	8	1,354	-8	+1	5	1,946	152	143	155	
East North Central.....	+4	-20	+19	11	1,504	+4	0	8	1,873	173	191	165	
South Atlantic.....	+8	-8	-4	8	665	-2	-2	6	2,028	342	382	320	
West South Central.....	+7	+52	-31	14	1,692	+14	+1	14	6,685	395	372	593	
Pacific.....	-25	-6	+2	7	888	+14	+11	5	2,027	321	197	235	
Metals.....	+32	+32	+4	42	17,351	+25	+5	36	19,665	117	125	149	
Paints and varnishes.....	+7	-37	-6	49	4,148	-8	-7	45	15,568	384	448	256	
Plumbing and heating supplies.....	-6	-6	-9	101	13,508	+5	+4	76	22,602	196	173	175	
New England.....	-6	-21	-6	7	272	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	-6	-14	-11	14	770	-11	-1	6	875	171	182	154	
East North Central.....	+7	-2	-8	15	1,352	-13	-9	13	2,332	201	238	210	
West North Central.....	+11	-18	-13	14	1,266	-13	-2	11	2,637	220	284	186	
South Atlantic.....	-11	-5	-6	24	6,288	+20	+16	24	11,528	183	136	150	
East South Central.....	+7	-1	-5	10	1,766	+5	-8	8	2,445	160	155	177	
Pacific.....	-1	+13	-17	5	1,086	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Refrigeration equipment, parts (commercial).....	+6	-2	-4	73	1,558	-9	-3	63	4,023	314	366	313	
Middle Atlantic.....	-2	-1	-9	14	448	-26	0	12	1,013	275	364	290	
East North Central.....	+5	+4	-5	19	161	-13	-9	14	477	446	611	494	
West North Central.....	+14	+1	-17	6	181	+16	-5	6	473	261	297	276	
South Atlantic.....	+10	-8	+2	19	454	+3	0	19	1,370	302	322	277	
South Central.....	+16	+12	+15	4	137	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	+3	-5	-7	9	145	-17	-5	8	384	413	489	384	
Surgical, medical, equipment, supplies.....	+6	+2	-3	37	5,111	+8	0	34	7,273	148	156	151	
Middle Atlantic.....	+1	+2	+2	7	920	+17	-6	5	843	110	94	120	
East North Central.....	+9	+2	-6	11	2,308	+18	+4	11	3,435	149	160	146	
South Atlantic.....	+8	+2	-6	5	656	-4	-8	5	847	129	145	143	
South Central.....	+4	-4	+7	5	522	-14	-1	5	843	161	194	156	
Beer.....	+17	+16	+8	40	1,910	-14	-10	34	683	40	55	52	
Middle Atlantic.....	+8	+17	+8	8	430	+13	+8	7	94	22	21	24	
East North Central.....	+22	+19	+11	12	626	-24	-8	11	210	35	56	45	
West North Central.....	+15	+12	+16	5	126	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	+18	+14	+1	4	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	+18	+14	+4	8	318	-19	-25	7	155	58	84	85	
Chemicals, industrial.....	+19	0	-9	14	2,775	-12	+1	10	1,533	62	84	62	
Clothing and furnishings (except shoes).....	+37	-20	0	19	3,079	+29	-3	12	3,542	197	182	135	
Coal.....	-1	+16	-11	20	4,820	+7	-8	18	5,287	113	104	139	
Confectionery.....	+16	+13	+6	38	1,519	-8	-6	19	711	93	118	116	
Middle Atlantic.....	+5	+11	+2	6	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East North Central.....	+25	+12	+4	4	143	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	+21	+13	+1	11	274	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East South Central.....	+27	+8	+7	8	284	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
West South Central.....	+3	+17	+13	4	248	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Dairy and poultry products.....	-3	+7	0	21	5,390	+17	-7	14	1,552	38	35	43	
Drugs and sundries (liquor excluded).....	+19	+4	+6	198	65,113	+6	-5	154	88,949	174	196	178	
New England.....	+15	+9	+5	13	3,242	+6	-1	11	4,224	169	179	181	
Middle Atlantic.....	+12	+2	+3	25	10,645	+4	-1	16	8,410	155	174	176	
East North Central.....	+20	+5	+5	26	10,702	+3	-8	18	11,613	151	176	173	
West North Central.....	+18	+7	+5	19	6,554	+3	-6	16	9,104	162	188	184	
South Atlantic.....	+21	+2	+7	30	7,532	+5	-5	22	9,840	174	198	187	
East South Central.....	+18	+1	+4	16	3,638	+4	-5	12	5,262	179	208	193	
West South Central.....	+20	+8	+6	34	8,962	+11	-7	28	15,883	201	228	245	
Mountain.....	+17	-2	+7	12	2,848	+8	-7	10	5,673	209	224	217	
Pacific.....	+24	+3	+9	23	10,989	+8	-2	21	18,940	173	198	133	
Dry goods.....	+33	-10	-2	161	34,612	+6	+7	135	66,846	243	294	200	
New England.....	+8	-11	-4	4	462	+4	-7	4	598	129	134	123	
Middle Atlantic.....	+31	+5	-11	45	7,391	-3	+8	36	8,895	221	274	195	
East North Central.....	+50	-9	+5	13	3,962	+32	+10	13	7,481	189	230	156	
West North Central.....	+34	-8	-2	18	10,614	+6	+7	16	30,399	289	367	247	
South Atlantic.....	+25	-17	+1	23	3,878	+8	+3	18	6,789	192	218	156	
East South Central.....	+3	-11	-4	16	1,640	0	-3	10	2,310	241	242	185	
West South Central.....	+19	-23	+1	18	1,974	+23	+4	18	5,434	275	266	204	
Mountain.....	+24	-18	-2	5	451	+3	-4	5	1,238	275	329	234	
Pacific.....	+45	-19	+7	19	4,240	-19	+17	15	3,702	227	317	152	
Farm supplies.....	+5	+38	0	20	3,419	0	+2	11	1,342	84	92	99	
Fresh fruits and vegetables.....	+4	+17	+5	61	6,873	+4	-8	45	1,737	33	31	40	
New England.....	-6	+8	+5	7	360	+6	-8	6	57	23	20	27	
Middle Atlantic.....	+3	+8	+9	16	1,389	+16	-17	11	283	35	31	47	
East North Central.....	+5	+9	+8	15	2,093	+18	-10	10	564	33	30	41	
West North Central.....	-7	+26	+2	7	772	-11	-36	7	206	27	28	52	
South Atlantic.....	-6	+17	-1	6	422	-15	-38	5	80	21	22	40	
Pacific.....	+3	+2	+2	5	1,140	-1	+15	4	290	27	28	24	

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1952

[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)		
	Percent change		December 1952 panel			Percent change		December 1952 panel		Dec. 1952	Dec. 1951	Nov. 1952
	Dec. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Dec. 1951	Nov. 1952			12 mo. 1951 ²	Dec. 1951			Nov. 1952			
Groceries, total.....	+12	+2	+7	865	\$145,418	-2	-5	713	\$146,612	127	145	135
Nonaffiliated full-line wholesalers ⁴	+13	+3	+5	555	65,090	-1	-4	474	70,778	126	145	136
New England.....	+1	-5	+3	8	1,657	+4	+8	6	2,736	183	177	158
Middle Atlantic.....	+15	+5	+10	21	3,546	+3	-3	15	4,047	131	147	140
East North Central.....	+5	+6	+4	136	10,992	-7	-3	129	14,285	141	160	154
West North Central.....	+16	+2	+5	63	11,366	+5	-2	49	10,941	108	122	114
South Atlantic.....	+12	0	+4	59	7,766	-1	-10	42	7,638	124	141	138
East South Central.....	+8	+6	+1	43	4,696	-2	-4	34	4,741	134	146	147
West South Central.....	+16	-2	+6	105	13,579	-3	-8	82	13,190	123	151	131
Mountain.....	+32	+3	+8	24	2,688	-3	-10	23	3,328	128	175	147
Pacific.....	+19	+10	+7	96	8,800	+2	-1	94	9,872	118	138	131
Voluntary-group wholesalers.....	+11	+3	+9	188	56,728	-1	-7	147	50,330	127	142	139
New England.....	+24	+12	+13	11	4,475	+6	-6	8	2,301	118	131	133
Middle Atlantic.....	+6	+3	+4	31	10,995	-4	-7	22	7,891	129	142	144
East North Central.....	+16	+4	+11	47	12,975	+1	-10	32	9,175	106	123	120
West North Central.....	+7	-5	+11	62	13,831	0	-4	62	21,255	154	165	152
South Atlantic.....	+11	+7	+3	11	2,652	0	-21	6	1,634	101	118	141
Pacific.....	+10	+7	+12	19	6,829	-5	-11	10	2,577	106	129	131
Retailer-cooperative warehouses.....	+19	+6	+11	18	6,160	-4	+2	15	6,080	109	138	114
Specialty lines wholesalers.....	+9	-5	+6	104	17,440	-4	-3	77	19,424	134	151	131
New England.....	+15	+19	0	5	234	-8	0	4	94	42	52	49
Middle Atlantic.....	+6	+10	+4	23	4,195	+6	-8	16	4,192	118	116	142
East North Central.....	0	+23	+3	10	781	+4	-1	6	330	84	85	83
South Atlantic.....	+6	-6	+3	20	2,034	-12	-6	15	2,269	118	142	117
East South Central.....	+11	+9	+6	6	787	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+8	-11	+1	5	341	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+55	+19	+26	4	1,131	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	-16	+6	28	7,683	-8	-1	24	10,924	174	197	148
Leather and shoe findings.....	+12	-10	-3	28	498	0	+1	14	1,109	412	481	359
Middle Atlantic.....	+44	+9	+3	6	49	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+23	0	-2	6	92	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-9	-17	-7	4	43	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+9	-12	-4	7	267	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	+16	-4	37	21,978	-22	+3	33	7,550	38	49	44
Middle Atlantic.....	-6	+9	-5	9	3,924	-5	-3	9	1,886	48	47	54
East North Central.....	+7	+25	0	13	9,881	-28	+13	12	3,640	39	58	43
South Central.....	0	+18	-5	4	3,620	-27	-5	4	1,223	34	47	42
Pacific.....	-19	+5	-4	5	3,731	-7	-9	4	623	25	24	32
Paper and its products.....	+11	+3	-8	61	9,201	+1	-4	41	8,391	131	144	138
New England.....	+10	+12	-6	4	308	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+13	-2	-10	19	2,862	-13	-3	12	1,984	106	141	107
East North Central.....	+12	0	-9	18	3,149	+7	-2	14	2,655	102	103	103
South Atlantic.....	+9	+11	-11	7	847	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+2	-4	-3	5	435	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+11	+21	-3	6	1,446	+8	-10	5	2,185	203	211	266
Petroleum.....	+5	+28	+2	28	6,662	+36	+19	28	6,319	95	73	102
Shoes and other footwear.....	+26	+10	+3	32	27,112	+8	+27	28	80,772	301	350	262
Tobacco products.....	+15	+21	+5	268	50,036	+5	-6	161	19,443	59	64	74
New England.....	+15	+21	+6	34	3,858	+21	+9	12	2,252	150	147	151
Middle Atlantic.....	+13	+24	+4	52	16,197	-2	-13	34	7,645	61	70	84
East North Central.....	+19	+24	+7	65	10,333	+30	+10	39	3,238	57	52	63
West North Central.....	+8	+17	+4	39	6,722	-6	-11	31	2,478	50	58	65
South Atlantic.....	+22	+15	+8	25	6,081	+5	-10	19	2,281	46	53	58
East South Central.....	+21	+18	+12	12	2,073	0	-4	7	670	39	48	47
West South Central.....	+13	+9	+7	22	2,130	+5	+3	9	568	55	59	58
Mountain.....	+9	+12	+3	8	515	-10	-28	7	207	42	50	65
Pacific.....	+7	+24	-2	11	2,127	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits ²	+18	+34	+4	267	150,187	-15	-19	228	104,655	80	110	134
New England.....	+17	+11	+3	21	7,392	-19	-21	16	3,356	68	104	99
Middle Atlantic.....	+23	+43	+2	44	51,502	-18	-24	40	27,858	62	92	119
East North Central.....	+30	+54	+1	42	20,438	-8	-17	32	15,494	85	119	158
West North Central.....	+23	+27	+3	31	10,180	-8	-14	24	8,074	108	151	181
South Atlantic.....	+16	+28	+8	42	19,908	-13	-19	40	14,439	74	99	117
East South Central.....	+4	+58	+4	15	5,346	+8	-17	12	4,881	111	107	223
West South Central.....	+4	+20	+8	37	16,900	-20	-17	33	14,684	89	116	128
Mountain.....	+14	+43	+6	10	2,906	-12	-19	10	2,156	74	96	130
Pacific.....	+9	+19	+8	25	15,615	-27	-18	21	13,713	108	160	154
Miscellaneous.....	+4	+26	-1	33	8,366	+20	+10	20	9,729	173	145	203

¹ Insufficient data to show separately.² Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.³ Includes reports received too late for inclusion in previous monthly trends.⁴ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁵ Not affiliated with voluntary or cooperative groups.⁶ 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: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

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., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

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

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

Pacific (Calif., Oreg., Wash.)