MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, *Secretary*

BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

JANUARY 1953

FOR RELEASE
MARCH 5, 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 4,261 wholesale establishments in various lines of business.

SALES

January sales of wholesalers were down 16 percent from the previous month, but up slightly (1%) over January a year ago.

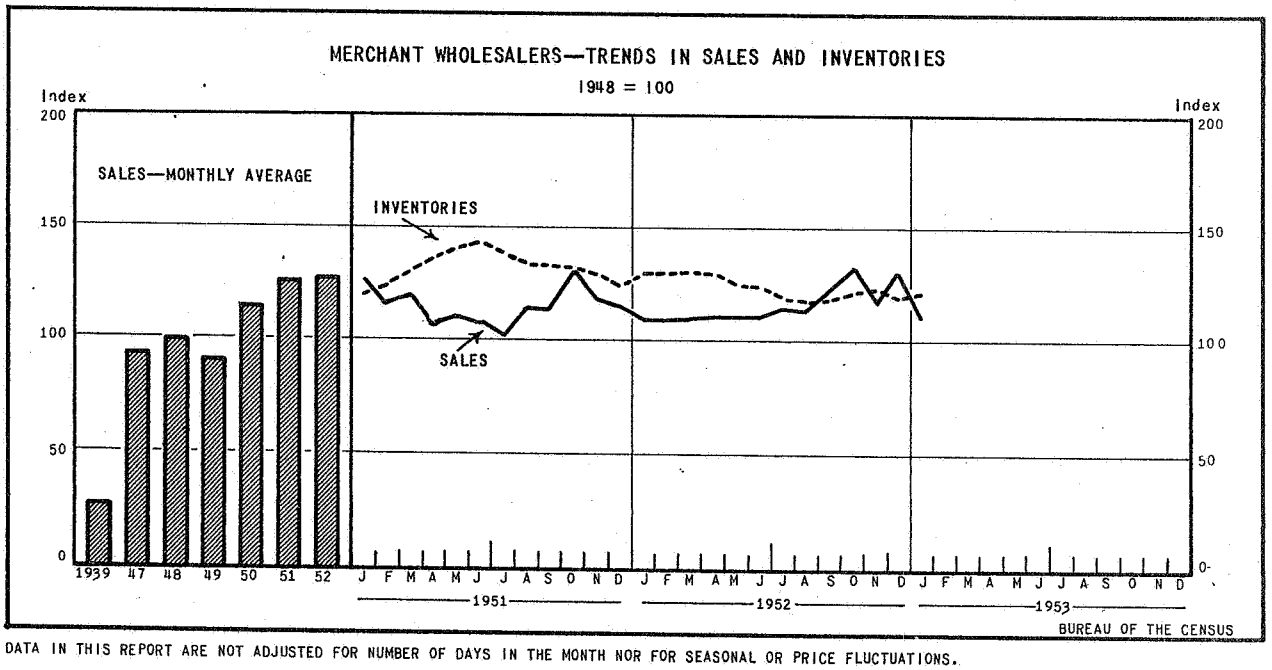
All geographic divisions reflected sales below December 1952. Decreases varied from 8 to 26 percent, with the heaviest declines being shown in the New England and Middle Atlantic Divisions. The Mountain Division, up 12 percent, indicated the largest increase among the five divisions showing sales gains over January last year. While the South Atlantic Division reported practically no change, three divisions--Middle Atlantic, East North Central, and New England--experienced declines of 1, 3, and 5 percent, respectively.

Of the 37 trades covered in this report, 24 reported sales below the previous month. Substantial seasonal declines were indicated by jewelry, down 68 percent, and wines and spirits, down 50 percent. Grocery voluntary group wholesalers reflected no change, while 12 trades, led by paints and varnishes, experienced increases ranging from 1 to 24 percent. Most trades also experienced lower sales than a year ago, with coal, down 23 percent, reporting the heaviest decrease. Although tobacco and automotive supplies indicated no change from January 1952 sales, 14 trades reported increases of 2 to 20 percent. The metals trade showed the largest gain percentagewise.

INVENTORIES

Wholesalers' inventories (valued at cost) as of January 31, 1953, rose 2 percent above stocks on hand a month earlier, but were 5 percent under year-ago inventories. Based on the reports of 3,289 wholesale establishments submitting inventories in conjunction with sales, the January stock-sales ratio of 166 percent was 31 points higher than that reported for December 1952, but 12 points below a year ago.

All divisions except the Pacific reported inventory gains over year-end 1952. Increases ranged from 1 percent in the South Atlantic Division to 11 percent in the Mountain Division. The Pacific Division remained at the same level as a month earlier. Compared with stocks on hand January 31, 1952, only the Mountain Division, up 3 percent, showed an increase. All other divisions indicated declines varying from 1 to 8 percent, with the New England, Middle Atlantic, and Pacific Divisions sharing the sharpest decrease.



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

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

JANUARY 1953

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

Geographic division and kind of business	Sales: Percent change Jan. 1953 from-- Jan. 1952	Sales: Percent change Jan. 1953 from-- Dec. 1952	Sales: January 1953 panel: Number of establishments reporting	Sales: January 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Jan. 1953 from-- Jan. 1952	Inventory, end-of-month (at cost): Percent change, Jan. 1953 from-- Dec. 1952	Inventory, end-of-month (at cost): January 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): January 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (Percent): Jan. 1953	Stock-sales ratios[1] (Percent): Jan. 1952	Stock-sales ratios[1] (Percent): Dec. 1952
United States, total[2]	+1	-16	4,261	$779,578	-5	+2	3,289	$1,063,882	166	178	135
New England	-5	-26	252	32,365	-8	+6	177	41,393	166	170	122
Middle Atlantic	-1	-26	746	147,515	-8	+2	566	162,802	145	155	101
East North Central	-3	-19	822	139,743	-4	+4	659	174,185	145	145	112
West North Central	+3	-8	526	98,701	-3	+5	397	156,654	185	197	164
South Atlantic	0	-11	546	89,853	-5	+1	428	117,933	159	166	138
East South Central	+3	-10	222	36,877	-2	+8	168	51,038	167	174	141
West South Central	+5	-8	399	73,329	-1	+4	314	108,349	176	190	153
Mountain	+12	-9	175	27,274	+3	+11	145	38,729	162	179	135
Pacific	+2	-17	522	100,531	-8	0	384	134,909	176	193	142
Automotive supplies	0	-10	360	16,645	-3	-4	202	15,571	268	258	229
New England	+18	+8	20	613	-25	-7	9	423	253	318	275
Middle Atlantic	0	-3	43	930	-2	+1	40	2,243	273	280	274
East North Central	-9	-29	69	3,009	+2	-12	44	4,514	252	213	160
West North Central	-1	-19	83	3,601	+1	0	17	1,401	345	306	304
South Atlantic	+2	+10	23	2,806	-6	-2	16	1,499	298	311	346
West South Central	+11	+19	14	1,706	-9	-4	9	1,021	184	284	307
Mountain	-8	-29	26	831	+10	+13	16	1,102	387	305	255
Pacific	+5	-2	79	2,641	-10	-4	31	3,368	264	252	272
Electrical group, total	+3	-25	676	135,983	-14	+7	603	203,542	159	192	113
Full-line wholesalers	+3	-26	440	105,410	-16	+7	431	168,399	161	200	112
New England	-8	-24	34	6,513	-25	+3	34	10,659	164	199	120
Middle Atlantic	-3	-26	60	16,524	-25	+5	56	24,954	154	100	109
East North Central	+1	-27	86	23,926	-16	+9	85	33,526	141	169	93
West North Central	-1	-26	43	8,394	-20	+9	43	14,903	178	219	121
South Atlantic	-3	-26	63	14,284	-10	+7	61	25,487	183	201	127
East South Central	+26	-15	29	5,839	-3	+10	28	8,746	153	199	118
West South Central	+19	-22	48	10,048	-10	+4	48	19,044	190	251	142
Mountain	+18	-29	21	3,819	-14	+14	21	5,659	148	202	92
Pacific	+9	-28	56	16,063	-16	+6	55	25,421	159	207	108
Wiring supplies, construction materials distributors	-8	-16	128	10,706	+9	+4	88	11,688	150	127	122
New England	-12	-14	14	791	-4	-1	4	267	191	231	152
Middle Atlantic	-10	-13	27	1,114	+7	+4	19	1,552	177	138	148
East North Central	-15	-26	30	3,166	+14	+8	24	4,077	165	123	110
West North Central	+24	-9	8	1,082	+6	+4	6	1,018	155	192	166
South Atlantic	-7	-7	18	1,869	-11	+1	14	1,562	96	101	88
South Central	-16	-4	14	1,581	+19	-2	9	1,786	152	110	159
Mountain	+7	-8	5	381	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+11	-25	12	722	+10	+2	9	1,068	170	175	120
Appliances and specialties wholesalers	+8	-25	108	19,867	-2	+6	84	23,455	150	172	113
New England	+5	-28	12	1,665	-5	-6	9	1,570	109	121	97
Middle Atlantic	-10	-30	22	6,823	-12	+8	15	6,788	166	174	122
East North Central	+35	-32	16	2,820	-3	-8	13	3,034	129	182	92
West North Central	+13	-20	12	1,064	-19	+4	10	2,013	203	283	152
South Atlantic	+8	-6	20	3,307	+23	+18	16	4,619	165	147	131
South Central	+10	-20	12	1,413	+5	+9	10	2,484	182	191	134
Mountain	+46	-30	5	694	+22	+12	5	1,255	181	217	114
Pacific	+58	-17	9	2,081	+2	0	6	1,692	87	139	74
Furniture and house furnishings	+5	-19	64	9,228	+13	+17	47	16,049	217	201	149
Middle Atlantic	-1	-29	13	1,764	+1	+38	10	3,362	255	247	134
East North Central	-10	-23	8	1,500	+15	+11	7	3,524	256	197	188
West North Central	-17	-24	10	896	+18	+20	10	2,941	328	231	207
South Atlantic	+8	-36	11	728	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+23	0	7	2,011	+29	+9	5	2,079	116	114	108
Hardware	-9	-19	167	50,886	-3	+12	135	124,986	296	279	217
Middle Atlantic	-21	-34	36	6,500	+14	+13	29	17,375	306	207	178
East North Central	+2	-25	25	9,574	-10	+15	20	21,024	263	302	172
West North Central	-11	-17	19	8,474	-10	+24	18	25,391	356	343	250
South Atlantic	-9	0	27	4,729	-4	0	23	10,933	260	250	262
East South Central	-10	-14	15	4,054	-6	+8	13	9,223	254	245	203
West South Central	-7	-7	15	4,603	+2	+13	9	8,445	297	271	264
Mountain	-12	-32	7	1,528	+8	+10	4	2,694	414	305	307
Pacific	-3	-13	20	11,217	-2	+8	16	29,518	295	299	235
Industrial supplies	-8	-10	127	16,816	-9	+4	98	29,361	206	211	175
New England	-16	-4	8	426	-1	0	7	1,245	350	316	343
Middle Atlantic	-15	-9	27	3,120	-13	+1	19	4,677	190	197	174
East North Central	-5	-14	23	4,650	-6	+10	22	7,511	164	166	128
West North Central	-11	-19	11	999	-4	-11	9	1,698	238	197	221
South Atlantic	-12	+3	15	1,197	+1	+5	12	2,864	264	227	252
South Central	-5	-8	36	5,738	-13	+5	23	10,076	227	254	185
Pacific	-1	-10	7	686	-1	-1	5	1,290	224	223	196
Jewelry	-11	-68	133	3,735	-4	+7	78	12,471	482	433	137
New England	-14	-68	8	241	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-17	-63	38	1,096	+4	-3	18	2,583	415	274	130
East North Central	+5	-67	37	947	+2	+10	24	3,930	466	504	143
West North Central	-14	-72	14	382	-10	+15	11	1,963	576	508	128
South Atlantic	-19	-71	8	312	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+26	-75	5	149	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-16	-72	21	605	-11	+11	15	3,124	555	520	142

See footnotes at end of table.

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

JANUARY 1953

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

Geographic division and kind of business	Sales: Percent change, Jan. 1953 from-- Jan. 1952	Sales: Percent change, Jan. 1953 from-- Dec. 1952	Sales: January 1953 panel: Number of establishments reporting	Sales: January 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Jan. 1953 from-- Jan. 1952	Inventory, end-of-month (at cost): Percent change, Jan. 1953 from-- Dec. 1952	Inventory, end-of-month (at cost): January 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): January 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (Percent): Jan. 1953	Stock-sales ratios[1] (Percent): Jan. 1952	Stock-sales ratios[1] (Percent): Dec. 1952
Lumber and building materials	+9	-9	77	$10,746	-4	+1	55	$12,871	170	194	150
Middle Atlantic	+13	-15	17	2,497	+2	-10	8	1,062	69	76	62
East North Central	+7	-17	10	723	+6	+12	8	1,175	225	230	157
West North Central	+17	+19	6	588	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-2	0	12	1,616	-4	+16	10	1,772	205	219	183
South Central	+28	+13	5	845	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+4	-19	7	1,729	-19	+5	6	3,229	202	257	158
Pacific	+5	-3	7	1,144	-11	-18	6	1,808	175	228	206
Machinery equipment, supplies (except electrical)	-10	-4	49	7,824	+6	0	37	17,286	255	212	240
New England	-8	-13	5	381	-13	-2	4	1,024	336	350	354
Middle Atlantic	-23	-2	7	1,310	0	+5	4	1,868	157	118	141
East North Central	-2	-3	10	1,299	+14	+1	7	1,650	214	168	180
South Atlantic	+1	+23	9	815	-5	-1	7	2,013	269	283	343
West South Central	-10	+18	5	2,005	+14	+3	5	6,883	343	271	395
Pacific	-16	+9	8	1,026	+3	+1	6	2,266	294	229	328
Metals	+20	-14	43	15,286	+26	+4	39	22,904	153	145	125
Paints and varnishes	+12	+24	50	5,141	-13	-3	46	15,104	298	383	384
Plumbing and heating supplies	-9	-13	134	14,575	-8	+4	112	28,124	222	217	182
New England	+5	+17	7	317	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-3	-12	32	2,315	-9	+9	25	3,980	207	224	154
East North Central	-11	-21	15	1,086	-10	+8	13	2,539	274	268	198
West North Central	+5	-20	15	1,130	-8	+6	13	3,188	302	350	224
South Atlantic	-11	-14	36	6,172	-8	-1	36	12,159	197	191	171
East South Central	-17	-9	11	1,777	-10	+12	9	3,069	192	171	160
Pacific	-2	-9	5	987	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-11	-5	64	1,372	-7	+1	53	3,506	324	320	313
Middle Atlantic	-24	-3	14	433	-23	0	11	908	287	274	290
East North Central	+2	-1	19	175	-5	+1	14	528	412	543	415
West North Central	+6	-12	5	147	+32	-1	5	417	284	227	250
South Atlantic	-1	-6	16	372	-1	-2	16	1,165	313	315	299
South Central	-11	-6	4	129	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-25	-11	4	71	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies	-8	+2	38	5,258	+9	-1	30	6,525	137	116	143
Middle Atlantic	-7	+2	6	899	+35	+15	4	841	109	77	100
East North Central	-15	-4	10	2,244	+11	-9	7	2,682	136	101	142
South Atlantic	+20	+27	8	951	+3	+11	7	1,049	113	132	128
Pacific	-13	-1	5	283	+16	+6	5	700	247	184	230
Beer	-8	-22	34	1,388	-14	-2	28	623	50	55	40
Middle Atlantic	-20	-28	7	292	-16	-16	6	73	25	24	22
East North Central	-4	-23	10	440	-19	+6	10	209	48	57	35
West North Central	-17	-23	6	97	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-9	-16	5	328	+13	+3	4	187	64	53	53
Chemicals, industrial	+7	-1	13	2,665	-9	-2	10	1,508	62	74	62
Clothing and furnishings (except shoes)	+13	+8	18	3,099	+15	+19	10	2,613	167	151	188
Coal	-23	-14	20	4,145	+8	-15	18	4,486	112	79	113
Confectionery	-3	-20	39	1,283	+3	+7	20	772	119	117	93
Middle Atlantic	-1	-22	7	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+3	-28	4	103	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-4	-8	10	227	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-16	-26	8	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+3	-20	4	198	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	-11	-16	26	7,116	-24	-22	20	2,025	32	37	37
Drugs and sundries (liquor excluded)	+12	+17	197	75,410	+8	+6	155	94,034	155	161	173
New England	+6	+2	11	2,903	+1	+2	9	3,794	177	180	176
Middle Atlantic	+5	+12	23	11,386	+6	+11	16	10,271	149	147	153
East North Central	+10	+12	26	11,930	+13	+11	19	13,618	152	146	150
West North Central	+17	+22	19	7,994	+4	+5	16	9,557	138	156	161
South Atlantic	+18	+24	31	9,707	+9	+5	22	10,664	147	161	176
East South Central	+17	+23	16	4,663	+4	+3	12	5,912	156	177	185
West South Central	+16	+26	34	11,272	+13	+5	28	16,686	174	179	209
Mountain	+14	+36	13	3,971	+7	+7	11	5,908	156	165	198
Pacific	+11	+11	24	11,586	+5	+1	22	17,624	153	162	168
Dry goods	+10	+9	166	38,181	+8	+5	138	70,683	228	228	241
New England	-3	-24	6	490	+10	+10	6	976	199	175	138
Middle Atlantic	+13	+4	45	7,521	+5	+9	35	9,093	251	219	216
East North Central	+17	+6	12	4,000	+39	+1	12	7,257	181	152	189
West North Central	+17	+25	16	13,291	+2	+3	14	31,639	239	274	293
South Atlantic	0	-7	26	3,890	+8	+8	20	7,984	225	208	197
East South Central	-8	+11	15	1,770	+1	+20	11	3,054	211	189	207
West South Central	+6	+26	18	2,226	+36	+4	18	5,086	228	177	278
Mountain	-2	-7	5	280	+9	+14	5	926	331	297	270
Pacific	+4	-4	23	4,713	-8	+6	17	4,668	219	240	219
Farm supplies	-12	+7	18	2,983	-6	+1	9	1,245	112	114	129
Fresh fruits and vegetables	-10	-19	60	4,678	+2	+13	39	1,098	40	33	29
New England	-23	-24	6	267	-7	-4	5	27	16	12	12
Middle Atlantic	-18	-20	16	1,125	+34	+17	11	337	48	31	35
East North Central	+8	-19	14	1,588	-4	0	6	47	15	14	12
West North Central	-19	-26	7	574	+1	+5	7	217	38	30	27
South Atlantic	-17	-23	5	243	-38	-11	4	40	17	24	16
East South Central	-8	-5	5	207	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-8	-3	4	472	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

12.12.2

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

JANUARY 1953

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Geographic division and kind of business	Sales: Percent change Jan. 1953 from-- Jan. 1952	Sales: Percent change Jan. 1953 from-- Dec. 1952	Sales: January 1953 panel: Number of establishments reporting	Sales: January 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Jan. 1953 from-- Jan. 1952	Inventory, end-of-month (at cost): Percent change Jan. 1953 from-- Dec. 1952	Inventory, end-of-month (at cost): January 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): January 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (Percent): Jan. 1953	Stock-sales ratios[1] (Percent): Jan. 1952	Stock-sales ratios[1] (Percent): Dec. 1952
Groceries, total	0	+1	864	$145,847	-2	-1	705	$140,338	124	127	125
Nonaffiliated full-line wholesalers[3]	-1	+2	544	58,350	-4	-1	464	61,964	127	130	130
New England	+4	+1	6	1,450	+14	-4	5	2,485	181	165	189
Middle Atlantic	+2	0	19	3,086	-1	+2	12	3,273	132	139	131
East North Central	-6	+4	132	10,919	-12	-6	128	12,938	125	132	139
West North Central	+4	0	64	6,960	+5	+2	50	7,648	139	142	134
South Atlantic	-3	+9	56	7,658	+3	+7	37	7,127	128	117	130
East South Central	-4	+1	44	4,907	-3	+5	34	5,206	139	136	136
West South Central	+3	+8	106	14,808	-3	+4	83	13,873	120	129	122
Mountain	0	-5	24	2,544	+3	+7	24	3,716	146	142	129
Pacific	-6	-13	93	6,018	-15	-20	91	5,698	104	112	109
Voluntary-group wholesalers	+2	0	193	58,208	0	-1	148	52,882	121	126	119
New England	+2	-16	9	3,439	+2	-1	7	1,985	106	116	119
Middle Atlantic	-7	+7	32	12,346	+1	0	22	8,148	130	124	124
East North Central	0	-5	41	9,802	-1	+1	28	8,143	95	100	92
West North Central	+7	-1	68	18,784	+1	-2	68	24,999	133	140	134
South Atlantic	0	+1	12	3,059	+1	+14	6	1,860	118	111	101
Pacific	+8	+23	24	6,450	+5	+5	10	2,695	116	111	116
Retailer-cooperative warehouses	+3	+1	22	11,217	-3	0	15	6,126	98	104	103
Specialty lines wholesalers	-4	+5	105	18,072	0	0	78	19,366	131	126	134
New England	+14	+24	5	291	+56	+57	4	148	52	38	42
Middle Atlantic	-10	+19	23	4,869	+10	+5	17	4,424	100	81	116
East North Central	-13	+14	9	885	+3	-2	6	323	71	73	84
South Atlantic	-2	+7	20	2,217	-2	+6	14	2,388	119	119	119
East South Central	-10	-1	5	716	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+7	+5	5	359	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+35	+20	7	1,359	+48	+43	6	1,036	82	77	70
Pacific	-4	-6	28	7,185	-7	-7	24	10,143	189	190	174
Leather and shoe findings	-1	-9	24	366	0	+8	12	960	508	490	494
Middle Atlantic	+8	-14	6	42	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+7	-16	5	75	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-9	-11	6	174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-15	-8	40	20,694	-19	+10	36	8,575	47	49	38
Middle Atlantic	-16	-9	11	3,896	+5	+3	11	2,159	55	44	49
East North Central	-20	-16	13	8,303	-23	+13	12	4,106	52	54	39
Pacific	-16	+19	5	4,456	-33	+4	4	650	24	28	25
Paper and its products	-2	+1	60	9,107	+2	+2	39	8,582	138	128	137
New England	-15	-20	4	246	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-5	+15	16	2,726	-11	0	10	1,588	96	101	113
East North Central	-2	+7	18	3,435	+3	+2	13	2,733	101	91	103
South Atlantic	-3	+1	7	852	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+10	-25	7	1,150	+7	0	6	2,307	252	261	197
Petroleum	-8	-9	29	6,070	+20	-5	28	6,031	100	76	95
Shoes and other footwear	+15	+17	33	31,322	-15	-20	29	64,078	207	281	304
Tobacco products	0	-21	273	37,935	+2	+6	169	19,809	76	75	57
New England	+1	-29	30	2,615	+13	+7	12	2,410	205	187	150
Middle Atlantic	+1	-24	51	11,891	0	+6	36	8,203	84	85	61
East North Central	0	-23	65	7,473	+1	+5	39	2,574	60	59	45
West North Central	-2	-20	42	4,612	-4	+4	33	2,343	64	67	48
South Atlantic	+4	-12	27	5,400	+7	+8	21	2,677	61	58	49
East South Central	+1	-16	12	1,734	-5	-2	6	518	47	53	43
West South Central	-5	-11	23	1,952	-3	-9	9	504	58	52	56
Mountain	-6	-11	8	460	+15	+53	7	316	71	58	42
Pacific	-7	-26	15	1,798	+4	+8	6	264	62	64	51
Wines and spirits[4]	+3	-50	275	78,672	-15	-4	235	109,223	162	196	83
New England	-14	-61	24	3,405	-21	+44	18	5,927	267	281	67
Middle Atlantic	+18	-57	48	23,600	-24	-14	46	29,762	145	219	70
East North Central	-2	-49	45	10,938	-2	-3	35	15,693	163	163	85
West North Central	-6	-40	31	6,597	-10	-2	26	8,959	186	193	109
South Atlantic	-2	-40	40	11,052	-8	+5	38	14,661	136	145	78
East South Central	0	-48	15	2,759	+9	+1	11	4,620	249	207	117
West South Central	+1	-47	34	7,534	-16	-5	31	12,072	166	200	93
Mountain	+56	+2	12	3,964	+17	+44	10	3,767	108	152	82
Pacific	-13	-53	26	8,823	-26	-10	20	13,762	201	230	104
Miscellaneous	-1	+13	43	9,401	+18	-3	30	9,345	166	123	173

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

[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: 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
Robert W. Burgess, *Director*

FEBRUARY 1953

FOR RELEASE
APRIL 1, 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 4,281 wholesale establishments in various lines of business.

SALES

February sales of wholesalers rose 2 percent above the previous month and were up 3 percent over sales a year ago. Cumulative sales for the first two months of 1953 were 2 percent over the corresponding period of last year.

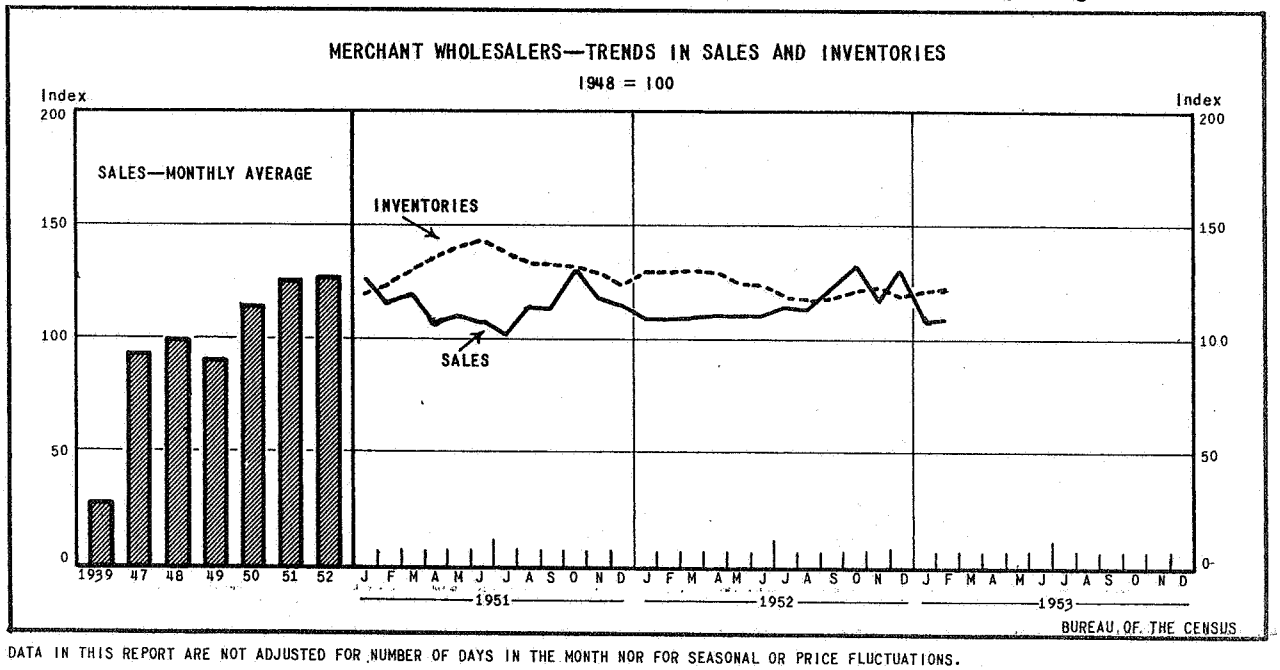
Most geographic divisions reflected small gains over January sales. The West North Central Division, up 4 percent, led the six divisions indicating sales increases. Declines, however, were reported by the Pacific (-2%), East South Central (-3%), and West South Central (-3%) Divisions. Compared with February 1952 sales, gains of 1 to 6 percent were reported by all divisions except the West North Central, which showed practically no change. The Mountain Division, which reported the largest increase over a year ago, also noted the principal year-ago gain in January.

Of the 37 trades covered in this report, 19 reflected sales higher than a month earlier. The largest gains were reported by jewelry (35%), farm supplies (31%), and electrical appliances and specialties (23%). While tobacco products showed practically no change from the previous month, 17 other trades indicated declines of 1 to 15 percent, the sharpest drop being reported by grocery specialty lines. Compared with sales a year ago, 16 trades experienced gains while 21 trades reflected declines. Electrical appliances and specialties, up 21 percent, and metals, up 20 percent, showed the most substantial increases, while farm supplies, down 34 percent, indicated the heaviest decrease.

INVENTORIES

Wholesalers' inventories (valued at cost) as of February 28, 1953, were 3 percent above stocks on hand January 31, but 2 percent below inventories of a year ago. Based on the reports of 3,298 establishments submitting inventories in conjunction with sales, the February stock-sales ratio of 169 percent was 2 points higher than that reported for the previous month, but 8 points below the February 1952 ratio.

Inventory gains over January 31 were indicated in all divisions except the Pacific, which experienced a slight (1%) decline. Increases ranged from 2 percent in the New England Division to 8 percent in the Mountain Division. Compared with stocks on hand at the end of February last year, small gains of 1 and 2 percent were reflected in five divisions, while the remaining four divisions showed declines varying from 1 to 6 percent. The Pacific Division reflected the sharpest drop from inventories of a year ago.



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

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

FEBRUARY 1953

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

Geographic division and kind of business	Sales: Percent change Feb. 1953 from Feb. 1952	Sales: Percent change Feb. 1953 from Jan. 1953	Sales: 2 mo. 1953 from 2 mo. 1952[2]	Sales: February 1953 panel: Number of establishments reporting	Sales: February 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Feb. 1953 from Feb. 1952	Inventory, end-of-month (at cost): Percent change Feb. 1953 from Jan. 1953	Inventory, end-of-month (at cost): February 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): February 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Feb. 1953	Stock-sales ratios[1] (percent): Feb. 1952	Stock-sales ratios[1] (percent): Jan. 1953
United States, total[3]	+3	+2	+2	4,281	$797,915	-2	+3	3,298	$1,121,793	169	177	167
New England	+5	+3	0	259	36,335	-5	+2	179	43,051	156	171	155
Middle Atlantic	+3	+3	+1	753	154,502	-3	+3	574	171,669	138	149	143
East North Central	+2	+3	0	810	143,697	+1	+6	651	187,097	149	151	146
West North Central	0	+4	+1	528	103,882	-1	+3	401	170,842	191	195	191
South Atlantic	+4	+2	+2	551	90,463	+2	+4	432	126,442	170	174	167
East South Central	+1	-3	+2	210	34,889	+1	+6	158	52,886	182	180	168
West South Central	+2	-3	+4	397	71,568	+1	+4	312	115,580	192	194	178
Mountain	+6	+2	+9	179	26,089	+2	+8	144	39,839	179	184	168
Pacific	+4	-2	+3	544	101,281	-6	-1	397	136,915	179	198	178
Automotive supplies	+16	+16	+8	365	19,642	-2	+3	186	16,905	282	318	278
New England	+18	-4	+18	16	501	-17	+4	4	180	273	338	258
Middle Atlantic	+5	-3	+3	47	997	-3	+3	43	2,388	286	315	268
East North Central	+15	+10	+2	70	3,540	-4	+2	45	4,927	256	303	257
West North Central	+21	+30	+10	84	4,632	-3	-1	17	1,116	311	315	303
South Atlantic	+21	+19	+11	24	3,351	-13	+2	17	1,616	328	347	305
West South Central	+15	+29	+13	11	2,120	+7	+4	6	1,594	264	306	311
Mountain	+21	+12	+6	27	1,049	+6	+2	17	1,331	329	354	333
Pacific	+11	+9	+8	83	2,859	+2	+6	36	3,721	290	323	272
Electrical group, total	+11	+13	+7	695	155,090	-7	+11	626	227,440	152	184	157
Full-line wholesalers	+11	+12	+7	447	118,777	-9	+11	439	187,712	159	195	162
New England	+5	+6	-2	34	6,930	-20	+7	34	11,428	165	217	164
Middle Atlantic	+2	+11	-1	63	18,079	-20	+8	60	26,561	149	191	154
East North Central	+9	+14	+5	88	27,715	-7	+14	87	38,958	141	164	141
West North Central	+15	+20	+7	45	10,168	-10	+10	45	16,603	163	209	178
South Atlantic	+13	+20	+5	63	17,093	-1	+12	61	28,543	171	198	183
East South Central	+21	+6	+23	29	6,180	+5	+16	28	10,166	168	199	153
West South Central	+14	+10	+17	48	11,086	-2	+17	48	22,211	200	235	190
Mountain	+18	+11	+18	22	4,462	-11	+14	22	6,941	155	205	151
Pacific	+14	+7	+11	55	17,064	-14	+4	54	26,301	155	206	161
Wiring supplies, construction materials distributors	-2	-2	-5	129	10,252	+10	+4	94	13,513	150	151	157
New England	-17	-2	-14	12	693	+3	-3	4	234	164	173	169
Middle Atlantic	-7	-5	-8	28	1,043	+2	-1	20	1,556	180	162	174
East North Central	-1	+9	-8	30	3,191	+17	+8	25	4,893	129	151	179
West North Central	-6	-25	+7	11	1,090	+12	+5	9	1,779	251	203	163
South Atlantic	+8	+1	0	19	1,920	+1	+10	16	1,924	114	122	103
South Central	-19	-8	-17	11	1,106	+13	+4	8	1,617	193	133	154
Mountain	+18	+16	+13	5	442	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+20	-2	+15	13	767	+11	-5	10	1,173	172	190	180
Appliances and specialties wholesalers	+21	+23	+15	119	23,061	+7	+11	93	26,215	114	131	128
New England	+31	+15	+18	13	2,122	-11	+7	10	1,795	96	146	103
Middle Atlantic	+23	+39	+7	25	10,229	-2	+6	19	7,773	82	105	109
East North Central	+23	+8	+28	17	3,298	+9	+12	12	3,414	133	146	123
West North Central	+15	+12	+14	12	1,288	-1	+13	11	2,174	175	201	173
South Atlantic	+20	+20	+14	26	3,687	+27	+19	20	4,250	168	171	177
South Central	+12	+35	+11	12	2,127	+12	+14	10	3,059	148	147	176
Mountain	+3	+10	+16	6	1,133	+32	+14	6	2,013	178	138	171
Pacific	+24	+6	+38	8	2,177	+10	+10	5	1,737	88	96	83
Furniture and house furnishings	+7	+15	+6	67	10,900	+20	+8	50	18,370	205	186	223
Middle Atlantic	-16	+2	-10	14	1,895	+5	+5	10	3,603	255	213	272
East North Central	0	+24	-5	8	1,866	+34	+16	7	4,099	237	176	256
West North Central	-4	+36	-10	9	1,114	+30	+7	9	3,013	270	200	345
South Atlantic	-1	+25	+3	12	979	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+26	-7	+26	4	619	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+35	+5	+29	8	2,274	+22	-2	6	2,263	110	125	118
Hardware	-1	+13	-5	161	56,324	0	+8	134	143,683	290	286	304
Middle Atlantic	0	+25	-11	33	7,519	+20	+9	28	18,393	267	224	310
East North Central	+5	+22	+3	23	10,644	0	+13	20	25,718	264	277	287
West North Central	-13	+15	-12	19	9,783	-7	+6	19	32,537	333	314	363
South Atlantic	-4	-5	-7	24	4,348	+2	+7	20	11,832	302	281	266
East South Central	-1	0	-6	15	4,222	+2	+8	13	10,212	269	258	252
West South Central	-2	+5	-5	15	4,856	0	+2	9	8,642	293	278	296
Mountain	-5	+10	-8	8	1,906	+4	+16	5	3,462	412	350	350
Pacific	+8	+12	+2	21	12,706	-1	+6	17	31,888	282	310	298
Industrial supplies	-8	+1	-8	131	18,783	-7	-1	102	32,323	201	200	208
New England	-8	-6	-11	11	875	-6	+2	9	2,153	318	310	292
Middle Atlantic	-11	+2	-13	25	3,139	-11	-2	18	4,590	177	181	182
East North Central	-9	+1	-7	22	4,874	-8	0	20	7,663	161	160	163
West North Central	0	+5	-6	9	1,166	-10	-1	8	1,885	198	228	219
South Atlantic	-16	-5	-14	19	1,514	0	+1	16	3,578	266	218	254
East South Central	-9	+1	-9	8	1,879	-4	+8	7	4,061	223	209	210
West South Central	-4	-2	-3	28	3,928	-9	-9	16	5,764	222	230	256
Pacific	+3	+11	+2	9	1,408	-3	-3	8	2,629	202	214	229
Jewelry	-12	+35	-12	133	5,440	-3	+5	82	13,071	330	302	449
New England	-4	+40	-8	7	328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-24	+21	-22	37	1,635	-7	-1	18	3,103	353	268	446
East North Central	-2	+25	+1	41	1,441	+3	+7	29	4,297	336	331	382
West North Central	-10	+83	-11	13	653	-1	+14	11	2,240	345	315	559
South Atlantic	-8	+30	-15	6	250	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+6	-2	+15	5	146	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516

See footnotes at end of table.

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

FEBRUARY 1953

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

Geographic division and kind of business	Sales: Percent change Feb. 1953 from Feb. 1952	Sales: Percent change Feb. 1953 from Jan. 1953	Sales: Percent change 2 mo. 1953 from 2 mo. 1952	Sales: February 1953 panel: Number of establishments reporting	Sales: February 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent changes Feb. 1953 from Feb. 1952	Inventory, end-of-month (at cost): Percent changes Feb. 1953 from Jan. 1953	Inventory, end-of-month (at cost): February 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): February 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Feb. 1953	Stock-sales ratios[1] (percent): Feb. 1952	Stock-sales ratios[1] (percent): Jan. 1953
Lumber and building materials	-4	+1	+2	77	$10,568	+6	+4	57	$13,581	173	156	163
Middle Atlantic	-22	-23	-5	16	1,753	-5	-11	10	1,025	82	65	70
East North Central	+26	+20	+16	9	765	-3	-7	7	1,008	174	241	249
West North Central	-1	+3	+7	7	637	-2	+10	4	383	113	122	88
South Atlantic	-6	-7	-4	12	1,496	+14	-7	10	1,644	206	172	205
South Central	+19	+3	+24	5	867	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-3	+14	0	7	1,974	-9	+13	6	3,642	192	205	202
Pacific	-9	+19	-3	8	1,370	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Machinery equipment, supplies (except electrical)	-3	+7	-7	54	8,291	+8	+3	43	17,142	243	212	251
New England	+3	-1	-4	4	241	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-18	0	-21	7	1,324	-5	-1	4	1,844	152	127	157
East North Central	+11	+7	+5	10	1,495	+12	+3	7	1,675	192	157	188
South Atlantic	-5	-2	-2	6	711	+1	+11	5	2,042	316	288	272
West South Central	-5	-16	-8	14	1,683	+18	+2	14	7,174	426	341	352
Pacific	-1	+26	-8	8	1,292	+5	+1	6	2,279	225	227	294
Metals	+20	+1	+19	44	15,935	+30	+5	40	25,230	161	148	156
Paints and varnishes	+14	+12	+13	49	5,534	-14	-2	45	14,537	267	356	304
Plumbing and heating supplies	-11	-1	-10	134	14,857	-6	+3	111	28,601	225	214	222
New England	-6	-18	0	7	261	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-10	-8	-7	29	1,991	-9	+4	22	3,532	209	204	193
East North Central	+3	+9	-4	16	1,238	-5	+11	14	2,952	273	294	273
West North Central	+3	+18	+4	15	1,282	-5	+6	13	3,175	264	287	298
South Atlantic	-13	-3	-12	39	6,608	-16	-2	38	12,420	201	195	201
East South Central	-10	-3	-14	11	1,723	-1	+7	9	3,260	206	186	191
Pacific	-10	-1	-6	5	982	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+6	+2	-2	74	1,594	-11	-1	64	3,695	277	340	301
Middle Atlantic	-1	+7	-13	15	505	-33	-8	11	833	252	349	287
East North Central	-5	-35	-1	16	169	-3	-3	14	494	202	251	238
West North Central	+32	+5	+18	5	154	+7	-3	5	405	263	322	284
South Atlantic	+14	+7	+7	22	409	-1	+3	22	1,254	307	354	317
South Central	-11	+22	-11	4	157	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+20	+14	0	9	152	-9	+4	8	395	403	443	438
Surgical, medical, equipment, supplies	-8	-7	-8	34	4,844	-1	-10	26	5,608	130	120	133
Middle Atlantic	0	+1	-4	7	958	+33	0	5	950	116	87	116
East North Central	-11	-4	-13	10	2,152	+2	-12	7	2,373	126	108	136
South Atlantic	+5	-25	+14	5	575	-21	-20	4	572	103	135	96
South Central	+13	-1	-6	4	550	-2	+3	4	708	129	124	124
Beer	+1	+2	-4	41	1,516	-16	+4	34	708	52	64	51
Middle Atlantic	+1	+5	-10	8	326	-13	-1	7	78	24	28	26
East North Central	0	-3	-2	12	469	-18	+5	11	235	53	64	48
West North Central	-7	+16	-12	5	92	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+6	+1	-2	5	331	+4	-5	4	177	59	65	64
Pacific	-4	+1	-1	8	257	-34	+11	7	157	70	103	65
Chemicals, industrial	+7	-4	+7	13	2,635	-10	-6	9	1,416	60	73	62
Clothing and furnishings (except shoes)	-3	+2	+5	15	2,804	+8	-5	9	2,379	145	140	163
Coal	-6	-5	-16	19	3,825	+13	-14	17	3,819	103	85	114
Confectionery	-3	-6	-3	37	1,128	0	-3	19	736	121	118	119
Middle Atlantic	0	-11	0	6	226	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-4	-8	-1	4	95	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	0	-7	-2	10	212	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-4	-2	-10	8	206	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-12	-5	-5	4	189	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	-3	-7	-7	24	6,278	-1	-4	17	1,826	32	31	32
Drugs and sundries (liquor excluded)	+2	-10	+7	199	66,474	+9	+2	159	96,041	181	170	160
New England	-2	-7	+2	11	2,755	+5	+2	9	3,955	190	181	166
Middle Atlantic	+7	-5	+6	26	11,505	+8	+4	19	11,942	161	163	150
East North Central	+5	-8	+8	25	10,629	+13	+4	18	12,691	167	155	145
West North Central	+2	-17	+9	18	6,410	+3	+1	15	9,281	170	168	140
South Atlantic	+5	-7	+11	31	9,147	+10	+7	23	11,981	176	168	154
East South Central	-2	-17	+8	15	3,614	+5	+3	11	5,491	191	178	152
West South Central	-2	-24	+8	33	8,264	+14	+3	28	16,612	244	206	176
Mountain	-8	-17	+5	13	2,307	+7	+3	11	5,093	232	199	189
Pacific	+2	+1	+6	27	11,843	+6	-5	25	18,995	161	155	173
Dry goods	+4	+2	+7	157	38,906	+11	+2	129	73,114	227	211	232
New England	-12	+11	-8	6	537	+17	+14	6	975	182	137	177
Middle Atlantic	-2	-14	+6	41	6,285	+11	+1	32	8,904	263	233	261
East North Central	+19	+4	+18	13	4,429	+33	+1	13	7,724	174	156	179
West North Central	+4	+2	+10	18	13,737	+7	-1	16	31,896	233	226	240
South Atlantic	+4	+14	+2	23	4,087	+8	+7	17	7,548	204	199	218
East South Central	-10	-15	-9	14	1,488	+3	+8	9	3,036	262	225	200
West South Central	-3	+5	+1	15	2,745	+31	+5	15	7,023	256	190	257
Mountain	-8	+16	-6	6	414	+12	+3	6	1,498	362	298	408
Pacific	+10	+14	+7	21	5,184	-3	0	15	4,510	213	218	235
Farm supplies	-34	+31	-27	18	4,340	+5	+1	10	1,073	78	63	73
Fresh fruits and vegetables	-9	-7	-10	62	4,461	-14	+1	40	1,150	47	49	42
New England	-12	-13	-18	7	241	+4	+10	5	57	48	45	39
Middle Atlantic	-13	-6	-16	17	1,094	-11	+8	12	299	45	44	38
East North Central	-3	-4	+2	14	1,529	-12	-1	6	145	52	50	47
West North Central	-13	-13	-16	7	498	-10	0	7	217	44	42	38
South Atlantic	-8	-7	-12	6	318	-8	+6	5	83	28	28	24
South Central	-6	+8	-13	6	367	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-14	-20	-11	5	414	-15	-10	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

FEBRUARY 1953

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

Geographic division and kind of business	Sales: Percent change Feb. 1953 from Feb. 1952	Sales: Percent change Feb. 1953 from Jan. 1953	Sales: 2 mo. 1953 from 2 mo. 1952[2]	Sales: February 1953 panel: Number of establishments reporting	Sales: February 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Feb. 1953 from Feb. 1952	Inventory, end-of-month (at cost): Percent change, Feb. 1953 from Jan. 1953	Inventory, end-of-month (at cost): February 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): February 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Feb. 1953	Stock-sales ratios[1] (percent): Feb. 1952	Stock-sales ratios[1] (percent): Jan. 1953
Groceries, total	0	-10	0	850	$131,977	-1	+2	689	$144,683	140	142	124
Nonaffiliated full-line wholesalers[4]	-5	-13	-3	546	52,046	-3	+1	459	63,579	147	143	127
New England	-2	-13	+1	8	1,461	+4	+1	6	2,711	205	196	176
Middle Atlantic	+5	-12	+4	21	3,165	+5	+2	14	4,029	152	156	132
East North Central	-11	-13	-9	133	9,529	-13	+2	126	12,851	147	150	125
West North Central	+2	-9	+3	64	6,332	+1	-2	50	7,603	150	151	142
South Atlantic	-4	-14	-4	59	7,132	+5	+2	37	7,862	150	140	128
East South Central	-4	-7	-4	38	3,910	-5	-1	29	4,390	146	148	139
West South Central	-1	-10	+1	104	13,655	+1	+5	82	15,357	139	138	119
Mountain	+2	-9	+1	25	2,548	+1	+2	23	3,899	163	166	144
Pacific	-27	-29	-16	94	4,314	-14	-15	92	4,877	126	103	103
Voluntary-group wholesalers	+3	-6	+2	188	54,437	0	+4	147	55,610	132	137	124
New England	+3	-7	+2	10	3,477	+5	+5	8	2,364	132	131	105
Middle Atlantic	-4	-14	-5	33	10,556	+2	+3	25	8,820	143	137	131
East North Central	+9	-2	+4	41	9,384	-1	+3	30	8,821	111	123	106
West North Central	+5	0	+6	62	18,420	-2	+3	62	25,219	137	147	134
South Atlantic	-2	-10	-1	12	2,751	+3	+4	6	1,934	136	128	118
Pacific	+2	-13	+5	24	5,617	0	-6	10	2,535	119	113	116
Retailer-cooperative warehouses	+9	-8	+6	22	10,671	+4	+8	16	6,895	116	120	95
Specialty lines wholesalers	+7	-15	+1	94	14,823	0	+1	67	18,599	154	168	132
New England	-29	-36	+2	4	69	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+17	-14	0	19	3,965	+13	+15	12	4,652	136	143	100
East North Central	-9	-18	-11	11	733	+3	+1	7	328	73	74	69
South Atlantic	+5	-12	+1	17	1,742	-2	-4	11	1,862	119	127	110
East South Central	-2	-17	-7	6	647	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+3	-10	+5	5	322	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+40	-13	+37	4	1,186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	-16	-1	26	5,990	-6	-2	23	9,877	216	232	190
Leather and shoe findings	-4	+4	-3	24	382	0	0	11	956	534	510	514
Middle Atlantic	-3	-11	+3	5	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-10	-15	-1	5	64	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	+23	-4	6	216	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-13	-7	-14	38	16,821	-19	+4	34	8,635	52	57	47
Middle Atlantic	-15	-9	-16	9	3,157	-7	-3	9	1,836	58	53	54
East North Central	-14	-3	-18	13	8,032	-15	+9	12	4,492	59	60	52
Pacific	-24	-17	-20	5	3,679	-34	-9	4	593	27	33	24
Paper and its products	-3	-9	-3	62	8,876	-8	+1	42	9,242	148	154	138
Middle Atlantic	-6	-12	-6	18	2,813	-13	+4	11	1,838	109	112	93
East North Central	-1	-8	-1	19	3,359	+3	+2	14	3,216	116	110	109
South Atlantic	-2	-8	-3	7	780	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	-1	+6	7	1,135	+4	-4	6	2,221	253	248	252
Petroleum	-10	-4	-9	28	5,790	+11	-14	28	5,167	89	72	100
Shoes and other footwear	-1	+3	+6	35	33,596	-7	-2	31	68,609	207	220	217
Tobacco products	+2	0	+1	276	37,717	+6	+3	162	19,468	77	74	75
New England	+6	+9	+4	33	3,051	+10	+9	13	2,582	187	177	189
Middle Atlantic	+4	+1	+2	54	11,667	+7	+3	34	7,623	83	81	83
East North Central	+5	0	+2	66	7,732	0	-2	39	2,677	58	60	59
West North Central	-4	0	-3	42	4,630	0	+3	33	2,424	66	64	64
South Atlantic	+4	-4	+4	26	5,143	+15	+4	20	2,772	67	59	61
East South Central	-1	-9	0	11	1,404	+10	+10	5	475	58	53	47
West South Central	-1	-4	-3	23	1,808	-7	-4	8	457	57	58	57
Mountain	+5	0	0	10	559	+10	-5	6	285	66	62	69
Pacific	-1	+6	-4	11	1,723	-1	-4	4	173	54	60	56
Wines and spirits[5]	+6	+9	+5	288	87,578	-13	-5	233	106,254	146	175	167
New England	+12	+34	0	23	4,842	-11	-1	14	3,409	136	142	172
Middle Atlantic	+12	+16	+15	50	28,694	-16	-4	46	30,143	122	160	148
East North Central	+11	+6	+4	41	11,341	+2	-4	32	14,461	146	158	160
West North Central	-4	+2	-5	35	7,832	-9	-1	30	12,947	217	226	214
South Atlantic	+3	+8	0	42	11,020	-10	-5	40	14,355	134	155	153
East South Central	+3	+6	+1	14	2,859	-14	-7	11	4,504	200	233	236
West South Central	-1	+12	0	35	9,385	-19	-5	30	13,197	147	180	173
Mountain	+8	-4	+33	14	2,584	+1	+26	11	2,725	135	144	106
Pacific	+1	-9	-7	34	9,021	-25	-20	19	10,513	184	239	210
Miscellaneous	-5	-3	-3	33	9,157	+17	+1	20	9,815	161	127	170

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
Robert W. Burgess, *Director*

FOR RELEASE
MAY 1, 1953

MARCH 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 4,312 wholesale establishments in various lines of business.

SALES

March sales of merchant wholesalers increased 12 percent over the previous month and were 13 percent above sales a year ago. First-quarter 1953 sales were 6 percent higher than sales in the corresponding period of last year.

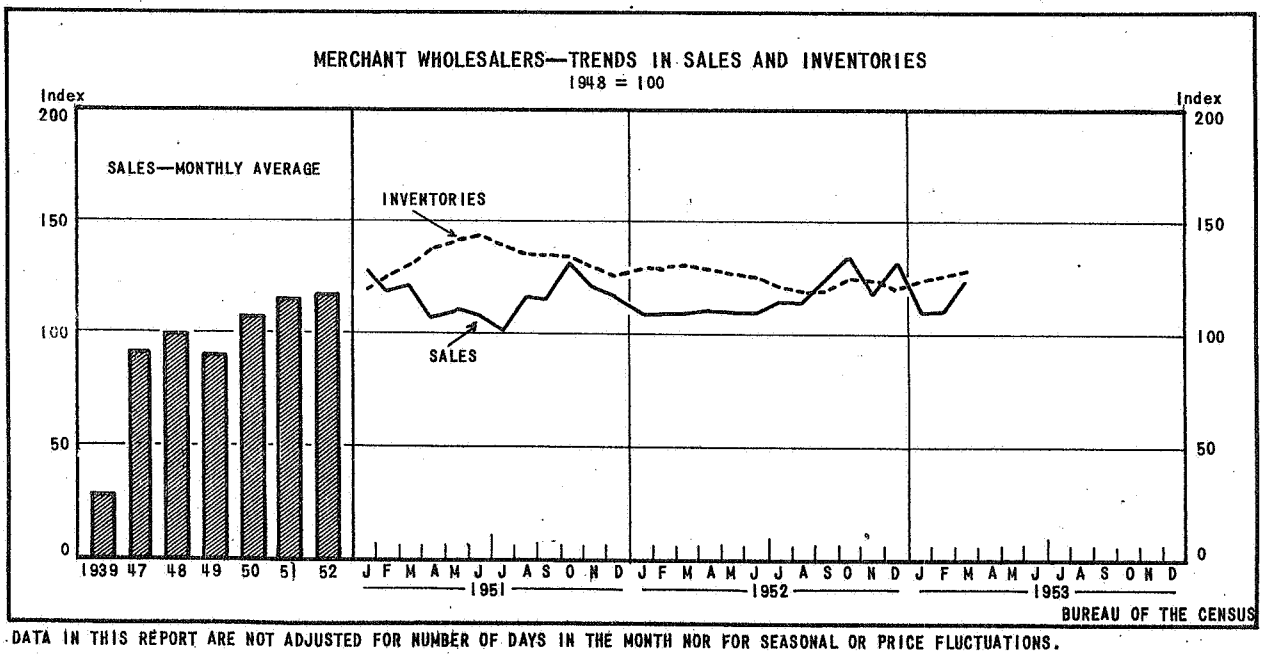
All geographic divisions experienced sales gains over a month earlier, as well as above March a year ago. Increases over February sales ranged from 7 to 20 percent, the principal increase being noted in the Pacific Division. Compared with a year ago, sales gains ranged from 7 percent in the West South Central Division to 17 percent in the Pacific Division. The Mountain Division, with first-quarter 1953 sales up 11 percent, reported the most substantial gain over first-quarter 1952.

Of the 37 trades covered in this report, all but three indicated sales above February. Automotive supplies indicated a decline of 8 percent, while coal and drugs and sundries reported practically no change from the previous month. Farm supplies, up 58 percent, reflected the principal increase, while other substantial gains were shown by grocery specialty lines (32%), refrigeration equipment (27%), and jewelry (25%). With three exceptions--machinery equipment and supplies (-1%), fresh fruits and vegetables (-3%), and leather and shoe findings (no change)--all trades also reported sales 1 to 34 percent higher than a year ago. Electrical appliances and specialties, which reported the principal gain over March 1952, shared with metals the largest increase (21%) over first-quarter 1952 sales.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of March were 3 percent above stocks on hand February 28, but slightly (1%) below inventories of a year ago. Based on the reports of 3,321 establishments submitting inventories in conjunction with sales, the March stock-sales ratio of 157 percent was 13 points below that reported for the previous month and 22 points under the March 1952 ratio.

Larger inventories than a month earlier were reported in all divisions except the Mountain, which showed no change. Increases ranged from 1 percent in the West North Central to 7 percent in the Pacific. Compared with stocks on hand a year ago, four divisions showed gains of 1 to 4 percent, two divisions showed no change, and three divisions indicated declines varying from 1 to 4 percent. The Mountain Division showed the largest increase over stocks a year ago, while the Pacific Division reflected the heaviest decline.



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

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

MARCH 1953

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

Geographic division and kind of business	Sales: Percent change Mar. 1953 from-- Mar. 1952	Sales: Percent change Mar. 1953 from-- Feb. 1953	Sales: 3 mo. 1953 from 3 mo. 1952[2]	Sales: March 1953 panel: Number of establishments reporting	Sales: March 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Mar. 1953 from-- Mar. 1952	Inventory, end-of-month (at cost): Percent change Mar. 1953 from-- Feb. 1953	Inventory, end-of-month (at cost): March 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): March 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Mar. 1953	Stock-sales ratios[1] (percent): Mar. 1952	Stock-sales ratios[1] (percent): Feb. 1953
United States, total[3]	+13	+12	+6	4,312	$886,896	-1	+3	3,321	$1,153,674	157	179	170
New England	+14	+10	+5	258	38,090	-1	+5	181	43,519	149	172	156
Middle Atlantic	+13	+13	+5	763	172,039	0	+3	576	175,781	130	147	143
East North Central	+15	+12	+5	828	163,184	0	+3	656	193,563	137	158	152
West North Central	+14	+10	+6	530	112,547	-2	+1	401	169,348	177	205	191
South Atlantic	+10	+7	+4	535	94,261	+2	+2	424	128,143	161	171	170
East South Central	+11	+11	+5	212	39,623	+3	+5	163	57,093	168	183	180
West South Central	+7	+8	+5	403	77,534	+1	+2	313	118,653	184	192	193
Mountain	+15	+9	+11	178	29,302	+4	0	145	42,061	166	183	180
Pacific	+17	+20	+7	565	123,223	-4	+7	422	147,302	157	193	176
Automotive supplies	+10	-8	+9	393	18,885	-2	+2	210	19,526	289	305	281
New England	+42	+31	+26	20	727	-16	+2	9	454	303	395	318
Middle Atlantic	+9	-3	+5	48	1,068	-4	+1	45	2,698	281	314	268
East North Central	+12	-2	+6	77	3,859	-3	+2	60	6,052	267	280	259
West North Central	+6	-18	+9	87	3,970	-2	+5	19	1,755	313	317	298
South Atlantic	+9	-10	+10	25	3,834	-2	+3	17	1,644	324	289	321
West South Central	+9	-18	+12	16	1,799	0	+2	11	1,854	347	326	265
Mountain	+24	+4	+12	27	1,032	+6	0	17	1,302	367	373	371
Pacific	+9	+3	+8	90	2,940	+1	+1	43	3,734	265	308	290
Electrical group, total	+21	+11	+12	681	170,528	-3	+6	613	240,153	150	186	157
Full-line wholesalers	+19	+11	+11	443	131,873	-5	+6	435	198,844	152	189	159
New England	+16	+13	+4	32	7,557	-13	+4	32	11,475	152	204	164
Middle Atlantic	+11	+15	+4	64	20,912	-10	+5	62	28,269	135	167	149
East North Central	+15	+6	+8	88	29,634	-5	+5	87	41,292	140	169	141
West North Central	+24	+7	+13	45	10,838	-1	+12	45	18,659	172	214	163
South Atlantic	+17	+9	+9	63	18,649	0	+6	61	30,305	166	198	171
East South Central	+30	+8	+26	29	6,673	+7	+7	28	10,859	167	201	168
West South Central	+17	+15	+17	48	12,763	0	+3	48	22,923	180	211	200
Mountain	+31	+18	+22	21	4,928	-7	+7	21	6,873	139	196	154
Pacific	+28	+18	+17	53	19,919	-9	+9	52	28,189	142	200	154
Wiring supplies, construction materials distributors	+18	+18	0	124	12,335	+8	+3	88	12,225	148	156	167
New England	-3	+2	-11	12	705	-6	-26	4	220	151	181	207
Middle Atlantic	-2	+11	-7	26	1,047	+3	+1	19	1,575	169	155	182
East North Central	+29	+31	-1	31	4,733	+11	+4	24	3,877	148	149	173
West North Central	+13	+23	+9	8	1,067	+9	-2	6	1,211	207	208	253
South Atlantic	+27	+17	+8	18	2,151	+3	+5	16	2,011	98	126	114
South Central	+6	+12	-10	13	1,524	+13	+6	8	1,720	172	168	193
Mountain	+20	0	+15	6	440	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+17	-1	+16	10	668	+11	+10	9	1,251	190	199	170
Appliances and specialties wholesalers	+34	+5	+21	114	26,320	+9	+9	90	29,084	140	178	141
New England	+52	+10	+29	13	2,343	+7	+22	10	2,196	107	156	96
Middle Atlantic	+35	+1	+16	24	10,359	-12	0	16	7,571	118	202	127
East North Central	+13	-9	+24	14	1,867	+22	+11	11	3,279	225	198	197
West North Central	+49	+13	+27	13	1,927	-2	+6	12	2,621	139	213	150
South Atlantic	+35	+15	+20	21	3,750	+27	+11	17	4,931	155	168	169
South Central	+29	+3	+18	11	2,185	+13	+10	9	3,315	156	177	146
Mountain	+20	+14	+18	7	1,308	+47	+12	7	2,317	177	145	181
Pacific	+31	+9	+36	11	2,581	+22	+19	8	2,854	122	127	111
Furniture and house furnishings	+19	+15	+11	68	12,524	+19	+4	50	18,818	182	185	204
Middle Atlantic	+8	+30	-3	14	2,468	+1	-2	10	3,542	194	206	255
East North Central	+19	+20	+3	8	2,236	+33	+3	7	4,219	206	183	237
West North Central	+1	+12	-6	10	1,325	+24	+2	10	3,203	242	199	265
South Atlantic	+15	+12	+7	12	1,093	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-1	-12	+16	5	599	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+29	+10	+29	8	2,498	+27	+7	6	2,428	109	112	110
Hardware	+13	+18	+1	154	66,059	+1	+5	129	150,009	257	288	293
Middle Atlantic	+11	+19	-2	32	8,893	+15	+1	27	18,543	221	223	266
East North Central	+17	+20	+8	25	12,957	-3	+6	22	27,926	236	292	276
West North Central	0	+14	-8	19	11,137	-5	+3	19	33,656	302	318	334
South Atlantic	+11	+16	-2	20	4,699	+2	+2	17	11,022	259	279	295
East South Central	+22	+23	+3	12	5,118	+6	+8	10	10,740	233	269	267
West South Central	+6	+11	-1	15	5,371	+1	+3	9	8,910	267	276	293
Mountain	+12	+34	-1	8	2,553	+14	+13	5	3,916	336	335	412
Pacific	+19	+18	+8	20	14,628	+1	+6	17	34,326	259	305	288
Industrial supplies	+5	+16	-3	127	20,979	-7	+3	101	32,879	186	203	204
New England	+3	+17	-5	10	986	-6	-2	8	1,981	262	285	315
Middle Atlantic	-7	+9	-11	24	3,016	-10	+1	17	4,493	185	194	201
East North Central	+13	+16	-1	18	5,409	-9	+3	17	7,572	142	175	160
West North Central	+29	+53	+7	11	1,757	-9	+4	10	2,110	177	197	217
South Atlantic	-3	+13	-10	21	1,983	-5	+1	18	4,179	221	227	250
East South Central	0	+12	-6	8	2,103	-4	+2	7	4,145	203	211	223
West South Central	+4	+18	-1	26	4,617	-6	+10	16	6,348	215	213	222
Pacific	+6	-7	+3	9	1,108	-3	+2	8	2,051	196	214	175
Jewelry	+12	+25	-3	137	6,820	+2	+7	79	13,925	283	305	330
New England	+12	+23	-1	8	411	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+9	+13	-10	40	2,180	+11	+20	18	3,460	286	254	331
East North Central	+20	+32	+9	42	1,924	+2	0	29	4,289	255	313	331
West North Central	+16	+24	-1	15	870	0	0	11	2,428	288	335	355
South Atlantic	-1	+14	-11	5	257	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	0	+9	+9	5	159	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	+10	-7	19	997	-3	+13	11	2,823	368	377	348

See footnotes at end of table.

MARCH 1953

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

Geographic division and kind of business	Sales: Percent change Mar. 1953 from Mar. 1952	Sales: Percent change Mar. 1953 from Feb. 1953	Sales: Percent change 3 mo. 1953 from 3 mo. 1952[2]	Sales: March 1953 panel: Number of establishments reporting	Sales: March 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Mar. 1953 from Mar. 1952	Inventory, end-of-month (at cost): Percent change Mar. 1953 from Feb. 1953	Inventory, end-of-month (at cost): March 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): March 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Mar. 1953	Stock-sales ratios[1] (percent): Mar. 1952	Stock-sales ratios[1] (percent): Feb. 1953
Lumber and building materials	+8	+19	+4	64	$12,318	+4	+1	43	$12,603	139	145	165
Middle Atlantic	+8	+41	0	18	2,806	-8	+1	10	1,039	54	65	82
East North Central	+3	+8	+11	10	915	-4	+5	8	1,156	161	175	166
West North Central	+4	+6	+6	7	676	-4	+5	4	401	100	124	113
South Atlantic	+5	+17	-2	7	1,278	+12	+1	5	424	103	87	107
South Central	+10	+7	+19	5	926	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+5	+18	+2	7	2,329	-8	+1	6	3,679	172	190	192
Pacific	+19	+16	+4	7	1,461	+4	-2	6	1,970	136	156	161
Machinery equipment, supplies (except electrical)	-1	+7	-5	50	9,010	+9	+2	39	18,355	237	217	250
New England	+2	+13	-1	5	442	-15	-5	4	987	289	366	334
Middle Atlantic	-3	+19	-15	7	1,579	-4	+3	4	1,902	129	130	152
East North Central	-3	+10	+2	9	1,575	+11	0	7	1,707	162	170	209
South Atlantic	+1	+16	-1	8	907	+3	+5	6	2,360	286	273	321
West South Central	+16	+4	-1	7	1,746	+14	-1	7	7,092	406	418	426
Pacific	-8	+11	-8	9	1,444	+29	+9	7	2,549	252	167	228
Metals	+24	+13	+21	45	17,847	+31	+8	41	26,279	150	142	157
Paints and varnishes	+6	+6	+10	46	5,815	-12	+8	42	15,548	273	330	267
Plumbing and heating supplies	+2	+13	-6	133	16,588	-2	+6	112	31,960	218	225	230
New England	+6	+15	+2	7	301	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+5	+14	-3	31	2,349	-5	+4	24	3,996	199	218	219
East North Central	+14	+12	+2	15	1,328	-4	+6	13	2,996	257	305	274
West North Central	+7	+4	+5	15	1,262	-5	+4	13	3,124	268	300	265
South Atlantic	+1	+14	-8	38	7,541	-1	+7	38	14,992	199	204	211
East South Central	-9	+7	-12	11	1,843	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+15	+22	+1	4	1,119	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+24	+27	+7	68	1,938	-3	+10	58	4,008	254	330	295
Middle Atlantic	+24	+45	0	15	734	-13	+25	12	1,192	208	304	255
East North Central	+22	+21	+7	19	227	0	+1	14	547	328	436	400
West North Central	-2	-24	+11	5	117	+4	+3	5	416	356	333	263
South Atlantic	+25	+22	+14	21	572	+3	+8	21	1,492	261	318	295
South Central	+34	+29	+3	4	203	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies	+14	+16	-1	34	5,489	+24	+31	27	7,246	144	134	130
Middle Atlantic	+8	+5	0	6	953	+32	+12	4	939	118	98	109
East North Central	+11	+5	-6	10	2,397	+45	+33	8	3,394	159	123	126
South Central	+51	+17	+11	4	642	-5	+2	4	720	112	179	129
Beer	+11	+14	+1	39	1,629	-5	+9	33	764	52	73	55
Middle Atlantic	+23	+16	0	7	357	-19	+25	6	89	25	38	23
East North Central	+9	+16	+2	11	520	-9	+5	11	246	47	57	53
West North Central	+20	+18	-2	6	132	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+1	+7	-1	5	355	+5	+11	4	197	62	190	59
Pacific	+2	+16	0	7	220	-13	-1	6	135	73	90	88
Chemicals, industrial	+23	+5	+13	16	3,095	-4	+12	11	1,587	62	81	58
Clothing and furnishings (except shoes)	+26	+4	+12	18	3,827	+14	+8	11	4,266	156	168	157
Coal	+3	0	-11	19	3,818	+17	-16	17	3,191	86	76	103
Confectionery	+3	+10	-1	40	1,321	0	0	21	765	117	121	123
Middle Atlantic	+10	+19	+4	8	380	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+1	+3	0	4	98	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+8	+8	+1	10	230	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	+5	+18	-6	8	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-10	-2	-7	4	186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	+12	+16	-1	24	7,103	-29	-20	18	1,463	22	35	32
Drugs and sundries (liquor excluded)	+5	0	+7	202	67,900	+6	+2	162	102,101	184	184	181
New England	0	+4	+1	12	2,972	+3	0	10	4,170	182	174	191
Middle Atlantic	+8	+1	+7	26	11,712	+8	+3	18	12,087	161	166	159
East North Central	+3	-3	+6	28	11,317	+12	+4	21	15,041	171	160	163
West North Central	+3	+1	+8	18	6,302	+2	+1	15	9,783	183	187	185
South Atlantic	-1	-9	+7	30	7,944	+8	0	23	11,981	196	179	176
East South Central	+10	+7	+8	16	4,201	+3	+3	12	6,102	173	192	187
West South Central	+2	+1	+6	33	8,614	+10	-2	28	17,305	239	223	249
Mountain	+2	-7	+4	14	3,213	+4	-5	12	6,661	215	211	210
Pacific	+15	+5	+9	25	11,625	+2	+10	23	18,971	164	184	155
Dry goods	+16	+11	+10	160	43,285	+10	-1	130	73,422	203	215	230
New England	+10	+19	-2	6	671	+24	+7	6	1,184	176	156	197
Middle Atlantic	+17	+14	+9	45	7,536	+10	0	35	9,629	220	238	263
East North Central	+20	+9	+18	9	4,518	+32	-2	9	7,004	155	141	172
West North Central	+15	+9	+12	18	14,934	+3	-4	16	30,753	207	231	233
South Atlantic	+12	+10	+6	24	4,766	+6	0	18	8,201	192	204	208
East South Central	+14	+15	-2	15	1,755	+3	+2	10	3,348	243	271	276
West South Central	+9	+11	+4	15	3,055	+30	-2	15	6,833	224	188	254
Mountain	+16	+24	+2	6	513	+13	+6	5	1,467	313	317	360
Pacific	+23	+10	+12	22	5,537	+9	+6	16	5,003	202	236	238
Farm supplies	+4	+58	-14	20	7,245	+5	-13	12	1,194	60	48	79
Fresh fruits and vegetables	-3	+9	-7	62	4,905	-2	+6	40	1,070	37	37	40
New England	-4	+22	-14	6	285	-11	-17	5	24	14	14	21
Middle Atlantic	+4	+22	-9	19	1,376	+7	-3	13	290	34	33	43
East North Central	-5	-5	0	14	1,448	+12	+2	6	43	14	17	15
West North Central	-8	+20	-13	7	597	+12	+9	7	237	40	33	44
South Atlantic	-6	+16	-8	4	234	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-8	0	-8	5	280	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-9	+7	-10	4	423	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

MARCH 1953

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

Geographic division and kind of business	Sales: Percent change Mar. 1953 from-- Mar. 1952	Sales: Percent change Mar. 1953 from-- Feb. 1953	Sales: 3 mo. 1953 from 3 mo. 1952[2]	Sales: March 1953 panel: Number of establishments reporting	Sales: March 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Mar. 1953 from-- Mar. 1952	Inventory, end-of-month (at cost): Percent change Mar. 1953 from-- Feb. 1953	Inventory, end-of-month (at cost): March 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): March 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Mar. 1953	Stock-sales ratios[1] (percent): Mar. 1952	Stock-sales ratios[1] (percent): Feb. 1953
Groceries, total	+13	+12	+4	884	$152,925	-3	0	704	$146,136	118	144	137
Nonaffiliated full-line wholesalers[4]	+7	+10	0	566	61,152	-6	-1	463	63,742	128	186	141
New England	+15	+5	+5	8	1,534	+2	+2	6	2,767	200	227	205
Middle Atlantic	+13	+9	+7	18	3,243	-4	-1	11	3,653	137	163	150
East North Central	+5	+17	-4	135	11,411	-21	-9	116	11,021	114	151	144
West North Central	+7	+4	+4	57	5,993	+6	+6	44	7,201	151	154	147
South Atlantic	+7	+11	0	65	8,277	-1	-3	39	7,393	127	137	147
East South Central	+1	+11	-2	43	4,984	-1	+3	34	5,234	133	134	142
West South Central	+8	+8	+3	106	14,761	-3	-3	83	14,695	129	142	140
Mountain	+18	+17	+6	26	2,570	+10	+6	24	3,624	151	163	167
Pacific	+9	+7	-6	108	8,379	-13	+1	106	8,154	103	129	109
Voluntary-group wholesalers	+15	+8	+6	201	59,846	-2	+2	158	57,497	113	148	132
New England	+19	+9	+7	10	3,806	+8	0	8	2,375	122	128	132
Middle Atlantic	+9	+12	-1	32	11,979	+2	+3	23	8,990	139	141	143
East North Central	+9	0	+6	42	9,935	0	0	29	9,115	70	123	111
West North Central	+26	+10	+12	67	20,747	-7	+3	67	26,327	127	172	136
South Atlantic	+8	+9	+1	10	2,592	+6	+3	5	1,882	125	135	137
Pacific	+14	+5	+8	34	5,892	+3	+9	20	2,762	118	128	119
Retailer-cooperative warehouses	+16	+18	+9	20	12,034	0	-2	14	6,158	101	119	115
Specialty lines wholesalers	+23	+32	+8	97	19,893	+1	-1	69	18,739	115	140	154
New England	-5	+28	0	4	88	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+39	+25	+11	19	4,912	+12	-10	13	4,171	94	120	132
East North Central	+18	+28	-2	11	941	+11	+4	7	341	74	71	73
South Atlantic	+8	+14	+3	19	2,183	-1	-3	13	2,080	104	115	123
East South Central	+10	+15	-2	5	673	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+71	+69	+27	5	544	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+77	+15	+49	4	1,369	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+14	+47	+4	27	8,938	-12	+1	22	9,955	141	172	216
Leather and shoe findings	0	+14	-2	24	448	0	0	12	1,086	456	484	539
Middle Atlantic	+26	+26	+4	4	29	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-1	+38	-1	5	88	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	0	+27	+1	4	52	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-7	-5	-5	6	205	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	+1	+9	-10	37	20,459	-17	+3	33	8,840	49	60	52
Middle Atlantic	+6	+13	-10	9	3,415	+3	+6	9	1,904	56	58	59
East North Central	+3	+11	-11	12	8,942	-20	+1	11	4,532	53	68	59
South Central	+2	+9	+5	4	3,374	-25	-1	4	1,398	41	56	46
Pacific	-7	+6	-16	5	3,891	-28	+16	4	685	29	38	27
Paper and its products	+8	+14	+1	62	9,649	-6	-2	41	8,347	127	146	148
New England	+2	+18	-5	5	328	-6	0	4	370	207	224	221
Middle Atlantic	+1	+12	-4	17	2,805	-15	+1	10	1,443	96	113	104
East North Central	+12	+19	+3	18	3,797	-3	+1	13	2,916	94	107	110
South Atlantic	+10	+10	+1	7	855	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+11	+20	-3	5	451	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+10	-1	+7	6	1,063	+2	-1	5	1,992	245	267	248
Petroleum	+15	+16	-2	27	6,662	+5	-2	27	5,039	76	83	90
Shoes and other footwear	+12	+3	+8	34	33,871	-6	-2	30	67,098	200	238	210
Tobacco products	+4	+4	+2	278	39,597	+6	+2	164	19,854	75	73	76
New England	+1	-6	+3	33	2,805	+10	+6	15	2,870	206	193	182
Middle Atlantic	+4	+5	+3	60	12,936	+8	+2	36	7,860	81	78	81
East North Central	+7	+4	+4	68	8,424	-1	+5	38	2,792	60	65	59
West North Central	+2	+4	-2	39	4,507	+2	-7	31	2,048	57	58	64
South Atlantic	0	+4	+3	24	5,178	+10	0	19	2,657	63	55	65
East South Central	+6	+11	+2	11	1,573	+12	+5	6	655	51	49	54
West South Central	+2	+4	-1	24	1,904	-5	0	8	405	51	53	52
Mountain	+1	+2	0	8	466	+17	+6	7	323	72	62	68
Pacific	+1	+2	-2	11	1,804	+2	-4	4	244	68	70	69
Wines and spirits[5]	+14	+19	+8	259	92,502	-13	+3	209	95,463	127	165	146
New England	+12	+17	+4	19	3,967	-7	+9	13	2,517	114	149	132
Middle Atlantic	+16	+18	+15	45	29,935	-10	+7	42	29,265	113	144	126
East North Central	+14	+7	+8	40	11,129	-5	-4	30	12,454	129	155	149
West North Central	+10	+5	0	32	6,942	-8	+4	27	9,652	203	237	200
South Atlantic	+14	+10	+4	32	10,147	-12	-1	31	11,254	112	144	125
East South Central	+7	+9	+3	13	2,983	-9	+7	11	4,813	196	221	200
West South Central	-7	-1	-3	37	9,122	-20	+4	32	13,164	151	175	143
Mountain	+17	-11	+29	9	2,177	-13	-36	8	1,950	111	147	146
Pacific	+28	+96	+7	32	16,100	-28	+11	15	10,394	111	198	208
Miscellaneous	+12	+8	+1	32	9,762	+6	-5	19	9,024	133	146	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
Sinclair Weeks, *Secretary*
BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

FOR RELEASE
JUNE 1, 1953

APRIL 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 4,325 wholesale establishments in various lines of business.

SALES

April sales of merchant wholesalers dropped 3 percent below the previous month, but showed a 7 percent increase over April a year ago. Cumulative sales for the first four months of 1953 were 6 percent higher than sales in the corresponding period last year.

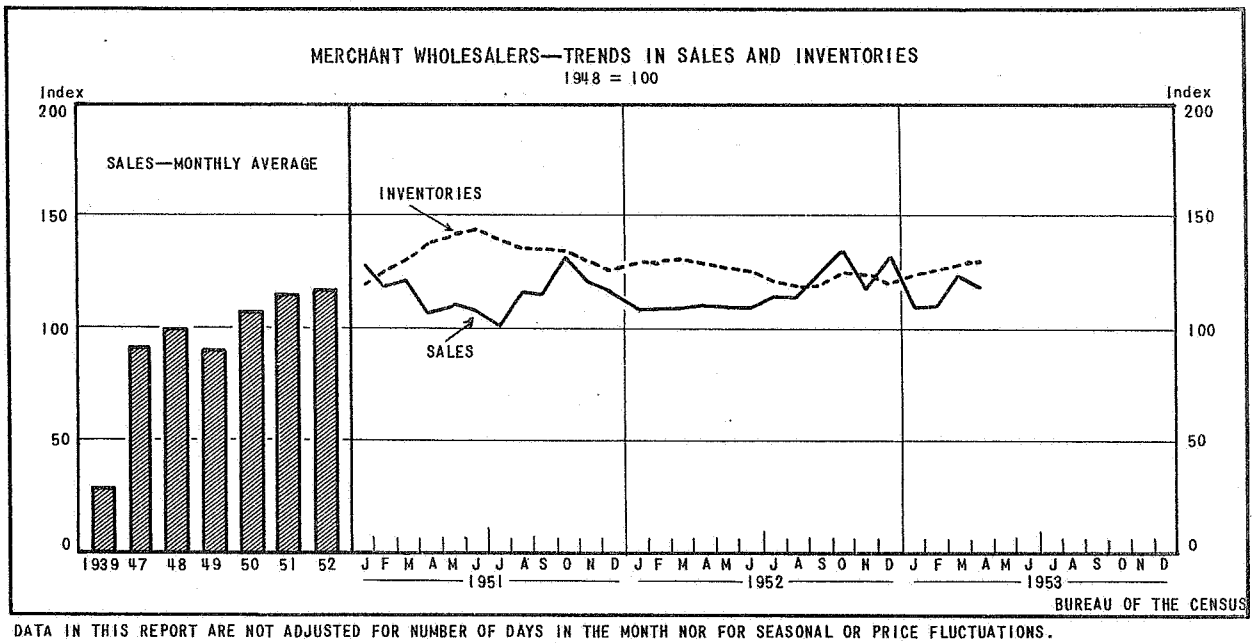
Declines from the previous month were reported in all but one geographic division--the East North Central, which indicated no change. The sharpest decrease, 9 percent, was shown by the Pacific Division. All divisions, however, experienced sales gains of 5 to 9 percent over a year ago. Cumulative sales thus far in 1953 were above the corresponding 1952 period in all divisions, with the Mountain Division, up 10 percent, showing the most substantial gain.

Of the 37 trades covered in this report, slightly more than half indicated lower sales than in March. Farm supplies, down 25 percent, showed the heaviest decline, while leather and shoe findings, up 23 percent, led the 17 trades indicating sales increases. Compared with a year ago, however, only 6 trades--plumbing and heating supplies (-6%), farm supplies (-6%), jewelry (-5%), machinery equipment (-2%), meats and meat products (-2%), and shoes and other footwear (-1%)--experienced sales declines. Industrial chemicals, up 39 percent, reported the principal year-ago increase. Cumulative sales this year were above a year ago for most trades. Electrical appliances and specialties and metals, each up 21 percent, reported the largest gains, while farm supplies, down 12 percent, indicated the heaviest drop.

INVENTORIES

Wholesalers' inventories (valued at cost) as of April 30, 1953, were up slightly (1%) over stocks on hand a month earlier, as well as a year ago. Based on the reports of 3,353 establishments submitting inventories in conjunction with sales, the April stock-sales ratio of 165 percent was 6 points higher than that reported for the previous month, but 14 points below the April 1952 ratio.

Most geographic divisions indicated current inventories 1 to 3 percent higher than a month ago. Three divisions--the East North Central, West North Central, and East South Central--reflected slight (1%) declines. Compared with stocks on hand last April, six divisions reported increases of 2 to 7 percent. The West North Central Division indicated no change, while the Pacific and New England Divisions reflected declines of 1 and 2 percent, respectively.



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

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

APRIL 1953

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

Geographic division and kind of business	Sales: Percent change Apr. 1953 from Apr. 1952	Sales: Percent change Apr. 1953 from Mar. 1953	Sales: 4 mo. 1953 from 4 mo. 1952[2]	Sales: April 1953 panel: Number of establishments reporting	Sales: April 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Apr. 1953 from Apr. 1952	Inventory, end-of-month (at cost): Percent change Apr. 1953 from Mar. 1953	Inventory, end-of-month (at cost): April 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): April 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Apr. 1953	Stock-sales ratios[1] (percent): Apr. 1952	Stock-sales ratios[1] (percent): Mar. 1953
United States, total[3]	+7	-3	+6	4,325	$853,268	+1	+1	3,353	$1,153,173	165	179	159
New England	+6	-4	+5	259	38,088	-2	+1	178	41,998	146	164	137
Middle Atlantic	+8	-3	+6	751	163,657	+2	+1	576	174,571	133	142	129
East North Central	+9	0	+5	831	158,938	+2	-1	670	192,459	140	150	140
West North Central	+9	-2	+6	519	106,529	0	-1	392	167,211	184	202	183
South Atlantic	+5	-2	+4	551	96,680	+5	+2	440	138,001	171	172	163
East South Central	+8	-1	+6	217	38,552	+7	-1	166	55,103	170	182	168
West South Central	+5	-1	+5	407	75,547	+2	+1	318	118,491	190	197	184
Mountain	+6	-4	+10	177	27,615	+7	+3	142	41,308	178	183	166
Pacific	+9	-9	+8	563	114,768	-1	+3	421	158,224	179	203	159
Automotive supplies	+18	+18	+11	366	21,183	-2	0	206	17,399	262	275	283
New England	+16	+.	+24	13	599	-11	+2	9	457	243	288	299
Middle Atlantic	+9	+9	+6	49	1,148	+2	+2	46	2,786	278	288	290
East North Central	+10	+8	+7	68	3,709	-9	-2	54	4,974	231	257	258
West North Central	+22	+31	+12	83	5,020	+1	-1	13	1,231	280	273	292
South Atlantic	+33	+27	+16	24	3,716	+1	+2	17	1,744	296	318	328
West South Central	+14	+26	+12	14	2,114	+2	0	9	1,459	313	254	352
Mountain	+28	+3	+16	26	1,014	+12	+2	16	1,153	327	311	362
Pacific	+7	+7	+8	86	3,107	-1	0	39	3,562	246	277	255
Electrical group, total	+17	-5	+13	697	162,921	+2	+5	625	253,174	166	189	150
Full-line wholesalers	+16	-3	+12	446	127,722	0	+5	436	208,614	165	190	152
New England	+15	-6	+7	32	6,974	-8	+7	32	12,122	174	217	153
Middle Atlantic	+8	-9	+5	64	19,013	-4	+7	61	30,196	162	184	137
East North Central	+15	-3	+10	90	28,938	-1	+3	88	42,551	149	173	140
West North Central	+20	0	+15	44	10,815	+3	+3	44	19,174	177	207	172
South Atlantic	+13	-3	+10	65	18,018	+9	+9	63	32,999	188	194	166
East South Central	+28	+10	+26	30	7,337	+8	+2	28	11,057	155	182	167
West South Central	+11	-2	+15	48	12,550	+10	+10	48	25,131	200	202	180
Mountain	+18	-6	+21	20	4,535	+1	+8	20	7,270	160	187	139
Pacific	+25	-2	+19	53	19,542	-9	0	52	28,114	145	199	142
Wiring supplies, construction materials distributors	+9	+1	+2	131	12,369	+12	+2	93	13,977	151	149	148
New England	-1	+9	-8	14	848	-5	-1	5	357	179	186	179
Middle Atlantic	-2	+1	-5	28	1,246	+1	+1	20	1,960	180	173	182
East North Central	+5	-5	0	33	4,027	+19	+2	27	5,178	160	140	146
West North Central	+21	+1	+12	7	1,105	+1	-5	4	874	165	188	177
South Atlantic	+36	+7	+15	17	2,333	+2	+1	14	1,918	91	128	95
South Central	-4	+4	-18	13	1,585	+29	+10	8	1,884	176	140	172
Mountain	+13	0	+15	6	442	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+8	+1	+13	13	783	+15	+3	12	1,473	190	178	185
Appliances and specialties wholesalers	+22	-15	+21	120	22,830	+12	+5	96	30,583	178	198	140
New England	+29	-20	+29	14	1,911	+12	-7	11	2,163	135	162	111
Middle Atlantic	+31	-12	+19	23	8,729	-10	+3	18	7,663	139	208	117
East North Central	+28	-17	+25	16	2,342	+7	-8	12	3,420	183	229	163
West North Central	+37	-21	+30	13	1,526	+10	+11	12	2,903	194	244	139
South Atlantic	+18	-10	+20	24	3,445	+25	+8	19	5,483	200	188	157
South Central	+17	-20	+18	11	1,630	+30	+19	9	3,608	228	204	154
Mountain	+4	-19	+14	7	1,063	+34	+8	7	2,509	236	182	177
Pacific	-3	-14	+24	12	2,184	+33	+12	8	2,834	208	151	153
Furniture and house furnishings	+9	-1	+10	78	15,402	+13	+6	61	25,423	189	190	179
Middle Atlantic	-2	-10	-3	13	1,975	+1	+4	9	3,226	229	232	200
East North Central	+11	+8	+5	8	2,419	+26	+1	7	4,252	192	170	206
West North Central	+11	+11	+1	12	2,405	+18	-2	12	4,884	203	191	229
South Atlantic	+1	-2	+6	11	1,048	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+20	-3	+44	10	1,364	+21	+1	10	2,655	195	192	186
Mountain	+4	0	+11	7	1,238	+21	0	5	2,003	210	220	213
Pacific	+12	-8	+22	12	3,952	+7	+28	10	6,041	162	176	117
Hardware	+8	+1	+3	156	66,786	+4	+1	133	150,269	255	266	255
Middle Atlantic	+8	+3	+1	34	9,762	+22	+2	27	18,747	220	205	222
East North Central	+21	+5	+11	23	12,455	+1	+3	22	27,833	231	279	234
West North Central	+7	+4	-4	19	11,820	-5	-4	19	32,189	272	308	297
South Atlantic	-2	-1	-2	22	4,959	+4	-1	18	11,378	268	251	265
East South Central	+12	-2	+6	15	5,063	+12	-3	13	10,683	233	237	235
West South Central	+6	+3	+1	15	5,540	+5	+3	9	9,201	274	281	267
Mountain	-4	-5	-1	8	2,419	+14	0	5	3,934	352	289	336
Pacific	+5	-4	+7	21	14,209	+7	+5	17	35,194	278	273	254
Industrial supplies	+6	+2	-1	133	21,129	-7	0	103	32,372	183	203	188
New England	+9	+5	-1	11	1,195	-4	0	9	2,154	222	252	237
Middle Atlantic	-2	+3	-9	25	3,319	-10	+1	18	4,846	175	190	177
East North Central	+10	0	+2	23	5,888	-8	+2	21	8,334	147	180	145
West North Central	+18	-10	+10	11	1,434	-14	-8	9	1,787	184	216	201
South Atlantic	+3	-1	-6	20	1,855	-3	+1	17	4,134	236	249	231
East South Central	+8	+7	-3	7	1,526	-8	-1	6	2,940	202	238	219
West South Central	+6	+5	+1	28	4,913	-7	-2	16	6,216	198	195	215
Pacific	-6	+1	+1	8	999	-4	+5	7	1,961	209	206	202
Jewelry	-5	-8	-4	132	6,218	0	-5	80	13,123	290	294	284
New England	+17	+5	+4	8	432	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-23	-11	-14	39	1,993	+1	-8	19	3,559	292	274	300
East North Central	+7	-16	+8	39	1,446	+5	-5	24	3,381	286	353	256
West North Central	+5	-5	+1	12	788	-1	-2	10	2,317	296	391	288
South Atlantic	+4	-13	-8	6	247	-24	-7	4	469	232	313	215
South Central	+12	+2	+9	6	200	+15	-7	4	298	278	648	310
Pacific	+3	+3	-4	19	1,101	-3	-2	13	2,804	306	385	338

See footnotes at end of table.

APRIL 1953

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Geographic division and kind of business	Sales: Percent change Apr. 1953 from Apr. 1952	Sales: Percent change Apr. 1953 from Mar. 1953	Sales: Percent change 4 mo. 1953 from 4 mo. 1952	Sales: April 1953 panel: Number of establishments reporting	Sales: April 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Apr. 1953 from Apr. 1952	Inventory, end-of-month (at cost): Percent change Apr. 1953 from Mar. 1953	Inventory, end-of-month (at cost): April 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): April 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Apr. 1953	Stock-sales ratios[1] (percent): Apr. 1952	Stock-sales ratios[1] (percent): Mar. 1953
Lumber and building materials	+5	+11	+5	76	$13,972	+12	+3	56	$14,070	134	127	145
Middle Atlantic	+16	+30	+4	16	3,300	-7	-3	9	964	38	52	53
East North Central	+21	+9	+14	10	999	+1	+2	8	1,184	146	176	161
West North Central	-11	-9	+2	5	540	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+6	+14	+1	12	1,987	+7	+1	10	1,683	169	169	191
East South Central	+1	+6	+14	4	915	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+3	+7	+2	7	2,483	+6	+12	6	4,104	182	179	172
Pacific	0	+4	+3	8	1,700	+23	-3	5	810	205	184	190
Machinery equipment, supplies (except electrical)	-2	+4	-4	56	9,481	0	-3	45	17,816	210	221	234
New England	+13	+8	+3	5	479	-18	-2	4	964	268	403	289
Middle Atlantic	-14	-4	-15	7	1,515	-5	0	4	1,902	134	118	129
East North Central	-21	-18	-5	10	1,465	+8	-1	8	1,928	154	173	155
South Atlantic	+8	+6	+1	8	958	0	-2	6	2,315	269	383	286
West South Central	+25	+22	+5	14	2,128	+2	-1	14	7,032	330	458	406
Pacific	-12	+5	-9	7	1,422	-7	-13	5	1,911	200	176	252
Metals	+21	-2	+21	43	17,628	+25	+7	38	26,620	154	150	142
Paints and varnishes	+15	+12	+12	48	6,526	-4	+6	44	16,618	260	314	273
Plumbing and heating supplies	-6	+2	-6	134	16,634	+1	-1	112	31,477	214	199	220
New England	-4	-13	0	7	261	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-2	-3	-3	31	2,273	-4	0	24	3,986	206	231	199
East North Central	+8	+2	+3	14	1,298	-9	-8	12	2,614	232	302	257
West North Central	+11	+9	+6	17	1,467	+1	+1	15	3,463	253	261	274
South Atlantic	-10	0	-8	39	7,525	+2	-1	39	14,852	197	175	199
East South Central	-11	+8	-12	10	1,784	+13	+1	9	3,439	195	156	208
Pacific	-2	+2	0	5	1,199	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+24	+13	+11	65	2,121	-1	+1	56	4,080	235	295	262
Middle Atlantic	+20	+8	+5	14	719	-2	+4	12	1,244	197	254	208
East North Central	+15	+15	+9	16	205	+8	+5	11	479	371	362	388
West North Central	+47	+42	+19	5	166	-9	-2	5	409	246	397	356
South Atlantic	+27	+11	+18	23	634	+8	-3	23	1,500	237	291	270
South Central	+30	+26	+11	4	256	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies	+13	+2	+3	35	5,671	+13	-10	29	6,502	125	129	143
Middle Atlantic	+16	+6	+4	7	1,066	+39	+6	5	1,112	123	130	125
East North Central	+2	-6	-4	11	2,245	+10	-26	8	2,505	126	117	159
South Atlantic	+19	+4	+17	5	963	+6	0	5	1,195	124	140	130
South Central	+10	-7	+12	4	278	+1	+10	4	487	175	191	148
Beer	+1	+6	+1	34	1,623	+7	+16	30	838	56	53	52
Middle Atlantic	+4	+8	+1	8	413	-2	+1	7	134	33	35	34
East North Central	+2	+5	+2	11	548	-1	+6	10	258	47	48	47
South Atlantic	-1	+7	-1	4	354	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-12	+9	-3	5	163	+17	-2	4	82	66	70	74
Chemicals, industrial	+39	+13	+19	15	3,331	-14	-3	11	1,463	50	84	62
Clothing and furnishings (except shoes)	+4	-20	+10	16	3,019	+15	-1	11	4,230	198	174	156
Coal	+13	-10	-6	20	3,500	+18	+1	18	3,674	108	103	85
Confectionery	+5	+4	+1	40	1,360	+3	+6	21	790	111	118	115
Middle Atlantic	0	-8	+3	7	320	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+8	+11	+2	4	109	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+17	+18	+5	10	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	+4	-3	-3	9	227	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+2	+15	-4	4	213	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	+1	-8	0	23	6,905	+18	+8	13	812	34	31	28
Drugs and sundries (liquor excluded)	+2	-4	+6	193	61,432	+4	-3	152	94,352	189	187	185
New England	+3	0	+2	12	2,979	-2	-3	10	3,929	177	178	182
Middle Atlantic	+1	-3	+5	23	9,539	+3	-3	16	11,107	174	180	175
East North Central	+3	-3	+5	27	10,723	+7	-4	19	13,475	173	172	173
West North Central	+1	-3	+6	17	6,095	-1	-7	15	8,531	172	177	178
South Atlantic	+2	-4	+6	31	7,505	+8	-1	24	11,891	203	189	196
East South Central	-1	-15	+6	16	3,588	0	-5	12	5,770	197	215	173
West South Central	+3	-1	+5	28	7,398	+7	-4	23	13,622	224	218	231
Mountain	-5	-4	+2	13	2,236	+2	+1	11	5,159	243	265	232
Pacific	+6	-7	+8	26	11,369	+2	-1	22	20,442	182	188	170
Dry goods	+9	-11	+10	160	38,658	+14	+3	130	75,326	238	225	202
New England	+6	+2	0	4	488	+12	-7	4	620	127	132	140
Middle Atlantic	+17	-8	+11	46	7,017	+16	+6	35	10,173	246	254	217
East North Central	+15	-13	+18	14	4,307	+41	+2	13	7,717	182	150	155
West North Central	+7	-12	+11	18	13,079	+9	+5	16	32,295	248	246	207
South Atlantic	0	-16	+4	24	3,890	+6	0	18	8,205	236	220	198
East South Central	+5	-15	-1	15	1,486	+9	+4	10	3,486	305	294	243
West South Central	+2	-18	+4	12	2,164	+36	-1	12	5,717	264	198	219
Mountain	+6	-2	+4	6	503	+8	-1	6	1,554	309	304	305
Pacific	+10	-2	+12	21	5,734	+10	0	16	5,559	221	212	200
Farm supplies	-6	-25	-12	19	5,426	-16	-16	10	849	55	50	58
Fresh fruits and vegetables	+1	+17	-5	61	5,737	-6	-15	38	922	28	28	39
New England	-16	+15	-14	6	329	-4	+17	4	27	16	26	18
Middle Atlantic	-15	+5	-11	18	1,445	+7	-18	1	236	29	22	34
East North Central	+20	+12	+5	13	1,828	+49	+7	6	58	12	8	11
West North Central	-4	+14	-11	7	679	+28	-10	7	214	32	24	40
South Atlantic	-4	+4	-7	5	344	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-17	-1	-11	4	276	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+3	+7	-7	5	472	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table

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

APRIL 1953

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

Geographic division and kind of business	Sales: Percent change Apr. 1953 from-- Apr. 1952	Sales: Percent change Apr. 1953 from-- Mar. 1953	Sales: 4 mo. 1953 from 4 mo. 1952[2]	Sales: April 1953 panel: Number of establishments reporting	Sales: April 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Apr. 1953 from-- Apr. 1952	Inventory, end-of-month (at cost): Percent change Apr. 1953 from-- Mar. 1953	Inventory, end-of-month (at cost): April 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): April 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Apr. 1953	Stock-sales ratios[1] (percent): Apr. 1952	Stock-sales ratios[1] (percent): Mar. 1953
Groceries, total	+4	-6	+4	840	$135,427	-2	-2	688	$139,369	131	140	127
Nonaffiliated full-line wholesalers[4]	+1	-2	0	553	58,274	-4	-2	467	63,011	130	139	129
New England	+7	+5	+6	7	1,535	+10	0	6	2,774	190	190	200
Middle Atlantic	+3	-4	+6	19	2,910	0	-3	13	3,440	135	153	135
East North Central	-4	-9	-4	134	10,375	-18	-9	127	10,965	115	134	115
West North Central	+5	+8	+5	54	6,798	-1	-3	41	7,701	139	148	157
South Atlantic	+2	-1	0	64	8,033	+2	-1	40	7,468	131	135	130
East South Central	-4	-4	-3	43	4,913	-2	-3	33	4,720	125	127	133
West South Central	0	-3	+2	103	13,687	-7	-7	81	13,446	129	137	131
Mountain	+3	-5	+5	24	2,494	+2	-5	23	3,600	148	150	147
Pacific	+9	+2	-3	105	7,529	+5	+24	103	8,897	127	131	103
Voluntary-group wholesalers	+7	-3	+6	175	50,849	-1	-1	141	53,153	134	145	133
New England	+5	-3	+7	10	3,699	+6	-3	8	2,305	120	121	122
Middle Atlantic	+5	-8	0	31	11,132	0	-5	24	8,373	132	134	128
East North Central	+15	+8	+8	42	10,652	+4	-3	30	8,961	102	117	115
West North Central	+4	-5	+11	57	14,105	-6	+1	57	22,549	160	177	150
South Atlantic	+6	-5	+2	11	2,832	+11	-2	5	1,845	130	123	125
Pacific	-1	-1	+6	17	3,703	+6	+6	10	2,934	127	116	118
Retailer-cooperative warehouses	+8	-11	+9	21	10,774	+6	-9	14	5,617	98	98	101
Specialty lines wholesalers	+8	-21	+8	91	15,530	+2	-5	66	17,588	139	147	115
New England	-8	-5	-1	4	84	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-4	-24	+7	19	3,731	+17	-2	14	4,199	128	103	96
East North Central	-9	-31	-4	10	640	+12	-9	6	309	77	69	75
South Atlantic	-3	-7	+2	16	1,858	-2	-6	11	1,674	100	99	98
East South Central	-9	-18	-4	6	602	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+6	-33	+21	5	363	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+21	-21	+8	26	7,043	-7	-6	23	9,368	171	227	140
Leather and shoe findings	+9	+23	+2	26	643	-5	-5	13	1,126	295	379	390
Middle Atlantic	-2	+2	+2	5	41	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-5	+9	-2	5	96	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-8	+4	-3	4	54	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	0	+15	-3	7	310	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-2	+3	-8	39	21,302	-7	+4	35	9,366	49	52	49
Middle Atlantic	-3	+1	-8	10	3,700	+9	-6	10	1,989	54	49	57
East North Central	-7	+7	-10	13	9,564	-1	+11	12	5,043	56	53	53
South Central	+24	-2	+9	4	3,292	-27	-3	4	1,356	41	71	41
Pacific	-8	-3	-14	5	3,777	-28	-3	4	664	27	40	29
Paper and its products	+4	-3	+2	62	9,525	-4	+6	40	8,523	138	147	126
New England	0	-7	-3	5	304	-4	+2	4	379	211	203	207
Middle Atlantic	+1	-6	-3	17	2,641	-7	+11	10	1,607	117	120	96
East North Central	+13	+2	+6	19	4,141	-5	-3	14	3,375	98	115	103
South Atlantic	+3	-1	+2	6	830	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+4	+7	-1	4	318	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-14	-18	+2	7	941	+2	+8	6	2,331	327	269	242
Petroleum	+14	-1	+2	28	6,654	-16	-11	28	4,467	67	91	75
Shoes and other footwear	-1	-19	+6	34	27,419	+14	+19	30	79,751	294	255	201
Tobacco products	+3	+8	+2	274	42,504	-4	-10	166	16,128	56	60	68
New England	+3	+10	+3	33	2,999	0	0	13	796	60	98	66
Middle Atlantic	+7	+11	+4	55	14,120	-12	-21	36	6,283	58	74	81
East North Central	+3	+8	+4	65	8,738	+7	0	38	2,752	54	58	59
West North Central	-4	+4	-2	38	4,779	-10	-3	31	2,068	54	60	57
South Atlantic	+7	+9	+4	25	5,655	+7	-4	20	2,567	55	60	63
East South Central	0	+1	+2	11	1,586	+8	-8	6	602	47	46	51
West South Central	-3	+4	-2	25	2,072	-4	-1	8	401	46	52	51
Mountain	0	+5	0	10	607	+17	-2	9	406	68	68	71
Pacific	-1	+5	-2	12	1,948	+7	-8	5	253	53	80	65
Wines and spirits[5]	+7	-5	+7	269	93,663	-10	-1	216	100,922	130	153	126
New England	-6	-7	+1	22	5,181	-14	-4	14	3,036	98	118	99
Middle Atlantic	+13	+7	+15	43	29,688	-5	-1	41	27,601	102	121	110
East North Central	+12	+10	+9	38	12,232	+9	+2	27	12,202	132	133	132
West North Central	+9	-3	+2	31	7,277	-16	-16	26	8,313	143	190	183
South Atlantic	0	-1	+3	42	13,246	-10	-1	39	15,791	126	137	125
East South Central	+1	+6	+2	13	3,168	0	-1	11	4,756	187	172	196
West South Central	+1	-3	-2	36	9,028	-19	+4	33	14,425	162	200	151
Mountain	+7	-15	+25	5	1,255	-6	+9	4	1,166	134	152	102
Pacific	+8	-34	+7	39	12,588	-22	+6	21	13,632	175	234	110
Miscellaneous	+6	-9	+2	31	8,840	-1	-4	19	8,764	128	139	132

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
Robert W. Burgess, *Director*

MAY 1953

FOR RELEASE
JULY 2, 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 4,338 wholesale establishments in various lines of business.

SALES

May 1953 sales of merchant wholesalers fell 5 percent below the previous month, but were up 4 percent over a year ago. Cumulative sales for the first five months of this year were 5 percent higher than sales of the corresponding period of 1952.

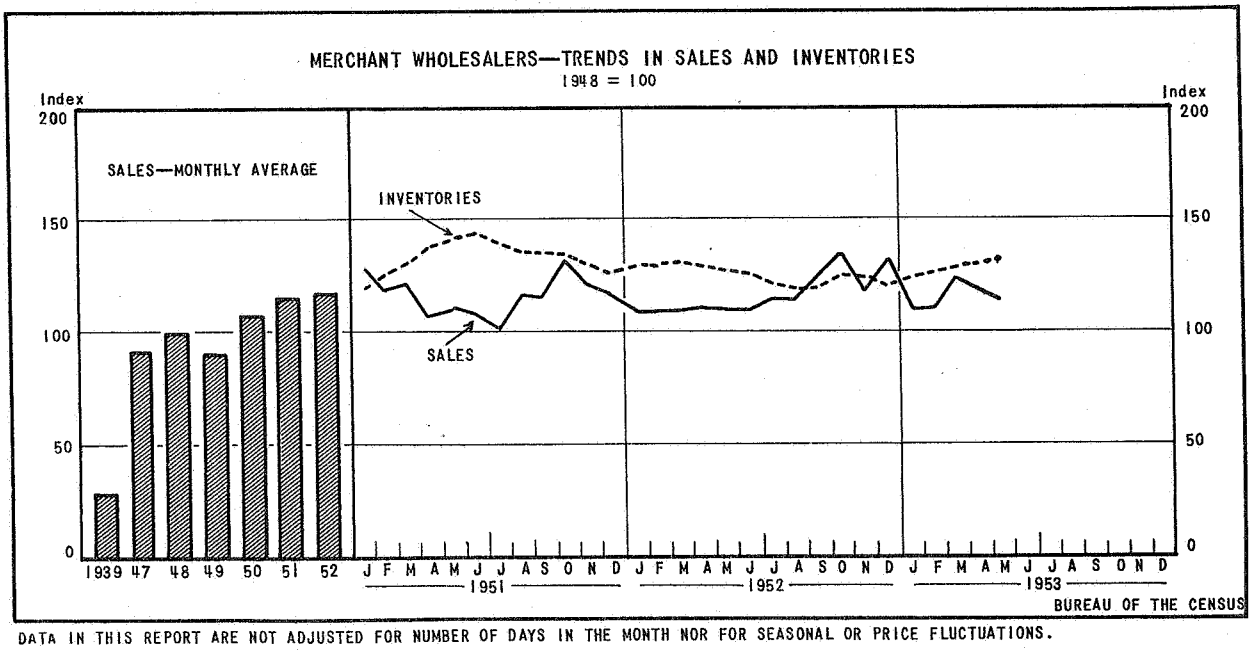
All geographic divisions reflected sales declines of 2 to 9 percent below April. Compared with a year ago, however, only two divisions--the East South Central (-1%) and the West South Central (-3%)--reported declines. The remaining seven divisions experienced gains ranging from 1 to 8 percent, with the Middle Atlantic Division showing the largest increase. Cumulative sales thus far this year in all divisions were ahead of the same five-month period of 1952 - the Mountain Division, up 9 percent, reflecting the principal increase.

Most of the 37 trades covered in this report experienced lower sales in May than in the previous month. Farm supplies, down 41 percent, reported the heaviest drop, while petroleum, down 21 percent, also showed a substantial decrease. Six trades, led by refrigeration equipment and parts (up 21 percent) indicated gains over April, while 3 trades--grocery retailer co-ops, meats and meat products, and tobacco products--showed practically no change. Twenty-three trades shown in this report reflected sales above a year ago. Substantial gains were indicated by industrial chemicals (27%), refrigeration equipment and parts (26%), and metals (25%). Declines below May 1952 sales, reported by 14 trades, varied from 1 to 8 percent, with the heaviest drop being shown by petroleum.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of May showed practically no change from stocks on hand April 30, but were up 5 percent over May 31, 1952. Based on the reports of 3,357 establishments submitting inventory figures along with sales data, the May stock-sales ratio of 174 percent was 7 points higher than that reported for the previous month and 1 point above the May 1952 ratio.

While the New England, East North Central, and Pacific Divisions indicated small inventory gains over a month earlier, the East South Central, West South Central, and Mountain Divisions reflected small declines. The Middle Atlantic, South Atlantic, and West North Central Divisions showed no change. All geographic divisions, however, reported heavier inventories than a year ago, such gains ranging from 3 percent in the New England and West South Central Divisions to 10 percent in the East South Central Division.



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

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

MAY 1953

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

Geographic division and kind of business	Sales: Percent change May 1953 from May 1952	Sales: Percent change May 1953 from Apr. 1953	Sales: Percent change 5 mo. 1953 from 5 mo. 1952[2]	Sales: May 1953 panel: Number of establishments reporting	Sales: May 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change May 1953 from May 1952	Inventory, end-of-month (at cost): Percent change May 1953 from Apr. 1953	Inventory, end-of-month (at cost): Number of establishments reporting	Inventory, end-of-month (at cost): Reported dollar values (add 000)	Stock sales ratios[1] (percent): May 1953	Stock sales ratios[1] (percent): May 1952	Stock sales ratios[1] (percent): Apr. 1953
United States, total[3]	+4	-5	+5	4,338	$823,631	+5	0	3,357	$1,190,516	174	173	167
New England	+7	-5	+5	260	36,883	+3	+1	178	42,709	156	161	145
Middle Atlantic	+8	-2	+6	766	162,400	+5	0	578	179,833	139	144	136
East North Central	+5	-3	+5	830	153,142	+5	+1	672	197,991	149	150	142
West North Central	+1	-9	+5	532	100,419	+4	0	404	176,971	205	198	188
South Atlantic	+3	-4	+4	556	97,875	+6	0	447	141,851	169	165	164
East South Central	-1	-4	+4	213	36,249	+10	-3	163	53,207	174	158	173
West South Central	-3	-8	+3	394	67,714	+3	-3	306	110,335	198	189	189
Mountain	+5	-4	+9	179	26,611	+9	-1	145	41,824	183	177	177
Pacific	+3	-5	+7	558	111,005	+4	+2	414	158,237	191	187	175
Automotive supplies	-5	-17	+8	387	18,538	-2	+1	215	20,061	273	280	269
New England	-5	-16	+16	21	643	-14	-2	8	415	247	279	231
Middle Atlantic	+5	-4	+6	46	1,161	-1	-2	43	2,753	264	277	266
East North Central	-1	-6	+5	77	3,938	-7	+3	61	6,118	237	255	239
West North Central	-4	-18	+8	95	4,301	-1	0	26	2,299	314	295	327
South Atlantic	-16	-28	+9	23	2,617	-4	0	16	1,602	315	306	306
West South Central	-23	-33	+5	12	1,452	+3	+3	7	1,761	343	297	320
Mountain	+4	-9	+13	27	960	+9	-2	17	1,310	337	322	338
Pacific	+12	-4	+9	83	3,058	0	0	36	3,768	269	290	249
Electrical group, total	+8	-7	+12	690	151,205	+8	+1	625	256,509	180	180	168
Full-line wholesalers	+8	-8	+11	447	117,630	+7	+2	440	213,894	184	185	167
New England	+12	-7	+8	33	6,619	-4	+1	33	12,494	189	220	172
Middle Atlantic	+17	-3	+6	51	13,165	-1	-1	49	25,368	195	231	192
East North Central	+8	-9	+9	91	26,358	+2	+2	90	43,914	167	177	152
West North Central	-1	-13	+11	44	9,391	+6	+2	44	19,539	208	194	177
South Atlantic	+7	-2	+10	79	22,658	+11	-1	77	37,332	168	163	167
East South Central	+23	-5	+23	26	6,291	+20	+3	25	10,694	175	161	163
West South Central	+1	-5	+12	48	11,912	+20	+3	48	25,855	217	183	200
Mountain	+17	-11	+20	20	4,004	+10	+6	20	7,520	188	198	157
Pacific	+6	-13	+16	55	17,232	+5	+9	54	31,178	183	183	147
Wiring supplies, construction materials distributors	+10	-2	+4	128	11,464	+12	0	93	13,378	158	158	153
New England	-5	-6	-8	13	742	-3	+4	4	225	145	155	151
Middle Atlantic	+14	+4	-1	29	1,286	-1	-2	23	2,011	178	205	190
East North Central	+3	-6	+1	31	3,564	+16	0	25	4,813	170	149	159
West North Central	+15	-1	+12	6	949	+26	+11	4	956	217	217	181
South Atlantic	+35	-2	+19	18	2,356	0	-3	15	2,085	97	135	99
South Central	+6	+21	-6	11	1,380	+19	0	7	1,274	172	149	191
Mountain	-15	-23	+8	6	342	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+11	-4	+13	14	845	+28	+5	13	1,679	200	174	184
Appliances and specialties wholesalers	+12	-4	+19	115	22,111	+18	-8	92	29,237	170	164	182
New England	+7	-12	+25	14	1,719	+37	-4	10	1,937	145	116	130
Middle Atlantic	+23	-12	+20	22	6,748	-7	-8	19	7,690	135	188	141
East North Central	+17	-1	+23	21	4,057	+37	-8	13	4,129	211	147	210
West North Central	+12	-23	+26	13	1,171	+30	+4	12	3,023	263	234	194
South Atlantic	+10	+16	+18	16	3,377	+27	-10	15	4,597	162	138	213
South Central	+4	+28	+14	11	2,085	+5	-31	9	2,502	123	120	228
Mountain	-2	-4	+10	7	1,024	+36	0	7	2,508	245	176	236
Pacific	-7	-10	+17	11	1,930	+56	+3	7	2,851	233	142	209
Furniture and house furnishings	+10	-6	+10	82	15,166	+18	-1	63	26,451	202	188	190
Middle Atlantic	+14	-1	+1	15	2,353	+13	+5	10	4,379	248	247	230
East North Central	+22	-1	+9	9	2,581	+14	-5	8	4,255	179	194	187
West North Central	-1	-14	+2	12	2,073	+24	-3	12	4,735	228	184	203
South Atlantic	+6	+4	+6	12	1,107	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+7	-18	+24	10	1,112	+25	+2	10	2,697	243	207	195
Mountain	+1	-2	+8	7	1,218	+11	-4	5	1,923	206	187	210
Pacific	+7	-7	+17	11	3,588	+30	+1	9	5,849	174	143	159
Hardware	+6	-3	+4	173	68,127	+6	0	144	152,406	261	262	255
Middle Atlantic	+9	+2	+3	36	10,264	+19	-4	30	18,821	208	194	221
East North Central	+9	-6	+12	33	13,545	+6	0	30	30,228	247	260	235
West North Central	+13	-4	-1	18	11,280	-3	+5	18	33,840	300	350	273
South Atlantic	+7	+6	0	24	6,423	0	-6	20	11,455	229	241	269
East South Central	+8	-4	+3	15	4,836	+9	-6	13	10,027	230	194	233
West South Central	-4	-4	0	15	5,337	+7	-5	9	8,725	259	248	274
Mountain	-4	-3	-2	8	2,335	+16	-2	5	3,866	360	289	352
Pacific	+4	-5	+7	21	13,556	+11	+2	16	34,431	301	277	277
Industrial supplies	+2	-4	0	135	21,044	-6	0	107	33,734	187	201	181
New England	+1	-4	0	15	1,429	-2	-3	12	2,407	215	219	212
Middle Atlantic	-4	0	-8	29	4,008	-7	+2	23	6,879	187	198	182
East North Central	+17	-4	+5	20	5,019	-4	+1	18	7,448	152	187	144
West North Central	+8	-10	+10	9	1,322	-11	+6	8	1,938	181	209	167
South Atlantic	+2	+1	-5	17	1,630	-1	+1	14	3,387	224	228	222
East South Central	-1	+2	-3	10	2,166	+1	0	9	3,855	183	179	187
West South Central	-9	-9	-1	28	4,465	-11	-2	18	6,232	222	217	200
Pacific	+9	+6	+2	7	1,005	-2	-1	5	1,588	193	209	206
Jewelry	+5	-2	-2	131	6,148	+2	-3	78	13,170	298	297	302
New England	+6	-12	+4	8	380	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-2	-1	-12	39	2,059	+9	-3	18	3,406	276	230	295
East North Central	+3	-10	+7	41	1,405	+3	+1	28	4,313	346	358	311
West North Central	+2	-16	+1	12	608	-7	-5	11	1,992	328	358	291
South Atlantic	+2	-13	-6	6	216	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+10	+21	+9	5	181	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+21	+24	+1	17	1,291	+2	-8	11	2,568	251	280	327

See footnotes at end of table.

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

MAY 1953

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

Geographic division and kind of business	Sales: Percent change, May 1953 from-- May 1952	Sales: Percent change, May 1953 from-- Apr. 1953	Sales: 5 mo. 1953 from 5 mo. 1952[2]	Sales: May 1953 panel: Number of establishments reporting	Sales: May 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, May 1953 from-- May 1952	Inventory, end-of-month (at cost): Percent change, May 1953 from-- Apr. 1953	Inventory, end-of-month (at cost): May 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): May 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): May 1953	Stock-sales ratios[1] (percent): May 1952	Stock-sales ratios[1] (percent): Apr. 1953
Lumber and building materials	-1	-7	+3	80	$13,813	+14	-1	60	$14,551	145	122	132
Middle Atlantic	-5	-17	+2	19	3,211	-3	+1	11	1,343	67	59	47
East North Central	-5	+1	+8	11	1,377	+13	+8	9	1,434	123	104	113
West North Central	+19	+17	+5	6	683	+7	+3	4	404	121	146	117
South Atlantic	-3	-9	0	12	1,814	+5	0	10	1,678	173	160	169
East South Central	+2	+3	+11	4	940	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+1	-8	+2	7	2,287	+5	-7	6	3,798	182	174	182
Pacific	+5	-8	+3	7	1,437	+27	+10	6	2,237	158	130	131
Machinery equipment, supplies (except electrical)	-2	-9	-4	52	8,026	+6	+2	41	17,112	249	237	214
New England	+2	-4	+3	4	283	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-5	-12	-13	7	1,338	+1	+3	4	1,964	158	148	134
East North Central	-14	+23	-7	9	1,311	+7	+2	6	1,422	175	163	168
South Atlantic	+4	-6	+2	7	882	-3	-3	6	2,250	277	307	269
Pacific	+1	-5	-7	7	1,352	+6	+7	5	2,038	205	199	200
Metals	+25	-5	+22	45	16,708	+26	+2	41	27,523	168	167	156
Paints and varnishes	+11	+5	+11	48	6,891	-5	-2	44	16,149	239	281	256
Plumbing and heating supplies	-3	+3	-5	136	17,109	+5	+1	114	31,778	207	191	213
New England	-14	+7	-3	7	280	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+5	+4	-1	32	2,377	0	+2	24	4,059	198	209	206
East North Central	+3	-2	+3	15	1,312	+1	+8	13	2,980	263	265	235
West North Central	+10	+8	+7	16	1,449	-3	-3	14	3,008	223	254	251
South Atlantic	-2	+6	-7	39	7,996	+6	+1	39	14,991	187	174	197
East South Central	-19	-4	-13	10	1,708	+27	-1	9	3,420	203	130	195
Pacific	-2	-12	-1	5	1,051	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+26	+21	+15	72	2,594	0	-2	61	4,082	205	270	254
Middle Atlantic	+35	+19	+12	15	966	0	-2	12	1,218	162	227	197
East North Central	+10	+14	+9	17	261	+3	-3	12	523	291	332	352
West North Central	+12	+9	+18	5	181	-12	-2	5	399	220	278	246
South Atlantic	+54	+36	+25	22	678	+1	-6	22	1,143	169	258	243
Pacific	-2	-6	+2	9	203	+9	+4	8	629	466	349	431
Surgical, medical, equipment, supplies	+5	-5	+3	32	5,041	+13	+2	25	6,154	137	129	128
Middle Atlantic	+2	-11	+4	7	954	+50	+1	5	1,126	140	97	123
East North Central	+11	+1	-1	10	2,276	+9	+3	7	2,597	128	130	126
South Atlantic	+11	-12	+16	5	790	+11	+2	5	1,106	140	141	121
South Central	-2	-4	+8	5	645	-1	-3	4	756	138	136	132
Beer	+4	+11	+2	35	1,844	-19	-5	29	789	47	62	56
Middle Atlantic	+3	+12	+1	7	434	+19	+39	6	114	27	23	21
East North Central	-3	+10	+1	10	566	-15	-10	10	225	40	46	49
West North Central	-3	+19	-2	5	124	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+32	+14	+5	4	428	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-12	0	-5	7	235	-30	-8	6	129	66	84	71
Chemicals, industrial	+27	-8	+20	15	3,055	-4	+7	12	1,706	61	82	52
Clothing and furnishings (except shoes)	+3	-6	-4	19	3,137	+22	+3	13	4,593	210	175	170
Coal	+4	-9	-5	18	2,974	+17	+20	17	4,403	145	127	110
Confectionery	-2	-5	0	41	1,379	0	-8	23	765	106	105	103
Middle Atlantic	-1	+2	+1	8	416	-1	-5	4	199	93	91	101
East North Central	+2	+6	+2	4	116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	0	-14	+4	10	233	+4	-7	6	174	104	103	93
East South Central	-4	-6	-4	10	218	-11	-31	5	25	56	62	78
Dairy and poultry products	+7	+7	+2	23	7,508	+20	+26	19	3,401	54	48	45
Drugs and sundries (liquor excluded)	+3	-5	+5	200	60,399	+3	-3	161	94,044	192	190	188
New England	+4	-4	+2	12	2,864	-2	0	10	3,912	178	184	177
Middle Atlantic	+6	-3	+5	27	10,901	+1	-4	19	11,378	166	173	165
East North Central	+4	-3	+5	27	10,177	+8	+1	20	13,849	177	172	171
West North Central	-3	-6	+4	18	5,878	+3	+1	16	9,410	187	176	174
South Atlantic	+2	-7	+6	31	6,827	+9	-3	24	11,523	211	195	203
East South Central	-3	-6	+5	16	3,366	0	-7	12	5,355	196	188	197
West South Central	+2	-4	+5	31	7,670	+2	-6	26	14,223	223	223	226
Mountain	-2	-4	+2	12	1,965	-1	-4	10	4,531	244	240	243
Pacific	+4	-5	+8	26	10,751	+3	-3	24	19,863	186	189	181
Dry goods	+9	-5	+9	165	36,313	+14	-7	135	75,287	251	237	256
New England	+3	-15	0	5	501	+23	-5	5	842	168	141	151
Middle Atlantic	+21	+4	+13	46	7,016	+16	+3	35	9,972	232	236	250
East North Central	+18	-7	+18	14	3,993	+30	+1	14	7,511	188	171	172
West North Central	+4	-7	+9	18	12,168	+14	-14	16	33,703	279	254	302
South Atlantic	+4	-5	+4	25	3,671	+8	-2	19	7,973	243	237	233
East South Central	+4	-6	0	15	1,399	+16	+2	10	3,555	335	300	305
West South Central	-6	-12	+2	14	1,928	+7	-4	14	4,822	250	221	230
Mountain	-1	-8	+3	6	462	+14	+1	5	1,478	360	309	318
Pacific	+15	-7	+12	22	5,175	+8	-1	17	5,431	224	238	216
Farm supplies	-2	-41	-11	18	2,974	-11	-5	9	920	86	99	84
Fresh fruits and vegetables	-1	+11	-4	61	6,879	0	-10	39	988	23	23	30
New England	-20	+8	-16	5	330	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+3	+15	-8	18	1,659	-7	-18	10	194	24	25	34
East North Central	+4	+27	+5	15	2,643	+11	+1	8	168	11	12	22
West North Central	-3	-4	-9	7	651	+11	-7	7	200	31	27	32
South Atlantic	+2	+13	-5	4	278	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-14	+2	-12	4	282	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-5	-8	-7	5	760	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

MAY 1953

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

Geographic division and kind of business	Sales: Percent change, May 1953 from-- May 1952	Sales: Percent change, May 1953 from-- Apr. 1953	Sales: Percent change, 5 mo. 1953 from 5 mo. 1952[2]	Sales: May 1953 panel: Number of establishments reporting	Sales: May 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, May 1953 from-- May 1952	Inventory, end-of-month (at cost): Percent change, May 1953 from-- Apr. 1953	Inventory, end-of-month (at cost): May 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): May 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): May 1953	May 1952	Apr. 1953
Groceries, total	-2	-5	+3	852	$135,192	+1	-1	683	$137,958	133	129	128
Nonaffiliated full-line wholesalers[4]	-4	-5	0	546	53,313	-1	-4	458	57,444	131	128	130
New England	+4	+6	+5	7	1,628	+9	-7	6	2,574	166	160	190
Middle Atlantic	+1	0	+5	19	2,913	+2	-3	12	3,088	130	132	133
East North Central	-1	+1	-4	132	9,595	-1	+7	125	11,100	126	127	121
West North Central	-6	-8	+2	57	5,881	+1	-4	44	6,686	145	137	138
South Atlantic	-5	-8	-1	59	7,061	+1	-6	34	5,955	132	124	130
East South Central	-11	-6	-4	39	4,034	-3	-1	30	4,152	134	122	128
West South Central	-7	-9	+1	100	11,624	-4	-8	78	11,273	126	124	126
Mountain	-2	-2	+4	25	2,577	+1	-4	23	3,504	145	140	149
Pacific	-2	-9	-3	108	8,000	-3	-8	106	9,112	121	121	121
Voluntary-group wholesalers	-1	-6	+5	195	56,162	+3	0	147	57,077	136	129	128
New England	+8	0	+7	11	3,831	+9	-2	8	2,249	122	112	120
Middle Atlantic	0	-2	0	35	11,520	+2	-4	25	8,265	124	126	132
East North Central	-3	-11	+6	43	9,983	+4	-3	29	8,562	113	105	102
West North Central	-4	-8	+7	63	17,458	+4	+6	62	27,719	159	147	138
South Atlantic	-2	-7	+2	11	2,620	+4	-10	5	1,697	126	118	133
Pacific	0	-7	+5	24	5,970	+5	-6	10	2,749	122	109	127
Retailer-cooperative warehouses	+5	0	+8	18	10,808	+7	+4	11	5,824	102	100	98
Specialty lines wholesalers	+1	-5	+7	93	14,909	+1	+1	67	17,613	146	148	137
New England	-16	-8	-5	5	160	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+2	-4	+6	21	3,721	+16	-3	14	4,058	130	113	128
East North Central	-9	+7	-5	10	693	+14	0	7	309	70	67	75
South Atlantic	+6	0	+2	14	1,809	-4	-8	10	1,490	90	101	98
East South Central	-7	-1	-4	5	555	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	0	+2	+17	5	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-7	-14	+5	27	6,071	-7	+5	23	9,845	210	212	171
Leather and shoe findings	-7	-7	0	25	498	-1	+1	14	1,192	387	370	375
Middle Atlantic	+6	-8	+3	5	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-2	-11	-2	4	58	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-14	-8	-6	4	50	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-7	-7	-4	7	287	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-4	0	-7	38	21,159	-7	-3	34	8,944	48	51	49
Middle Atlantic	+5	+3	-5	10	3,812	+20	+16	10	2,315	61	53	54
East North Central	-5	-1	-9	12	9,476	-12	-14	11	4,349	49	52	56
South Central	+12	-4	+10	4	3,158	-21	+5	4	1,422	45	64	41
Pacific	-19	0	-15	5	3,775	-18	+1	4	671	31	32	27
Paper and its products	+5	-6	+2	62	9,226	-2	+3	40	9,411	149	159	136
New England	+16	+11	+1	4	320	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+13	0	0	18	2,992	-7	+1	10	1,948	109	137	112
East North Central	+5	-10	+6	17	3,475	-4	+1	12	2,784	98	109	88
South Atlantic	+5	-7	+2	7	795	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+7	-11	0	5	450	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-18	-8	-2	7	865	+8	+10	6	2,561	422	295	327
Petroleum	-8	-21	0	28	5,276	-2	+13	28	5,054	96	90	67
Shoes and other footwear	+3	-13	+5	35	24,386	+8	-3	31	77,544	321	306	289
Tobacco products	-2	0	+2	269	41,624	+7	+7	160	16,743	60	55	56
New England	+2	+5	+3	31	3,106	0	+25	12	800	72	77	64
Middle Atlantic	-2	+1	+3	55	14,161	+13	+13	33	6,844	63	55	57
East North Central	0	+1	+3	58	7,903	+8	+2	36	2,737	55	50	55
West North Central	-4	+2	-3	42	4,955	-5	+6	31	2,180	55	56	53
South Atlantic	-1	-4	+3	25	5,459	+6	+1	21	2,723	61	56	57
East South Central	-5	-1	0	14	1,741	+16	-1	8	539	49	41	50
West South Central	-5	-4	-2	25	1,992	-6	-4	8	387	49	47	46
Mountain	-1	+3	0	8	476	+12	-4	7	310	67	60	72
Pacific	-6	-4	-3	11	1,831	+9	-4	4	223	49	50	53
Wines and spirits[5]	+7	-1	+7	286	95,458	-6	+4	233	109,068	137	155	128
New England	+17	-4	+4	20	4,841	-12	+1	13	3,005	100	125	93
Middle Atlantic	+11	0	+14	49	32,019	-2	+2	46	32,987	112	125	109
East North Central	+12	+5	+9	41	13,169	0	+3	32	14,828	133	149	130
West North Central	+11	+14	+4	33	7,716	+6	+22	29	9,763	169	180	145
South Atlantic	-1	-12	+2	45	13,037	-6	+12	43	18,569	145	154	116
East South Central	+8	-17	+3	14	2,733	+5	+5	11	5,012	234	242	187
West South Central	-7	-8	-3	34	7,062	-23	-12	28	10,572	160	193	168
Mountain	+14	-4	+23	15	2,480	+5	+6	13	2,849	142	157	128
Pacific	+6	+10	+7	35	12,401	-21	+1	18	11,483	167	215	174
Miscellaneous	-1	-7	+2	31	8,180	+17	-2	19	8,585	136	117	127

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
Robert W. Burgess, *Director*

JUNE 1953

FOR RELEASE
AUGUST 5, 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 4,357 wholesale establishments in various lines of business.

SALES

June 1953 sales of merchant wholesalers increased 4 percent over the previous month and were 8 percent above a year ago. Cumulative sales for the first six months of 1953 were 6 percent higher than the first half 1952 sales.

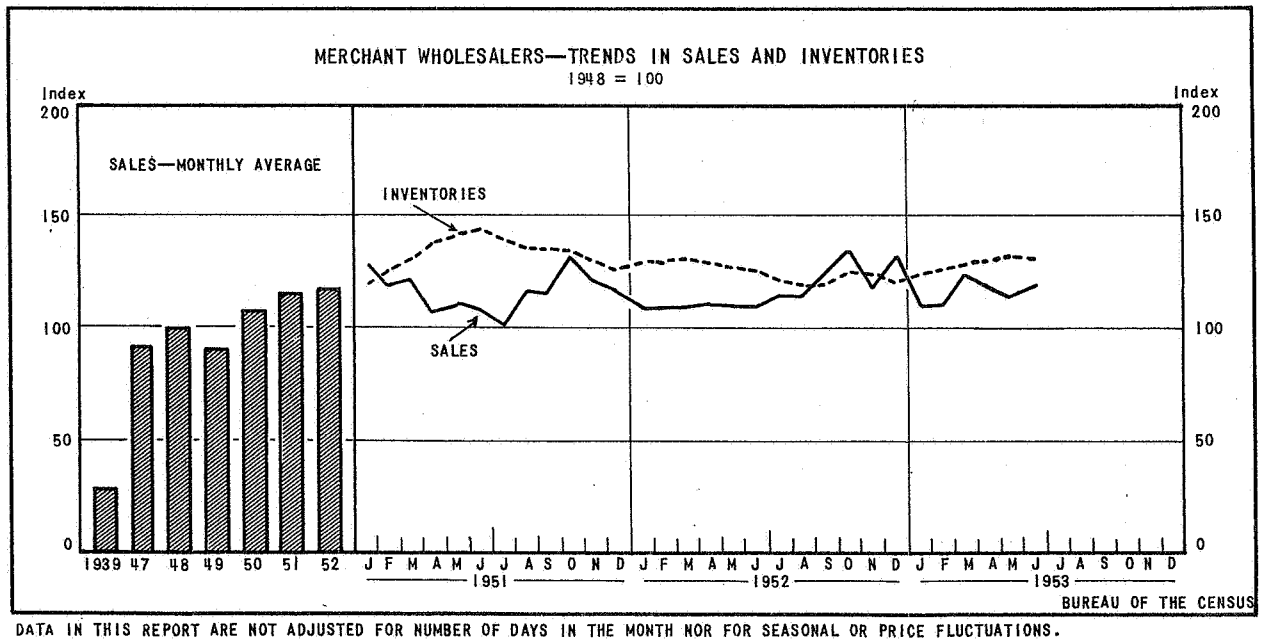
All geographic divisions experienced sales gains over May 1953 as well as June a year ago. The Mountain Division--up 9 percent over May and 14 percent higher than last June--registered the largest gains over both periods. The Pacific Division reported the smallest increases--2 percent over the previous month and 3 percent above June 1952. In all divisions, cumulative sales for the first half of 1953 were above sales in the corresponding period of last year, the principal increase (10%) being shown in the Mountain Division.

Of the 37 kinds of business covered in this report, 25 trades, led by automotive supplies, experienced sales gains of 1 to 24 percent over the previous month. Machinery equipment and supplies, confectionery, and dry goods reported sales at the same level as a month earlier, while nine trades indicated declines--the sharpest drop (19%) being shown by farm supplies. All durable goods trades reflected increased sales over a year ago. However, four nondurable goods trades--farm supplies (-14%), leather and shoe findings (-5%), fresh fruits and vegetables (-3%), and beer (-1%)--reported declines, and one trade, meat and meat products, remained at the same sales level as a year ago. First half 1953 sales were ahead of a year ago in 28 of the 37 trades, with metals and industrial chemicals sharing the principal increase, 21 percent.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of June showed practically no change from stocks on hand May 31, but were 7 percent above inventories of June 30, 1952. Based on the reports of 3,304 establishments submitting inventory figures in conjunction with sales data, the June stock-sales ratio of 167 percent was 7 points below that reported for the previous month and 1 point lower than the June 1952 ratio.

Inventories in the Mountain Division were reduced 6 percent from a month earlier, reflecting the sales gains noted above for this Division. While four other divisions also reported declines and two Divisions showed increases, these inventory changes were all within 2 percent. All geographic divisions reported larger inventories than on hand a year ago, such increases ranging from 3 percent in the New England Division to 10 percent in the East South Central Division.



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

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WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 1953

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

Geographic division and kind of business	Sales: Percent change June 1953 from-- June 1952	Sales: Percent change June 1953 from-- May 1953	Sales: 6 mos. 1953 from 6 mos. 1952[2]	Sales: June 1953 panel: Number of establishments reporting	Sales: June 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change June 1953 from-- June 1952	Inventory, end-of-month (at cost): Percent change June 1953 from-- May 1953	Inventory, end-of-month (at cost): June 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): June 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): June 1953	Stock-sales ratios[1] (percent): June 1952	Stock-sales ratios[1] (percent): May 1953
United States, total	+8	+4	+6	4,357	$853,460	+7	0	3,304	$1,140,563	167	168	174
New England	+12	+7	+6	259	37,905	+3	0	186	42,070	155	168	165
Middle Atlantic	+12	+4	+7	769	167,984	+8	+2	565	178,113	134	142	140
East North Central	+11	+5	+6	847	160,218	+6	-2	677	185,318	139	146	147
West North Central	+5	+6	+5	538	107,371	+7	+1	392	172,672	193	191	203
South Atlantic	+6	+3	+4	550	93,870	+11	0	427	131,146	172	164	174
East South Central	+6	+6	+5	203	38,061	+10	-2	148	47,654	157	150	171
West South Central	+4	+4	+3	397	73,027	+7	-1	299	104,459	185	175	192
Mountain	+14	+9	+10	180	31,069	+5	-6	145	40,432	152	164	178
Pacific	+3	+2	+6	563	111,880	+6	-2	414	147,054	183	177	190
Automotive supplies	+11	+24	+8	386	22,106	-1	0	222	18,356	255	269	269
New England	+8	+21	+14	21	779	0	+23	17	850	263	242	236
Middle Atlantic	+8	+5	+6	48	1,173	-3	-3	45	2,664	252	279	272
East North Central	+14	+17	+7	76	4,222	-1	+1	59	5,760	224	246	240
West North Central	+3	+28	+7	82	4,962	+1	-5	11	835	263	294	314
South Atlantic	+18	+45	+11	25	3,933	+5	+2	18	1,875	282	288	303
West South Central	+13	+59	+6	14	2,293	-3	-2	9	1,482	275	255	299
Mountain	+42	+9	+17	27	1,044	+10	-2	17	1,285	327	314	337
Pacific	+1	-1	+7	90	2,983	-3	-1	43	3,573	273	293	269
Electrical group, total	+9	+9	+11	701	166,187	+13	-4	633	248,206	158	153	180
Full-line wholesalers	+9	+10	+11	449	129,772	+12	-4	442	204,629	159	155	183
New England	+10	+9	+8	34	7,439	-3	-4	34	12,516	168	190	191
Middle Atlantic	+12	+8	+7	62	19,256	+6	-2	60	29,143	153	163	169
East North Central	+10	+9	+10	92	28,628	+7	-3	91	42,201	148	152	166
West North Central	+6	+17	+11	45	10,972	+8	-8	45	17,884	163	161	208
South Atlantic	+1	+3	+8	66	18,611	+19	-5	64	31,083	172	147	186
East South Central	+6	+13	+20	26	7,118	+26	-6	25	10,099	146	122	175
West South Central	+11	+25	+12	47	14,581	+20	-9	47	23,075	158	146	219
Mountain	+21	+7	+20	21	4,660	+22	+1	21	8,071	173	172	184
Pacific	+9	+6	+15	56	18,507	+13	-2	55	30,557	166	160	182
Wiring supplies, construction materials distributors	+15	+7	+6	135	12,986	+13	-2	96	13,838	143	151	158
New England	+13	+15	-4	14	916	+3	+6	5	387	149	181	174
Middle Atlantic	+10	+7	0	28	1,285	+6	+1	19	1,810	176	184	186
East North Central	+17	+12	+4	33	4,236	+13	-1	27	5,086	146	152	169
West North Central	+3	+16	+10	9	1,345	+14	-6	6	1,182	168	169	226
South Atlantic	+21	-10	+19	19	2,102	+9	+1	16	1,968	105	116	92
South Central	+19	+6	-2	12	1,836	+16	-7	7	1,591	133	148	164
Mountain	+10	+20	+8	6	410	+1	-4	3	321	124	134	168
Pacific	+21	+8	+14	14	856	+28	-3	13	1,493	176	166	196
Appliances and specialties wholesalers	+7	+5	+17	117	23,429	+22	-1	95	29,739	155	138	168
New England	+35	+14	+26	14	1,926	+30	+6	11	2,198	140	147	150
Middle Atlantic	+9	+2	+18	24	8,416	+13	+7	18	8,131	141	143	135
East North Central	+13	+14	+21	19	2,767	+23	+2	14	3,941	172	160	204
West North Central	+15	+17	+24	14	1,398	+25	-5	12	2,877	213	195	263
South Atlantic	-1	-7	+14	16	3,124	+48	+11	15	5,086	198	130	162
South Central	-1	+9	+11	12	2,490	+3	-9	10	2,623	107	102	129
Mountain	+21	+14	+13	8	1,597	+17	-15	8	2,598	163	169	218
Pacific	-14	+3	+11	10	1,711	+28	-27	7	2,285	145	95	210
Furniture and house furnishings	+3	-7	+9	81	14,084	+19	-5	63	25,940	212	185	207
Middle Atlantic	+5	-6	+1	13	1,942	+13	-4	9	3,736	270	261	263
East North Central	+13	-10	+10	8	2,146	+6	-6	7	3,774	194	209	184
West North Central	+1	-9	+2	12	1,882	+24	+1	12	4,783	254	206	228
South Atlantic	+4	-1	+5	12	1,100	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+1	-6	+19	12	1,743	+27	-13	12	3,645	209	166	226
Mountain	+3	-5	+8	6	988	+9	-8	5	1,760	201	193	206
Pacific	-1	-7	+14	12	3,444	+34	-4	10	5,942	184	136	178
Hardware	+11	+2	+5	167	68,370	+8	0	130	147,754	254	260	263
Middle Atlantic	+14	0	+5	36	10,252	+12	0	21	15,524	200	204	206
East North Central	+15	+3	+12	32	13,806	+9	-2	29	29,278	235	246	247
West North Central	+18	+6	+2	19	11,978	-2	-2	19	33,113	276	334	300
South Atlantic	0	-14	0	21	4,576	+4	+5	17	10,758	276	264	223
East South Central	+11	+13	+4	13	5,499	+15	+1	11	10,163	202	199	230
West South Central	+4	+6	0	12	5,262	+15	+4	7	7,711	259	238	244
Mountain	+5	+1	-1	8	2,347	+7	-5	4	3,212	337	289	361
Pacific	+6	+4	+6	23	14,206	+17	0	19	36,988	291	268	307
Industrial supplies	+9	+3	+1	137	22,863	+1	+1	108	37,001	190	198	192
New England	+5	-3	+1	10	1,251	0	0	9	2,679	235	242	224
Middle Atlantic	+4	0	-6	27	4,036	-1	+2	19	6,318	193	203	184
East North Central	+13	-1	+6	25	5,514	+10	+4	23	8,818	164	169	156
West North Central	0	+2	+8	10	1,436	-2	+2	8	1,972	171	174	181
South Atlantic	+19	+10	-1	20	2,102	+4	+2	16	4,160	218	253	238
East South Central	+3	+4	-2	9	2,419	-1	-2	8	4,134	175	181	186
West South Central	+17	+9	+2	26	4,817	-1	-1	16	5,997	199	193	220
Pacific	-7	-2	-0	10	1,288	-10	0	9	2,923	240	243	234
Jewelry	+7	-13	-1	132	5,306	+4	+2	81	13,802	356	359	289
New England	0	-1	+4	8	376	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+10	-10	-9	41	1,791	+11	-3	19	3,313	331	295	276
East North Central	+28	+3	+10	42	1,530	+10	+4	30	4,521	326	396	326
West North Central	-8	-32	0	13	456	-1	+2	11	2,148	478	449	319
South Atlantic	+5	+14	-5	5	182	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+3	-18	+8	5	148	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-14	-35	-1	15	814	-6	+2	12	2,996	377	347	237

See footnotes at end of table.

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

JUNE 1953

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

Geographic division and kind of business	Sales: Percent change: June 1953 from-- June 1952	Sales: Percent change: June 1953 from-- May 1953	Sales: Percent change: 6 mos. 1953 from 6 mos. 1952[2]	Sales: June 1953 panel: Number of establishments reporting	Sales: June 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change[1]: June 1953 from-- June 1952	Inventory, end-of-month (at cost): Percent change[1]: June 1953 from-- May 1953	Inventory, end-of-month (at cost): June 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): June 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): June 1953	Stock-sales ratios[1] (percent): June 1952	Stock-sales ratios[1] (percent): May 1953
Lumber and building materials	+9	+12	+4	81	$ 15,598	+4	-9	60	$ 13,276	111	121	145
Middle Atlantic	+19	+18	+5	19	3,787	-2	+4	11	1,403	54	65	67
East North Central	+6	+16	+7	12	1,827	+17	0	9	1,434	105	93	123
West North Central	-22	-14	-1	7	631	+8	-2	4	398	126	97	120
South Atlantic	-2	-2	-1	12	1,774	+18	+1	10	1,700	172	156	173
South Central	-1	-13	+9	4	786	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+24	+40	+6	7	3,197	-17	-26	6	2,792	92	145	182
Pacific	+14	+5	+5	7	1,512	-5	-6	6	2,094	140	168	158
Machinery equipment, supplies (except electrical)	+4	0	-3	59	9,252	+1	-1	45	17,945	235	242	238
New England	+17	+6	+5	5	457	-15	+1	4	976	294	418	317
Middle Atlantic	+48	+16	-6	8	1,572	+7	+1	5	1,994	135	191	157
East North Central	+14	-5	-3	12	1,875	+5	+4	9	2,241	154	171	146
South Atlantic	+6	-10	+3	7	791	-6	-5	6	2,147	294	328	277
South Central	-33	-13	-3	14	1,185	+4	-1	13	7,141	611	397	529
Pacific	-22	-12	-10	9	1,503	-4	-1	5	1,965	303	189	200
Metals	+18	-1	+21	43	16,661	+29	+1	39	27,551	169	156	166
Paints and varnishes	+11	-6	+11	49	6,507	-1	+7	45	17,450	274	306	242
Plumbing and heating supplies	+13	+10	-2	136	19,410	+4	-5	116	31,024	178	192	204
New England	+3	+19	-2	6	274	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+10	+11	+1	32	2,726	+3	-1	25	4,257	179	193	202
East North Central	+10	+10	+4	16	1,553	+1	-7	14	2,979	216	234	260
West North Central	+20	-6	+10	16	1,812	+1	-4	14	3,309	196	232	189
South Atlantic	+16	+10	-3	39	8,807	+5	-6	39	14,103	160	176	187
East South Central	+8	+13	-10	10	1,934	+5	-8	9	3,145	165	170	203
Pacific	+24	+26	+4	5	1,324	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+25	+13	+17	74	3,529	+10	+3	62	4,556	167	185	176
Middle Atlantic	+28	+10	+16	15	1,059	+15	+4	12	1,262	160	176	162
East North Central	+11	+48	+10	18	446	+9	+2	13	609	177	192	272
West North Central	+74	+46	+28	5	264	+34	+11	5	443	168	218	220
South Atlantic	+11	+4	+21	25	1,051	+6	+2	25	1,728	164	172	169
South Central	+47	+6	+17	4	493	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+39	+11	+7	4	122	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies	+17	+11	+5	35	5,906	+9	-2	30	6,842	124	134	141
New England	+15	+6	-5	5	689	+3	-2	5	1,258	182	204	197
Middle Atlantic	+51	+33	+10	6	1,165	+15	-10	5	1,017	94	129	140
East North Central	+14	+8	+1	9	2,324	+11	0	6	2,256	110	114	120
South Atlantic	+14	+4	+16	6	890	+13	+3	6	1,243	140	141	142
Beer	-1	+12	+1	37	1,932	-14	-4	30	714	43	50	49
Middle Atlantic	-11	+6	-2	8	485	+25	-7	7	111	23	17	26
East North Central	-5	+8	0	10	454	-30	-6	9	157	37	50	42
West North Central	+5	+40	0	4	174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+8	+10	+6	5	476	-6	+17	4	256	61	72	56
Pacific	-4	+11	-5	7	261	-25	+7	6	138	61	81	66
Chemicals, industrial	+23	+6	+21	14	3,042	+2	+3	12	1,759	60	73	61
Clothing and furnishings (except shoes)	+1	-7	+7	22	2,961	+10	+5	13	4,704	255	239	226
Coal	+2	+4	-4	20	3,323	+3	+11	17	4,907	156	153	149
Confectionery	+5	0	+1	37	1,270	+9	+2	21	699	103	98	100
Middle Atlantic	+5	+1	+2	6	353	+6	+8	4	216	101	100	93
East North Central	+15	+4	+4	4	121	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+7	+2	+5	10	238	+20	-2	6	170	102	91	104
East South Central	+11	0	-2	9	214	-9	-5	4	21	48	55	52
Dairy and poultry products	+21	+7	+5	25	8,005	+14	+22	17	4,132	62	65	56
Drugs and sundries (liquor excluded)	+8	+3	+6	202	61,890	(4)	(4)	(4)	(4)	(4)	(4)	(4)
New England	+12	+9	+4	13	2,969							
Middle Atlantic	+7	-1	+6	27	10,742							
East North Central	+13	+8	+7	28	11,066							
West North Central	+2	+5	+4	18	5,826							
South Atlantic	+9	+3	+6	30	6,915							
East South Central	+6	+3	+5	16	3,478							
West South Central	+8	+2	+5	30	7,700							
Mountain	+5	+4	+2	14	3,118							
Pacific	+7	+2	+7	26	10,076	(4)	(4)	(4)	(4)	(4)	(4)	(4)
Dry goods	+8	0	+9	168	36,613	+20	+7	138	80,687	262	237	248
New England	+2	-4	+1	7	674	+35	-1	7	1,201	178	136	174
Middle Atlantic	+8	-10	+12	51	6,729	+18	+1	39	10,983	230	210	228
East North Central	+18	+9	+18	15	4,398	+35	+8	15	8,343	190	165	191
West North Central	+6	0	+9	18	12,198	+18	+5	16	35,501	293	262	279
South Atlantic	+5	-5	+4	23	3,408	+15	+15	17	9,073	298	276	248
East South Central	+13	-2	+2	15	1,366	+11	+4	10	3,698	358	363	335
West South Central	+2	+3	+2	13	2,072	+20	+20	13	5,211	251	213	216
Mountain	+1	0	+2	6	464	+9	-2	6	1,535	331	304	340
Pacific	+10	+8	+12	20	5,304	+25	+9	15	5,142	233	212	220
Farm supplies	-14	-19	-11	19	2,620	-14	-6	10	892	66	64	72
Fresh fruits and vegetables	-3	+16	-4	59	7,895	+2	+1	37	1,193	25	23	28
New England	-8	+40	-14	4	294	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-8	+12	-8	16	1,746	+8	+21	8	222	30	26	26
East North Central	+3	+21	+4	14	3,040	+4	+7	8	364	26	25	31
West North Central	+5	+11	-8	7	723	+6	-6	7	189	26	23	31
South Atlantic	-3	-2	-5	5	307	-22	+6	4	35	13	16	12
East South Central	+3	+23	-9	5	360	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-2	+18	-5	5	1,175	-18	-23	4	111	10	12	16

See footnotes at end of table.

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

JUNE 1953

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

Geographic division and kind of business	Sales: Percent change June 1953 from-- June 1952	Sales: Percent change June 1953 from-- May 1953	Sales: 6 mos. 1953 from 6 mos. 1952[2]	Sales: June 1953 panel: Number of establishments reporting	Sales: June 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change June 1953 from-- June 1952	Inventory, end-of-month (at cost): Percent change June 1953 from-- May 1953	Inventory, end-of-month (at cost): June 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): June 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): June 1953	June 1952	May 1953
Groceries, total	+2	+6	+3	851	$140,770	+1	-3	684	$134,546	123	125	135
Non-affiliated full-line wholesalers[5]	+1	+4	0	558	57,302	-4	-4	465	56,572	121	126	131
New England	+2	+5	+5	7	1,716	+9	+2	6	2,618	161	151	166
Middle Atlantic	+7	+4	+5	21	3,492	+9	+2	14	3,854	133	133	134
East North Central	-1	+3	-3	133	10,542	-7	-6	126	10,881	112	120	122
West North Central	-2	+7	+2	64	7,046	+1	-3	50	7,065	127	124	140
South Atlantic	+4	+5	0	65	7,831	+2	+1	37	6,354	123	123	129
East South Central	+2	+3	-3	36	4,217	0	+1	26	4,037	132	134	133
West South Central	+2	+4	+1	101	12,811	-6	-8	78	11,109	114	123	128
Mountain	+3	+12	+4	25	2,874	-3	-6	24	3,398	120	128	144
Pacific	-4	-1	-3	106	6,773	-14	-11	104	7,256	116	129	127
Voluntary-group wholesalers	+2	+6	+4	179	55,868	+5	-3	139	54,776	124	122	138
New England	+9	+8	+7	9	3,895	+8	-3	7	2,011	103	104	120
Middle Atlantic	-3	+2	0	30	10,920	+4	-2	22	7,630	112	114	124
East North Central	+2	+6	+5	41	9,614	-2	-5	29	8,043	100	104	112
West North Central	+2	+11	+6	61	19,342	+8	0	61	28,352	146	138	163
South Atlantic	+7	+10	+2	10	2,544	+1	-2	5	1,657	106	119	126
Pacific	-1	+2	+4	23	5,504	0	-2	10	2,690	113	107	122
Retailer-cooperative warehouses	+11	+13	+9	19	12,327	+1	-1	12	5,962	99	108	103
Specialty lines wholesalers	+6	+4	+6	95	15,273	+4	-3	68	17,236	143	146	152
New England	+1	+24	-4	5	206	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+12	+17	+7	20	3,780	+11	-7	13	3,638	114	117	148
East North Central	+7	+12	-3	10	857	+8	+4	6	198	70	61	64
South Atlantic	0	-7	+2	18	1,836	-6	0	13	1,851	112	119	102
East South Central	-3	-10	-4	4	456	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+14	+6	+16	5	392	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	+4	+4	26	6,259	+3	-2	22	9,679	202	193	210
Leather and shoe findings	-5	-2	-1	25	412	-2	+1	12	875	521	434	457
Middle Atlantic	+15	+9	+5	6	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+7	+6	-1	5	93	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-8	-10	-6	4	45	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-5	+2	-4	5	172	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	0	+3	-6	38	21,641	-15	-12	34	7,696	40	49	48
Middle Atlantic	-1	+7	-5	9	3,912	+1	-14	9	1,865	48	47	59
East North Central	+10	+5	-6	13	9,961	-25	-18	12	3,585	38	56	48
South Central	-1	+3	+8	4	3,253	-7	-4	4	1,364	42	44	45
Pacific	-18	-4	-16	5	3,608	-9	+4	4	696	32	33	31
Paper and its products	+13	+2	+4	62	9,621	+3	+2	41	10,068	149	162	149
New England	+11	+1	+2	4	324	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+23	+2	+4	16	2,860	0	+3	10	2,013	109	138	108
East North Central	+11	-1	+6	18	3,744	-4	+2	14	3,376	107	123	104
South Atlantic	+8	+2	+3	8	871	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+1	-1	0	6	534	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+5	+10	-1	7	956	+8	+2	6	2,613	384	358	422
Petroleum	+17	+4	+2	28	5,482	-27	-1	28	5,004	91	146	96
Shoes and other footwear	+10	+7	+6	33	25,754	+11	+6	30	81,517	319	316	321
Tobacco products	+4	+5	+2	282	45,294	-3	0	165	17,022	56	60	59
New England	+4	+5	+3	35	3,686	+7	+26	14	1,119	89	91	71
Middle Atlantic	+5	+3	+3	58	14,961	-10	-3	35	6,863	59	71	63
East North Central	+8	+7	+4	66	9,596	+2	-3	38	2,719	48	51	54
West North Central	-2	+6	-2	42	5,268	-3	+1	31	2,206	53	53	56
South Atlantic	+2	+4	+3	25	5,690	+5	-3	19	2,517	55	52	59
East South Central	-4	+4	-1	14	1,805	+5	+3	9	694	47	42	47
West South Central	+2	+5	-2	24	2,061	-9	+1	8	451	54	57	55
Mountain	+1	+2	0	8	485	+13	+3	7	320	69	61	67
Pacific	+3	+8	-2	10	1,742	+2	+6	4	133	54	57	54
Wines and spirits[6]	+13	-2	+8	258	84,826	0	+6	220	111,061	153	172	143
New England	+19	+19	+6	16	3,734	+14	+9	12	2,728	113	110	128
Middle Atlantic	+25	+6	+16	44	29,294	+6	+10	43	35,971	130	154	127
East North Central	+26	-4	+12	38	11,407	+8	+7	32	13,894	140	159	129
West North Central	0	-10	+3	31	6,801	+2	+11	27	10,252	222	217	171
South Atlantic	+10	+3	+3	43	11,479	0	0	41	17,490	156	171	160
East South Central	+10	-1	+4	11	2,106	-1	+3	9	4,347	239	272	235
West South Central	-6	-29	-3	34	6,137	-2	+10	30	13,322	220	211	143
Mountain	+18	+7	+22	11	2,655	0	-8	10	2,460	110	128	127
Pacific	-3	-3	+5	30	11,213	-22	-6	16	10,597	158	192	165
Miscellaneous	+13	-8	+3	31	7,496	+8	-5	19	8,173	144	156	136

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 Data withheld because of incomplete reporting of inventories at time of publication. This information will be available on request on or about August 15, 1953.

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.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, *Secretary*
BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

JULY 1953

FOR RELEASE
SEPTEMBER 4, 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 4,413 wholesale establishments in various lines of business.

SALES

July 1953 sales of merchant wholesalers increased 2 percent over the previous month and were 7 percent above a year ago. Cumulative sales for the first 7 months of 1953 were 6 percent higher than for the corresponding period in 1952.

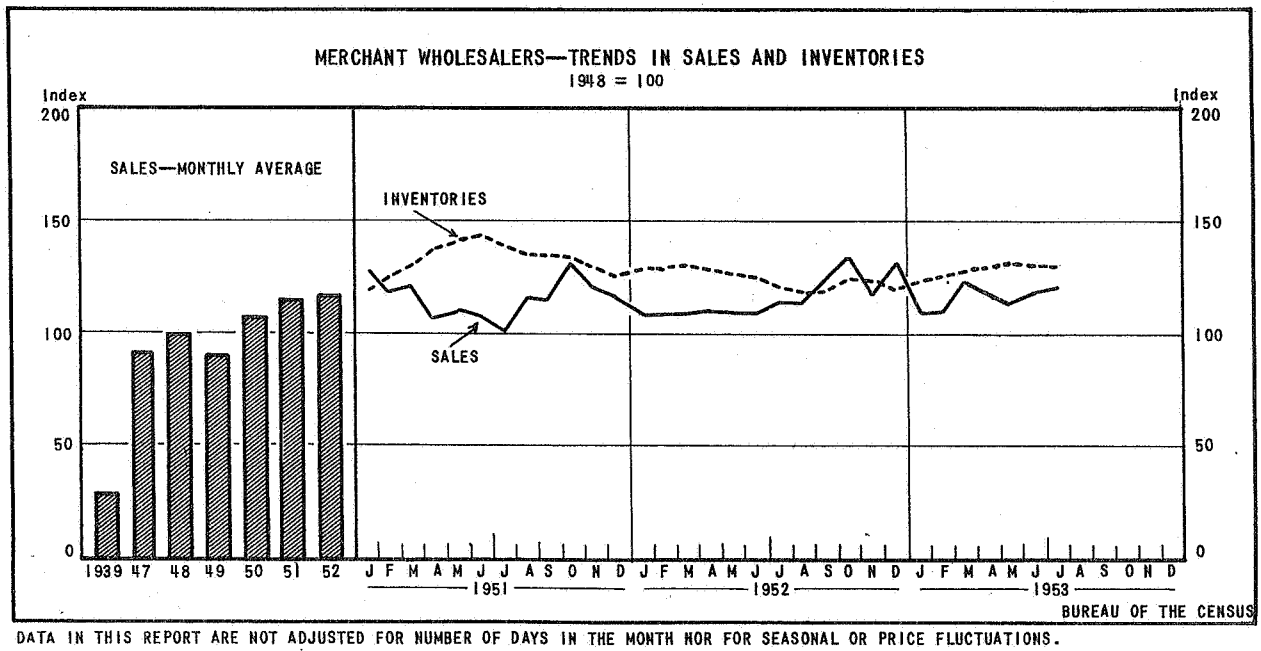
Six of the nine geographic divisions experienced sales gains over June 1953 and seven of the nine reflected gains over July a year ago. The West North Central Division and the Pacific Division--up 5 percent over last month--shared the largest gains over June 1953. The East North Central Division registered the largest increase over July 1952 with an increase of 10 percent. The East South Central and West South Central Divisions reported decreases of 2 percent and 1 percent, respectively, over July a year ago.. In all divisions, cumulative sales for the first 7 months of 1953 were above sales in the corresponding period of last year, the principal increase (9%) being shown in the Mountain Division.

Of the 37 kinds of business covered in this report, 19 trades experienced sales gains of 1 to 42 percent over the previous month. Jewelry wholesalers reported sales at the same level as a month earlier, while 17 trades indicated declines--the sharpest drop (23%) being shown by farm supplies wholesalers. Thirteen of the seventeen durable goods trades reflected increased sales over a year ago. Three trades--appliance wholesalers, furniture and house furnishings wholesalers, and machinery, equipment, and supplies distributors--reported decreases ranging from 4 percent to 14 percent, and one trade, jewelry wholesalers, remained at the same sales level as a year ago. Sales for the first 7 months of 1953 were ahead of a year ago in 31 of the 37 trades, with coal wholesalers reflecting the principal increase, 24 percent.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of July were slightly down (1%) as compared with stocks on hand June 30, but were 9 percent above inventories of July 31, 1952. Based on the reports of 3,441 establishments submitting inventory figures in conjunction with sales data, the July stock-sales ratio of 161 percent was 6 points below that reported for the previous month.

The largest inventory decrease from the previous month was 3 percent,which was shared by the New England and Pacific Divisions. Inventory decreases were also shown by four other divisions. An opposite trend was reflected by the Mountain Division (+1%), while inventory levels for the East South Central and West South Central Divisions remained virtually unchanged. All geographic divisions reported larger inventories than on hand a year ago,with increases ranging from 7 percent in the New England and West North Central Divisions to 13 percent in the South Atlantic and Mountain Divisions.



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

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

JULY 1953

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

Geographic division and kind of business	Sales: Percent change: July 1953 from July 1952	Sales: Percent change: July 1953 from June 1953	Sales: Percent change: 7 mos. 1953 from 7 mos. 1952[2]	Sales: July 1953 panel: Number of establishments reporting	Sales: July 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: July 1953 from July 1952	Inventory, end-of-month (at cost): Percent change: July 1953 from June 1953	Inventory, end-of-month (at cost): July 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): July 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): July 1953	Stock-sales ratios[1] (percent): July 1952	Stock-sales ratios[1] (percent): June 1953
United States, total	+7	+2	+6	4,413	$882,849	+9	-1	3,441	$1,183,381	161	158	167
New England	+8	0	+7	263	38,320	+7	-3	193	42,954	149	152	154
Middle Atlantic	+8	-1	+7	782	167,507	+11	-2	597	182,933	137	136	136
East North Central	+10	+1	+7	839	163,018	+9	-1	678	195,051	139	139	140
West North Central	+8	+5	+6	550	114,790	+7	-1	414	179,581	179	181	192
South Atlantic	+2	+4	+4	558	98,712	+13	-1	444	133,941	162	146	172
East South Central	-2	-4	+4	219	38,360	+11	0	169	53,707	166	146	157
West South Central	-1	0	+3	407	75,101	+8	0	321	114,999	186	167	187
Mountain	+4	-3	+9	183	28,655	+13	+1	150	39,594	163	152	156
Pacific	+7	+5	+6	562	117,851	+10	-3	425	151,198	168	165	185
Automotive supplies	+8	+4	+8	381	22,986	+3	+1	222	18,837	243	256	254
New England	+7	+8	+13	20	803	+3	+1	16	827	242	213	256
Middle Atlantic	+11	+10	+7	51	1,322	-1	-1	49	2,852	225	252	249
East North Central	+17	+11	+8	66	4,516	+1	+2	51	5,163	207	239	209
West North Central	+9	+2	+8	90	5,297	+4	+2	19	1,518	292	276	268
South Atlantic	+7	+3	+10	21	3,950	+7	0	14	1,661	302	308	296
West South Central	+4	+4	+6	14	2,436	+5	+1	9	1,825	281	238	308
Mountain	+22	+5	+18	27	1,100	+12	-3	17	1,252	267	267	327
Pacific	-3	-4	+6	89	2,845	+1	+3	44	3,685	260	279	273
Electrical group, total	+6	+4	+10	712	173,535	+21	-5	648	238,244	145	128	157
Full-line wholesalers	+8	+5	+10	455	136,975	+18	-6	448	192,977	142	130	159
New England	+7	0	+8	34	7,417	+6	-4	34	12,042	162	163	168
Middle Atlantic	+13	+11	+8	64	21,592	+14	-6	62	27,710	130	129	153
East North Central	+13	+8	+10	89	30,998	+13	-6	88	39,545	128	128	147
West North Central	+14	+4	+11	45	11,453	+12	-8	45	16,398	143	146	163
South Atlantic	-3	+6	+6	68	19,799	+25	-5	66	29,662	154	119	172
East South Central	-7	-8	+15	29	7,224	+36	-4	28	10,418	148	100	142
West South Central	-5	-10	+9	48	13,319	+26	-5	48	22,345	168	127	158
Mountain	+15	+6	+20	21	4,644	+32	-7	21	7,064	152	133	174
Pacific	+19	+11	+15	57	20,529	+18	-9	56	27,793	136	137	167
Wiring supplies, construction materials distributors	+15	-3	+7	130	12,389	+14	0	96	13,566	143	146	140
New England	+32	-1	0	13	828	+6	+9	4	258	147	153	131
Middle Atlantic	+1	-6	+1	27	1,301	+8	+2	21	2,108	183	168	171
East North Central	+22	-1	+6	31	4,030	+11	-1	25	4,598	142	157	140
West North Central	+8	-9	+10	9	1,229	+17	-2	7	1,284	182	168	163
South Atlantic	+21	+8	+19	19	2,268	+8	-1	16	1,945	94	107	105
South Central	0	-16	-2	10	1,371	+33	+6	6	1,441	156	125	128
Mountain	-3	-3	+7	6	397	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+29	+1	+17	15	965	+24	-1	14	1,640	171	178	174
Appliances and specialties wholesalers	-8	+1	+13	127	24,171	+44	+4	104	31,701	167	110	157
New England	+18	+16	+25	14	2,199	+33	-3	11	2,075	110	101	137
Middle Atlantic	-9	+10	+13	23	9,047	+50	+10	16	8,458	155	100	141
East North Central	+4	-5	+18	18	2,614	+36	+6	13	4,187	205	150	174
West North Central	-1	-6	+20	14	1,309	+28	-1	12	2,860	226	175	213
South Atlantic	-10	+3	+10	25	3,779	+70	-3	24	5,726	170	97	189
South Central	-22	-17	+4	14	2,126	+14	+4	12	2,864	138	94	110
Mountain	-6	-19	+9	7	1,197	+37	-3	7	2,277	190	130	159
Pacific	-17	+1	+6	12	1,900	+64	+11	9	3,254	186	91	167
Furniture and house furnishings	-4	-11	+7	87	13,310	+27	0	68	27,153	236	176	210
New England	0	-18	+12	4	675	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+5	-10	+2	16	2,100	+15	+3	12	4,582	290	258	251
East North Central	-2	-29	+8	9	1,634	+17	-2	8	3,989	276	225	194
West North Central	-2	-15	+1	13	1,625	+23	-6	13	4,578	282	224	255
South Atlantic	+8	-25	+6	12	824	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-24	-6	+11	11	1,558	+71	+14	11	3,989	256	113	210
Mountain	-14	-11	+4	7	1,041	+18	+3	5	1,809	247	191	201
Pacific	-1	+6	+11	12	3,639	+37	-5	10	5,672	166	118	184
Hardware	+7	-6	+5	175	65,528	+13	-1	148	151,701	264	252	252
Middle Atlantic	+13	-11	+6	37	9,324	+18	0	31	18,934	227	220	203
East North Central	+12	-2	+12	33	13,636	+14	-1	30	29,385	240	235	236
West North Central	+15	-7	+4	19	11,155	-1	-4	19	31,885	286	330	276
South Atlantic	0	+2	0	25	4,943	+10	+3	21	11,671	272	246	272
East South Central	-4	-20	+3	14	4,628	+23	+3	13	10,424	245	192	187
West South Central	+1	-8	0	15	5,169	+15	0	9	8,940	284	244	272
Mountain	+2	0	0	8	2,358	+16	-3	5	3,567	326	281	334
Pacific	+5	-2	+6	21	13,909	+21	-3	17	35,821	285	249	291
Industrial supplies	+13	-5	+3	152	22,635	+4	-5	125	37,969	192	207	194
New England	+4	-5	+1	15	1,242	-2	-25	14	2,688	230	246	300
Middle Atlantic	+8	-6	-4	31	3,962	-6	-7	24	6,590	193	222	196
East North Central	+23	-1	+8	26	5,450	+11	-2	24	9,049	170	188	172
West North Central	-3	-13	+6	11	1,670	+7	0	9	2,889	198	195	176
South Atlantic	+10	-13	+1	21	1,996	+11	-2	17	4,169	236	231	203
East South Central	+12	0	0	10	2,269	+3	-3	9	3,613	163	177	168
West South Central	+21	-5	+4	29	4,855	+1	-5	19	6,098	186	201	196
Pacific	+5	-1	+1	9	1,191	+3	-1	9	2,873	241	245	241
Jewelry	0	-19	-1	132	4,297	+9	+7	79	14,113	450	405	361
New England	+5	-29	+4	8	268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-5	-24	-8	41	1,367	+9	+2	21	3,598	446	353	339
East North Central	-1	-29	+9	39	1,023	+16	+11	26	4,598	508	434	320
West North Central	+18	+33	+2	12	586	+5	+8	11	2,225	380	427	467
South Atlantic	+8	-10	-4	5	164	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+16	-1	+9	6	171	+25	+14	4	325	353	350	345
Pacific	-8	-18	-2	18	710	+2	+5	11	2,725	455	414	421

See footnotes at end of table.

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

JULY 1953

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

Geographic division and kind of business	Sales: Percent change, July 1953 from--: July 1952	Sales: Percent change, July 1953 from--: June 1953	Sales: 7 mos. 1953 from 7 mos. 1952[2]	Sales: July 1953 panel: Number of establishments reporting	Sales: July 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, July 1953 from--: July 1952	Inventory, end-of-month (at cost): Percent change, July 1953 from--: June 1953	Inventory, end-of-month (at cost): July 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): July 1953 panel: Reported dollar values (add 000)	Stock-sales ratios: July 1953	Stock-sales ratios: July 1952	Stock-sales ratios: June 1953
Lumber and building materials	+6	-3	+5	81	$15,211	+11	+7	59	$13,371	125	123	112
Middle Atlantic	+29	+11	+9	18	4,060	0	-2	11	1,374	44	63	54
East North Central	+14	+5	+9	12	1,924	+30	0	9	1,440	104	86	105
West North Central	+5	+2	0	7	645	+9	-2	4	389	105	116	126
South Atlantic	+1	+12	0	12	1,988	+3	+2	10	1,726	181	177	172
South Central	-11	-13	+6	5	833	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-5	-27	+4	7	2,319	+15	+39	5	2,823	200	177	89
Pacific	-5	-3	+4	7	1,441	-4	-1	6	2,066	144	144	143
Machinery equipment, supplies (except electrical)	-14	-13	-4	57	7,512	+5	-1	45	17,731	273	223	240
New England	+14	-12	+7	5	402	-14	0	4	974	329	471	294
Middle Atlantic	+26	-11	-2	8	1,398	+11	0	5	1,998	154	177	135
East North Central	-8	-20	-4	11	1,291	+8	-1	8	1,971	211	196	168
South Atlantic	-2	-14	+2	8	704	-3	-3	6	2,088	323	332	295
South Central	-46	+10	-1	14	1,303	+9	-1	13	7,078	559	273	611
Pacific	-20	-3	-12	8	1,117	+5	+2	6	2,161	283	203	293
Metals	+19	-2	+21	45	16,494	+29	-2	41	27,109	168	154	168
Paints and varnishes	+15	+3	+12	49	6,817	+4	+4	45	18,400	275	306	272
Plumbing and heating supplies	+2	-5	-1	138	18,511	0	-3	116	29,869	180	183	178
New England	+7	+15	0	7	373	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+8	-5	+2	31	2,499	+3	-3	24	3,847	178	186	175
East North Central	+13	+3	+6	17	1,663	+4	0	14	2,977	213	228	216
West North Central	+6	-5	+9	16	1,718	+7	0	14	3,297	206	204	196
South Atlantic	0	-4	-3	39	8,468	+4	-4	39	13,487	159	152	160
East South Central	-2	+9	-9	10	1,761	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	-18	+3	5	1,086	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+16	-4	+17	69	3,054	+11	+1	60	4,143	172	177	165
Middle Atlantic	+23	+1	+17	14	993	+13	+1	12	1,145	146	156	143
East North Central	+1	-6	+8	18	420	+17	+4	13	634	201	192	177
West North Central	+23	-16	+27	5	223	-2	-5	5	421	189	236	168
South Atlantic	+9	+2	+18	24	841	+18	+3	24	1,491	177	164	176
South Central	+29	-23	+20	4	378	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies	+3	-4	+5	34	5,517	+13	-1	29	6,551	128	120	123
Middle Atlantic	+16	-17	+11	6	965	+21	0	5	1,019	115	112	94
East North Central	-6	-7	0	9	2,171	+20	-3	6	2,188	115	95	110
South Atlantic	+17	+10	+16	6	976	+12	-3	6	1,207	124	129	140
South Central	-12	+1	+2	4	556	+5	+2	4	755	136	114	134
Pacific	+8	+15	+1	4	370	-1	+10	4	553	149	162	155
Beer	-3	+16	0	34	2,331	-2	+10	28	791	37	38	41
Middle Atlantic	0	+49	-1	8	713	+34	+52	7	169	24	18	23
East North Central	+7	+23	+1	9	681	-24	+1	9	181	27	37	32
West North Central	-24	-20	-5	5	139	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-7	+2	+3	4	478	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-10	+9	-6	6	263	-21	0	5	126	51	66	61
Chemicals, industrial	+14	-8	+20	17	3,081	+9	+4	14	1,955	69	72	61
Clothing and furnishings (except shoes)	+7	+24	+7	18	3,554	+19	+6	11	4,879	195	193	255
Coal	+24	-14	-1	20	2,857	-9	+2	18	5,000	181	249	153
Confectionery	+4	+2	+1	40	1,314	+8	-1	22	744	113	112	121
Middle Atlantic	-2	-4	+2	6	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+24	+20	+7	4	145	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+7	+3	+5	10	245	+24	+2	6	174	99	87	102
East South Central	-5	-2	-2	10	212	-7	+13	5	27	57	59	51
West South Central	+16	+15	-3	4	170	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	+21	+8	+7	25	8,752	-29	-24	18	3,190	42	74	63
Drugs and sundries (liquor excluded)	+6	+2	+6	208	64,930	+6	+2	167	98,565	186	187	188
New England	+7	+1	+4	12	3,151	+3	+2	10	4,072	169	174	168
Middle Atlantic	+6	+1	+6	28	10,759	+11	+5	20	11,422	167	164	166
East North Central	+8	-1	+7	28	11,266	+9	+2	21	14,250	162	161	157
West North Central	+4	+4	+4	20	6,374	+8	+2	17	10,272	188	175	192
South Atlantic	+7	+6	+6	31	7,620	+6	0	23	11,265	188	188	202
East South Central	+3	+5	+5	16	3,637	-2	+3	12	5,593	187	197	192
West South Central	+3	+2	+5	34	8,386	+1	+3	29	16,787	240	242	237
Mountain	+1	+3	+2	13	2,243	+3	+2	11	4,892	229	225	230
Pacific	+11	+4	+8	26	11,494	+7	0	24	20,012	175	181	181
Dry goods	+10	+12	+9	169	41,226	+21	+5	138	86,310	247	227	264
New England	-2	-2	0	6	575	+14	+10	6	1,036	180	155	161
Middle Atlantic	-1	-14	+10	48	5,595	+21	+3	35	10,725	288	229	229
East North Central	+14	+13	+17	15	4,958	+33	+2	15	8,509	172	148	190
West North Central	+24	+19	+11	17	14,405	+19	+8	15	37,966	265	277	294
South Atlantic	+2	+28	+4	25	4,562	+16	+2	19	9,802	235	206	299
East South Central	+12	+25	+3	15	1,714	+19	+15	10	4,245	319	302	358
West South Central	-4	+25	+1	16	2,997	+27	+8	15	6,745	229	176	262
Mountain	+1	+3	+2	6	480	+13	+4	6	1,599	333	297	331
Pacific	+5	+8	+11	21	5,940	+20	-4	17	5,683	238	197	246
Farm supplies	-23	-22	-13	20	2,075	-23	-3	10	748	70	65	58
Fresh fruits and vegetables	-5	0	-4	62	7,901	-2	-5	38	761	16	15	16
New England	-13	+14	-14	6	513	-4	+6	4	51	24	21	29
Middle Atlantic	-15	+15	-9	17	1,692	-12	-12	8	21	5	5	5
East North Central	+8	-9	+5	15	2,873	-22	-6	9	137	10	12	8
West North Central	-17	+30	-10	7	939	+9	+4	7	197	21	16	26
South Atlantic	-35	-31	-9	4	186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-9	-16	-9	5	301	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+5	-2	-3	5	1,151	-23	-23	4	86	8	11	10

See footnotes at end of table.

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

JULY 1953

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Groceries, total	+6	+8	+3	878	$156,665	-1	-1	706	$135,370	113	120	124
Non-affiliated full-line wholesalers[4]	+3	+8	0	575	63,935	-6	0	481	59,100	113	123	122
New England	+7	+4	+5	7	1,791	+12	-4	6	2,513	148	143	161
Middle Atlantic	+10	+6	+6	21	3,748	+14	+10	14	4,143	135	130	129
East North Central	+4	+5	-2	136	11,380	-6	+4	129	12,043	116	128	117
West North Central	+3	+14	+2	65	8,310	-1	-1	51	7,316	111	115	127
South Atlantic	+6	+7	+1	67	8,722	-3	-5	39	6,597	112	123	126
East South Central	-1	+8	-3	43	5,014	-2	-4	33	4,367	117	117	131
West South Central	+5	+9	+2	104	14,389	-7	+5	81	12,138	111	126	114
Mountain	0	+12	+3	25	3,220	-6	-4	24	3,251	103	110	121
Pacific	-8	+6	-4	107	7,361	-24	-9	104	6,732	100	120	116
Voluntary-group wholesalers	+6	+11	+5	188	64,389	+3	-2	144	53,493	111	113	125
New England	+13	+5	+8	10	4,187	+1	-6	8	2,055	92	100	106
Middle Atlantic	+8	+8	+1	33	12,350	+6	-2	23	7,288	112	113	118
East North Central	+11	+12	+6	42	10,792	+3	+2	30	8,081	91	99	101
West North Central	+3	+14	+6	61	22,142	+3	-6	61	26,747	121	120	147
South Atlantic	+5	+5	+3	12	3,084	+8	0	6	1,753	106	104	106
Pacific	+3	+19	+4	24	7,397	+1	+2	10	2,731	106	102	113
Retailer-cooperative warehouses	+16	-1	+10	19	12,210	+8	+2	12	6,092	94	100	99
Specialty lines wholesalers	+19	+6	+8	96	16,131	+4	-2	69	16,685	129	152	139
New England	-1	-11	-3	4	98	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+25	+6	+10	25	4,731	+11	+3	17	4,163	101	116	105
East North Central	+14	+1	-1	10	645	+4	-2	6	195	75	69	70
South Atlantic	+10	+3	+3	15	1,584	-12	+3	10	1,371	98	122	98
East South Central	+12	+20	-2	4	494	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-1	-5	+13	5	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+14	+6	+5	26	6,604	+1	-5	22	9,173	185	218	204
Leather and shoe findings	+6	-2	0	26	515	+1	-1	13	1,199	421	448	432
Middle Atlantic	-18	-26	+2	5	31	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+8	-13	+1	5	81	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-20	-11	-9	4	40	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+16	+4	-1	7	300	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-9	-2	-6	38	21,227	-21	-9	34	6,975	37	43	40
Middle Atlantic	-7	-3	-5	9	3,693	-19	-8	9	1,565	42	48	45
East North Central	-13	-7	-7	13	9,224	-25	-10	12	3,211	37	43	38
Pacific	-10	+17	-15	5	4,226	-13	-1	4	686	26	29	32
Paper and its products	+16	+4	+6	61	9,848	0	-2	40	9,771	136	159	149
New England	+7	-2	+3	4	316	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+16	-11	+5	15	2,505	+2	-2	9	1,846	116	131	107
East North Central	+14	-4	+8	20	3,651	-5	-1	14	3,345	108	133	107
South Atlantic	+18	0	+5	7	820	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+13	+11	+2	5	491	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+28	+81	+4	7	1,727	+5	-1	6	2,583	181	218	384
Petroleum	+11	-15	+3	28	4,649	-26	-4	28	4,793	103	155	91
Shoes and other footwear	+22	+42	+9	34	36,744	+10	-4	31	78,572	216	241	320
Tobacco products	+2	+4	+2	288	48,038	+2	0	164	16,764	54	54	56
New England	0	+2	+2	36	3,572	+9	+4	13	480	48	47	48
Middle Atlantic	+3	+8	+3	60	16,614	0	-3	36	7,159	56	58	62
East North Central	+3	+1	+4	65	9,571	+2	+1	37	2,682	50	50	49
West North Central	-4	0	-3	43	5,703	-7	+1	30	2,175	52	54	52
South Atlantic	+7	+4	+3	25	5,876	+11	+6	20	2,714	56	54	55
East South Central	+5	+8	0	14	1,941	+11	-7	8	516	42	43	51
West South Central	-5	0	-2	26	2,126	-3	-1	9	448	48	47	55
Mountain	-7	+3	-1	8	498	+21	+5	7	337	70	54	69
Pacific	+7	+11	0	11	2,137	+11	+13	4	253	55	50	52
Wines and spirits[5]	+9	-5	+8	277	83,545	+1	-1	233	110,952	157	167	150
New England	+13	-2	+7	19	4,251	0	+1	14	2,822	105	119	95
Middle Atlantic	+12	-16	+15	49	24,665	+3	-4	48	34,529	152	163	129
East North Central	+23	+1	+13	44	13,101	+5	-1	34	16,005	144	164	145
West North Central	0	-3	+3	36	7,559	+5	-4	31	10,766	188	174	205
South Atlantic	+2	-1	+3	39	10,527	+1	+1	37	15,754	154	156	150
East South Central	-4	+1	+3	14	2,581	+4	-2	12	5,177	230	213	232
West South Central	-2	+7	-3	32	7,187	-5	-2	30	13,829	195	203	212
Mountain	-4	-11	+18	13	2,204	+4	+4	11	2,318	132	119	109
Pacific	+15	+9	+6	31	11,470	-5	+10	16	9,752	142	175	148
Miscellaneous	+1	-9	+3	34	6,861	+3	-1	22	8,392	183	180	148

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., Tex.)
South Central - East South Central and West South Central combined.
Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, *Secretary*
BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

AUGUST 1953

FOR RELEASE
OCTOBER 5, 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 4,368 wholesale establishments in various kinds of business.

SALES

August 1953 sales of merchant wholesalers decreased 6 percent from the previous month but were slightly (1%) above a year ago. Cumulative sales for the first eight months of 1953 were 5 percent higher than for the same period in 1952.

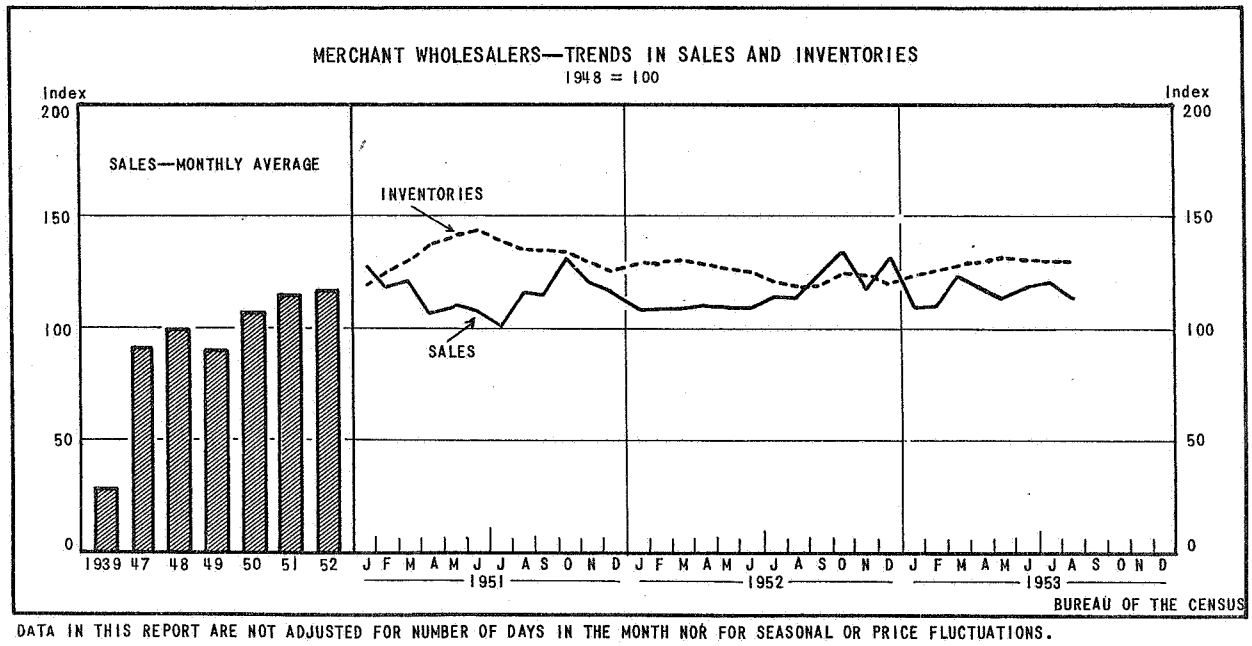
All geographic divisions experienced decreases in sales from July 1953, with the New England, Middle Atlantic, and Pacific Divisions sharing the principal decline (8%). Compared with August sales a year ago, four divisions reported gains of 3 to 4 percent, four divisions reflected declines of 1 to 2 percent, while one division--the East South Central--indicated no change. All divisions, however, noted cumulative eight month sales in 1953 above those in the corresponding period of 1952.

Of the 37 kinds of business covered in this report, 24 trades experienced sales declines from the previous month--the sharpest drop (31%) being reported by wholesalers of fruits and vegetables. Twelve other trades, led by jewelry (up 45%), indicated sales gains, while one trade--plumbing and heating supplies--remained at about the same level as a month earlier. About the same number of trades noted sales gains over a year ago as reported declines. The metals trade, up 26 percent, reflected the principal gain over a year ago, while farm supplies, down 23 percent, indicated the sharpest decrease. Cumulative eight month 1953 sales were higher than for the same period in 1952 in 27 trades--the metals trade noting the largest increase (21%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of August showed virtually no change from stocks on hand July 31, but were 10 percent above inventories of August 31, 1952. Based on the reports of 3,408 establishments submitting inventory figures in conjunction with sales data, the August stock-sales ratio of 170 percent was 10 points above that reported for the previous month and 15 points above that reported for August 1952.

While the East South Central Division noted a decrease of 4 percent below July 31 inventories, all other divisions indicated only slight changes in inventories. However, all geographic divisions reported inventories from 8 to 14 percent higher than on hand a year ago. By trades there were no large changes in inventories from the previous month. Inventories of appliances and specialties wholesalers, however, were 46 percent higher than a year ago--the most substantial increase reported.



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

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

AUGUST 1953

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

Geographic division and kind of business	Sales: Percent change August 1953 from Aug. 1952	Sales: Percent change August 1953 from July 1953	Sales: Percent change 8 mo. 1953 from 8 mo. 1952[2]	Sales: August 1953 panel: Number of establishments reporting	Sales: August 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change August 1953 from Aug. 1952	Inventory, end-of-month (at cost): Percent change August 1953 from July 1953	Inventory, end-of-month (at cost): August 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): August 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): August 1953	Stock-sales ratios[1] (percent): August 1952	Stock-sales ratios[1] (percent): July 1953
United States, total[3]	+1	-6	+5	4,368	$828,570	+10	0	3,408	$1,179,566	170	155	160
New England	+3	-8	+6	260	35,001	+8	+1	181	42,678	160	152	145
Middle Atlantic	+4	-8	+7	751	155,649	+10	+1	574	184,608	148	141	135
East North Central	+4	-5	+6	849	154,258	+12	+2	697	200,526	150	139	140
West North Central	-1	-3	+5	550	110,366	+9	-1	415	174,907	180	165	177
South Atlantic	-1	-7	+3	548	92,168	+11	-1	437	133,122	171	152	161
East South Central	0	-4	+3	213	36,085	+9	-4	164	51,219	171	157	169
West South Central	-2	-5	+2	403	69,643	+10	+1	318	114,268	197	175	185
Mountain	+3	-3	+8	182	28,726	+14	0	148	41,340	168	155	163
Pacific	-2	-8	+5	562	108,221	+12	0	424	150,823	183	160	168
Automotive supplies	-2	-7	+7	391	21,572	+1	0	222	18,698	258	257	239
New England	-8	-7	+10	20	747	-12	-1	8	411	239	220	202
Middle Atlantic	+2	-13	+6	51	1,201	+2	+1	47	2,719	258	261	224
East North Central	+5	-9	+8	74	4,085	-3	+1	62	5,696	234	251	215
West North Central	-6	-6	+6	86	5,004	+9	+1	14	1,363	272	225	236
South Atlantic	-10	-11	+7	24	3,611	+4	-2	17	1,791	299	287	288
West South Central	-15	-13	+3	15	2,106	+1	-4	11	1,749	247	230	271
Mountain	+42	+1	+21	27	1,115	+12	-1	17	1,243	289	257	267
Pacific	+7	+6	+6	91	3,077	+2	0	43	3,689	277	285	260
Electrical group, total	+1	-16	+9	698	143,565	+22	+2	642	240,141	176	146	145
Full-line wholesalers	-1	-19	+9	457	110,581	+19	+2	450	195,991	179	149	142
New England	0	-13	+7	34	6,478	+2	-1	34	11,962	185	182	162
Middle Atlantic	+7	-20	+8	63	17,193	+4	+2	61	28,041	165	170	130
East North Central	+4	-18	+9	93	25,833	+21	+5	92	42,431	165	141	129
West North Central	+5	-16	+10	45	9,642	+15	-2	45	16,117	167	153	143
South Atlantic	-7	-20	+5	68	15,780	+19	-2	66	28,897	188	147	154
East South Central	-3	-26	+13	29	5,329	+34	-1	28	10,300	200	142	148
West South Central	-9	-23	+7	48	10,309	+33	+1	48	22,534	219	149	168
Mountain	-3	-18	+17	20	3,780	+24	-4	20	6,804	180	140	153
Pacific	-5	-20	+13	57	16,237	+28	+6	56	28,905	179	133	136
Wiring supplies, construction materials distributors	+7	-3	+7	124	11,010	+16	+1	95	13,437	152	145	148
New England	+10	-6	+1	12	667	+1	-10	4	233	163	169	147
Middle Atlantic	+14	+8	+2	23	1,168	+11	0	19	1,722	157	163	172
East North Central	+12	-3	+7	32	3,436	+15	+5	27	5,161	172	171	161
West North Central	-1	-15	+9	8	969	+14	+1	6	962	173	155	153
South Atlantic	+9	0	+18	18	2,226	+13	-2	16	2,054	98	100	100
South Central	-7	-3	-2	12	1,390	+28	-2	8	1,588	169	135	163
Mountain	+4	-5	+6	6	378	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+8	-3	+15	13	776	+32	+1	12	1,414	184	150	177
Appliances and specialties wholesalers	+6	-5	+12	117	21,974	+46	+2	97	30,713	172	123	164
New England	+7	-13	+22	14	1,923	+60	+2	11	2,107	131	88	110
Middle Atlantic	+8	-13	+12	21	7,752	+53	+8	16	8,925	184	135	154
East North Central	+24	+30	+19	18	3,250	+42	+12	13	4,350	168	141	201
West North Central	+39	+30	+23	14	1,708	+42	+14	12	3,158	191	189	219
South Atlantic	-12	-19	+7	21	2,810	+86	-4	21	5,721	204	97	171
South Central	-5	-16	+3	11	1,650	+12	-9	9	2,369	148	124	136
Mountain	-9	+1	+7	7	1,037	+33	-8	7	1,864	180	123	197
Pacific	-4	+8	+5	11	1,844	+14	-16	8	2,219	132	107	171
Furniture and house furnishings	-1	+11	+6	83	14,182	+28	-1	64	25,920	216	165	237
Middle Atlantic	-2	+23	+1	15	2,334	+25	+6	11	4,408	258	190	302
East North Central	+2	+24	+7	8	1,860	+17	-4	7	3,585	215	188	282
West North Central	-2	+8	+1	12	1,731	+21	-7	12	4,172	241	194	281
South Atlantic	+20	+19	+7	12	980	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-16	-1	+7	11	1,537	+54	-4	11	3,817	248	135	256
Mountain	-15	+11	+1	7	1,158	+8	-3	5	1,763	230	190	247
Pacific	+8	+4	+11	12	3,782	+39	+1	10	5,747	162	127	166
Hardware	0	-4	+5	168	61,732	+14	-1	141	146,650	272	237	265
Middle Atlantic	+4	-4	+6	32	8,168	+20	+3	27	18,097	246	211	228
East North Central	+11	+1	+12	32	13,505	+15	-2	29	28,196	236	226	238
West North Central	-13	-7	+2	17	10,058	+2	-1	17	30,895	307	261	289
South Atlantic	+3	+6	+1	25	5,298	+15	+2	21	12,199	259	236	276
East South Central	+8	-4	+4	15	4,550	+2	-16	13	8,731	214	227	245
West South Central	-2	-2	0	14	4,984	+17	+1	8	8,647	284	226	280
Mountain	-4	-9	-1	8	2,153	+16	-3	5	3,459	348	302	326
Pacific	-3	-9	+5	22	12,698	+25	-1	18	35,287	312	241	285
Industrial supplies	+4	-5	+3	148	20,368	+4	+1	117	36,174	209	204	195
New England	+4	-9	+2	16	1,145	+3	+1	13	2,498	278	273	249
Middle Atlantic	-2	-7	-3	29	3,730	+2	+6	22	7,174	223	212	195
East North Central	+12	-4	+9	25	5,259	+16	0	23	9,222	180	173	173
West North Central	-14	-1	+3	9	1,234	+4	+2	8	1,977	193	161	183
South Atlantic	+13	+9	+3	21	2,158	+2	-2	17	4,113	216	233	240
East South Central	0	-12	0	9	1,303	+2	0	8	3,020	244	235	212
West South Central	+6	-8	+4	29	4,455	0	-1	17	5,866	206	204	185
Pacific	-4	-11	0	10	1,084	-4	-1	9	2,304	224	225	205
Jewelry	-6	+45	-1	128	6,311	+7	+6	77	14,857	319	269	433
New England	-13	+49	+1	7	391	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-13	+34	-9	36	1,747	-1	+4	19	3,353	344	238	413
East North Central	+2	+65	+8	41	1,894	+16	+5	29	5,100	299	269	471
West North Central	+2	+37	+2	13	807	+5	+3	10	2,281	288	278	382
South Atlantic	-9	+55	-5	5	315	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+2	+28	+8	5	169	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-12	+37	-4	18	980	+4	+10	11	3,093	417	360	463

See footnotes at end of table.

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

AUGUST 1953

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

Geographic division and kind of business	Sales: Percent change: August 1953 from-- August 1952	Sales: Percent change: August 1953 from-- July 1953	Sales: Percent change: 8 mo. 1953 from 8 mo. 1952[2]	Sales: August 1953 panel: Number of establishments reporting	Sales: August 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: August 1953 from-- August 1952	Inventory, end-of-month (at cost): Percent change: August 1953 from-- July 1953	Inventory, end-of-month (at cost): August 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): August 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): August 1953	Stock-sales ratios[1] (percent): August 1952	Stock-sales ratios[1] (percent): July 1953
Lumber and building materials	-2	-5	+4	78	$14,006	+9	-1	58	$13,077	130	125	124
Middle Atlantic	+17	-8	+10	16	3,520	-1	+4	10	1,229	44	59	39
East North Central	+4	-9	+8	11	1,541	-3	-24	9	1,359	101	114	129
West North Central	-9	+8	-1	7	696	+3	-3	4	376	85	86	105
South Atlantic	-9	-15	-1	12	1,694	+4	-4	10	1,664	197	173	181
South Central	+7	+23	+6	5	1,025	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-20	-3	+1	7	2,260	+13	-3	5	2,738	199	161	200
Pacific	+4	-4	+4	7	1,380	-5	+3	6	2,136	156	169	144
Machinery equipment, supplies (except electrical)	+8	+8	-3	51	7,413	+5	-1	40	15,882	260	254	276
New England	+14	+1	+7	4	280	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+13	+5	-1	6	1,202	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+32	+34	0	9	1,641	+7	+5	7	1,976	194	189	215
South Atlantic	+3	+11	+2	8	781	+2	+2	6	2,135	299	309	323
South Central	-26	-19	-12	14	1,059	+8	-2	13	6,927	680	460	559
Pacific	-1	+2	-11	7	901	+2	-3	5	1,461	276	237	285
Metals	+26	-1	+21	43	16,122	+35	+2	39	27,175	172	161	169
Paints and varnishes	+3	+5	+11	49	7,178	+5	0	45	18,416	261	256	275
Plumbing and heating supplies	0	0	-1	136	17,794	+1	-3	115	28,910	179	175	182
New England	-18	-16	-3	7	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+11	+6	+3	30	2,282	-1	-1	23	3,452	180	203	193
East North Central	+8	+3	+6	18	1,943	+7	-3	16	3,710	212	217	228
West North Central	0	+9	+7	16	1,868	+6	0	14	3,308	189	178	206
South Atlantic	-4	-5	-3	39	8,005	0	-3	39	13,130	164	158	159
East South Central	-4	-5	-9	10	1,680	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+10	-26	+16	66	2,092	+7	-1	56	3,903	234	249	177
Middle Atlantic	+16	-24	+17	14	678	+5	-9	11	962	201	209	146
East North Central	+10	-27	+8	18	308	+12	+3	13	656	289	299	201
West North Central	+39	-4	+29	6	223	-12	-7	6	434	195	307	200
South Atlantic	+13	-21	+18	23	663	+17	+5	23	1,564	236	228	177
Surgical, medical, equipment, supplies	-1	-6	+4	33	5,045	+10	-1	29	6,594	138	124	130
Middle Atlantic	+5	-13	+10	6	840	+26	+7	5	1,088	141	117	115
East North Central	+1	-1	0	10	2,119	+12	+2	8	2,544	128	115	123
South Atlantic	+2	-11	+14	6	867	+8	-7	6	1,123	130	123	124
South Central	-18	-8	-1	5	581	+1	-7	4	703	138	113	136
Beer	0	-10	0	35	1,934	-4	-1	27	771	45	48	40
Middle Atlantic	+2	-11	-1	6	423	+68	-8	5	123	30	18	29
East North Central	+2	-11	+1	10	633	-22	+3	10	211	33	43	29
West North Central	-3	-5	-5	5	141	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+2	-12	+3	4	423	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-8	-10	-6	7	257	-4	+10	6	150	69	69	51
Chemicals, industrial	+21	-1	+20	15	2,915	+6	-4	11	1,644	64	73	66
Clothing and furnishings (except shoes)	-7	+13	+5	17	3,264	+20	-3	10	3,202	138	124	180
Coal	+10	+25	0	20	3,558	-20	0	18	5,020	145	203	181
Confectionery	+1	-4	+1	36	1,108	+7	+1	20	605	119	110	107
Middle Atlantic	0	-2	+1	5	251	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+3	-17	+7	4	120	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+4	-6	+5	9	176	+11	-4	5	107	98	91	94
East South Central	0	-1	-2	10	208	+7	+20	5	30	68	60	56
Dairy and poultry products	+3	-20	+7	24	7,118	-26	0	18	3,231	51	72	41
Drugs and sundries (liquor excluded)	+6	-3	+6	200	62,177	+11	+4	162	102,085	200	191	186
New England	+6	-8	+4	11	2,620	+5	+8	9	3,912	206	201	173
Middle Atlantic	+3	-6	+6	26	9,951	+10	+1	18	11,360	179	173	167
East North Central	+7	-4	+7	27	10,592	+10	+3	21	14,680	180	174	162
West North Central	-1	-2	+3	18	5,839	+52	+7	15	9,940	199	132	185
South Atlantic	+6	-6	+6	29	6,869	+7	+5	23	11,843	215	209	188
East South Central	+4	-4	+4	16	3,506	+3	+6	12	5,902	207	211	187
West South Central	+5	+4	+5	33	8,300	+3	+3	28	16,760	239	243	243
Mountain	+15	+8	+4	14	3,507	+12	+5	12	7,056	208	213	214
Pacific	+7	-4	+8	26	10,903	+9	+4	24	20,632	190	186	176
Dry goods	+1	+20	+8	158	47,292	+19	-2	128	78,847	196	164	244
New England	-5	+46	0	4	519	+4	-3	4	648	125	114	188
Middle Atlantic	-5	+21	+8	46	6,683	+22	-3	34	10,445	224	177	290
East North Central	+5	+12	+15	15	5,635	+26	-3	15	8,456	150	124	174
West North Central	-2	+18	+9	18	16,740	+18	-3	16	35,585	214	177	260
South Atlantic	+1	+24	+3	23	5,043	+13	-1	17	8,372	185	164	230
East South Central	+6	+50	+4	13	2,363	+15	-2	9	3,725	204	187	317
West South Central	-5	+29	0	13	3,339	+23	-1	13	5,545	166	127	217
Mountain	-3	+41	+1	5	493	+14	+3	4	1,149	265	227	369
Pacific	+13	+13	+11	21	6,477	+16	-3	16	4,922	186	169	234
Farm supplies	-23	+16	-14	17	2,355	-4	+12	9	854	57	52	68
Fresh fruits and vegetables	-18	-31	-6	57	5,135	+14	-1	35	603	21	17	17
New England	-19	-36	-15	4	213	+7	+21	4	29	14	10	7
Middle Atlantic	+2	-24	-8	17	1,325	-17	-17	9	19	4	5	4
East North Central	-42	-50	-2	13	1,339	-5	-28	5	21	9	8	7
West North Central	-1	-27	-9	7	689	+14	+7	7	210	30	27	21
South Atlantic	+4	+3	-8	5	280	-19	+16	4	50	20	27	18
East South Central	-20	-14	-11	5	260	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-4	-15	-3	4	778	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

AUGUST 1953

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

Geographic division and kind of business	Sales: Percent change: August 1953 from-- August 1952	Sales: Percent change: August 1953 from-- July 1953	Sales: Percent change: 8 mo. 1953 from 8 mo. 1952[2]	Sales: August 1953 panel: Number of establishments reporting	Sales: August 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change: August 1953 from-- August 1952	Inventory, end-of-month (at cost): Percent change: August 1953 from-- July 1953	Inventory, end-of-month (at cost): August 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): August 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): August 1953	Stock-sales ratios[1] (percent): August 1952	Stock-sales ratios[1] (percent): July 1953
Groceries, total	+1	-8	+3	841	$142,014	-1	0	677	$132,176	120	122	111
Nonaffiliated full-line wholesalers[4]	-5	-9	0	556	57,873	-6	0	464	57,980	121	122	111
New England	0	-10	+4	7	1,612	+12	-2	6	2,469	162	145	148
Middle Atlantic	+5	-6	+6	21	3,555	+19	+5	14	4,553	152	137	140
East North Central	+1	-6	-2	133	10,469	-3	0	126	11,556	122	126	115
West North Central	-6	-13	+1	64	7,218	0	+3	51	7,489	131	121	110
South Atlantic	-1	-6	+1	61	7,799	+5	+10	32	6,301	123	120	108
East South Central	-11	-6	-4	38	4,546	-2	+3	29	4,473	126	113	117
West South Central	-5	-7	+1	100	12,864	-1	+8	78	12,611	124	118	109
Mountain	-10	-17	+1	24	2,679	+5	+7	22	3,334	133	114	102
Pacific	-13	-13	-5	108	7,131	-46	-30	106	5,194	76	121	95
Voluntary-group wholesalers	+7	-7	+5	174	58,219	+5	+2	135	53,102	118	122	110
New England	+3	-14	+8	10	3,557	+6	+7	8	2,259	114	111	97
Middle Atlantic	+3	-8	+1	25	10,546	+7	+7	18	7,031	127	123	108
East North Central	+12	-1	+7	41	11,266	+4	+4	29	8,727	93	102	90
West North Central	+11	-6	+6	61	20,723	+3	-3	61	25,969	125	135	121
South Atlantic	0	-11	+3	9	2,057	+7	+4	5	1,555	119	115	102
Pacific	+1	-14	+3	23	5,967	+7	+11	9	2,408	128	110	103
Retailer-cooperative warehouses	+9	-9	+10	18	11,042	+4	-4	10	5,388	100	103	93
Specialty lines wholesalers	-1	-9	+7	93	14,880	-3	-6	68	15,706	129	132	125
New England	-10	-6	-5	5	179	-29	+4	4	87	51	64	46
Middle Atlantic	-2	-25	+8	21	3,371	-4	-9	14	3,524	125	125	97
East North Central	-9	-23	-2	9	609	+29	+4	6	345	83	70	82
South Atlantic	-2	-13	+2	16	1,520	-5	+6	11	1,631	121	125	98
East South Central	-6	-17	-3	4	458	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+10	+2	+13	5	377	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-8	+1	+4	27	6,757	-7	-8	23	8,451	159	155	182
Leather and shoe findings	-9	+9	-1	25	452	+4	+3	12	1,028	522	437	537
Middle Atlantic	-17	+8	-1	6	39	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+1	+20	+1	5	97	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-24	-2	-11	4	39	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-9	+7	-2	6	227	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-14	-4	-7	38	20,450	-20	-7	34	6,527	36	40	38
Middle Atlantic	-6	-3	-5	9	3,676	-19	-7	9	1,614	44	51	46
East North Central	-21	-5	-9	13	8,725	-25	-9	12	2,929	36	37	37
Pacific	-25	-14	-16	4	3,404	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products	+15	+8	+7	59	9,787	+2	0	39	9,140	128	145	137
New England	+2	-9	+3	5	289	-5	+1	4	345	203	216	179
Middle Atlantic	+14	+11	+6	17	2,691	+10	+1	9	1,563	101	105	113
East North Central	+16	+2	+8	16	2,995	-2	-1	13	3,138	109	130	112
South Atlantic	+11	+3	+6	7	878	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+8	+3	+3	5	508	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+25	+25	+8	6	2,090	+9	+2	5	2,508	150	165	179
Petroleum	+4	+1	+3	28	4,681	-23	0	28	4,794	102	139	103
Shoes and other footwear	-11	-2	+5	34	35,800	+11	-7	31	73,287	207	167	216
Tobacco products	+1	-8	+2	279	43,789	+6	+4	162	17,499	60	57	54
New England	+3	-7	+3	32	3,027	+8	-8	9	370	46	64	73
Middle Atlantic	+2	-10	+3	59	15,213	+7	+7	37	7,828	66	62	55
East North Central	+3	-6	+4	66	8,947	+6	+4	39	2,880	54	52	50
West North Central	-1	-4	-3	40	5,365	-3	+3	30	2,245	56	58	53
South Atlantic	-2	-8	+3	25	5,364	+15	+2	20	2,729	61	52	56
East South Central	-3	-9	0	14	1,776	+3	+6	8	546	50	48	42
West South Central	-7	-8	-3	26	1,960	-8	+1	9	454	57	57	48
Mountain	-8	-6	-2	8	467	+23	+1	7	340	75	56	70
Pacific	+2	-10	0	9	1,670	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits[5]	+3	-8	+8	285	80,648	+4	0	240	117,853	168	168	156
New England	+6	-17	+7	23	4,242	+8	+1	19	4,344	124	123	101
Middle Atlantic	+7	-5	+14	53	26,360	+5	-3	51	38,031	154	158	153
East North Central	+8	-13	+13	42	11,354	+15	+2	31	15,526	164	150	142
West North Central	-8	-11	+1	36	6,578	+3	+4	31	10,992	221	197	191
South Atlantic	+3	-8	+3	43	11,342	-4	-4	40	17,123	158	170	151
East South Central	-5	-9	+2	12	2,276	-1	-4	9	4,527	253	247	246
West South Central	+19	+6	-1	34	7,056	-3	+1	32	13,752	196	241	204
Mountain	+9	-1	+17	12	2,105	+21	-5	11	2,548	122	111	126
Pacific	-12	-16	+4	30	9,335	+13	+17	16	11,010	197	155	144
Miscellaneous	-8	+1	+2	30	6,821	+13	+13	19	9,042	196	156	176

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 calculation 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 dovisions

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., Tex.)
South Central - East South Central and West South Central combined.
Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, *Secretary*
BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

FOR RELEASE
NOVEMBER 3, 1953

SEPTEMBER 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 4,239 wholesale establishments in various kinds of business.

SALES

September 1953 sales of merchant wholesalers increased 10 percent over the previous month and were 2 percent above a year ago. Cumulative sales for the first nine months of 1953 were 5 percent higher than for the same period in 1952.

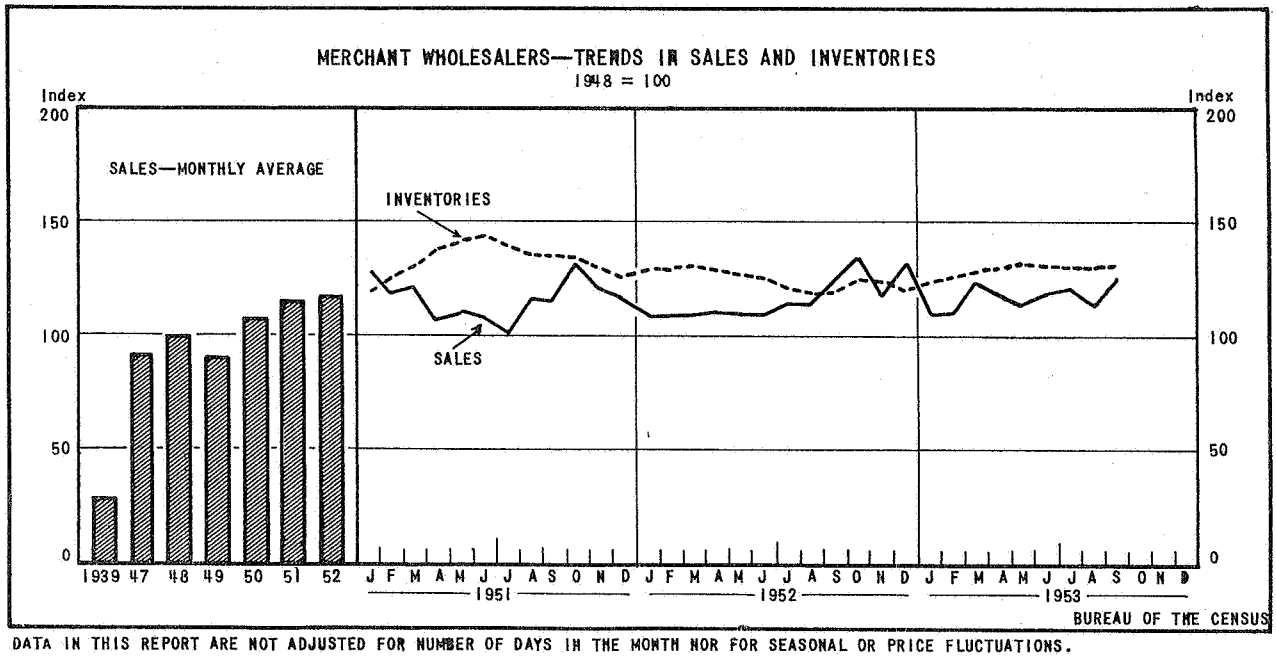
All geographic divisions experienced increases in sales from August 1953, with New England showing the principal increase (17%). Compared with September sales a year ago, five divisions, with East North Central leading, reported gains of 2 to 8 percent, while the remaining four divisions reflected declines of 1 to 2 percent. All divisions, however, noted cumulative nine months' sales in 1953 above those in the corresponding period of 1952.

Of the 37 kinds of business covered in this report, 25 trades experienced sales increases over the previous month--the sharpest increase (29%) being reported by jewelry wholesalers. Nine other trades, led by wholesalers of shoes and other footwear (down 15%), indicated sales declines, while three trades--automotive supplies, dairy and poultry products, and dry goods--remained at about the same level as a month earlier. Increases above September 1952 sales were reported by 20 trades, the largest gain being shown by grocery retailer-cooperative warehouses (14%). Fifteen other trades registered declines, the most substantial being farm supplies (27%). Cumulative sales for the first three quarters of 1953 were higher than for the same period in 1952 in 28 trades--metals noting the largest increase (19%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of September increased slightly (1%) over stocks on hand August 31, and were 10 percent above inventories of September 30, 1952. Based on the reports of 3,303 establishments submitting inventory figures in conjunction with sales data, the September stock-sales ratio of 150 percent was 20 points below that reported for the previous month, but 6 points above that reported for September 1952.

By divisions, only slight changes from inventories on hand a month earlier were noted, the largest being increases of 4 percent in the New England and East South Central Divisions. However, all geographic divisions reported inventories from 5 to 14 percent higher than on hand a year ago. Appliances and specialties wholesalers, with inventories 40 percent higher than last September, again reflected the most substantial change from year-ago inventories.



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

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

SEPTEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Sept. 1953 from-- Sept. 1952	Sales: Percent change Sept. 1953 from-- Aug. 1953	Sales: 9 mo. 1953 from 9 mo. 1952[2]	Sales: September 1953 panel: Number of establishments reporting	Sales: September 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Sept. 1953 from-- Sept. 1952	Inventory, end-of-month (at cost): Percent change Sept. 1953 from-- Aug. 1953	Inventory, end-of-month (at cost): September 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): September 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Sept. 1953	Stock-sales ratios[1] (percent): Sept. 1952	Stock-sales ratios[1] (percent): Aug. 1953
United States, total	+2	+10	+5	4,239	$891,694	+10	+1	3,303	$1,162,280	156	144	170
New England	+5	+17	+6	256	40,301	+10	+4	178	42,392	140	137	159
Middle Atlantic	+3	+12	+6	739	169,404	+10	+2	565	180,822	135	128	147
East North Central	+8	+14	+6	822	172,252	+13	+1	673	197,970	131	125	150
West North Central	-2	+7	+4	514	115,704	+5	-1	387	170,098	166	156	179
South Atlantic	+3	+13	+3	538	102,141	+10	0	427	128,757	150	142	172
East South Central	+2	+10	+3	199	37,644	+14	+4	154	50,406	159	141	168
West South Central	-2	+9	+2	389	76,020	+10	+1	306	115,350	182	161	198
Mountain	-2	+3	+7	177	27,047	+11	0	146	38,684	162	145	168
Pacific	-1	+9	+4	555	117,446	+11	+2	417	152,317	174	151	182
Automotive supplies	-9	0	+5	385	21,271	+4	+3	215	18,539	252	229	258
New England	-17	+8	+5	21	847	-8	-2	9	435	201	202	254
Middle Atlantic	-12	0	+4	51	1,205	+4	+1	47	2,796	266	225	261
East North Central	-3	+2	+7	71	4,100	+4	+10	57	5,953	236	217	232
West North Central	-8	+6	+4	85	5,212	0	0	13	1,155	268	224	268
South Atlantic	-16	-10	+4	24	3,240	+6	0	17	1,729	269	275	301
West South Central	-17	-3	0	12	1,981	-4	-8	8	1,501	231	240	250
Mountain	-19	-28	+16	29	803	+8	-2	19	1,218	279	215	289
Pacific	-2	+5	+5	89	3,201	+5	+1	42	3,690	267	245	274
Electrical group, total	+10	+21	+9	686	172,397	+21	0	618	235,447	145	132	176
Full-line wholesalers	+12	+22	+9	459	134,613	+20	0	451	194,299	146	137	178
New England	+15	+28	+8	33	8,047	+6	+2	33	11,592	144	155	180
Middle Atlantic	+13	+24	+9	63	21,302	+9	+2	61	28,484	135	140	165
East North Central	+19	+28	+10	95	32,783	+29	+5	94	43,629	134	123	164
West North Central	+9	+12	+10	44	10,684	+10	-2	44	15,619	146	146	167
South Atlantic	+14	+26	+6	70	20,148	+18	-2	67	28,721	148	144	189
East South Central	+17	+25	+13	29	6,653	+38	-2	28	10,084	156	132	200
West South Central	+10	+16	+7	48	11,971	+25	-4	48	21,722	181	160	219
Mountain	+1	+16	+15	19	4,281	+19	-4	19	6,396	149	127	181
Pacific	+1	+15	+11	58	18,744	+22	-3	57	28,052	150	124	179
Wiring supplies, construction materials distributors	+9	+6	+7	125	11,674	+12	-1	85	12,187	145	143	152
New England	+13	+6	+2	15	1,002	+8	-2	5	380	171	160	183
Middle Atlantic	+16	+4	+3	27	1,241	+6	-1	18	1,984	192	219	203
East North Central	+13	+12	+8	31	4,130	+10	-2	24	4,658	143	150	161
West North Central	+3	+8	+8	8	1,035	+14	-1	6	925	181	153	174
South Atlantic	+4	-9	+16	15	1,931	+18	-2	12	1,555	90	82	82
South Central	+6	+10	-1	12	1,223	+20	+5	7	1,172	166	153	186
Mountain	-12	+6	+4	6	399	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+15	+14	+15	11	713	+27	+2	10	1,227	174	158	194
Appliances and specialties wholesalers	+1	+23	+10	102	26,110	+40	+1	82	28,961	143	103	171
New England	+3	+26	+20	9	2,337	+39	-3	6	1,848	96	70	123
Middle Atlantic	+3	+33	+11	22	10,287	+41	+3	17	9,178	149	110	184
East North Central	+19	+33	+19	17	4,520	+44	-5	11	4,243	118	94	171
West North Central	+25	+2	+23	9	1,311	+30	-1	8	2,038	158	153	164
South Atlantic	-16	+20	+4	20	3,635	+61	-1	19	5,656	169	91	207
South Central	-13	-7	+1	10	1,396	+15	+14	8	2,202	163	122	134
Mountain	-8	+14	+5	6	810	+37	+3	6	1,639	202	135	223
Pacific	-11	+5	+3	9	1,814	+20	0	7	2,157	124	91	130
Furniture and house furnishings	-1	+14	+5	84	16,601	+24	0	67	26,747	187	146	213
Middle Atlantic	-1	+17	+1	15	2,838	+28	-4	12	4,640	216	157	252
East North Central	+3	+18	+7	9	2,350	+14	+2	8	3,907	182	163	214
West North Central	-3	+16	0	13	2,064	+24	+7	13	4,532	220	171	240
South Atlantic	+9	+13	+7	12	1,104	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-12	+20	+4	11	1,839	+40	-3	11	3,718	202	127	248
Mountain	-14	-2	0	7	1,136	+12	+8	5	1,902	239	188	230
Pacific	+5	+9	+10	11	4,063	+27	-6	9	5,097	134	112	156
Hardware	-2	+11	+4	158	66,309	+15	-2	132	138,997	239	203	273
Middle Atlantic	+4	+17	+5	35	9,851	+15	-4	30	18,032	202	183	246
East North Central	+4	+10	+11	33	15,071	+14	-5	30	27,734	202	183	240
West North Central	-10	+15	0	16	11,167	+2	-3	16	28,254	253	224	302
South Atlantic	-4	+8	0	18	4,920	+14	-3	15	9,675	233	196	254
East South Central	-6	+2	+3	10	3,699	+23	+22	8	8,197	253	195	213
West South Central	0	+9	0	15	5,530	+15	-2	9	8,812	253	217	288
Mountain	-11	+5	-2	8	2,265	+18	-4	5	3,325	316	234	348
Pacific	-4	+9	+4	20	13,606	+26	-1	16	34,322	282	216	310
Industrial supplies	+1	+6	+3	137	21,877	+3	0	111	36,545	192	188	204
New England	+5	+11	+2	17	1,423	+4	+1	15	2,955	242	246	267
Middle Atlantic	+3	+9	-3	27	3,798	+2	-1	21	7,021	200	205	223
East North Central	+5	+9	+8	22	5,413	+12	-1	21	8,671	163	151	179
West North Central	+7	+9	+4	11	1,956	+3	-4	9	2,720	167	169	185
South Atlantic	+3	-5	+3	19	1,867	+2	+1	15	3,649	225	222	212
East South Central	-1	+2	0	3	2,262	+5	-1	9	4,133	183	171	187
West South Central	-3	+5	+4	24	4,262	-7	+6	14	5,690	220	213	212
Pacific	-13	+2	-1	8	896	-8	-9	7	1,706	200	190	227
Jewelry	-3	+29	-2	121	7,834	+7	+3	71	14,582	254	227	315
New England	+12	+44	+3	8	573	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-3	+40	-8	37	2,461	-7	+1	20	3,663	231	227	339
East North Central	+1	+25	+7	32	2,032	+17	+2	21	4,305	242	211	292
West North Central	-3	+17	+1	12	937	+6	-1	10	2,267	245	236	288
South Atlantic	+4	+13	-4	6	363	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+19	+19	+10	5	201	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-18	+29	-6	18	1,256	+13	+11	11	3,319	356	256	407

See footnotes at end of table.

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

SEPTEMBER 1953

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

Geographic division and kind of business	Sales: Percent change: Sept. 1953 from-- Sept. 1952	Sales: Percent change: Sept. 1953 from-- Aug. 1953	Sales: 9 mo. 1953 from 9 mo. 1952[2]	Sales: September 1953 panel: Number of establishments reporting	Sales: September 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Sept. 1953 from-- Sept. 1952	Inventory, end-of-month (at cost): Percent change Sept. 1953 from-- Aug. 1953	Inventory, end-of-month (at cost): September 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): September 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Sept. 1953	Stock-sales ratios[1] (percent): Sept. 1952	Stock-sales ratios[1] (percent): Aug. 1953
Lumber and building materials	-7	+1	+2	79	$14,329	+15	-1	59	$13,700	131	103	129
Middle Atlantic	0	+1	+9	18	3,914	+11	+3	10	1,439	53	50	50
East North Central	-3	-7	+6	11	1,563	+21	-4	9	1,301	105	82	101
West North Central	-11	+4	-3	7	723	-1	-3	4	365	93	71	85
South Atlantic	-4	+11	-2	12	1,878	+5	0	10	1,660	181	163	197
South Central	+11	+6	+7	5	1,090	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-17	-2	-1	6	1,991	+32	+2	6	3,443	173	109	166
Pacific	-19	-13	+1	7	1,197	+16	0	6	2,140	181	128	156
Machinery equipment, supplies (except electrical)	+5	+4	-2	52	7,634	+3	-2	41	15,302	240	243	257
New England	+3	+8	+7	5	450	-6	-1	4	1,003	299	344	327
Middle Atlantic	-7	-7	-2	6	1,111	+4	-1	4	1,514	144	131	137
East North Central	+23	+7	+2	11	1,810	+6	-4	8	1,984	154	178	192
South Atlantic	+19	+11	+4	7	677	-8	-4	5	1,341	245	289	258
South Central	+18	+39	-10	14	1,468	+6	-2	13	6,799	481	530	680
Pacific	-22	-12	-12	6	739	+10	0	4	1,313	377	235	280
Metals	+7	-1	+19	45	16,024	+29	0	41	26,689	170	141	169
Paints and varnishes	-3	-9	+9	49	6,497	+7	0	45	18,463	290	264	261
Plumbing and heating supplies	+1	+9	-1	138	19,444	+2	0	119	29,500	169	163	181
New England	+2	+28	-2	7	402	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-2	+1	+2	30	2,305	+1	+2	23	3,509	187	179	180
East North Central	+7	+13	+6	22	2,270	+9	-2	20	3,744	181	178	212
West North Central	+1	+8	+6	15	1,909	+2	-3	13	3,043	172	167	190
South Atlantic	0	+9	-2	39	8,725	-2	0	39	13,166	151	154	164
East South Central	-4	+19	-8	10	2,007	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+8	-6	+15	76	2,193	+6	+1	66	4,242	239	247	227
Middle Atlantic	+20	-2	+17	14	716	+3	0	11	966	191	231	201
East North Central	+21	-6	+9	18	288	+11	0	13	657	320	365	289
West North Central	+6	+13	+25	5	236	-9	+10	5	419	178	207	183
South Atlantic	+1	-8	+16	24	611	+13	-1	24	1,543	253	227	236
West South Central	+20	-19	+14	4	143	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-19	-23	+5	10	163	+2	+2	9	419	388	312	310
Surgical, medical equipment, supplies	+12	+7	+5	29	5,140	+8	+1	27	6,433	128	132	136
Middle Atlantic	+22	+19	+12	5	944	+26	-4	4	933	107	105	135
East North Central	+13	+6	+2	7	2,106	+7	+1	7	2,560	122	129	128
South Atlantic	+13	+10	+14	6	956	+13	+5	6	1,181	124	123	130
Beer	+13	-1	+2	37	2,099	+12	+4	32	913	46	47	44
Middle Atlantic	+29	-7	+3	7	567	+83	+12	6	163	29	20	24
East North Central	+7	-4	+2	10	604	-9	+17	10	246	41	48	34
West North Central	0	+4	-4	4	48	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+14	+12	+5	5	483	+13	-15	4	222	51	53	68
Pacific	0	-2	-5	8	342	+14	+8	7	227	79	67	68
Chemicals, industrial	+7	-2	+18	14	2,830	+10	0	11	1,788	70	68	67
Clothing and furnishings (except shoes)	-10	+4	+3	15	3,912	+14	-8	10	3,710	122	115	140
Coal	-22	-1	-3	20	3,527	-21	+1	18	5,083	149	149	145
Confectionery	0	+7	+1	38	1,286	+12	+7	21	766	117	107	119
Middle Atlantic	+3	-4	+2	7	318	-1	-7	4	187	107	110	110
East North Central	+11	+2	+7	4	122	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+3	+12	+5	9	197	+6	+4	5	111	90	90	98
East South Central	-9	+24	-3	8	219	+41	+19	4	31	155	105	186
West South Central	+1	+25	-2	4	198	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	+3	0	+6	24	6,794	-27	-3	17	3,073	52	73	53
Drugs and Sundries (liquor excluded)	+5	+13	+6	202	69,178	+9	+5	164	105,309	185	178	200
New England	+5	+13	+4	13	3,288	+11	+8	10	4,573	181	169	195
Middle Atlantic	+6	+14	+6	28	11,532	+12	+7	20	12,352	168	164	179
East North Central	+8	+16	+7	26	11,732	+11	+7	20	14,826	164	157	180
West North Central	+4	+16	+3	18	6,773	+10	+3	16	10,462	176	168	197
South Atlantic	+2	+12	+6	30	7,639	+10	+6	23	12,250	202	187	217
East South Central	0	+12	+4	17	3,996	+7	+8	13	6,598	201	187	210
West South Central	+6	+13	+5	33	9,769	+4	+3	28	17,429	211	215	233
Mountain	+1	+10	+4	12	2,328	+3	+3	11	5,180	224	220	239
Pacific	+6	+11	+8	25	12,121	+13	+5	23	21,639	179	168	190
Dry goods	-6	0	+6	155	47,613	+17	-6	126	75,887	187	150	199
New England	-1	+9	0	5	654	+7	-5	5	828	127	118	145
Middle Atlantic	-16	-1	+5	43	5,920	+22	-2	31	9,197	233	164	236
East North Central	+1	+9	+13	15	6,141	+23	-12	15	7,409	121	99	150
West North Central	-8	-2	+6	19	16,889	+18	-4	17	36,068	215	167	220
South Atlantic	-7	+7	+2	21	5,280	+9	-7	16	7,731	163	142	185
East South Central	0	+1	+3	15	2,608	+18	-5	10	3,976	196	170	205
West South Central	-14	-2	-2	13	3,308	+8	-7	13	5,089	154	123	162
Mountain	-12	-13	0	4	490	+6	-4	4	1,310	267	221	242
Pacific	+8	-2	+11	20	6,323	+12	-9	15	4,279	171	157	187
Farm supplies	-27	-6	-15	18	2,008	-20	-1	9	680	57	59	54
Fresh fruits and vegetables	+1	-2	-5	58	5,096	-8	+11	38	622	19	20	18
New England	-16	-7	-15	6	227	-13	-7	6	53	23	23	23
Middle Atlantic	+11	0	-6	16	1,278	+21	+61	10	29	5	5	4
East North Central	+7	-8	-1	14	1,372	-17	+14	7	123	31	37	26
West North Central	+6	+5	-8	7	724	+9	0	7	211	29	28	30
South Atlantic	-3	+5	-7	4	221	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-8	+27	-10	4	198	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-10	-4	-4	4	956	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

SEPTEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Sept. 1953 from-- Sept. 1952	Sales: Percent change Sept. 1953 from-- Aug. 1953	Sales: 9 mo. 1953 from 9 mo. 1952[2]	Sept. 1953 panel: Number of establishments reporting	Sept. 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Sept. 1953 from-- Sept. 1952	Inventory, end-of-month (at cost): Percent change Sept. 1953 from-- Aug. 1953	Sept. 1953 panel: Number of establishments reporting	Sept. 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Sept. 1953	Stock-sales ratios[1] (percent): Sept. 1952	Stock-sales ratios[1] (percent): Aug. 1953
Groceries, total	+2	+8	+3	835	$150,890	-3	+4	674	$135,743	118	124	121
Non-affiliated full-line wholesalers[4]	-2	+9	-1	548	60,109	-5	+6	459	59,248	120	123	123
New England	+5	+8	+4	7	1,736	+7	+3	6	2,531	153	151	162
Middle Atlantic	+14	+18	+7	19	3,917	+10	-1	12	4,127	127	133	152
East North Central	+2	+10	-1	136	11,516	+2	+4	128	12,022	116	115	122
West North Central	-1	+8	+1	58	7,441	-6	+2	48	7,509	122	129	130
South Atlantic	+2	+6	+1	61	8,077	+2	+3	34	6,397	121	121	123
East South Central	-1	+12	-4	38	4,391	0	-1	29	3,856	117	113	134
West South Central	-5	+7	0	100	13,896	-6	+3	77	12,882	120	119	126
Mountain	-7	+5	0	22	2,384	-6	0	21	2,967	128	128	134
Pacific	-12	+10	-6	107	6,751	-26	+55	104	6,957	109	128	77
Voluntary-group wholesalers	+5	+5	+5	182	62,078	-1	+1	139	54,090	116	126	120
New England	-10	+15	+5	9	3,844	+7	+5	7	2,087	107	113	113
Middle Atlantic	+5	+8	+2	31	11,913	-1	-1	22	7,349	128	136	131
East North Central	+16	+6	+8	40	11,019	-1	+3	28	8,483	96	113	97
West North Central	+6	+4	+6	61	21,552	-2	+1	61	26,225	122	132	125
South Atlantic	+7	+10	+3	11	2,922	+1	+11	5	1,730	111	120	119
Pacific	-3	-3	+2	24	6,219	-3	-11	10	2,609	106	107	127
Retailer-cooperative warehouses	+14	+19	+10	19	13,311	-4	+3	11	5,679	89	105	101
Specialty lines wholesalers	-4	+7	+6	86	15,392	-1	+8	65	16,726	132	129	130
New England	+5	+17	-4	4	104	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-1	+24	+7	18	3,978	+2	+3	13	3,617	103	100	126
East North Central	-33	+22	-6	8	544	-2	+1	5	193	58	60	75
South Atlantic	+4	+25	+3	14	1,807	-1	+6	10	1,618	100	104	119
East South Central	-3	+23	-3	5	615	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+1	+6	+11	5	400	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-12	-5	+2	26	6,421	-4	+12	22	9,355	193	170	158
Leather and shoe findings	-14	+9	-3	26	574	+3	-4	13	1,157	384	312	441
Middle Atlantic	-13	+18	-3	5	40	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+2	+12	+1	5	109	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-16	+33	-12	4	52	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-18	+3	-5	7	305	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	0	+11	-7	39	23,079	-12	-2	35	6,360	31	37	35
Middle Atlantic	+2	+5	-4	9	3,929	-12	+6	9	1,553	40	46	39
East North Central	+9	+18	-7	13	10,294	-14	-3	12	2,828	29	37	36
South Central	0	+6	+7	4	3,756	-13	-5	4	1,048	28	32	31
Pacific	-18	+12	-16	5	4,059	-8	-6	4	651	24	28	30
Paper and its products	+5	+1	+7	55	10,105	+3	0	37	9,122	121	123	122
New England	+9	+11	+4	4	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+5	+4	+6	15	3,011	+9	-3	9	1,868	96	93	104
East North Central	+5	+5	+8	17	3,335	0	+2	13	3,002	96	102	99
South Atlantic	+18	+8	+7	6	885	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+4	-9	+3	5	464	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	-6	+7	5	1,837	+6	0	4	2,286	161	151	150
Petroleum	+3	+19	+3	28	5,580	-11	+22	28	5,854	105	122	102
Shoes and other footwear	-12	-15	+3	33	30,247	+17	-2	30	71,557	240	181	208
Tobacco products	+4	+4	+2	261	43,301	+2	+2	155	18,025	61	62	61
New England	+1	+1	+2	32	2,970	+28	+14	11	523	69	54	59
Middle Atlantic	+5	+1	+3	59	14,987	-9	-3	38	7,501	64	74	65
East North Central	+8	+5	+4	60	8,458	+12	+6	37	2,967	57	54	56
West North Central	+3	+5	-2	37	5,005	+1	+4	28	2,207	54	56	56
South Atlantic	0	+8	+2	23	5,495	+12	+6	18	2,749	61	54	62
East South Central	0	+9	0	11	1,737	+3	+8	6	669	48	46	49
West South Central	-3	+7	-3	21	1,881	-5	+8	7	374	46	49	47
Mountain	+5	+7	-1	8	500	+11	-4	7	327	68	65	75
Pacific	+9	+4	+1	10	2,268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits[5]	+4	+20	+7	284	94,279	+6	+5	234	118,066	151	144	170
New England	+14	+33	+7	21	5,005	-1	+2	15	3,213	104	115	140
Middle Atlantic	-1	+14	+12	44	26,188	+10	+11	41	33,951	144	128	146
East North Central	+19	+26	+13	40	14,028	+8	0	30	15,468	127	138	165
West North Central	-7	+20	0	36	8,086	+1	0	31	11,049	175	166	215
South Atlantic	+15	+31	+4	45	14,092	-4	+1	43	17,569	128	153	167
East South Central	-11	+12	+1	11	2,291	+7	+4	9	4,708	240	199	253
West South Central	-11	+18	-2	35	8,787	+21	+12	31	16,194	190	140	198
Mountain	+15	+4	+17	13	2,010	+10	+4	10	1,793	115	121	115
Pacific	+7	+20	+5	39	13,792	+2	+4	24	14,121	186	170	187
Miscellaneous	-4	+19	+1	30	8,107	+22	+8	19	9,741	181	136	196

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 reportimg 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., Tex.)
South Central - East South Central and West South Central combined.
Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, *Secretary*
BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

OCTOBER 1953

FOR RELEASE
DECEMBER 4, 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 kinds of business.

SALES

October 1953 sales of merchant wholesalers showed no change from the previous month. Compared with a year ago, October sales were down 6 percent, reflecting for the first time in 1953 a decline from year-ago sales. However, cumulative sales for the first ten months of 1953 were 4 percent higher than for the same period in 1952.

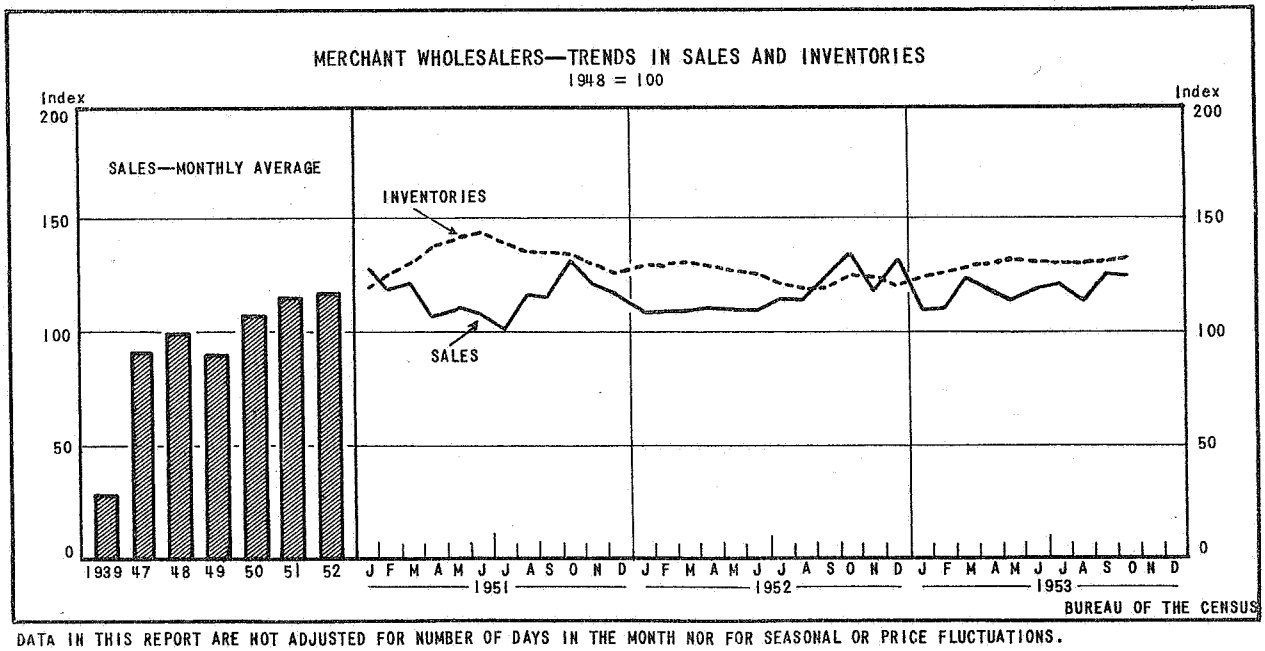
Three geographic divisions--New England and Middle Atlantic, each up 5 percent, and Pacific, up 2 percent--experienced increases in sales from September 1953. Compared with October sales a year ago, only one division, New England, reported a gain (1%). The remaining eight divisions reflected declines of from 2 to 9 percent. All divisions, however, noted cumulative nine months' sales in 1953 above those in the corresponding period of 1952.

Of the 37 kinds of business covered in this report, about the same number of trades noted sales increases over the previous month as reported declines. Sales of paint and varnish wholesalers, up 24 percent, reflected the principal gain over a month ago, while sales of beer distributors, down 21 percent, indicated the sharpest decrease. Eight trades reported increases over October 1952 sales, the largest being shown by paints and varnishes (up 10%). Twenty-six other trades, led by wholesalers of farm supplies (down 28%), indicated sales declines. Cumulative sales for the first ten months of 1953 were higher than for the same period in 1952 in 26 trades--metals again noting the largest increase (17%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of October increased slightly (1%) over stocks on hand September 30, and were 10 percent above the inventories of October 31, 1952. Based on the reports of 3,356 establishments submitting inventory figures in conjunction with sales data, the October stock-sales ratio of 160 percent was 3 points above that reported for the previous month, but 23 points above October 1952.

By divisions, only slight changes from inventories on hand a month earlier were noted, the largest being increases of 3 percent in the South Atlantic and Mountain Divisions. However, all geographic divisions reported inventories from 6 to 14 percent higher than on hand a year ago. Appliances and specialties wholesalers, with inventories 47 percent higher than last October, continued for the fifth consecutive month to reflect the most substantial change from year-ago inventories.



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

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

OCTOBER 1953

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

Geographic division and kind of business	Sales: Percent change Oct. 1953 from Oct. 1952	Sales: Percent change Oct. 1953 from Sept. 1953	Sales: 10 mo. 1953 from 10 mo. 1952[2]	Sales: October 1953 panel: Number of establishments reporting	Sales: October 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Oct. 1953 from Oct. 1952	Inventory, end-of-month (at cost): Percent change Oct. 1953 from Sept. 1953	Inventory, end-of-month (at cost): October 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): October 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Oct. 1953	Stock-sales ratios[1] (percent): Oct. 1952	Stock-sales ratios[1] (percent): Sept. 1953
United States, total[3]	-6	0	+4	4,304	$891,280	+10	+1	3,356	$1,186,881	160	137	157
New England	+1	+5	+5	261	40,536	+13	+2	188	44,611	147	130	146
Middle Atlantic	-5	+5	+5	745	176,025	+14	+2	569	186,649	133	112	137
East North Central	-2	-2	+5	823	169,578	+13	+1	672	199,531	135	116	131
West North Central	-7	-2	+3	542	115,474	+6	0	405	173,616	173	151	168
South Atlantic	-8	-6	+2	546	96,899	+13	+3	432	135,414	167	135	151
East South Central	-9	-4	+2	206	36,400	+13	+1	158	51,555	168	134	159
West South Central	-8	-1	+1	390	75,132	+9	0	313	115,932	183	155	181
Mountain	-7	-1	+5	172	26,548	+12	+3	143	39,208	171	143	164
Pacific	-6	+2	+3	568	120,488	+10	+1	425	154,805	168	144	175
Automotive supplies	-12	0	+3	389	21,473	+6	+2	211	18,671	248	197	246
New England	+1	+18	+5	22	997	-4	+2	9	443	185	164	201
Middle Atlantic	-16	+9	+1	48	1,353	+9	+2	44	2,632	229	175	235
East North Central	-19	0	+3	76	4,542	+9	+3	57	6,888	246	176	243
West North Central	-7	-3	+2	98	5,400	+1	-1	21	1,792	251	205	235
South Atlantic	-13	+3	+2	18	3,025	+8	+7	11	971	241	238	275
West South Central	-13	+6	-2	13	1,891	+1	+3	9	1,064	239	218	228
Mountain	-9	-3	+14	23	636	+2	-3	19	1,184	268	247	279
Pacific	-7	-6	+4	88	2,982	+7	+1	41	3,697	275	240	266
Electrical group, total	-5	-6	+8	694	162,552	+24	+2	636	241,989	158	122	145
Full-line wholesalers	-4	-7	+8	463	125,492	+22	+2	455	199,729	161	126	146
New England	+5	0	+7	33	8,071	+10	+1	33	11,658	144	137	144
Middle Atlantic	-1	-8	+8	64	19,764	+15	+3	62	29,636	151	131	135
East North Central	+1	-8	+9	95	30,674	+29	0	94	44,268	145	114	133
West North Central	+2	0	+9	46	10,777	+20	+9	46	17,220	160	136	147
South Atlantic	-10	-16	+4	69	16,780	+21	+3	67	29,566	181	135	148
East South Central	-10	-12	+11	29	5,828	+48	+5	27	10,520	190	113	156
West South Central	-8	-12	+5	49	10,510	+22	-4	49	20,858	198	149	181
Mountain	-7	-3	+12	20	4,246	+32	+6	20	6,937	163	114	149
Pacific	-9	+1	+9	58	18,842	+20	+4	57	29,066	155	117	150
Wiring supplies, construction materials distributors	0	+1	+7	123	11,951	+7	0	93	13,270	139	131	141
New England	+10	+7	+3	13	921	-39	-39	5	233	94	159	171
Middle Atlantic	-5	+2	+2	27	1,315	+1	+3	21	1,888	162	153	158
East North Central	+6	0	+7	28	3,761	+5	-1	23	4,302	132	134	133
West North Central	-2	-1	+7	9	1,250	+4	-2	7	1,403	180	169	194
South Atlantic	-4	+8	+14	18	2,200	+15	+7	15	1,960	98	83	100
South Central	-10	-12	-2	12	1,338	+12	0	9	1,936	179	142	158
Mountain	0	+3	+4	6	411	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+11	+7	+15	10	755	+24	+2	10	1,248	165	148	172
Appliances and specialties wholesalers	-10	-4	+8	108	25,109	+47	+1	88	28,990	149	92	142
New England	-3	+6	+16	15	2,619	+35	+4	12	2,240	101	72	106
Middle Atlantic	-15	-10	+8	21	9,150	+58	+4	17	9,348	166	93	146
East North Central	+4	-3	+17	16	4,071	+59	-3	11	3,826	122	74	116
West North Central	+15	+8	+22	11	1,777	+22	-1	9	2,518	174	157	176
South Atlantic	-28	-11	0	21	3,029	+53	-4	20	4,987	178	89	167
South Central	-20	-5	-1	11	1,471	+28	+2	9	2,577	182	112	169
Mountain	-22	0	+3	6	814	+25	0	6	1,639	201	125	202
Pacific	+19	+19	+5	7	2,178	+70	+9	4	1,855	92	65	102
Furniture and house furnishings	-5	+7	+4	83	17,333	+22	-4	64	24,795	166	129	186
New England	+1	+13	+7	5	822	+24	-10	4	1,065	138	111	168
Middle Atlantic	+11	+21	+2	13	3,232	+18	-11	9	3,691	154	134	210
East North Central	-7	+1	+5	9	2,372	+17	-1	8	3,873	179	144	182
West North Central	-6	+14	0	12	2,299	+15	-9	12	4,048	176	143	220
South Atlantic	+1	+9	+7	12	1,202	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-8	+6	+3	11	1,942	+50	+5	11	3,896	201	123	202
Mountain	-11	-1	-2	7	1,124	+4	-3	5	1,846	212	184	239
Pacific	-10	0	+8	11	4,062	+24	-3	9	4,943	129	94	133
Hardware	-8	+4	+2	168	70,724	+12	-3	144	140,432	222	184	238
Middle Atlantic	-2	+11	+4	35	11,255	+12	-4	30	17,675	174	153	199
East North Central	0	+8	+9	32	16,033	+14	-6	31	25,884	167	147	191
West North Central	-12	+2	-1	19	12,237	0	-3	19	29,656	242	215	255
South Atlantic	-15	-5	-2	22	5,001	+12	0	18	10,907	252	191	240
East South Central	-13	-1	+1	14	4,047	+17	-1	12	9,396	263	194	261
West South Central	-9	-3	-1	14	5,343	+14	-1	9	8,737	258	209	253
Mountain	-14	+8	-4	8	2,445	+20	0	5	3,341	309	249	316
Pacific	-10	+2	+2	21	13,915	+21	-4	17	33,779	271	202	286
Industrial supplies	-2	+6	+2	138	22,011	+3	-1	111	34,272	183	172	196
New England	-3	+8	+1	13	1,122	+3	-1	12	2,346	224	207	244
Middle Atlantic	0	+7	-2	29	4,402	0	-2	22	7,169	186	189	202
East North Central	-4	+8	+7	20	5,139	+12	0	19	7,574	150	128	162
West North Central	-1	+4	+3	12	1,960	+4	-1	11	2,699	169	153	167
South Atlantic	+5	+7	+3	20	2,207	+5	+2	17	4,205	211	211	223
East South Central	+2	+11	0	7	1,495	+5	-1	7	2,471	165	161	186
West South Central	0	+8	+3	28	4,856	-4	-2	16	5,742	192	188	215
Pacific	-23	-14	-3	9	830	-3	-2	7	2,066	310	239	257
Jewelry	-11	+10	-3	125	8,619	+7	+2	78	14,734	238	200	261
New England	-8	+7	+1	7	604	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-16	+12	-9	37	2,794	-7	+3	19	3,439	219	184	228
East North Central	-4	+12	+5	37	2,190	+8	-7	26	4,119	214	191	260
West North Central	-8	+5	0	13	1,032	+8	+1	11	2,535	248	212	258
South Atlantic	-7	-4	-4	6	350	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+1	+1	+9	5	204	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-14	+15	-7	17	1,422	+22	+13	10	3,580	319	243	350

See footnotes at end of table.

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Lumber and building materials	-10	+4	+1	78	$14,529	+10	-2	58	$13,213	121	101	132
Middle Atlantic	+2	+13	+8	17	4,120	+20	+4	11	1,526	48	41	53
East North Central	-8	-1	+5	11	1,290	+29	+3	8	1,190	143	103	138
West North Central	-19	-1	-5	7	713	0	-2	4	262	56	49	58
South Atlantic	-9	0	-3	11	1,873	+14	+7	9	1,779	180	157	181
South Central	-12	-17	+5	5	910	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-24	-1	-4	7	2,159	+8	-3	6	3,349	173	122	173
Pacific	-14	+14	-1	7	1,367	+22	+1	6	2,115	156	110	176
Machinery equipment, supplies (except electrical)	-2	+4	-2	56	8,609	+3	-1	44	17,766	250	226	258
New England	-1	+2	+6	5	461	-4	0	4	998	303	301	299
Middle Atlantic	-1	+17	-2	7	1,578	+4	-1	4	1,857	126	124	151
East North Central	+14	+5	+3	10	1,662	+4	-2	7	1,723	176	159	166
South Atlantic	+27	+24	+7	9	1,417	0	-2	8	3,124	234	300	296
South Central	-31	-16	-12	14	1,226	+5	-5	13	6,474	538	352	481
Pacific	-9	+7	-11	8	997	+9	+3	5	2,112	405	281	421
Metals	-3	-1	+17	46	15,860	+33	+3	42	27,960	180	132	173
Paints and varnishes	+10	+24	+9	49	8,047	+8	-2	45	18,191	230	235	290
Plumbing and heating supplies	-8	0	-1	135	19,815	+4	0	114	28,672	162	142	166
New England	-4	+2	-3	7	412	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-9	+13	+1	31	3,009	-1	-3	24	3,683	144	131	170
East North Central	-3	-2	+5	18	2,033	+6	0	16	3,078	169	158	163
West North Central	-12	0	+4	14	1,597	+4	-2	12	2,577	176	147	180
South Atlantic	-8	+3	-3	39	8,974	+4	+2	39	13,397	149	132	151
East South Central	-13	-6	-9	10	1,882	-9	-1	9	2,833	153	145	144
Refrigeration equipment, parts (commercial)	+8	-3	+15	76	2,142	+5	-4	66	4,165	245	249	242
Middle Atlantic	+2	-17	+16	14	597	+7	-8	11	893	226	210	191
East North Central	+18	+3	+10	18	297	+18	+8	13	709	314	326	320
West North Central	0	+1	+21	5	238	-16	-8	5	384	161	192	178
South Atlantic	+6	-1	+15	24	604	+9	-5	24	1,468	243	238	253
South Central	+5	+8	+12	4	169	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+33	+22	+8	10	199	-5	-5	9	398	343	409	388
Surgical, medical equipment, supplies	+4	+3	+5	27	5,229	+7	+2	24	6,060	123	119	124
Middle Atlantic	+8	+2	+11	5	993	+22	+2	4	999	112	100	109
East North Central	+3	-1	+2	7	2,067	+6	+4	6	2,314	120	117	115
South Atlantic	+4	0	+13	5	890	+13	-1	5	1,084	122	113	123
South Central	0	+32	-2	4	642	-5	-2	4	709	110	116	150
Beer	-6	-21	+1	40	1,770	+21	+4	34	956	60	48	46
Middle Atlantic	-22	-47	0	8	316	+82	-22	7	133	43	18	29
East North Central	-1	-12	+2	11	563	+4	+5	10	258	48	46	41
West North Central	-10	-23	-5	5	102	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+2	-16	+4	5	405	+31	+28	4	284	77	62	51
Pacific	-1	-1	-5	8	338	+13	-4	7	219	70	66	79
Chemicals, industrial	-1	+7	+16	18	3,222	+9	+1	15	1,906	67	60	72
Clothing and furnishings (except shoes)	-20	-5	-1	19	4,171	-4	-5	12	4,316	140	119	131
Coal	+1	+13	-2	21	4,203	-18	-2	19	5,308	129	159	150
Confectionery	-3	+8	+1	38	1,420	+3	0	21	770	108	99	113
Middle Atlantic	-8	-3	+1	7	307	0	+8	4	202	140	114	107
East North Central	+3	+7	+7	4	131	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-6	+1	+4	9	199	+19	+16	5	129	102	79	90
East South Central	-9	+12	-3	9	275	+10	+3	4	34	77	62	73
Dairy and poultry products	-7	+2	+5	19	4,524	-10	-9	12	1,662	46	50	51
Drugs and sundries (liquor excluded)	0	+1	+5	207	70,744	+8	+2	164	108,788	189	174	186
New England	+2	+2	+4	11	2,969	+12	+3	9	4,445	201	182	200
Middle Atlantic	+4	+4	+5	28	12,293	+11	+2	20	13,254	167	160	169
East North Central	+2	+1	+6	27	12,373	+13	+4	21	16,168	168	148	162
West North Central	-4	-2	+3	18	6,643	+12	+5	15	10,952	195	166	179
South Atlantic	+3	+2	+5	31	7,983	+10	+3	22	12,220	201	187	202
East South Central	-3	+2	+3	17	4,066	+9	+1	13	6,669	199	178	201
West South Central	-5	-6	+4	34	9,299	+1	+2	29	18,054	232	215	212
Mountain	-5	+1	+3	13	2,441	0	+1	11	5,253	227	215	224
Pacific	+1	+4	+7	28	12,677	+7	+1	24	21,773	174	163	179
Dry goods	-14	-10	+3	164	44,491	+12	-4	130	74,127	198	151	184
New England	-21	-9	-4	7	850	+11	-4	7	1,225	144	103	137
Middle Atlantic	-20	+2	+2	44	6,035	+19	-4	31	8,648	224	153	231
East North Central	-5	-8	+10	14	5,472	+13	-5	14	6,594	121	101	117
West North Central	-19	-16	+3	20	14,379	+11	-4	18	35,077	245	179	214
South Atlantic	-13	-10	0	22	5,430	+10	-7	16	7,677	158	126	153
East South Central	-13	-12	+1	15	2,300	+21	-9	10	3,626	203	149	196
West South Central	-17	-12	-4	13	3,082	+13	+1	12	5,128	171	127	151
Mountain	-14	-7	-2	6	555	+7	0	5	1,442	290	233	267
Pacific	-2	-5	+9	23	6,388	+7	-6	17	4,710	166	158	174
Farm supplies	-28	-2	-16	19	2,241	-22	-9	11	911	59	65	68
Fresh fruits and vegetables	-9	-4	-6	63	5,526	-19	+22	43	999	29	31	22
New England	-21	-13	-15	7	299	-12	+9	6	58	30	25	23
Middle Atlantic	-4	-7	-6	19	1,504	-37	+2	12	212	30	39	25
East North Central	-10	+2	-2	12	1,211	-34	+11	7	39	14	17	13
West North Central	-18	-21	-9	7	571	-9	+25	7	265	46	42	29
South Atlantic	-4	+2	-7	5	306	-18	+27	4	80	28	34	23
East South Central	-11	+6	-10	5	304	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-7	+5	-5	5	1,084	+6	+60	4	232	23	20	15

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Groceries, total	-3	0	+2	848	$153,269	-2	+4	686	$144,997	122	121	118
Non-affiliated full-line wholesalers[4]	-8	-2	-1	552	59,797	-5	+4	461	63,030	127	123	121
New England	+1	+4	+4	7	1,809	+8	+5	6	2,662	155	145	153
Middle Atlantic	-3	-5	+6	18	3,634	+13	+6	12	4,387	139	121	127
East North Central	-2	-1	-2	133	11,319	-3	+2	126	12,285	120	119	116
West North Central	-15	-8	-1	63	7,227	-5	+2	50	7,953	140	121	123
South Atlantic	-2	-2	+1	65	8,376	+2	+7	36	7,455	135	131	123
East South Central	-6	0	-4	37	4,510	-11	+5	28	4,238	123	128	117
West South Central	-9	-1	-1	98	13,209	-9	+2	77	13,209	124	124	122
Mountain	-13	-5	-1	23	2,539	0	+9	21	3,472	146	127	127
Pacific	-17	0	-7	108	7,174	-20	+3	105	7,369	111	113	109
Voluntary-group wholesalers	0	+1	+4	186	63,529	+1	+4	143	58,136	123	121	116
New England	+5	+6	+5	9	4,055	+1	+2	8	2,436	114	109	110
Middle Atlantic	-8	-1	+1	32	12,150	-3	+7	22	8,147	138	136	128
East North Central	+9	+1	+8	41	11,355	+8	+11	29	9,922	107	109	97
West North Central	-2	-3	+5	61	20,942	-2	-1	61	26,035	124	124	122
South Atlantic	+5	+5	+3	12	3,306	+6	+4	6	2,090	117	114	114
Pacific	+4	+12	+3	24	6,965	+16	+22	10	3,193	124	106	106
Retailer-cooperative warehouses	+4	-8	+9	18	12,071	+7	+4	12	6,317	95	91	91
Specialty lines wholesalers	-1	+16	+5	92	17,872	-5	+4	70	17,514	117	126	133
New England	-18	-21	-5	4	82	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-2	+18	+6	22	4,945	+1	-2	16	3,836	86	84	104
East North Central	-10	+23	-6	9	838	+18	+5	6	372	76	65	76
South Atlantic	+3	+13	+3	14	1,566	+13	+4	10	1,220	85	78	95
East South Central	-10	0	-4	5	617	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+7	+9	+11	5	435	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-5	+20	+1	26	7,737	-14	+6	23	9,981	161	185	193
Leather and shoe findings	-14	-7	-4	24	479	+3	0	11	1,025	448	361	423
Middle Atlantic	-4	+8	-3	5	43	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-7	-9	0	4	93	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-29	-10	-14	4	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-15	-14	-6	6	217	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-21	-11	-8	40	20,546	-6	+1	36	6,645	37	31	32
Middle Atlantic	-20	-9	-6	10	3,668	-10	0	10	1,777	48	43	44
East North Central	-27	-18	-9	13	8,398	-3	0	12	2,816	36	27	29
South Central	-8	-3	+5	4	3,631	-5	+10	4	1,158	32	31	28
Pacific	-21	-5	-17	5	3,858	-4	-3	4	630	28	25	24
Paper and its products	+2	-1	+6	60	10,057	+3	-2	41	8,958	127	126	126
New England	+2	+5	+4	5	336	-7	+1	4	347	187	201	180
Middle Atlantic	+4	-1	+6	16	2,940	+23	-3	9	1,469	91	78	86
East North Central	+1	+7	+7	18	3,581	+1	-1	14	3,175	102	102	109
South Atlantic	+11	+1	+8	6	894	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	0	+3	+3	5	479	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-3	-19	+6	7	1,614	-2	-3	6	2,555	193	197	168
Petroleum	+3	+8	+3	28	6,002	+9	+3	28	6,005	100	94	105
Shoes and other footwear	-7	-10	+2	33	26,918	+1	+1	30	71,939	271	249	243
Tobacco products	-2	-1	+2	269	43,053	-2	+2	161	17,484	61	61	59
New England	-2	+2	+2	33	3,064	+17	-4	12	522	65	54	70
Middle Atlantic	-1	+1	+3	56	14,337	-14	-2	35	6,722	60	70	63
East North Central	+2	0	+4	62	8,826	+11	+5	36	3,008	60	55	57
West North Central	-3	-2	-2	40	5,417	-3	+3	32	2,456	60	62	55
South Atlantic	-8	-6	+1	25	5,428	+16	+6	20	3,114	69	55	61
East South Central	-8	-10	-1	11	1,565	+7	0	6	671	54	45	48
West South Central	+1	-2	-3	22	1,874	-1	+2	9	427	42	45	39
Mountain	-7	-3	-2	8	487	+28	+5	6	322	71	51	66
Pacific	+3	+1	+1	12	2,055	-4	-3	5	242	54	55	53
Wines and spirits[5]	-6	+13	+6	278	103,113	+13	+8	232	125,803	144	121	152
New England	+3	+20	+7	22	5,784	+23	+16	17	3,914	108	91	95
Middle Atlantic	-6	+27	+10	45	32,745	+20	+9	42	38,466	129	100	152
East North Central	0	+4	+12	40	14,847	+10	+11	30	17,036	132	120	124
West North Central	-3	+19	0	35	8,859	+9	+9	30	11,435	184	158	185
South Atlantic	-13	-8	+2	42	11,905	+6	+14	41	18,772	162	132	129
East South Central	-16	+10	-1	11	2,531	0	0	9	4,699	217	186	240
West South Central	-5	+27	-3	33	10,793	+20	+5	30	16,455	155	125	190
Mountain	+6	+15	+16	13	2,157	+22	+6	11	1,928	115	101	126
Pacific	-9	+4	+3	37	13,492	+7	+3	22	13,098	153	144	187
Miscellaneous	-7	-9	0	32	7,105	+19	+4	21	9,444	210	154	181

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

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, *Secretary*
BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

NOVEMBER 1953

FOR RELEASE
JANUARY 7, 1954

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 4,298 wholesale establishments in various kinds of business.

SALES

November 1953 sales of merchant wholesalers were down 6 percent from the previous month but were up 1 percent above a year ago. Cumulative sales for the first eleven months of 1953 were 3 percent higher than for the same period in 1952.

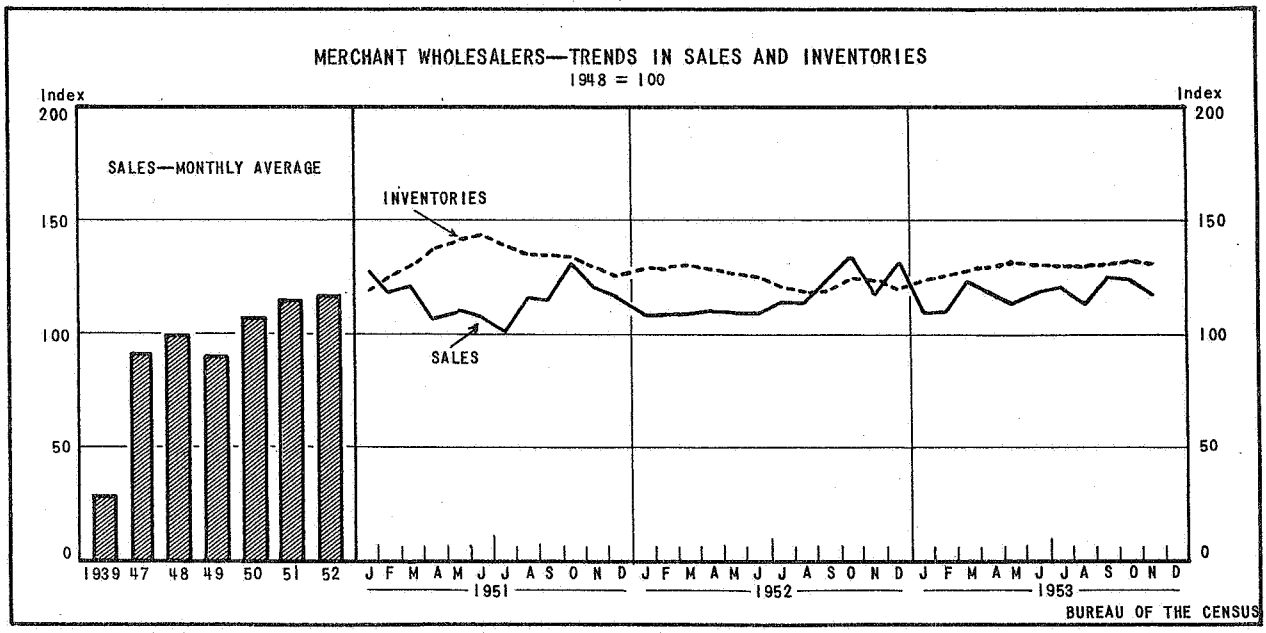
All geographic divisions experienced decreases in sales from October 1953, with New England and East South Central sharing the principal decline (8%). Compared with November sales a year ago, four divisions reported gains of 1 to 7 percent, three divisions reflected small declines, while two divisions--South Atlantic and East South Central--indicated no change. With the exception of one--West South Central,which showed no change--all divisions noted cumulative eleven months' sales in 1953 above those inthe corresponding period of 1952.

Of the 37 kinds of business covered in this report, 4 trades experienced moderate sales increases over the previous month. Thirty-two others, led by wholesalers of paints and varnishes (down 30%), indicated sales declines, while one trade, electrical full-line wholesalers, remained at about the same level as a month earlier. Increases above November 1952 sales were reported by 14 trades, the largest gain being shown by grocery retailer-cooperative warehouses (18%). Twenty-two other trades registered declines, the most substantial decrease (14%) being shown by paints and varnishes and shoes and other footwear. Cumulative sales for the first eleven months of 1953 were higher than for the same period in 1952 in 25 trades--metals still noting the largest increase (16%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of November were down slightly (1%) as compared with stocks on hand October 31, but were 7 percent above inventories of November 30, 1952. Based on the reports of 3,338 establishments submitting inventory figures in conjunction with sales data, the November stock-sales ratio of 167 percent was 7 points above that reported for the previous month, and 10 points above that reported for November 1952.

All geographic divisions reflected smaller inventories on hand than a month earlier. However, all but one geographic division--the West South Central (no change)--noted inventories 4 to 11 percent higher than a year ago. Appliances and specialties wholesalers, with inventories 29 percent higher than last November, continued to reflect the most substantial change from year-ago inventories.



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

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

NOVEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Nov. 1953 from-- Nov. 1952	Sales: Percent change Nov. 1953 from-- Oct. 1953	Sales: 11 mo. 1953 from 11 mo. 1952[2]	Sales: November 1953 panel: Number of establishments reporting	Sales: November 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Nov. 1953 from-- Nov. 1952	Inventory, end-of-month (at cost): Percent change Nov. 1953 from-- Oct. 1953	Inventory, end-of-month (at cost): November 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): November 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Nov. 1953	Stock-sales ratios[1] (percent): Nov. 1952	Stock-sales ratios[1] (percent): Oct. 1953
United States, total[3]	+1	-6	+3	4,298	$838,082	+7	-1	3,338	$1,168,294	167	157	160
New England	+3	-8	+5	257	38,168	+7	-3	181	43,076	155	149	147
Middle Atlantic	+1	-6	+5	743	169,239	+9	-1	560	192,380	141	133	131
East North Central	+7	-6	+6	840	162,648	+9	-2	673	197,512	142	138	137
West North Central	+1	-7	+2	545	106,410	+5	-2	411	169,708	182	177	173
South Atlantic	0	-4	+2	530	91,222	+10	-1	420	129,777	168	152	165
East South Central	0	-8	+1	209	32,970	+4	-4	165	48,916	175	167	168
West South Central	-2	-2	0	390	71,932	0	-4	309	109,783	181	175	187
Mountain	-1	-7	+5	168	25,478	+11	-3	140	39,564	177	161	170
Pacific	-3	-5	+3	565	112,834	+5	-2	428	149,220	174	160	169
Automotive supplies	-6	-14	+2	399	18,464	+3	-1	220	18,828	262	249	254
New England	-3	-33	+4	21	670	-11	-4	9	424	221	252	185
Middle Atlantic	+13	+6	+2	49	1,347	+8	+4	40	2,346	219	232	223
East North Central	-4	-6	+2	75	4,056	+3	-4	57	6,337	233	214	252
West North Central	-3	-17	+2	107	4,637	+3	+2	30	2,263	305	279	255
South Atlantic	-16	-23	+1	20	2,380	0	-2	13	1,115	250	282	235
West South Central	-13	-28	-2	12	1,441	-2	+1	7	1,435	350	346	272
Mountain	-2	-1	+13	24	700	+3	-1	20	1,423	300	271	282
Pacific	-6	-5	+3	88	2,757	+4	-3	41	3,423	312	272	282
Electrical group, total	+3	-2	+7	703	159,083	+12	-6	646	228,735	152	140	158
Full-line wholesalers	+5	0	+8	462	125,023	+10	-7	454	186,259	150	144	161
New England	+6	-12	+7	33	7,071	+7	-3	33	11,294	160	158	144
Middle Atlantic	-3	-7	+7	63	18,161	+8	-6	61	27,718	154	139	151
East North Central	+13	+4	+10	96	31,721	+16	-8	95	40,509	128	125	145
West North Central	+13	0	+10	45	10,733	+9	-11	45	16,148	150	157	160
South Atlantic	+8	+3	+4	68	17,151	+14	-4	66	28,140	169	160	181
East South Central	-7	-11	+9	29	5,201	+24	-5	27	9,973	201	149	190
West South Central	+1	+3	+5	49	10,848	+3	-7	49	19,501	180	176	198
Mountain	+14	+10	+12	20	4,660	+11	-12	20	6,090	131	135	163
Pacific	0	+3	+8	59	19,477	+2	-8	58	26,886	139	135	155
Wiring supplies, construction materials distributors	+1	-9	+6	129	11,721	+8	0	97	14,078	153	144	139
New England	+18	-1	+4	13	794	-1	0	5	368	153	182	149
Middle Atlantic	0	-14	+2	25	990	+4	-1	20	1,712	187	182	163
East North Central	-4	-15	+6	32	4,000	+5	0	26	4,715	149	137	124
West North Central	+6	-1	+7	11	1,264	-1	-5	9	1,494	182	197	196
South Atlantic	+3	-13	+13	18	2,074	+23	+3	15	2,244	119	99	101
South Central	-2	+1	-2	12	1,353	+14	+2	9	1,978	181	157	179
Mountain	-4	+6	+3	6	437	-11	-8	(x)	(x)	(x)	(x)	(x)
Pacific	+13	+3	+15	12	809	+15	0	11	1,290	161	159	165
Appliances and specialties wholesalers	-11	-10	+6	112	22,339	+29	-5	95	28,398	158	114	148
New England	-7	-18	+14	12	1,862	-3	-12	11	1,893	106	104	99
Middle Atlantic	-12	-4	+5	26	9,286	+28	-13	21	8,450	150	112	161
East North Central	-14	-20	+14	13	2,565	+38	-3	9	3,554	157	95	125
West North Central	+24	+3	+22	13	1,882	+23	-3	12	2,811	151	154	162
South Atlantic	-14	-14	-1	20	2,511	+39	-8	19	4,067	173	111	165
South Central	-28	-14	-3	10	1,243	+18	-2	8	2,501	210	127	185
Mountain	-19	-5	+1	6	770	+17	0	6	1,631	212	147	201
Pacific	-6	-13	+4	12	2,220	+56	+23	9	3,491	169	102	118
Furniture and house furnishings	-3	-15	+3	85	14,978	+11	-6	66	23,375	186	161	167
New England	0	-15	+6	5	880	+17	0	4	1,068	160	136	138
Middle Atlantic	+3	-22	+2	14	2,688	+9	-14	10	3,556	185	166	159
East North Central	-5	-12	+4	10	2,072	+5	-5	9	3,689	198	180	182
West North Central	-7	-21	-1	13	1,846	+7	-5	13	3,897	211	184	175
South Atlantic	+2	-14	+6	11	916	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+4	+2	+3	11	1,989	+31	-8	11	3,576	180	143	201
Mountain	-15	-6	-3	7	1,056	-3	-3	5	1,787	233	214	212
Pacific	-5	-19	+6	11	3,297	+13	-4	9	4,752	154	130	129
Hardware	-1	-13	+2	161	60,691	+6	-5	137	130,858	246	228	226
Middle Atlantic	+2	-18	+4	33	8,667	+4	0	28	16,324	211	206	171
East North Central	+8	-14	+9	33	14,081	+9	-8	30	24,173	190	187	180
West North Central	-9	-17	-2	19	10,144	-3	-6	19	27,872	275	25.	243
South Atlantic	+1	-7	-1	18	4,291	+9	-1	16	10,452	270	248	252
East South Central	+12	+3	+2	12	3,934	+1	-10	11	8,154	228	257	262
West South Central	-3	-5	-1	14	4,914	+7	-5	8	7,762	258	230	258
Mountain	-10	-21	-4	8	1,939	+12	-6	5	3,135	376	301	309
Pacific	-8	-11	+1	21	12,358	+14	-5	17	31,981	291	236	272
Industrial supplies	0	-11	+2	136	19,600	+4	0	112	33,728	197	188	177
New England	+8	-9	+2	15	1,237	+3	0	14	2,762	237	254	228
Middle Atlantic	+2	-9	-2	27	3,464	-4	-2	21	5,896	191	204	172
East North Central	+4	-13	+7	20	4,965	+12	-2	19	8,223	169	156	144
West North Central	+2	-13	+3	12	1,701	+5	+1	11	2,723	184	185	188
South Atlantic	-1	-13	+3	19	1,668	+17	-1	15	3,445	235	198	207
East South Central	+5	-10	+1	8	1,555	-1	0	8	2,980	192	203	161
West South Central	-7	-13	+2	28	4,238	+2	+2	18	6,050	222	186	193
Pacific	-16	+4	-4	7	772	-7	+2	6	1,649	225	202	233
Jewelry	-12	-6	-4	124	8,158	+5	-7	75	13,789	227	192	234
New England	-15	-13	-1	8	533	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-16	-10	-10	35	2,418	-4	-3	17	2,856	200	175	200
East North Central	-8	-9	+3	39	2,227	+12	-3	28	4,772	237	196	205
West North Central	+1	+6	0	12	970	+11	-4	10	2,198	230	210	256
South Atlantic	-3	-3	-4	6	338	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-5	+8	+10	4	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-21	-3	-9	17	1,392	+2	-20	11	2,972	244	197	325

See footnotes at end of table.

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

NOVEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Nov. 1953 from-- Nov. 1952	Sales: Percent change Nov. 1953 from-- Oct. 1953	Sales: 11 mo. 1953 from 11 mo. 1952[2]	Sales: November 1953 panel: Number of establishments reporting	Sales: November 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Nov. 1953 from-- Nov. 1952	Inventory, end-of-month (at cost): Percent change Nov. 1953 from-- Oct. 1953	Inventory, end-of-month (at cost): November 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): November 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Nov. 1953	Stock-sales ratios[1] (percent): Nov. 1952	Stock-sales ratios[1] (percent): Oct. 1952
Lumber and building materials	-5	-17	0	79	$12,625	+8	+1	57	$13,311	153	132	122
Middle Atlantic	0	-23	+7	19	3,368	+20	+5	11	1,609	67	59	48
East North Central	-3	-21	+4	12	1,399	+35	-2	8	1,163	181	118	143
West North Central	+4	-7	-4	7	664	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-1	-15	-2	11	1,590	+8	-6	9	1,667	204	177	180
South Central	+4	+11	+5	4	914	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-26	-20	-6	7	1,738	+4	+1	6	3,375	217	155	173
Pacific	+3	-12	0	6	1,194	+16	+3	6	2,189	183	162	156
Machinery equipment, supplies (except electrical)	-1	-6	-2	54	7,778	+2	+1	49	17,186	269	250	248
New England	+11	-6	+6	5	432	-4	-2	4	978	302	361	303
Middle Atlantic	+3	-14	-1	7	1,328	+1	-4	5	1,797	139	143	125
East North Central	+8	+8	+4	10	2,024	+7	+4	8	2,016	172	165	162
South Atlantic	0	-20	+6	7	711	+2	+2	6	2,097	325	320	257
South Central	-7	-15	-12	14	1,042	0	+1	13	6,545	645	596	538
Pacific	-11	-12	-11	8	874	+8	-1	6	2,229	385	249	390
Metals	+6	-5	+16	46	14,797	+27	-1	42	26,513	182	153	175
Paints and varnishes	-14	-30	+7	46	5,616	+6	-2	42	17,598	321	256	230
Plumbing and heating supplies	-3	-13	-1	138	16,746	-1	-3	117	27,143	182	177	163
New England	+7	-10	-2	7	370	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-6	-21	0	30	2,330	+2	0	23	3,538	175	168	143
East North Central	+14	-11	+6	21	1,853	-1	-3	19	3,385	205	232	186
West North Central	+3	-11	+4	16	1,787	+4	-2	14	3,176	189	186	173
South Atlantic	-4	-12	-3	38	7,192	-3	-5	38	11,265	157	154	145
East South Central	-11	-20	-9	10	1,503	-7	-2	9	2,777	188	177	153
Pacific	+4	-10	+8	4	938	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+11	-17	+14	83	1,871	-2	-3	72	4,350	296	325	251
Middle Atlantic	+26	-7	+16	15	642	-1	+3	12	1,007	222	290	201
East North Central	+13	-13	+10	17	175	+7	-2	12	561	492	494	442
West North Central	+24	-14	+21	5	204	-8	+5	5	405	199	268	161
South Atlantic	-8	-25	+13	24	456	+1	-5	24	1,392	305	277	243
South Central	-2	-26	+12	5	120	-32	-29	4	146	243	345	273
Pacific	+7	-27	+8	15	218	+1	-5	14	748	499	472	366
Surgical, medical equipment, supplies	+5	-10	+5	35	5,292	+7	+2	28	6,943	145	144	127
Middle Atlantic	+20	+1	+12	7	1,087	+14	-3	4	911	104	115	110
East North Central	+3	-12	+2	11	2,247	+7	+6	8	3,048	152	146	127
South Atlantic	+2	-11	+12	6	850	+12	-1	6	1,175	138	126	123
South Central	-8	-26	-1	4	473	-2	+3	4	732	155	145	110
Beer	-5	-14	+1	36	1,418	+12	-12	29	756	60	51	58
Middle Atlantic	-13	+3	-1	7	304	+35	-17	6	104	35	22	43
East North Central	+3	-9	+2	11	510	+15	-2	10	254	52	47	48
West North Central	+6	-8	-4	5	94	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-11	-25	+3	4	299	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-6	-28	-5	6	176	-16	-16	5	114	79	90	63
Chemicals, industrial	+1	-6	+14	19	3,031	+9	-2	15	1,865	71	64	67
Clothing and furnishings (except shoes)	-12	-18	-2	18	3,396	+10	-7	12	4,003	164	135	140
Coal	-6	-2	-3	20	3,925	-5	+14	18	5,640	147	144	127
Confectionery	+1	-6	+1	37	1,272	+3	-1	21	734	118	114	108
Middle Atlantic	+5	+6	+1	6	295	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+1	-2	+6	4	129	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-4	-8	+3	9	184	+7	-11	5	115	99	89	102
East South Central	-1	-7	-3	10	260	0	-5	5	35	78	73	77
Dairy and poultry products	-3	+4	+4	25	7,632	-20	-14	18	2,449	38	48	45
Drugs and sundries (liquor excluded)	+6	-6	+5	204	65,857	+6	-5	159	102,170	192	191	189
New England	+7	-7	+4	11	2,655	+13	-6	8	3,893	204	189	198
Middle Atlantic	+4	-9	+5	25	10,544	+7	-5	17	11,363	173	169	164
East North Central	+9	-5	+7	26	11,244	+8	-4	20	14,873	175	172	171
West North Central	+4	-6	+3	17	5,873	+4	-10	14	9,136	186	185	193
South Atlantic	+5	-1	+5	30	7,800	+8	-5	22	11,941	199	189	202
East South Central	+3	-3	+3	17	3,948	+4	-5	13	6,311	194	196	199
West South Central	+7	-2	+4	34	8,622	-4	-6	27	15,927	223	246	234
Mountain	+16	-10	+4	16	3,605	+22	+1	14	7,929	227	216	203
Pacific	+4	-9	+7	28	11,566	+5	-4	24	20,797	182	181	174
Dry goods	-4	-15	+3	156	37,612	+8	-6	129	69,749	222	202	199
New England	-3	-1	-4	5	587	-3	-11	5	639	109	109	121
Middle Atlantic	-7	-1	+1	45	6,380	+13	-9	33	8,728	231	195	219
East North Central	-2	-21	+9	14	4,324	+4	0	14	6,808	157	148	124
West North Central	+1	-16	+3	17	11,891	+6	-7	16	32,217	273	259	245
South Atlantic	-4	-15	-1	21	4,679	+4	-10	16	7,242	171	157	160
East South Central	-2	-17	+1	13	1,660	+20	-14	9	2,818	233	184	216
West South Central	-9	-19	-5	14	2,512	+2	-9	14	4,815	192	172	172
Mountain	-16	-11	-4	6	496	+6	-8	5	1,321	295	236	290
Pacific	-12	-20	+7	21	5,083	+19	+10	17	5,161	208	175	166
Farm supplies	-5	+5	-15	19	2,330	-18	-1	9	642	52	66	51
Fresh fruits and vegetables	-3	+2	-5	58	5,315	-14	+23	36	973	30	33	26
New England	-16	-7	-15	7	279	+3	+11	5	63	51	41	44
Middle Atlantic	-2	-13	-6	15	986	-43	+15	8	30	9	13	8
East North Central	-4	+18	-2	13	1,579	-58	+34	7	47	9	19	10
West North Central	+11	+19	-7	7	682	-12	+6	7	281	41	52	46
South Atlantic	-22	-14	-8	5	262	-22	+13	4	90	37	38	28
East South Central	-13	-13	-11	5	264	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-8	-5	-5	4	945	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

NOVEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Nov. 1953 from-- Nov. 1952	Sales: Percent change Nov. 1953 from-- Oct. 1953	Sales: Percent change 11 mo. 1953 from 11 mo. 1952[2]	Sales: November 1953 panel: Number of establishments reporting	Sales: November 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Nov. 1953 from-- Nov. 1952	Inventory, end-of-month (at cost): Percent change Nov. 1953 from-- Oct. 1953	Inventory, end-of-month (at cost): November 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): November 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Nov. 1953	Stock-sales ratios[1] (percent): Nov. 1952	Stock-sales ratios[1] (percent): Oct. 1953
Groceries, total	+3	-6	+2	848	$145,373	-3	-1	678	$143,408	129	135	123
Nonaffiliated full-line wholesalers[4]	-1	-8	-1	551	55,430	-8	-3	454	60,068	135	142	129
New England	+2	-5	+4	7	1,711	+1	-4	6	2,553	156	158	155
Middle Atlantic	+8	-9	+6	18	3,202	+12	-3	11	4,024	153	149	141
East North Central	+7	-9	-1	135	10,428	-6	-1	121	11,459	143	157	128
West North Central	-5	-8	-2	60	6,746	-6	-5	47	7,567	140	139	137
South Atlantic	+1	-5	+1	64	7,795	-2	-2	36	7,203	136	141	134
East South Central	-1	-11	-4	38	3,701	-8	+2	30	4,239	141	150	122
West South Central	-4	-7	-1	100	12,848	-12	-7	77	12,272	123	131	124
Mountain	-10	-10	-2	22	2,235	-4	-3	21	3,377	158	148	146
Pacific	-8	-5	-7	107	6,764	-21	0	105	7,374	117	135	111
Voluntary-group wholesalers	+6	-5	+5	185	60,639	+2	+1	142	58,824	128	132	122
New England	+8	-4	+5	9	3,938	+3	+2	7	2,168	122	130	113
Middle Atlantic	+3	-3	+1	29	11,116	+2	+4	21	8,630	141	145	132
East North Central	+11	-3	+8	42	11,545	+5	0	29	9,905	109	116	107
West North Central	+3	-3	+5	59	20,281	+1	+2	59	26,599	131	134	124
South Atlantic	+9	-8	+4	12	3,039	+1	-1	6	2,075	124	141	117
East South Central	-6	-10	-4	5	691	-6	+4	5	977	141	141	123
Pacific	+8	-15	+3	24	5,896	+13	+2	10	3,261	138	131	124
Retailer-cooperative warehouses	+18	-2	+10	19	11,969	+9	+3	12	6,527	103	114	95
Specialty lines wholesalers	-2	-5	+4	93	17,335	-7	0	70	17,989	124	132	118
New England	-12	-5	-6	4	168	-19	+1	4	76	45	49	42
Middle Atlantic	+7	-21	+6	19	3,708	-11	+5	13	3,745	116	142	84
East North Central	+24	-6	-4	10	801	+10	-2	7	367	74	81	75
South Atlantic	-8	-11	+1	16	1,864	-1	+9	11	2,185	129	119	106
East South Central	+5	+13	-3	5	695	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+2	-10	+10	5	391	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-12	+3	-1	27	8,041	-13	-4	23	9,559	147	148	161
Leather and shoe findings	-4	-6	-4	26	519	+4	-3	13	1,108	393	360	378
Middle Atlantic	-10	-16	-4	5	36	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+14	+3	+1	4	96	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-2	+9	-13	4	51	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-9	-5	-6	8	275	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-1	-7	-8	37	17,650	+4	+13	32	6,799	44	42	37
Middle Atlantic	-4	-4	-6	9	3,255	-8	+1	9	1,629	50	52	48
East North Central	+2	-4	-9	13	8,059	+12	+28	12	3,611	47	43	36
Pacific	-4	-12	-16	5	3,391	-7	+1	4	636	30	32	28
Paper and its products	+8	-8	+6	59	9,983	+3	0	40	9,623	134	141	122
New England	+10	-7	+4	5	311	-10	-3	4	333	181	222	181
Middle Atlantic	+5	-9	+6	14	2,833	+9	-4	8	1,656	91	93	88
East North Central	+10	-8	+7	18	3,812	+5	+2	13	3,357	107	109	93
South Atlantic	+18	-4	+8	6	861	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+5	-1	+3	5	475	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	-16	+5	7	1,299	+2	+2	6	2,595	250	256	202
Petroleum	+10	-5	+4	29	5,759	0	-13	28	5,224	91	100	100
Shoes and other footwear	-14	-20	+1	31	21,518	+17	+5	28	75,094	354	260	271
Tobacco products	+3	-6	+2	269	40,451	+9	+10	160	19,939	74	69	63
New England	+2	-4	+2	32	2,939	+17	+7	11	543	65	55	65
Middle Atlantic	+4	-7	+3	54	13,140	+4	+22	34	8,848	85	84	64
East North Central	+9	-5	+4	63	8,381	+14	+2	35	3,028	68	63	63
West North Central	+1	-5	-2	41	4,999	+6	+5	34	2,721	65	63	61
South Atlantic	-1	-4	+1	24	5,179	+19	0	18	3,001	71	58	67
East South Central	-5	-5	-1	14	1,657	+10	-3	9	768	57	47	56
West South Central	-8	-7	-3	22	1,810	+1	0	9	492	63	55	60
Mountain	-4	-9	-2	8	442	+18	-1	6	320	77	63	71
Pacific	+8	-4	+2	11	1,904	-4	+2	4	218	66	64	57
Wines and spirits[5]	+4	+7	+5	283	114,027	+11	+11	236	145,493	151	140	145
New England	+5	+1	+7	21	6,344	+11	+6	15	3,918	108	101	105
Middle Atlantic	+6	+5	+9	48	36,143	+13	+13	45	46,945	140	131	131
East North Central	+18	+1	+12	41	15,616	+17	+8	31	20,320	148	152	141
West North Central	-3	+10	-1	36	10,250	+22	+17	31	14,057	182	146	179
South Atlantic	-2	+15	+2	42	14,286	+9	+11	40	20,951	153	135	157
East South Central	+5	+10	-1	12	2,671	-6	+7	10	4,710	207	234	214
West South Central	-5	+7	-3	35	12,066	+1	+4	33	17,964	150	142	155
Mountain	+9	-13	+15	11	1,851	+20	+14	9	2,072	149	135	110
Pacific	+1	+10	+3	37	14,800	+9	+14	22	14,556	171	148	151
Miscellaneous	-5	-15	0	36	6,282	+17	+3	23	10,351	252	203	211

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

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington, 25, D. C.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, *Secretary*
BUREAU OF THE CENSUS
Robert W. Burgess, *Director*

DECEMBER 1953

FOR RELEASE
FEBRUARY 5, 1954

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 4,254 wholesale establishments in various kinds of business.

SALES

December 1953 sales of merchant wholesalers were up 12 percent over the previous month and 1 percent over a year ago. Sales for the entire year 1953 were 3 percent higher than for 1952.

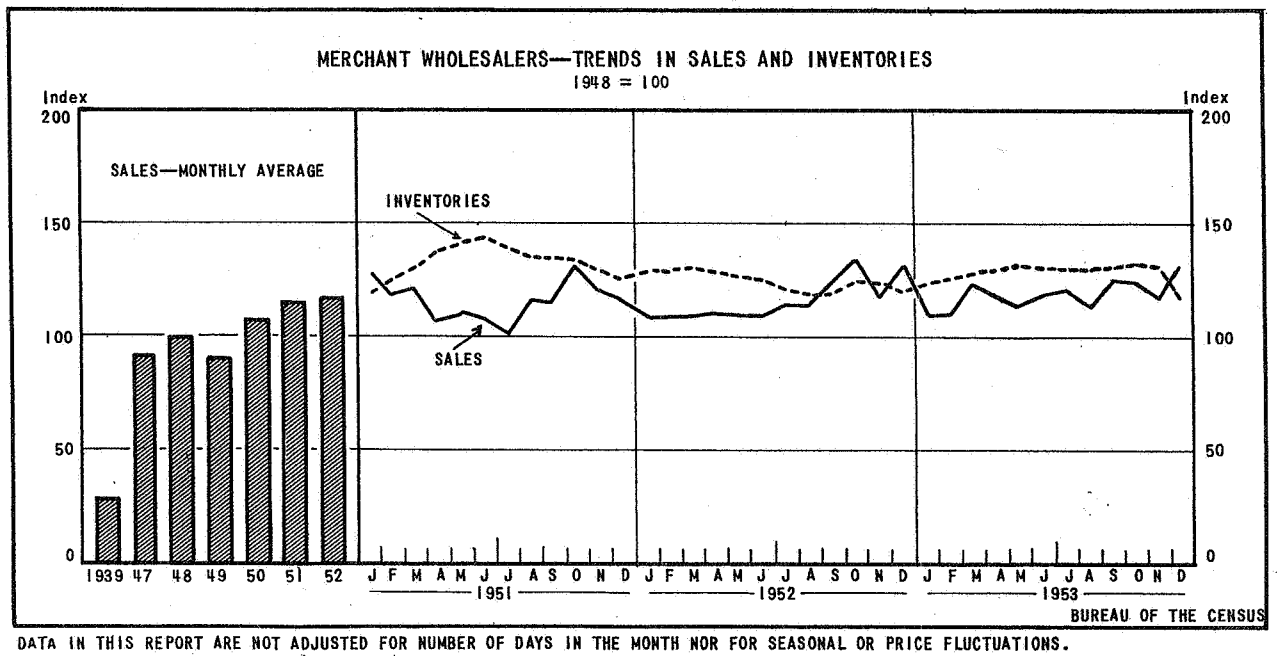
Increases of 6 to 19 percent over November 1953 sales were reported in all geographic divisions, the largest gain being noted in New England. New England also reflected the principal increase over December 1952 sales among the six divisions which reported year-ago gains. Declines of 2 or 3 percent were shown in the remaining three divisions. Annual 1953 sales in all divisions were 1 to 5 percent above those in 1952, the principal gain being shared by the New England and East North Central Divisions.

Most of the 37 kinds of business covered in this report noted sales increases over the previous month, the largest of these being registered by wines and liquors (up seasonally 39%). Substantial gains were also noted by electrical full-line wholesalers (up 33%) and by jewelry wholesalers (up 29%). Clothing and furnishings, down 26 percent, indicated the sharpest decline from a month earlier. Compared with sales a year ago, twenty-three trades reported declines. However, thirteen trades, led by electrical full-line wholesalers, up 16 percent, reported increases over year-ago sales. Annual sales for the year 1953 were higher than reported in 1952 for 23 trades, refrigeration equipment and parts (up 14%) noting the largest increase.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of December were reduced substantially (10%) from stocks on hand November 30 and were down 1 percent below inventories of December 31, 1952. Based on the reports of 3,318 establishments submitting inventory figures in conjunction with sales data, the December stock-sales ratio of 133 percent was 34 points below that reported for the previous month and three points below that reported for December 1952.

All geographic divisions reflected inventories 7 to 13 percent smaller than stocks on hand a month earlier. However, in three of the nine geographic divisions inventories were higher than a year ago. The West South Central Division, down 6 percent from a year ago, reported the sharpest drop in inventories among the six divisions showing declines.



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

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

DECEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Dec. 1953 from-- Dec. 1952	Sales: Percent change Dec. 1953 from-- Nov. 1953	Sales: 12 mo. 1953 from 12 mo. 1952[2]	Sales: December 1953 panel: Number of establishments reporting	Sales: December 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Dec. 1953 from-- Dec. 1952	Inventory, end-of-month (at cost): Percent change Dec. 1953 from-- Nov. 1953	Inventory, end-of-month (at cost): December 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): December 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Dec. 1953	Stock-sales ratios[1] (percent): Dec. 1952	Stock-sales ratios[1] (percent): Nov. 1953
United States, total[3]	+1	+12	+3	4,254	$933,333	-1	-10	3,318	$1,045,809	133	136	167
New England	+7	+19	+5	263	46,409	-5	-13	180	36,234	109	123	154
Middle Atlantic	+1	+18	+4	746	199,837	+4	-13	561	166,181	103	100	141
East North Central	+2	+10	+5	804	172,519	+2	-10	659	170,808	112	113	139
West North Central	+3	+6	+3	541	113,224	-2	-7	410	156,150	159	169	183
South Atlantic	+4	+13	+2	525	103,150	-1	-12	424	113,818	128	138	170
East South Central	-2	+11	+1	206	36,794	-1	-9	161	44,858	140	139	175
West South Central	+2	+12	+1	391	83,079	-6	-11	307	98,682	139	151	177
Mountain	-2	+10	+4	167	27,063	+1	-12	139	32,269	136	135	170
Pacific	-3	+6	+2	560	122,005	-2	-10	426	137,195	143	143	172
Automotive supplies	-9	-8	+1	376	16,435	-3	-6	206	16,517	242	231	254
New England	-4	-22	+3	20	526	-15	-6	7	290	234	251	188
Middle Atlantic	-9	-24	+1	52	1,019	+3	0	46	2,539	307	276	223
East North Central	-8	+3	+1	68	3,896	-12	-17	55	5,092	163	171	230
West North Central	-4	-2	+1	91	4,289	-5	+2	14	1,105	281	245	234
South Atlantic	-23	-21	-1	21	1,907	-2	-1	13	1,236	345	349	270
West South Central	-10	-5	-3	12	1,401	-9	-9	7	1,338	281	311	330
Mountain	-8	-6	+11	23	597	-1	-5	19	1,109	278	259	287
Pacific	-5	-12	+2	86	2,453	+8	+4	42	3,742	339	277	310
Electrical group, total	+12	+28	+8	690	201,239	-8	-22	626	171,545	91	113	151
Full-line wholesalers	+16	+33	+8	465	164,305	-11	-24	458	139,857	86	112	151
New England	+26	+48	+9	34	10,851	-15	-26	34	8,841	81	120	163
Middle Atlantic	+9	+33	+7	64	24,108	-10	-23	61	21,238	90	109	155
East North Central	+9	+18	+10	93	35,717	+4	-17	92	31,834	89	94	128
West North Central	+25	+33	+11	46	14,266	-13	-25	46	12,090	85	121	150
South Atlantic	+33	+50	+7	69	25,745	-19	-32	67	19,156	76	126	169
East South Central	+18	+60	+10	29	8,008	-10	-29	29	7,143	89	118	200
West South Central	+20	+43	+6	49	15,468	-19	-24	49	14,809	96	142	180
Mountain	+17	+27	+13	21	6,208	+5	-24	21	4,912	79	89	133
Pacific	+8	+23	+8	60	23,934	-17	-26	59	19,834	83	108	138
Wiring supplies, construction materials distributors	+2	+13	+6	118	12,139	+1	-8	84	11,062	124	124	151
New England	+15	+12	+5	11	819	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+6	+15	+3	27	1,452	-4	-6	20	1,956	159	176	196
East North Central	+2	+18	+6	28	4,372	-4	-12	22	3,596	105	109	142
West North Central	+6	+29	+7	9	1,469	0	-5	7	1,300	156	162	196
South Atlantic	+7	+9	+12	16	2,049	+11	-9	14	1,811	96	93	114
South Central	-12	-3	-3	10	937	+7	-7	6	913	163	142	168
Mountain	-27	-10	+1	5	197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-10	+4	+12	12	844	+10	-2	11	1,269	152	124	161
Appliances and specialties wholesalers	-4	+7	+5	107	24,795	+6	-15	84	20,626	124	113	156
New England	+1	+14	+12	14	2,501	-13	-12	10	1,291	111	124	147
Middle Atlantic	-2	+6	+5	20	9,111	+4	-18	12	4,993	112	114	137
East North Central	-22	+11	+10	14	2,739	-7	-14	11	2,953	114	95	146
West North Central	+23	+4	+22	14	3,202	+8	-14	12	2,427	119	141	151
South Atlantic	+14	+14	0	20	2,799	+24	-17	20	3,434	123	113	170
South Central	-23	+12	-5	10	1,314	0	-7	8	2,263	182	137	215
Mountain	-21	-7	-1	6	1,016	+18	-8	6	1,690	166	112	168
Pacific	-16	+3	+2	9	2,113	+22	-23	5	1,575	117	87	160
Furniture and house furnishings	-4	-2	+3	82	14,184	0	-8	63	20,867	176	167	184
New England	-1	+3	+5	6	950	+18	-14	5	1,189	133	110	156
Middle Atlantic	+3	+9	+2	13	2,741	+10	-5	9	2,973	153	137	180
East North Central	-16	-15	+2	9	1,630	-2	-9	8	3,109	217	188	200
West North Central	-1	-3	-1	12	1,758	-3	-4	12	3,708	211	217	212
South Atlantic	+15	+24	+7	10	1,110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-5	-12	+2	11	1,760	-2	-16	11	2,992	170	164	180
Mountain	-13	-9	-4	7	956	-15	-8	5	1,647	219	216	233
Pacific	-6	-2	+6	11	3,223	-1	-2	9	4,641	153	149	154
Hardware	-6	-4	+1	162	58,421	+2	-6	136	121,660	239	221	241
Middle Atlantic	-4	+2	+3	32	8,995	+9	-3	26	15,551	199	174	209
East North Central	+2	-6	+9	31	12,993	+5	-8	28	20,878	180	176	183
West North Central	-5	-5	-2	19	9,662	-8	-8	19	25,619	265	273	275
South Atlantic	-8	-10	-2	21	4,342	+3	+2	18	10,992	287	255	256
East South Central	-9	-5	+1	14	4,431	-1	-4	12	8,632	217	199	214
West South Central	-6	-7	-1	14	4,388	+4	-9	8	6,761	261	251	263
Mountain	-17	+3	-5	7	1,914	+2	-11	4	2,339	309	274	354
Pacific	-12	-5	0	21	11,532	+8	-5	18	30,504	291	236	291
Industrial supplies	-4	0	+2	139	17,860	+2	-1	115	32,987	216	198	216
New England	+1	+2	+2	13	1,186	+4	0	11	2,462	249	258	256
Middle Atlantic	-3	+1	-2	28	3,559	+1	-1	22	6,036	190	181	193
East North Central	-4	-2	+6	19	3,235	+9	-1	18	6,350	201	178	199
West North Central	-30	-3	+1	12	846	-14	+2	11	1,969	259	205	235
South Atlantic	-3	-10	+2	19	1,754	+7	-1	16	4,174	262	236	237
East South Central	-7	-14	0	7	1,296	+2	-2	7	3,151	243	221	213
West South Central	+4	+7	+2	28	4,535	+1	0	18	6,034	204	187	222
Pacific	-9	+7	-5	13	1,449	-4	-3	12	2,811	215	196	227
Jewelry	-6	+29	-4	110	9,403	0	-21	62	9,963	145	134	236
New England	+2	+47	-1	8	782	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-12	+4	-10	34	2,305	-19	-19	16	2,183	137	145	202
East North Central	-9	+30	+2	28	2,085	+13	-22	117	3,029	168	138	277
West North Central	-5	+29	-1	9	1,208	+13	-14	9	1,803	149	126	222
South Atlantic	+7	+44	-2	6	487	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+4	+124	+7	5	607	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-5	+38	-9	17	1,921	-4	-29	11	2,104	123	123	243

See footnotes at end of table.

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

DECEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Dec. 1953 from-- Dec. 1952	Sales: Percent change Dec. 1953 from-- Nov. 1953	Sales: 12 mo. 1953 from 12 mo. 1952[2]	Sales: December 1953 panel: Number of establishments reporting	Sales: December 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Dec. 1953 from-- Dec. 1952	Inventory, end-of-month (at cost): Percent change Dec. 1953 from-- Nov. 1953	Inventory, end-of-month (at cost): December 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): December 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Dec. 1953	Stock-sales ratios[1] (percent): Dec. 1952	Stock-sales ratios[1] (percent): Nov. 1953
Lumber and building materials	-6	-10	0	70	$10,416	-7	-5	50	$10,835	146	148	142
Middle Atlantic	-1	-8	+6	16	2,965	0	-3	9	1,327	64	65	60
East North Central	-3	-16	+3	10	1,127	+10	-7	7	1,133	146	122	130
West North Central	-11	-30	-5	7	464	-6	+6	4	327	152	148	108
South Atlantic	-18	-16	-4	11	1,336	+12	+2	9	1,698	255	183	204
South Central	+2	-20	+4	4	733	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+11	0	0	7	1,203	-5	-5	6	2,083	175	204	183
Machinery equipment, supplies (except electrical)	-6	-1	-2	53	7,685	-1	-1	42	16,819	241	235	268
New England	0	+1	+6	5	438	-5	+2	4	996	347	354	302
Middle Atlantic	+2	+1	-1	6	1,327	+8	+8	4	1,914	147	141	140
East North Central	-13	-36	+3	11	1,309	+2	-5	8	1,909	164	173	172
South Atlantic	-4	-13	+6	7	636	-1	-4	5	2,016	371	343	325
West South Central	-23	+29	-13	13	1,305	-1	+1	13	6,598	506	395	645
Pacific	-15	-9	-12	7	759	-7	-6	5	1,885	394	321	374
Metals	-16	+2	+13	47	14,875	+16	0	43	25,230	172	124	176
Paints and varnishes	+4	-24	+6	49	4,323	+7	-6	45	16,619	394	384	320
Plumbing and heating supplies	-4	-6	-2	129	16,034	-7	-5	107	24,420	183	182	179
New England	+7	-21	-1	7	291	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-13	-6	-1	29	2,096	+2	-6	22	3,103	170	141	170
East North Central	+2	-12	+5	14	1,423	+11	0	12	2,609	212	196	184
West North Central	0	-20	+4	15	1,278	+1	-3	13	2,746	229	223	190
South Atlantic	-6	-7	-3	38	7,430	-17	-5	37	10,698	158	175	157
East South Central	-16	-3	-9	10	1,457	-9	-10	9	2,500	174	160	188
Refrigeration equipment, parts (commercial)	+12	-1	+14	74	1,679	+5	+6	64	4,017	297	326	287
Middle Atlantic	+26	-1	+17	14	564	+1	0	11	917	222	290	243
East North Central	+2	-11	+10	17	170	+16	+15	12	643	531	481	428
South Atlantic	+11	+10	+13	24	502	+7	+5	24	1,466	292	302	305
South Central	+6	+21	+11	4	145	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+4	-18	+8	9	130	+1	+4	8	373	429	504	398
Surgical, medical equipment, supplies	+4	0	+5	33	4,919	-2	-6	27	5,874	130	139	140
Middle Atlantic	+7	-10	+12	6	902	+14	-9	4	833	106	100	104
East North Central	+3	+1	+2	10	2,155	-6	-8	7	2,496	129	145	144
South Atlantic	+3	+4	+11	4	712	+8	-10	4	852	120	114	138
Beer	-3	+18	0	36	1,673	+29	0	33	844	53	40	62
Middle Atlantic	+2	+32	-1	9	457	+17	-5	8	139	31	27	42
East North Central	-2	+12	+1	10	547	+26	-2	10	249	46	35	52
South Atlantic	-10	+15	+2	4	345	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	+18	-4	7	264	+17	-11	6	140	62	57	82
Chemicals, industrials	-4	-4	+13	19	2,906	+3	-3	15	1,800	71	64	71
Clothing and furnishings (except shoes)	-18	-26	-3	19	2,532	+2	-10	12	3,621	221	197	141
Coal	-6	+15	-3	19	4,427	-20	-25	18	4,213	96	113	147
Confectionery	+3	+16	+1	40	1,486	+7	-4	23	799	97	91	121
Middle Atlantic	+10	+18	+2	7	383	+1	-7	4	194	118	112	153
East North Central	-2	+9	+5	4	140	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+7	+19	+3	10	264	+23	-2	6	183	98	88	121
East South Central	-15	0	-4	9	158	0	-3	5	34	68	62	78
West South Central	+2	+15	-1	4	252	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	+2	+14	+4	23	8,332	-20	-15	17	2,048	29	38	38
Drugs and sundries (liquor excluded)	+4	+3	+5	188	64,558	+3	-6	148	90,169	174	174	190
New England	+3	+5	+4	11	2,800	+6	-8	8	3,595	178	175	204
Middle Atlantic	+4	+3	+5	23	10,703	+12	-6	15	10,311	156	152	172
East North Central	+8	+2	+7	24	10,804	+10	-6	18	12,811	161	152	172
West North Central	+4	+5	+3	17	6,196	+6	-5	14	8,653	168	162	186
South Atlantic	+3	0	+5	27	7,080	+8	-5	20	10,072	182	173	196
East South Central	+2	0	+3	15	3,623	+6	-2	11	5,388	183	178	189
West South Central	+7	+7	+4	34	9,655	-2	-5	29	15,737	195	209	220
Mountain	-7	-4	+3	12	2,120	-4	-6	10	4,518	224	219	229
Pacific	+2	+1	+6	25	11,577	-2	-8	23	19,084	166	173	182
Dry goods	-12	-18	+2	149	29,878	0	-1	122	66,092	266	243	221
New England	-7	-16	-4	5	497	+3	-15	5	655	132	119	130
Middle Atlantic	-12	-1	0	42	6,054	+4	-2	34	8,161	246	207	221
East North Central	-12	-17	+8	12	3,416	-5	0	12	6,827	200	185	165
West North Central	-10	-18	+2	17	9,583	0	+1	15	32,082	338	305	273
South Atlantic	-6	-20	-1	22	3,808	-5	-7	16	6,734	197	195	171
East South Central	-3	-22	0	14	1,324	+7	-13	9	2,458	254	239	233
West South Central	-4	-16	-5	11	1,777	-15	-7	11	3,479	196	222	176
Mountain	-9	-11	-4	6	439	-3	-11	5	1,177	303	282	295
Pacific	-30	-35	+5	20	2,980	+21	+11	15	4,519	293	230	197
Farm supplies	-23	+15	-16	19	2,396	-14	+14	10	919	82	82	73
Fresh fruits and vegetables	-6	+7	-5	59	5,860	-12	-9	39	1,378	30	32	36
New England	-31	-5	-16	6	175	-14	-24	5	48	38	36	51
Middle Atlantic	-8	+1	-6	17	1,299	-3	+30	11	275	39	35	33
East North Central	-8	+7	-2	14	1,790	-8	-16	8	404	29	29	36
West North Central	-13	-1	-8	6	670	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-11	+28	-9	5	336	-12	-32	4	61	20	20	37
East South Central	+4	-1	-10	4	148	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-14	-4	-6	4	909	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

DECEMBER 1953

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

Geographic division and kind of business	Sales: Percent change Dec. 1953 from-- Dec. 1952	Sales: Percent change Dec. 1953 from-- Nov. 1953	Sales: 12 mo. 1953 from 12 mo. 1952[2]	Sales: December 1953 panel: Number of establishments reporting	Sales: December 1953 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change Dec. 1953 from-- Dec. 1952	Inventory, end-of-month (at cost): Percent change Dec. 1953 from-- Nov. 1953	Inventory, end-of-month (at cost): December 1953 panel: Number of establishments reporting	Inventory, end-of-month (at cost): December 1953 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Dec. 1953	Stock-sales ratios[1] (percent): Dec. 1952	Stock-sales ratios[1] (percent): Nov. 1953
Groceries, total	+3	+2	+2	816	$146,144	-2	-4	662	$136,254	119	126	128
Nonaffiliated full-line wholesalers[4]	-3	+2	-2	530	54,787	-8	-5	446	56,718	125	130	133
New England	+8	0	+4	6	1,559	-1	+8	5	2,562	174	189	159
Middle Atlantic	+7	+4	+6	17	3,384	+18	0	11	4,169	145	133	151
East North Central	+3	+2	-1	125	10,121	-9	-5	121	11,567	124	139	131
West North Central	-5	+1	-2	59	6,492	-7	-4	46	6,898	133	135	142
South Atlantic	-1	-3	0	58	7,197	+5	-4	36	6,858	137	129	137
East South Central	-3	+5	-4	38	3,918	-7	-5	29	4,000	129	132	141
West South Central	-2	+2	-1	98	12,767	-15	-10	74	10,585	110	122	123
Mountain	-14	-1	-3	22	2,275	-2	-8	20	3,103	146	128	158
Pacific	-11	+6	-8	107	7,074	-21	-3	104	6,976	106	118	116
Voluntary-group wholesalers	+9	+5	+5	184	63,667	+4	-5	141	55,795	114	121	127
New England	+9	+14	+6	10	4,700	+5	-2	7	2,208	120	117	123
Middle Atlantic	+3	+3	+1	31	11,960	+5	-4	22	8,656	128	125	139
East North Central	+15	+7	+9	40	11,535	+7	-7	28	8,790	94	103	108
West North Central	+15	+8	+6	61	21,913	0	-3	61	25,578	117	134	130
South Atlantic	+5	+4	+4	11	2,941	+5	-17	6	1,713	99	101	124
Pacific	+4	-4	+3	24	5,681	+15	-9	10	2,970	122	106	138
Retailer-cooperative warehouses	+10	-2	+10	18	11,611	+5	-3	12	6,356	95	109	103
Specialty lines wholesalers	-1	-5	+4	84	16,079	-5	-1	63	17,385	130	136	125
Middle Atlantic	+9	+10	+7	18	4,051	+7	+12	11	4,110	118	122	117
East North Central	-14	-15	-5	9	668	+5	-5	7	350	88	81	74
South Atlantic	+7	+12	+2	15	1,920	+5	-3	11	1,950	107	110	124
East South Central	-1	+2	-3	5	708	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+15	0	+10	5	392	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-11	-16	-1	24	6,674	-16	-5	21	8,993	170	176	148
Leather and shoe findings	-16	-22	-5	24	345	0	-3	11	973	676	530	497
Middle Atlantic	-16	+3	-5	5	37	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+1	-15	+1	4	82	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-21	-33	-13	4	34	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-24	-24	7	6	149	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-5	+10	-7	38	20,636	-19	-17	32	5,958	33	38	43
Middle Atlantic	-3	+8	-6	9	3,512	-6	0	9	1,621	46	47	50
East North Central	-8	+13	-8	13	9,105	-37	-36	11	2,295	27	39	47
Pacific	+4	+13	-15	4	3,625	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products	+2	-3	+6	55	8,801	+5	-3	36	7,951	132	130	132
New England	+8	+10	+4	5	334	+5	+5	4	269	133	150	146
Middle Atlantic	+5	-4	+6	13	2,391	+17	0	7	1,269	92	82	87
East North Central	0	-9	+7	16	3,149	+4	-4	11	2,652	99	99	99
South Atlantic	+1	-3	+8	5	589	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+15	+6	+4	5	502	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	+17	+5	7	1,519	+1	-10	6	2,331	214	197	250
Petroleum	+7	+24	+4	28	7,108	-42	-30	28	3,669	52	95	91
Shoes and other footwear	-14	+10	0	30	23,633	-3	+5	27	78,607	335	298	354
Tobacco products	-1	+15	+2	243	45,073	+3	-15	142	15,132	53	50	70
New England	+3	+22	+2	28	3,595	+28	+2	7	389	59	48	56
Middle Atlantic	+1	+19	+3	51	15,650	0	-17	31	7,165	62	62	85
East North Central	+1	+14	+4	53	8,537	0	-19	32	2,224	44	45	62
West North Central	+2	+17	-2	38	5,537	+5	-13	31	2,188	47	46	64
South Atlantic	-7	+7	0	22	5,379	+25	-11	16	1,682	52	38	61
East South Central	-11	+11	-2	14	1,845	+4	-10	9	694	47	39	57
West South Central	-9	+8	-4	21	1,950	-10	-1	7	368	48	45	51
Mountain	-6	+9	-2	5	318	+58	-39	4	134	45	26	79
Pacific	+6	+19	+2	11	2,262	-11	-22	5	288	32	34	46
Wines and spirits[5]	+3	+39	+5	288	158,603	+9	-19	242	118,052	86	81	151
New England	+7	+19	+7	20	7,077	+10	-16	16	3,547	70	70	111
Middle Atlantic	+5	+52	+9	50	57,410	+7	-25	48	37,117	70	69	141
East North Central	+6	+46	+11	41	22,420	+10	-17	32	15,919	81	78	143
West North Central	+1	+19	0	36	11,369	+20	-8	30	10,529	134	111	185
South Atlantic	-3	+34	+1	39	17,001	+14	-20	38	15,900	94	80	157
East South Central	-7	+44	-1	12	4,161	+6	-8	10	4,791	136	114	208
West South Central	-1	+30	-3	37	15,908	-2	-20	33	14,373	93	95	150
Mountain	+6	+43	+14	14	3,179	+17	-20	12	1,968	77	72	140
Pacific	0	+26	+2	39	20,078	+12	-15	23	13,908	108	100	172
Miscellaneous	0	+33	0	36	8,357	+12	+5	23	10,878	186	173	252

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., D.C., Md., N.C., S.C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
South Central = East South Central and West South Central combined.
Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.